

Burgess Rawson.

Portfolio

UP
\$2.00

February 1975 Issue 01

Magazine

A New Era of Commercial Property Investment Begins



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FEBRUARY 2025

50 Burgess Rawson
CELEBRATING 50 YEARS



YEARS OF SUCCESS

HAPPY LUNAR NEW YEAR



2025 YEAR OF THE SNAKE

We wish you good health and lasting prosperity



Welcome



Ingrid Filmer
CEO | Partner

INGRID.FILMER

Happy New Year, and welcome to an extraordinary edition of Portfolio Magazine!

This year, we celebrate a truly momentous milestone—50 years of Burgess Rawson shaping the future of Australian commercial property. Half a century of innovation, leadership, and setting new benchmarks is a legacy we are immensely proud to share with you.

From our beginnings in 1975, when our founders redefined the way commercial property was marketed and sold, to today's pioneering Portfolio process, we have continually evolved to meet the needs of our clients and the market. This journey is a testament to the vision, resilience, and trust shared with our clients and partners over the decades.

2025 is already presenting exciting opportunities, with signs of easing interest rates, stabilised inflation, and positive economic momentum.

In this special 50th-anniversary edition, we reflect on our achievements, highlight standout asset classes and transactions from 2024, and explore how these market shifts will create fresh opportunities for investors this year.

We're also thrilled to feature an exclusive interview with co-founder Chris Burgess, who offers his insights into the enduring values and innovation that continue to drive Burgess Rawson forward. The February Portfolio campaign showcases an exceptional array of assets, from convenience retail and early education to medical properties, ensuring there is something for every investor.

As we mark this incredible milestone, we remain committed to shaping the future of Australian commercial property while staying true to the principles that have guided us for 50 years. Here's to another year of success and opportunity as we begin this exciting new chapter together.



Portfolio Team

EDITOR Olwyn Conrau
PRODUCTION MANAGER Chelsea Goodall
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.





The Burgess Rawson Legacy

Fifty years ago, co-founders Chris Burgess and Gerald Rawson set out to challenge the status quo in commercial property.

Armed with a bold vision and a determination to transform the industry, they created an agency that would redefine innovation, best practices, and leadership in Australian real estate. Their pioneering approach laid the foundation for what has become one of the country's most prominent commercial property firms.

Today, under the leadership of Ingrid Filmer, the first woman to head a major commercial real estate agency in Australia, Burgess Rawson continues to lead the industry.



Left to right: Chris Burgess, Ingrid Filmer, Raoul Holderhead & Gerald Rawson.



In 2024, we achieved over \$1.8 billion in sales, demonstrating our influence and adaptability. Beyond sales, our services include property management and leasing, supported by eight office locations nationwide.

Burgess Rawson's history is steeped in innovation. A defining moment came in 2002 with the introduction of the Portfolio Auction, a concept that redefined commercial property sales by offering a transparent and competitive platform for investors.

Over time, the portfolio process has evolved beyond auctions to include Expressions of Interest, establishing itself as a standard in the industry. This multifaceted approach attracts investors from across the globe and has become synonymous with Burgess Rawson.

Our Portfolio Auction events, held eight times a year in Sydney, Melbourne, and Brisbane, feature up to 80 properties per campaign and are widely regarded as the 'barometer of the commercial property market.'

Portfolio campaigns blend innovative marketing, comprehensive due diligence, and exceptional engagement, demonstrating our ability to anticipate market trends and deliver outstanding outcomes.

Another major milestone, the consolidation of our Melbourne, Brisbane, and Sydney offices in 2021, reinforced our ability to provide seamless service along Australia's eastern seaboard. This strategic alignment has enhanced our capacity to deliver integrated solutions across sales, leasing, and property management.

In addition to sales, our property management and leasing teams provide tailored support to

landlords and tenants, ensuring that every aspect of commercial property ownership is expertly managed. With presence in every state and territory, and an unmatched investor database of over 30,000 people, we continue to serve as a trusted partner for commercial property stakeholders.

As we celebrate 50 years, we reflect on our rich history while embracing the opportunities ahead. From pioneering live-streamed auctions to integrating advanced technology into our processes, we have continually adapted to stay at the forefront of industry advancements.

These innovations, combined with our emphasis on transparency, collaboration, and delivering exceptional results, ensure Burgess Rawson continues to lead the way in Australian commercial property.

A significant part of this success can be attributed to key individuals like David Scholes from auctionWORKS, whose nearly 30-year association with Burgess Rawson has been pivotal. Known for his dynamic approach and unrivalled expertise, David has played an instrumental role in setting record prices and achieving outstanding yields at auctions across the country.

His ability to build trust and forge lasting relationships is unmatched, and his contribution exemplifies the calibre of talent that has driven our success over the decades and continues to position us as leaders in the field.

Burgess Rawson's focus on anticipating the needs of our clients, delivering innovative solutions, and maintaining our strong market presence ensures we are well-placed to shape the future of the commercial property industry for decades to come.

Major Milestones

Burgess Rawson.

1975

Burgess Rawson Founded by Chris Burgess & Gerald Rawson



1983

Sydney Office Opens

1990



Brisbane Office Opens



1995

Perth Office Opens

2001



First Portfolio Auction



2009

50th Portfolio Auction

2015



100th Portfolio Auction



2016

Canberra Office Opens

2021



Eastern Seaboard Consolidation
First Three Day Auction Event



2022

150th Auction, Townsville & Mildura Offices Open



2025

50 Year Anniversary



Celebrating 50 Years of Excellence

Talking with Chris Burgess, Co-Founder of Burgess Rawson

As we celebrate our golden anniversary, it's the perfect time to reflect on the journey of the company and the visionaries who built its foundations. Chris Burgess, who co-founded the company with Gerald Rawson in 1975, played a pivotal role in shaping Burgess Rawson into one of Australia's most trusted commercial property agencies.

His forward-thinking approach, regional focus, and passion to set new standards continue to influence the company's success. In this exclusive interview, Chris shares insights into the agency's origins, its evolution, and his reflections on 50 years of remarkable achievements.

What inspired you to establish Burgess Rawson?

"When Gerald and I started Burgess Rawson, we saw an untapped opportunity in the market. The big four agencies were focused on institutional clients in major cities, leaving private investors and vendors underserved, as well as institutional clients in regional areas.

In fact, larger agencies were ignoring regional areas altogether, but we recognised the opportunity to connect private investors with high-quality tenants, banks, fast food outlets and pharmacies, in every regional town and city.

These properties offered reliable tenants, strong returns, and diversification for investors. That combination proved to be a winning formula, and it became a cornerstone of our strategy."

What were some of the key challenges you faced in the early years?

"Starting out, we had to establish credibility in a market dominated by big players. Convincing investors to trust a smaller agency was no easy task. Another challenge was navigating the economic volatility of the 1970s and 1980s, with fluctuating interest rates and market uncertainty.

Our big break came in the 1980s when we secured the sale of a significant Australia-wide bank portfolio. This allowed us to showcase our expertise in regional markets, proving that connecting private wealth with regional investment properties was a sound strategy. It also helped put our young interstate offices on a firm footing."

Are there any milestones or achievements from the past 50 years that you're particularly proud of?

"There are many. Securing the bank portfolio was transformative as I said, it set us apart and demonstrated the value of our regional focus. The second milestone was launching our Portfolio Auctions. At the time, it was a revolutionary idea, giving private investors access to premium commercial properties through a transparent and efficient process. Lastly, together with Graeme

Watson our work with the major supermarket chains through site acquisition sale and leaseback resulted in over a dozen prime supermarkets across the eastern seaboard, showcasing the true depth of Burgess Rawson's expertise."

How did the company evolve to adapt to industry changes over the decades?

"The real estate industry has evolved significantly, and we've always been proactive in embracing change. From adopting new marketing strategies to leveraging technology, we've stayed ahead of the curve.

Our regional focus also evolved as we diversified into sectors like childcare and healthcare, responding to shifting market demands. By maintaining flexibility and a forward-thinking mindset, we've been able to adapt while staying true to our core values.

What do you believe sets Burgess Rawson apart from other property agencies?

"From the beginning, our focus has been on relationships and trust. We've always recognised that property is more than just a transaction, it's about building wealth, creating opportunities and connecting people with investments that align with their goals.

Our regional expertise is another key differentiator. While larger agencies often overlook regional areas, we've embraced them, understanding that

these markets and the local agents that serve them offer unique opportunities for private investors. Our ability to connect clients with high-quality tenants has been instrumental in delivering strong returns and long-term value."

After retiring, what hopes did you have for the future of Burgess Rawson, and how do you feel about where the company is today?

"It's incredibly rewarding to see that the company has not only upheld the values Gerald and I espoused, but also thrived. The leadership team's dedication and vision have ensured that Burgess Rawson continues to grow while honouring the foundation we built."

What advice would you give to future leaders in the real estate industry?

"Lead with integrity and always prioritise relationships. Markets and trends will change, but trust and personal connections are timeless. Be willing to think beyond the obvious, sometimes the best opportunities lie in areas others overlook.

Finally, embrace innovation and adaptability. Staying ahead of industry changes is essential for long-term success, but never lose sight of what matters most: understanding your clients' goals and helping them achieve them."

Left to right: Chris Burgess & Gerald Rawson.

2024

A Year of Highlights

The commercial property market gained significant momentum in the latter half of 2024, driven by stabilising conditions that reignited investor confidence. Burgess Rawson was at the forefront, delivering \$1.8 billion in sales through its highly successful Portfolio campaigns, with auction events consistently achieving success rates close to 90%.

Demand for high-quality commercial assets surged as easing inflation and limited supply intensified competition, compressing yields and driving exceptional outcomes across all sectors. Convenience retail emerged as one of the standouts, with transaction volumes doubling year-on-year, while sectors such as early education and fast food delivered record-setting yields. With this momentum carrying into 2025, the commercial property market is well-positioned for continued growth and opportunity.



Early Education

Burgess Rawson solidified its position as a leader in early education asset sales, transacting \$213 million at a blended yield of 5.72%. A total of 46 properties were sold, highlighting investor confidence in the sector. Key among these was the Goodstart Early Learning Centre in Linden Park SA, which achieved a record low yield of 3.11%.



Goodstart EL
Linden Park SA



\$ \$2,230,000

% 3.11%



Kids Academy
Killara NSW



\$ \$7,780,000

% 4.41%



Guardian Childcare
Box Hill VIC



\$ \$9,999,800

% 5.30%



Convenience Retail

A standout category in 2024, convenience retail saw sales double over the year, reaching an outstanding \$257 million, with yields firming across the board. Noteworthy deals included Viva Energy (OTR) in West Croydon SA, which sold for \$13.80 million and a Caltex and fast food combo in Upper Coomera QLD, which fetched \$14.75 million.



VIVA Energy
West Croydon SA



\$ \$13,800,000

% 5.51%



Caltex & Fast Food
Upper Coomera QLD



\$ \$14,750,000

% 6.12%



Shell
Greenway ACT



\$ \$9,050,000

% 5.47%



Fast Food

This sector sizzled in 2024, with Burgess Rawson facilitating \$103 million in transactions and achieving an incredible blended yield of 4.38%. Highlights included the McDonald's in North Rothbury NSW, which set a benchmark transacting on a record yield of 2.97%. Demand for fast food assets demonstrated their status as reliable, recession-proof investments.



McDonald's
North Rothbury NSW



\$ \$4,370,000

% 2.97%



Hungry Jack's
Warrawong NSW



\$ \$7,600,000

% 4.01%



KFC
Wonthaggi VIC



\$ \$3,205,000

% 3.92%



Healthcare

The healthcare sector surged in 2024, with Burgess Rawson achieving over \$188 million in sales, underscoring the growing investor demand for healthcare assets. Highlights included the \$24 million sale of Lumus Imaging in Richmond VIC, and a \$14.2 million transaction in Port Macquarie NSW, reflecting the sector's resilience and appeal.



Lumus Imaging
Richmond VIC



Lumus Imaging
Port Macquarie NSW



Lake Health Group
Wendouree VIC



\$ \$24,000,000 % 6.34%

\$ \$14,200,000 % 5.98%

\$ \$3,210,000 % 4.91%



Automotive

Strong demand in the automotive sector pushed yields lower, achieving an overall blended yield of 5.61% for investors. The top sale was the Bridgestone in Kilsyth South VIC, which delivered a yield of 4.15%, reflecting continued interest in this niche asset class.



Bridgestone
Kilsyth South VIC



Supercheap Auto
Branxton NSW



Autobarn
Kelso NSW



\$ \$3,305,000 % 4.15%

\$ \$6,310,000 % 5.49%

\$ \$3,952,000 % 5.85%



Industrial

Long regarded as a star performer, industrial property delivered \$105.96 million in transactions, with a blended yield of 5.34%. Notable sales included a Reece investment in Jamisontown NSW, which sold for \$13.25 million at a stellar 5.13% yield.



Reece
Jamisontown NSW



Lactalis Group
Campbellfield VIC



Cell Care
Heatherton VIC



\$ \$13,250,000 % 5.13%

\$ \$8,000,000 % 5.81%

\$ \$7,380,000 % 4.61%



Large Format Retail

With nearly \$104 million in transactions, the large format retail sector demonstrated its strong appeal to investors. A standout was the TJM 4x4 asset in Frankston VIC, which sold at an impressive yield of just 4.96%, showcasing the high demand for premium assets in this category.



TJM 4 x4
Frankston VIC



Beaumont Tiles & TKD
Seaford Meadows SA



99 Bikes, X-Golf & Toymate
Marion SA

\$ \$6,000,000 % 4.96%

\$ \$13,000,000 % 5.69%

\$ \$15,600,000 % 7.07%



Pubs & Liquor

With yields as sharp as 4.9%, the sector drew increased interest from first-time investors seeking alternatives to residential property. Notable transactions included Liquorland and Domino's in Warrawong NSW, which achieved a 5.40% yield and Liquorland in Hallam VIC, highlighting the strong performance of these enduring investments.



Liquorland
Warrawong NSW



\$ \$6,000,000 % 5.40%



Liquorland
Hallam VIC



\$ \$1,705,000 % 4.90%



Cellarbrations
Monbulk VIC



\$ \$1,200,000 % 5.18%



Government

This tightly held category continues to attract seasoned investors with its reliable yields. Highlights included the Australian Federal Police K-9 facility in Machans Beach QLD, which sold for \$6 million, a government-leased asset in Fremantle, WA, which transacted at \$5 million and a Victorian government leased investment in Mill Park VIC, which achieved a 6.6% yield.



Aust Federal Police
Machans Beach QLD



\$ \$6,000,000 % 7.93%



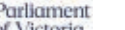
WA Government
Fremantle WA



\$ \$5,000,000 % 8.98%



Parliament of Victoria
Mill Park VIC



\$ \$940,000 % 6.60%



Retail

Retail assets remained in high demand, generating \$108 million in sales. Bakers Delight in Rosanna VIC, delivered a yield of 3.91%. These results reflect growing interest from new investors prioritising stability and predictable terms over residential investments.



Bakers Delight
Rosanna VIC



\$ \$943,000 % 3.91%



The Bicycle Company
Rye VIC



\$ \$1,475,000 % 4.16%



Chicken Central
Ashburton VIC

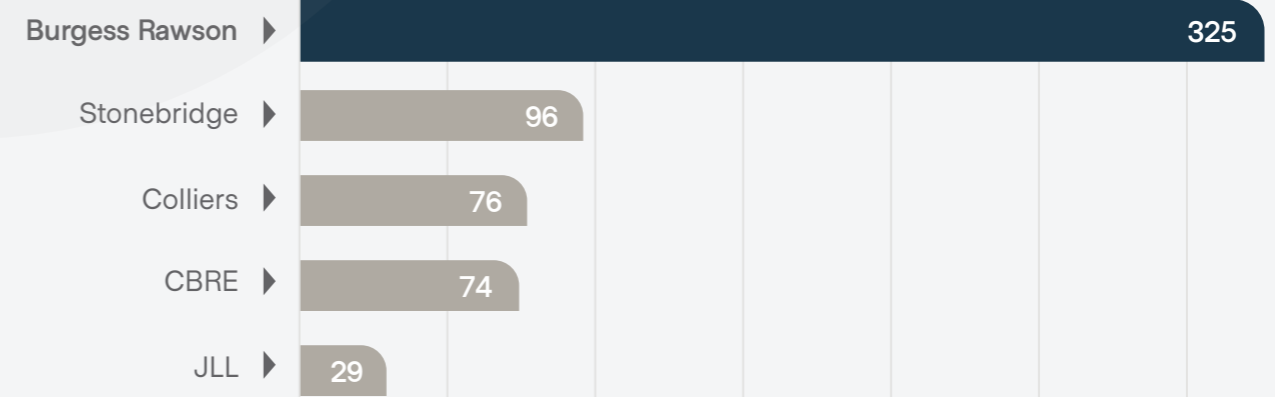


\$ \$2,986,000 % 4.91%

Choose the #1 Commercial Investment Team

As has been the case for decades, our focus is on leased commercial investments and in 2024 we handled 3 times more investment sales than any other agency. This means we offer vendors direct access to the most up-to-date buyer pool and the most cost-effective marketing solutions.

3x More Investment Sales Over \$1 Million in 2024



Source: realcommercial.com.au

Interest Rate Relief Set to Ignite Commercial Property Growth

Outlook for 2025: Interest rates to ease and robust growth for the commercial property sector.

As we move into 2025, the likelihood of interest rate cuts in Australia is becoming increasingly evident. The Reserve Bank of Australia (RBA) has maintained a cash rate of 4.35% throughout most of 2024, providing stability following a period of inflationary pressures and a declining Australian dollar.

The RBA has closely monitored inflation, and last year, the Consumer Price Index (CPI) saw a more moderate rise compared to previous years, increasing by 3.2%. This is in line with the RBA's target range, and with inflation now under control, discussions have increasingly centred on potential rate cuts in 2025.

The focus in 2024 was on stabilising the economy, and with the expected easing of interest rates in 2025, this will likely pave the way for more robust growth in the commercial property sector. A strengthening economy, coupled with easing borrowing restrictions, is setting the stage for rate cuts in the near future.

Many market analysts are forecasting that the first rate cut could occur as early as February 2025,

with further reductions expected throughout the year. By December 2025, the cash rate could potentially fall to 3.85%, or even 3.35% according to other analysts. This reduction in rates would likely ease borrowing costs, providing relief to businesses and consumers, and could further stimulate investment in the commercial property market.

While the RBA will more than likely cut interest rates during the year, the timing and magnitude will depend on global economic conditions and domestic inflation trends. Economists are predicting that Australia's economic growth will strengthen in 2025; however, the RBA faces challenges in calibrating monetary policy, particularly in light of potential trade tensions with the United States.

Burgess Rawson Intelligence shows demand for commercial property intensified during 2024 as other markets remained less stable. Our agency concluded the year with outstanding results, recording \$90 million in transactions and an 88% success rate at our December auction event alone. This strong demand for commercial property highlights growing investor confidence in the market.

We have witnessed yields across various asset classes beginning to firm, with the early education sector, for example, declining to 5.72% in 2024. This reflects the stabilisation of market conditions, providing a solid foundation for future investment.

Despite the challenges posed by higher interest rates in recent years, confidence in the property market continues to grow, particularly as investors anticipate stronger economic growth and easing interest rates moving forward.

Looking ahead, the combination of anticipated interest rate cuts and the continued stability of the commercial property market offers an optimistic outlook for 2025 and beyond. With a stable economic environment and promising signs of growth, investment in real estate could become even more attractive as the landscape evolves.

“With the expected easing of interest rates in 2025, this will likely pave the way for more robust growth in the commercial property sector.”

Unbiased market research at your fingertips

Subscribe to Industry Insights 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.

Our Industry Insights Reports are an important and informative publication that focus on key sectors including pubs & liquor, convenience retail, early education, fast food, healthcare, large format retail and more.

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



Scan the QR code to subscribe



Join us at The Sector Connect+ Landlords and Owners Forum

Burgess Rawson is proud to be a key sponsor of the inaugural ECEC Owners and Landlords Forum, themed "Pathways to Success - Realising Ambitions in an Increasingly Uncertain World." This specialist event offers business owners and landlords the opportunity to engage with leading experts in the early childhood education and care (ECEC) sector.

Panelist:



Adam Thomas
Partner

“Understanding the nuances of ECEC real estate is crucial for navigating the evolving landscape. I look forward to sharing strategies and engaging in meaningful discussions at the forum.”

With over a decade of experience, Adam has overseen the sale of more than 400 childcare centres nationally, with a combined book value of almost \$2 billion. His in-depth insights on market performance and trends make him a trusted advisor to investors, developers, and childcare industry leaders across Australia and internationally.

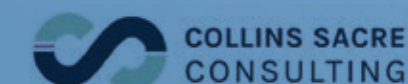
Adam will join Kate Robinson, Savills; Carla Hayes, Charter Hall; and Mark Hamilton, NAB to unpack important questions around how current and aspiring landlords can stay one step ahead of the macro trends we're seeing in freehold ownership.



Event Details

Time: 8:30am to 5:00pm
Date: Friday, 7 March, 2025
Location: Lightspace, 2 Scanlan St, Fortitude Valley, QLD

Partners



Buy Tickets

Don't miss this opportunity to gain valuable knowledge and network with industry experts. Secure your spot today!





February Portfolio Campaign

SYDNEY
10:30AM AEDT
TUESDAY
18 FEBRUARY

MELBOURNE
10:30AM AEDT
WEDNESDAY
19 FEBRUARY

BRISBANE
10:30AM AEST
THURSDAY
20 FEBRUARY

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
KFC	Springvale (Melbourne)	VIC	\$200,000	32
Pizza Hut	Prahran (Melbourne)	VIC	\$121,018	47
Noodle Box	Beaconsfield (Melbourne)	VIC	\$55,000	49



Medical & Pharmacy

Tenant	Location	State	Income pa	Page
UFS Healthcare & Pharmacy	Ballarat	VIC	\$200,000	46
My Medical Services Australia	Salamander Bay (Hunter Region)	NSW	\$197,658	37



Convenience Retail

Tenant	Location	State	Income pa	Page
7-Eleven	Mambourin (Melbourne)	VIC	\$357,000	45
United Petroleum	Slacks Creek (Brisbane)	QLD	\$291,720	39

New Properties For Sale



Large Format Retail

Tenant	Location	State	Income pa	Page
Pets Domain	Legana (Launceston)	TAS	\$210,000	44
Salvos	Kensington Gardens (Adelaide)	SA	\$95,420	43



Industrial

Tenant	Location	State	Income pa	Page
Norco AgriSolutions	South Lismore	NSW	\$410,659	26
Winc Australia	South Lismore	NSW	\$175,336	26



Automotive

Tenant	Location	State	Income pa	Page
LDV Dealership	Melville (Perth)	WA	\$321,670	28
AMA Group	Braybrook (Melbourne)	VIC	\$250,750	30
AMA Group	Sunshine North (Melbourne)	VIC	\$250,750	30
LDV Dealership	Midland (Perth)	WA	\$148,319	28



Early Education

Tenant	Location	State	Income pa	Page
Buttercups Childcare & XOFit	Yanchep (Perth)	WA	\$459,200	50
Nature's Academy	Dubbo	NSW	\$425,000	36
Nido Early School	Hilbert (Perth)	WA	\$349,950	51
Kinderoo	Rosehill (Parramatta)	NSW	\$190,550	38
Goodstart Early Learning	Wavell Heights (Brisbane)	QLD	\$153,303	40
Goodstart Early Learning	Redcliffe (Brisbane)	QLD	\$110,159	41



Office & Accommodation

Tenant	Location	State	Income pa	Page
Richmond Fellowship Queensland	Kearney's Spring (Toowoomba)	QLD	\$110,381	42
Windsor Green Accommodation	Windsor (Melbourne)	VIC	\$100,000	48



Development Site

Tenant	Location	State	Page
Mixed Use Development Site	Inverloch	VIC	34



Two Rare Industrial Freehold Investments National Brands Norco & Winc Australia

South Lismore NSW
(Northern Rivers Region)

Two high profile neighbouring sites to be sold separately

E4 General Industrial zoning allowing a diverse range of industrial and retail uses (STCA)

- + Norco: national dairy & agricultural supplier boasting \$651 million* in annual turnover
- + Winc Australia: national distribution chain offering over 100,000 workplace products and solutions
- + Close proximity to Lismore CBD and national brands including Bunnings, Officeworks, Woolworths and Shell
- + Lismore: situated in Northern Rivers Region which is home to 315,775+ residents & boasts an economic output of \$42.05 billion*
- + Easy flight access via Ballina or Gold Coast Airport

109 Wilson Street

- + Substantial 7,906sqm* corner freehold boasting triple street frontage & 78 on site car spaces
- + Anchored by 12 year net leases to Norco to 2033 plus options to 2045
- + Long WALE by income of 7.84 years, including desirable lease to Winc Australia
- + Attractive annual CPI reviews
- + **Net Income: \$410,659 pa* + GST**

105 Elliott Road

- + Large 2,072sqm* industrial freehold with valuable dual street frontage
- + Long 12 year lease to Norco to 2033 plus options to 2045
- + Landlord friendly net lease, tenant pays all usual outgoings
- + Recent 2021 build offering significant depreciation benefits
- + **Net Income: \$175,336 pa* + GST**



Contact
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Kieran Bourke 0417 418 007
Flynn McFall 0481 187 191

Investment Portfolio Auction
To Be Sold Individually
10:30am AEDT
Tuesday 18 February
Sydney Opera House

*Approx

Two Metro Perth LDV Dealership Freeholds



12 Year Net Lease Structures Including Land Tax Part of SAIC Motor - China's Largest Auto Group

12 year leases plus options to 2055

Annual CPI + 1% rent reviews

Net lease structures

To be sold individually

- + LDV: owned by Fortune Global 500 ranked public company SAIC Motor, China's largest automotive manufacturer
- + LDV: 102 retail and service locations across the nation and growing
- + Central positions within strong proven metropolitan dealership hubs
- + Immaculate modern improvements throughout
- + Strategic major Highway locations with significant passing traffic
- + Landlord friendly net lease structure, with tenant responsible for all rates, land tax, insurance and maintenance as per the lease

Melville (Perth) WA
166 Leach Highway

- + Large 3,641sqm* freehold site with 32 metre* frontage
- + 58,000 vehicles passing daily¹
- + Combined 1,241sqm* buildings including showroom & workshop
- + City of Melville: affluent suburb 15km* from Perth CBD, 13.4% forecast population growth by 2046
- + Net Income: \$321,670 pa* + GST

Midland (Perth) WA
188 Great Eastern Hwy

- + Prime 1,519sqm* freehold site, with 549sqm* two level building
- + 26,000 vehicles passing daily¹
- + Central amongst Toyota, Kia, Suzuki, Hyundai, and more
- + City of Swan: booming growth location, 20km* from Perth CBD, with population forecast to grow 88%* to 298,000 by 2051¹
- + Net Income: \$148,319 pa* + GST



Contact
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Chris Carcione 0415 393 082
Raoul Holderhead 0413 860 304
Matthew Wright 0458 290 588

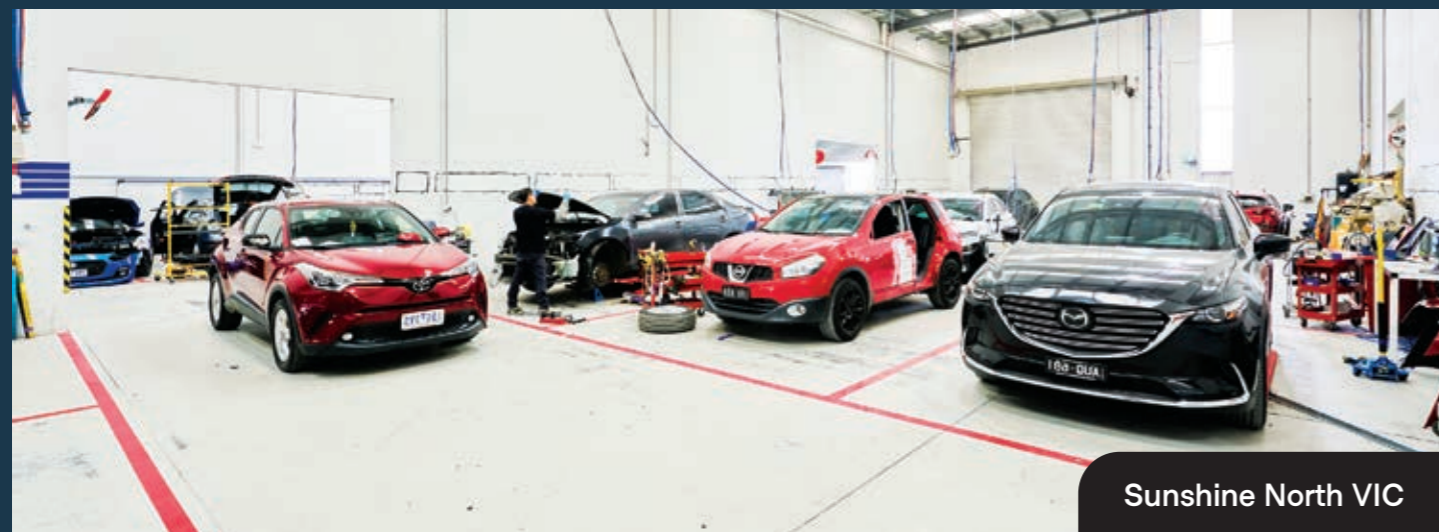
Investment Portfolio Auction
To be sold individually
10:30am AEDT
Wednesday 19 February
Crown Casino, Melbourne

*Approx ¹forecast.id



*Outline/Boundaries Indicative Only

Braybrook VIC



Sunshine North VIC



*Outline/Boundaries Indicative Only

MCINTYRE RD

Sunshine North VIC

Tenant Pays all Outgoings Including Single Holding Land Tax

Renewed 5 year leases to October 2028 plus option to 2033 with fixed compounding 3% annual rent increases

Capital S.M.A.R.T: a wholly owned subsidiary of the ASX listed AMA Group, Australia's leading smash repair operation with 142 locations nationally

Landlord favourable net leases, with AMA Group responsible for all outgoings including council rates, building insurance plus single holding land tax

To be Sold Individually

Braybrook (Melbourne) VIC
188 Duke St & 62 Burke St

- + Prominent 3,451sqm* combined site with 2 street frontages
- + Significant 1,965sqm* smash repair centre over 2 buildings including large warehouse, office hardstand and 38 on-site car spaces
- + City of Maribyrnong: population forecast to surge 63% by 2051
- + **Net Rent: \$250,750 pa* + GST**

Sunshine North (Melbourne) VIC
136-138 McIntyre Road

- + Major 2,443sqm* site with 36 metres* of frontage and exposure to McIntyre Road, a main arterial road servicing over 26,000 vehicles daily¹
- + Immaculate 2,006sqm* building over 3 individual office/warehouses, rear access, 24 on-site car spaces - offering future flexibility and upside
- + Prime site in the heart of Melbourne's booming western industrial precinct with direct access to key arterials including Western Ring Road
- + Sunshine: strategic Metro-Melbourne location just 11km* west of Melbourne CBD, population forecast to grow 56% by 2046
- + **Net Rent: \$250,750 pa* + GST**



Contact
Jamie Perlinger 0413 860 315
David Napoleone 0417 308 067

Investment Portfolio Auction
To be sold individually
10:30am AEDT
Wednesday 19 February
Crown Casino, Melbourne

*Approx ¹GapMaps



Rare Metro Corner KFC Investment

State-of-the-Art 2024 Construction with Maximum Depreciation Benefits

Brand New Freestanding KFC Investment 10 Year Lease to 2034 Plus Options to 2064



Springvale (Melbourne) VIC
98 - 106 Westall Road

Brand new 10 year lease to 2034 plus options to 2064

Favourable annual CPI reviews

Tenant pays all usual outgoings

Net Income: \$200,000 pa* + GST

+ KFC: 800 outlets nationally

+ Southern Restaurants Group: Australia's largest private KFC franchise with 95 locations

+ New Nov 2024 construction, maximum depreciation benefits

+ Immaculately presented 250sqm* purpose-built facility with important dual lane drive thru

+ Greater Dandenong: population to increase 15.4% to 189,891 by 2036



Contact

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Zomart He 何梓轩 0488 220 830
Beau Coulter 0413 839 898
Justin Kramersh 0460 349 605



Investment Portfolio Auction

10:30am AEDT
Wednesday 19 February
Crown Casino, Melbourne

*Approx



Inverloch's Premier Development Site

Three Level Concept Includes Retail, 14 Apartments, On-site Parking, Ocean Views

Absolute Prime 1,280sqm* Mixed Use Coastal Development Site with Triple Frontage

Inverloch VIC, 6-8 Ramsey Blvd & 4 Beaton Pl (cnr Scarborough St)

Combined 1,280sqm* 'Mixed Use' site (over two titles) with combined 101 metre* frontage

Zoning allows for a 3 level development with parking (STCA)
Opposite foreshore & amenities

+ Includes established retail tenants on short term leases providing holding income

+ Indicative concept by architects ClarkeHopkinsClarke propose (STCA): 3 retail shops, 14 apartments & 20 car spaces

+ Inverloch: year round tourist mecca, 86km* from metro Melbourne, catchment 6,800 swelling to circa 25,000 over summer

Contact
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David Napoleone 0417 308 067
Beau Coulter 0413 839 898

For Sale by On Site Auction
1pm AEDT
Friday 28 February 2025
(If not sold prior)

*Approx



Brand New Modern Childcare - 15 Year Lease Adjoining New Guzman y Gomez & Domino's



Dubbo NSW
3 Spitfire Dr (cnr Mitchell Hwy)

15 year net lease to 2040 plus further 15 year option to 2055
Fixed 3% annual rent increases
Net lease - tenant pays 100% of outgoings as per the lease
Net Income: \$425,000 pa* + GST

- + Innovative 125 LDC place centre, expansive outdoor playscape
- + Brand new purpose-built facility, maximum depreciation benefits
- + High demand location, 11 schools within a 5-minute drive
- + Land rich 3,105sqm* site just off Mitchell Highway neighbouring Guzman y Gomez & Domino's
- + Dubbo: NSW regional city, forming an integral part of the Central West with a population of 212,000⁺¹

Contact
Yosh Mendis 0434 413 188
Michael Vanstone 0403 580 528

Investment Portfolio Auction
10:30am AEDT
Tuesday 18 February
Sydney Opera House

*Approx ¹ABS

Freestanding Medical Investment Strategic Coastal Hunter Region Location



Salamander Bay (Hunter Region) NSW, 2 Keel Street

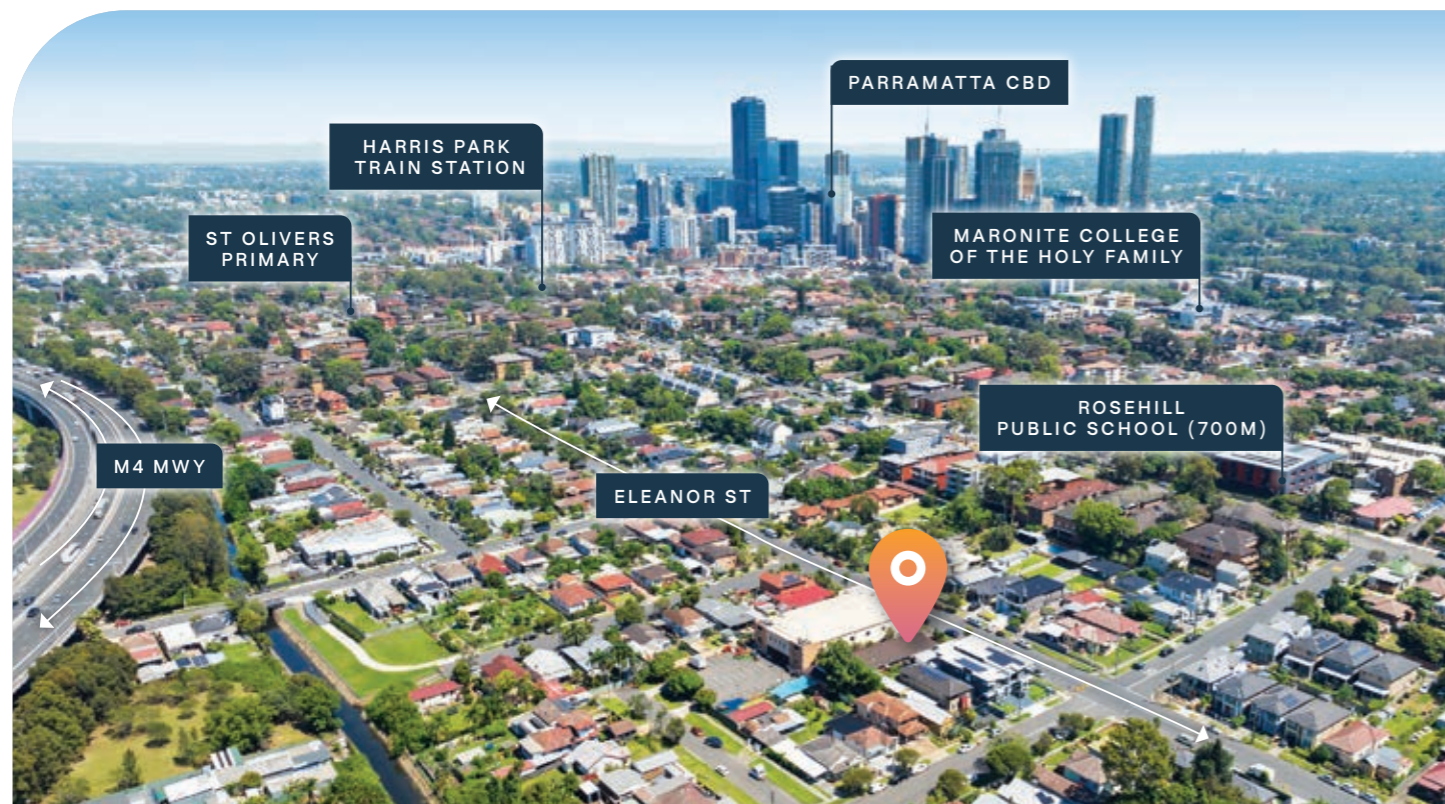
Brand new 10 year lease to 2035 plus options to 2045
Compounding fixed 3% annual rent increases ensuring growth
Net Income: \$197,658 pa* + GST

- + My Medical Services Australia: healthcare provider specialising in GP, skin cancer, cosmetic, prolotherapy, platelet-rich plasma and laser treatment
- + High profile 1,635sqm* corner landholding, improved by 550sqm* centre & parking for 21 cars
- + Versatile healthcare position near Salamander Bay SC, ALDI & KFC
- + Salamander Bay: coastal suburb of Hunter Region, pop of 798,963+

Contact
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Yosh Mendis 0434 413 188
Luke Easton 0472 546 001

Investment Portfolio Auction
10:30am AEDT
Tuesday 18 February
Sydney Opera House

*Approx



Established Sydney Childcare Investment Net Lease | Fixed 3% Annual Rent Increases



Rosehill (Parramatta LGA) NSW
38 Eleanor Street

Recent 5 year net lease to 2028
plus options to 2063

Guaranteed rental growth,
fixed 3% annual increases

Net Income: \$190,550 pa* + GST

- + Kinderero: longstanding tenant in occupation since 2009
- + Substantial 929sqm* Rosehill freehold landholding close to Parramatta CBD
- + Landlord friendly net lease, with tenant paying outgoings
- + 9 schools and 24% more 0-4 year olds than the NSW average within a 1.5km* radius

Contact
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Michael Vanstone 0403 580 528
John Ingui 0486 011 406

Investment Portfolio Auction
10:30am AEDT
Tuesday 18 February
Sydney Opera House

*Approx

Brand New United Service Centre Opened December 2024



Slacks Creek (Brisbane) QLD
200 Kingston Street

Brand new 12 year net lease to 2036 plus 4 x 5 year opts to 2056

Fixed annual 3% rent increases

Tenant pays outgoings per lease

Net Income: \$291,720 pa* + GST

- + United Petroleum: Australia's largest and fastest growing independent fuel retailer, operating 500 sites nationwide
- + High profile 1,511sqm* corner site
- + Adjoins fast food drive-thru, retail shops and offices in this brand-new landmark development
- + Maximum depreciation benefits
- + Slacks Creek: located 18km* from Brisbane CBD

Contact
Neville Smith 0400 068 205

Investment Portfolio Auction
10:30am AEST
Thursday 20 February
The Hilton, Brisbane

*Approx



Brisbane Metro Childcare Investment 15+10+10 Year Triple Net Lease to 2055



Wavell Heights (Brisbane) QLD
231 Hamilton Rd (cnr Newman Rd)

Fixed 3% annual rent increases
Rare triple net lease: tenant pays 100% of outgoings including all capital expenditure, insurances and management fees
Net Income: \$153,303 pa* + GST

- + Goodstart: Australia's largest early education provider with over 660 centres nationally
- + Exceptional 2,322sqm* inner city corner site with 95 metres* main road frontage
- + Well-maintained 75 LDC place centre, current rental below market & with market reviews every 5 yrs
- + Wavell Heights: highly sought-after inner-city Brisbane suburb 9km* from Brisbane CBD

Contact
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Adam Thomas 0418 998 971
Josh Scapolan 0484 229 829

Investment Portfolio Auction
10:30am AEDT
Tuesday 18 February
Sydney Opera House

*Approx

Entry Level Brisbane Childcare Investment 20+10+10 Year Triple Net Lease to 2060



Redcliffe (Brisbane) QLD
33 Williams St (cnr Ashmole Rd)

Fixed 3% annual rent increases
Rare triple net lease: tenant pays 100% of outgoings including all capital expenditure, insurances and management fees
Net Income: \$110,159 pa* + GST

- + Goodstart: Australia's largest early education provider with over 660 centres nationally
- + Established 45 LDC place centre with expansive outdoor play scapes over 1,707sqm* landholding
- + Below market rental with market review every 5 yrs, next Apr 2025
- + Moreton Bay Region: 30 mins to Brisbane CBD, one of Australia's fastest growing regions, pop. to grow 95% to 934,000+ by 2046

Contact
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Adam Thomas 0418 998 971
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Investment Portfolio Auction
10:30am AEDT
Tuesday 18 February
Sydney Opera House

*Approx



Freehold Commercial Office Investment New 5 Year Lease From June 2025



Kearneys Spring (Toowoomba) QLD, 18-20 Hanna Court (corner New England Highway)

Lease renewed early by established tenant, leading mental health & psychosocial service, Richmond Fellowship Queensland
Net Income: \$110,381 pa* + GST

- + New 5 year lease to June 2030
- + Landlord friendly net lease, tenant pays outgoings, as per the lease
- + Attractive rent reviews to the greater of CPI or 2.5%, ensuring growth
- + Commanding 1,497sqm* highway corner landholding
- + Impressive improvements with modern fit-out & 22 valuable on-site car parking spaces

Contact
Rhys Parker 0451 101 042
Andrew Havig 0478 010 990

Investment Portfolio Auction
10:30am AEST
Thursday 20 February
The Hilton, Brisbane

*Approx

Longstanding Salvos Over 25+ Years Leased to 'Govt Funded' Institution



Kensington Gardens (Adelaide) SA, Unit 1, 418 Magill Road

10 year lease to 2028 plus 5 year options through to 2043
Fixed 3.5% annual rent increases
Tenant pays usual outgoings including land tax
Net Income: \$95,420 pa* + GST

- + Salvos: 125 year old 'Govt funded' retailer, 400+ stores nationally
- + Versatile 202sqm* premises integrated with 'Salvos owned & occupied' lots 2 & 3
- + 2,155sqm* parent title with high underlying land value, including 22 car spaces plus loading bays
- + Kensington Gardens: affluent inner eastern suburb, 5km* from Adelaide CBD

Contact
Romanor Falconer 0413 830 808
Beau Coulter 0413 839 898
RLA 327401

Investment Portfolio Auction
10:30am AEST
Wednesday 19 February
Crown Casino, Melbourne

*Approx



Long 10 Yr Lease to National Tenant Brand New 2024 Flagship Store



Legana (Launceston) TAS
1 Legana Grove

New 10 year lease to Nov 2034
plus options to 2051

Fixed 3% annual rent increases

Tenant pays outgoings
including land tax

Net Income: \$210,000 pa* + GST

- + Pets Domain: growing brand established 1989 with 70+ store locations across Australia
- + Key 1,448sqm* site evidenced by neighbouring Woolworths, KFC, Ampol, BWS & Reject Shop
- + Only dedicated pet store in Legana servicing over 4,200 dogs
- + Legana: one of Tasmania's fastest growing regions evidenced by new roads, school (2025) and \$15M* shopping centre upgrade

Contact
Shaun Venables 0411 860 865
Matthew Wright 0458 290 588
Beau Coulter 0413 839 898

Investment Portfolio Auction
10:30am AEDT
Wednesday 19 February
Crown Casino, Melbourne

*Approx

Brand New Convenience Retail Investment Bookended by Heavyweights McDonald's & KFC



Mambourin (Melbourne) VIC
Black Forest Rd (cnr Rail Circuit)

Long 13 year lease to November 2037 + options through to 2057

Fixed 3% annual rent increases,
tenant pays usual outgoings

Net Income: \$357,000 pa* + GST

- + 7-Eleven: Aus #1 convenience retailer with 760+ stores, recently purchased for \$1.71B* by 7-Eleven International LLC, 46,000 sites
- + Key 2,028sqm* cnr site enveloped by Coles, McDonald's, KFC
- + Rapidly expanding master planned precincts in development by Peet, Frasers, Stockland and Oreana
- + Wyndham City: Australia's fastest growing region, population forecast to grow 50% by 2041¹

Contact
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Jamie Perlinger 0413 860 315
Romanor Falconer 0413 830 808

Investment Portfolio Auction
10:30am AEDT
Wednesday 19 February
Crown Casino, Melbourne

*Approx ¹KPMG & .id



Freehold Medical Complex Including Urgent Care Clinic and Pharmacy



Ballarat Central VIC
1010 Sturt Street

Brand new 4 & 2 year net leases to major healthcare group UFS

Fixed 3% annual rent increases
Tenants pay all usual outgoings

Income: \$200,000 pa* + GST

- + UFS Healthcare: in operation 140+ years, with 5 medical centres & 19 pharmacies across western VIC
- + Commanding 746sqm* two-level building incl recently upgraded urgent care clinic, pharmacy, internal lift and rear roller door
- + Prime 666sqm* CIZ landholding across 2 sites with 12 car spaces
- + Ballarat: population forecast to surge 34.72% to 164,365 by 2046¹

Contact
Beau Coulter 0413 839 898
Sam Mercuri 0413 830 709

Investment Portfolio Auction
10:30am AEDT
Wednesday 19 February
Crown Casino, Melbourne

*Approx ¹Forecast.id

Inner Melbourne Fast Food Investment Brand New 10 + 10 Year Net Lease



Prahran (Melbourne) VIC
567 High Street (cnr Park Street)

New 10 year lease to 2034 plus 10 year option to 2044

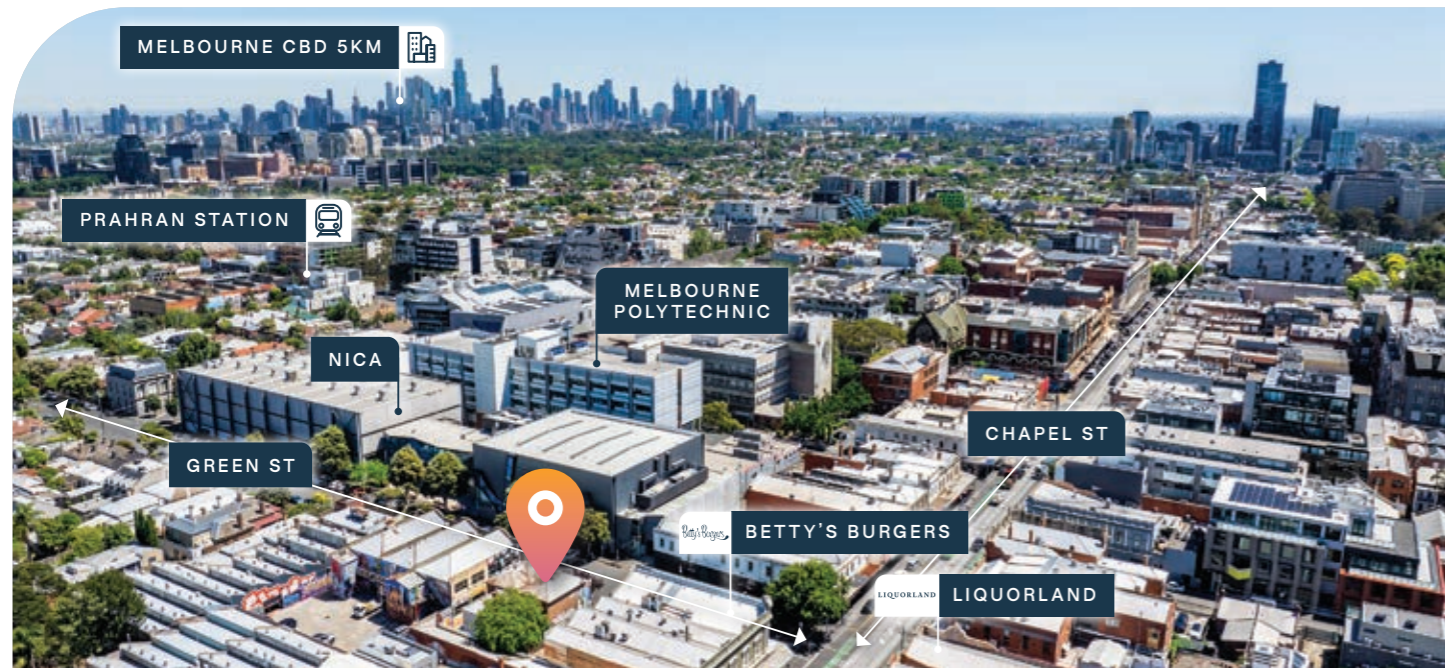
Net lease, tenant pays usual outgoings, as per the lease
Fixed 4% annual rent increases
Net Income: \$121,018 pa* + GST¹

- + Pizza Hut: the largest pizza chain in the world with 16,000+ locations globally, including over 260 stores in Australia
- + Includes valuable rear creative office/studio space with 1 year rental guarantee
- + Prahran: renowned vibrant dining, bar & entertainment destination
- + High profile corner location just 7km* from Melbourne CBD

Contact
Rhys Parker 0451 101 042
Darren Beehag 0411 226 223
Justin Kramersh 0460 349 605

Investment Portfolio Auction
10:30am AEDT
Wednesday 19 February
Crown Casino, Melbourne

*Approx ¹as at 27 May 2025



‘Windsor Green’ – Inner City Accommodation Freehold Dual Victorian Terrace, Chapel Street Precinct

Windsor (Melbourne) VIC
50-52 Green Street

3 year lease plus options to 2035

Fixed 3% annual rent increases

Tenant pays all usual outgoings
and land tax is exempt

Net Income: \$100,000 pa* + GST

- + Long proven reputable inner city rooming house since 2003
- + Position perfect only metres from thriving Chapel Street and public transport options
- + 370sqm* building, permit for 12 bdms with private ensuites
- + Prime 287sqm* freehold site, triple frontage, Activity Centre zoning
- + Windsor: affluent inner metro suburb 5km* from Melb CBD

Contact
Sam Mercuri 0413 830 709
Zomart He 何梓轩 0488 220 830
Raoul Holderhead 0413 860 304

Investment Portfolio Auction
10:30am AEDT
Wednesday 19 February
Crown Casino, Melbourne

*Approx



Affordable Fast Food Investment 8 Year Lease to 2032 + Opts to 2045



Beaconsfield (Melbourne) VIC
Shop 5a/215 Princes Hwy

8 year net lease to 2032 plus
options to 2045

Fixed 3% annual rent increases

Tenant pays usual outgoings

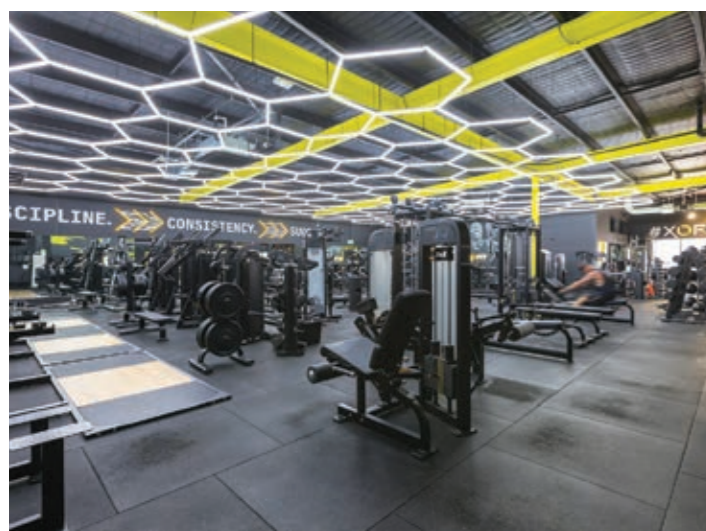
Rent: \$55,000 pa* + GST

- + Noodle Box: an Australian loved National noodle brand since 1996 with 90+ stores and growing
- + Concept Eight: 150+ restaurants, C8 operates Noodle Box, Supreme Leader, Dante’s Chicken, Acai Bros, Huxtaburger & Patty Smiths
- + New tenancy with immaculate corporate Noodle Box fit-out
- + Within new Beaconsfield Service Centre including BP, KFC, Hungry Jack’s & Smoking Joe’s Pizza

Contact
Mark Foster 0475 454 431
Matthew Wright 0458 290 588
Justin Kramersh 0460 349 605

Investment Portfolio Auction
10:30am AEDT
Wednesday 19 February
Crown Casino, Melbourne

*Approx



As New Childcare/ Gym Investment Booming Residential Growth Corridor



Yanchep (Perth) WA
5 Ikara Lane

- + Buttercups: experienced operator with a network of 13 centres
- + XOFit: privately owned gym with a network of 6 centres
- + Substantial 3,388sqm* landholding with 35 car spaces
- + Strategic location amongst national retailers, ALDI, Coles, Woolworths & McDonald's
- + Yanchep: booming suburb, pop. forecast to grow 166% by 2046

15 + 10 + 10 + 10 year net lease to Buttercups to 2069

10 + 5 + 5 year net lease to XOFit to 2044

Fixed 3% annual rent increases

Combined Net Income: \$459,200 pa*

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

For Sale by Expressions of Interest
Closing 3pm AEDT
Wednesday 5 March 2025

*Approx

Stunning Childcare Investment New 15 Year Net Lease to 2039 + Options



Hilbert (Perth) WA, 331 Eleventh Road (corner Astoria Boulevard)

- + Nido Early School: premium early education provider with a network of 102 centres nationally
- + CPI + 1% annual rent reviews
- + State-of-the-art 87 LDC place centre with 15 on-site car spaces
- + Positioned within Stockland's Sienna Wood Residential Estate - 3,800+ homes & 12,000* residents
- + Strong schooling catchment - seven schools within 3km* radius

Three further 10 year options to 2069

Tenant pays all outgoings inc land tax & management fees

Net Income: \$349,950 pa* + GST

Contact
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Chris Carcione 0415 393 082

Investment Portfolio Auction
10:30am AEST
Thursday 20 February
The Hilton, Brisbane

*Approx

Q&A

with Josh Scapolan

SENIOR SALES EXECUTIVE

Growing up in Queensland has been instrumental in shaping Josh Scapolan's profound expertise in the local commercial property market. His intimate understanding of the region's unique dynamics, from witnessing transformative infrastructure projects like Queen's Wharf to experiencing the lifestyle appeal that attracts investors, gives him a distinct perspective on what makes the Sunshine State a dynamic hub for opportunity. Josh's insights into the trends, challenges, and exciting prospects that define Queensland's property market today are a testament to his deep-rooted knowledge and experience.

How has growing up and working in Queensland influenced your understanding of the local commercial property market?

As a lifelong Queenslanders, I've witnessed the region's evolution firsthand through transformative projects such as the Queen's Wharf development, Brisbane Metro, and the airport expansion. These projects have driven substantial demand and growth for both commercial and residential spaces.

Living in Brisbane, I've come to appreciate how each neighbourhood has its own distinct character and commercial focus — for example, Fortitude Valley as a hub for nightlife and tech startups, and South Brisbane with its rich cultural and educational institutions.

Brisbane's lifestyle appeal, steady population growth, and the excitement surrounding the 2032 Olympics have all attracted strong investor interest. Additionally, Queensland's proactive response to COVID-19 has ignited a surge in interstate migration, making Brisbane more dynamic than ever.

How would you describe the current state of Queensland's commercial property market, and what factors are shaping the market?

Queensland's commercial property market is experiencing strong demand, driven by economic growth and investor confidence. With consistent population growth and a diversified economy, cities like Brisbane and the Gold Coast are seeing rising property values, particularly in retail and industrial sectors. Ongoing infrastructure investments are further enhancing the state's appeal as a prime business destination.

What trends, challenges, and opportunities define Queensland's commercial property market?

Queensland's commercial property market is highly active, with steady transactions across all asset classes. Buyer interest remains robust, though there's an air of anticipation—like the calm before a storm. Stabilising interest rates and the potential for decreases are poised to boost confidence, likely driving increased competition and setting the stage for a vibrant market in 2025.

The upcoming Brisbane Olympics presents a major opportunity, with significant infrastructure projects, interstate migration, and population growth expected to fuel demand for both commercial and residential properties. The rise in e-commerce and logistics services also creates potential, particularly in the industrial sector. High-demand asset classes such as childcare centres, fast food outlets, medical facilities, and tyre and auto centres continue to attract investors

“Building client relationships is fundamental. Trust, honesty, and hard work instill confidence, while understanding the market and clients' needs ensures successful navigation of significant transactions.”

due to their low-risk profiles, long lease terms, premium locations, and tenancy agreements backed by Tier 1 corporate guarantees.

The market does face some challenges, such as limited new stock availability due to development constraints and ongoing inflationary pressures. However, these factors have also created opportunities for investors and developers to focus on high-quality, well-located assets. By leveraging innovative strategies and adapting to changing conditions, the market continues to attract strong interest and activity.

What are the keys to your success in navigating this market, and how do you maintain momentum?

Success is driven by resilience, adaptability, and a commitment to continuous learning. A strong work ethic, integrity, and discipline ensure consistent performance, while prioritising physical and mental health helps sustain momentum. Motivation stems from both a fear of failure and a relentless drive to achieve success.

Having been with Burgess Rawson for some time now, what do you believe sets the agency apart in the competitive commercial property market?

Burgess Rawson stands out for its culture, extensive market share, and unparalleled access to the most active buyers across asset classes. The team's partnership-driven approach fosters trust and collaboration with clients, ensuring exceptional outcomes.





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

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