

# Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

FEATURE ARTICLE

**Investors Recognise the Value of Early Education**

HIGHLIGHT

**Social Infrastructure: latest buzzword or emerging super-sector**

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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.

Our Industry Insight Reports are an important and informative monthly publication that focuses on key sectors including convenience retail, early education, fast food, medical, large format retail and more.

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# Welcome



Michael Vanstone  
Director of Childcare | NSW

MICHAEL VANSTONE

Welcome to our May edition of Portfolio Magazine.

Burgess Rawson enjoyed a sensational start to the year with our first two Portfolio campaigns returning over \$180 million for our vendors.

We've seen investor demand strengthening, and our last portfolio auction event saw yields compress by 0.08% to average 5.72%.

Early learning assets dominated the program and are proving to be more popular than ever. Over the March quarter, we sold \$68 million in childcare centres, achieving a blended yield of 5.3%.

This month we'll launch another exceptional line up of prized assets, with social infrastructure opportunities featuring heavily. The extensive list includes several blue-chip early learning, medical and government assets.

Our feature article explores the key drivers of the early learning sector, and we'll also profile the growth of social infrastructure

and its comprised industries, such as specialist disability accommodation (SDA), which is set to become another darling investment.

These recession-proof properties offer stability during times of economic volatility, secured by their long-term leases, guaranteed rental growth, and government funding.

We also showcase our hugely successful Sales Cadet Program. For the last three years, the program has been providing a launchpad for aspiring cadets, allowing them a smooth transition into a specialist sales role in commercial real estate.

And finally in recent news, the RBA's decision to leave the cash rate unchanged at 3.6% prompted a sigh of relief for Australia and our clients. The recent monthly CPI indicator also suggests inflation has peaked, and the national unemployment rate is at a near 50-year low at just 3.5%. As a result, we expect to see market confidence rise in the coming quarter, resulting in increased offering of blue-chip tenanted investments.



## Portfolio Team

EDITOR Olwyn Conrau  
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[BURGESSRAWSON.COM.AU](http://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.*



# From strength to strength

Exploring the driving forces behind Australia's early education sector, and why it continues to prove such a desirable asset class for investors.



# Investors recognise the value of early education

As Australia’s population continues to soar, and State and Federal Governments continue to increase funding, demand for childcare and early learning remains insatiable as investors seek defensive assets to secure their long-term financial well-being.

Over the March quarter, Burgess Rawson sold more than \$68 million in early education centres, achieving a blended yield of 5.3%.

Transactions include the \$9.92 million off-the-plan sale in the rapidly growing Western Sydney suburb of Gledswood Hills, which transacted on a net yield of 5.1%. Delivered by education-specific developer Jeckra, the energy efficient building will be occupied by Futuro Early Learning on a 20-year net lease plus options.

Other highlights include three impressive Queensland deals; the stunning childcare centre in Rochedale South leased to Guardian sold for \$6.17 million, achieving a record yield (for 2023) of 4.88%, along with the \$6.1 million sale of the Oak Tree Academy leased centre in Woodford, which achieved a yield of 5.2%. Finally, an Affinity Education leased centre in the Gold Coast suburb of Robina sold for \$8.8 million, on a yield of 5.43%.

Burgess Rawson QLD Managing Director, Adam Thomas said the strong outcomes were predominantly due to the low-risk factor of the asset class combined with the increased government funding being allocated to the sector.

The Federal Government recently announced it would invest a further \$4.7 billion into early learning over the four years from FY2022-23.

Furthermore, annual federal government funding into the sector is expected to increase by 44% to \$14.11 billion in FY2026. A 20% increase is forecast in FY2024 due to the implementation of the Government’s ‘Cheaper Child Care’ plan in July 2023, according to the Department of Education.

This coincides with substantial support from State Governments, with Victoria earmarking \$9 billion, and NSW receiving \$5 billion over the next decade.

REA Group Economist, Anne Flaherty said the growing population coupled with the rise in the average weekly hours of required childcare will see demand for these assets increase even further.

“The average weekly hours of use per child, rose by 8% between September 2017 and September 2021, and is expected to continue to record strong annual growth as more parents return to work,” she said.

Mr Thomas said that long-term lease commitments and location are also underpinning demand (i.e. main road positioning or proximity to primary schools).

He added that newer, more energy-efficient centres are also attracting particularly strong interest from a broader range of clients including superfunds and institutional investors.

“These assets are proven performers with yields stable, even in light of interest rate hikes and economic volatility.”

“This is further backed by historical evidence which shows that since 2017, yields have continued to tighten.”

“Our data indicates yields for early learning centres compressing by more than 100 basis points over the past five years, from 6.2% in 2018 to 5.1% in 2022.”

Mr Thomas added that early learning assets are lower risk than assets such as shares, which are strongly influenced by investor sentiment and economic cycles.



## Recent Early Education Highlights



**Guardian**  
Rochedale South QLD

Sold: March 2023

\$ Sold \$6,170,000  
Yield 4.88%



**Futuro Early Learning**  
Gledswood Hills NSW

Sold: February 2023

\$ Sold \$9,922,200  
Yield 5.10%



**Busy Bees**  
Moonee Ponds VIC

Sold: December 2022

\$ Sold \$6,455,000  
Yield 5.04%

# Social infrastructure: latest buzzword or emerging super-sector?

“Typical tenants in social infrastructure assets provide annuity-style income with annual increases.”



**Shaun Venables**  
Partner | VIC

So, what is social infrastructure?

Social infrastructure is comprised of the facilities, spaces, services, and networks that support the quality of life and wellbeing of our communities.

Put simply, this emerging super-sector encompasses everything we consider to be essential to life, including disability and aged care, health, government services, education, and veterinary care. Undeniably, two of the biggest sectors under this umbrella are early education and healthcare.

As market leaders in both early education and healthcare, Burgess Rawson has seen these assets become proven must-haves for investor portfolios. Importantly, what these industries have in common is continuous government funding and intervention, both of which bring confidence to investors seeking low-risk, future-proof income streams.

We know that government funding into early education has never been greater, with population growth and workforce participation driving unprecedented demand for this essential service. These factors contribute to exceptional fundamentals, which are further underpinned by strong tenant covenants and long-term lease commitments. Over the next four years, the Federal Government plans to invest a further \$4.7 billion into early education, in addition to state investment.

In health, federal government funding over 2022-23 is estimated at \$105.8 billion, representing 16.8% of its total expenditure, also in addition to state funding.

This continued investment across these sectors alone indicates the phenomenal growth we can expect to see across the social infrastructure landscape.

REA Group Economist Anne Flaherty said more investors are targeting early learning, health, and other social infrastructure assets in order to future-proof their portfolios and achieve defensive income amid growing economic volatility.

“As economic conditions become more uncertain, this is driving more investors to the sector. Over the past two years, the total funds under management in Australian healthcare real estate, for instance has nearly doubled, up from \$9.2 billion to \$18 billion between June 2020 and June 2022.

“Underpinning the future success of health and childcare assets are population growth as well as government expenditure.

“Australia’s population is forecast to grow by 5.7 million people over the next 20 years. Currently, around 17 per cent of Australians are aged 65

or over which is predicted to hit 20 per cent over the next 10 years.” Ms Flaherty said.

Burgess Rawson Partner, Shaun Venables said social infrastructure assets are generally lower risk than assets such as shares, as they’re underpinned by strong investment fundamentals that remain defensive against economic downturns.

“Typical tenants in these assets provide annuity-style income with annual increases.

“Even whilst interest rates increased, medical assets continued to transact with Burgess Rawson’s sales volume turnover increasing by 15% over 2022. We also saw yields compress on average from 5.54% to 5.45%,” he said.

Mr Venables commented that the key REITs have also upped their investment and appetite across all aspects of social infrastructure,

demonstrating the strength of the sector.

ASX-listed HMC Capital, formerly known as HomeCo, recently announced its \$1.2 billion planned investment for the acquisition of 11 private hospitals, operated by Healthscope.

Charter Hall (ASX:CQE) has also broadened its mandate, recently acquiring 26 high-quality social infrastructure assets totalling \$232 million – all with strong tenant covenants on long leases.

The fund, which also owns a substantial number of early learning centres, currently has investments valued at \$2 billion spread across a total of 376 properties – all of which boast a 100% occupancy rate.

Mr Venables said that while early learning and health assets will continue perform well, newly

emerging sectors such as specialist disability accommodation (SDA) are also expecting strong demand.

“SDA has become the second largest government funded industry, under the NDIS. As an asset class, the SDA market is forecast to grow to between \$10 and \$12 billion by 2030.

“In addition to new sectors emerging, we’re also witnessing innovation from existing industry players. The co-location of swim schools with childcare centres is proving highly lucrative for providers while maximising outcomes for parents. Combining these services is a way for operators to future-proof their assets in preparation for possible federal government funding in the future,” he said.

Social infrastructure is not just a buzzword. It’s one of the smartest investment choices available today.

## We’ve sold social infrastructure assets across every price point



**Nixon Street Medical Centre**  
Shepparton VIC  
\$780,000 | 5.00% Yield



**NDIS Services Provider**  
Shepparton VIC  
\$1,800,000 | 5.92% Yield



**Splash’s Swim School**  
Clyde North VIC  
\$3,425,000 | 5.84% Yield



**LegalAid NSW**  
Port Macquarie NSW  
\$4,225,000 | 4.28% Yield



**Guardian Childcare**  
Rosedale South QLD  
\$6,170,000 | 4.88% Yield



**NEST Family Clinic**  
Elsternwick VIC  
\$9,850,000 | 4.82% Yield



# May Investment Portfolio Auctions

**SYDNEY**  
10:30AM AEST  
TUESDAY  
9 MAY

**MELBOURNE**  
10:30AM AEST  
WEDNESDAY  
10 MAY

**BRISBANE**  
10:30AM AEST  
THURSDAY  
11 MAY

**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



### Social Infrastructure/Early Learning

Tenant	Location	State	Income pa	Page
Affinity Education	Taigum (Brisbane)	QLD	\$379,787	20
ForHealth Medical Centre	Springfield (Brookwater)	QLD	\$371,418	22
Mayfield Early Education	Gordonvale (Cairns)	QLD	\$262,500	45
Young Bucks Early Learning Centre	Australind (Perth)	WA	\$249,600	59
Avenues Early Learning Childcare	Jindalee (Brisbane)	QLD	\$227,288	47
Lex Education	Forrestfield (Perth)	WA	\$213,900	60
Centre Against Violence	Wodonga	VIC	\$154,500	52
Goodstart Early Learning	Mosman (Sydney)	NSW	\$121,434	34
Happy Faces Early Learning Centre	Panania (Bankstown)	NSW	\$121,000	35
Spring Kidz Early Learning Centre	Bourkelands (Wagga Wagga)	NSW	\$112,410	38
Vision XRAY Group	Bowral (Wollongong)	NSW	\$44,240	41
Children's House of Learning	St James (Perth)	WA	\$55,000	61



### Large Format Retail

Tenant	Location	State	Income pa	Page
Fantastic Furniture	Fyshwick (Canberra)	ACT	\$394,371	18
PETstock	Eltham	VIC	\$100,327	24



### Automotive/Car Wash

Tenant	Location	State	Income pa	Page
Eco Wash Hub Car and Dog wash	Bundamba (Ipswich)	QLD	\$240,000	46
T & M Batteries - Midland Auto Electrics	Shepparton	VIC	\$190,017	50
Goodyear Autocare	Leongatha (South Gippsland)	VIC	\$38,839	56

# New Properties For Sale



## Convenience Retail

Tenant	Location	State	Income pa	Page
EG Group	Brendale (Brisbane)	QLD	\$550,000	14
7-Eleven	Landsdale (Perth)	WA	\$478,174	58
EG Group	Cameron Park (Newcastle)	NSW	\$450,000	14
EG Group	Epping (Melbourne)	VIC	\$444,225	14
United Petroleum	Queenstown (Adelaide)	SA	\$379,383	48
United Petroleum	Yamanto (Ipswich)	QLD	\$365,985	44



## Hotel/Liquor

Tenant	Location	State	Income pa	Page
The Bluestone Nightclub	Ballarat	VIC	\$294,000	49
Vintage Cellars	Balmain (Sydney)	NSW	\$229,404	29
Liquorland	Dora Creek (Newcastle)	NSW	\$135,220	33



## Bank

Tenant	Location	State	Income pa	Page
Westpac	Murwillumbah (Gold Coast)	NSW	\$92,400	39
Westpac and St George	Cowra	NSW	\$65,239	40



## Office

Tenant	Location	State	Income pa	Page
Sellick Consultants	Braddon (Canberra)	ACT	\$268,047	28



## Retail

Tenant	Location	State	Income pa	Page
Bendigo Bank, Barry Plant and Ferguson Plarre	Eltham	VIC	\$447,101	16
Cheap as Chips	Ararat	VIC	\$162,500	51
Olinqua	Docklands (Melbourne)	VIC	\$120,000	54
NRMA	Nowra (South Coast)	NSW	\$111,987	36
NRMA	Goulburn	NSW	\$104,800	36
NRMA	Bega (South Coast)	NSW	\$65,378	36
Quest Conference Rooms	Melbourne	VIC	\$56,980	55
NRMA	Picton	NSW	\$50,825	36



## Restaurant/Cafe

Tenant	Location	State	Income pa	Page
Kickin'Inn	Crows Nest (Sydney)	NSW	\$219,310	30
Chambers Coffee	Ultimo (Surry Hills)	NSW	\$150,000	31
Daiku Japanese	Blackburn (Melbourne)	VIC	\$128,160	53



## Industrial

Tenant	Location	State	Income pa	Page
ACS Equip Water Services	Gunnedah (Tamworth)	NSW	\$139,112	32



## Development Site

Tenant	Location	State	Page
Development Site	Blackburn (Melbourne)	VIC	57

# New Convenience Retail & Fast Food Investments

## EG Group Sale and Leaseback Portfolio



Cameron Park NSW



Epping VIC



Brendale QLD

### Ultimate 'Set & Forget' Investments Brand New 15 Year Net Leases

EG Group: multinational fuel and convenience retail giant with 6,612 locations globally

Brand new 15 year leases to 2038 plus options to 2068

Favorable annual CPI rent reviews

Brand new state-of-the-art purpose built convenience retail, fuel and fast food facilities, offering significant depreciation benefits

Net lease, tenant pays all usual outgoings (including land tax)<sup>1</sup>

#### EG Group Snapshot:

- + Revenue: \$33.04 billion in 2022
- + 53,854 employees globally
- + 3rd largest independent retailer globally

<sup>1</sup>Approx <sup>2</sup>Excluding VIC <sup>3</sup>GapMaps <sup>4</sup>forecast.id <sup>5</sup>Moreton Bay Regional Council <sup>6</sup>To be developed

Cameron Park (Newcastle) NSW  
180 Portland Dr (George Booth Dr)

- + Rare 3,894sqm\* pad site within high trading Cameron Park Shopping Precinct anchored by Woolworths, McDonalds, KFC, PETstock & Sugar Valley Library
- + Strong consumer demand with 69% of households in the area owning 2 or more vehicles<sup>2</sup>
- + George Booth Dr: Main thoroughfare between Cameron Park & Newcastle - 25,000 cars daily<sup>2</sup>
- + **Net Income: \$450,000 pa\* + GST**

Epping (Melbourne) VIC  
Corner O'Herns and Cotter Roads

- + Significant 3,483sqm\* main road corner landholding
- + Gateway site, the first service station off Hume Fwy carrying 62,000+ vehicles daily<sup>2</sup>
- + Within pre-imminent industrial precinct opposite MAB's \$140million Business Park
- + Epping: growth corridor, population forecast to grow by 45% by 2041<sup>3</sup>
- + **Net Income: \$444,225 pa\* + GST**

Brendale (Brisbane) QLD  
1 McKay St (Cnr Kremzow Rd)

- + Massive 6,384sqm\* tightly held Kremzow Rd corner landholding
- + Prime position next to major North Brisbane Bunnings
- + Outstanding Moreton Bay growth corridor location - pop. forecast to grow 42% by 2041<sup>4</sup>
- + Including freestanding Oporto drive-thru & additional freestanding drive thru (TBD<sup>5</sup>)
- + **Net Income: \$550,000 pa\* + GST**



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**Investment Portfolio Auction**  
To be sold individually  
**Cameron Park NSW:** Tues 9 May  
Sydney Opera House  
**Epping VIC:** Wed 10 May  
Crown Casino, Melbourne  
**Brendale QLD:** Thur 11 May  
The Hilton, Brisbane



# Diversified Income Streams over 6 Titles

Strategically Located Between Woolworths & Station



## Anchored by Bendigo Bank, Ferguson Plarre & Barry Plant RE

Eltham VIC, 958 Main Road and 8-10 Commercial Place

5 shops plus first floor office, subdivided for easy future individual on-sale

Impressive 850sqm\* building over 2 levels with lift access

**Fully Let Rent: \$447,101 pa\* + GST**

- + Prime location close to Woolworths, Coles, ALDI, Dan Murphy's, Eltham Train/Bus Station and 1,114 car parks<sup>1</sup>
- + 638sqm\* site with 15m\* frontage to both Main Street and Town Square precinct (Commercial Place) at the rear
- + Built 2018, offering significant depreciation benefits
- + Activity Centre zoning, potential for 5 level development STCA



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**Investment Portfolio Auction**  
 10:30am AEST  
 Wednesday 10 May  
 Crown Casino, Melbourne

\*Approx <sup>1</sup> NearMaps



# Fantastic News! Longstanding Tenant Recommits to 2031

## Leased to Listed Global Powerhouse Heart of Canberra's LFR Precinct



Fyshwick (Canberra) ACT  
15-19 Albany Street

Secure lease to September 2031  
plus options to 2041

Leading Australian furniture  
retailer with over 80 stores  
nationally

Net Income: \$394,371 pa\* + GST

- + Fantastic Furniture: wholly owned subsidiary of Steinhoff International listed on the Frankfurt Stock Exchange (SNH-FF)
- + Extensively upgraded (2022) 2,934sqm\* showroom and warehouse, 27 car spaces on-title
- + Prime position in leading large format retail precinct amongst Amart, BCF, Bunnings and Harvey Norman



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**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx



## Prime Childcare Investment | 100% Occupancy New 15 Year Net Lease to 2038 Plus Options



Taigum (Brisbane) QLD  
367 Handford Road

Two further 15 year options  
to 2068

Fixed 3% annual rent increases  
with ratchet provisions at  
market review, ensuring growth

**Net Income: \$379,787 pa\* + GST<sup>1</sup>**

- + Affinity Education: leading early education provider with 190+ centres nationally
- + Strong trading 108 LDC place centre recently acquired by Affinity Education
- + Tenant pays all outgoings including land tax
- + Irreplaceable 1,877sqm\* commercial site adjacent to Taigum Village & only 14km\* from the Brisbane CBD

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**Investment Portfolio Auction**  
10:30am AEST  
Thursday 11 May  
The Hilton, Brisbane

<sup>1</sup>Approx <sup>1</sup>As at 26 July 2023



# Premium Standalone Medical Investment QLD Growth Corridor

## Rare, Freestanding Medical Pad Site Gateway to \$40 million Coles Shopping Centre

Springfield QLD  
40 Sapphire Street

ForHealth: nationwide network of over 80 medical centres<sup>1</sup>  
 Tenant pays all outgoings incl. land tax and management fees  
 Annual fixed 3% rent increases  
**Net Income: \$371,418 pa\* + GST**

- + Leased to 2028 plus options
- + 1,374sqm\* freehold site with dual street frontage and ample parking
- + Immaculate 773sqm\* facility incorporating medical centre, dentistry, radiology and pathology
- + Capital intensive fit-out including CT scanner and X-Ray
- + Springfield City: Australia's largest master-planned city, forecast to grow 130% to 115,000+ by 2036<sup>2</sup>

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**Investment Portfolio Auction**  
 10:30am AEST  
 Thursday 11 May  
 The Hilton, Brisbane

<sup>1</sup>Approx <sup>2</sup>BGH Capital Greater Springfield



# Blue-Chip Tenant: Majority Interest Recently Acquired by Woolworths<sup>1</sup>

5 Year Lease to 2026 Plus Opts to 2036  
PETstock Recent Business Acquisition



Eltham VIC  
Showroom 8, 256 Bolton Street

5 year lease to August 2026 plus options to 2036

Tenant pays all usual outgoings  
Annual CPI reviews

**Net Income: \$100,327 pa\* + GST**

- + PETstock's recent 55% acquisition by Woolworths<sup>1</sup> valued the company at \$1.7B<sup>2</sup>
- + PETstock: thriving network of 503 retail stores, vet clinic and grooming salons
- + Booming retail/trade precinct surrounded by Bunnings, KFC, McDonald's, Dulux, Autobarn and Repco, all within 500m
- + Eltham: household incomes 37% above national average<sup>3</sup>

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**Investment Portfolio Auction**  
 10:30am AEST  
 Wednesday 10 May  
 Crown Casino, Melbourne

<sup>1</sup>Approx <sup>2</sup>Pending ACCC approval  
<sup>3</sup>AFR <sup>4</sup>ABS

# Burgess Rawson delivers for Oreana's The Square Berwick project



Frank Pizzo Burgess Rawson Senior Leasing Executive

Melbourne-based developer, Oreana Property Group enlisted Burgess Rawson in early 2020 to steer the leasing campaign of their 2,282 square metre development, The Square Berwick in Grices Road, Clyde North VIC.

Frank Pizzo, Senior Leasing Executive said the leasing campaign involved generating a unique tenancy mix that would best serve the needs of the local community and guarantee the success of the development.

“Our creative campaign led to 85% of the development being leased prior to the completion of construction.

“Negotiated with leasing executive, Ben Luu, we secured national brands such as Snap Fitness, Splash’s Swim School and Aspire Early Education to anchor the project,” he said.

Clyde North is located 46 kilometres from Melbourne’s CBD and is in one of the City of Casey’s fastest growing suburbs.

Clyde North’s population rate is projected to swell to 67,827 people by 2031, a phenomenal average annual growth rate of 4.93%.

Mr Pizzo said the growth is expected to stem from a younger demographic so it was crucial that he and his team worked towards creating a hub of high calibre tenants where all the community would thrive.

“We have now successfully completed several campaigns on behalf of Oreana and have established an enviable partnership with the founders, Steve and Tony Sass.”

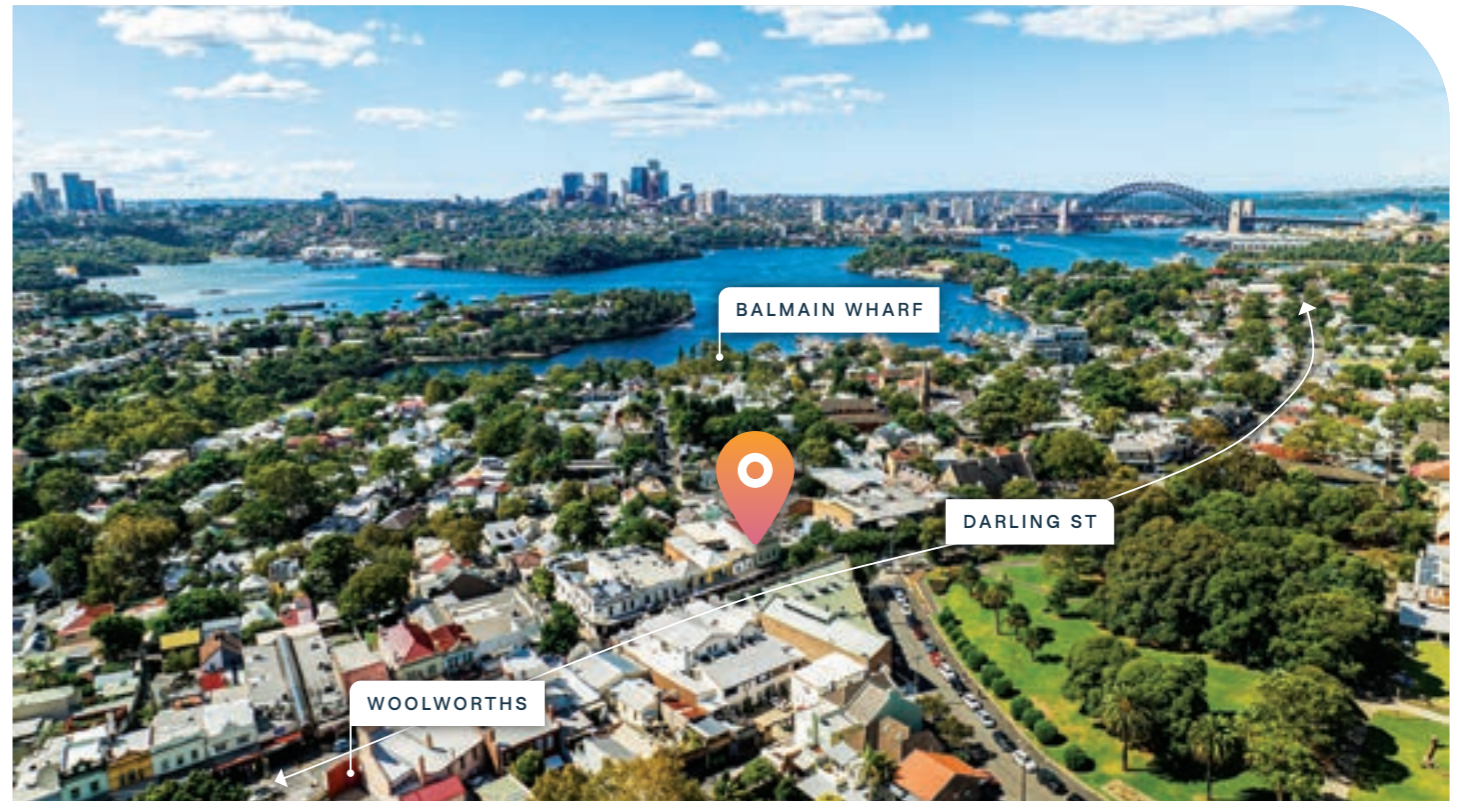
The exceptional results of the The Square Berwick leasing campaign led to Burgess Rawson being appointed to sell the assets as well, achieving solid results with the highest sale being Splash’s Swim School which sold for \$3.425 million, late 2022. It was leased at a net annual rental of \$200,175.



Tenant	Location	Sale Price	Date Sold	Yield PA	Rent PA
Snap Fitness	Clyde North VIC	\$2,190,000	Oct 2022	5.52%	\$120,900
Splash’s Swim School	Clyde North VIC	\$3,425,000	Oct 2022	5.84%	\$200,175
RK Hair & Beauty	Clyde North VIC	\$950,000	Mar 2023	5.62%	\$53,400
Victoria’s Pizza ‘N’ Beyond	Clyde North VIC	\$983,000	Feb 2023	5.60%	\$55,000
Burger Playa	Clyde North VIC	\$1,097,000	Feb 2023	5.52%	\$60,600



The Square Berwick  
Clyde North VIC



\*Outline/Boundaries Indicative Only

## Leading Engineering Firm in Canberra's CBD



Braddon ACT  
122 & 126 / 24 Lonsdale Street

5 year net lease to 2028 plus options to 2033

Strong CPI increases

**Net Income: \$268,047 pa + GST**

- + Proven operator with 58+ years in business
- + 20 basement car spaces on title
- + Rare stamp duty tax deduction - in full year 1
- + Potential stamp duty saving up to \$85,000 (subject to your own legal advice)
- + Tenant pays all outgoings as per lease

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**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx

## Trophy Balmain Coles Liquor Investment Renewed Lease to 2028 + Options to 2043



Balmain NSW  
243 Darling Street

Fully leased generational asset featuring two apartments with balconies & views + valuable onsite parking & rear lane access

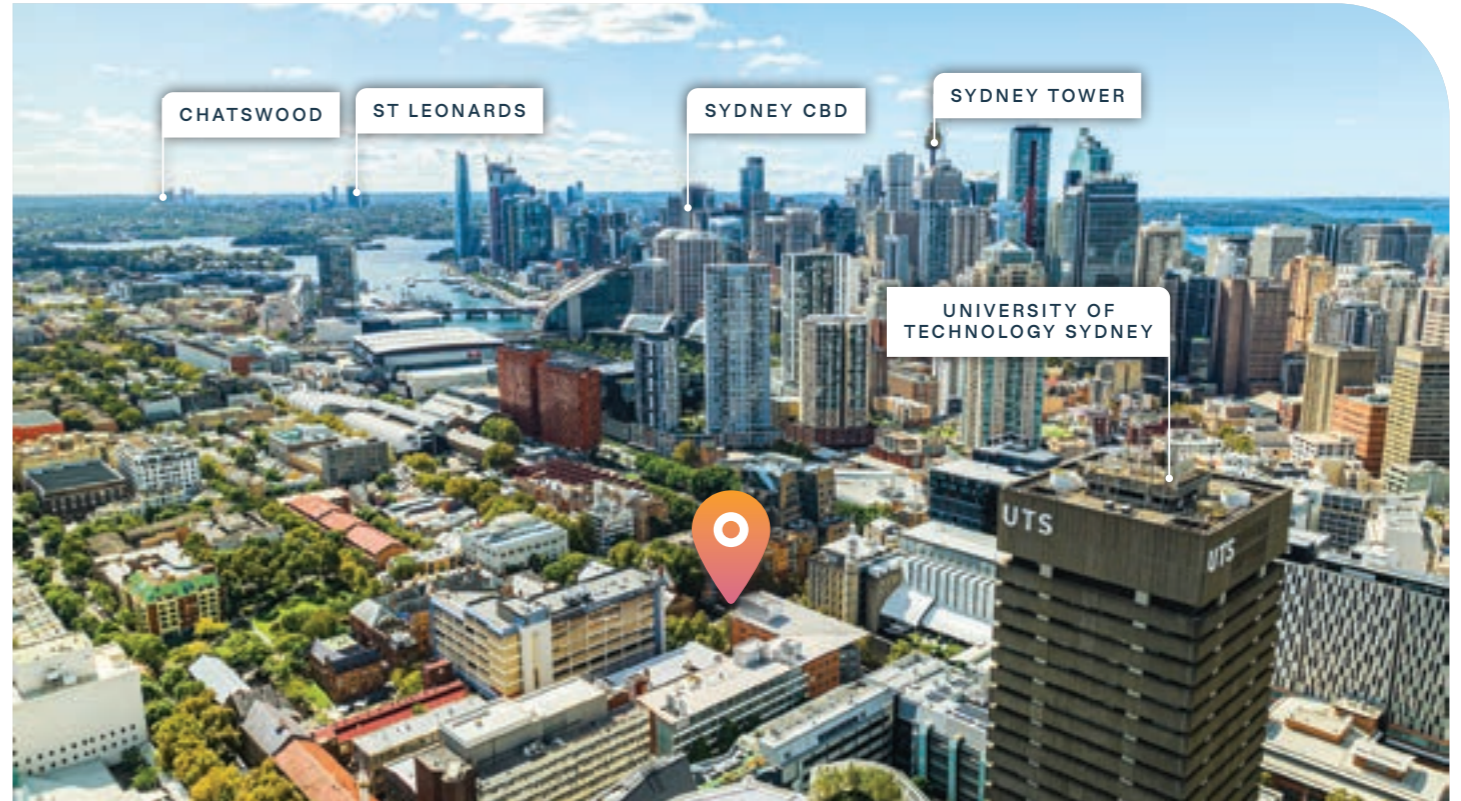
**Net Income: \$229,404 pa + GST**

- + Strategic freehold landholding in the epicentre of vibrant Darling St
- + Renowned eat street, shopping & entertainment precinct
- + Balmain: highly sought-after Sydney suburb, home to an affluent professional demographic
- + Vintage Cellars: premium liquor brand of the Coles Group
- + Local liquor spend per capita exceeding the national average by over 45%

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**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx



## Nationally Tenanted Mixed-Use Freehold Premium Sydney Lower North Shore



Crows Nest (Sydney) NSW  
49 Willoughby Road

New 5 year lease to December 2027 plus options to 2037

Greater of CPI or fixed 3.5% annual rent reviews

**Net Income: \$219,310 pa\* + GST**

- + Kickin'Inn: successful national seafood restaurant chain with 15 locations nationally & growing
- + Strategically located within Crows Nest's core retail and commercial precinct
- + Highly desirable mixed-use commercial and residential freehold investment
- + Crows Nest: affluent Lower North Shore suburb of Sydney, 5km\* from the CBD with a median house price of \$2.5million\*



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**Investment Portfolio Auction**

10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx

## Inner City Sydney Investment New 10 Year Net Lease



Ultimo (Sydney) NSW  
Lot 2, 646 Harris Street

New 10 year lease to 2033 plus options to 2048

Tenant pays all outgoings incl land tax & property mgmt

Greater of CPI or 3% increases  
**Net Income: \$150,000 pa\* + GST**

- + Chambers Coffee: successful Sydney coffee retailer and roaster with 15+ locations across Sydney
- + Strategic location next to UTS, TAFE, U of Notre Dame and Int. Grammar School Sydney & 5 min walk to Haymarket Light Rail
- + Prime & versatile corner position in the heart of UTS's campus with a student population of 45,221
- + Ultimo: inner Sydney suburb adjacent to CBD



**Contact**

Yosh Mendis 0434 413 188  
Geoff Sinclair 0451 462 759



**Investment Portfolio Auction**

10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx





Circa 8% Yield Anticipated



## As New Industrial Investment Leased to Essential Service Operator



Gunnedah NSW  
34 Allgayer Drive

- + ACS Equip: multi-faceted water bore services business maintaining town and city water supplies for over 500,000 people
- + High spec & clear span industrial facility on a 3,873sqm\* land site
- + Modern improvements offering substantial depreciation benefits
- + Gunnedah: important hub near Armidale & Tamworth, renowned for agriculture, farming & mining

10 year lease to 2028 plus options to 2038

Net lease, tenant responsible for all usual outgoings

Fixed 3% annual rent increases  
**Net Income: \$139,112 pa\* + GST**

**Contact**  
Darren Beehag 0411 226 223  
Geoff Sinclair 0451 462 759  
Drew Mitchell 0498 018 606

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx

## Prized Liquorland Investment Booming Lake Macquarie Region



Dora Creek (Lake Macquarie) NSW  
15 Wamsley Street

- + Liquorland: owned by Coles Group, are one of Australia's largest liquor retailers
- + Substantial 1,527sqm\* corner freehold directly opposite train station
- + Modern new format Liquorland fit-out
- + Ample on-site customer parking
- + Lake Macquarie Region: growing population of 213,845

Renewed 5 lease to Liquorland to 2029 plus options

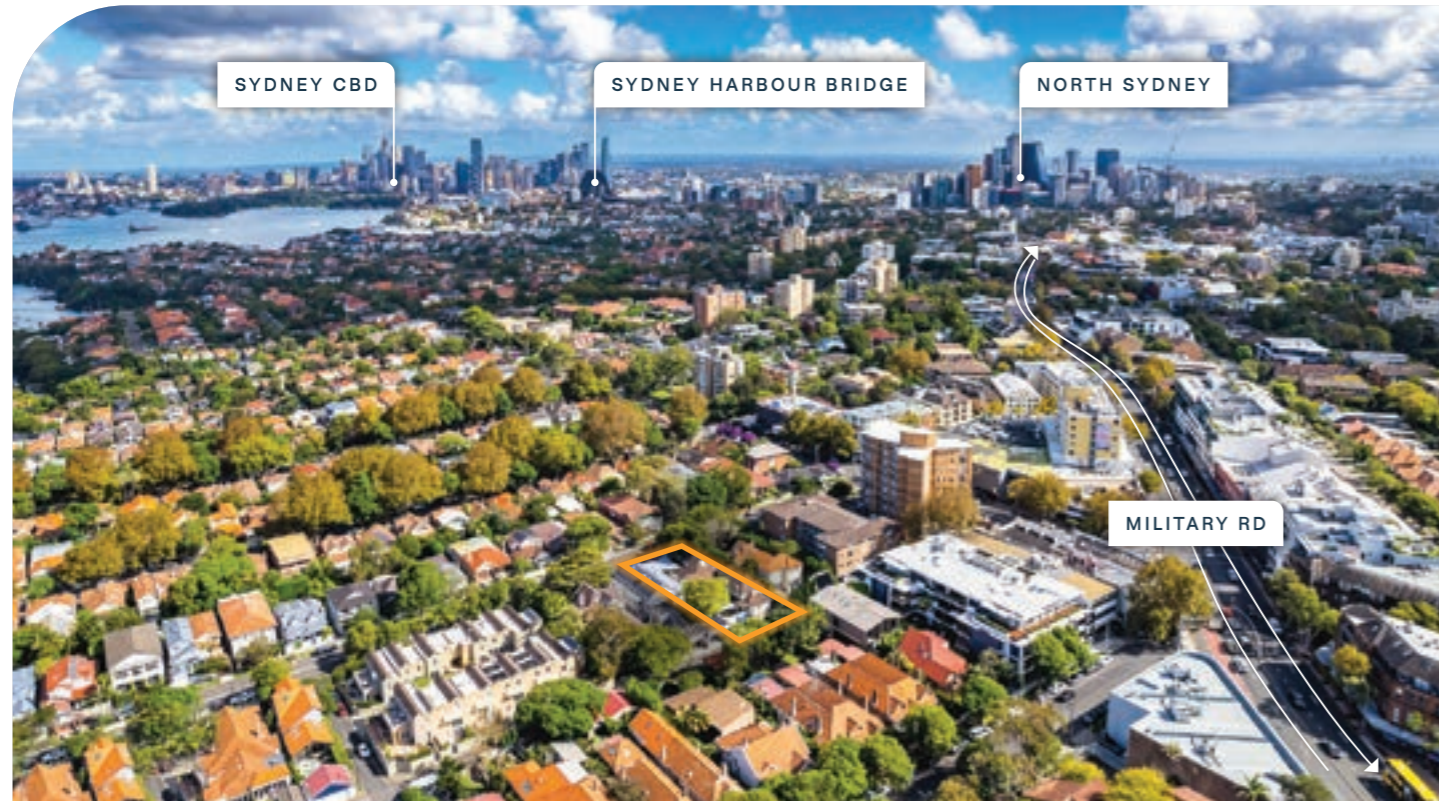
New 4 year lease to Eternity Media Production

Annual CPI & 3% increases  
**Net Income: \$135,220 pa\* + GST**

**Contact**  
Kieran Bourke 0417 418 007  
Rhys Parker 0451 101 042  
John Ingui 0486 011 406

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx



Land Tax Free Investment



## Blue Ribbon Childcare - 20 Year Lease One of Sydney's Most Prestigious Suburbs



Mosman (Sydney) NSW  
93 Cabramatta Road

- + Goodstart Early Learning: Australia's largest early learning provider, 660+ sites nationally
- + Rare 697sqm\* R3 Med. Density site
- + Established 39 LDC place centre - tenant in occupation since 2010
- + Fixed 3% rent reviews plus ratchet provisions at market reviews ensuring rent cannot reduce
- + Mosman: affluent Lower North Shore suburb with a median house price of \$4.9 million

**Contact**  
Yosh Mendis 0434 413 188  
Natalie Couper 0413 856 983  
Michael Vanstone 0403 580 528

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx <sup>1</sup>As at July 2023

20 year triple net lease to 2041 plus two 10 year options to 2061

Triple net lease: tenant pays all outgoings inc insurances, capex (inc structural) & mgmt fees

**Net Income: \$121,434 pa\* + GST<sup>1</sup>**

## Affordable Sydney Childcare Investment New 10 Year Lease - Minimum 4% pa Increases

Panania (Sydney) NSW  
233 Horsley Road

- + Happy Faces: established multi site operator with a long history of high occupancy
- + 39 LDC place childcare facility with ideal corner exposure
- + Enviable position within 3km\* of 11 Primary Schools, Panania North Public School only 500m\*
- + Panania: popular Sydney suburb only 23km\* from the CBD
- + Tenant pays all usual outgoings

**Contact**  
Kieran Bourke 0417 418 007  
Michael Vanstone 0403 580 528

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx

New 10 year lease plus 10 year option to 2043

Attractive annual reviews - greater of 4% or CPI

**Net Income: \$121,000 pa\* + GST**



PICTON NSW



NOWRA NSW



GOULBURN NSW



BEGA NSW

## 4 Superb NRMA Branded Investments Strategic High Profile CBD Locations

NRMA: new 5 year anchor leases plus options to 2037

NRMA: Attractive 5% annual rent increases

NRMA: iconic insurance provider servicing over 2.6 million Australians annually

Bega NSW, 149 Auckland St

- + NRMA: new 5 + 5 + 5 year lease
- + Osteria Da Franco Cafe: renewed lease to 2026 plus option to 2029
- + Thriving South Coast hotspot opp. Woolworths & Dan Murphy's
- + Net Income: \$65,378 pa\* + GST

Picton NSW, 2/159 Argyle St

- + NRMA: new 5 + 5 + 5 year lease
- + Absolute prime CBD epicentre location, rapid growth area south-west of Sydney
- + Immaculate NRMA fit-out
- + Net Income: \$50,825 pa\* + GST

Goulburn NSW, 330 Auburn St

- + NRMA: new 5 + 5 + 5 year lease
- + Giddings Formal Hire: renewed lease to 2025 plus options to 2031
- + Additional large sized apartment on new 12 month lease
- + Net Income: \$104,800 pa\* + GST

Nowra NSW, 71 Kinghorne St

- + NRMA: new 5 + 5 + 5 year lease
- + Beachfront Thai Massage: renewed lease to 2026 plus option to 2029
- + Nowra: important administrative and retail centre for the NSW South Coast
- + Net Income: \$111,987 pa\* + GST



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



**Investment Portfolio Auction**  
To be sold individually  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx



\*Outline/Boundaries Indicative Only



## Immaculate Childcare Investment 10 Year Lease | Attractive CPI Reviews



**Bourkelands (Wagga Wagga) NSW**  
12 Burrundulla Road

Secure 10 year net lease to 2026  
plus option to 2031

Convenient location within  
5 minute drive of 6 schools

**Net Income: \$112,410 pa\* + GST**

- + Modern 2016 construction, ample depreciation benefits available
- + Substantial 1,322sqm\* freehold corner landholding
- + Experienced multi-centre childcare operator
- + Established, high occupancy centre with waiting list
- + Wagga Wagga: key regional city with population forecast to soar by 15% to 80,984 residents by 2036

**Contact**  
Michael Vanstone 0403 580 528  
Rhys Parker 0451 101 042

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx

## Renewed Lease to ASX Listed Banking Giant - Retail Epicentre



**Murwillumbah NSW**  
116 Murwillumbah Street

Renewed 3-year lease to July  
2025 plus option to 2028

Tenant pays all usual outgoings  
as per lease

**Net Income: \$92,400 pa\* + GST<sup>1,2</sup>**

- + Westpac: top 5 ASX company (ASX: WBC) serving 12.7 million customers and a market cap of \$75.5 billion
- + Annual CPI Increases, ensuring income growth
- + Corner 441sqm\* CBD freehold in close proximity to Coles Sunnyside Mall, IGA & ANZ
- + Murwillumbah: administrative centre for the Tweed Shire, forecast to grow 35% by 2041

**Contact**  
Yosh Mendis 0434 413 188  
Flynn McFall 0481 187 191

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx <sup>1</sup>Applied CPI (Cap 5%)  
<sup>2</sup>As at 1/6/2023



## Entry Level Westpac/St George Investment Renewed Lease to 2025 + Options to 2031



Cowra NSW  
34 Kendal Street

Fixed compounding 3% annual  
rental increases

Landlord friendly net lease,  
tenant pays outgoings, as per  
the lease

**Net Income: \$65,239 pa\* + GST**

- + Long established two level bank branch featuring immaculate modern fit-out, ATM & large, secure on-site car park
- + 690sqm\* corner opposite Coles anchored Shopping Centre
- + Westpac: top 5 ASX company (ASX: WBC) serving 12.7 million customers and a market cap of \$75.5 billion
- + Cowra forms an integral part of the Central West, the second largest region in NSW



**Contact**  
Rhys Parker 0451 101 042  
Yosh Mendis 0434 413 188  
Flynn McFall 0481 187 191



**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx

## Entry Level Medical Investment Premium Bowral CBD Location



Bowral (Sth Highlands) NSW  
4/380 Bong Bong Street

Renewed lease + options to 2028  
tenant in occupation 20+ years

Favourable rent reviews to the  
greater of CPI or 3.5% annually

Extensive medical grade fit-out  
**Net Income: \$44,240 pa\* + GST**

- + Vision XRAY Group: medical specialist centre focusing in radiology, x-ray, CT, ultrasound & MRI with 9 locations in NSW
- + Ideal medical position within the Bowral CBD next to Woolworths and Springetts Shopping Centre
- + Lease secured by director guarantee and security deposit
- + Bowral: Southern Highlands largest and most prosperous locations 90 min from Sydney



**Contact**  
Yosh Mendis 0434 413 188  
Geoff Sinclair 0451 462 759



**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 9 May  
Sydney Opera House

\*Approx

# Launching the next generation of talent

## Burgess Rawson Sales Cadet Program

### Delivering Stellar Results

Launched in 2020, the Burgess Rawson Sales Cadet Program has proven both successful and productive, with our recruits consistently achieving results beyond expectations.

This important program provides an opportunity for young guns to gain hands-on experience while completing their qualifications, and benefitting from the mentorship our senior stakeholders can offer.

Training covers the complete sales process allowing cadets to fast-track their knowledge and acquire valuable skills across all facets of commercial real estate.

Cadets have the chance to learn from some of Australia’s most successful and awarded agents, giving them the ultimate launchpad into a specialist sales role in an incredible industry.

Burgess Rawson is so proud to be nurturing the very finest in the next generation of commercial real estate talent.

If you’re considering a career in commercial property and think you have what it takes, we want to hear from you.

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**For more information or to apply for the Sales Cadet Program email your resume to [careers@burgessrawson.com.au](mailto:careers@burgessrawson.com.au)**

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### Rick Jacobson

Rick Jacobson from the Melbourne office has the honour of being the very first cadet to join the program and has since been promoted to Sales Executive.

He is a testament to the program’s success, and the opportunities it delivers to learn and grow when starting in the industry.

“The Sales Cadet role provided a deep insight into the sales journey. It gave me a detailed understanding on the submission and Information Memorandum process, improved my lead nurturing and overall phone skills, and how to efficiently create a database and prospect.”

“Since 2021, I have been involved in the sales process of more than 50 properties totalling over \$221 million.”

“Many of the transactions involved convenience retail which saw \$167 million in deals over that time. While my focus has been on this sector, I’ve also sold medical, fast food, retail, office and automotive assets which has allowed me to gain vital insights into other industries,” he said.



### Flynn McFall

As a cadet based in Sydney, Flynn McFall said he had the privilege of gaining hands-on experience working alongside the best agents in the market, as well as being involved in various aspects of the property industry.

“I’ve worked on an extensive range of multimillion dollar properties and landmark sites, gaining a valuable understanding of the unique challenges and opportunities they present.”

“As part of the program, I have assisted in canvassing, listing, running campaigns and selling properties along with honing my skills in property sales and marketing.”

“I’ve also learnt the key fundamentals to a successful auction process, from pre-auction planning to auction day execution.”

“I’ve developed the ability to adapt and keep up with the dynamic nature of the commercial property market to achieve success as an agent,” he said.



### Sam Mercuri

Sam Mercuri started the program in July 2021 with experience in sales but none in property. He signed up for the Sales Cadet Program in the hope of obtaining industry experience whilst he completed his double degree in Property and Commerce at Deakin University.

“Being inducted into the busy early education team, I quickly learnt the systems and processes of a large campaign, and over time I have become fully educated on the ins and outs of the sector.”

“I have thoroughly enjoyed my journey so far, having the opportunity to gain knowledge from industry leaders.”

“Being able to grow with like-minded people my age who are also undertaking the beginning of their property careers has been a privilege,” he said.



## New Truck Stop with 15 Year Lease Unbeatable Depreciation | 84% of Rent



Yamanto (Ipswich) QLD  
18A Saleyards Road

- + United Petroleum: top-tier tenant with over 465 sites nationally
- + Opened in March 2023 offering outstanding first year depreciation benefits of \$329,000
- + Modern high canopy truck stop ideal for local demographic
- + Only 2.5km\* to RAAF Amberley housing over 6,000+ personnel
- + Ipswich: 7th fastest growing LGA in Australia, forecast to grow 120% by 2041

**Contact**  
Campbell Bowers 0405 127 588  
Andrew Havig 0478 010 990  
Tom Lawrence 0409 354 492

**Investment Portfolio Auction**  
10:30am AEST  
Thursday 11 May  
The Hilton, Brisbane

\*Approx  
¹Excluding land tax & building insurance

Expansive 4,584sqm\* main road site with 70m\* of frontage

Fixed 3% annual rent increases

Tenant pays all outgoings<sup>1</sup>

**Net Income: \$365,985 pa\* + GST**

## New 15 Year Net Lease to 2038 + Options ASX Listed Childcare Investment



Gordonvale (Cairns) QLD  
7-11 Cairns Rd (cnr George St)

- + Mayfield Childcare (ASX:MFD): educating 3,000+ children per day across 35 centres nationally
- + Strong-trading 75 LDC place centre recently acquired by Mayfield
- + Strategic 2,024sqm\* site 100m\* from both Gordonvale Hospital and Gordonvale State School
- + Cairns: Australia's 5<sup>th</sup> largest regional city with a residential population of 168,449 and a GRP of \$10.33 billion

**Contact**  
Adam Thomas 0418 998 971  
Andrew Havig 0478 010 990  
Natalie Couper 0413 856 983

**Investment Portfolio Auction**  
10:30am AEST  
Thursday 11 May  
The Hilton, Brisbane

\*Approx

Two 10 year options to 2048

Tenant pays all outgoings including land tax

Annual 3% rent increases plus ratchet provisions at market review

**Net Income: \$262,500 pa\* + GST**



## Brand New Car Wash at Gateway to 350ha\* Industrial Estate | 15yr Net Lease



Bundamba (Ipswich) QLD  
45 Hawkins Crescent

Brand new 15 year lease to 2038 plus options to 2048

Tenant pays all outgoings inc. land tax & management

Fixed 3% annual rent increases  
**Net Income: \$240,000 pa\* + GST**

- + Located in the 350ha\* Citiswiv Business Park surrounded by complimentary industrial tenants
- + Built in March 2023 offering outstanding first year depreciation of \$186,700
- + Expansive 2,000sqm\* site located directly off the Warrego Highway servicing 60,000 vehicles daily
- + Ipswich: 7th fastest growing LGA in Australia forecast to grow 120% by 2041

**Contact**  
Campbell Bowers 0405 127 588  
Andrew Havig 0478 010 990  
Tom Lawrence 0409 354 492

**Investment Portfolio Auction**  
10:30am AEST  
Thursday 11 May  
The Hilton, Brisbane

\*Approx



## Strong-Trading Childcare Investment 20 Year Net Lease to 2038 + Options



Jindalee (Brisbane) QLD  
110 Burrendah Road

Two 10 year options to 2058

Tenant pays all usual outgoings including insurances, capex (inc structural) & management fees

**Net Income: \$227,288 pa\* + GST**

- + Avenues ELC: renowned operator with 16 centres in South-East QLD
- + Annual 3% rent increases plus ratchet provisions at market review
- + Established 74 LDC place centre rated "Exceeding" under the NQS
- + 1,798sqm\* site adjoining Jindalee State School (740+ enrolments)
- + Jindalee: 13 schools within a 3km\* radius and situated only 11km\* from the Brisbane CBD

**Contact**  
Adam Thomas 0418 998 971  
Natalie Couper 0413 856 983  
Andrew Havig 0478 010 990

**Investment Portfolio Auction**  
10:30am AEST  
Thursday 11 May  
The Hilton, Brisbane

\*Approx





Potential 50% Stamp Duty Saving

## Dominant Metro Adelaide Investment Zero Stamp Duty Payable!



Queenstown (Adelaide) SA  
1-7 Port Road (cnr Old Port Road)

- + Gateway 2,200sqm\* freehold corner site with over 32,000 vehicles passing daily<sup>2</sup>
- + Bunnings, Harvey Norman, Coles, Spotlight, McDonald's and various car dealerships all within 1.6km\*
- + Built 2019, offering significant depreciation benefits
- + City of Port Adelaide Enfield: 8km\* from Adelaide CBD, generating \$10.4B in gross regional product<sup>3</sup>

15 year net lease to 2034 plus options to 2054

United Petroleum: top-tier tenant, 465+ sites nationally

Annual fixed 3% increases

Net Income: \$379,383 pa\* + GST<sup>1</sup>

**Contact**  
Jamie Perlinger 0413 860 315  
Rick Jacobson 0413 830 083  
RLA312692

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>As at August 2023  
<sup>2</sup>GapMaps <sup>3</sup>economy.id

## Put Your Hands Up! Put Your Hands Up! For This High Yielding Solid Investment

Ballarat VIC  
101-103 Mair St (cnr Camp St)

- + Central 728sqm\* corner site with license to host 660 patrons
- + Rock solid refurbished building with capital intensive fit-out
- + Important 7 on-site car spaces
- + \$154,000 security deposit
- + Position perfect next to Federation Uni CBD campus
- + Ballarat: capital of Western Vic & fastest growing regional cities – trade catchment circa 100,000

New 5 year lease plus options through to 2047

Annual CPI rent reviews

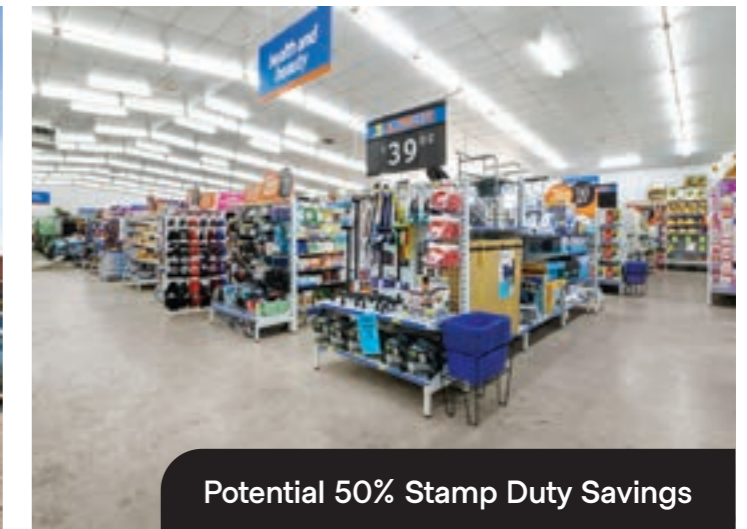
Tenant pays usual outgoings

Income: \$294,000 pa\* + GST<sup>1</sup>

**Contact**  
Justin Kramersh 0460 349 605  
Raoul Holderhead 0413 860 304

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>As at July 2023



Potential 50% Stamp Duty Savings

## Rare 5,075sqm\* Freehold Landholding Adjoining Bunnings Warehouse



Shepparton VIC  
82-88 Benalla Rd (Midland Hwy)

- + 4 retail showrooms on one title totalling 2,183sqm\* anchored by Coventry Group Ltd (ASX:CYG)
- + Huge 5,075sqm\* ACZ1 freehold site with 80 metre\* highway exposure
- + Significant future re-development/subdivision upside STCA
- + Shepparton: major regional city with a 100,000+ trade catchment

100% occupied investment  
Tenants pay usual outgoings  
Annual CPI rent reviews  
**Income: \$190,017 pa\* + GST**

**Contact**  
Beau Coulter 0413 839 898  
Billy Holderhead 0422 817 696  
Shaun Venables 0411 860 865

**For Sale by Expressions of Interest**  
Closing 4pm AEST  
Thursday 11 May 2023

\*Approx <sup>1</sup>GapMaps

## Long 10 Year Lease to National Retailer Strategic Position Opposite ALDI & IGA



Ararat VIC  
40 Moore Street

- + Successful discount goods retailer est. 1985, with a growing network of 50+ stores
- + Large 1,256sqm\* building supported by 28 sealed and line car spaces on-title
- + Significant 4,284sqm\* landholding provides opportunity to extend buildings STCA
- + Ararat: major commercial centre and gateway to the Grampians, 25,000+ residents

Secure 10 year lease to 2032  
Annual CPI reviews  
Two further five year options to 2042

**Net Income: \$162,500 pa\* + GST**

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

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx



## Strategic Social Infrastructure Investment Essential Service Tenant, 99% Government-Funded

**Wodonga VIC**  
19 Stanley Street

Secure 5 + 5 year lease to the Centre Against Violence, a Government-funded tenant with revenue up 42% in 2022

Fixed 3% annual rent increases  
**Net Income: \$154,500 pa\* + GST**

- + New regional support centre for family and sexual violence
- + Versatile 578sqm\* ground floor premises with 27m\* frontage and brand new \$800,000\* fit-out
- + Central business district location within 500 metres of Coles, Woolworths, ALDI and Kmart
- + Wodonga: Robust local economy low vacancy rate and house prices up 15% since April 2022<sup>1</sup>

**Contact**  
Beau Coulter 0413 839 898  
Matthew Wright 0458 290 588  
Billy Holderhead 0422 817 696

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>realestate.com.au

## Long 10 Year Lease to Premier Operator Irreplaceable Golden Mile Corner Position



**Blackburn VIC**  
168 Whitehorse Road

10 year lease to 31 August 2032 plus options to 2042

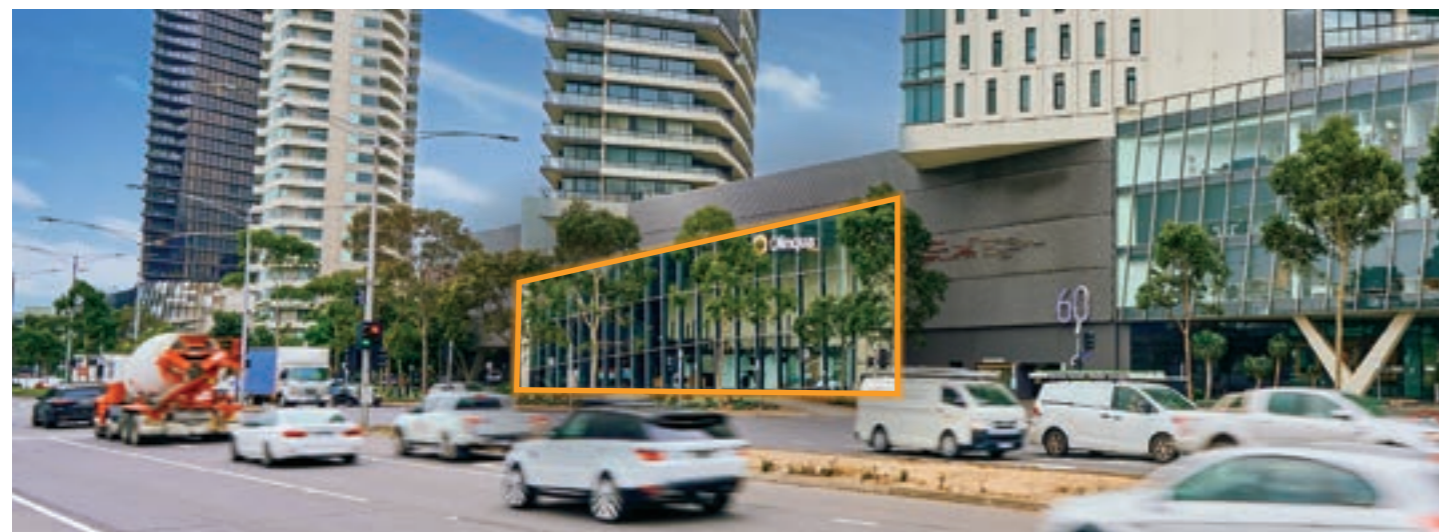
Fixed annual 3% rent increases  
Tenant pays all usual outgoings  
**Net Income: \$128,160 pa\* + GST**

- + Signature Japanese Restaurant by Oushou with locations in South Yarra, Toorak and Hawthorn
- + Impressive 358sqm\* premises plus 3 secure car spaces on-title
- + AAA tenant fit-out, outdoor dining and expansive retail frontage and exposure
- + The brand-new Pace of Blackburn - 289 apartments (98% sold) plus supporting retail

**Contact**  
Shaun Venables 0411 860 865  
Matthew Wright 0458 290 588  
Romanor Falconer 0413 830 808  
Liming Qiao 乔立鸣 0447 288 323

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx



Att: \$900K Buyers, 6.5% Yield Anticipated

## High-Profile Docklands Investment Exposure to 167,000+ Vehicles Passing Daily<sup>1</sup>

Docklands VIC  
66 Lorimer Street

Brand new 5 year lease to 2028  
plus option to 2033

Fixed 3% annual rent increases

Tenant pays all usual outgoings

**Net Income: \$120,000 pa\* + GST**

+ Olinqua: a major software business dedicated to the medical industry and partnered with 80+ hospitals nationally

+ Large 230sqm\* showroom with a massive 42m\* exposure & frontage

+ Opposite South Wharf anchored by DFO, Hilton Hotel & the Melbourne Convention & Exhibition Centre

+ Prime position within the popular Yarra Edge development, home to 3,000+ residents

**Contact**  
Jamie Perlinger 0413 860 315  
Rick Jacobson 0413 830 083  
Matthew Wright 0458 290 588

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>GapMaps

## An Absolute Hidden CBD Gem Valuable Lonsdale Street Frontage

Melbourne CBD VIC  
1/43-51 Lonsdale Street

10 year lease to June 2028 plus  
two long 10 year options to 2048

Tenant pays usual outgoings  
including land tax

**Net Income: \$56,980 pa\* + GST  
(June 2023)**

+ Strategic leaseholding as conference/business hub for Comfort Hotels (Choice Hotels, 7,100 hotels, 40 countries)

+ Versatile 160sqm\* ground floor title with future opportunity to convert to standalone tenancy<sup>2</sup>

+ City of Melbourne: population expected to grow to 308,000 residents by 2041<sup>3</sup>

**Contact**  
Shaun Venables 0411 860 865  
David Napoleone 0417 308 067  
Romanor Falconer 0413 830 808  
Liming Qiao 乔立鸣 0447 288 323

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>Questapartments.com.au  
<sup>2</sup>Gapmaps <sup>3</sup>City of Melbourne





## Securely Leased to Auto Retail Giant Tyre Service Centre for 55+ Years



Leongatha VIC, corner Sth Gippsland Hwy & Smith Street

5 year lease to Jan 2026 plus options to 2032  
 Fixed 3% annual rent increases  
 Tenant pays all usual outgoings including land tax  
**Net Income: \$38,839 pa\* + GST**

- + Goodyear: NSYE listed auto retail giant, \$15B annual sales
- + 370sqm\* building inc showroom, offices and servicing, plus canopy
- + Prime 1,743sqm\* freehold corner site with 79 metre\* dual frontage
- + Prime highway position nearby McDonald's, KFC, Subway & BP
- + Leongatha: capital of South Gippsland, rich dairy region, circa 15,000 trade catchment

**Contact**  
 Beau Coulter 0413 839 898  
 Raoul Holderhead 0413 860 304

**Investment Portfolio Auction**  
 10:30am AEST  
 Wednesday 10 May  
 Crown Casino, Melbourne

\*Approx

## A Development Grand Slam First Time Ever Offered to Market

Blackburn South VIC  
 12-14 Rossllyn Street

Impressive 1,748sqm\* corner site with 86.8m\* of frontage  
 Prime opportunity for townhouse development (STCA)  
 Holding income with short term lease in place

- + Neighbourhood residential zone 1 allowing significant development potential (STCA)
- + 400m\* from Blackburn Shopping Precinct and 900m\* from Forest Hill Chase Shopping Centre
- + Blackburn South: in-demand suburb with median house price growth of 21.2%<sup>1</sup>
- + City of Whitehorse: population forecast to surge 23.15% to 222,096 residents by 2041<sup>2</sup>

**Contact**  
 David Napoleone 0417 308 067  
 Matthew Wright 0458 290 588

**For Sale by Expressions of Interest**  
 Closing 3pm AEST  
 Wednesday 26 April 2023

\*Approx  
<sup>1</sup>Forecast.id <sup>2</sup>Realestate.com.au



## Strong Performing 7-Eleven Booming Metro Perth Growth Suburb



Landsdale (Perth) WA  
8 Mullingar Way (cnr Hartman Dr)

- + 7-Eleven: Australia's #1 convenience retailer with over 700 stores
- + Excellent depreciation benefits
- + Landmark location with massive exposure, including Saranda Cafe & Pizzeria tenancy
- + Large 2,394sqm\* corner freehold
- + City of Wanneroo: by 2041, population forecast to grow 64% to over 367,000 people<sup>1</sup>

7-Eleven: 15 year lease to 2031 plus options to 2056, with fixed 3.5% annual rent increases

Tenants pay 100% of outgoings, inc land tax (single holding basis)

**Combined Net Rent: \$478,174 pa\***

**Contact**  
Darren Beehag 0411 226 223  
Andrew McKerracher 0411 611 919  
Rick Jacobson 0413 830 083

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>forecastid

## Childcare in High Growth Location New 15 + 10 Year Net Lease to 2048



Australind (Bunbury) WA  
38 The Promenade

- + Young Bucks ELC: established local operator with 3 locations
- + New 64 LDC place centre offering substantial depreciation benefits
- + Large 2,373sqm\* site, adjoining the Woolworths-anchored Treendale Shopping Centre
- + Bunbury: the economic hub of the south-west region with a GRP of \$7.17B (2021-22), incl \$1.7B of planned infrastructure projects that will deliver a 'Digital City'

Fixed 3% annual rent increases

Tenant pays all outgoings including: land tax, insurances, rates and management fees

**Net Income: \$249,600 pa\* + GST**

**Contact**  
Natalie Couper 0413 856 983  
Chris Carcione 0415 393 082  
Adam Thomas 0418 998 971

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx



## Brand New Childcare Investment 15 Year Net Lease to 2038 + Option



Forrestfield (Perth) WA  
13 Strelitzia Avenue

- + Lex Education: experienced local operator with 10 current locations plus 4 soon to be opened
- + Impressive 468sqm\* centre with approval for 69 LDC places
- + New construction with significant depreciation benefits
- + 1,927sqm\* site opposite Coles and Woolworths - anchored Shopping Centre, and within 700m\* metres from two primary schools



**Contact**  
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Rob Selid 0412 198 294



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Wednesday 10 May  
Crown Casino, Melbourne

\*Approx

Further 10 year option to 2048

Fixed 3% annual rent increases

Tenant pays all outgoings incl land tax and management fees

**Net Income: \$213,900 pa\* + GST**

## Entry Level Childcare Investment High Growth Inner Metro Location



St James (Perth) WA  
56 Victoria Street

- + HQ Children's House of Learning: long established and successful centre in operation since 1994
- + Greater of 3% or CPI annual rent increases
- + Well-maintained centre licenced for 28 LDC places
- + City of Canning: high growth location 10km\* from the Perth CBD, with population forecast to increase 21.7% by 2041<sup>1</sup>



**Contact**  
Natalie Couper 0413 856 983  
Chris Carcione 0415 393 082



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10:30am AEST  
Wednesday 10 May  
Crown Casino, Melbourne

\*Approx <sup>1</sup>forecast.id

Renewed 5 year lease with 4 further 5 year options to 2048

Tenant pays all outgoings including land tax & management fees

**Net Income: \$55,000 pa\* + GST**

# Q&A

## with Natalie Couper

EARLY EDUCATION SPECIALIST

### Can you provide an overview of the early learning sector in Australia and how it has evolved?

“The early education sector has experienced substantial transformation over the years. In the past, options for childcare were limited to either local council-operated kindergartens or at-home care. However, the demand for longer hours of care due to increased parental workforce participation resulted in privately owned and operated centres. First established in Queensland and spearheaded by the likes of ABC Learning (now Goodstart EL) and what is now G8 Education, this model gradually spread across the eastern seaboard and throughout the country, ultimately evolving into the framework we recognise today.”

### What are the fundamental drivers of early learning?

“The driving force behind the increased need for additional early learning facilities has been the cost of living, where both parents now need to contribute to the household income. Women in the workforce now sits at 61.7 per cent, according to ABS statistics.

The Federal Government plays a crucial role in providing families access to affordable early education through various subsidies, with \$12 billion allocated to the sector in 2022. This ongoing financial support will consequently ensure the cost to families remains affordable which will therefore increase the demand for childcare places.”

### Why is early learning appealing as an investment?

“Early learning is considered an essential service, making them an incredibly defensive investment. Additionally, centres are typically located on large high-profile sites with high underlying land value whilst also being underpinned by highly-profitable businesses.

Unlike other commercial investments, early learning is a care-based service that cannot be replicated or replaced by technology, only enhanced.”

### What changes have you seen in people’s interest in investing in early learning assets?

“Early learning has always been a highly sought-after investment choice. It was one of the first sectors to receive specific government funding ahead of big business in the wake of the COVID pandemic.

Historically it has also been less impacted by economic cycles than any other property sector.

These factors coupled with high performing tenants on long leases make for a compelling investment.

We’ve also seen an increase in cross-border transactions as investors seek out upside contributors such as land tax and stamp duty savings. Burgess Rawson’s national sales of early learning assets have exceeded \$2 billion, with most transactions taking place in the south-east seaboard, mainly due to denser populations. However, we are seeing a greater number of transactions on the western seaboard too.”

### Can you explain the current state of the early learning commercial property market in Australia?

“Despite ten consecutive rate rises, demand for early learning assets remains robust due to the many great reasons for investing in the sector. While other asset classes have seen greater yield retraction, early learning has remained resilient, along with other essential service assets.”

### What does the future hold?

“Key drivers now and into the future will remain unchanged including bipartisan federal and state government support, and renewed focus on immigration.

Supply will be required to meet the increased demand with a strong development pipeline Australia-wide, underpinning the sector even further.

We expect the Australian early learning sector to continue to grow, driven by factors such as population growth, increasing female workforce participation, and government subsidies. This in turn will no doubt increase demand for quality early learning facilities and associated properties.”

“Early learning is considered an essential service, making these properties an incredibly defensive investment.”







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

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