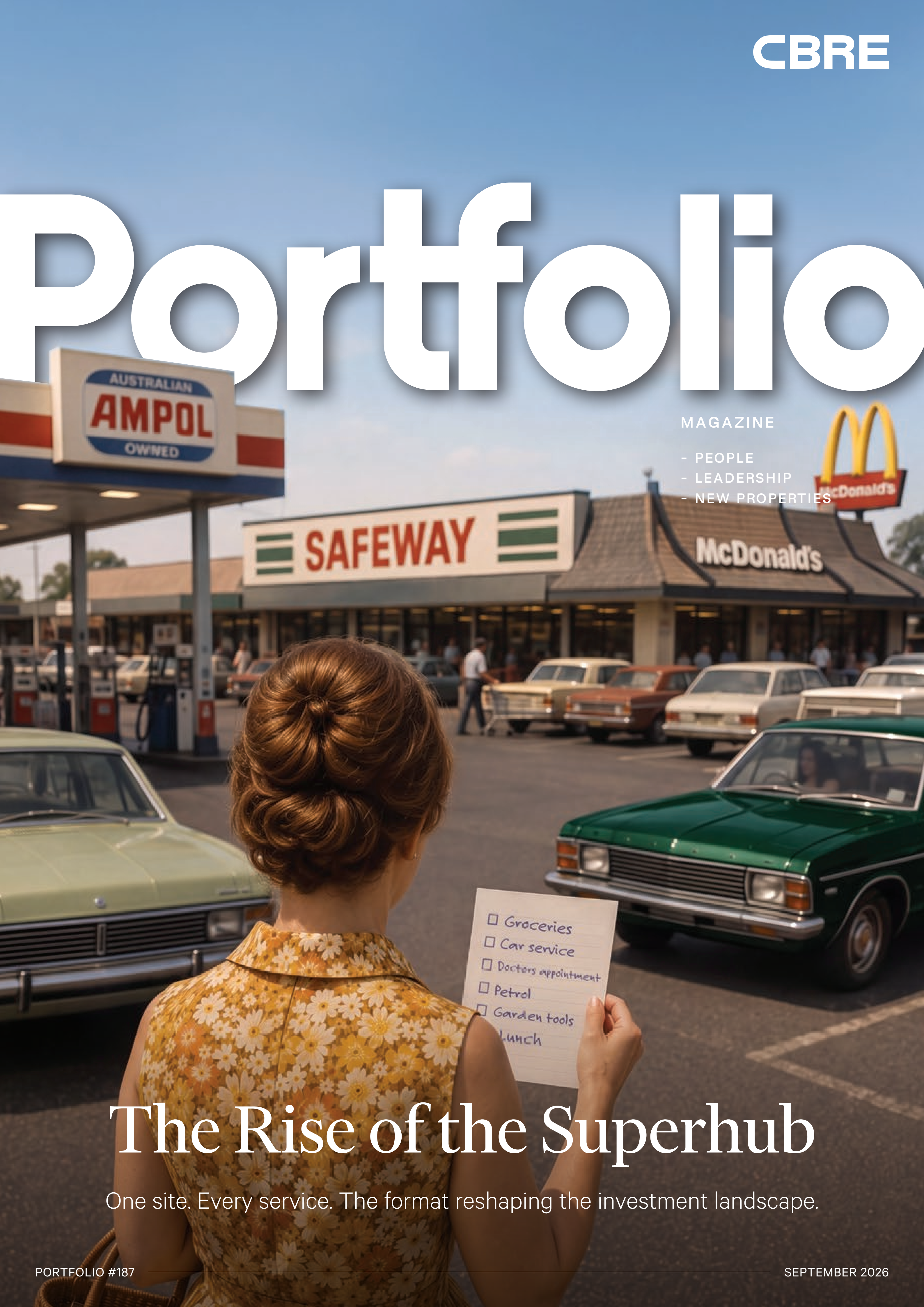
CBRE

Portfolio

MAGAZINE

- PEOPLE
- LEADERSHIP
- NEW PROPERTIES



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Welcome

Michael Vanstone
Director
Capital Markets – Private Wealth

MICHAEL.VANSTONE

Welcome to the September edition of Portfolio.

Investor demand for quality commercial property continues to hold firm, with a more stable interest rate outlook helping to support confidence and ongoing competition for quality opportunities.

That demand was on full display at our recent Portfolio 186 auction event, which achieved a strong 75% success rate. Notably, the campaign attracted a significant increase in entry-level commercial property investors, reflecting growing confidence in the sector and a broader appreciation of the security and income characteristics offered by convenience-based assets.

In this edition, we explore the rise of the suburban superhub and how neighbourhood centres are evolving to meet the needs of growing communities. Combining convenience retail, fast food, childcare, healthcare, fitness and everyday services, these integrated precincts are redefining the role of the traditional shopping centre.

We also take a closer look at the humble laundromat and examine why this often-overlooked asset class is experiencing growing investor interest. With low operating requirements, recurring demand and evolving business models, laundromats are emerging as a niche investment attracting attention from seasoned and first time investors.

Elsewhere, we profile Tamworth and the economic drivers supporting its continued growth as one of regional Australia's most dynamic commercial centres. We also sit down with Rachael Fabbro, whose career has included working alongside the original founders of our Portfolio platform, to reflect on the evolution of the business, the changing investment landscape and the lessons learned from decades in the industry.

CBRE

Portfolio Team

EDITOR Olwyn Conrau
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PHOTOGRAPHY Various

CBREPRIVATEWEALTHSERIES.COM

CBRE 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 offices across Australia, working collaboratively and each contributing their unique skill set to bring you a magazine we're proud to call our own.

In the spirit of reconciliation, CBRE 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.

Everything Adds Up

One location. Every essential. The investment case for Super Hubs.

For decades, neighbourhood shopping precincts were built around a relatively simple formula: a supermarket anchor, a collection of specialty retailers and sufficient parking to service the surrounding community. Today, their appeal extends well beyond traditional retail. As consumers increasingly combine multiple errands into a single trip, these centres are evolving into multifunctional destinations that bring together essential services, lifestyle amenities and everyday needs in a single location.

The shift also reflects changes in demographics and consumer behaviour. According to the Australian Bureau of Statistics, Australia's population grew by more than 412,000 people in 2025, with a significant share of that growth occurring in outer suburban growth corridors where new housing estates are creating entirely new communities. It is these rapidly expanding catchments where demand for daily-needs retail and the suburban superhub model is strongest.

The transformation is attracting growing interest from developers, landlords and investors, who are increasingly drawn to assets that generate frequent visitation, support diverse income streams and benefit from expanding suburban populations. Reflecting confidence in the model, CBRE's 2026 Australian Shopping Centres Outlook estimates that 0.7 million square metres of new shopping centre supply will be delivered nationally between 2026 and 2028, with the majority concentrated in the neighbourhood category.

For developers, the challenge is no longer simply providing retail floorspace. A visit to the supermarket can now be combined with a childcare drop-off, a medical appointment, a gym session and dinner on the way home. Childcare centres, medical clinics, allied health providers, pharmacies, fitness operators and fast-food brands are no longer viewed as complementary uses. Instead, they are becoming primary traffic drivers in their own right.

Melbourne's Kalkallo, in the city's northern growth corridor, offers a clear illustration. Developer-builder Oreana's $70 million Kallo Town Centre opened as a fully leased 11,870sqm precinct anchored by a 12-year Woolworths lease, alongside an Aspire Early Learning childcare centre, a Snap Fitness 24/7 gym, a medical centre and pharmacy, a fuel station, and around 20 specialty operators including Chemist Warehouse and a range of quick-service food outlets. Designed to service the fast-growing Cloverton masterplanned community, the centre was sold to ASX-listed Region Group for $64.5 million within roughly a year of completion, highlighting the speed at which institutional capital has moved to capture this asset type.

Oreana has applied the same model elsewhere across Melbourne's growth areas, including a neighbourhood centre under development at Cranbourne East, a completed retail precinct in Pakenham anchored by food, fitness and allied health tenants, and further childcare-and-convenience projects at Clyde, Mickleham and Wollert. Among them is Linfield Place, which combines childcare, fitness, fuel, fast food, a supermarket and specialty retail as Wollert's population is forecast to more than double by 2040.

In Logan, one of South East Queensland's fastest-growing corridors, developer Deluca Corporation's Berrinba Central combines a childcare centre operated by Oxanda Education with Queensland Government tenancies, Lifeline and a swim school, alongside McDonald's, KFC and Starbucks as part of the wider precinct. An interstate investor bought a slice of the site for $13.8 million late last year.

The economics behind the model are compelling. Each tenancy category contributes a different visitation pattern: childcare centres generate consistent weekday traffic during morning and afternoon peaks, healthcare providers create appointment-driven visitation throughout the day, and fitness, fast-food and convenience tenants capture commuter and impulse trade before and after hours. Supermarkets remain a major drawcard, but the diversity of uses helps spread visitation across the day and support more resilient trading conditions for landlords.

Unlike much of traditional retail, these uses are largely place-based businesses that depend on physical locations and face-to-face interaction, making them difficult, if not impossible to replicate online. Value is also created through proximity: a childcare centre located within a broader convenience-led precinct benefits from the same trade area dynamics that support supermarkets, gyms and healthcare providers around it.

The suburban superhub represents the latest evolution of neighbourhood retail, one where the centre's role has shifted from a place people shop to a place they build their week around. Its continued growth reflects a simple idea: bringing more of life's essentials together in one place.

Spin cycle

How laundromats became a favourite with investors

Laundromats have had a quiet makeover, and commercial landlords have noticed. Sleek, automated “laundry lounges” are replacing the old coin-operated shops of decades past, and with that shift has come a change in how investors see them.

These assets are increasingly attracting investor attention thanks to their automated operating model, limited labour requirements and resilient customer base. It’s the same type of operational simplicity and recurring demand that helped propel self-storage from a fringe property investment to a mainstream institutional asset class.

The growth isn’t really about people choosing not to own a washing machine. It’s about changing lifestyles. More Australians are living in apartments and smaller dwellings with limited laundry facilities, and renters, particularly younger Australians, international students and transient workers, are strong users of the format. Households are also placing a higher value on convenience, with operators reporting demand for larger-capacity machines and faster turnaround times than most homes can offer. In 2025, The Guardian reported that self-service laundromats had seen a two to three-fold increase over the past five years, with many suburbs now hosting at least one.

Laundromats are also benefiting from a broader shift in where Australian investors are putting their money. They’re generally considered an entry-level commercial asset, priced within reach of investors who might otherwise have stuck to residential property, while still offering the lease structures and covenant strength commercial buyers look for. That accessibility matters more now than it did a few years ago.

Changes announced in the 2026-27 Federal Budget have wound back negative gearing on established residential property purchased after 12 May 2026, limiting it to new builds, and replaced the 50 per cent CGT discount with cost base indexation and a minimum tax rate on capital gains. Commercial property has largely been left outside these reforms, and for investors who would once have defaulted to a second or third residential purchase, that gap has made smaller-format, defensive commercial assets like laundromats a more attractive place to park capital.

For a commercial property audience, though, the more interesting angle isn’t the laundry business itself, it’s why landlords are so keen on them as tenants. Laundry is a non-discretionary service, and demand tends to hold up regardless of economic conditions. Many operators trade seven days a week, often 24/7, and once established they’re difficult to relocate given the significant capital invested in store fit-outs and equipment. Industry estimates suggest setting up a modern self-service laundromat can cost anywhere from $100,000 to more than $200,000, depending on the size and specification of the operation. Because operators have so much capital invested in a location, they are typically committed to remaining in place for the long term.

The sector is also becoming increasingly professionalised. Operators such as Blue Hippo Laundry, The Tumble Club and Spinzone have expanded multi-site networks and helped modernise consumer perceptions of the category through improved design, automation and technology, part of a broader trend towards branded, scalable service businesses occupying small-format retail space.

Blue Hippo alone has grown to more than 45 locations across Victoria and beyond, underlining the growth ambitions now common in the sector. It’s a similar playbook to the one that turned self-storage from an overlooked asset class into institutional-grade real estate, built on a fragmented industry, recurring demand and a scalable operating model, and investors who once dismissed laundromats as low-growth and low-glamour are increasingly viewing them through the same lens.

That growing appetite is already playing out in the market. One of CBRE’s recent listings, a Blue Hippo Laundry investment at 15 Station Street, Pakenham, secured on a 10-year lease to November 2035 with options through to 2045 and fixed 3.5 per cent annual rent increases, was the third most viewed property listing on realcommercial.com.au for the month of July. That level of engagement is a strong signal of how far investor sentiment toward laundromats has shifted, from a tenant once considered a last resort to one now actively sought after for its lease security, fit-out commitment and defensive income profile. The property sold at our August Portfolio Auction event on a yield of 5.21%.

While not a traditional investment darling, the combination of recurring demand, significant fit-out investment and growing consumer relevance is helping position laundromats as one of the more unexpected success stories in the commercial property sector.

Tamworth NSW

A Regional Market Building Momentum

Once known chiefly for country music, Tamworth is fast building a reputation of a different kind — as one of regional New South Wales' strongest commercial property markets. Backed by significant infrastructure investment, a diverse economic base and a growing role in freight, logistics and renewable energy, the city is building momentum as both a business destination and investment market.

A key catalyst is the Tamworth Global Gateway Park, supported by around $80 million in infrastructure investment and positioned to strengthen the city's role as a logistics hub for northern NSW. Located adjacent to Tamworth Regional Airport on a 246-hectare site along the Oxley Highway, the precinct is planned to accommodate freight, industrial and warehousing users, with the future Tamworth Intermodal Freight Facility further enhancing connectivity across regional and interstate supply chains.

The city is also set to benefit from the New England Renewable Energy Zone, one of Australia's largest renewable energy initiatives. Stretching from Muswellbrook through Tamworth to Armidale, the project is expected to support substantial investment in transmission infrastructure and renewable energy generation, creating opportunities across construction, industry, accommodation, transport and supporting services.

Importantly, Tamworth's economy is not reliant on a single industry. Healthcare, education, agriculture, logistics, manufacturing, government services and tourism all contribute to the city's economic output, creating a level of diversity rarely seen in regional markets. According to economy.id data compiled for Tamworth Regional Council, the local economy generates a Gross Regional Product of $4.71 billion (year ending June 2024, up 8% on the previous year), making it one of the largest regional economies in New South Wales.

Tourism remains another important differentiator. Best known as Australia's country music capital, Tamworth attracts hundreds of thousands of visitors each year through events including the Tamworth Country Music Festival, the Australian Equine and Livestock Events Centre calendar and a range of agricultural and sporting events.

The annual Tamworth Country Music Festival acts as a powerful seasonal engine generating an estimated $50 million to $100 million for the local community each year. As the second-largest country music festival in the world, the 10-day event draws an aggregate attendance of roughly 300,000 patrons, creating an intense spike in commercial demand.

According to the Valuing Australian Country Music 2025 census, local councils estimate that Tamworth's major country music festivals inject more than $140 million annually into local and regional businesses.

This recurring annual influx provides an unmatched revenue safety net for regional landlords, directly driving hotel occupancy (RevPAR) and boosting trading volumes for high-exposure retail and fast-food freeholds along major thoroughfares like Peel and Bridge Streets.

Strong residential market fundamentals also point to a growing population base. Low vacancy rates, ongoing rental growth and continued housing demand indicate that population growth is being matched by increasing requirements for education, healthcare, retail and everyday services.

For commercial property investors, the appeal is increasingly clear. Tamworth offers the combination of significant infrastructure investment, a diversified economic foundation and expanding population catchments. As major projects such as the Global Gateway Park and Renewable Energy Zone continue to progress, the city is well positioned to strengthen its role as one of regional New South Wales' most important commercial and logistics centres.

September Portfolio Campaign

SYDNEY
10:30AM AEST
TUESDAY
15 SEPTEMBER

MELBOURNE
10:30AM AEST
WEDNESDAY
16 SEPTEMBER

BRISBANE
10:30AM AEST
THURSDAY
17 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.

Portfolio 187 New Properties For Sale

Fast Food

Tenant	Location	State	Income pa	Page
KFC	Springvale (Melbourne)	VIC	$210,122	41
Red Rooster	Gladstone Park (Westmeadows)	VIC	$150,850	43
Subway	Mambourin (Melbourne)	VIC	$59,025	46

Supermarket/Grocer

Tenant	Location	State	Income pa	Page
Alreef Grocery	Cranbourne North (Melbourne)	VIC	$214,050	40

Large Format Retail

Tenant	Location	State	Income pa	Page
Petbarn & Greencross Vet	Erina (Central Coast)	NSW	$364,105	24

Convenience Retail

Tenant	Location	State	Income pa	Page
BP	Scone (Hunter Region)	NSW	$327,540	26

Portfolio 187
New Properties For Sale

Early Education

Tenant	Location	State	Income pa	Page
Kool Beanz	Clear Island Waters (Gold Coast)	QLD	$552,500	31
National Childcare Operator	Mount Pritchard	NSW	$519,400	20
Story House Early Learning	Doreen (Melbourne)	VIC	$509,623	38
Guardian Childcare & Education	Sherwood (Brisbane)	QLD	$471,483	32
Story House Early Learning	Reservoir (Melbourne)	VIC	$429,919	39
Children's Choice & Friendly Grocer	Heritage Park (Brisbane)	QLD	$390,516	33
Clever Kids ELC	West Wallsend (Newcastle)	NSW	$342,000	25
Nido Early School	Somerton Park (Adelaide)	SA	$319,025	36
National Childcare Operator	Leichhardt (Sydney)	NSW	$288,000	22
National Childcare Operator	Hurstville (Sydney)	NSW	$270,000	23
OzEducation	Guildford (Sydney)	NSW	$255,465	27
Young Academics	Westmead (Parramatta)	NSW	$225,976	28
Goodstart Early Learning	Point Cook (Melbourne)	VIC	$186,804	42
G8 Education	Heatley (Townsville)	QLD	$171,384	34
Goodstart Early Learning	New Lambton (Newcastle)	NSW	$97,316	29

Healthcare

Tenant	Location	State	Income pa	Page
Chempro, Zambrero & Smokin' Joe's	Lismore	NSW	$418,925	16
TerryWhite Chemmart	West End (Brisbane)	QLD	$147,881	35

Retail

Tenant	Location	State	Income pa	Page
Liv Eat	Kings Meadows (Launceston)	TAS	$166,400	37
Thirsty Camel & Ghanda	Sorrento (Mornington)	VIC	$149,349	18
ANZ	Swan Hill	VIC	$126,227	44
Australia Post	Tarneit (Melbourne)	VIC	$88,610	45
Simplicity Funerals	Roseville (Sydney)	NSW	$80,555	30
Clyde Famous Kebabs	Clyde (Melbourne)	VIC	$57,025	47
Crunch & Coast Seafood Bar	Clyde (Melbourne)	VIC	$55,725	48
SV Beauty & Nails	Clyde (Melbourne)	VIC	$50,865	49

Dominant Pharmacy Anchored Retail Centre

Dual Freestanding Medical & Fast Food Centre
Brand New 10 Year Net Lease to National Pharmacy

High Exposure Cnr Freehold Investment Significant 2,409sqm* Highway Site

chempro CHEMISTS
Zambrero

Lismore NSW
38 Ballina Road (Bruxner Hwy)

Brand new 10 year net lease to 2036 + 2 x 10 year options to 2056

Net Leases - Tenants pay 100% of outs incl rates, land tax & insurance

Attractive mix of fixed 3% & 4% compounding annual rent increases

Net Income: $418,925 pa* + GST

- Chempro: head office lease to one of the fastest growing discount pharmacy groups in Australia boasting over 150 locations nationally
- Zambrero: fast food head office lease, with 300+ stores globally and valued at $1 billion AUD[1]
- Two freestanding buildings with a combined NLA of 1,127sqm* on a prominent 2,409sqm* landholding
- Prime roundabout corner landholding, 156m* of triple street frontage to Bruxner Hwy intersection
- Complementary tenancy mix offering diversified non-discretionary income streams
- Lismore: population to grow by 33% over the next decade along with a 50% increase in housing[2]

Contact
Yosh Mendis 0434 413 188
Luke Easton 0472 546 001
Hamish Grant 0409 782 699
Sam Mulcahy 0499 558 968

Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx [1] AFR [2] The Urban Developer

Generational Sorrento Freehold Investment

Leased to National Brands in Ghanda & Thirsty Camel

First Time Offered in Nearly 40 Years!

Massive Future Development Upside Australia's Most Affluent Retail Strip

Sorrento VIC
105-109 Ocean Beach Road

Land rich 628sqm* freehold site w/ 18m* frontage to Ocean Beach Rd

Favourable Commercial 1 Zoning

One of Australia's most tightly held retail strips, with only three transactions recorded since 2022

Net Income: $149,349 pa* + GST

- Significant freehold investment on Sorrento's premier retail strip, with huge rental uplift
- Recently renewed leases to Thirsty Camel & Ghanda with short to medium term upside
- Scope to easily reconvert the three existing shops back into separate tenancies and add accommodation above
- Portsea/Sorrento catchment is one of Australia's wealthiest, with residents reporting an average taxable income of $321,988 in FY23/24[1]
- Mornington Peninsula Shire: Attracts roughly 7.95 million visitors annually, contributing $1.75 billion in direct expenditure[2]

Contact
Rick Jacobson 0413 830 083
Justin Kramersh 0460 349 605
Nathan Mufale 0421 224 354
Scott Hawthorne 0400 861 048

Public On Site Auction
11:00am AEST
Saturday 12 September 2026

*Approx [1] AFR [2] Mornington Peninsula Tourism

Brand New Premium Sydney Childcare

Substantial 2,023sqm* Sydney Landholding
2025 Construction | Significant Depreciation

One Of Sydney's Largest Growth Corridors
Brand New 15 Year Net Lease to 2041

Mount Pritchard (Sydney) NSW
12 Hemphill Avenue

Brand new 15 year net lease to 2041 plus 3 x 10 yr options to 2071

Rare compounding fixed 3.5% rent increases guaranteeing growth

Tenant pays 100% of outgoings incl rates, insurances and general R & M

Net Income: $519,400 pa* + GST

- Australia's largest privately owned childcare operator with 90+ centres nationally
- Brand new flagship 106 LDC place centre situated on significant 2,023sqm* landholding with 32 secure basement car parks
- Market reviews at each option, with ratchet provisions ensuring rent cannot decrease
- Land tax free commercial investment
- Education rich precinct with childcare ratio over 65% higher than the state average[1]
- Strong underlying land value strategically positioned in Western Sydney's fastest growing corridor, 28km* from the Sydney CBD

Contact
Yosh Mendis 0434 413 188
Michael Vanstone 0403 580 528
Zomart He 何梓轩 0488 220 830
Hamish Grant 0409 782 699

For Sale by Expressions of Interest

Closing 3pm AEST
Tuesday 22 September 2026

Approx [1] Within 3 km

Prized Inner City Sydney Corner Landholding New 10 Year Net Lease to National Operator

Leichhardt (Sydney) NSW
112 Balmain Road

Long 10 year net lease to 2036 plus two further 10 year options to 2056

Compounding fixed 3% annual rent increases, guaranteeing rent growth

Highly desirable lease - tenant pays 100% of all usual outgoings

Net Income: $288,000 pa* + GST

- Leased to Australia's largest privately owned childcare operator, 90+ centres[1]
- High quality 48 LDC place centre on a 755sqm* corner landholding, high underlying land value available well below replacement cost
- Ideally located within an education rich area boasting 25 schools with 10,900+ school aged enrolments within a 5min drive[2]
- Strong childcare catchment with 6.7% of the population aged 0-4, 16% above the NSW avg.
- Leichhardt: a sought-after affluent suburb, 6km* from Sydney's CBD, with average family income 59% above NSW[3]

Contact
Michael Vanstone 0403 580 528
Yosh Mendis 0434 413 188

Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx [1] MontessoriAcademy.com
[2] Gapmaps.com [3] ABS.gov.au

Rare Sydney Childcare, 600m* to Westfield Long Term Lease to National Operator

Hurstville (Sydney) NSW
17 Vine Street

10 year net lease to 2036 plus two further 10 year options to 2056

Compounding fixed 3% annual rent increases guaranteeing rent growth

Attractive net lease - tenant pays 100% of all usual outgoings

Net Income: $270,000 pa* + GST

- Leased to Australia's largest privately owned childcare operator, 90+ centres nationally
- Ideally located in an education rich catchment boasting 37 schools with 20,900* enrolments
- Boutique purpose-built 45 LDC facility with high quality fit-out on high value 873sqm* landholding
- Prime position 600m* to Westfield Hurstville & train station, moments to King Georges Road & Princes Hwy and surrounding national retailers
- Hurstville: highly sought-after inner-city Sydney suburb 15km* to Sydney CBD with median house price 62% higher than the state average

Contact
Michael Vanstone 0403 580 528
Yosh Mendis 0434 413 188

Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx

New 8 Year Net Lease to Petbarn
Key Central Coast Major Growth Corridor

Erina (Central Coast) NSW
1/167 The Entrance Road

8 year net lease to 2033 plus
2 further 5 year options to 2043

Uncapped annual rent reviews to the greater of CPI or 3%, ensuring long term compounding rental growth

Tenant pays 100% of outgoings

Net Income: $364,105 pa* + GST

- Petbarn: Australia's #1 pet retailer with a national network of 240+ locations, owned by Greencross Vets operating 500+ vet clinics
- Greencross Vets: largest vet nationally, owned by NASDAQ listed TPG capital, AustralianSuper & Healthcare of Ontario Pension Plan
- Immaculate 1,015sqm* high exposure highway showroom, full scale pet retailer, pet grooming & dog wash with over 87 parking spaces on-site
- Strategic Highway location, surrounded by national tenants including Bunnings & GYG, only minutes away from Erina Fair shopping mall
- Central Coast: 50km* north of Sydney's CBD

Contact
Geoff Sinclair 0451 462 759
Robert Dowdy 0499 007 000
Hamish Grant 0409 782 699

Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx

NEW SOUTH WALES

New 15 Year Lease - 3.25% PA Increases
Near New Childcare, Newcastle Growth Corridor

West Wallsend (Newcastle) NSW
89 Royalty Street

Long 15 year lease to 2041 plus
two further 10 year options to 2061

Fixed 3.25% annual rent increases

Tenant responsible for 100% of all usual outgoings

Net Income: $342,000 pa* + GST

- Clever Kids: Established boutique family-owned childcare operator with 20+ years' experience with a network of 4 centres
- Significant 2,085sqm* corner landholding
- Near new purpose-built 90-place LDC facility offering generous tax depreciation, particularly in the early years for investors
- Sits within a young, affordable family catchment, where the 0-4 population is 21% above the NSW cohort
- West Wallsend: in Greater Newcastle adjoins Cameron Park growth corridor, up 24% since 2016, driven by affordable housing demand

Contact
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Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx

Renewed 10 Year Lease to 2035 Experienced Operator Jasbe - 60+ Locations

bp

Scone (Hunter Region) NSW
26 Kelly Street

Renewed 10 year lease to 2035 option to 2045

Fixed 3% annual rent increases

Tenant pays outgoings, as per the lease

Net Income: $327,540 pa* + GST

- Established 4,223sqm* freehold convenience retail investment neighbouring McDonald's
- Important modern fuel system infrastructure
- BP: One of the world's most recognised fuel and convenience brands, operating in more than 60 countries with an established network across Australia
- Strategic position close to New England Highway, 20,000*+ vehicles daily
- Scone: major commercial hub of the Upper Hunter, with a thriving equine industry and strong tourism economy

Contact
Kieran Bourke 0417 418 007
Angus Beevers 0431 744 830
Luke Williams 0474 258 379

Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx

NEW SOUTH WALES

Dominant Childcare In High Demand Area Long 15 Year Net Lease To 2039 + Options

OZEDUCATION Early Learning Centres

Guildford (Sydney) NSW
61 O'Neill Street

15 year net lease to 2039 with 10 year options extending to 2059

Undersupplied catchment - 3.17 Child Ratio, 20% above NSW level[1]

Net Income: $255,465 pa* + GST

- OzEducation: established family-operated for 46 years with 14 centres across NSW and VIC[2]
- Newly built 56 place centre with attractive depreciation benefits, particularly in early years
- Well serviced education catchment with 27 schools and 16,200+ enrolments within a 3km* radius of the property
- Guildford: established suburb being rapidly reshaped by higher-density dwellings with the population forecast to grow 21.1% by 2046[3]
- Fixed 3% annual rent increases, with tenant responsible for 100% of all usual outgoings

Contact
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Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx [1] Gapmaps.com
[2] OzEducation.com.au [3] Forecast.id

Commanding Modern Parramatta Childcare Boutique Centre, 10 Year Lease + Options

YOUNG ACADEMICS
Early Learning Centre

Westmead (Parramatta) NSW
7 Whitworth Street

Net lease to 2033 plus 2 further 10 year options to 2053

Fixed 3% annual rent increases with tenant responsible for 100% of usual outgoings

Net Income: $225,976 pa* + GST (as at Dec 2026)

- Leased to Young Academics, an established Sydney operator with a network of 47 centres
- Purpose-built, modern centre licensed for 44 places, offering attractive depreciation benefits
- Westmead anchors a $3.4 billion health and innovation precinct, linked today by Parramatta Light Rail & Sydney Metro West confirmed 2032[1]
- Just 2.3km* from Parramatta CBD, within an education focused catchment of 36 schools and 23,300+ school-aged enrolments within 3km[2]
- Deep local demand, under-5s at 7.1%, 22% above the 5.8% NSW average[2]

Contact
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Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx [1] wsp.com. [2] Gapmaps

Ultra Rare Entry Level Newcastle Childcare 20 + 10 + 10 Year Triple Net Lease To 2060

goodstart early learning

New Lambton (Newcastle) NSW
199 Lambton Road

Compounding fixed 3% annual rent increases ensuring strong growth

Rare triple net lease: tenant pays 100% of outgoings including all capital expenditure, insurances and management fees

Net Income: $97,316 pa* + GST[1]

- Goodstart Early Learning: Australia's largest early education provider with 670+ centres nationally[2]
- Strategic 1,102sqm* landholding with well presented 44 LDC place centre in close proximity to John Hunter Hospital[3]
- Education rich catchment with 32 schools and 14,313+ school aged enrolments within 3km[4]
- Current rental below market value ($2,212/place) with attractive market reviews every five years
- Broadmeadow Place Strategy introducing 20,000 new homes & 15,000 new jobs
- New Lambton: highly sought after inner city suburb, 5km* to Newcastle's CBD

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Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx [1] As at Nov 2026
[2] Goodstart Annual Report 2025
[3] ACECQA [4] Gapmaps

Entry Level Sydney Corner Freehold Globally-Backed National Tenant with Upside

Roseville (Sydney) NSW
11-13 Babbage Road

Prized corner freehold with triple street frontage

Attractive mix of 3% & CPI reviews

Established national tenant in occupation 10 plus years

Net Income: $80,555 pa* + GST

- Land rich 242sqm* landholding with secure on-site parking
- Simplicity Funerals: a leading national funeral brand, part of InvoCare — Australia's largest funeral operator (290+ locations), acquired by global investment firm TPG for approx. $1.8B
- Diefes Brass: highly-rated musical instrument repair specialist, leased to 2030 plus option
- Diversified income stream with strong rental reversion and potential development upside[1]
- Ku-ring-gai Council: population of 128,362 GRP of $8.73 billion

Contact
Angus Beevers 0431 744 830
Kieran Bourke 0417 418 007
Oliver Thompson 0424 812 672

Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx [1] Subject to council approval

Generational Gold Coast Childcare Centre Rare 3,339sqm* Site | New 20 Year Lease

Clear Island Waters (Gold Coast)
QLD, 33 Fairway Drive

2 further 10 year options to 2066

$1 Million+ tenant led refurbishment completed in 2026

Tenant pays 100% of outgoings including land tax

Fixed 3.5% annual rental reviews

Net Income: $552,500 pa* + GST

- Kool Beanz: operates a network of 15 premium childcare centres across Australia, with another 5 under development
- Lease supported by a personal guarantee, providing additional security for investors
- 130 LDC place centre with 19 schools within 5km*, combining to support 15,800+ students
- Landmark 3,339sqm* site adjoining the Surfers Paradise Golf Club & directly across from the prestigious St Vincents Primary School
- Clear Island Waters: Median house price at $2.4m, 140% above Australian average

Contact
Josh Scapolan 0484 229 829
Fin Hume 0488 008 975

For Sale by Expressions of Interest
Closing 3pm AEST
Friday 18 September 2026

*Approx

Metro Brisbane Childcare Adj. Woolworths
Recent $1mil Tenant-Funded Upgrade

Sherwood (Brisbane) QLD
16 Thallon Street

7.5km* from the Brisbane CBD

20 year lease to 2033 plus 2 further 5 year options to 2043

Fixed 4% annual rent increases

Tenant pays all usual outgoings

Income: $471,483 pa* + GST
As at October 2026

- Guardian Childcare & Education: leading operator with 180 centres across Australia
- Well-maintained 75 LDC place childcare with recent $1 million* tenant-funded fit-out completed in 2026
- Unrivalled schooling catchment, with 32 schools within 5km* radius (23,000+ students)
- 1,042sqm* metro Brisbane site 200m* from the Sherwood train station
- Sherwood: Affluent Metro Brisbane 12km* from CBD with a median house price of $1,907,500* (increased 9.8%* in 12 months)

Contact
Ingrid Filmer 0413 860 312
Josh Scapolan 0484 229 829
Fin Hume 0488 008 975

Investment Portfolio Auction
10:30am AEST
Thursday 17 September
Level 3, 1 Eagle St, Brisbane

*Approx

Exceptional Mixed-Use Opportunity
1.14ha 'Centre' Zoned Site - 22km to CBD

Heritage Park (Brisbane) QLD
298-328 Bayliss Road

Anchored by Children's Choice Childcare & Friendly Grocer

Mixture of CPI & fixed 3% annual rent reviews

Tenants pay all usual outgoings

Fully Leased Estimated Potential Net Income: $390,516 pa* + GST

- Prevailing below market rents combined with a short WALE offering a compelling rental reversion opportunity
- Single-level 985sqm* NLA retail complex with additional freestanding 75 LDC place childcare centre ($2,030 per place) - 100+ on-site car parks
- Considerably low site-coverage (13%), providing strategic development outcomes (STCA)
- Diversified income profile anchored by essential services & supported by a mixture of successful non-discretionary local retailers
- Brisbane: home of the 2032 Olympics and the third largest city in Australia (2.88 million)

Contact
Fin Hume 0488 008 975
Craig Chapman 0427 110 132
Tom Lawrence 0428 626 117
Conor Dwyer 0474 564 621

For Sale by Expressions of Interest

Closing 3pm AEST
Wednesday 23 September 2026

*Approx

Longstanding Entry-Level Childcare Extensive Refurbishment in 2026

G8 Education

Heatley (Townsville) QLD
121 Charles Street

5 year lease to 2028 plus 3 further 5 year options to 2043

Annual CPI rent reviews

Tenant pays all usual outgoings as per the lease

Net Income: $171,384 pa* + GST

- G8 Education (ASX:GEM): Australia's largest ASX-listed childcare provider, educating more than 40,000 children daily* across 400+ locations*
- Long-term occupation with tenant successfully operating on-site for over 20 years*
- Prominently positioned 1,936sqm* corner site with frontage to major intersection providing exposure to over 203,000 vehicles weekly*
- Immaculately presented 75 LDC place centre with brand new fit-out providing outstanding depreciation benefits
- Townsville: population to grow 52% by 2046*

Contact
Michael Hooper 0488 332 682
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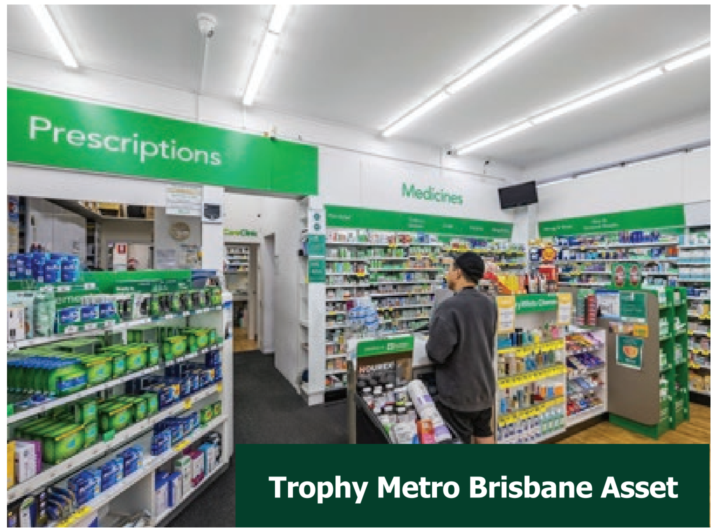
Investment Portfolio Auction
10:30am AEST
Thursday 17 September
Level 3, 1 Eagle St, Brisbane

*Approx

QUEENSLAND



Trophy West End Corner Freehold First Time Offered in 38 Years

TerryWhite Chemmart

West End (Brisbane) QLD
154 Boundary Street

Anchored by TerryWhite, operating as a pharmacy for over 125 years (since 1887)

A landlord attractive mixture of CPI and fixed 4% annual reviews

Trophy Brisbane corner freehold

Net Income: $147,881 pa* + GST

- TerryWhite: one of Australia's largest pharmacies, on-site for over 30+ years, with a strong and loyal customer base
- Extremely well known and tightly held Brisbane retail location, on a prized corner location fronting historic Boundary and Vulture Street supporting a strong, long-term trade
- Rare-to-market, short WALE opportunity, suiting passive investors, future owner occupiers and long-term value add owners
- West End (Brisbane): home of the 2032 Olympics, with a median house price of $2,140,000 (20% increase within 12 months)

Contact
Will Carman 0477 666 355
Matt Smith 0400 366 096
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Investment Portfolio Auction
10:30am AEST
Thursday 17 September
Level 3, 1 Eagle St, Brisbane

*Approx

20 Year Net Lease to ASX Listed Provider Affluent Tightly Held Adelaide Suburb

Somerton Park (Adelaide) SA
100 Diagonal Road

20 year net lease to 2039 plus 2 further 10 year options to 2059

Greater of 3% or CPI+1% increases

Tenant pays 100% of outgoings incl. rates, taxes, insurances, repairs & maintenance and management

Net Income: $319,025 pa* + GST[1]

- Nido Early School: Premium childcare provider with 107 centres nationally and a market cap of $79m+
- High exposure 1,578sqm* site, 63 LDC place centre in an affluent metro location 8km* from the CBD & frontage to 161,700 vehicles passing weekly[2]
- Strategically located around critical social infrastructure including Adelaide Airport, Morphettville Racecourse & Westfield Marion
- Prime position in a high demand location with the childcare ratio 48% higher than the state average
- Somerton Park: prestigious suburb with median house prices 176% higher than the state average up 29% in the past 12 months[3]

Contact
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Natalie Couper 0413 856 983
Oliver Grivell 0478 069 579
RLA 208125

Investment Portfolio Auction
10:30am AEST
Tuesday 15 September
Sydney Opera House

*Approx
[1]Assuming 3% increase at 14/10/26
[2]As at 12 August 2026 [3]realestate.com.au

Brand New 15 Year Net Lease to 2041 Launceston's Thriving Retail Precinct

Kings Meadows TAS
6/139-143 Hobart Road

Long 15 year lease to Liv Eat with further options to 2061

Fixed annual rent increases

Tenants pays usual outgoings including single holding land tax

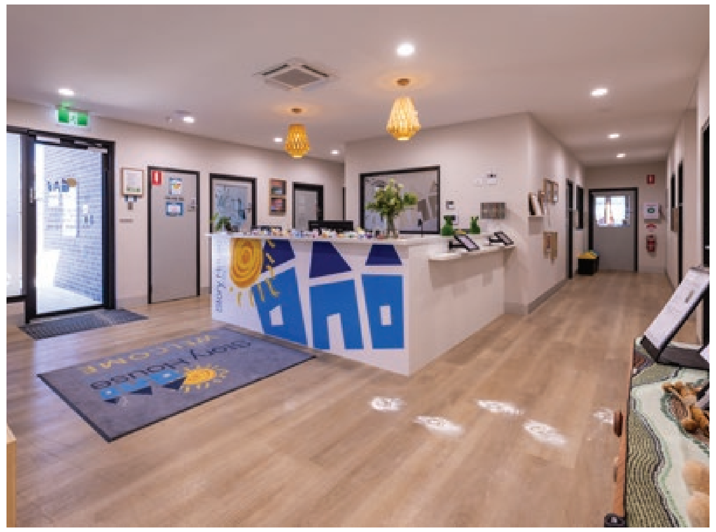
Net Income: $166,400 pa* + GST

- Liv Eat: Tasmanian-born healthy food operator, est. in 2006 and now trading from 18 stores across four states, with continued national expansion underway. The brand is part of the Banjo's Group well-established bakery café network, now operating 50+ stores nationally
- Bloom Nails & Spa: long-term trading tenant providing flexibility and scope of secondary income stream
- Prime Hobart Road location within a tightly held retail precinct anchored by Woolworths, Coles, Ampol, Amplifon, Commonwealth Bank of Australia, Eyelines and Toyota

Contact
Shaun Venables 0411 860 865
Matthew Wright 0458 290 588
George Wilkinson 0439 173 049

Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx



Strong-Trading Childcare Investment 20 Year Net Lease to National Operator

Doreen (Melbourne) VIC
2 Whitford Way

20 year net lease to 2045 plus three 5-year options to 2060

Fixed 3% annual rent increases

Tenant pays 100% of outgoings, including land tax

Net Income: $509,623 pa* + GST

- Story House: premium early education provider with over 50 centres across Australia
- As-new 110 LDC place childcare centre (completed 2025) offering outstanding depreciation benefits
- Substantial 2,320sqm* corner site, metres from Ivanhoe Grammar School and within close proximity to Mernda retail precinct and Westfield Plenty Valley anchored by ALDI, Bunnings, Coles and Woolworths
- Doreen: booming north growth corridor location only 23km* from Melbourne CBD

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983
Paul Tran 0413 860 317

For Sale by
Expressions of Interest
Closing 3pm AEST
Wednesday 23 September 2026

*Approx

Exceptional Main Road Childcare 20-year Net Lease to 2044 + Options

Reservoir (Melbourne) VIC
762-764 Plenty Road

20 year net lease to 2044 plus three 5-year options to 2059

Fixed 3% annual rent increases

Tenant pays 100% of outgoings, including land tax

Net Income: $429,919 pa* + GST

- Story House: premium early education provider with over 50 centres across Australia
- Modern 110 LDC place childcare centre (completed 2024), offering substantial depreciation benefits
- Large 2,039sqm* main road site with 25,000 vehicles passing daily and only 250m* from Holy Name Primary School and 800m* from Preston Primary School
- Reservoir: conveniently located only 12km* from the Melbourne CBD

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983
Paul Tran 0413 860 317

For Sale by
Expressions of Interest
Closing 3pm AEST
Wednesday 23 September 2026

*Approx

10 Year Lease to 2036 Plus Options to 2041 Highly Desirable Supermarket Investment

Cranbourne North (Melbourne) VIC, S2/1585 Thompsons Road

10 year lease to 2036 plus 1 further 5 year option to 2041

Fixed 3% annual rent increases

Tenant pays usual outgoings excluding land tax

Net Income: $214,050 pa* + GST

- Alreef Grocery: Modern multicultural grocery destination featuring fresh produce, halal butchery, bakery, dairy, frozen foods, and household essentials
- Single tenant minimal management investment
- Immaculately presented supermarket neighbouring KFC, Nando's, Zambrero, Woolworths, Chemist Warehouse, Ampol and Aspire Early Education Centre
- City of Casey: one of Victoria's fastest growing LGAs with population forecast to increase 48.4% to a significant 614,075 by 2046

Contact
Shaun Venables 0411 860 865
Rachael Fabbro 0412 547 690
George Wilkinson 0439 173 049

For Sale by Expressions of Interest
Closing 3pm AEST
Wednesday 23 September 2026

*Approx

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

Springvale (Melbourne) VIC 98-106 Westall Road

Attractive 10 year lease to 2034 plus options to 2064

Favourable annual CPI reviews

Tenant pays all usual outgoings

Net Income: $210,122 pa* + GST

- KFC: 812 outlets nationally, 2,000,000 weekly customers
- Southern Restaurants Group: Australia's largest private KFC franchise with 113 locations
- Prime 2,482sqm* corner site with frontage to Westall Rd, 58,000 vehicles passing daily
- 2024 construction containing attractive depreciation benefits
- Greater Dandenong: population to increase 15.4% to 189,891 by 2036

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

Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx

Tenant Exempt from Land Tax

Corner Site Opposite Major Shopping Centre 15 + 10 + 10 Year Triple Net Lease To 2055

Point Cook (Melbourne) VIC
21 Lemongrass Circuit

Compounding fixed 3% annual rent increases ensuring strong growth

Rare triple net lease: tenant pays 100% of outgoings including all capital expenditure, council rates, insurances and management fees

Net Income: $186,804 pa* + GST[1]

- Goodstart Early Learning: Australia's largest early education provider with 670+ centres nationally
- Exceptional 2,626sqm* corner landholding with a combined 121m* of main road street frontage and exposure to 210,000+ vehicles passing weekly
- Established 90 LDC place centre with 23 car spaces
- Current rental below market value ($2,075/place) with attractive market reviews every five years
- Strategically located opposite Stockland Point Cook Shopping Centre anchored by Target, Woolworths, Coles and over 150 specialty stores
- Point Cook: highly sought-after inner-city suburb, 19km* from the Mel CBD, with 65,000+ residents

Contact
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Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx [1]As at Nov 2026

Fast Food Drive-Thru Investment | Rare Head Office Net Lease | No Stamp Duty Payable

Gladstone Park (Westmeadows) VIC, 2/247-253 Mickleham Road

Renewed 5 year lease to Oct 2031 plus 3 further 5 year options to 2046

Fixed 3% annual rent increases

Net Income: $150,850 pa* + GST

- Fully leased to Red Rooster, part of the Craveable Brands network with 580+ restaurants nationally
- Eligible for Stamp Duty exemption under Victoria's CIPT regime
- High-exposure location with 37,000* vehicles passing daily on Mickleham Road
- Commercial 2 Zoned landholding in Melbourne's rapidly growing northern corridor
- Minutes from Melbourne Airport, benefiting from the $7.5B* expansion including a third runway and terminal upgrades

Contact
Jing Jun (JJ) Heng 0411 059 116
Scott Hawthorne 0400 861 048
Nathan Mufale 0421 224 354

Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx

ANZ Net Lease | Tenant Pays Land Tax 19+ Years of Continuous Occupation

Swan Hill VIC
164-168 Campbell Street

3 year lease to 2028 plus 3 further 2 year options to 2034

Fixed 3.5% annual rent increases

Tenant pays all usual outgoings including Rates, Insurance and Land Tax (single holding basis)

Net Income: $126,227 pa* + GST

- Leased to Australia and New Zealand Banking Group Limited (ASX: ANZ) — Australia's second-largest bank by assets with a market cap of $110 billion and total assets exceeding $1.29 trillion, representing one of the strongest tenant covenants available in the Australian market
- The sole ANZ branch serving a corridor of more than 100km*, making this property critical banking infrastructure for a regional catchment of around 40,000 people
- Swan Hill: The economic backbone of the upper Murray, generating more than $700 million in annual agricultural production value

Contact
Scott Hawthorne 0400 861 048
Nathan Mufale 0421 224 354
Alex Brierley 0447 974 447

Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx

Brand New High-Exposure Australia Post 5 Year Lease Plus Options to 2041

Tarneit (Melbourne) VIC
8/205 Bethany Road

5 year lease to 2031 plus 2 further 5 year options to 2041

Fixed 3% annual rent increases

Tenant pays usual outgoings

Net Income: $88,610 pa* + GST

- Australia Post: Commonwealth Government business enterprise that provides postal services in Australia with an extended workforce of over 64,000 spanning 4,189 outlets nationwide
- Brand new immaculately presented 125sqm* Parcels Post Office opened in June 2026 and designed primarily for parcel services with customer parking at the shop front
- Tarneit: rapidly growing suburb in Melbourne's west, located approximately 25km* from Melbourne CBD within the City of Wyndham local government area, with a population of 56,370 and expected to exceed 75,000 residents in 2026, and more than 125,000 by 2046

Contact
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George Wilkinson 0439 173 049

Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx

Brand New Subway Investment Eight Year Lease with Options to 2042

Mambourin (Melbourne) VIC
Tenancy 1/ 2 Delama Road

8 year lease to 2034 plus 1 further 8 year option to 2042

Fixed 3% annual rent increases

Tenant pays usual outgoings, excluding land tax

Net Income: $59,025 pa* + GST

- Subway restaurant offering premium dine-in and takeaway services, specialising in fresh made-to-order sandwiches, salads, cookies, potato chips, hot and cold beverages, and related food products
- Part of Mambourin retail centre, anchored by 7-Eleven fuel station, McDonald's and nearby Coles, Liquorland, KFC and supporting retailers
- Wyndham City: One of Australia's fastest-growing municipalities in Melbourne's west, with the population forecast to increase from 342,221 residents in 2026 to 488,572 by 2046, representing growth of approximately 42.8%

Contact
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Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx

7 Year Lease to 2033 + Options to 2038 New Kebab Takeaway & Restaurant

Clyde (Melbourne) VIC
Tenancy 13/5 Riverland Road

7 year lease to 2033 plus one further 5 year option to 2038

Fixed 3% annual rent increases

Tenant pays usual outgoings excluding land tax

Net Income: $57,025 pa* + GST

- Clyde Famous Kebab: local takeaway and dine-in eatery offering freshly prepared kebabs, halal snack packs, grilled meats, burgers, wraps, chips, and a range of traditional and contemporary fast-food options
- Newly constructed (2025) 78.5sqm* premises on title plus a 17sqm* licensed outdoor area, fitted out to a modern dining design
- Strategic central location between major future residential developments in Riverfield Estate (2,300 future homes) and Stockland Evergreen (3,000 future homes), serving over 15,000 future residents

Contact
Shaun Venables 0411 860 865
Rachael Fabbro 0412 547 690
George Wilkinson 0439 173 049

Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx

10 Year Lease to 2036 Plus Options Brand New Fish and Chips & Seafood Bar

CRUNCH & COAST
SEAFOOD BAR

Clyde (Melbourne) VIC
Tenancy 12/5 Riverland Road

10 year lease to 2036 plus two further 5 year options to 2046

Fixed 4% annual rent increases

Tenant pays usual outgoings excluding land tax

Net Income: $55,725 pa* + GST

- Crunch & Coast: A modern, seaside-inspired seafood restaurant offering fish and chips, coastal bowls, tacos and burgers, providing both in house dining, alfresco and takeaway
- Newly constructed (2025) 81sqm* premises on title plus a 6.3sqm* licensed outdoor area
- Well positioned amongst complementary traders including Supermarket, Thirsty Camel, Domino's, Sweet India, gym & childcare
- Clyde: booming growth suburb within the City of Casey with immediate population forecast to grow to 78,264 by 2045

Contact
Shaun Venables 0411 860 865
Rachael Fabbro 0412 547 690
George Wilkinson 0439 173 049

Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx

10 Year Lease to 2036 + Options to 2046 Brand New Beauty & Nail Salon

SV BEAUTY & NAILS

Clyde (Melbourne) VIC
Shop 8/5 Riverland Road

10 year lease to 2036 plus 2 further 5 year options to 2046

Fixed 4% annual rent increases

Tenant pays usual outgoings excluding land tax

Net Income: $50,865 pa* + GST

- SV Beauty & Nails: professional beauty and nail salon offering manicure and pedicure services, acrylic and gel nails, nail art, waxing, eyelash extensions, eyebrow services, and other beauty treatments
- New construction (completed late 2025), offering outstanding depreciation benefits
- City of Casey: One of Victoria's fastest growing LGAs with population forecast to increase 48.4% to a significant 614,075 by 2046

Contact
Shaun Venables 0411 860 865
Rachael Fabbro 0412 547 690
George Wilkinson 0439 173 049

Investment Portfolio Auction
10:30am AEST
Wednesday 16 September
Crown Casino, Melbourne

*Approx

Q & A with Rachael Fabbro

ASSOCIATE DIRECTOR | CAPITAL MARKETS - PRIVATE WEALTH VIC

> "Residential property has a lot of similarities to commercial, however it is highly emotional and, in my opinion, a little more susceptible to market influences. Commercial transactions are often more strategic and evidence-based."

With nearly three decades of experience across commercial real estate, investment services and property development, Rachael brings a wealth of expertise to her role as Associate Director at CBRE. Her background includes senior roles with Burgess Rawson, where she managed the founders' own portfolio, and the Deague Group, two of the industry's most respected names.

We sat down with Rachael to discuss her career journey, what attracted her to CBRE's Private Wealth team, and the approach that's shaped her success in the industry.

You've spent nearly 30 years across residential and commercial real estate, leadership and operations. What drew you to CBRE's Private Wealth team in particular?

Around 15 years ago, I worked closely with Chris Burgess and Gerald Rawson of Burgess Rawson, now part of CBRE Private Wealth, before later teaming up with Will and David Deague. The experience gave me a real appreciation for projects, developments, and investment, and it's what drew me back to this side of the business with CBRE. At its core, this work is about helping clients build wealth and protect what they've spent years creating.

Your career has covered everything from property management through to sales leadership and investment services. How does that breadth of experience benefit your clients today?

Asset management was an excellent introduction to property for me, back in the late 1990s, not only for the exposure to properties, but the opportunity to grow with that firm into a role overseeing a number of offices and everything from developer liaison through to contract administration, executive assistance, high level negotiations with conjunctional agents and developers, and compliance and office management.

I was in a fortunate role that facilitated an appreciation of the ground-up approach with respect to sales campaigns, marketing and negotiations. At the end of the day real estate is equal parts property and relationships.
I value the ability to be completely transparent throughout the sales process and to deliver methodical, measured outcomes backed by data and attention to detail.

Having worked extensively in residential property before moving into commercial real estate, what insights have you brought with you from one sector to the other?

Residential property has a lot of similarities to commercial, however it is highly emotional and, in my opinion, a little more susceptible to market influences, as we are seeing presently. Commercial transactions are often more strategic and evidence-based, but success still comes down to strong communication, efficient campaign management, an appreciation for the impact and effectiveness of available marketing tools, and a real commitment to strong outcomes for clients.

You're known for your hands-on, end-to-end approach to campaigns. What does great client service look like in today's market?

The old chestnuts really: communication is imperative. If a client has to call for an update on their campaign, then I haven't done my job. I've found over the years that great real estate is simply an ability to juggle multiple projects at any time in a calm, considered way.

Mentoring and training emerging talent has been one of your proudest achievements. What do you enjoy most about helping others develop their careers?

I reflect back to my early twenties, when there were so many things I wanted to know but was either too intimidated or too unsure to ask for help or clarification. I've since taken an approach to always help younger agents coming into the industry, irrespective of their role or department.

With a background in behavioural science and psychology, how has an understanding of people influenced the way you build client relationships and negotiate outcomes?

Behaviour is fascinating to me. It's a combination of people's culture, beliefs, goals, aspirations, experiences and relationships. I've found that what people say and do are often not aligned, and over the years that has meant people buying very different properties than they set out to buy. Education is key, working with buyers to understand their drivers and motivation.

What do you want vendors and investors to know about working with you, and what can they expect from your approach?

A grounded, data-led method for advice on pricing, marketing and sale methodology. Clear, regular updates based on campaign performance and an end-to-end commitment to delivering strong results for clients.

Away from the office, you're passionate about renovation and landscape design. What is it about transforming a property that continues to inspire you?

Working in property always inspires me. We see new things every single day, which can be a blessing and a curse, but it's a privileged position to have access to such amazing insights across this industry. There's always something new to learn, and that's what keeps me coming back for more.

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

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1 Eagle Street, Brisbane, QLD 4000

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A Ground Floor, 61-73 Sturt Street
Townsville, QLD 4810

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A Level 1, Village Lane, 20 Lake Street
Cairns, QLD 4870

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Surfers Paradise, QLD 4217

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