

Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE PROPERTY

**Toorak Road 7-Eleven:
driving wealth**

HIGHLIGHT

**Burgess Rawson's
growth story continues**



The Ultimate Investment Property Arena

Burgess Rawson delivers unparalleled market expertise in commercial real estate, backed by the power of our huge national presence.

For the past 21 years, our iconic portfolio auctions have set industry benchmarks, offering the nation's best commercial investments for sale in one place.

Sydney	Melbourne	Brisbane
Sydney Opera House	Crown Casino	Hilton Hotel
28 March 2023	29 March 2023	30 March 2023
9 May 2023	10 May 2023	11 May 2023
20 June 2023	21 June 2023	22 June 2023

Bidding is available by phone, online or in person at our auction rooms.

For further details, visit burgessrawson.com.au



Welcome



Adam Thomas
Partner | Managing Director QLD

ADAM.THOMAS

Welcome to the second edition of Portfolio Magazine for 2023.

This year is already shaping up to be a solid year with demand for well-performing assets remaining firm.

Essential services will again be a major focus and our Portfolio 159 will feature a range of convenience retail, early education, medical and government assets.

In this edition, our feature article will focus on convenience retail following the outstanding result of a 7-Eleven at Killara NSW which sold for \$7.5 million reflecting a yield of 3.96%.

Convenience retail is an asset class that continues to perform well with our 2022 sales totalling \$220 million.

While there were some economic challenges last year, which are expected to continue into 2023, early education is also among a number of asset classes that continue to be sought-after.

Burgess Rawson closed 2022 very strongly with a total of \$280 million in early education transactions and yields averaging 4.57%.

Despite interest rate increases and concerns over a slowing economy, there is strong underlying demand for all recession-proof centres.

In other news, our Burgess Rawson team continues to grow with Marni Lawson appointed to head up our national Asset Management department. Marni has an incredibly impressive track record in the industry having handled some major portfolios.

Burgess Rawson will also launch its monthly Industry Insight Reports with our first edition focussing on convenience retail. Find out more on page 30.



Portfolio Team

EDITOR Olwyn Conrau
PRODUCTION MANAGER Daniel Cini
DESIGN Bryan Karman, Ty Layton, Ethen Curtis
PHOTOGRAPHY Various

BURGESSRAWSON.COM.AU

Burgess Rawson's Portfolio Magazine requires a creative collective committed to producing a premium property publication that people just won't want to put down.

Our diverse and forward-thinking Portfolio Team is drawn from Burgess Rawson's offices across Australia, working collaboratively and each contributing their unique skill set to bring you a magazine we're proud to call our own.

All areas and figures displayed in this magazine are approx only. All precaution has been taken to establish the accuracy of the above information but does not constitute any representation by the Vendor or Agents. The Retail Leases Act 2003 may apply.

In the spirit of reconciliation, Burgess Rawson acknowledges the Traditional Custodians of country throughout Australia and their connections to land, sea and community. We pay our respect to their Elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.



Light shines on convenience retail

**Toorak Road 7-Eleven:
driving wealth**

The alliance of fuel and convenience has created one of the best performing property investments.

Convenience Retail is a hot topic and continues to attract investors seeking long term leases to strong tenants, in irreplaceable sites.

Fuel and food: a convenient partnership

Despite perceived headwinds, there were 103 new convenience retail sites built in 2022. 7-Eleven opened 22 new sites whilst BP opened 54. This clearly demonstrates that convenience retail has a strong future in the Australian landscape.

Whilst EV cars have had an uptick in sales, there are only 83,000 on Australian roads, as compared to 21,000,000 fuel cars and that will continue to drive the need. The tenants are sought-after because of their strong balance sheets, for example; Viva's EBITDA was up 122% in 2022 to \$1.1B.

Viva Energy is a fuel heavy weight, owner of the Shell service stations in Australia. They recently announced their plan to buy the Coles network of convenience stores on their sites,

giving them a bigger retail footprint and ramping up customer engagement.

Burgess Rawson, Partner Jamie Perlinger commented this strategy gives Viva Energy exposure to the fast-growing convenience segment through full ownership.

“Combining essential services such as fuel and convenience can secure an exceptional investment opportunity that offers secure long leases and top-tier tenants. This represents a set-and-forget freehold investment with guaranteed rental growth,” he said.

Despite perceived challenges, fuel and convenience retail assets have remained resilient and in fact, top global companies such as Ampol are also partnering with leading

EV businesses and adopting a progressive approach to future outcomes.

“These properties are malleable and value-adding due to their locations, so have been highly contested at our auctions. Further, several of these companies recorded strong profits over the 2022 year with Ampol's net profit after tax, for instance at \$732.3 million compared with \$297.8 million profit on the previous year.”

Mr Perlinger said convenience retailing assets are home to the most innovative tenants who have capitalised on their strategic sites by offering one stop, recession proof shops.

“The result of their success is evidenced by our recent sale at our last Portfolio Auction which saw a

“As market leaders, we've seen demand continue to grow with Burgess Rawson selling almost \$220 million in these assets over 2022 compared to five years ago when we sold \$166 million.”

Jamie Perlinger
Burgess Rawson
Partner



7-Eleven asset in Killara, NSW sell for \$7.5 million reflecting a yield of just 3.96%.

“This was an exceptional result in light of rising interest rates and a fall in retail trading and demonstrates yet again what a stable and strong performing asset retail convenience is,” he said.

Portfolio 159 will feature a limited number of these prized assets including a 7-Eleven in Jamisontown, NSW, another in Hawthorn East VIC, and a combined 7-Eleven/Autopro in Colac, regional VIC.

Mr Perlinger said that increased enquiries are showing that confidence is coming back across the board.

“As market leaders, we've seen

demand continue to grow with Burgess Rawson selling almost \$220 million in these assets over 2022 compared to five years ago when we sold \$166 million.”

Other deals across the eastern seaboard are showing firm yields with a 7-Eleven store in East Brisbane QLD, selling for \$7.12 million reflecting a yield of 4.91% while a United Petroleum fuel outlet in Altona North VIC, sold for \$8.62 million, showing a yield of 5.04%. An EG site in Lisarow NSW, sold on a return of 3.95%.

“With such solid indicators, fuel and convenience retail is a wise investment choice for those looking to secure their financial future,” he said.

New Industry Insight Reports

Our Convenience Retail Industry Insight Report will be released this month. Scan and subscribe to receive your copy.



Convenience retail highlight sales in the last 12 months



Altona North VIC
United Petroleum
\$8,620,000 | 5.04% Yield



Crestmead QLD
Caltex
\$5,840,000 | 5.22% Yield



Killara NSW
7-Eleven
\$7,500,000 | 3.96% Yield



Lisarow NSW
EG Group
\$2,150,000 | 3.95% Yield



Shepparton VIC
7-Eleven
\$5,770,000 | 5.25% Yield



East Brisbane QLD
7-Eleven
\$7,120,000 | 4.91% Yield

Burgess Rawson's growth story continues

Burgess Rawson has experienced phenomenal growth in recent times, cementing its position as the nation's largest, privately-owned commercial agency.

This evolution has seen the company increase its staff and open new offices in Townsville and Mildura while our portfolio auction events now operate across the eastern seaboard.

With this expansion, we have also hired some of the best operators in the business enabling us to provide the best service to our clients.

As part of the business's growth, Marni Lawson has joined Burgess Rawson as its new national Head of Asset Management to be based in Melbourne.

Marni has an impressive track record in commercial property with her career spanning almost two decades. Previously, Marni managed the Victorian ING Industrial portfolio, worked with Airservices Australia and was more recently Head of Property for Lawson Real Estate.

Currently completing her Bachelor of Law, Marni joins Burgess Rawson with an exhaustive list of credentials including a Masters of Business (Property) from RMIT, while she is also a regular guest lecturer and trainer.

In Townsville, Michael Hooper joined us late last year as a sales executive. With over 20 years in the industry, Michael has operated his own business, establishing strong relationships and an in-depth

knowledge of the North Queensland commercial property market.

We have also hired David Napoleone as a senior sales executive to be based at the Melbourne office.

David has nine years' property experience having commenced his career at Barry Plant where he worked alongside REIV and REIA Agent of the Year, Mark Di Giulio in the top performing team in the network.

He then moved to CVA Property Consultants focussing on commercial property and specialising in industrial sales/leasing as well as development sites and commercial investments.

Some notable sales include multiple

“I'm most interested in the journey shared with clients and building long term relationships with both landlords and tenants. It's rewarding to have satisfied landlords but equally, it's fascinating to be part of a tenant's journey and be involved with the success of their business, which is a win for all concerned.”

Marni Lawson
Head of Asset Management

former Uniting Church sites that were suitable for an array of development outcomes.

David's appointment follows the recruitment of Drew Mitchell who has made the leap into commercial real estate after a stellar career in Rugby Union playing for the Wallabies.

Drew joined the Sydney sales department as an executive.

While the team at Burgess Rawson has grown rapidly over the past year with each department gaining several new staff members, the business is actively recruiting new staff to join its sales, leasing and asset management divisions.

If you're interested in being part of this energetic and results-driven company, please contact us at careers@burgessrawson.com.au



David Napoleone
Senior Sales Executive



Drew Mitchell
Sales Executive



Michael Hooper
Sales Executive



Marni Lawson
Head of Asset Management

Daniel Casale
Asset Manager



March Investment Portfolio Auctions

SYDNEY
10:30AM AEDT
TUESDAY
28 MARCH

MELBOURNE
10:30AM AEDT
WEDNESDAY
29 MARCH

BRISBANE
10:30AM AEST
THURSDAY
30 MARCH

There are three ways to bid. Via phone, online or in-person.

Discuss with our agents which bidding option is the best for you and available in-person bidding locations.

New Properties For Sale



Fast Food

Tenant	Location	State	Income pa	Page
Red Rooster & Pizza Hut	Idalia (Townsville)	QLD	\$235,376	43
KFC	Bundamba (Ipswich)	QLD	\$191,721	44
Zambrero	West End (Townsville)	QLD	\$114,500	26



Early Education/Childcare

Tenant	Location	State	Income pa	Page
Affinity Education	Robina (Gold Coast)	QLD	\$477,808	38
Nido Early School	Palmyra (Perth)	WA	\$394,208	60
Oak Tree Academy	Woodford (Moreton Bay)	QLD	\$317,200	42
Taylor ELC	Taylor (Canberra)	ACT	\$304,000	31



Supermarket

Tenant	Location	State	Income pa	Page
IGA Supermarket & Australia Post	Laverton (Melbourne)	VIC	\$334,364	18



Automotive

Tenant	Location	State	Income pa	Page
Hoppy's Carwash	West End (Townsville)	QLD	\$120,000	26

New Properties For Sale



Convenience Retail/Fuel

Tenant	Location	State	Income pa	Page
7-Eleven & Autopro	Colac	VIC	\$410,675	16
7-Eleven	Wyong (Central Coast)	NSW	\$375,433	34
7-Eleven	Beaudesert	QLD	\$321,357	41
7-Eleven	Jamisontown (Penrith)	NSW	\$309,082	20
7-Eleven	Hawthorn East (Melbourne)	VIC	\$264,128	24



Medical/Veterinarian/Allied Health

Tenant	Location	State	Income pa	Page
Greencross Vets	Aitkenvale (Townsville)	QLD	\$477,705	40
Family Doctor	Wodonga (Albury)	VIC	\$292,129	50
Riverside Medical Centre	St Marys (Adelaide)	SA	\$247,736	46
Sonic Healthcare	West Perth	WA	\$246,768	61
ER & Sports Physio	Deakin (Canberra)	ACT	\$195,077	32
Thira's Thai Massage	Pakenham (Melbourne)	VIC	\$40,324	55
Recharge 90 Massage Parlor	Mentone (Melbourne)	VIC	\$27,000	57



Office/Government

Tenant	Location	State	Income pa	Page
Office	Wendouree (Ballarat)	VIC	\$500,000	14
Centrelink & Medicare	Rosebud (Melbourne)	VIC	\$310,000	48
Northrop	Charlestown (Newcastle)	NSW	\$50,647	37



Retail

Tenant	Location	State	Income pa	Page
Petstock & Boss Outdoor	South Nowra (South Coast)	NSW	\$536,597	33
Hello World Travel	Armidale	NSW	\$275,187	35
Pets Domain	Innisfail	QLD	\$108,000	45
Totally Workwear & Telstra	Frankston South (Frankston)	VIC	\$74,275	52
Nextra, Office Choice & TattsLotto	Leongatha	VIC	\$55,712	53
RK Hair & Beauty	Clyde North (Berwick)	VIC	\$53,400	54



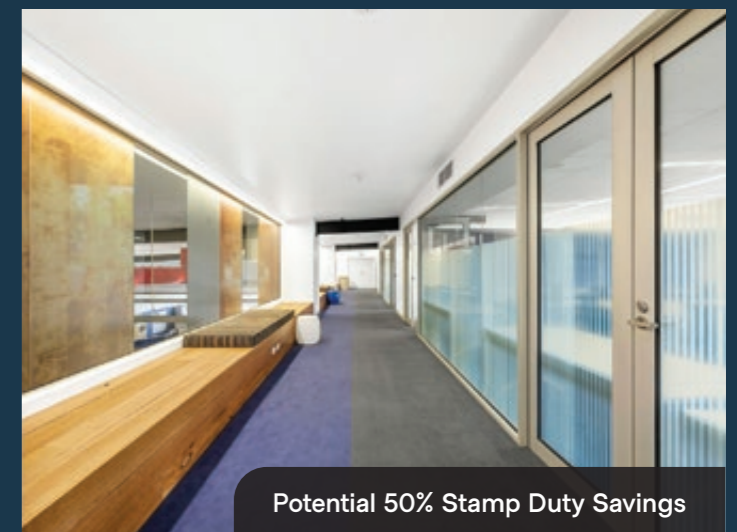
Restaurant/Cafe

Tenant	Location	State	Income pa	Page
Butcher & Vine	Hampton (Melbourne)	VIC	\$273,363	22
Banjo's Bakery Cafe	West End (Townsville)	QLD	\$251,000	26
Kissuu Restaurant and Bar	Darlinghurst (Sydney)	NSW	\$180,000	36
Kosaten Japanese Restaurant	Battery Point (Hobart)	TAS	\$119,603	59
Restaurant	Hawthorn (Melbourne)	VIC	\$114,625	28
Namak Indian Restaurant	Prahran (Melbourne)	VIC	\$113,000	51
Miss Sushi	West End (Townsville)	QLD	\$80,000	26
Hugs N Mugs	St Kilda (Melbourne)	VIC	\$33,000	56



Development Site

Tenant	Location	State	Page
Development Site	Reservoir (Melbourne)	VIC	58



Potential 50% Stamp Duty Savings

Premium Former Government Office Facility Fully Fitted - Ready for Immediate Occupation

Wendouree (Ballarat) VIC
80a Learmonth Road

Immaculately presented
1,503sqm premises with 25 car
spaces on-title plus 20 on street

Purposely designed for VicRoads
to Victorian Government
standards - 4.5 star NABERS

- + Two-level building incorporating 180 workstations, breakout and meeting rooms and staff amenities
- + Prime 1,195sqm* site central to major office users, large format retailers & Wendouree Train Station
- + Huge frontage to Sunraysia Hwy with exposure to 19,400* VPD
- + Ballarat: forecast 21.65% growth to 142,624 residents by 2036¹
- + Potential rent: \$500,000 pa*

Contact
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Albert Chedid 0449 700 083

For Sale by Expressions of Interest
Closing 4pm, AEDT
Wednesday 5 April 2023

*Approx ¹forecast.id

State-of-the-Art Govt Grade Office Complex Occupy and/or Invest



Potential 50% Stamp Duty Savings

Premium Convenience Retail Investment in Booming Regional VIC

Significant Depreciation Benefits 4,870sqm* Princes Highway Site

Colac VIC, 309-315
Murray Street (Princes Hwy)

7-Eleven: new 12 year lease to 2032 plus options to 2052

Autopro: new 6 year lease to 2029 plus option to 2032

Annual CPI reviews

Net Income: \$410,675 pa* + GST

+ 7-Eleven: Australia's #1 convenience retailer with over 700 stores

+ Autopro: owned by Bapcor, a \$2.17B ASX-listed company with a retail network of over 1,000 stores

+ Bunnings, Coles, Woolworths, ALDI all within 1.2 km*

+ Colac: trade catchment of over 32,000, with a 57% growth in median house prices since Jan-2020¹



Contact
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Rick Jacobson 0413 830 083
Matthew Wright 0458 290 588

Investment Portfolio Auction
10:30am AEST
Wednesday 29 March
Crown Casino, Melbourne
Unless Sold Prior

*Approx ¹realestate.com.au



Rare and Secure Metro IGA Supermarket Plus Liquor Investment

Strategic Position in Melbourne's Booming West

89% of Income Secured by IGA Supermarket and Australia Post

Laverton (Melbourne) VIC
4-12 Aviation Road

Set-and-forget net lease terms with tenants responsible for all usual outgoings

Guaranteed growth with annual CPI and fixed 3% increases

Net Income: \$334,364 pa* + GST¹

- + 100% leased investment to essential service asset classes
- + 1,754sqm* freehold building inc IGA supermarket, Australia Post, TattsLotto & fast food restaurant
- + High profile site with irreplaceable exposure to all vehicular traffic exiting/ entering Princes Fwy
- + 2,091sqm* C1Z freehold site with significant future development upside (STCA)



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For Sale by Expressions of Interest
Closing 4pm AEDT
Thursday 30 March 2023

*Approx ¹as at May 2023



Western Sydney Convenience Retail Freehold

Prime Corner Position in Booming Precinct

High Exposure 3,513sqm* Sydney Freehold Brand New 10 Year Lease to 7-Eleven



Jamisontown (Penrith) NSW
Corner Mulgoa Rd & Batt St

New 10 year lease to 2033 plus options to 2047

Fixed 3% annual rent reviews

Tenant pays all usual outgoings excluding Land Tax

Net Income: \$309,082 pa* + GST

+ 7-Eleven: Australia's #1 convenience retailer with over 700 stores

+ Strategic location in Penrith core commercial precinct surrounded by Bunnings, Guzman y Gomez, RSEA, HomeCo amongst others

+ Tenant owns fuel tanks and is responsible for environmental remediation

+ Penrith: population of 217,000+ forecast to grow 68% by 2041



Contact

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Geoff Sinclair 0451 462 759



Investment Portfolio Auction

10:30am AEDT
Tuesday 28 March
Sydney Opera House

*Approx



Secure 12 Year Lease Melbourne's #1 Rated Steak Restaurant¹

Prestigious Hampton Street Location 2 Titles Providing Long Term Upside and Flexibility

Hampton VIC
427 Hampton Street

Secure lease until Nov 2033 on landlord-favourable net terms
Fixed 3% rent increases ensuring strong and certain growth
2 basement car spaces on-title
Net Income: \$273,363 pa* + GST

- + Butcher & Vine: experienced and decorated hospitality operators secured by 4 month guarantee
- + 630sqm* premises incorporating dining, alfresco, kitchen and bar with liquor license for 135 patrons
- + Prime location next door to Hamptons Bakery and 2 doors from proposed new supermarket
- + Hampton weekly household income is 54% higher than the national average

Contact
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Billy Holderhead 0422 817 696

Investment Portfolio Auction
10.30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

¹Approx ²World's Best Steaks ³ABS



Iconic Melbourne Convenience Retail Freehold Investment

Major Toorak Road Landbank Opportunity Directly Opposite Woolworths & Dan Murphy's



Hawthorn East (Melbourne) VIC
747-755 Toorak Road

Brand new 10 year net lease to 2033 plus options to 2043
Fixed 3% annual rent increases
Tenant pays all usual outgoings excluding Land Tax
Net Income: \$264,128 pa* + GST

- + 7-Eleven: Australia's #1 convenience retailer with over 700 stores
- + Major 2,697sqm* site with exposure to 40,000 vehicles daily¹
- + Mixed-use Zoning offering minimum 5 levels (STCA)
- + Tenant owns fuel tanks and is responsible for environmental remediation
- + Hawthorn: 7km* from the Melbourne CBD with a median house price of \$2.65 million²

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Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx ¹gapmaps ²realestate.com.au

Four Brand New Freestanding Retail Investments



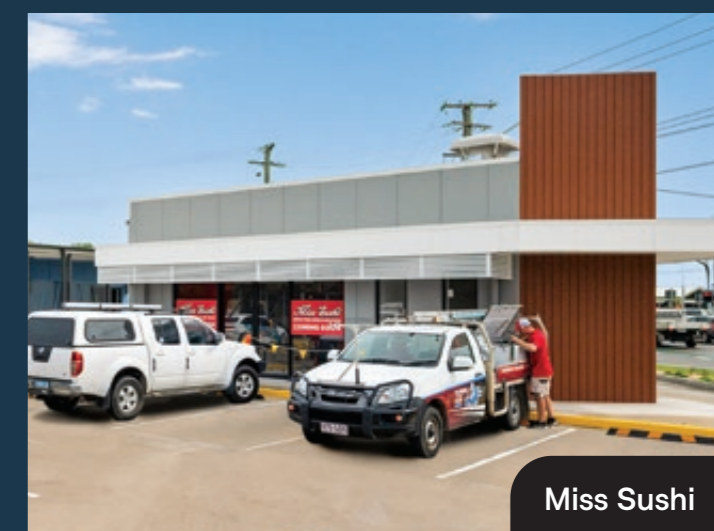
Banjo's Bakery Cafe



Zambrero



Banjo's Bakery Cafe



Miss Sushi



West End (Townsville) QLD
4 Carrington Street

4,388sqm* corner site at the intersection of Ingham Rd and Hugh St, with exposure to 30,000 vehicles passing daily*

Built in 2022/23 with strong depreciation benefits

Tenants pay all outgoings

Banjo's Bakery Cafe - Lot 1

- + 12 year lease to 2034 plus options to 2054
- + Banjo's Bakery Cafe: established in 1984 with over 40 sites nationally
- + Favourable CPI rent reviews
- + Net Income: \$251,000 pa* + GST

Hoppy's Carwash - Lot 2

- + 10 year lease to 2033 plus options to 2048
- + Hoppy's Car wash: leading operator with 10+ sites throughout Queensland
- + The greater of fixed 2% or CPI increases
- + Net Income: \$120,000 pa* + GST

Zambrero - Lot 3

- + 10 year lease to 2032 plus options to 2042
- + Zambrero: national fast food operator with over 230 sites globally
- + Fixed 3% annual rent increases
- + Net Income: \$114,500 pa* + GST

Miss Sushi - Lot 4

- + 5 year lease to 2028 plus options to 2038
- + Miss Sushi: experienced local operator with 4 restaurants
- + Favorable CPI rent reviews
- + Net Income: \$80,000 pa* + GST



Contact
Neville Smith 0400 068 205

Consultants
Glenn Conridge 0413 873 337



Investment Portfolio Auction
To be sold individually
10:30am AEST
Thursday 30 March
The Hilton, Brisbane

*Approx



Prime Burwood Rd Corner, Commercial 1 Zone with Potential Future 5 Level Development

Hawthorn VIC, 549 Burwood Road (corner Henry Street)

New 5 + 5 + 5 year lease

Set-and-forget net lease terms and 4 month guarantee

Fixed 3% rent increases ensuring strong and certain rental growth

Net Income: \$114,625 pa* + GST

+ Blue-chip 262sqm* landholding with 38m* frontage plus ROW

+ Thriving education, hospitality and retail precinct, Swinburne Uni, Bunnings, Beacon, VW, PETstock, Petbarn and 2 train stations all within 1km*

+ Hawthorn: household incomes 23% above national average² and median house price of \$2.4 million is 146% greater than metro Melbourne median³



Contact

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Investment Portfolio Auction

10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx ¹Corelogic ²ABS ³REIV

Hawthorn Freehold with Future Development Upside

Burwood/Camberwell Development Corridor

Unbiased market research at your fingertips

Subscribe to Industry Insight Reports

With the largest, most frequent and most successful commercial property portfolio auction program in Australia, Burgess Rawson has always been renowned as the litmus test of the commercial property industry.

Using current market research and unbiased industry data, we're able to assist clients along every step of their property journey.

This month will see the launch of our Industry Insight Reports, an important and informative monthly publication that focus on key sectors including convenience retail, fast food, early education, medical, retail, industrial, pubs, liquor and more.

Subscribe for free today to receive superior, current and unbiased information to help you make the right property decisions.



Scan the QR code to subscribe



*Outline/Boundaries Indicative Only



Stamp Duty Claimable

New State-of-the-Art Childcare Centre 20 Year Net Lease In Rapid Growth Area



Taylor (Canberra) ACT
22 Sunnyman Crescent

Long 20 year net lease to 2042 plus options to 2062

State-of-the-art 80 place childcare facility

Net Income: \$304,000 pa* + GST

- + Multi-centre provider with 12+ centres across NSW & ACT
- + Strong demographics - almost double State average of 0-5 year olds
- + Close proximity to Margaret Hendry Super School – expected to grow to 1400 students by 2024
- + Substantial depreciation benefits plus stamp duty claimable
- + Building potentially allows for 85 places - subject to Lic. approval

Contact
Michael Vanstone 0403 580 528
James Baker 0421 863 040

Investment Portfolio Auction
10:30am AEDT
Tuesday 28 March
Sydney Opera House

*Approx



Long Term Essential Services Medical Investment – 4% Increases

Deakin ACT
Unit 23-25 / 2 King Street

15 year net lease to 2035
plus options to 2045

4% fixed annual rent increases
ensuring growth

Net Income: \$195,077 pa + GST

- + Long established medical tenant since 2009
- + Possible Stamp Duty saving of \$175,000
- + Total Strata Area: 404 sqm
- + Close to Westfield Shopping Centre
- + Large public sector workforce
- + Deakin: affluent inner south suburb of Canberra close to Parliament House



Contact
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Investment Portfolio Auction
10:30am AEDT
Tuesday 28 March
Sydney Opera House

*Approx

Generational Golden Mile Freehold National Large Format Retail Complex

South Nowra (South Coast) NSW
142 Princes Highway

Irreplaceable 1.08ha* site
Epicentre of vibrant retail precinct opposite Bunnings
Favourable rent reviews with CPI and fixed 3% & 3.5%
Net Income: \$536,597 pa* + GST

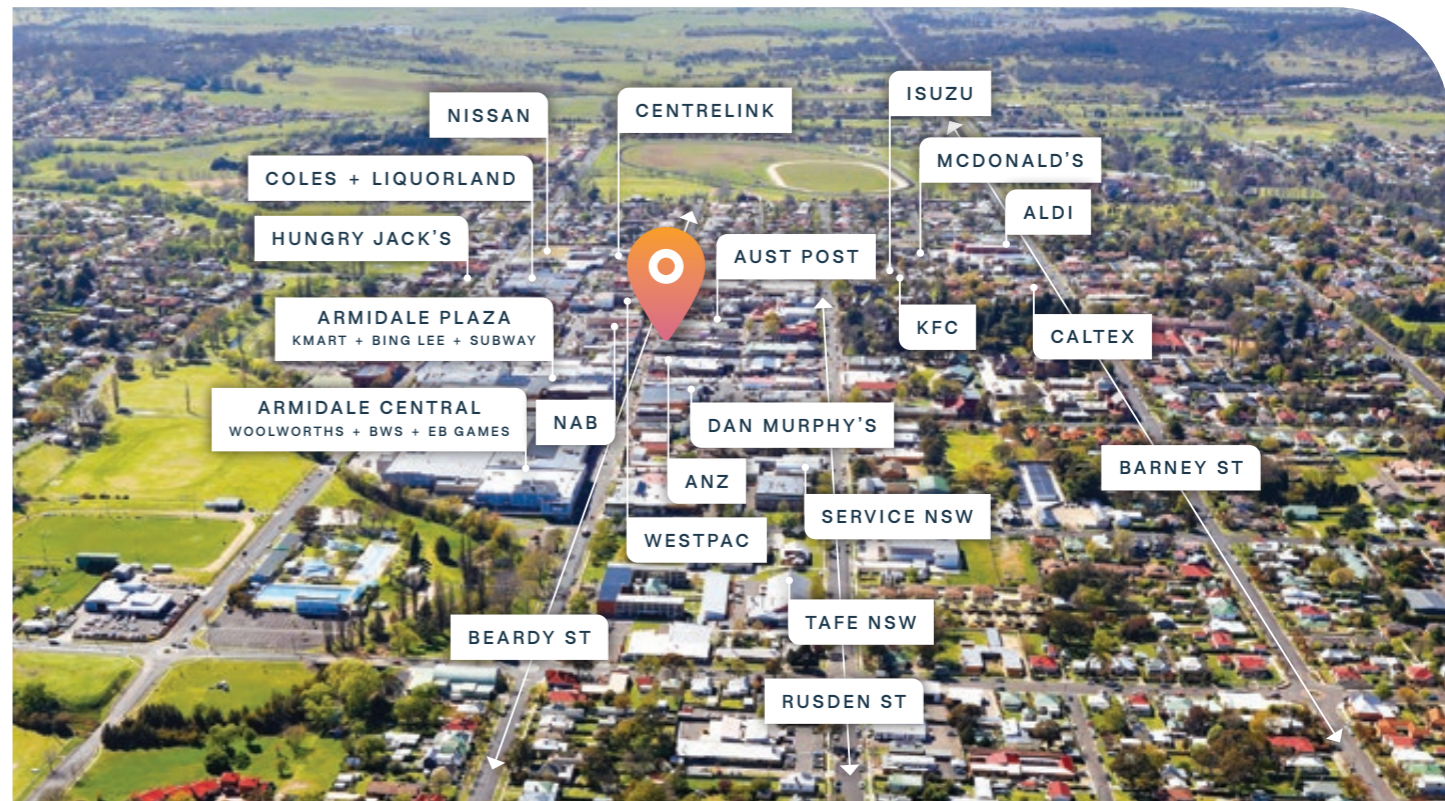
- + Nationally renowned tenants including Petstock, Boss Outdoor and Golf Exchange
- + High profile Princes Highway landholding, brilliant exposure to 74,000+ vehicles passing daily
- + 4,555sqm* building area, significant rental uplift potential and development upside (STCA)
- + Sth Nowra: population of 30,000+ people, 160km* from Sydney



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Investment Portfolio Auction
10:30am AEDT
Tuesday 28 March
Sydney Opera House

*Approx



Strong Performing 7-Eleven on 3,204sqm* Corner Freehold Neighbouring McDonald's



Wyong (Central Coast) NSW
1 London Dr (cnr Pacific Hwy)

15 year lease to November 2029
plus options to 2044

Fixed 3.5% annual rent reviews
Tenant pays all usual outgoings
(excluding land tax)

Net Income: \$375,433 pa* + GST

- + 7-Eleven: Australia's #1 convenience retailer with over 700 stores
- + Landmark location near McDonald's, Coles & Woolworths Supermarkets & Wyong Public/ Tuggerah Lakes Private Hospital
- + Massive 3,204sqm* corner site with 110 metre* corner frontage
- + Central Coast: Population forecast to grow to 414,615 people by 2036

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Darren Beehag 0411 226 223
Flynn Mcfall 0481 187 191

Investment Portfolio Auction
10:30am AEDT
Tuesday 28 March
Sydney Opera House

*Approx

8.5%-9% Yield Anticipated Prime Retail & Office Investment

Armidale NSW
188-192 Beardy Street

10 shops and first floor serviced
office immaculately fitted-out
on new 3 year lease

Predominantly 3 to 5 year leases
plus options over the shops

**Net Income: \$275,187 pa* + GST
(fully leased)**

- + Long occupancy history with local and national occupants, including Helloworld Travel and Aruma
- + Epicentre of busy pedestrian mall, in key CBD location
- + Diverse lease terms reducing vacancy risk
- + Armidale: one of NSW's strongest regional economies with a growing population of nearly 30,000 people

Contact
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Flynn Mcfall 0481 187 191
Rhys Parker 0451 101 042

Investment Portfolio Auction
10:30am AEDT
Tuesday 28 March
Sydney Opera House

*Approx





Brand New 5 Year Net Lease Inner-City Sydney Freehold Investment



Darlinghurst (Sydney) NSW
245 Oxford Street

- + Kissuu: restaurant, bar & hospitality venue founded by hospitality expert Paul Schulte, Ex-nobu Chef Adam Bourke & Music Curator, Rich Penny
- + Fixed 3.5% annual rent increases
- + On the iconic Oxford Street, less than 2km* from the CBD
- + Affluent young population of over 240,000 in inner-city region. Highest demographic age between 20-40 years old

Brand new 5 year net lease to 2027 plus options 2037

Tenant pays all usual outgoings (inc Land Tax & Management Fee)

Net Income: \$180,000 pa* + GST

Contact
Yosh Mendis 0434 413 188
Drew Mitchell 0498 018 606

Investment Portfolio Auction
10:30am AEDT
Tuesday 28 March
Sydney Opera House

National Engineering Firm Brand New 3 Year Net Lease



Charlestown (Newcastle) NSW
107/215-217 Pacific Highway

- + Northrop: leading Australian engineering consultancy with 10+ offices and 550 employees
- + 122sqm* office space with two secure car spaces on title
- + High exposure gateway location within Charlestown situated on Pacific Highway
- + Charlestown: commercial, retail and medical hub hosting Charlestown Square – the largest retail centre in the Hunter Region

Brand new 3+3 year lease to 2029
Annual 3% rent increases

Tenant pays all usual outgoings plus property management

Net Income: \$50,647 pa* + GST¹

Contact
Darren Beehag 0411 226 223
Rhys Parker 0451 101 042
Flynn Mcfall 0481 187 191

Investment Portfolio Auction
10:30am AEDT
Tuesday 28 March
Sydney Opera House

*Approx ¹As at 12 June 2023

Impressive Gold Coast Childcare Investment Strategic 2,294sqm* Site in Town Centre Precinct



15 Year Net Lease to 2036 + Options Strong-Trading Centre at 95% Occupancy



Robina (Gold Coast) QLD
60 Investigator Drive

Tenant pays all outgoings
including Land Tax

Annual rent increases to the
greater of CPI or 2.5%

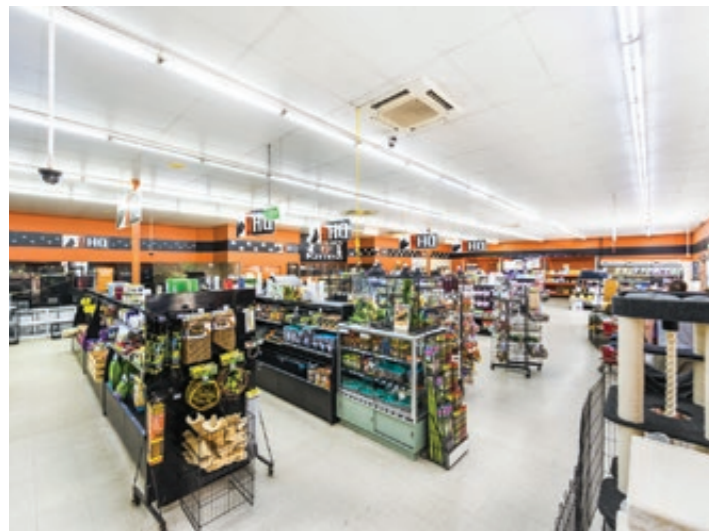
Net Income: \$477,808 pa* + GST

- + Affinity Education: one of Australia's largest operators with over 190 locations nationally
- + Long-established 122 LDC place centre in operation since 2004
- + Complementary location in Robina "Health Precinct" with favourable "Special Purpose" Zoning
- + Ideally positioned metres from Robina State High School plus the Woolworths & Coles-anchored Robina Town Centre

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983

Investment Portfolio Auction
10:30am AEST
Thursday 30 March
The Hilton, Brisbane

*Approx



First Time to Market in 15 Years High Profile Large Format Retail



Aitkenvale (Townsville) QLD
251 Ross River Road

- + Anchored by Greencross Vets: ASX listed Veterinary services provider with a 18.9% compound AGR¹
- + Supported by Pet HQ: privately operated pet supplies store, on-site since 2004
- + Diversified income over 2,700sqm* NLA with 2 year rental guarantee on vacancy
- + Landlord favourable CPI rental reviews (last review at 7.8%)

High exposure 4,550sqm* corner site with dual street access
25,000 vehicles passing daily*
Ample on-site parking for 47 vehicles
Net Income: \$477,705 pa* + GST

Contact
Neville Smith 0400 068 205
Michael Hooper 0488 332 682
Matthew Wright 0458 290 588

Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx ¹Annual Growth Rate

South East QLD 7-Eleven Investment Brand New - Significant Depreciation Benefits



Beaudesert QLD, 149-151
Brisbane St (Mt Lindesay Hwy)

- + Strategic 2,304sqm* gateway corner site with 89m* of frontage
- + 7-Eleven responsible for usual outgoings except Land Tax
- + Woolworths, Coles and ALDI Supermarkets all within 600m*
- + Beaudesert: median house prices up 58% since June 2020¹
- + Logan-Beaudesert: QLD's 3rd fastest growing region, population to grow 47% to 173,000 by 2041²

Blue-Chip tenant, Australia's #1 convenience retailer
Secure 12 year lease to 2034 plus options to 2054
Annual 3% fixed rent increases
Net Income: \$321,357 pa* + GST

Contact
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Rick Jacobson 0413 830 083
Campbell Bowers 0405 127 588
Tom Lawrence 0409 354 492

Investment Portfolio Auction
10:30am AEST
Thursday 30 March
The Hilton, Brisbane

*Approx ¹realestate.com.au ²Content.id



New 15 Year Net Lease to 2038 + Options State-of-the-Art Childcare Centre



Woodford (Moreton Bay) QLD
11 Victoria Lane

- + Oak Tree Academy: boutique private operator supported by 'The Scholars Group' with a network of 30+ centres
- + Stunning 793sqm* centre licensed for 104 LDC places
- + Ideally positioned close to Woodford State School, within a heavily under-supplied catchment
- + Woodford: situated within the Moreton Bay region, the 3rd largest LGA in Australia

Annual 3.25% rent increases
Tenant pays all outgoings incl. Land Tax and Management Fees
New construction with significant depreciation benefits
Net Income: \$317,200 pa* + GST

Contact
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Jack Donoghue 0450 345 554

Investment Portfolio Auction
10:30am AEST
Thursday 30 March
The Hilton, Brisbane

*Approx

Multi-Tenanted Fast Food Investment Anchored by Red Rooster & Pizza Hut



Idalia (Townsville) QLD
40-42 Stuart Drive

- + Anchored by a brand new 10 year lease to Red Rooster to 2032 plus options to 2042
- + Includes new leases to Pizza Hut 8 years and Tobacconist 5 years
- + High profile 2,343sqm* freehold with 23,500 vehicles passing daily*
- + Strategic position amongst complementary retailers McDonald's, BP and Subway
- + Townsville: booming population forecast to grow 54% by 2041¹

Fully leased fast food investment
WALE 8.36 years*
Built in 2012 with strong occupancy history
Attractive annual rent reviews
Net Income: \$235,376 pa* + GST

Contact
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Investment Portfolio Auction
10:30am AEST
Thursday 30 March
The Hilton, Brisbane

*Approx ¹forecast.iid



Dominant Freehold KFC Opposite Costco Brand New with Unbeatable Depreciation



Bundamba (Ipswich) QLD
20 Ashburn Road

Secure 10 year lease to 2031
plus options to 2051
Fixed 3% annual rent increases
Constructed in Dec 2021 with
modern dual lane drive-thru
Net Income: \$191,721 pa* + GST

- + Collins Foods (ASX: CKF): fast food giant with market cap of over \$1.4 billion
- + Strong first year depreciation benefits of \$160,900* (84% of rent)
- + Commanding 2,072sqm* corner site at gateway to industrial estate & opposite major retailer Costco
- + Ipswich: 7th fastest growing LGA in Australia forecast to grow 120% by 2041



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Tom Lawrence 0409 354 492



Investment Portfolio Auction
10:30am AEST
Thursday 30 March
The Hilton, Brisbane

*Approx

New 10 Year Lease to Pets Domain Building Fully Refurbished 2022



Innisfail QLD
150 Edith Street

Secure 10 year lease plus
options to 2042
Fixed 3% annual rent increases
Tenant pays all usual outgoings
Net Income: \$108,000 pa* + GST

- + Pets Domain: national operator with 65 locations across Eastern Seaboard
- + Prime 997sqm* highway fronting site with 7 car parks on-title
- + Perfectly situated within LFR precinct amongst Bunnings, Burson Auto, Nissan, BCF Supercheap Auto and Repco
- + Innisfail: commercial service centre of the Cassowary Coast Regional Council



Contact
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Neville Smith 0400 068 205
Craig Chapman 0427 110 132



Investment Portfolio Auction
10:30am AEST
Thursday 30 March
The Hilton, Brisbane

*Approx



No Stamp Duty Payable

Impressive Medical Centre in Booming Metro Adelaide Location

Median House Price Up 51% Over Past 24 Months¹

Fully Occupied with 5.2 Year WALE
45% of Year 1 Rent Potentially Tax Free²



St Marys (Adelaide) SA
135-139 Daws Road

Incorporating general practice, pathology, physiotherapy and dietetics

Guaranteed growth with annual CPI and fixed 3% increases

Net Income: \$247,736 pa* + GST

- + Immaculate buildings totalling 728sqm* with brand new passenger lift
- + High profile 1,835sqm* freehold site with 45 metre* frontage and exposure to busy Daws Road
- + Important 28 sealed and lined car spaces on-title
- + St Marys: healthcare represents a huge 36% of total employment in the City of Mitcham³

Contact
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RLA315777
Shaun Venables 0411 860 865
RLA313040

Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

¹Approx ¹realestate.com.au
²J Mathew Advisory ³Remplan



*Outline/Boundaries Indicative Only



Centrelink and Medicare Facility on Prime Landholding

Renewed Lease to Federal Government Prime Mornington Peninsula Location



Rosebud VIC
3 Jetty Road

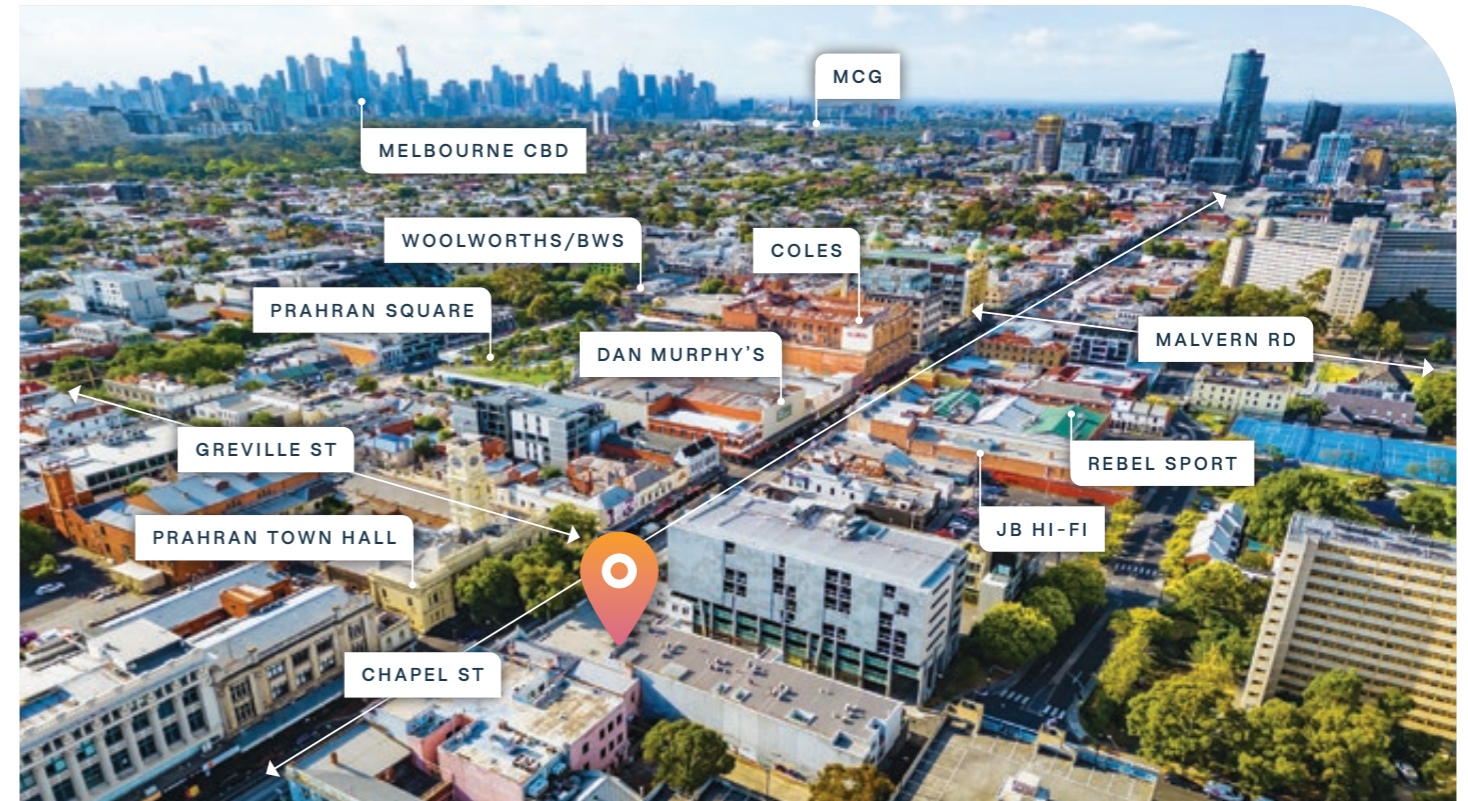
Renewed 3 year lease plus option
Fixed annual 3.5% rent increases
Minimal management investment
Net Income: \$310,000 pa* + GST

- + Prime 1,154sqm* C1Z site, with 8 on-title car spaces
- + Modern 701sqm* Centrelink and Medicare facility, secured by Federal Government income
- + Substantial refurbishments and upgrades completed in Nov 2022
- + Central position amongst Woolworths, Coles & McDonald's
- + Rosebud: fast growing Mornington Peninsula location with easy access to suburbs and Melbourne CBD

Contact
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Justin Kramersh 0460 349 605
Beau Coulter 0413 839 898

Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx



Potential 50% Stamp Duty Saving



Set-and-Forget Medical Freehold Investment New 10 Year Lease to the Family Doctor

Wodonga VIC, 79 High Street
(rear access via Church Street)

- + 1,213sqm* facility built in 2010, major tax/depreciation benefits
- + 92% of rent from secure medical and Government tenants
- + Capital intensive tenant fit-outs, including CT scanner and X-Ray
- + Prime location within 200m* of Woolworths, Coles and Kmart
- + Wodonga: robust economy with low vacancy rate and 16.2% house price growth since 2022¹

6.8 year WALE including the Family Doctor (network of 80 clinics) and Marina Radiology
Strategic 2,728sqm* site with 41 on-site car spaces

Net Income: \$292,129 pa* + GST

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Billy Holderhead 0422 817 696
Matthew Wright 0458 290 588
Wendy Thomson 0413 134 662

Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx ¹realestate.com.au

'Spice It Up' on Chapel Street Premier Corner Location on Renowned Strip

Prahran VIC
Ground Floor, 254 Chapel Street

5 year lease plus options to 2041
Tenant pays all usual outgoings
Minimum 3% annual rent increases

Rent: \$113,000 pa* + GST¹

- + Position perfect opposite Townhall, amongst Coles, Dan Murphy's, Woolworths, Nike and Priceline
- + 203sqm* retail premises, capital intensive fit-out, dual frontage plus on-title parking
- + Single tenant, minimum management investment
- + Prahran: affluent inner-city suburb, 5km* from Melb CBD, median house price \$1.8+ million

Contact
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Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx ¹As at July 2023



New Lease to Workwear Giant Strategic Location, Huge Exposure



Frankston South VIC
Shop 1, 136 Frankston-Flinders Rd

- + Totally Workwear: Australia's largest retailer in workwear, uniforms, safety gear with 88 stores nationally
- + Immaculate 280sqm* premises including 20 strata car spaces
- + Includes 5 year lease to Telstra mobile tower
- + Busy main road location opposite McDonald's with 42,000 vehicles passing daily*

5 year lease plus option to 2031

Tenant pays usual outgoings

Significantly underlet at \$225sqm - market review 2026

Net Income: \$74,275 pa* + GST

Contact
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Raoul Holderhead 0413 860 304

Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx

Established Business – Renewed Lease First Time Offered in 50 Years



Leongatha VIC
30 Bair Street & Hyland Place

- + Single tenant incorporating national chains Nextra, Office Choice and TattsLotto

- + Central 350sqm* site beside ANZ, dual retail exposure with frontage to council car park

- + Potential future subdivision (STCA)

- + Leongatha: capital of South Gippsland, rich dairy region, trade catchment circa 15,000, 75km* SE of metro Melbourne

Renewed 5 year lease plus option to 2030

Tenant pays usual outgoings as per the lease

Prime central CBD location

Net Income: \$55,712 pa* + GST

Contact
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Beau Coulter 0413 839 898
David Napoleone 0417 308 067

Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx



Brand New 7 Year Net Lease to 2030 Long Established Tenant in Brand New Premises

Clyde North (Berwick) VIC
2/121 Grices Road

New 7 year lease plus options
to 2040

Fixed 4% annual rent increases

Tenant pays all usual outgoings

Net Income: \$53,400 pa* + GST

- + RK Hair & Beauty: recently relocated, established 2000
- + Immaculately presented 88sqm* premises new AAA fit-out
- + Neighbouring complementary users including supermarket, gym, swim school, fast food
- + Surrounded by important social infrastructure including 9 schools with over 7,500 full-time students
- + Clyde North: Melbourne's major south-eastern growth corridor, est. to increase 130.21% by 2041



Contact
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Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx

New 5 Year Net Lease to 2027 Melbourne's South East Growth Corridor

Pakenham VIC
11/1 Hunt Way

New 5 year lease to April 2027

Fixed 3% annual rent increases

Tenant pays all usual outgoings
as per the lease

Net Income: \$40,324 pa* + GST

- + New (2022) 89sqm* premises with dual retail frontage and exposure to Racecourse Road with 14,100 vehicles passing daily*
- + Well supported by complementary tenants including Bottle Mart, Pizza Hut and Snap Fitness
- + Pakenham: Melbourne's major eastern growth corridor, population estimated to increase 59.9% by 2041

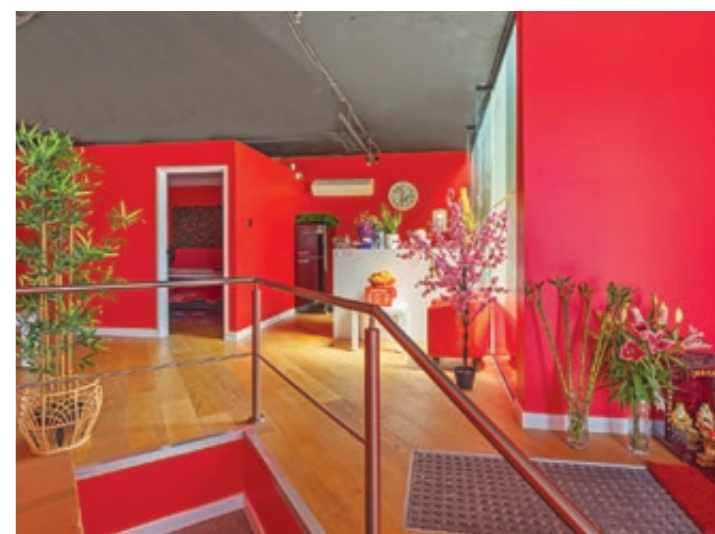


Contact
Shaun Venables 0411 860 865
Justin Kramersh 0460 349 605
Romanor Falconer 0413 830 808



Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx



Prized Ground Level St Kilda Road Cafe Brand New 10 Year Net Lease to 2033

St Kilda (Melbourne) VIC
2 St Kilda Rd (cnr Wellington St)

Brand new 10 year lease to
Feb 2033 plus options to 2043

Fixed 3.5% annual rent increases

Tenant pays usual outgoings

Net Income: \$33,000 pa* + GST

- + Hugs N Mugs: long-standing cafe within one of Melbourne's most awarded and recognised landmarks, 'The Icon' building
- + Prominent corner shop plus 2 secure car spaces and storage area on-title
- + Strategic corner location with captive customer base & benefiting from surrounding development
- + St Kilda Road: centrepiece of Melbourne connecting St Kilda to the Melbourne CBD

Contact
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Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx

High-Profile Bayside Retail Investment Brand New 10 Year Net Lease to 2033

Mentone VIC
90 Nepean Hwy (cnr Collins St)

Brand new 10 year net lease to
Feb 2033 plus options to 2043

Fixed 3% annual rent increases

Tenant pays all usual outgoings

Net Income: \$27,000 pa* + GST

- + Recharge 90: experienced operator with multiple locations
- + Large 90sqm* corner retail premises with 1 secure car space on-title
- + Dual frontage and exposure to Nepean Hwy with 57,000 vehicles passing daily*
- + Mentone: affluent Bayside suburb with a median house price of \$1,450,000

Contact
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Romanor Falconer 0413 830 808

Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx



Large Scale Occupier or Development Opportunity | Melbourne's Booming North

Reservoir VIC
34 George Street

Large scale development potential surrounded by precedent

Substantial 2,998sqm* landholding with 40m* frontage

First time ever offered to market

- + 800sqm* building with significant occupier value
- + Gateway position to Melbourne's expanding Northern Growth Corridor, 500m* from recently upgraded Reservoir Station
- + Just 3.3km* from Northland SC, attracting 9.4 million annual customer visits¹
- + City of Darebin: value of total building approvals has surged 50% in the last year to \$997.4m²

Contact
David Napoleone 0417 308 067
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Albert Chedid 0449 700 083

For Sale by Expressions of Interest
Closing 3pm AEDT
Wednesday 5 April 2023

*Approx ¹Vicinity ²Economy.id

Long 15 Year Lease to 2036 in Prestigious Salamanca Location

Battery Point (Hobart) TAS
Unit 15/13-17 Castray Esplanade

Fixed 3.5% annual rent increases
Tenant pays all outgoings including Land Tax

Impressive 201sqm* restaurant with \$750k fit-out

Net Income: \$119,603 pa* + GST

- + Kosaten: leading modern Japanese restaurant with 5 locations across multiple states
- + Superbly located within Salamanca's waterfront precinct amongst Princes Wharf, Hotels and leading restaurants
- + Salamanca position, attracting 1.34 million tourists annually¹
- + Hobart: Tasmania's capital with 18.8% medium house price growth²

Contact
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Beau Coulter 0413 839 898
Raoul Holderhead 0413 860 304

Investment Portfolio Auction
10:30am AEST
Wednesday 29 March
Crown Casino, Melbourne

*Approx ¹id ²Corelogic





Childcare Investment | 100% Occupancy 20 Year Net Lease to 2041 + Options



Palmyra (Perth) WA
56-58 Carrington Street

- + Nido Early School: boutique operator with 76 locations
- + Tenant pays all outgoings including Land Tax and rates
- + Large 2,096sqm* corner site with favourable "Centre 4" zoning
- + Prime schooling catchment, 20 schools within a 3.5km* radius
- + Palmyra: popular residential suburb only 3km* from Fremantle, and 17km* from the Perth CBD

Contact
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Chris Carcione 0415 393 082
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Investment Portfolio Auction
10:30am AEDT
Wednesday 29 March
Crown Casino, Melbourne

*Approx

Annual CPI increases (min. 2.75% and max. 3.25%)
Impressive centre licenced for 92 LDC places
Two further 10 year options
Net Income: \$394,208 pa* + GST

ASX Listed Medical Investment Prime Inner City Location



West Perth WA, 586 Newcastle St
and Lot 36, 580 Newcastle St

- + Sonic HealthPlus: wholly owned subsidiary of ASX listed Sonic Healthcare Limited (ASX:SHL), a world leading healthcare provider with a \$15.62 billion market cap
- + Strategic Perth CBD medical position. Ideally located 2km* to Subiaco Hospital and 3km* to Royal Perth Hospital
- + West Perth: inner CBD suburb of Perth, with a greater population of 2,118,000+ people

Contact
Yosh Mendis 0434 413 188
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Chris Carcione 0415 393 082

Investment Portfolio Auction
10:30am AEDT
Tuesday 28 March
Sydney Opera House

*Approx

Renewed 5 year lease to 2027
Annual rent reviews to the greater of CPI or fixed 2.5% & 3%
Rarely offered, landlord favourable medical investment
Net Income: \$246,768 pa* + GST

Q&A

with Frank Pizzo

SENIOR LEASING EXECUTIVE

How long have you been in the industry and how has it changed?

“I’ve worked in the industry for almost two decades and have been part of the Burgess Rawson team for two successful years now.

The pandemic and coinciding lockdowns were a challenging period but there have been some interesting changes in the industry. There has been a transformation of the neighbourhood shopping centre, with these assets attracting tenants who would rarely have considered opening a store that wasn’t in a major retail centre. I’ve seen an influx of well-known fitness centres and restaurants who are reaping the benefits of operating in a smaller community network.

The demand is being driven by local residents who can walk to their local shopping village for a meal, a drink or a workout rather than having to drive and park somewhere. I expect the look of the neighbourhood shopping centre will become more like a destination strip reflecting the identity of its community.”

What is the outlook for leasing over 2023? What trends are you seeing?

Increasing construction costs and interest rates will certainly impact lending and buying capabilities for new retail developments. There hasn’t been a flow on effect on rentals as yet, but developments will now have to stack up if they’re to go ahead. Retail vacancy rates will remain stable with new properties offered typically pre-committed to, prior to completion.

What’s the most interesting deal you’ve brokered?

Leasing at the iconic Chadstone Shopping Centre was a highlight as it involved co-ordinating a comprehensive list of compatible tenants including Ray Bans, Nudie Jeans, Champion and JD Sport, to name a few. It was a challenging task in managing each tenancy in a manner that led to the creation of a successful development where all retailers were open and trading on the launch date.

Do you have any advice for landlords or tenants going into the year?

For landlords with a vacant property, I’d advise seeking a secure tenant for their property, particularly in a time of uncertainty over inflation and interest rate rises. For tenants, research the location and aspects like amenities and pedestrian traffic.

Which sectors/regions will do well in the near future?

The industrial sector has generally performed well across the nation with vacancies at all-time lows and tenant demand strong. This market is one of few sectors that has experienced strong rental growth in recent years, and it is expected to retain a solid position going into 2023, but at a more moderate rate.

Demand for essential services should remain robust due to the recession-proof nature of these assets.

Even with the likelihood of interest rates continuing to rise this year, tenant demand and vacancies should remain stable. Fast food retailing in particular, will perform well with ABS figures recording increases in retail trading for this product.

What are you seeing in the world of sustainability.

Across all sectors, landlords are now focussing on developing energy efficient centres to attract tenants. Solar panels, natural lighting and double-glazed windows are becoming the norm and the outlay appeals to tenants because it cuts running costs.

“ There has been a transformation of the neighbourhood shopping centre... ”





With offices across Australia,
Burgess Rawson has a truly
national understanding and
unparalleled collective expertise.

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