

69 Pinjarra Road, Mandurah – COMMERCIAL PROPERTY SUMMARY

Are there any incentives in the leases? **No remaining incentives**

How long have the tenants been there? **Pinjarrara Rd Ashley Services commenced in Aug 2024, Stevenson Street Housing Choices have been there to my knowledge since March 2021**

Why is the owner selling? **The owners are selling due to their age and wanting to move into more liquid assets**

Are any tenants related to the owner in any way? **No**

Do you foresee issues with any of the tenants paying full rent? **No,**

Are management costs recoverable under outgoings for both leases? **Yes**

Are there securities e.g. security deposits, bank guarantees, personal guarantees (if you can provide leases I can check)? **Stevenson Street – No, Pinjarra Road – Yes \$10,912 security deposit**

Does the property need any maintenance work? **All properties need maintenance work but nothing stands out particularly.**

Write-Up Automation Template

Heading	69 Pinjarra Road, Mandurah, WA 6210
Key Highlights	<p>Purchase Price: \$1,930,000 (negotiated)</p> <p>Market Status: On-Market</p> <p>Blended Net Rent (2 offices): \$121,260pa + Outg + GST (incl mng)</p> <p>Current Net Yield: 6.28% (incl mng)</p> <p>NLA / Land: 658sqm / 1,770sqm (2x freehold lots)</p> <p>Any Additional Areas: Undercroft parking 165sqm, Verandah 26sqm, Balcony 34sqm (excluded from NLA)</p> <p>Exclusive Car Bays (Ratio): 20 car bays (1 bay in 33sqm)</p> <p>Purchase Rate per sqm: \$2,933/sqm</p> <p>Net Rent per sqm: \$184/sqm</p> <p>100% Outgoings Recoverable: Yes, incl mng</p> <p>Outgoings (per sqm): \$31,247.43pa (excl mng) (\$47/sqm)</p> <p>Age of Asset: approx. 35 years</p> <p>Any Incentives in the Leases: None</p> <p>Are Seller & Tenant Related: No</p> <p>Re-letting Expectation: Tenanted – expect re-letting time of around 3–5 months in current market, comparable spaces have been leased within 70–120 days average (*Corelogic)</p> <p>Flood Zone: No</p> <p>Bushfire Zone: No</p> <p>Contamination: No</p>

Asset Composition:

- 1,770sqm Freehold comprising 2x 885sqm lots
- Bricks & tile construction
- 650sqm of Total NLA
- 2 units (69 Pinjarra Rd and 4 Stevenson St) with 10 parking bays each
- **69 Pinjarra (Ashley Services)**
 - 118 sqm Ground Floor
 - 215sqm Upper Floor
 - 26sqm Verandah
 - 165sqm Undercroft parking
 - 34sqm Balcony
 - Reception
 - 3 Offices
 - 3 Meeting rooms
- **4 Stevenson Street (Housing Choices)**
 - 325sqm
 - Open plan workspace
 - Reception
 - 3 Offices
 - Storage
 - Waiting room
 - Meeting room
 - Storage
- Each unit is fully self-contained and includes a kitchen/lunchroom, separate male and female toilets, and a shower.

Infrastructure Level: Semi-Regional

Tenant Highlights:

- Tenant1: Ashley Services Group Limited
- Tenant 2: Housing Choices Western Australia Limited
- The greater of a fixed increase of 3.5% and CPI; CPI increases
- WALE 2.08 years
- Net leases, management fee are recoverable
- Securities: No Security (4 Stevenson St), \$10,912 Security Deposit (69 Pinjarra)

Agent Questions:

	<p>Are there any incentives in the leases? No remaining incentives</p> <p>How long have the tenants been there? Pinjarrara Rd Ashley Services commenced in Aug 2024, Stevenson Street Housing Choices have been there to my knowledge since March 2021</p> <p>Why is the owner selling? The owners are selling due to their age and wanting to move into more liquid assets</p> <p>Are any tenants related to the owner in any way? No</p> <p>Do you foresee issues with any of the tenants paying full rent? No</p> <p>Any defects that will arise from the building inspection? Nothing stands out particularly.</p>
Site Images 1	Paste up to 10 images

Background Information

How long have they been in business overall?	25
How long in Business (Units)	Years
Maintenance works required?	Nothing major, overall in good condition

Additional Information File	<p>Insert Floor Plan / Strata Plan > copy into DRIVE > 03-WUP FILES</p> <p>49 Pinjarra Road, Mandurah</p> <p>Ground Floor: 118sqm Verandah: 26sqm Undercroft Parking: 16sqm Upper Floor: 21sqm Balcony: 34sqm Total Area: 335sqm</p> <p>4 Stevenson Road, Mandurah</p> <p>Open Plan Workspace: 8.1 x 15.4 Meeting Room: 6.7 x 3.6 Office 1: 3.9 x 3.4 Office 2: 3.9 x 3.4 Office 3: 3.0 x 3.1 Reception: 2.6 x 3.3 Waiting Room: 3.1 x 7.3 Store: 3.9 x 2.0 Staff/Kitchen: 5.0 x 4.4 Bath: 2.0 x 2.0 Total Building Area: 325sqm</p>

Introduction


Investment Type	Office
Introduction	<p>Two Freehold Lots with Two National Tenants & High-Density Development Upside</p> <p>This is a great opportunity to secure two fully leased office properties, each situated on separate freehold titles, with a combined net lettable area of 658sqm across a total landholding of 1,770sqm.</p> <p>The properties are anchored by two national tenants—Ashley Services Group Limited and Housing Choices Western Australia Limited—providing a strong and stable income stream. Together, they generate a combined net income of \$121,260 per annum, plus outgoings and GST, equating to a solid 6.28% net yield inclusive of management fees.</p>

	<p>Although the blended lease rate of \$184/sqm may appear low, it aligns well with current market conditions in Mandurah. This competitive rate offers excellent upside potential, giving buyers confidence in the long-term performance and rental growth prospects, as well as strong appeal for future tenants.</p> <p>This property was initially offered to the market in January 2025 but price expectations at \$2m were too high with the rental income at that time. The rent has since increased and the seller has dropped expectations, making this a great opportunity.</p> <p>What We Like About This Asset</p> <ul style="list-style-type: none"> - purchase price reflects replacement value of buildings, excluding land - Freehold assets below \$2m are tightly held and highly competitive with buyers - low but fair market rates at \$183/sqm allow for long-term rental growth and higher tenant appeal - convenient site access & attractive parking ratio with 20 bays on side total (10 bays each) - 2x National tenants - Corner lot allows for bonus Plot Ratio under building guidelines - R-AC2 zoning in the Strategic Center allows for high-density developments with building heights ranging from 5-8 storeys
Location Title	Mandurah
Location Profile	<p>The Office Market</p> <p>Mandurah's office market is underpinned by a diverse economic base. The construction industry leads with 24.2% of registered businesses, surpassing the state's average of 17.2%. Retail trade and health care & social assistance are also significant, comprising 7.2% and 7.8% of businesses respectively .</p> <p>Mandurah's office development density is relatively low, reflecting its regional character. The city comprises five distinct shopping areas,</p>

	<p>including Mandurah Forum and Dolphin Quay, which serve as commercial centers . Recent proposals, such as the redevelopment of Hall Park into a commercial hub, have faced community opposition due to concerns over preserving public spaces and managing increased traffic . Overall, while there is potential for growth, development is approached cautiously to balance economic benefits with community interests.</p> <p>Lifestyle & Population</p> <p>Mandurah has seen significant lifestyle changes and population growth over the past few years. Once a quiet fishing town, it has transformed into a bustling city with a vibrant community. This shift is largely driven by its attractive coastal location, improving infrastructure, and increasing appeal as a retirement and holiday destination.</p> <p>In recent years, Mandurah has experienced a surge in population, with growth rates consistently above the national average. As of 2024, its population is approaching 100,000, reflecting a trend of people moving from Perth and other parts of Australia seeking a more relaxed lifestyle by the water. This growth has been fueled by affordable housing compared to Perth, beautiful natural surroundings, and a burgeoning local economy.</p> <p>Looking ahead, Mandurah’s population is expected to continue growing, driven by both its attractiveness to retirees and the broader trend of decentralization from major cities. Projections suggest the population could reach around 120,000 by 2030.</p>
Location Benefit File	Population growth diagram (Profile ID)

Tenant Section

Tenant Info	<p>1) Ashley Services Group</p> <p>Ashley Services Group (ASG) is an Australian company specializing in labor hire, recruitment, and training services. With over 50 years of experience, ASG offers tailored workforce solutions across various industries, including logistics, manufacturing, rail, construction, and horticulture. Ashley Services Group operates 24 offices across Australia.</p>
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	<div>https://ashleyservicesgroup.com.au/</div> <div><h2>2) Housing Choices Australia</h2><p>Housing Choices Australia is a national, not-for-profit housing provider dedicated to delivering safe, quality, and affordable housing for individuals and families on low to moderate incomes, including those with disabilities. They manage over 7,000 social and affordable homes, supporting more than 8,500 residents across Australia. Their services encompass social housing, affordable rentals, and Specialist Disability Accommodation, all aimed at fostering inclusive communities. As of now, Housing Choices Australia operates 11 offices nationwide, with locations in Victoria, Tasmania, South Australia, Western Australia, and New South Wales.</p><div>https://www.housingchoices.org.au/</div></div>																																																
Tenant File	<div><div>Insert multi tenant table > copy into DRIVE > 03-WUP FILES</div><table><tr><th>#</th><th>Tenant Name</th><th>GLA</th><th>Area %</th><th>Annual Rent</th><th>SQM Rate</th><th>Lease Type</th><th>Increase</th><th>Outgoings</th><th>Lease Start</th><th>Lease Expiry</th><th>Options</th></tr><tr><td>1</td><td>Ashley Services Group Limited</td><td>333</td><td>50.6%</td><td>\$59,520</td><td>\$179</td><td>Net -</td><td>Fixed 3.5% and greater of CPI</td><td>\$19,946</td><td>01-Aug-24</td><td>31-Jul-27</td><td>3 + 3 years</td></tr><tr><td>2</td><td>Housing Choices Western Australia Limited</td><td>325</td><td>49.4%</td><td>\$61,740</td><td>\$190</td><td>Net -</td><td>CPI</td><td>\$15,492</td><td>01-Mar-24</td><td>28-Feb-27</td><td>3 years</td></tr><tr><td></td><td></td><td>658</td><td>100.00%</td><td>\$121,260</td><td>\$184</td><td></td><td></td><td>\$35,438</td><td></td><td></td><td></td></tr></table></div>	#	Tenant Name	GLA	Area %	Annual Rent	SQM Rate	Lease Type	Increase	Outgoings	Lease Start	Lease Expiry	Options	1	Ashley Services Group Limited	333	50.6%	\$59,520	\$179	Net -	Fixed 3.5% and greater of CPI	\$19,946	01-Aug-24	31-Jul-27	3 + 3 years	2	Housing Choices Western Australia Limited	325	49.4%	\$61,740	\$190	Net -	CPI	\$15,492	01-Mar-24	28-Feb-27	3 years			658	100.00%	\$121,260	\$184			\$35,438			
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Tenant Logo	<div>> copy into DRIVE > 03-WUP FILES</div> <div><div></div><div><div>ASHLEY SERVICES GROUP</div><div>HOUSING CHOICES AUSTRALIA</div></div></div>																																																

Financial Section

Financial Overview	All outgoings are 100% recoverable, including management fees
Financial Overview File	Paste Outgoings > copy into DRIVE > 03-WUP FILES

69 Pinjarra Road Mandurah	
2023-2024	
Variable Outgoings	
Council Rates	8,879.44
Water Rates	2,242.80
Land Tax	562.50
Insurance	2,649.52
Gardening	1,653.01
Fire Services	840.35
Repairs & Maintenance	1,008.00
Management Fees	2,110.89
Total	19,946.51 (exc GST)
*Estimate Only	
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4 Stevenson Street Mandurah	
2023-2024	
Variable Outgoings	
Council Rates	7,352.42
Water Rates	3,255.06
Land Tax	375.00
Insurance	2,429.33
Management Fees	2,080.10
Total	15,491.91 (Exc GST)
* Estimate Only	

Rental Comparison

Tenant Info	<p>69 Pinjarra Road, Mandurah - 333m2 - \$179/m2 + 10 car bays</p> <p>4 Stevenson Street, Mandurah - 325m2 - \$190/m2 + 10 car bays</p> <p>9B Smart Street, Mandurah - 278m2 - \$198/m2, no car bay (similar)</p> <p>14 Davey Street, Mandurah - 354m2 - \$184/m2 + 12 car bays (similar)</p> <p>26 Forrest Street, Pinjarra - 300m2 - \$233/m2, no car bay (similar)</p> <p>1/78 Pinjarra Road, Mandurah - 319m2 - \$180/m2 + 12 car bays (asking rent) (similar)</p> <p>11A Smart Street, Mandurah - 348m2 - \$239/m2 + 8 car bays (asking rent) (similar)</p>
Rental Yield Calculator Link	https://www.rethinkinvesting.com.au/calculator-result/ryc_uw6ssjsj

Offer To Purchase – Subject to further negotiations*

Purchase Price	\$1,930,000
Deposit	\$50,000

DD Due	21 days from offer acceptance
Finance Due	28 days from offer acceptance
Settlement Due	21 days from going unconditional
Special Conditions	The offer is subject to

GENERAL INFO

Hi Steve

As discussed, updated IM.

With the rent review in March on Stevenson St the combined passing rent is now \$121,260 + GST on \$1.9M it is showing a yield of 6.38%.

Pinjarra Rd is due for a rent review on 1 Aug 2025 which is 3.5% or CPI whichever the greater, this is likely to result in new combined passing rent of \$123,343, on \$1.9M this will show a yield of 6.49%.

Kind regards

Frank Gotsis
Director