



We would like to take this opportunity to wish you all a **Merry Christmas** and prosperous **New Year**.



**By Fred Raven**  
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Managing Director

**"A word from Fred"**

Welcome to our twelfth issue of **Raven's E-News**.

**RAVEN'S SELL PHARMACIES**

**THERE HAS BEEN A LOT OF TALK ABOUT SHOPPING CENTRE LEASES**

Some tenants are not aware of the **extra** things that they must pay to the landlord in addition to the "base rent".

We have seen one case where the outgoings were **equal** to the base rent i.e \$275,000 base rent **plus** \$275,000 outgoings = \$550,000 total rent and outgoings!

Letting agents often quote rent as say "\$70,000 a year which for a 150sqm space is \$466.66 sqm per year" and hope that you will **forget** to ask what outgoings are to be paid on top of that. So **"gross rent" (base + outgoings) is the relevant figure**.

An example of what can constitute "outgoings" here is an actual list of **30 items** which can be classified as outgoings, taken from a pre-lease agreement.

Shops in a "strip" shopping street don't have anywhere near these charges - usually only about three to four items.

**So** beware before you sign a lease. Get good legal advice and a written list of outgoings.

**FRED RAVEN**

**OUTGOINGS PER ANNUM**

*These items are in addition to the rent.*

- |                                  |  |
|----------------------------------|--|
| Child minding                    | Air conditioning/ventilation           |
| Car parking                      | Building intelligence & emergency      |
| Public address/music             | Electricity                            |
| Security                         | Energy management systems              |
| Signs                            | Fire protection                        |
| Telephone (public)               | Lifts & escalators                     |
| Uniforms                         | Gardening                              |
| Audit fees                       | Gas & oil                              |
| Management fees                  | Insurance                              |
| (paid for management of centre)  | Cleaning (consumables)                 |
| Management fees                  | Pest control                           |
| (Admin costs to run centre)      | Repairs & maintenance                  |
| Land Tax                         | Sinking fund for repairs & maintenance |
| Local Government rates & charges | Strata levies                          |
| Water, Sewerage &                | Sewage disposal & sullage              |
| draingage rates & charges        | Waste disposal & removal               |

**PHARMACY FOR SALE**

**No Competition  
One Pharmacy Town (#1483)**

This pharmacy is located in a strip shopping centre with a good mix of other businesses, trades 5.5 days per week and is currently fully managed and has doctor very close by.

- One pharmacy town
- Good rent in terms of dollars & lease
- Good Gross Profit
- Net Profit of \$283,483. In addition to the \$283,483 an owner would receive \$96,720 wages (as allowed for in "staffing") making a total income of \$380,203.

**All enquires to Sue Raven**

**1800 670 440 or 0407 759736**

**Sale Price \$1,770,000**

**Raven's State Agents**

- \*Vince Battiato (Sydney & NSW)  
(M) 0410 299 271
- \*Brian Joyce (Sydney & NSW)  
(M) 0417 452 445
- \*D'Arcy Wentworth  
(ACT & West NSW) (M) 0417 219 901
- \*Adam Bell (Brisbane & QLD)  
(M) 0448 840 002
- \*All other States please call  
Head Office 1800 670 440



**SPECIALISING IN HEALTH LENDING**

Mark Churchill or Natalie Roberts

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