



62 Yass Street, Gunning, NSW 2581

Apartment and Cafe Space
Property Information Package



2



1



2

Auction

Advantage



Thank you for attending this open home.

62 Yass Street, Gunning, NSW 2581

We appreciate you taking the time to inspect this property.
Our aim is to ensure you have all the information you need to make an informed decision.

If You Are Buying, We Can Provide:

- Copies of all relevant reports and documentation
- Guidance on the auction process and bidding strategy
- Flexible settlement and deposit arrangements (where possible)

Download all property documents instantly — just scan the QR code within this document.
In most instances, we do not sell prior to auction. This allows you the time to complete your research, arrange finance, and make an informed decision — without unnecessary pressure.

If you need an inspection outside of the scheduled open home times, please let me know and I'll do my best to arrange a suitable time.

If You Are a Future Seller, We Can Provide:

- A detailed market appraisal with recent comparable sales
- A tailored auction strategy to maximise competition and price
- Advice on presentation, marketing, and campaign timing
- Clear updates and feedback throughout the process

With over 350 auctions called, we understand the important concepts that drive strong results — from buyer psychology to campaign timing and on-the-day strategy.

Learn more about how we achieve top results — scan the QR code within this document to visit our auction portfolio and seller resources.



Frank Walmsley
Auctioneer and Director

Real Estate Licence Number: 18404240

My email is contact@auctionadvantage.com.au
My mobile is 0400 446 605



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Perspective From the Market.

I've sold four-day-a-week cafés in Canberra for \$400,000 making around \$120,000 per year. I've sold commercial properties for \$1.5 million returning \$75,000 in rent.

Rarely do I see a business and think: "This is something I could do — and would do." This is one of those times. Freehold. Income. Residential accommodation. Community. All in one.

A Genuine Transition

The owner and I are working in partnership for this campaign. She will conduct open inspections personally so you can experience the business properly. All financial and commercial enquiries should be directed to me.

After 18 years, she is ready for her next chapter — and she genuinely wants the next owner to succeed.

She is prepared to:

- Teach you the recipes
- Introduce you to the locals
- Transition staff and suppliers
- Support a structured handover

This is not a rushed exit. It is a genuine passing of the baton.

The Opportunity

Freehold hospitality assets with residential accommodation rarely come to market — particularly with an 18-year trading history.

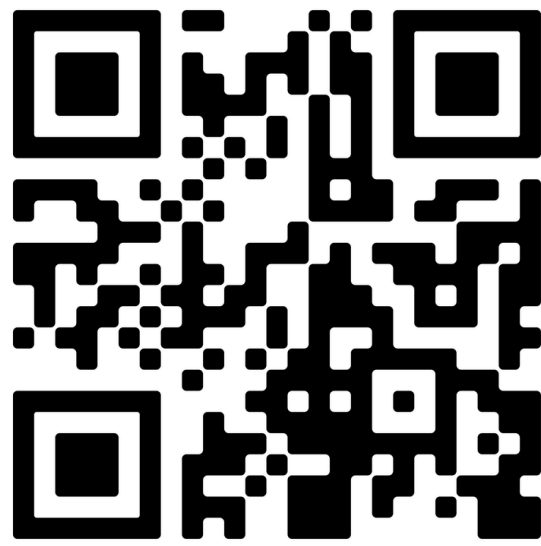
Auction Price Guide: \$950,000

Business, Freehold & Apartment Included
Tree change. Income. Flexibility.
Community. Asset security.

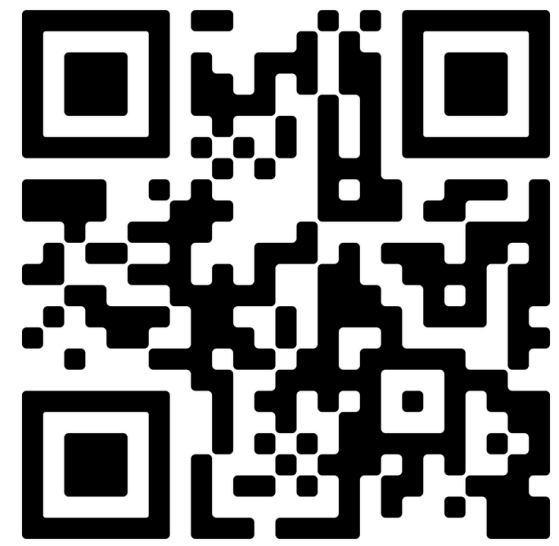




**Auction Property
Agreement**



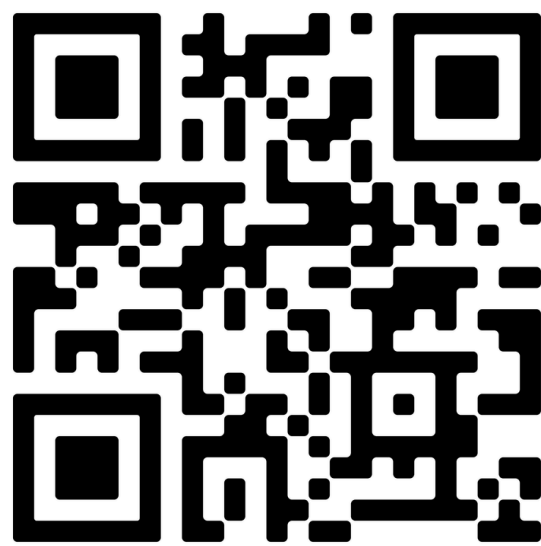
**Auction Business
Agreement**



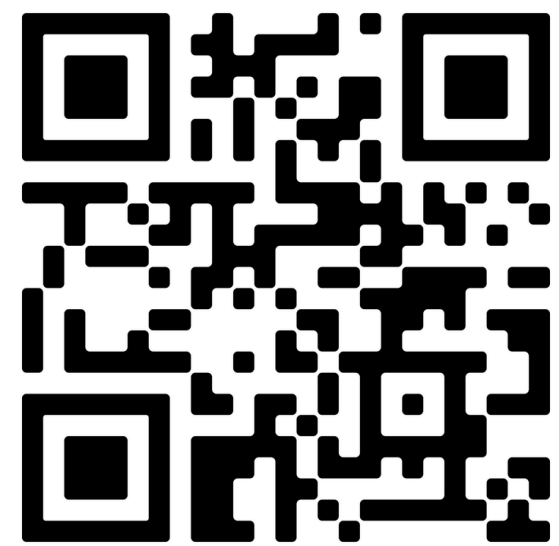
**Dimensional
Floorplan**



**Walkthrough
Video**



**Gunning
Market Report**



**Rental
Valuation**

Property Snapshot - Merino Cafe & Freehold

Price Guide: \$950,000

Own the building, own the business, live upstairs, change your life - without giving up income.

Dreaming of a Tree Change — Without Risking Everything?

People often ask: How do we make a tree change or sea change...and still maintain income, flexibility, and the ability to travel? This is that opportunity.

Merino Café is an 18-year established hospitality business offered together with the freehold property and a renovated two-bedroom apartment above — all in one package. This is not a start-up. This is proven income, asset security and lifestyle combined.

What Does \$950,000 Buy You?

What does \$950,000 buy you in Canberra?

- A small house, a mortgage,
- Traffic,
- The same routine tomorrow.

What does \$950,000 buy you in Sydney?

- An apartment,
- Body corporate fees,
- Limited control.

What does \$950,000 buy you in Gunning?

- A freehold commercial building,
- A profitable cafe business,
- A renovated two-bedroom apartment,
- 765sqm of land in the heart of town,
- Income from day one,
- Flexibility and control.

It buyers ownership - not just property.





A Simple Model That Works

One of the strengths of Merino Café is its simplicity. It focuses on what it does well:

- Great coffee
- Homemade cakes and slices
- Fresh gourmet sandwiches
- Honest café food

This is not a chef-dependent, high-complexity kitchen. It does not require highly specialised staff. It requires people who care. The menu is proven, the systems are established, the staff are trained across all areas.

Lower complexity, lower stress, stronger consistency.

Four-Day Trading. Real Balance.

Currently trading Wednesday to Saturday.

There's a reason more hospitality operators are embracing four and five-day models. It allows:

- Time to recharge
- Time to travel
- Time to pursue other interests
- Sustainable operations

When owners and staff aren't burnt out, customers feel it. This is sustainable profitability.

Regional Investment Logic

Maybe you're a couple seeking balance. Maybe one of you still works in Canberra. Two tracks of Fleetwood Mac and you're there. No traffic lights leaving Gunning. Clear road. Clear head.

Approximately 45 minutes to Canberra.

Approximately 2.5 hours to Sydney.

I genuinely believe the future of investment lies in regional communities within 90 minutes of major capital cities. Gunning sits squarely in that corridor. Accessible. Connected. Authentic.

Auction Agreement

Contract for the sale and purchase of land 2022 edition

TERM	MEANING OF TERM	NSW DAN:
vendor's agent	Auction Advantage Unit 6 80 Emu Bank Belconnen ACT 2617	email: marketing@cgfb.com.au
co-agent		
vendor	Rea Brett 10 Hume Street GUNNING NSW 2581	
vendor's solicitor	Johnson & Sendall Pty Ltd PO Box 150, Goulburn 2580	phone: (02) 4821 1588 email: info@johnsonandsendall.com.au ref: 268513
date for completion land (address, plan details and title reference)	42 days after the contract date 62 Yass Street Gunning NSW 2581 LOT D DEPOSITED PLAN 160736 Folio Identifier D/160736	(clause 15)
improvements	<input checked="" type="checkbox"/> VACANT POSSESSION <input type="checkbox"/> subject to existing tenancies <input type="checkbox"/> HOUSE <input checked="" type="checkbox"/> garage <input type="checkbox"/> carport <input type="checkbox"/> home unit <input type="checkbox"/> carspace <input type="checkbox"/> storage space <input type="checkbox"/> none <input checked="" type="checkbox"/> other: ground level cafe, upstairs 2 bedroom apartment	
attached copies	<input type="checkbox"/> documents in the List of Documents as marked or as numbered: <input type="checkbox"/> other documents:	

A real estate agent is permitted by legislation to fill up the items in this box in a sale of residential property.	
inclusions	<input type="checkbox"/> air conditioning <input type="checkbox"/> clothes line <input type="checkbox"/> fixed floor coverings <input type="checkbox"/> range hood <input type="checkbox"/> blinds <input type="checkbox"/> curtains <input type="checkbox"/> insect screens <input type="checkbox"/> solar panels <input type="checkbox"/> built-in wardrobes <input type="checkbox"/> dishwasher <input type="checkbox"/> light fittings <input type="checkbox"/> stove <input type="checkbox"/> ceiling fans <input type="checkbox"/> EV charger <input type="checkbox"/> pool equipment <input type="checkbox"/> TV antenna <input type="checkbox"/> other:
exclusions	gym set and weights stored in cafe garage/storage room
purchaser	
purchaser's solicitor	
price deposit balance	_____ (10% of the price, unless otherwise stated)
contract date	_____ (if not stated, the date this contract was made)

Where there is more than one purchaser JOINT TENANTS
 tenants in common in unequal shares, specify:

GST AMOUNT (optional) The price includes GST of: \$

buyer's agent

Note: Clause 20.15 provides "Where this contract provides for choices, a choice in BLOCK CAPITALS applies unless a different choice is marked."

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Contract for the sale and purchase of business — 2021 edition

(a choice printed in BLOCK CAPITALS applies unless a different choice is marked)

<i>Vendor's agent</i> (if more than one, the first named)	Name Auction Advantage Address Unit 6 80 Emu Bank, Belconnen, ACT, 2617	Phone 0422 002 099 Fax Ref Maya Zielinski
<i>Vendor</i>	Name Rea Brett Address 10 Hume Street, Gunning, NSW, 258	ACN/ARBN ABN
<i>Vendor's</i> <input checked="" type="checkbox"/> SOLICITOR <input type="checkbox"/> conveyancer	Name Johnson & Sendall Pty Ltd Address and DX 35 Montague Street, Goulburn, NSW, 2580, PO Box 150 Goulburn, NSW, 2580 e-mail address info@johnsonandsendall.com.au	Phone 02 48211588 Fax Ref Alison Howarth
<i>Purchaser</i>	Name Address	ACN/ARBN ABN
if more than one	<input type="checkbox"/> joint tenants <input type="checkbox"/> TENANTS IN COMMON (in equal shares unless otherwise stated)	
<i>Purchaser's</i> <input type="checkbox"/> SOLICITOR <input type="checkbox"/> conveyancer	Name Address and DX e-mail address	Phone Fax Ref
<i>Depositholder</i>	<i>Vendor's agent</i>	Invest deposit <input type="checkbox"/> NO <input type="checkbox"/> yes (clause 3)
<i>Completion date</i>	42nd	day after the contract date (clause 19)
<i>Business name</i>	Merino Café ABN 386 747 990 03 Registered: <input type="checkbox"/> no <input checked="" type="checkbox"/> YES	(clause 20)
<i>Premises</i>	62 Yass Street, Gunning NSW 2581	
<i>Contact numbers</i>	(include landline, fax, mobile numbers, e-mail address, domain name, webpages and social media being transferred with <i>business</i>) 0458 533 532, merinocafeinvoices@outlook.com , Facebook page	
<i>Type of business</i>	Café and Bakery	
<i>Restraint time</i>	Years (if not stated, no restraint time)	(clause 17)
<i>Restraint distance</i>	Kilometres (if not stated, no restraint distance)	(clause 17)
<i>Training period</i>	Pre-completion: 2 weeks at \$40 per hour phone assistance	Post-completion: 2 weeks (clause 26)
<i>Price</i>	\$	
<i>Deposit</i>	\$ (10% of the price, unless otherwise stated)	
<i>Balance</i>	\$	
<i>Trading stock sum</i>	\$ (clause 4)	
<i>Asset and price apportionment</i>	Goodwill: Equipment: (or as set out in attached apportionment schedule)	
<i>Interdependent contract</i>	NO <input type="checkbox"/> yes <input checked="" type="checkbox"/> (clause 19) If yes – Contract for Sale of Real Property 62 Yass Street, Gunning Vendor Rea Brett	
<i>Contract date</i>	(if not stated, the date this contract was made)	

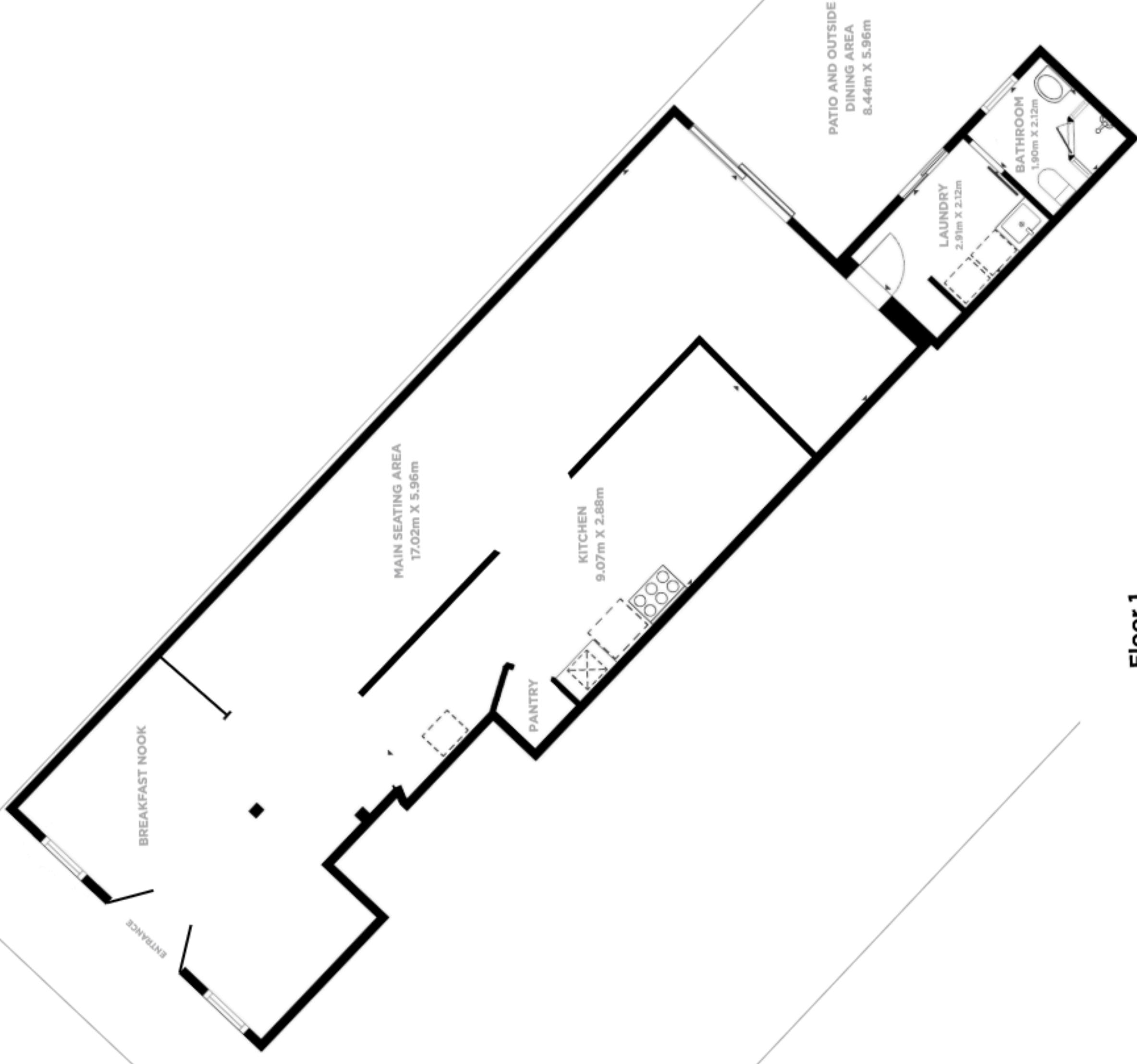
NOTE: Subject to clause 13, the price INCLUDES goods and services tax (if any) payable by the vendor.

Floorplan and Block Size

Merino Cafe Floorplan



Yass Street



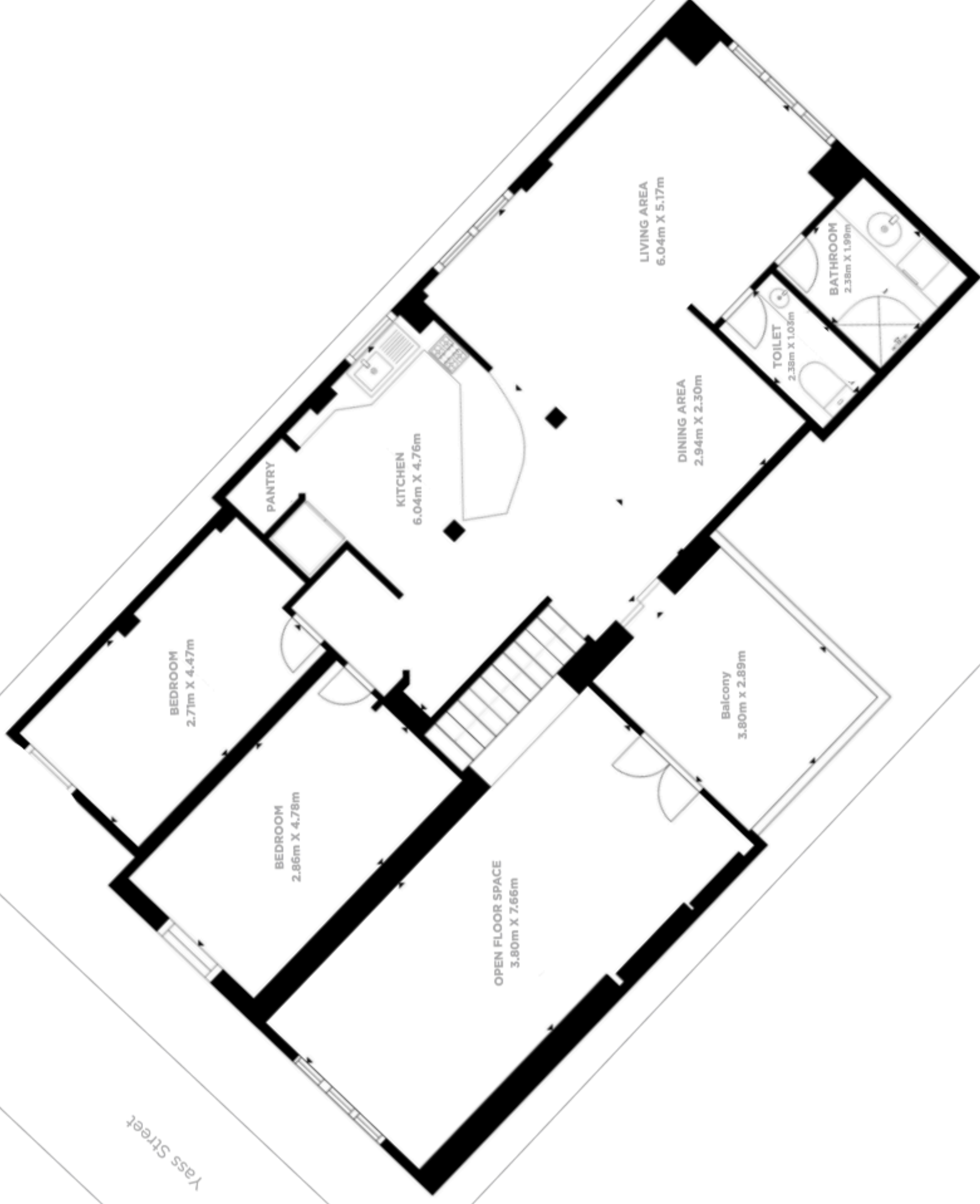
Floor 1

GROSS INTERNAL AREA
FLOOR PLAN 107.7 m²
TOTAL : 107.7 m²

SIZES AND DIMENSIONS ARE APPROXIMATE, ACTUAL MAY VARY.

Please note, every care has been taken to make this floor plan accurate and precise, these dimensions are approximates.

Apartment Floorplan



Floor 2

GROSS INTERNAL AREA
FLOOR 1: 4 m², FLOOR 2: 131 m²
TOTAL: 135 m²
EXCLUDED AREA: BALCONY: 11 m²
SIZES AND DIMENSIONS ARE APPROXIMATE, ACTUAL MAY VARY.

Please note, every care has been taken to make this floor plan accurate and precise, these dimensions are approximates.





Gunning CourtHouse

Gunning Holden
Wall of Fame



765 m²

62A

87.63 m

8.73 m

Apartment Rental Valuation

23 February 2026

To Whom It May Concern,

I have reviewed the current rental market to provide an estimate for the likely rent achievable at 62 Yass Street, Gunning NSW. This property comprises a modern two-bedroom apartment positioned within the township of Gunning, offering low-maintenance living in the heart of the town.

The apartment presents as a well-maintained and updated residence with contemporary finishes and a functional open-plan layout. Two-bedroom properties of this nature are in limited supply within Gunning, particularly those offering modern interiors and easy-care living. The property is well suited to couples, small families, or tenants commuting to Yass, Goulburn or Canberra seeking affordability and lifestyle balance.

At the time of this valuation, rental stock within Gunning remains relatively tight, supporting consistent demand for quality properties. Based on recent market activity in Gunning and surrounding areas including Yass and Goulburn, I believe this property would reasonably achieve \$400 per week in rent, with an expected range between \$380 and \$420 per week, depending on presentation, lease terms and inclusions.

Comparable Rentals in Gunning and Surrounding Areas

1. 10 Biala Street, Gunning – 2 bed / 1 bath house – \$380 per week
2. 45 Yass Street, Gunning – 2 bed / 1 bath cottage – \$395 per week
3. 12 Comur Street, Yass – 2 bed / 1 bath unit – \$420 per week
4. 8 Orion Street, Goulburn – 2 bed / 1 bath unit – \$410 per week
5. 3 Marsden Street, Yass – 2 bed / 1 bath apartment – \$430 per week

Overall, the property is well positioned within the local rental market and should attract steady interest when professionally presented and marketed.

Kind regards,

Frank Walmsley
Auctioneer

Historic Charm and Community Treasure

'London House'. Originally Skelley's Hotel. Note 1881 on facade - dubious. Gunning [picture]

Creator

Deane, Robert, 1937-

Call Number

PIC Box PS 7483 #PIC/P1360/8/R

Created/Published

1995

Extent

1 of 32 photographs : gelatin silver ; 16.4 x 21.5 cm.

Physical Context

[PIC Box PS 7476-7509 #PIC/P1360/1-34/R-Gunning, New South Wales, 1995 \[picture\]](#)./'London House'. Originally Skelley's Hotel. Note 1881 on facade -dubious. Gunning [picture].

[View Catalogue](#) [↗](#)



Gunning Market Report

SUBURB FLYOVER REPORT

GUNNING (HOUSE)

PREPARED BY: AUCTION ADVANTAGE, PH: 1300347655



GUNNING - Sales Statistics (Houses)

Year	# Sales	Median	Growth	Low	High
2008	11	\$ 250,000	0.0 %	\$ 165,000	\$ 330,000
2009	17	\$ 285,000	14.0 %	\$ 150,000	\$ 385,000
2010	10	\$ 260,000	-8.8 %	\$ 85,000	\$ 650,000
2011	16	\$ 320,000	23.1 %	\$ 140,000	\$ 630,000
2012	19	\$ 300,000	-6.2 %	\$ 150,000	\$ 440,000
2013	15	\$ 365,000	21.7 %	\$ 135,000	\$ 750,000
2014	10	\$ 268,500	-26.4 %	\$ 170,000	\$ 442,500
2015	23	\$ 335,000	24.8 %	\$ 149,000	\$ 715,000
2016	18	\$ 332,500	-0.7 %	\$ 25,000	\$ 472,500
2017	31	\$ 400,000	20.3 %	\$ 230,000	\$ 660,000
2018	14	\$ 336,356	-15.9 %	\$ 160,000	\$ 543,000
2019	15	\$ 420,000	24.9 %	\$ 50,000	\$ 1,185,000
2020	14	\$ 407,500	-3.0 %	\$ 175,000	\$ 800,000
2021	26	\$ 584,500	43.4 %	\$ 190,000	\$ 1,135,000
2022	24	\$ 600,000	2.7 %	\$ 319,000	\$ 1,200,000
2023	18	\$ 681,000	13.5 %	\$ 317,000	\$ 2,325,000
2024	16	\$ 675,000	-0.9 %	\$ 20,000	\$ 4,750,000
2025	18	\$ 732,500	8.5 %	\$ 369,000	\$ 1,300,000
2026	0				

Median Sale Price

\$732k

Based on 18 recorded House sales within the last 12 months (2025)

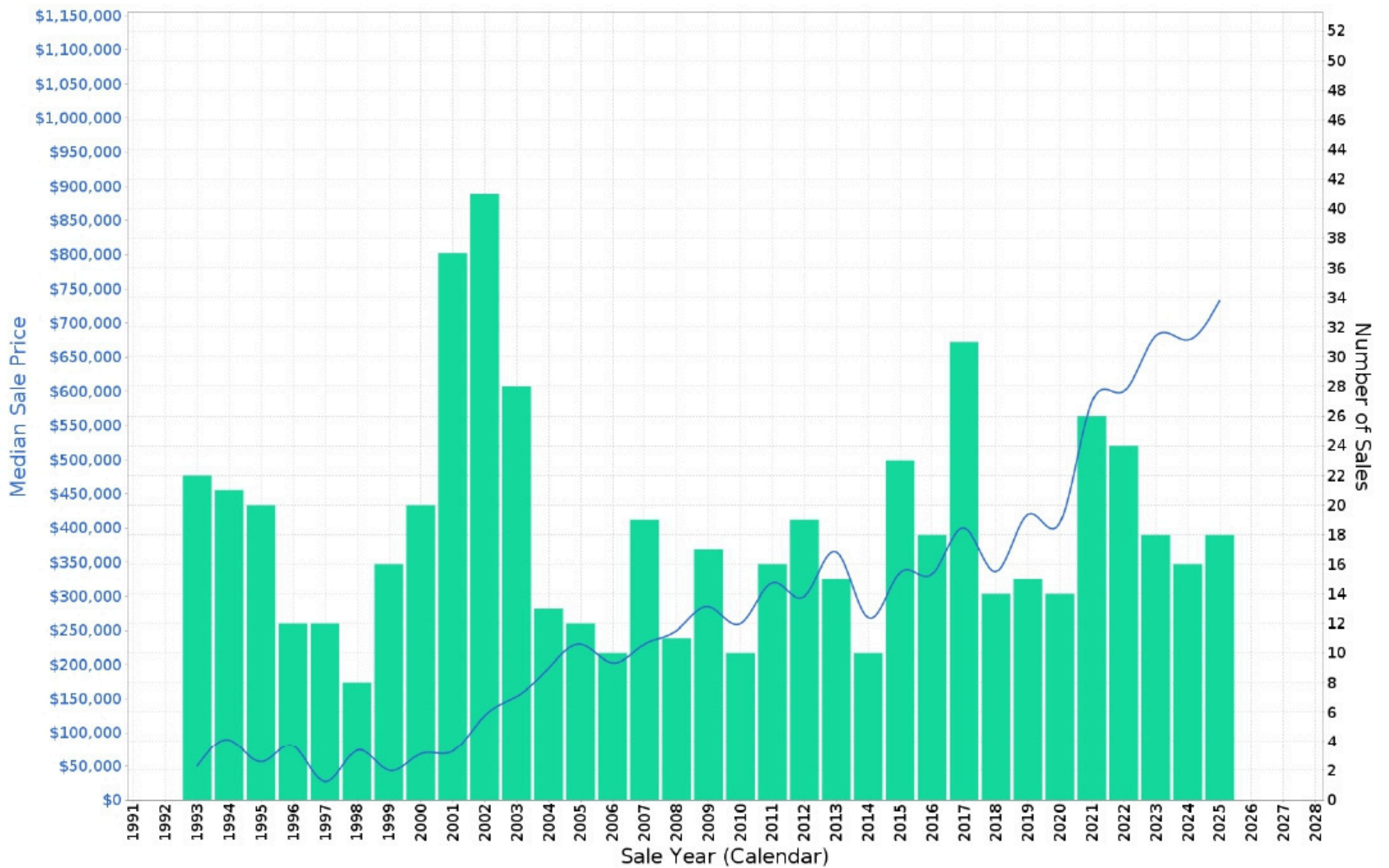
Based on a rolling 12 month period and may differ from calendar year statistics

Suburb Growth

+8.5%

Current Median Price: \$732,500
Previous Median Price: \$675,000

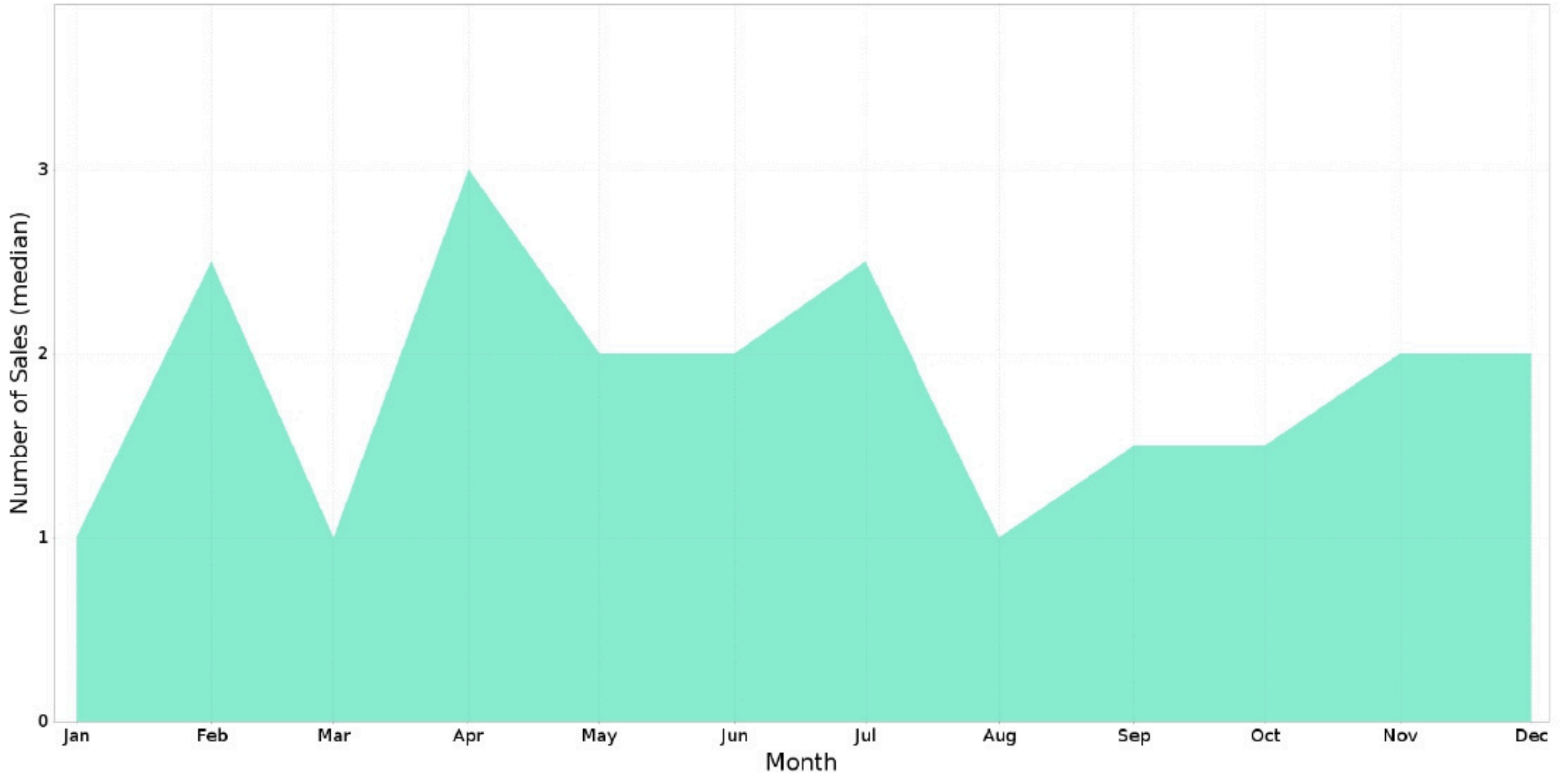
Based on 34 recorded House sales compared over the last two rolling 12 month periods



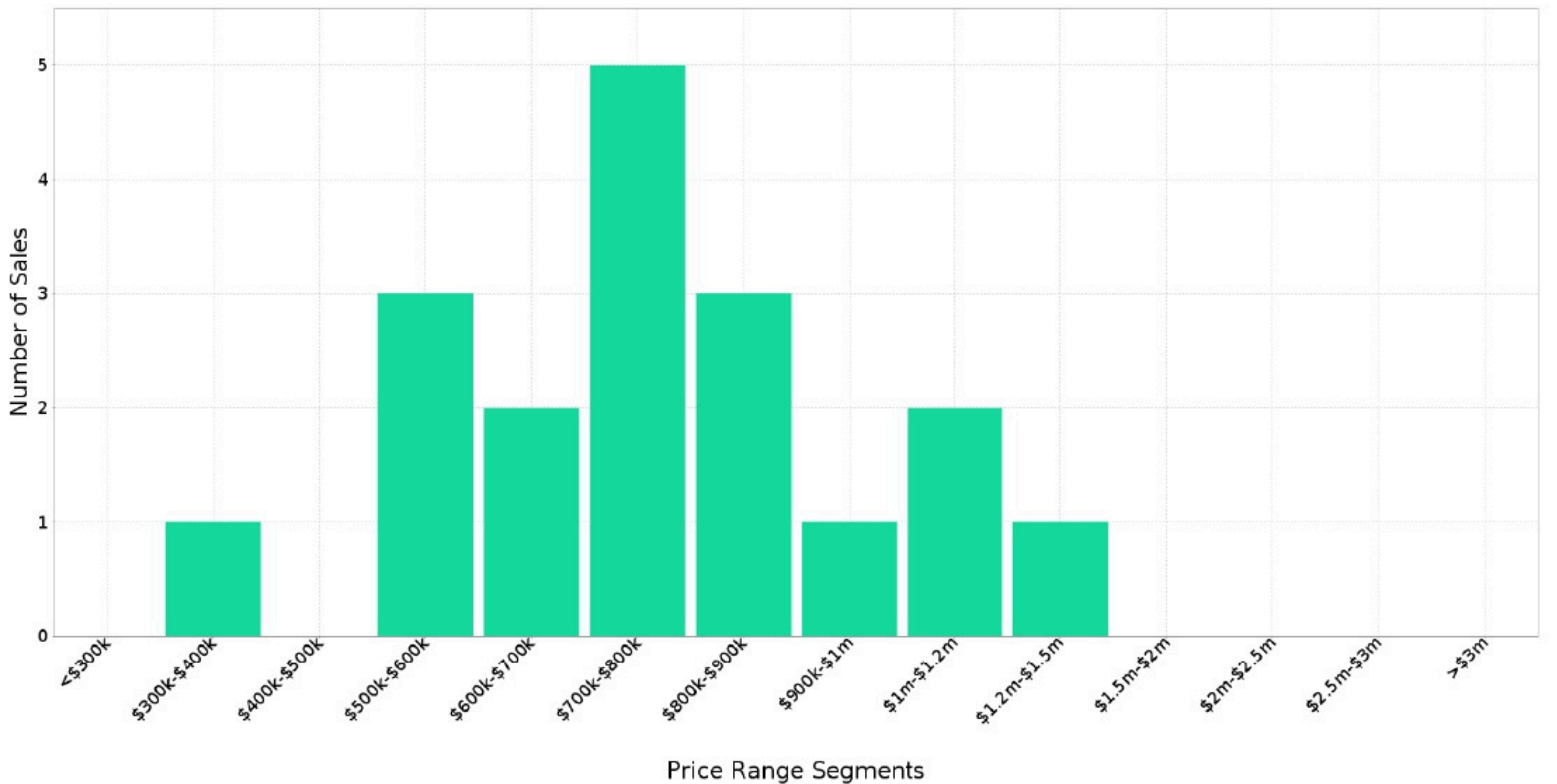
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GUNNING - Peak Selling Periods (3 years)



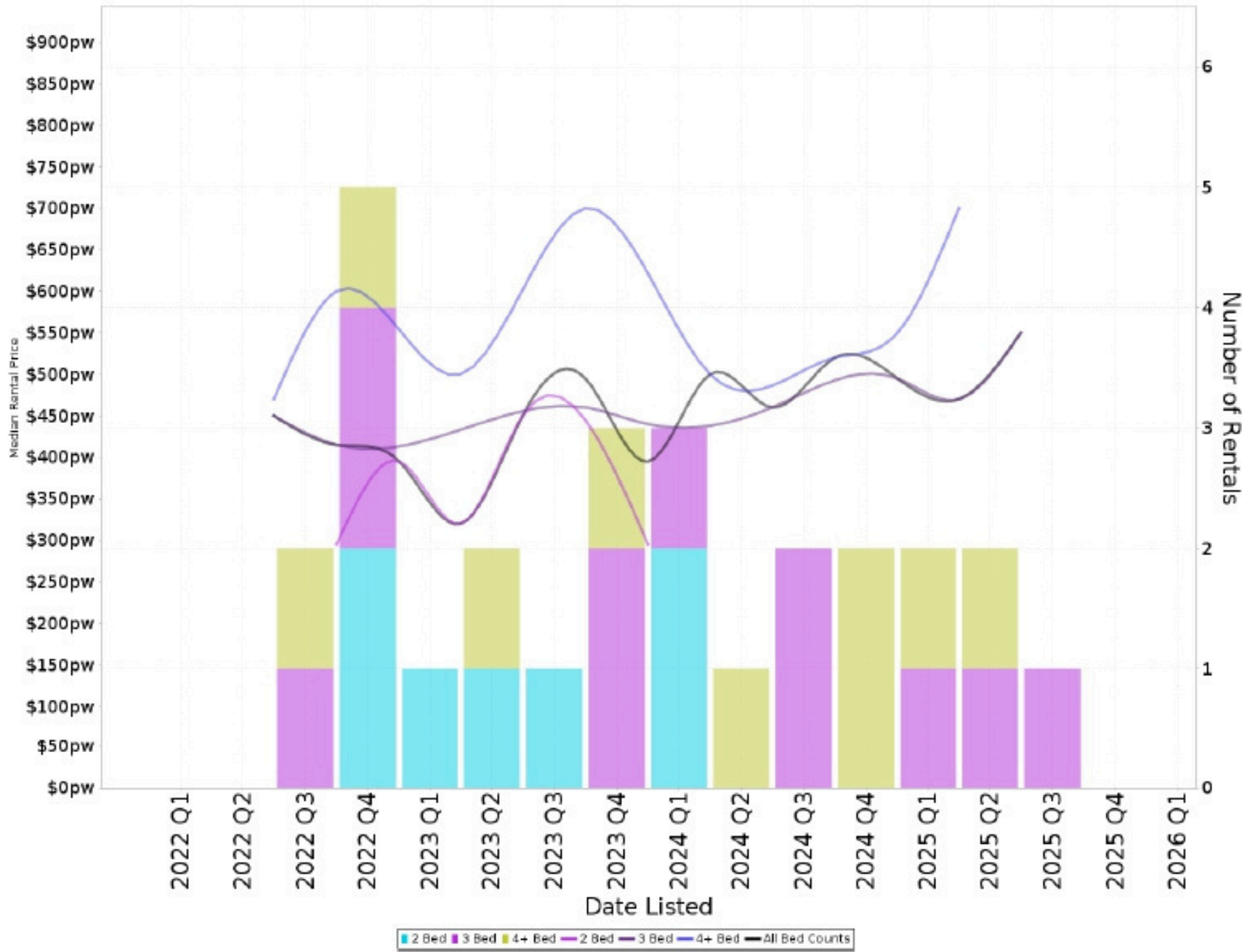
GUNNING - Price Range Segments (12 months)



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Median Weekly Rents (Houses)



Suburb Sale Price Growth

+8.5%

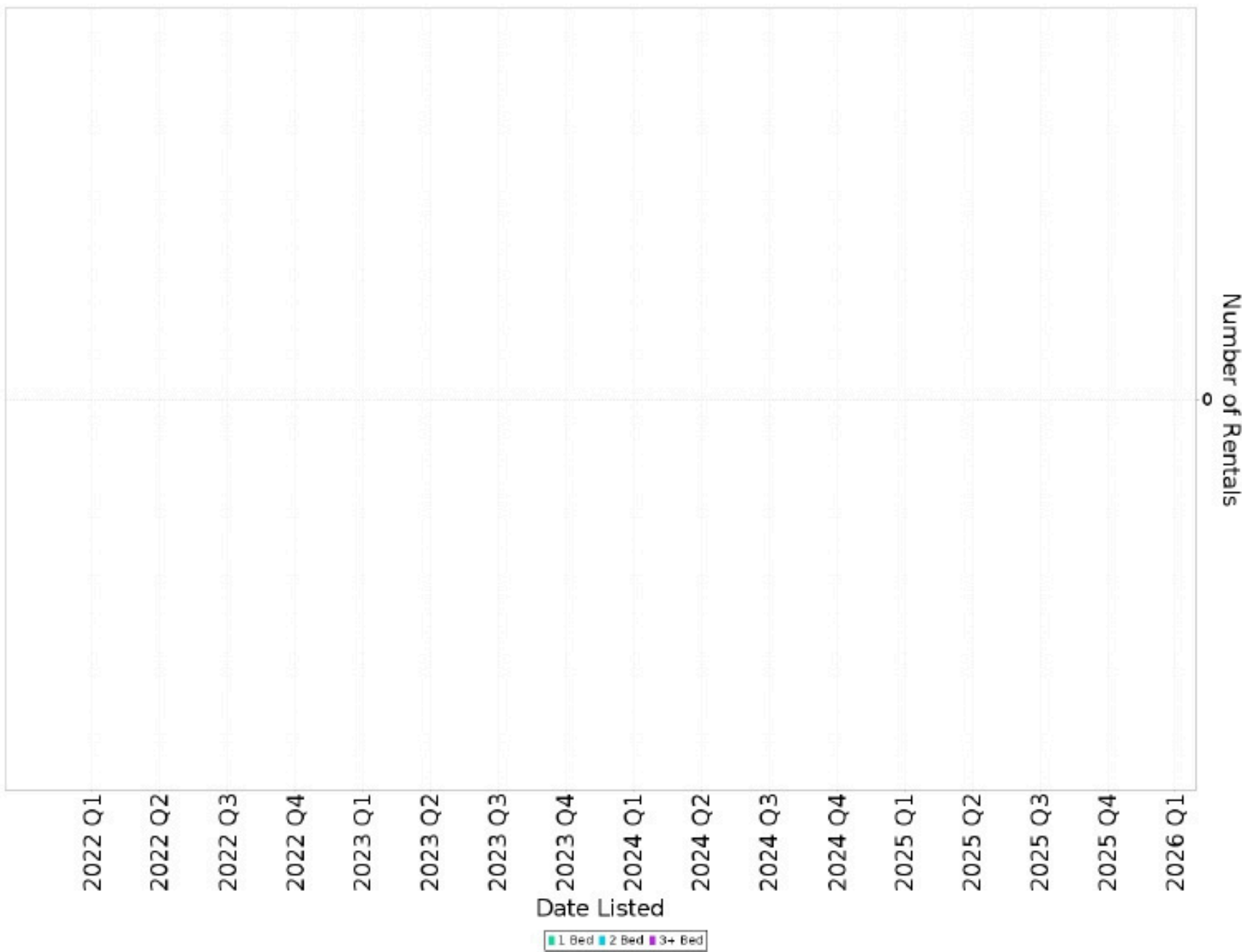
Current Median Price: \$732,500
 Previous Median Price: \$675,000
Based on 34 registered House sales compared over the last two rolling 12 month periods.

Suburb Rental Yield

+3.9%

Current Median Price: \$732,500
 Current Median Rent: \$550
Based on 5 registered House rentals compared over the last 12 months.

Median Weekly Rents (Units)



Suburb Sale Price Growth

N/A

Suburb Rental Yield

N/A

GUNNING - Recently Sold Properties

Median Sale Price

\$732k

Based on 18 recorded House sales within the last 12 months (2025)

Based on a rolling 12 month period and may differ from calendar year statistics

Suburb Growth

+8.5%

Current Median Price: \$732,500
Previous Median Price: \$675,000

Based on 34 recorded House sales compared over the last two rolling 12 month periods


Sold Properties

18

Based on recorded House sales within the 12 months (2025)

Based on a rolling 12 month period and may differ from calendar year statistics

81 YASS ST



\$500,000

Dec 2025
N/A

424 m² 2 1 -

67 BIALA ST



\$735,000

Nov 2025
55 Days

2,023 m² 3 2 1

26 COLLECTOR RD



\$609,000

Oct 2025
230 Days

4,274 m² 2 1 4

560 COLLECTOR RD




\$1,300,000

Oct 2025
150 Days

30.45 ha 5 2 4

5 AMBAR LANE



\$800,000

Aug 2025
145 Days

1,113 m² 3 2 3

GUNNING - Properties For Rent

Median Rental Price

\$550 /w

Based on 5 recorded House rentals within the last 12 months (2025)

Based on a rolling 12 month period and may differ from calendar year statistics

Rental Yield

+3.9%

Current Median Price: \$732,500
Current Median Rent: \$550

Based on 18 recorded House sales and 5 House rentals compared over the last 12 months

Number of Rentals

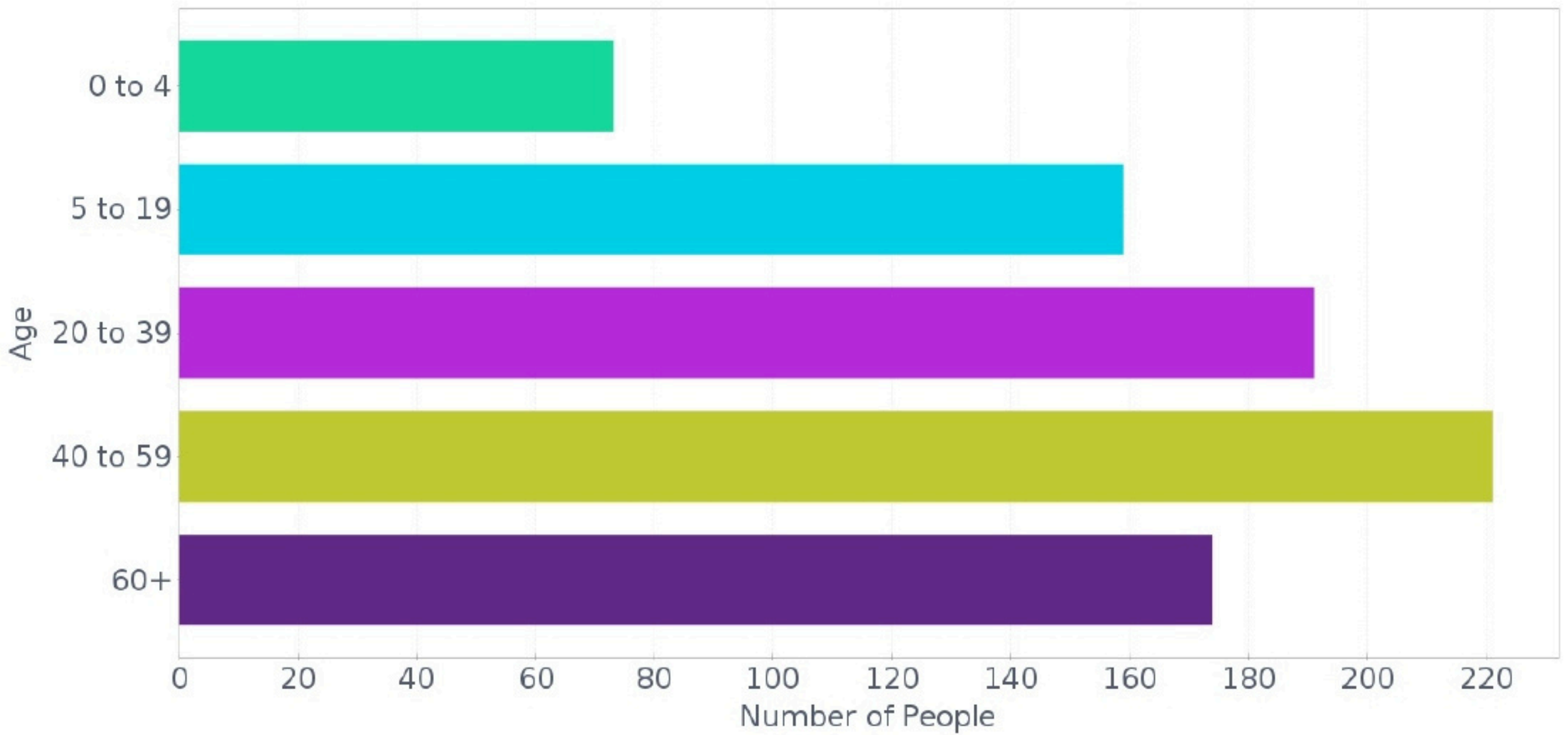
5

Based on recorded House rentals within the last 12 months (2025)

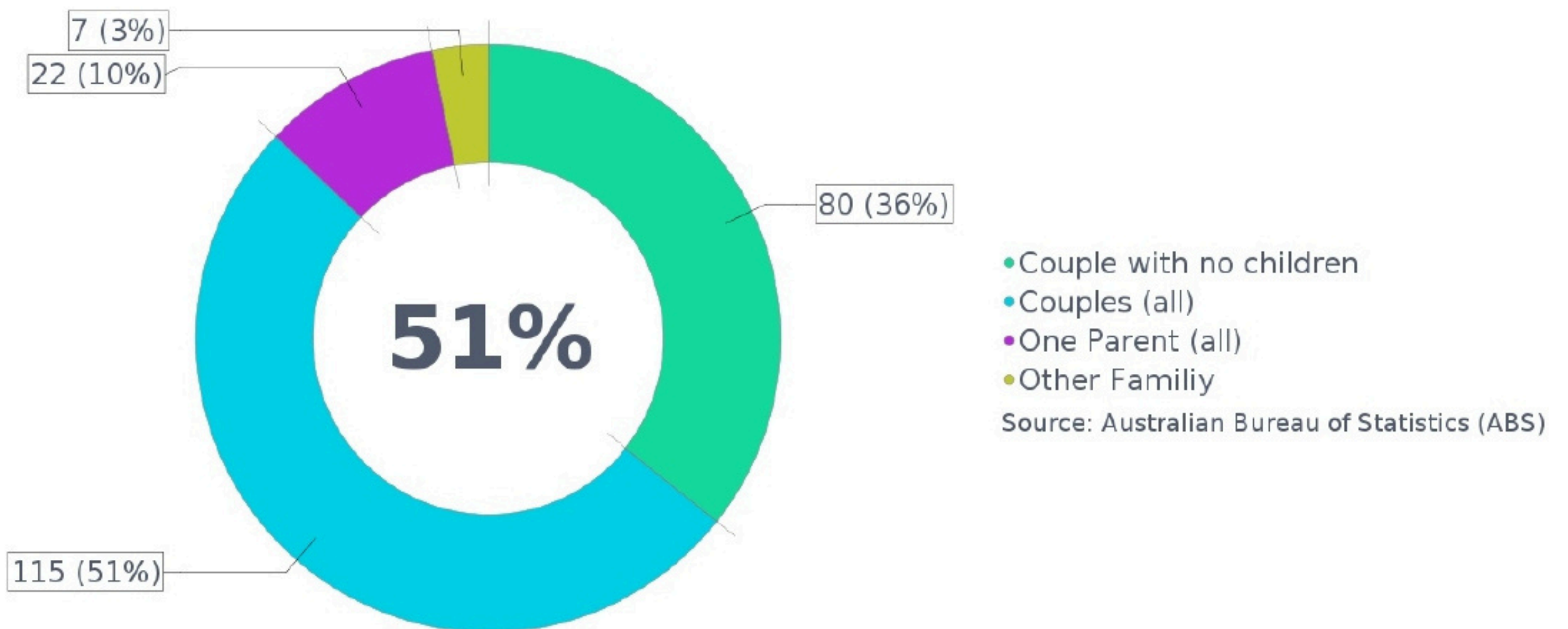
Based on a rolling 12 month period and may differ from calendar year statistics



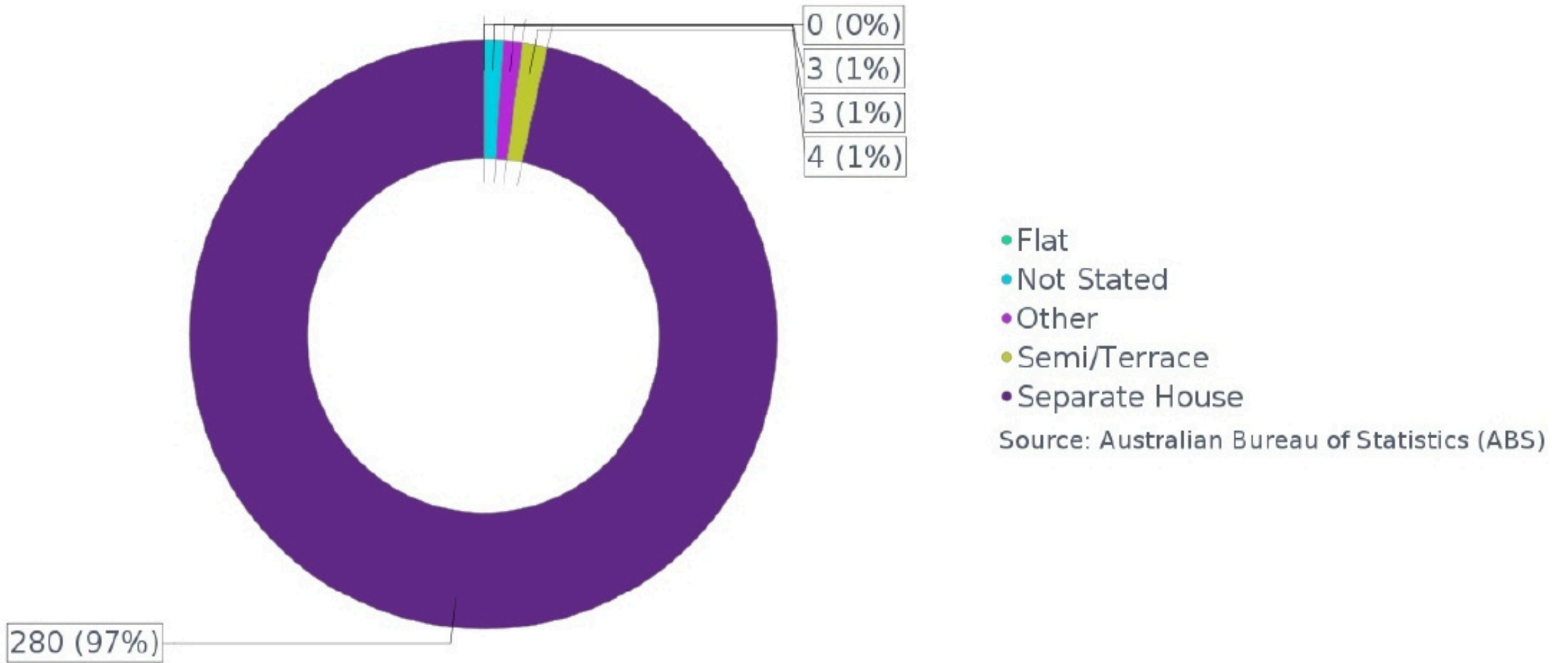
Age of Population (2021)



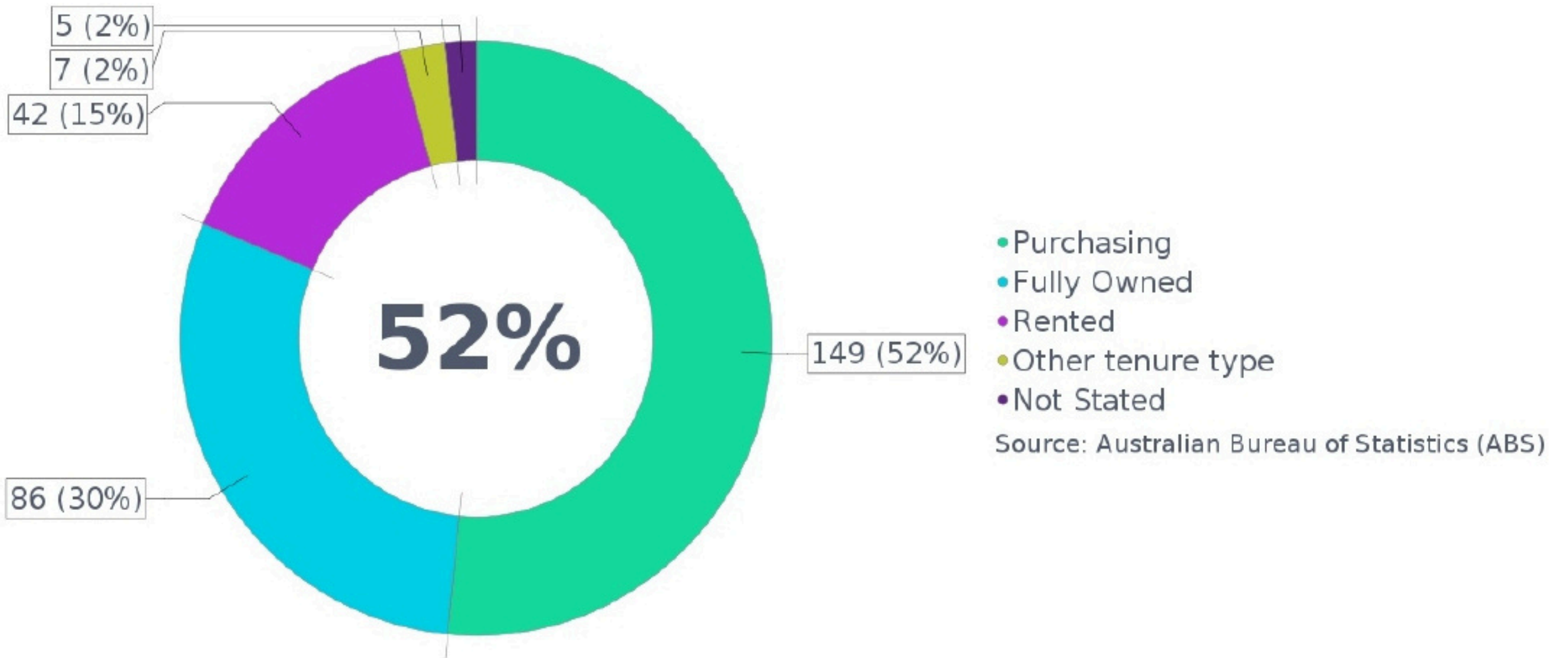
Family Composition (2021)



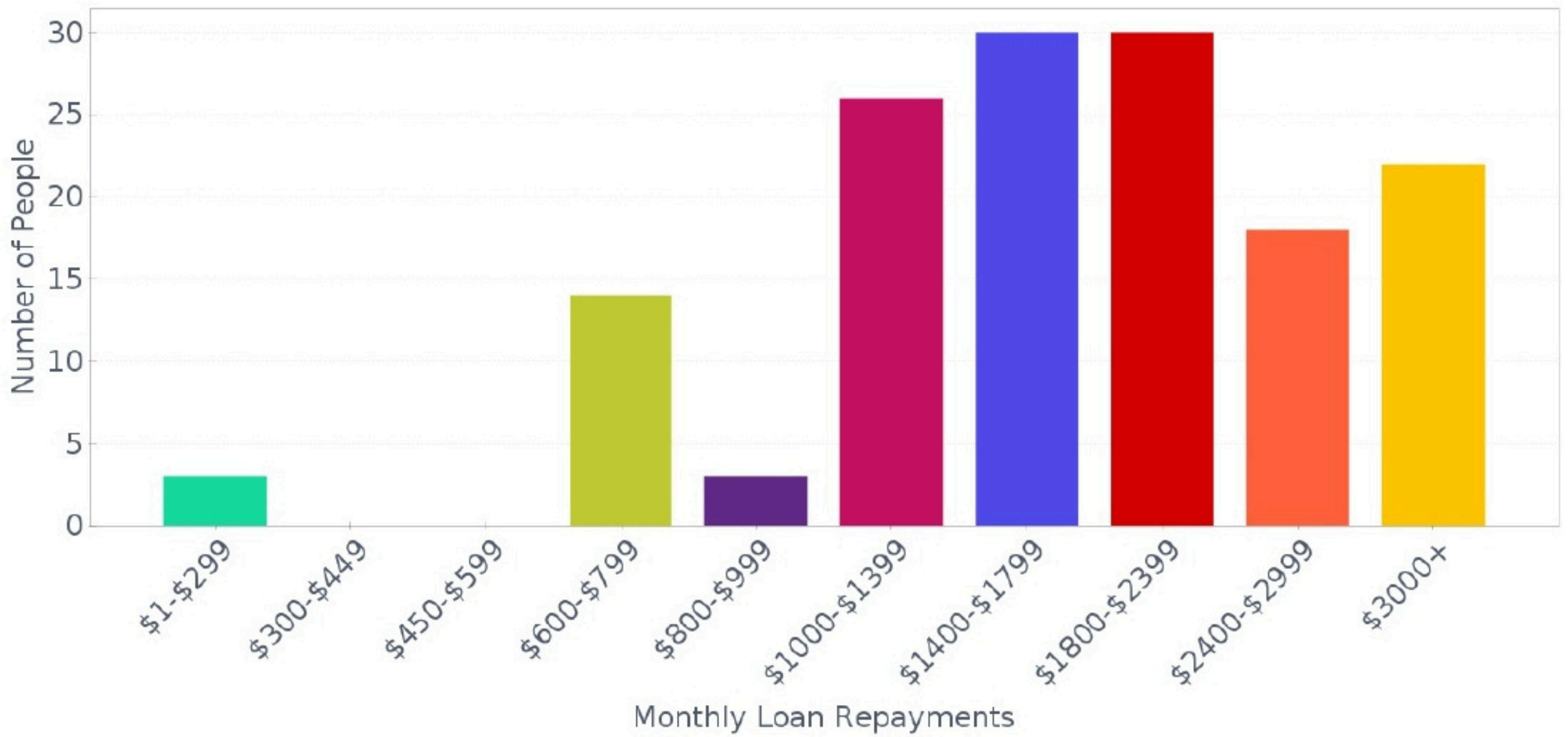
Dwelling Structure (2021)



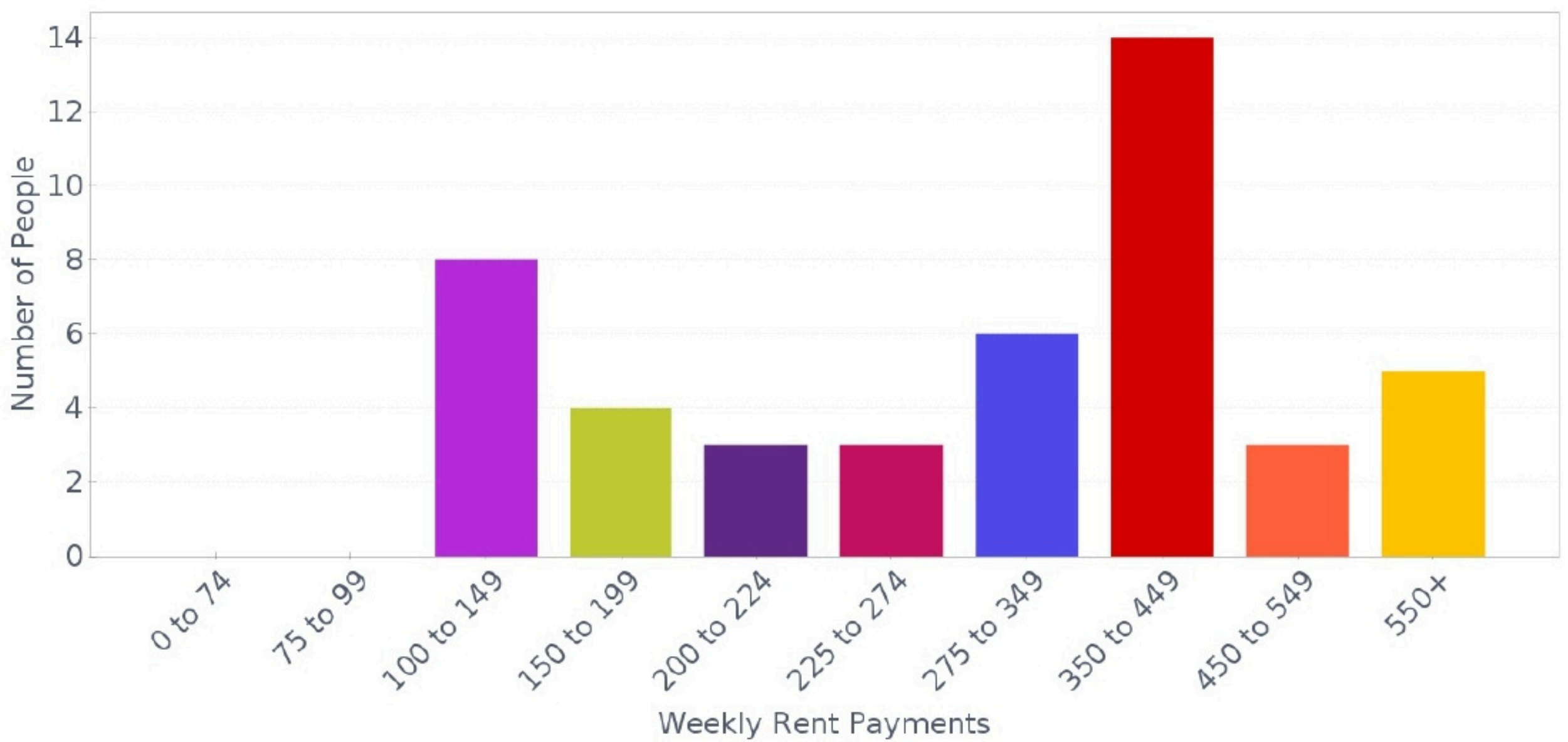
Home Ownership (2021)



Home Loan Repayments - Monthly (2021)



Rent Payments - Weekly (2021)

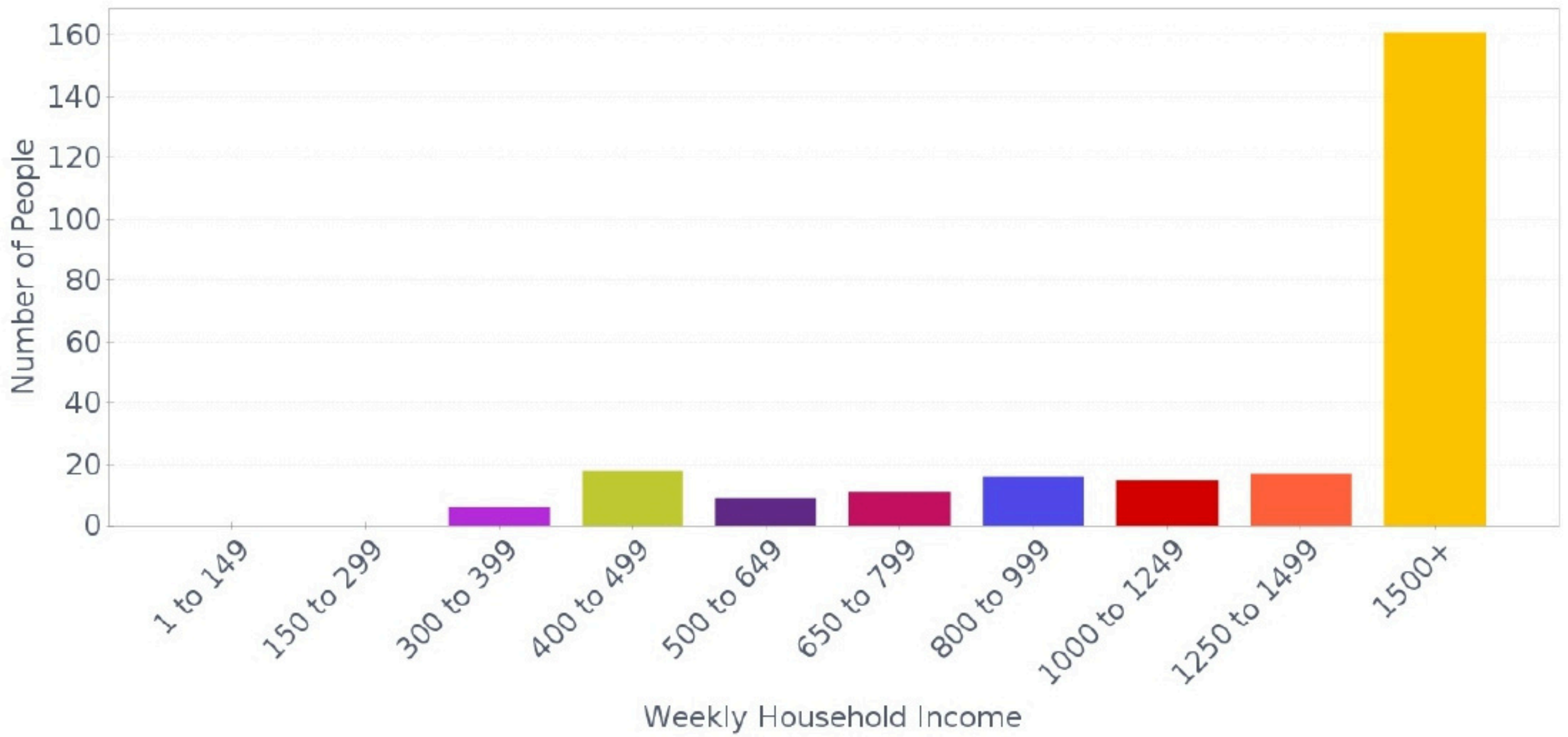


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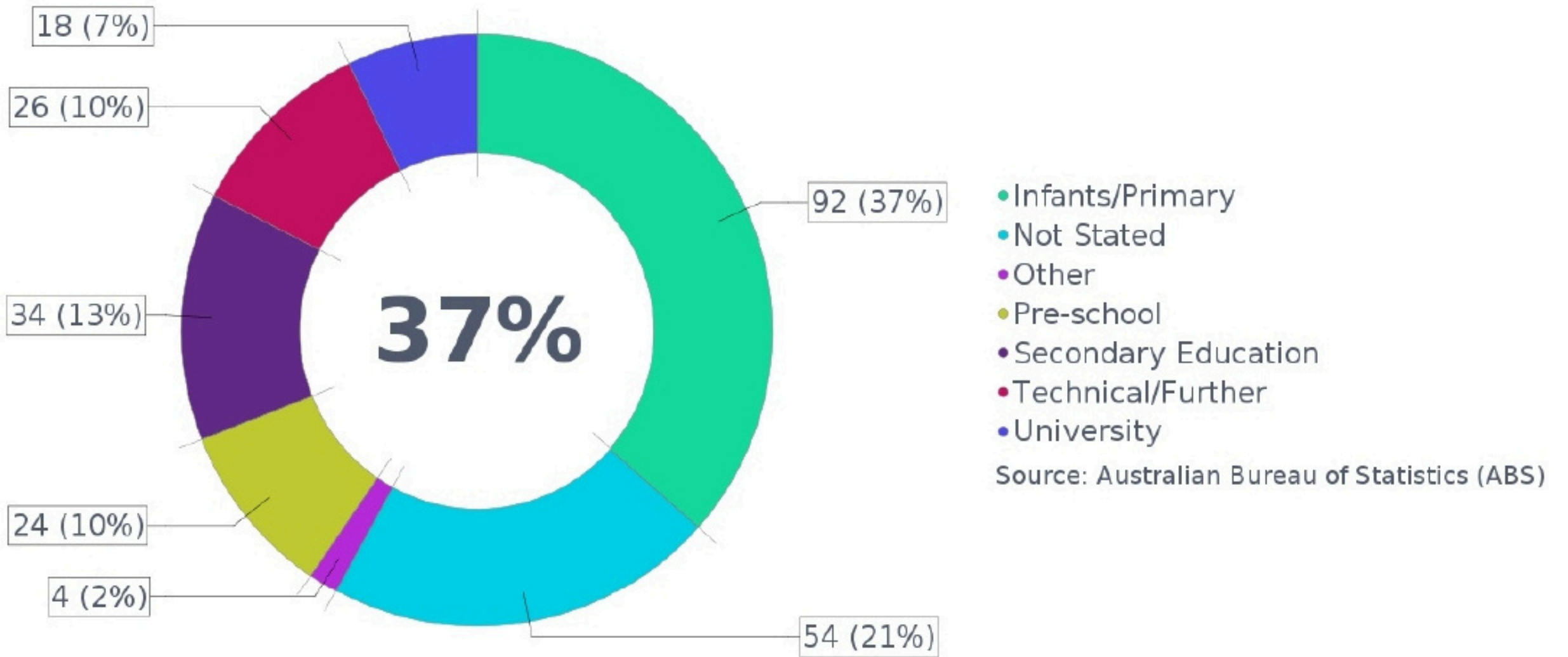
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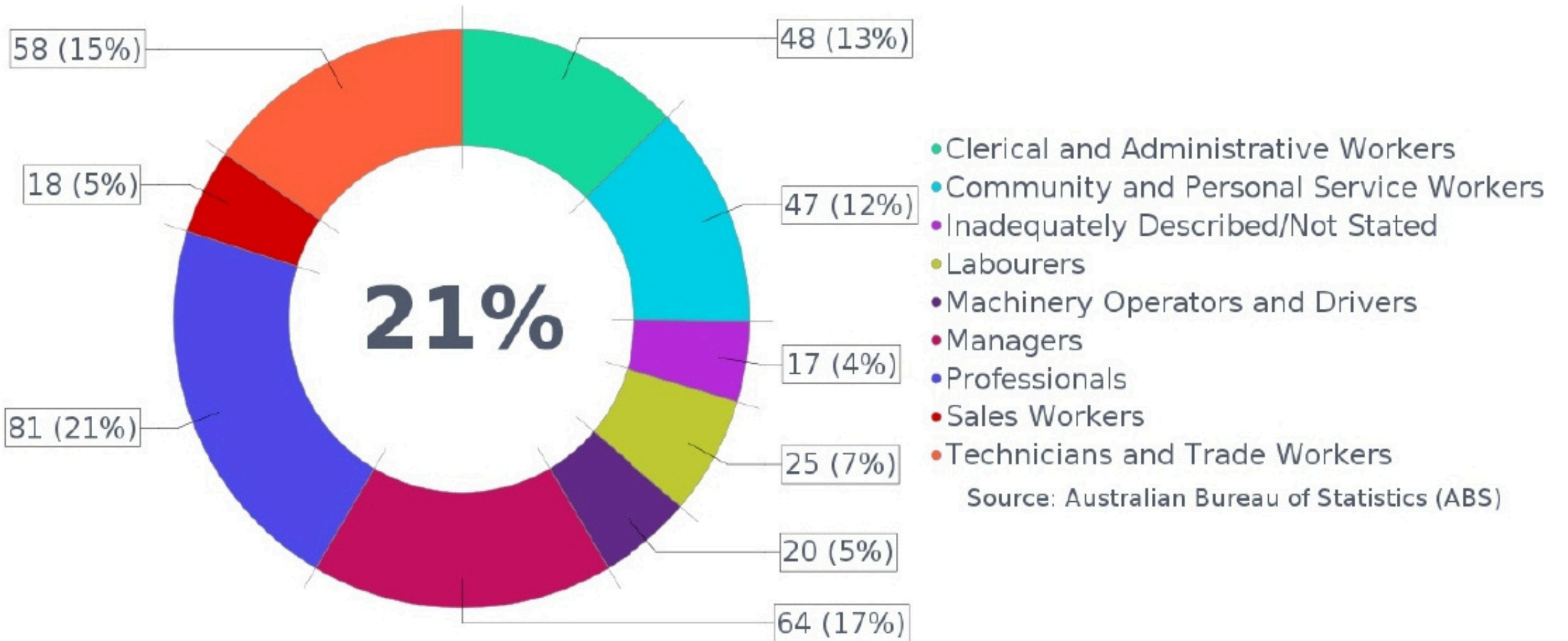
Household Income - Weekly (2021)



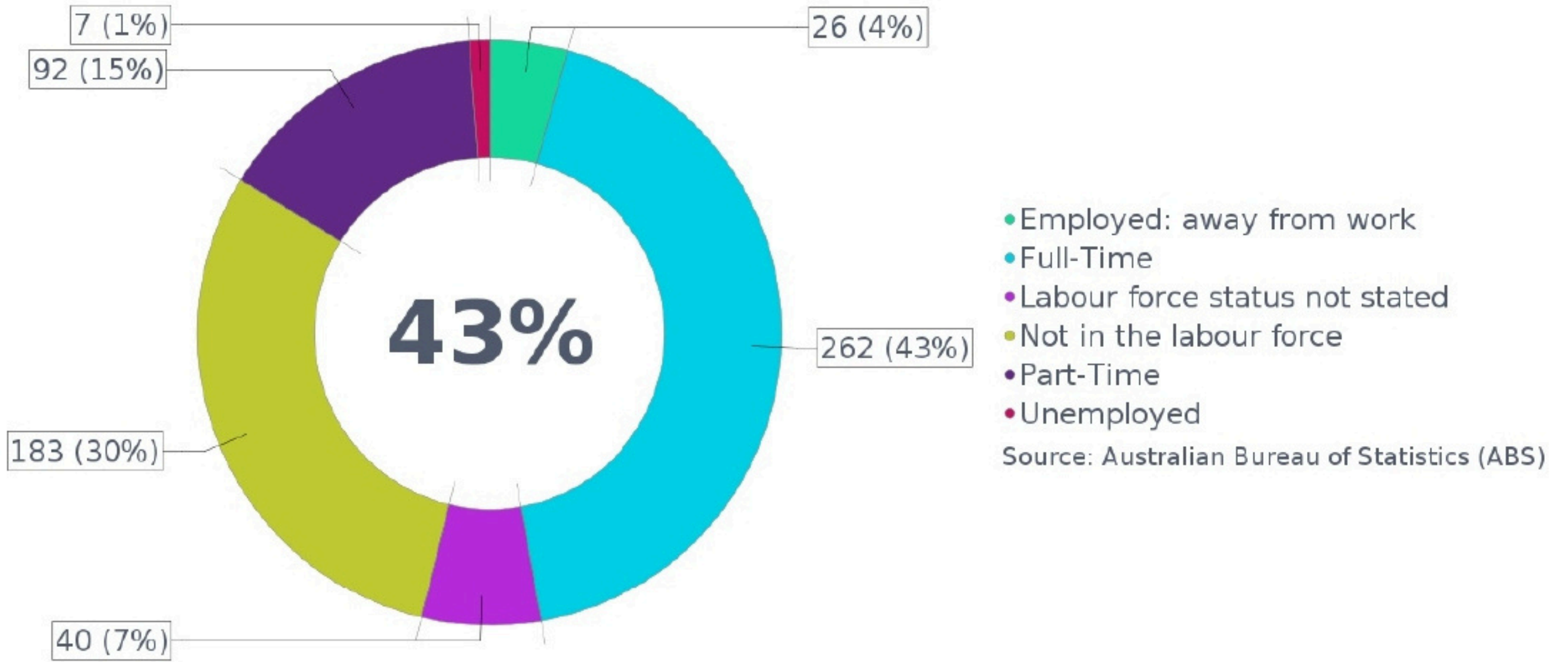
Non-School Qualification: Level of Education (2021)



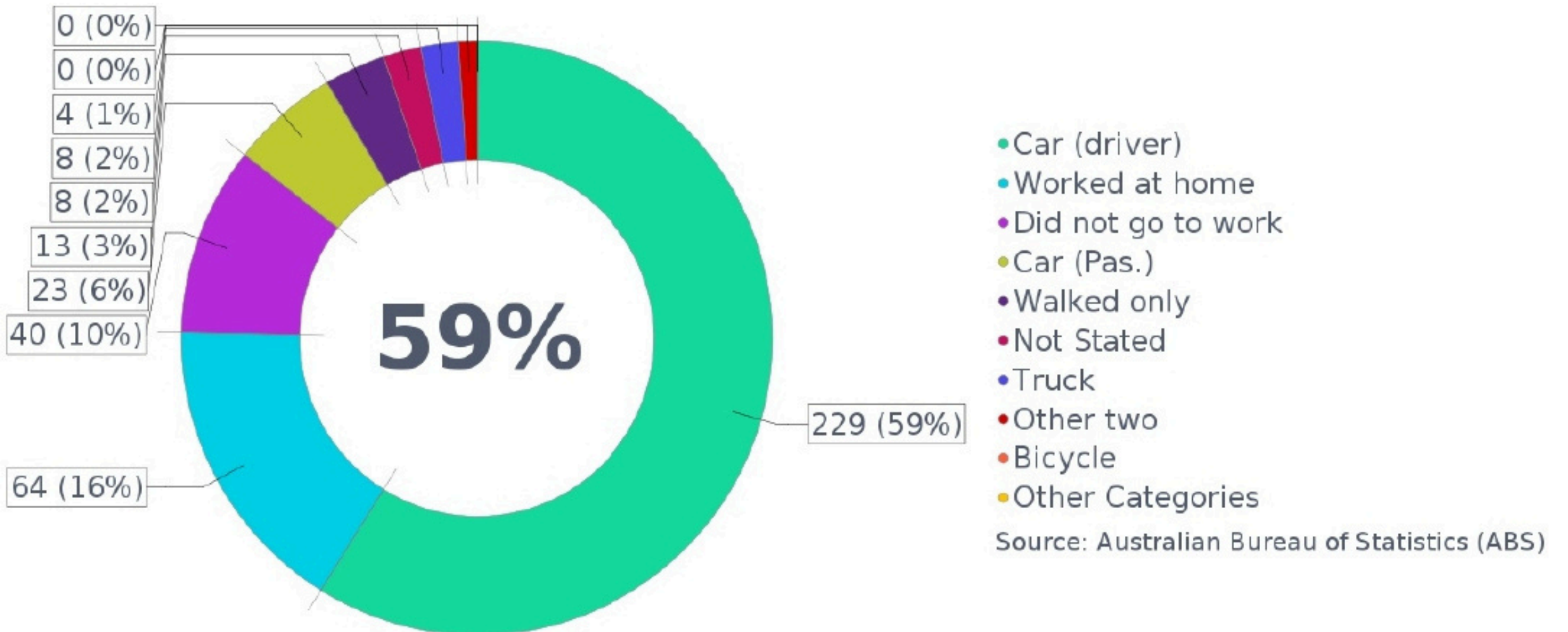
Occupation (2021)



Employment (2021)



Method of Travel to Work (2021)



AirDNA Income Report

35

62 Yass Street,
Gunning NSW, Australia

Market: Upper Lachlan Shire Council Submarket: Gunning

Submarket Score 2 Bed 1 Bath 4 Guests



Operating Expenses	\$9.9K
Net Operating Income	\$27K
Cap Rate	---

\$36.9K Projected Revenue	49% Occupancy	\$206 Average Daily Rate	Medium Confidence Score
------------------------------	------------------	-----------------------------	----------------------------

Comparable short-term rental listings Default Comps

Title	Bedrooms	Baths	Revenue Potential	Days Available	Revenue	Occupancy	ADR
Two Bedroom Bed and Breakfast	2	0	\$24.5K	303	\$19.9K	28%	\$231
The Loft	3	1	\$43.4K	280	\$40.1K	54%	\$265
Aaida on Warrataw "The Old Butcher Shop"	1	1	\$25.1K	233	\$22.1K	61%	\$154
"The Hut" Forestview, Gunning	1	1	\$59.4K	327	\$53.5K	85%	\$192
The Old Wool Co-op "Esling Cottage" - Pet friendly	1	1	\$29.5K	138	\$15.4K	80%	\$138



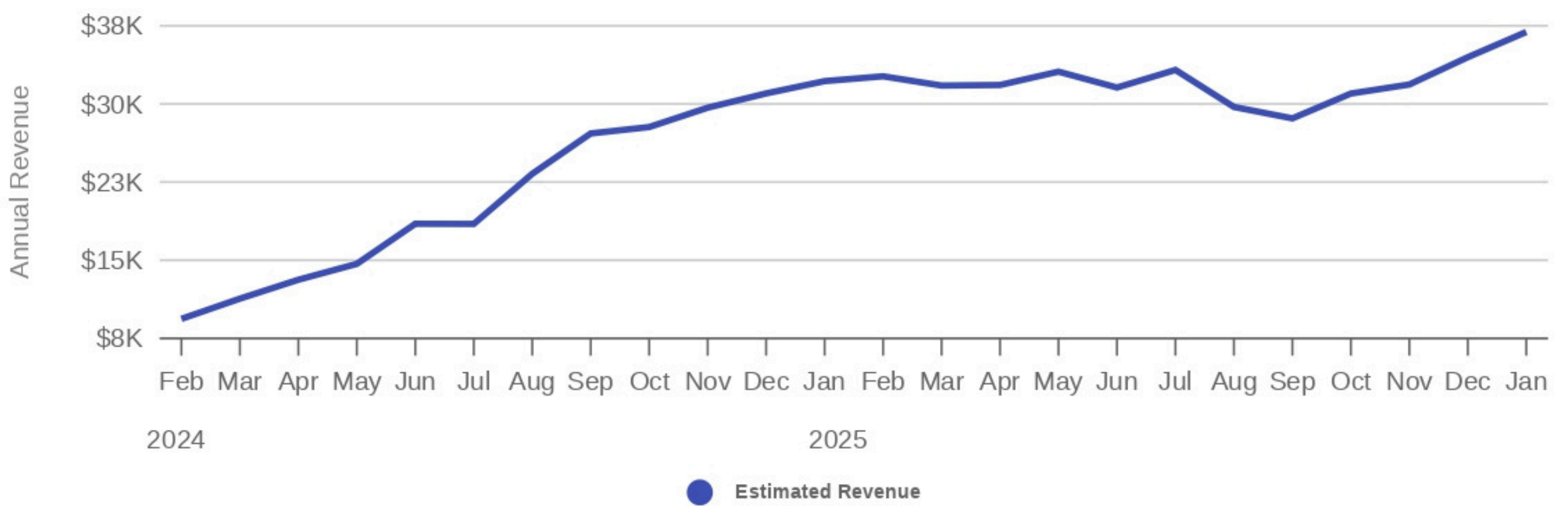
Comparable short-term rental amenities

Air Conditioning	100%	Parking	100%
Dryer	60%	Pool	0%
Heating	100%	Cable TV	100%
Hot Tub	0%	Washer	60%
Kitchen	80%	Wireless Internet	100%

What is the projected monthly revenue over the next year?



How has the annual projected revenue changed over time?



How does the revenue calculator work?

When an address is entered, a list of comparable short-term rentals is compiled and an index is created based on relevance. The more similar a property, the more weight it has on the calculation. It also factors in market-wide metrics such as seasonality, rental demand, and revenue growth.

How are the financial numbers determined?

After the projected revenue is created, we use that amount to generate common expenses associated with running a short term rental. The operating expenses include items such as HOA fees and taxes. The net operating income is calculated by removing the operating expenses from the projected revenue and the cap rate is telling you how much this property can yield.



FAQ's

Property Basics

What is the full street address of the property?

62 Yass Street, Gunning NSW 2581

What is the lot and section number?

Lot/Section/Plan no: D/-/DP160736

Is the property on a separate title? If not, please explain.

Yes, single title

What is the block size (m²)?

765 sqm

What is the total internal area (m²)?

Cafe Area: 108sqm
Apartment Area: 135sqm
Total Internal Area: 243sqm

What year was the main dwelling constructed?

As per historical records, the building was built in approximately 1881

What is the current use of the property?

Under the current ownership, the property serves a couple of purposes. Firstly, the downstairs area is a commercial cafe. The backyard area is mostly underutilised and does not serve much purpose.

The upstairs is a separated and private apartment. This is owner-occupied. In the past the upstairs area has been used for hosting Airbnb guests.

Is the property currently tenanted?

No, the owner's daughter lives here.

Auction Date

Sunday, 12th of April
Onsite, 2:30pm

Open Home Schedule

2:00pm - 2:45pm Sunday, March 1st
2:00pm - 2:45pm Sunday, March 8th
2:00pm - 2:45pm Sunday, March 15th
2:00pm - 2:45pm Sunday, March 22nd
2:00pm - 2:45pm Sunday, March 29th
2:00pm - 2:30pm Sunday, April 12th

For private inspections and to make appointment bookings, please call
Maya Zielinski on 0402 289 868.