

# Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

Premium Investments  
**Yield Sweet Success**

# Unbiased market research at your fingertips

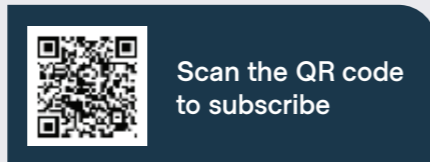
## Subscribe to Industry Insight Reports

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

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

Our Industry Insight Report is an important and informative monthly publication that focuses on key sectors including 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.**



# Welcome



Matthew Wright  
Partner

MATTHEW.WRIGHT

We are thrilled to present the latest edition of Portfolio magazine, your window into the dynamic landscape of commercial property. As we navigate through the ever-evolving economic landscape, our commitment to providing you with insightful analysis and exceptional opportunities remains firm.

In recent times, the RBA's prudent move to pause interest rates for the second consecutive month showcases their commitment to stabilising the market, fostering an environment ripe for investment.

Our August Portfolio Auction event was a stunning display of investor confidence already strengthening, with an impressive \$88.2 million changing hands across 26 properties. A standout was the \$5,750,000 sale of the brand-new McDonald's in Unanderra NSW, boasting a sharp 3.51% yield. This transaction stood tall in addition to three equally impressive fast food freehold sales, and we are thrilled to unveil even more in our upcoming campaign.

Our September Portfolio promises both quality and quantity. Headlined by McDonald's, Red Rooster, 7-Eleven, ANZ and more, the impeccable line up spans every state, asset class and investment budget.

Also in this edition, we delve into the enticing returns ASX-listed tenant covenants offer, analyse how banks' strategic branch location approach is fostering investor confidence, and explore the real life success stories thanks to strategic tenant acquisition.

On a personal note, I would like to extend congratulations to Natalie Couper and Zomart He who join me in our new appointments as Victorian State Partners. We also celebrate the return of Sam Fogarty as Director - National Head of Leasing, reaffirming our commitment to delivering unparalleled leasing solutions.

Thank you for being a part of our vibrant community, here's to a future brimming with prosperity and sweet success.



## Portfolio Team

EDITOR Ingrid Filmer  
PRODUCTION MANAGER Chelsea Goodall  
DESIGN Bryan Karman, Ty Layton, Ethen Curtis  
PHOTOGRAPHY Various

[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.*



# Premium Investments Yield Sweet Success

Premium commercial properties leased to ASX-listed tenants have proven to be sweet successes for investors, offering stability, consistent returns, and long-term growth.

**“Burgess Rawson has researched 28 premium properties purchased, and subsequently divested since 2009. The statistics have exemplified the potential of such investments showcasing an outstanding average annual return of 12.9%, far outweighing the ASX 200 average of 8.9% per annum for the same period.”**

Despite market headwinds such as interest rates, inflation and contracted lending conditions, these properties have outperformed.

Premium commercial properties occupy prime locations, attracting strong tenant demand and increasing their desirability. These sought-after areas offer the potential for capital appreciation, making them highly attractive investments for those seeking long-term growth.



Investing in premium properties offers diversification benefits, acting as a hedge against market volatility. This balanced approach aligns with investors' risk management strategies.



**Zomart He**  
Partner | VIC

Investors value the financial stability provided by ASX-listed tenants, who undergo rigorous scrutiny and regulatory compliance. This ensures consistent rental payments and minimises the risk of rental defaults, enhancing the safety of the investment.

Long-term lease agreements with ASX-listed tenants create a steady income stream and property stability, even during market fluctuations. The assurance of a reliable and reputable tenant fosters investor confidence which rightly so demands premium pricing.

These assets returning to market is rare, often they are tightly held for generations.

Listed tenants have access to detailed and in-depth consumer data that allows them to uniquely identify the very best locations. For investors, this directly correlates to certainty and value and simplifies the investment process.

ASX leased properties also present opportunities for value addition through lease negotiations and rent reviews.

Investors view premium commercial properties as stable, long-term investments that offer consistent returns. The ability to withstand short-term fluctuations in interest rates makes them resilient choices amidst more challenging environments.

Investing in premium properties offers diversification benefits, acting as a hedge against market volatility. This balanced approach aligns with investors' risk management strategies.

Burgess Rawson's track record and results driven approach has yielded remarkable returns for investors.

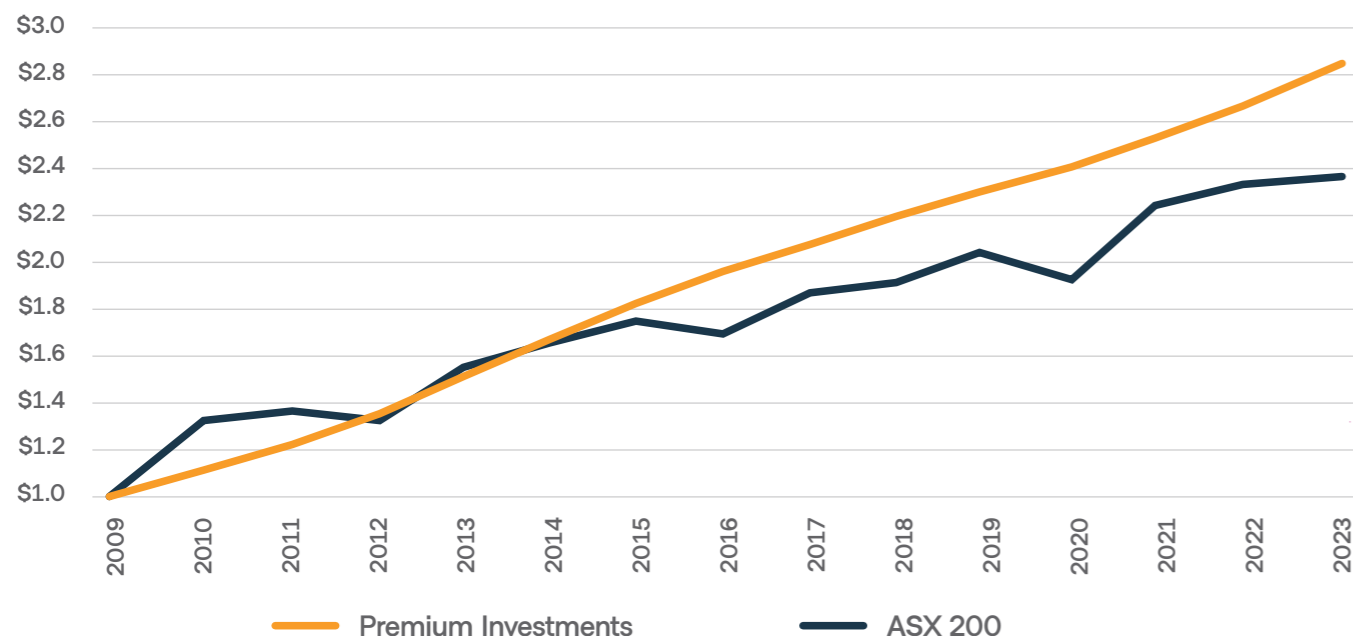
Premium commercial properties leased to ASX-listed tenants offer stable, consistent returns and long-term growth. The combination of prime locations, safety, long-term lease commitments, and value addition opportunities make them attractive investments, even amidst rising lending rates.

The impressive average annual return of 12.9% further highlights the potential rewards of investing in these premium properties.

It is essential to remember that past performance is not a guarantee of future results. The dynamic nature of the real estate market requires ongoing research, prudent decision-making, and consultation with experts.

As investors continue to navigate the market, it is crucial to assess individual goals, risk tolerance, and market conditions. By approaching investments with careful consideration and relying on expert insights, investors can unlock the sweet success offered by premium commercial properties leased to ASX-listed tenants.

### Return on Every Dollar Invested



### The Results Speak for Themselves



Coles | Drouin VIC

Sold Portfolio 107 **18.10% Growth** Sold Portfolio 133



Bunnings | Kangaroo Flat VIC

Sold Portfolio 44 **16.29% Growth** Sold Portfolio 111



Hungry Jack's | Wangaratta VIC

Sold Portfolio 70 **21.4% Growth** Sold Portfolio 157

# Banking on Sweet Success

## Investors Win in Banks' Strategic Approach

In the era of rapid digitisation, it is a common misconception that banks are abandoning their physical branches. However, the truth is far from it. Modern banks have embraced data-driven approaches, utilising advanced analytics to identify optimal locations for new branches. This includes selecting sites that are not only of the correct size but also situated in bustling shopping strips. ANZ Bank, in particular, exemplifies this strategic focus on customer outcomes through its recent investment in the brand new Hampton East branch.

Long gone are the oversized multi-level, underutilised premises. Banks

now have honed their fit outs to be sleek, customer facing experiences, as demonstrated by the new ANZ store fit outs.

In this fast-moving, consumer focused world, banks compete aggressively for market share, and in doing so, acknowledge the significance of choosing the right size and location for their branches.

A key aspect of this decision-making process is ensuring that the branch location will drive customer footfall and offer a wide range of services. By analysing transaction and interaction data, banks can identify areas with high customer demand and tailor branch size and

location. With their access to such data, the greatest sign of confidence is a renewal or a brand new lease, demonstrating the commitment to the site.

Banks now target bustling shopping strips for branch locations, a strategic move to increase visibility and accessibility. Placing branches in busy commercial areas ensures they are easily accessible to existing and potential customers. This strategic placement not only boosts foot traffic but also fosters a sense of convenience, enhancing the overall customer experience.

ANZ is renowned for its unwavering commitment to customer outcomes.

“Far from abandoning physical branches, modern banks like ANZ have embraced data-driven strategies to strategically select ideal locations for new branches.”

**Beau Coulter**  
Partner | VIC



By deeply analysing customer data, the bank gains valuable insights into customer preferences, behaviours, and needs. This data is used to identify key locations where its physical presence will best serve its customers' financial requirements. For investors this directly correlates to certainty and value.

ANZ's customer-focused approach extends to its branch designs. The 1.2-million-dollar investment in ANZ's new award winning 'Breathe' concept at the Hampton East branch is a testament to the bank's dedication to creating an inviting and customer-centric

environment. By integrating technology and fostering a welcoming ambiance, ANZ aims to provide a seamless and personalised banking experience to each customer that walks through its doors.

The meticulous selection of bustling shopping strips for new branches is part of ANZ's broader strategy for market penetration and customer outreach. By establishing a presence in thriving commercial areas, ANZ aims to expand its reach to untapped markets and engage with diverse customer demographics. This strategic expansion ensures that ANZ can

cater to the financial needs of a wide range of individuals and businesses, ultimately driving customer satisfaction and loyalty.

By combining advanced data analytics and strategic expansion, ANZ aims to deliver exceptional customer experiences, foster strong relationships, and maintain its position as a leading player in the competitive banking landscape.

As technology continues to evolve, the synergy between digital innovation and customer-focused physical branches will remain the cornerstone of the banking industry's success.



## What to Look For

- Renewed or New Lease
- Tenant Invested Capital
- High Foot Traffic

# Burgess Rawson Champions Achievement and Innovation with New Partner Appointments

Exciting times are underway as Burgess Rawson is proud to welcome three exceptional agents into our partnership ranks, further solidifying our reputation as Australia's premier privately-owned commercial property powerhouse.

Natalie Couper, Zomart He, and Matthew Wright have been appointed as Victorian State Partners, a testament to their unwavering dedication, remarkable skills, and trailblazing expertise. They join Beau Coulter who was appointed in 2022. Burgess Rawson's meteoric growth over the

past two years has paved the way for these well-deserved promotions, which highlight our commitment to recognising and rewarding hard work.

Ingrid Filmer, CEO of Burgess Rawson's Eastern Seaboard operation, commented on the significant milestone, "Our newly announced Partners have been pivotal in propelling our agency to unprecedented heights. Their contributions have been instrumental in the success we've achieved, and we look forward to their continued

delivery of exceptional results for our agency and valued clients."

Burgess Rawson is more than a workplace; it's a dynamic community of highly regarded, highly skilled professionals. In a landscape where female CEOs are a rarity, Ingrid Filmer stands tall as an inspiring example of leadership. Ingrid said that the company's commitment to diversity shines through. "We're not only among the select few in the industry with a female CEO, but we also proudly champion women at the forefront of commercial sales."

## NATALIE COUPER

*A Trailblazing Journey*

Among the newly appointed Partners, Natalie Couper's journey stands as a beacon of inspiration. Her story, interwoven with determination and unwavering commitment, sets her apart in the commercial real estate arena.

Guided by her mentor, mother of National Partner Raoul Holderhead and a celebrated agent in her own right, Avril Holderhead, Natalie

embarked on her career journey as a property manager. From the picturesque landscapes of regional Australia to the fast-paced London real estate market, Natalie's career flourished. At Burgess Rawson, her prowess came to the fore, particularly in the childcare sector, where her exceptional skills have helped orchestrate transactions worth a staggering \$2 billion and secure an impressive market share of 77%.

Matthew Wright, already an industry star, boasts his own library of achievements. His journey began in 2008 with a prominent residential agency in Tasmania, swiftly ascending the ranks to earn recognition as a top performer.

In 2012, Matt embraced the exhilarating challenges of the commercial sector, specialising in freehold commercial sales and retail leasing. His portfolio boasts a series of impressive transactions, highlighting his impeccable reputation and cultivating a diverse and loyal client base.

## MATTHEW WRIGHT

*The Rise of a Visionary*

## ZOMART HE

*Pioneering Innovation*

Zomart He, an embodiment of innovation and international acumen, redefined the way Burgess Rawson approaches marketing. His brainchild, the WeChat editorial campaigns, revolutionised Burgess Rawson's promotion of Australian commercial investment properties to Chinese-speaking audiences.

As foreign investors increasingly shape the industry landscape, Zomart's visionary marketing strategies play an integral role in Burgess Rawson's sustained success. His astute eye for opportunities and unparalleled global perspective has seen him achieve a phenomenal \$1.2 billion in investment sales.

Burgess Rawson's commitment to excellence, innovation, and inclusivity is not only evident in its exceptional Partners but also in its approach to its employee offering. As the only commercial real estate agency offering a genuine pathway to equity and a suite of unparalleled advantages, Burgess Rawson promises to mentor, empower and lead agents on their own journey to personal wealth.

As industry pioneers, we are proud to be fostering a dynamic environment where hard work thrives, innovation flourishes, and success is celebrated. Congratulations to our new business leaders.



Burgess Rawson's Victoria State Partner Team, left to right, Natalie Couper, Zomart He, Beau Coulter and Matthew Wright



# September Investment Portfolio Auctions

**SYDNEY**  
10:30AM AEST  
TUESDAY  
12 SEPTEMBER

**MELBOURNE**  
10:30AM AEST  
WEDNESDAY  
13 SEPTEMBER

**BRISBANE**  
10:30AM AEST  
THURSDAY  
14 SEPTEMBER

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



### Multi-Tenanted Centre

Tenant	Location	State	Income pa	Page
Hungry Jack's, Oporto, Guzman y Gomez, Subway and Kiddiwinks Childcare	South Windsor (Sydney)	NSW	\$1,108,169	16



### Fast Food

Tenant	Location	State	Income pa	Page
McDonald's and 7-Eleven	Ingleburn (Sydney)	NSW	\$616,949	18
McDonald's	Warrawong (Wollongong)	NSW	\$563,132	20
Red Rooster	Altona Meadows (Melbourne)	VIC	\$132,150	48
Red Rooster	Hastings (Melbourne)	VIC	\$109,248	50



### Banking

Tenant	Location	State	Income pa	Page
ANZ	Hampton East (Melbourne)	VIC	\$160,000	26



### Cafe/Restaurant

Tenant	Location	State	Income pa	Page
Cafe Thirteen83	Mornington	VIC	\$73,490	52
Tikka Twist	Cobblebank (Melton)	VIC	\$62,550	53
Eagle Kebab	Cobblebank (Melton)	VIC	\$47,000	56
Indian Restaurant	Clyde North (Berwick)	VIC	\$38,250	57

# New Properties For Sale



## Early Education

Tenant	Location	State	Income pa	Page
Sparrow Early Learning	Murrumbeena (Melbourne)	VIC	\$511,188	24
Wanslea Nursery School	Kingswood (Adelaide)	SA	\$396,000	40
Guardian Childcare & Education	Seven Hills (Sydney)	NSW	\$393,620	30
Sanctuary Early Learning	Redlynch (Cairns)	QLD	\$330,000	36
Where We Grow	Craigieburn (Melbourne)	VIC	\$322,184	41
Genius Childcare	Beaumaris (Melbourne)	VIC	\$212,698	43
Cuddle Bugs	Kepnock (Bundaberg)	QLD	\$161,638	37
Goodstart Early Learning	Blue Haven (Central Coast)	NSW	\$143,419	34
Goodstart Early Learning	Rowville (Melbourne)	VIC	\$111,631	49



## Medical, Pharmacy & Health

Tenant	Location	State	Income pa	Page
Douglass Hanly Moir Pathology	Carlingford (Sydney)	NSW	\$175,636	31
Dentist	Ivanhoe East (Melbourne)	VIC	\$87,400	51



## Residential

Tenant	Location	State	Income pa	Page
Student Accommodation Complex	Carlton (Melbourne)	VIC	\$230,000	42



## Retail

Tenant	Location	State	Income pa	Page
Belgravia/Genesis	Lilydale (Melbourne)	VIC	\$545,000	22
Cotton On	Nowra (South Coast)	NSW	\$167,429	32
Glue Store	Albury	NSW	\$157,536	33
M&W Centre	Kew (Melbourne)	VIC	\$145,138	45
Retail & Residential	Portland	VIC	\$144,000	47
Sky Nails & Beauty	Mornington	VIC	\$59,831	54
Blow Kulture	Mornington	VIC	\$58,267	54



## Automotive

Tenant	Location	State	Income pa	Page
Soak City Car Wash	Preston (Melbourne)	VIC	\$180,000	44
Sparkletown Car Wash	Baringa (Sunshine Coast)	QLD	\$139,100	38
Enzed Service Centre	Roma	QLD	\$128,547	28
Pengelly Trucks and Trailers	Roma	QLD	\$100,134	28
Goodyear	Roma	QLD	\$83,897	28



## Development Site

Tenant	Location	State	Income pa	Page
Industrial Centre	Shepparton	VIC	\$145,000	46
Development Site	Merimbula	NSW		35
Church and Landholding	Castlemaine (Bendigo)	VIC		58



# Generational Sydney Fast Food & Childcare Investment

Ultra Rare Tenancy Profile with 13+ Year WALE

## Trophy Sydney Essential Services Centre Secured by Blue-Ribbon National Tenants



South Windsor (Sydney) NSW  
752 George St (Cnr Richmond Rd)

Rare tenancy mix secured by national fast food tenants & exceptional multi centre childcare operator with 100% occupancy  
Attractive 3.5% & 3% pa rent increases - guaranteed growth  
**Net Income: \$1,108,169 pa\* + GST**

- + World class complementary tenancy mix secured by Hungry Jack's, Guzman y Gomez, Oporto, Subway and Kiddiwinks
- + Landmark 10,676sqm\* corner freehold, 304m\* triple street frontage & Richmond Rd exposure
- + Constructed 2020, offering significant depreciation benefits
- + Strong Western Sydney Growth Area - population is expected to reach 3 million + by 2031<sup>1</sup>

**Contact**  
Yosh Mendis 0434 413 188  
Darren Beehag 0411 226 223

**For Sale by Expressions of Interest**  
Closing 3pm AEST  
Wednesday 20 September

<sup>1</sup>Approx <sup>1</sup>Western Sydney University



# Impeccable Freestanding Sydney McDonald's and 7-Eleven Investment

**Exceptional Tenancy Profile with 14+ Year WALE**

Western Sydney 7,538sqm\* Freehold  
20 Year Lease to McDonald's



Ingleburn (Western Sydney) NSW  
4 Lancaster Street

20 yr lease to McDonald's to 2042

12 yr lease to 7-Eleven to 2034

Compounding fixed 3% annual rent reviews ensuring growth

Net Income: \$616,949 pa\* + GST

- + Leased to global giants 7-Eleven and McDonald's with dual lane drive-thru
- + Brand new 2022 construction offering max depreciation benefits
- + Strategically positioned near the Hume Motorway in connection to the Edmondson Park growth precinct, 49km\* to Sydney CBD
- + \$1.58 billion planned infrastructure investment towards upgrades in the region<sup>1</sup>



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



**For Sale by Expressions of Interest**  
Closing 3pm AEST  
Wednesday 20 September

\*Approx  
<sup>1</sup>Greater Macarthur Growth Corridor



# Dominant Freestanding McDonald's Investment

Strong Trader with Significant Turnover

20 Year Net Lease to 2040 + Option  
Global Fast Food Giant - Proven Performer



Warrawong (Wollongong) NSW  
86 King St cnr Northcliffe Dr

Fixed 4% compounding annual increases ensuring guaranteed rental growth

Significant recent tenant upgrades and CapEx investment

Net Income: \$563,132 pa\* + GST

- + McDonald's: global fast food giant with 38,000+ restaurants in over 100 countries
- + Attractive net lease structure - tenant pays 100% of outgoings including land tax, property management & R & Ms
- + High profile 3,304sqm\* 'Golden Mile' King Street landholding
- + Neighbouring Warrawong Plaza, brand new Starbucks, Oporto, Hungry Jack's and LFR centre

**Contact**  
Yosh Mendis 0434 413 188  
Geoff Sinclair 0451 462 759  
Rhys Parker 0451 101 042  
Drew Mitchell 0498 018 606

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 12 September  
Sydney Opera House

\*Approx



# Rare Landrich Investment in Lilydale's Tightly Held Golden Mile

10 Year Lease to National Giant Belgravia Group  
6,229sqm\* High Exposure Freehold Corner Site

Lilydale VIC  
446 Maroondah Highway

10 year lease to Belgravia to Oct 2032 plus options to 2042

Tenant pays all usual outgoings  
Fixed annual rent increases

**Net Income: \$545,000 pa\* + GST**

+ Belgravia Group: national powerhouse 300+ locations, 7,000 employees, 80,000 members and \$150m+ annual turnover

+ Large 6,229sqm\* site with significant frontage to Maroondah Hwy with 25,000+ vehicles daily and 103 car spaces on-title

+ Immaculate 2,412sqm\* bld with recent \$3m capital expenditure offering tax benefits

+ Lilydale: 35km\* from Melb CBD

**Contact**  
Matthew Wright 0458 290 588  
Justin Kramersh 0460 349 605  
Beau Coulter 0413 839 898  
Zomart He 何梓轩 0488 220 830

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx

# Strategic Metro Childcare Investment



\*Outline/Boundaries Indicative Only



## 23 Year Net Lease to National Operator Rare 4% Fixed Annual Rent Increases



Murrumbeena (Melbourne) VIC  
21-22 Crosbie Road

23 year net lease plus two  
further 10 year options to 2060

Tenant pays all outgoings  
including land tax

**Net Income: \$511,188 pa\* + GST**

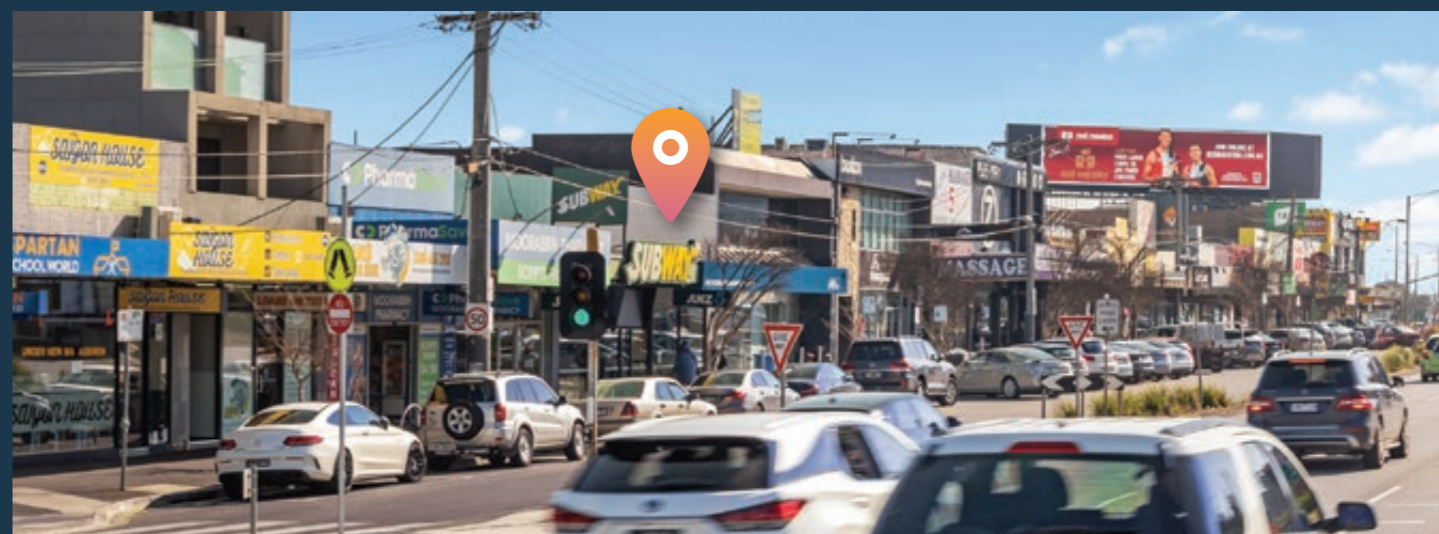
- + Sparrow EL: 56 centres nationally, subsidiary of Hong Kong Listed Fullshare Holdings Ltd
- + Premium purpose-built centre, licensed for 112 LDC places
- + Positioned within an exclusive educational catchment (12 schools) & Glen Eira's elite sporting hub, including Duncan Mackinnon Reserve & GESAC
- + Substantial 2,202sqm\* site, metres from North Road and only 13km\* from the Melbourne CBD

**Contact**  
Natalie Couper 0413 856 983  
Justin Kramersh 0460 349 605  
Zomart He 何梓轩 0488 220 830

**For Sale by Expressions of Interest**  
Closing 3pm AEST  
Thursday 21 September

\*Approx

# The Ultimate Metropolitan Banking Investment



## Rare Brand New Bank Branch \$1.2 Million Fit-out by ANZ



Hampton East VIC  
902-904 Nepean Highway

Brand new 4 year 3 months  
lease plus options to 2033  
ANZ pay all usual outgoings  
including land tax

Fixed 4% annual rent increases  
**Net Income: \$160,000 pa\* + GST**

- + ANZ: ASX top 6 listed company with current \$76b market cap
- + Award winning new “Breathe” concept branch with recently completed \$1.2m tenant fit-out
- + Highly sought after Activity Centre Zone 1 site with height limit of 5 storeys (17m STCA)
- + Ultra high exposure 401sqm\* site with 11m\* dual frontage to Nepean Hwy frontage & ROW

**Contact**  
Zomart He 何梓轩 0488 220 830  
Matthew Wright 0458 290 588  
Beau Coulter 0413 839 898

**Auction On-Site**  
12:30pm AEST  
Friday 8 September

\*Approx

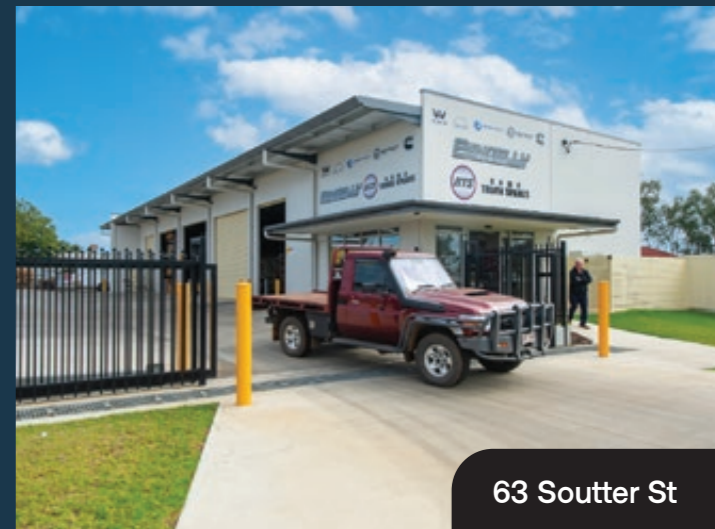
# Outstanding Opportunity Sought-after Automotive/Trade Investments



115 Raglan St



109 Raglan St



63 Soutter St

## Individual Freehold Investments Attractive Depreciation Benefits

Roma QLD

Assured growth on all assets with guaranteed rental increases

Modern construction with significant depreciation benefits

To be sold individually

- + Freehold properties, recently built, tilt slab construction
- + Prime location with massive exposure and easy access to Warrego Highway
- + Roma: thriving service centre for South West Queensland and home to the Southern Hemisphere's largest cattle sale yards



Roma QLD, 115 Raglan Street

- + 10 year lease plus options to 2040
- + Goodyear: global giant (NASDAQ : GT) Market Cap. \$3.17 billion USD
- + Long term operator in business since 2012
- + Net Income: \$83,897 pa\* + GST



Roma QLD, 109 Raglan Street

- + 5 year lease plus options to 2031
- + Enzed: wholly owned subsidiary of Parker Hannifin (NYSE: PH) Market Cap. \$54.17 billion USD
- + Net lease structure with outgoing recoverable
- + Net Income: \$128,547 pa\* + GST



Roma QLD, 63 Soutter Street

- + 3 year lease plus options to 2029
- + Pengelly Trucks and Trailers & Roma Truck Spares: major supplier from Roma to Toowoomba
- + Tenant pays portion of outgoing
- + Net Income: \$100,134 pa\* + GST

**Contact**

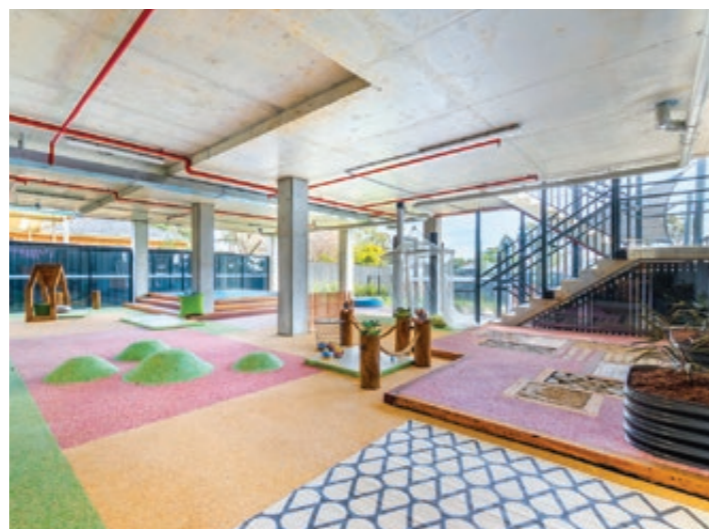
Craig Chapman 0427 110 132  
 Neville Smith 0400 068 205  
 Michael Hooper 0488 332 682

**Investment Portfolio Auction**

10:30am AEST  
 Thursday 14 September  
 The Hilton, Brisbane

To be sold Individually

\*Approx



## Metro Childcare - 100% Occupancy 15 Year Net Lease to 2036 + Options



Seven Hills (Sydney) NSW  
32 Himalaya Crescent

Further options to 2051

Tenant pays all outgoings

Greater of CPI or 3% annual  
rent increases

**Net Income: \$393,620 pa\* + GST**

- + Guardian: premium operator educating over 10,000 children daily across 152 centres nationally
- + Impressive 90 LDC place centre, significant depreciation benefits
- + 1,443sqm\* site, metres to Prospect Hwy and Shelley Public School
- + Blacktown: the fastest growing population in NSW and second fastest growth suburb in Australia, forecast to grow 56% by 2041<sup>1</sup>

**Contact**  
Adam Thomas 0418 998 971  
Michael Vanstone 0403 580 528

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 12 September  
Sydney Opera House

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



## Top 50 ASX Tenant Medical Investment Prime Corner Opposite Carlingford Court



Carlingford (Sydney) NSW  
27 Rembrandt St (cnr Milton St)

Hong Kong-based JY Group  
completed \$120.5 million  
acquisition of a 50% stake in  
Carlingford Court in 2022

**Net Income: \$175,636 pa\* + GST**

- + Renewed lease plus option, tenant in occupation 35+ years
- + Tenant pays outgoings including land tax, as per the lease
- + Irreplaceable 758sqm\* corner landholding
- + Established medical precinct location
- + Immersed by surrounding low rise and high rise residential development

**Contact**  
Rhys Parker 0451 101 042  
Darren Beehag 0411 226 223  
John Ingui 0486 011 406

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 12 September  
Sydney Opera House

\*Approx



\*Outline/Boundaries Indicative Only



\*Outline/Boundaries Indicative Only



## Prime NSW South Coast Freehold Leased to Longstanding Global Tenant



Nowra (South Coast) NSW  
88 Junction Street

+ Cotton On Group: global fashion icon with a 32+ year history and over 1,500 stores in 22 countries. Revenues in excess of \$1.5 billion

Renewed lease to 2026 plus options to 2032 (tenant in occupancy for 13+ years)

+ Strategically located in Nowra's CBD close to Chemist Warehouse, ALDI, Woolworths, Coles and Nowra Shopping Centre

Fixed 3% annual rent increases

+ Nowra: sought-after NSW South Coast location with a greater population of 34,000+\* people, 160km\* south of Sydney

Extensive tenant CapEx investment  
**Net Income: \$167,429 pa\* + GST**



**Contact**  
Geoff Sinclair 0451 462 759  
Rhys Parker 0451 101 042



**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 12 September  
Sydney Opera House

\*Approx

## Brand New 7 Year Lease to 2029 Plus Options Major ASX Listed Tenant: Accent Group Limited

Albury NSW  
Shop 1, 534 Olive Street

+ Brand new retail store offering significant depreciation benefits

Accent Group Ltd (ASX: AX1), blue-chip \$1 billion ASX300 company, with over 760 stores across 26 different retail banners

+ Adjoining Albury Centrepoint Shopping Centre, anchored by newly refurbished Woolworths & Myer, with 50+ specialty stores

Annual fixed 3% rent increases  
**Net Income: \$157,536 pa\* + GST**

+ Households within a 5km radius contributed over \$550 million to retail expenditure in 2022<sup>1</sup>

+ Albury/Wodonga: fast growing pop. forecast to soar by 24% to more than 120,000 by 2036<sup>2</sup>



**Contact**  
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Rick Jacobson 0413 830 083  
Kieran Bourke 0417 418 007



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx <sup>1</sup>GapMaps <sup>2</sup>Forecast.id



## Strong Performing Childcare Investment Australia's Largest Provider - Growth Area



Blue Haven NSW  
34-36 Colorado Drive

Triple net lease to 2027 plus a further 5 year option to 2032

Strong rental uplift from below market rental and uncapped CPI rent reviews

**Net Income: \$143,419 pa\* + GST**

- + Goodstart Early Learning: Australia's largest early education provider with 660 centres nationally
- + Large 1,881sqm\* site opposite Blue Haven Public School – 650 students
- + Popular 70 LDC place centre rated 'Exceeding' NQS<sup>1</sup>
- + Blue Haven: high growth area moments from the M1 motorway, allows for an easy commute

**Contact**  
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Michael Vanstone 0403 580 528

**Investment Portfolio Auction**  
10:30am AEST  
Tuesday 12 September  
Sydney Opera House

\*Approx <sup>1</sup>National Quality Standards

## Merimbula's Last Remaining CBD Development Site Important DA Approval for 40 Apartments

Merimbula NSW  
95-97 Main Street

DA approved for a four storey residential complex incorporating 40 apartments and 68 car spaces

Spacious 2 & 3 bedroom apartments with stunning water views

- + Significant 4,084sqm\* freehold site across two titles with 40m\* frontage & rear vehicular access
- + Flexible B4 Mixed Use zoning allowing for a variety of uses
- + Booming residential market with unit prices up 9.2% over past 12 months<sup>1</sup>
- + Merimbula: year round coastal tourist mecca for Sydney, Melbourne (flights daily) and Canberra holiday makers

**Contact**  
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Raoul Holderhead 0413 860 304

**For Sale by Expressions of Interest**  
Closing 4pm AEST  
Thursday 21 September

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



## New Childcare Investment, 90%+ Occupancy 15 Year Net Lease to 2037 + Options to 2067



Redlynch (Cairns) QLD  
48-52 Redlynch Intake Road

Tenant pays all outgoings inc land tax and management fees  
3% rent increases plus market reviews with ratchet provisions  
Significant depreciation benefits  
**Net Income: \$330,000 pa\* + GST**

- + Sanctuary Early Learning: experienced and successful operator with four QLD locations
- + Impressive 100 LDC place centre and winner of the 2023 Master Builders Award - "Best Educational Facility"
- + Large 3,042sqm\* site within 2.5km\* radius of 5 schools, only 600m\* from the Coles anchored Redlynch SC & metres from the Cairns Western Arterial providing direct access to Cairns CBD (8.2 km\*)



**Contact**  
Natalie Couper 0413 856 983  
Adam Thomas 0418 998 971  
Justin Kramersh 0460 349 605  
Josh Scapolan 0484 229 829



**Investment Portfolio Auction**  
10:30am AEST  
Thursday 14 September  
The Hilton, Brisbane

\*Approx

## High-Yield Childcare + Adjoining Residence 15 Year Net Lease to 2036 + Options



Keppock (Bundaberg) QLD  
64 and 66 Boundary Street

Two further 10 yr options to 2056  
Fixed 2.5% annual rent increases  
Tenant pays all usual outgoings  
**Combined Net Income: \$161,638 pa\* + GST**

- + Cuddle Bugs: privately owned and operated business est. 2009
- + Strong-trading 60 LDC place centre
- + Planning approval to incorporate an additional 16 LDC places within the adjoining residence built form
- + 1,924sqm\* site over two titles, and within 2km\* of five schools
- + Bundaberg: 10<sup>th</sup> largest city within QLD with a pop. of 70,900\*



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**Investment Portfolio Auction**  
10:30am AEST  
Thursday 14 September  
The Hilton, Brisbane

\*Approx



## Brand New Premium Car Wash Prime Masterplanned Precinct Location



Baringa (Sunshine Coast) QLD  
6 Symonds Way

New 10 year lease to 2033 plus options to 2053

Fixed 3% annual rent increases  
Tenant pays rates, R&M, insurance and management fees  
**Net Income: \$139,100 pa\* + GST**

- + Sparkletown: 7 premium car wash locations & growing
- + Strategic 1,658sqm\* landholding
- + Major thoroughfare within Stockland Aura, which has a projected population of 50,000 residents
- + Near KFC, EG Fuel & McDonald's
- + Brand new construction by Hutchinson Builders providing maximum depreciation benefits

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Andrew Havig 0478 010 990  
Darren Beehag 0411 226 223

**Investment Portfolio Auction**  
10:30am AEST  
Thursday 14 September  
The Hilton, Brisbane

\*Approx

## 8.50% P.A. Distribution Quanta SEQ Office Trust

Mount Gravatt QLD  
Ipswich QLD

Minimum Investment \$100,000  
Strong Capital Growth Potential

5-7 Year Investment

**8.50% Forecast Distribution  
(5 Year Average), Paid Monthly**

- + 99% leased to QLD Head Office for Bunnings, Coles, Wesfarmers, Panasonic and Government tenants;
  - + Capital growth through rental increases, value add initiatives and increase in lettable area;
  - + Invest with one of Australia's most respected Fund Managers with a 10 year track record in successful property investment.
- [www.quantainvest.com.au](http://www.quantainvest.com.au)



**Contact**  
QUANTA Investment Funds  
(07) 3999 7100

**Applications Now Open**



Scan the QR code to discover more about this offer.  
Applications close:  
Thursday, 14 September 2023



\*Outline/Boundaries Indicative Only



Stamp Duty Free Investment



## Impressive Metro Childcare Investment New 15 Year Net Lease to 2038 + Options



Kingswood (Adelaide) SA  
51 Cross Road

- + Wanslea Nursery School & ELC: experienced multi-centre operator
- + Positioned within significant education precinct - 20 schools within 5 minute drive
- + Strategic 1,865sqm\* corner site with exposure to over 29,900\* vehicles passing daily
- + Kingswood: highly sought-after inner-city location, only 4.6km\* from the CBD

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RLA 327401

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx

Two 10 year options to 2058  
Fixed 3.5% annual rent increases  
Stunning 90 LDC place centre refurbished in 2022 integrating a character-filled cottage  
**Net Income: \$396,000 pa\* + GST**

## Strong-Trading Childcare Investment 15 Year Net Lease to 2037 + Options



Craigieburn (Melbourne) VIC  
5-7 Craigieburn Road

- + Where We Grow: proven operator with three Melbourne locations plus numerous interstate centres
- + As new 92 LDC place centre
- + Strategic 1,759sqm\* site opposite Craigieburn Plaza and 400m\* from Craigieburn Train Station
- + City of Hume: high-growth area 20km\* from the CBD and with a forecast resident population of 388,891 (49.6% increase) by 2041<sup>1</sup>

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

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

Two 10 year options to 2057  
Annual 3% rent increases  
Substantial depreciation benefits  
**Net Income: \$322,184 pa\* + GST**



## Melbourne Student Accommodation Investment International Student Influx, Record Low Vacancy

Carlton VIC  
230 Elgin Street

13 modern apartments over  
3 levels, providing multiple  
streams of income

Flexibility of 12 month leases

**Fully Let Income: \$230,000 pa\***

- + Strategic location only metres from Lygon St and under 1km\* from world renowned Melbourne University and RMIT University
- + Opportunity to benefit from well publicised international student influx, expected to reach record levels
- + Surrounded by new development projects with \$1B worth of new infrastructure being built in the Carlton precinct

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Romanor Falconer 0413 830 808

**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx

## Rare 30 Year Triple Net Lease to 2050 Sought-After Bayside Location

Beaumaris (Melbourne) VIC  
206 Tramway Parade

One further 10 year option to 2060

Annual rent increases to the  
greater of CPI or 2.5% plus  
ratchet clauses at market review

**Net Income: \$212,698 pa\* + GST**

- + Genius: highly experienced early education provider with a network of 35 centres nationally
- + Established 45 LDC place centre
- + Tenant pays 100% of outgoings including: maintenance (capital and structural), land tax (multiple holding), rates, insurances & management fees
- + Beaumaris: desirable bayside suburb only 20km\* from the CBD

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx





## Long 10 Year Net Lease to 2032 Recent \$1m Tenant Funded Upgrade



Preston (Melbourne) VIC  
97-99 Raglan St (corner Albert St)

- + Soak City: subsidiary of Mulpha International Berhad, new brand with 5 locations and growing
- + Busy car wash with recent \$1m upgrade incorporating 2 automatic & 3 self-wash bays plus dogwash
- + High profile 1,412sqm\* corner freehold site with 32,000 vehicles passing daily<sup>1</sup>
- + Preston: metro suburb, 8km north of Melbourne CBD, population forecast to grow 66.8% by 2041<sup>2</sup>

Long 10 year lease to 2032 plus options to 2052

Fixed 3% annual rent increases

Tenant pays for all usual outgoings as per lease

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

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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx <sup>1</sup>GapMaps <sup>2</sup>Forecast.id

## High-Profile Retails Plus Residences on Major Inner Metro Thoroughfare

Kew VIC  
315 & 317-319 High Street

Prominent 237sqm\* landholding  
Rare 9 car parks on-title

Brand new 5 year lease to 2027  
plus 5 year option to 2032

**Est Net Income (Fully Let Basis):  
\$145,138 pa\* + GST**

- + M & W CENTRE: a highly reputable Melbourne plumbing, bathroom, and kitchen supplier
- + Two ground floor retails (102sqm\* + 135sqm\*) with favourable Commercial 1 Zoning
- + Additional 2 x one-bedroom apartments upstairs with separate entrances
- + Kew: affluent inner-city suburb with median house price up 10.2% in past 2 years to \$2.8m\*

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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

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



## Significant 8,178sqm\* Freehold Landholding Rare Development Site Adjoining Bunnings

Shepparton VIC  
3, 5 & 7 Fordyce Street

Suits developers, owner occupiers and investors  
Offered with vacant possession either individually or in one line  
**Potential Income (as is basis): \$145,000 pa\* + GST<sup>1</sup>**

- + Significant 8,178sqm\* freehold site across 3 titles with 139 metre\* frontage and exposure
- + Flexible Activity Centre 1 zoning allowing for a variety of future uses
- + 3 freestanding buildings totalling 2,402sqm\* incorporating warehousing, offices and showroom
- + Shepparton: major regional city with a 100,000+ trade catchment

**Contact**  
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**For Sale by**  
Expressions of Interest  
Closing 3pm AEST  
Wednesday 20 September

\*Approx <sup>1</sup>(combined across all 3 titles)



## Fully Leased Freehold Investment 7 Shops + 7 Apartments on 2 Titles

Portland VIC  
68-76 Percy Street

Fully leased investment includes 7 shops & 7 residential tenancies  
Multiple income streams  
Potential 50% stamp duty savings  
**Net Income: \$144,000 pa\* + GST**

- + Prominent 1,500sqm\* building with real lane access in the heart of thriving commercial centre
- + Large 1,513sqm\* landholding with 37m\* frontage & premium Commercial 1 Zoning
- + Central amongst Woolworths, ALDI, IGA, major banks etc
- + Portland: major commercial centre with multiple economic drivers inc shipping, commercial fishing, industrial and tourism

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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx



## Rare Affordable Metro Fast Food Freehold 10 Year Head Office Company Lease



Altona Meadows (Melbourne)  
VIC, 154-156 Central Avenue

10 year lease to 2030 plus  
options to 2040

Attractive fixed annual increases  
Tenant pays all usual outgoings  
**Net Income: \$132,150 pa\* + GST**

- + Red Rooster: part of the Craveable Brands international network with 569 stores across Australia
- + Strategic 1,405sqm\* site amongst McDonald's, KFC & Hungry Jack's, close to Princes Fwy with 138,000+ vehicles passing daily
- + Modern 197sqm\* building, with recent re-brand upgrade
- + Altona Meadows: well-established metro suburb, 12km\* from CBD



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Raoul Holderhead 0413 860 304  
Matthew Wright 0458 290 588



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx

## Entry Level Metro Childcare Investment Leased to Australia's Largest Provider



Rowville (Melbourne) VIC  
93-95 Murrindal Drive

Renewed lease plus two further  
5 year options to 2037

Fixed 4% annual rent increases  
**Net Income: \$111,631 pa\* + GST**

- + Goodstart Early Learning: Australia's largest early learning provider with 660+ centres nationally
- + Tenant pays all usual outgoings
- + Well-maintained 54 LDC place centre, in operation since 1997
- + Rowville: established family-orientated suburb with excellent access to key amenities, located only 27km\* from the CBD

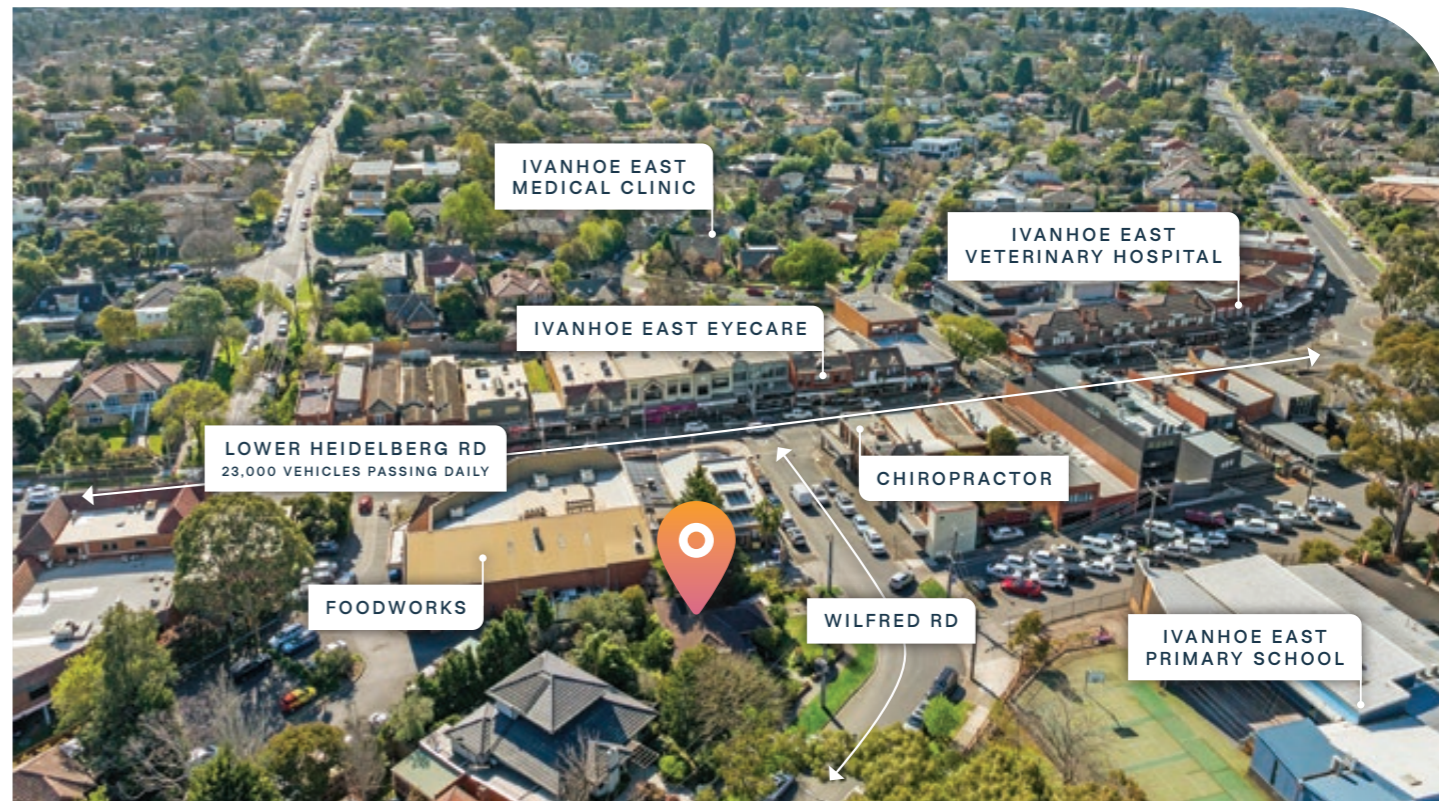


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James Bergman 0428 419 453



**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx



## Strategic 1,798sqm\* Corner Landholding Rare 'Head Office' Net Lease to Red Rooster



Hastings VIC  
2091 Frankston - Flinders Road

7 year 'Head Office' lease to Red Rooster to August 2026 plus options to 2041

Tenant pays usual outgoings

Annual CPI rent reviews

**Net Income: \$109,248 pa\* + GST**

- + Red Rooster: part of the Craveable Brands international network with 569 stores across Australia and growing
- + Landmark 1,798sqm\* corner site with drive-thru and large 82 metre\* dual frontage
- + Longstanding tenancy for 20+ years with recent refurbishment
- + Strategic central position within 500m\* from Hastings Station, Kmart, Woolworths and ALDI

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx

## Longstanding Medical Practice, Over 20+ Years Blue Ribbon Inner Eastern Melbourne

Ivanhoe East VIC  
67 Wilfred Road

Renewed 7 year lease plus Options to 2049

Rare 4% annual rent increases

Tenant pays all usual outgoings

**Net Income: \$87,400 pa\* + GST**

- + Proven and reputable dental clinic for over 20+ years
- + Strategic 585sqm\* corner site, plus ROW access with future development upside (STCA)
- + Located directly opposite Ivanhoe East Primary School and adjoining Foodworks
- + Ivanhoe: affluent Melbourne suburb, with a median house price of \$1,980,000

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx



## 7 Year Lease to Proven Cafe Operator Prime Mornington Peninsula Location



Mornington VIC  
13/83 Watt Road

Renewed 7 year lease to 2029  
plus options through to 2044

Rare 4% fixed annual increases

Tenant pays all usual outgoings

**Net Income: 73,490 pa\* + GST**

- + Cafe Thirteen83: proven and reputable Mornington Peninsula cafe, offering dine in, takeaway and catering options, est. 2014
- + Strategically positioned in a busy industrial estate within 1.3km\* of Coles, Petstock & Supercheap Auto
- + Spacious 170sqm\* corner premises plus 15 car spaces on-title
- + Mornington: booming sea-change and tourism destination, current population of 172,235

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx

## Brand New 8 + 8 Year Lease to 2031 Booming North Western Growth Corridor

Cobblebank (Melton) VIC  
Shop A01, 223 Bridge Road

New 8 year lease to March  
2031 plus option to 2039

Fixed 3% annual rent increases

Tenant pays all usual outgoings

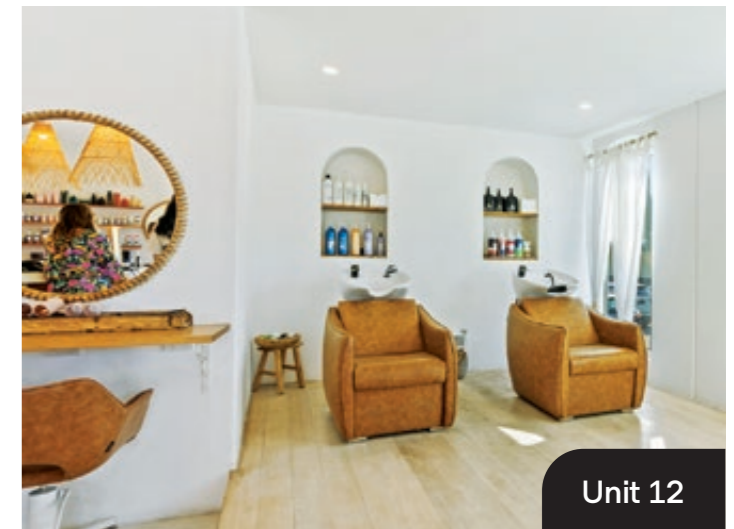
**Net Income: \$62,550 pa\* + GST**

- + Tikka Twist: new and successful modern Indian restaurant, 47 Google reviews at 4.7 star ratings
- + 130sqm premises incorporates commercial kitchen, dining and customer amenities
- + Brand new construction providing tax saving depreciation benefits
- + City of Melton: population anticipated to surge to over 416,000 by 2051, a 98% increase

**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx



## Two Entry Level Mornington Peninsula Investments Opposite Vicinity Owned Mornington Central

- + Two immaculately presented retail premises on a high-profile corner with huge exposure to passing foot and vehicular traffic
- + Prime position in the heart of the Mornington CBD, directly opposite Vicinity owned Mornington Central with 38 retailers including Woolworths and Coles
- + Mornington: booming sea-change/tourism destination and capital of the Mornington Peninsula which had 8.2 million domestic visitors in the past 12 months to March 2023, up by 57% from 2022<sup>1</sup>

Mornington VIC  
11/ 9-11 Blake Street

- + 5 year lease to 2027 plus option to 2032
- + Sky Nails & Beauty: successful tenant on-site 6+ years
- + Fixed 3.5% annual rent increases
- + Tenant pays usual outgoings
- + **Net Income: \$59,831 pa\* + GST**

Mornington VIC  
12/ 9-11 Blake Street

- + Secure 3 year lease to 2025 plus option to 2028
- + Blow Kulture: proven business, in occupation 4+ years
- + Fixed 4% annual rent increases
- + Tenant pays usual outgoings
- + **Net Income: \$58,267 pa\* + GST**

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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

To be sold individually

\*Approx <sup>1</sup>mornpen.vic.gov.au





\*Outline/Boundaries Indicative Only



## Brand New 5 Year Lease to 2028 Immaculately Presented Kebab Restaurant

Cobblebank (Melton) VIC  
Shop A03/223 Bridge Road

New 5 year lease to March 2028  
plus options to 2038

Fixed 3% annual rent increases

Tenant pays all usual outgoings

**Net Income: \$47,000 pa\* + GST**

+ Eagle Kebab: thriving new restaurant open 7 days a week with 5 star Google reviews

+ Prime 98sqm\* retail shop with frontage and exposure to 124 public car spaces

+ Brand new construction providing tax saving depreciation benefits

+ City of Melton: population anticipated to surge to over 416,000 by 2051, a 98% increase



**Contact**  
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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx

## Long 10 Year Net Lease to October 2032 High Ranking Indian Restaurant Investment

Clyde North (Berwick) VIC  
8/121 Grices Road

Long 10 year lease to October 2032  
plus options to 2042

Annual 3% rent increases

Tenant pays all usual outgoings

**Net Income: \$38,250 pa\* + GST**

+ Immaculate 85sqm\* premises with brand new fit-out complemented by supporting retail and abundant parking at the shop front

+ Brand new construction providing maximum depreciation benefits

+ Landlord favourable lease terms

+ Clyde North: Melbourne's major south-eastern growth corridor, est. to increase 130.21% by 2041



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**Investment Portfolio Auction**  
10:30am AEST  
Wednesday 13 September  
Crown Casino, Melbourne

\*Approx



Built 1862

# History Rich Landholding 2,062sqm\* Across Two Titles with 40m\* Frontage



## The Heavenly Trio | A Rare Generational Opportunity

Castlemaine VIC  
11-13 Lyttleton Street

Two historic church buildings  
plus refurbished 3 bedroom  
residence with a combined  
building area of 672sqm\*

Significant investment,  
renovation, conversion or  
sell down potential

- + Large rear garden and on-site car parking via ROW
- + Prominent Town Centre location amongst IGA, Australia Post, CBA and only 250m\* from Castlemaine train station
- + Castlemaine: commercial hub of Mount Alexander Council, trade catchment 20,000, 120km north of Melbourne, 40km\* from Bendigo (population 126,348)

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**For Sale by Expressions of Interest**  
Closing 3pm AEST  
Tuesday 26 September 2023

\*Approx

# From Vacancy to Value

## Strategic Tenant Acquisition: Real-Life Success Stories

Property investment is a dynamic field that requires innovative strategies to maximise returns. One such strategy involves finding high-quality tenants to add value to vacant properties.

In real estate investment, it's not just the bricks and mortar that define a property's worth. Tenants play a pivotal in elevating a property's value.

Strategic tenant acquisition can transform vacant or under-performing properties into thriving assets that generate consistent income and amplify overall value. Here, we delve into two real-life success stories that illustrate the impact of strategic tenant selection on property enhancement and financial growth.

**“Daniel’s Donuts and EzyMart demonstrate the spectrum of possibility when a proactive approach drives tenant acquisition. As the real estate landscape continues its evolution, these success stories stand as testament to the potential for innovation and calculated risk-taking to yield substantial rewards.”**

**Ben Luu**  
Leasing Executive



## Long Term Vacancy to Long Term Tenancy: The Daniel’s Donuts Triumph

When Burgess Rawson Leasing executive Ben Luu received the appointment to lease 50 Evans Street Sunbury, he knew a thoughtful and planned approach was required.

Ben’s strategy was two-fold: compile a targeted list of potential tenants and meticulously assess their industry fit, financial stability, and long-term viability. The goal wasn’t just to fill the empty space, but to imagine a transformation that would make the property more valuable overall.

From this calculated list emerged a standout contender – Daniel’s Donuts.

Renowned for their exceptional quality and cult like following, Daniel’s Donuts was the perfect fit. Their strong reputation, financial stability, and commitment to a five-year lease with additional options painted a portrait of a tenant truly invested in the property’s prosperity.

The impact of this strategic decision was swift and profound. In the span of a mere four months, the vacant property morphed from a financial liability into a thriving asset, generating an annual lease income of \$60,000. The result; the new lease increased the property value, by an astounding \$500,000.



## Ezymart Moves in on Prime 7-Eleven Location

Transitioning to another scenario, we journey to 2013, when a 7-Eleven convenience store nestled on Glenferrie Road in Hawthorn sold to our client for \$2 million.

We actively managed this property for the next ten years. In September 2022 we commenced early discussion about the expiry of lease. 7-Eleven advised they would not renew. The challenge was twofold: find a new tenant and then effect a seamless transition between them while minimising income disruption.

Responding promptly to the urgency, the team harnessed their proactive approach to swiftly secure a new tenant. EzyMart emerged as the perfect fit, boasting attributes that aligned seamlessly with the property’s identity and locale.

**Relevance:** EzyMart’s business model was a natural fit, ensuring a smooth transition for customers and preserving the store’s established identity and clientele.

**Innovation:** EzyMart’s commitment to innovation resonated with the local demographic, ensuring sustained foot traffic and heightened visibility for the property.

The new 10 year lease has locked in over \$750,000 of increased property value.

The proactive and strategic approach worked. The tenant transition was executed with impressive efficiency, resulting in a mere 25-day vacancy period. This quick turnaround not only ensured uninterrupted income for the property owner but also spotlighted Burgess Rawson’s expertise in maintaining property value through strategic tenant acquisition.

In the ever-evolving landscape of real estate investment, where market dynamics constantly shift, the stories of Daniel’s Donuts and EzyMart stand as examples for property owners, investors, and industry professionals.

It’s more than just filling a space; it’s about envisioning partnerships that underpin value. By aligning tenant selection with a property’s unique attributes, location, and target demographic, investors underpin value and manage risk.

# Q&A

## with Jesse Lapham

NATIONAL DIRECTOR | RESEARCH AND DATA

### How long have you worked with Burgess Rawson and what does your position entail?

“I joined Burgess Rawson in April 2022 to head up the research department, with my role being to provide in depth data and analysis and on all activity in the Australian commercial property market.

When I started, it was clear there was an opportunity being missed. As market leaders in the sale of premium leased investments, Burgess Rawson required someone to help showcase that authority to clients.

We sell five times more than our closest competitor, in an average of just 31 days. But historically, we’ve not had the resources to communicate our sheer volume of data, so my role is crucial to ensuring our expertise is shared and recognised by the market.

Burgess Rawson may be a leading sales agency, but sales is not what we lead with. Our goal is to help everyday Australians on their pathway to creating wealth through knowledge, expertise and advice. My role is to empower our agents with of-the-moment industry insights, so they can help clients take the next step in their property journey, with confidence.”

### How has your role evolved?

“Initially my role was to ensure our market position was underpinned by solid data, and to provide our clients with key industry insights that they can’t get anywhere else.

Since I’ve been with the company, my position has

evolved into one that works closely with our key stakeholders and marketing department to ensure our successes are underpinned by concrete data evidence.

Future proofing and scaling our research department has also been critical. Significant audit, update and implementation of our key technology platforms has bolstered our operations, allowing us to provide an unmatched knowledge hub for investors and owners both locally and internationally.”

### What has Burgess Rawson enabled you to accomplish?

“When I started in this newly created position, I was encouraged to set my own parameters and define how I could deliver on the business’ needs. To learn those needs, I’ve had to take a holistic view from day one, of a company that has grown at a phenomenal rate over the last two years. This journey of discovery has forced me to think strategically, enabling me to advise and innovate at a higher level than in any of my previous roles.”

### What fascinates you about commercial property and Burgess Rawson?

“Property is tangible. You can see it, touch it, feel it. The same applies to data and research, it’s tangible, measurable. I also embrace the challenge and variety that commercial real estate offers.

Working closely with agents at submission stage is something I enjoy, assisting them in the collation of data that’s going to benefit the vendor is something I never get tired of.”

### What’s been a highlight?

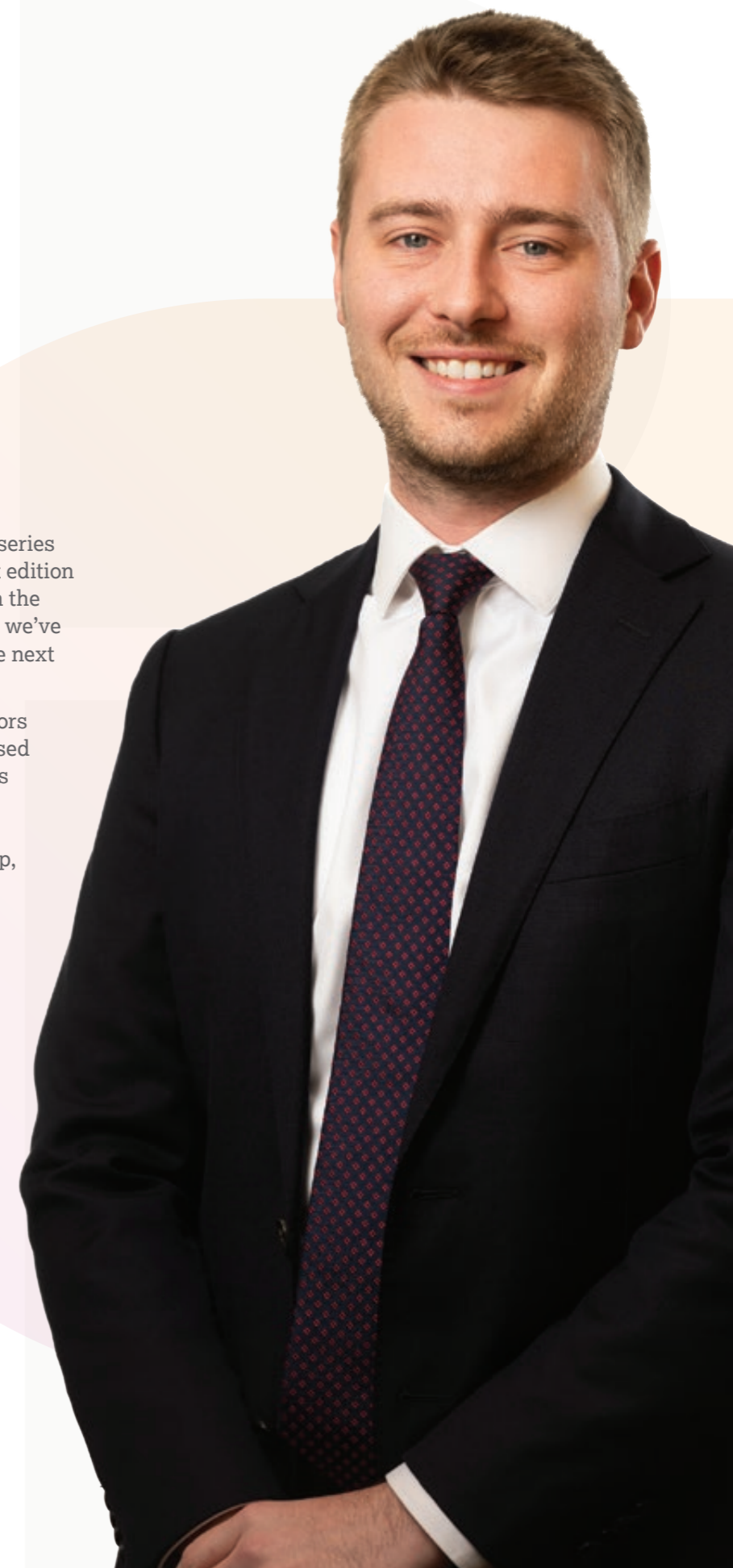
“The launch of our Industry Insights Reports series has been the biggest highlight so far. The first edition was released in April this year and focused on the fuel and convenience retail sector. Since then, we’ve released an edition on early education, and the next release will deep dive into healthcare.

The purpose of this series is to provide investors and owners with key industry data and unbiased statistics. Helping underpin Burgess Rawson’s market leading position, these reports have proven incredibly valuable, and garnered interest from the likes of Charter Hall, Suncorp, and Korda Mentha, who have all engaged Burgess Rawson to provide specialised industry commentary for their investors.”

### What is your focus for the next 12 months?

“My focus will be to continue streamlining processes and platforms, and evolve our data collection, and analysis to support our agency team. Like many businesses, we will be embracing AI and looking to leverage its capabilities to assist our clients on their property journey.

I also plan to continue delivering our Industry Insights Reports and develop our new sector-specific Industry Snapshots. The initiative is currently in its infancy but is already gaining traction since we’re already known as the unofficial barometer of Australian commercial property.”





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

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