



Hunter Valley
Property Factsheet
1st Half 2017





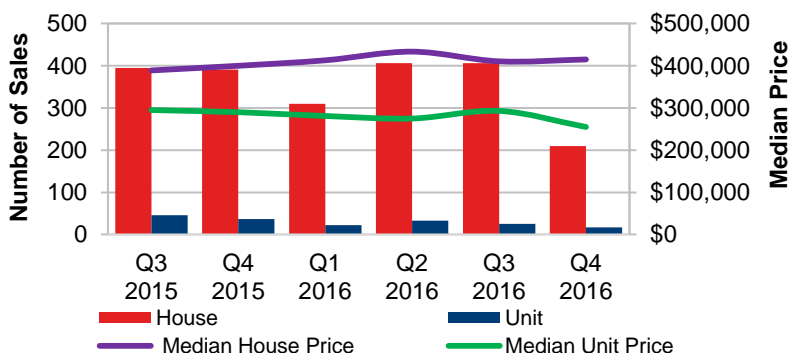
MARKET CONDITIONS

The Hunter Valley property market* recorded a median price of \$411,000 for houses and \$258,000 for units as at Q4 2016. For houses this represented a respective price increase of 6.8% from the previous annum. House prices in the area* sit slightly below the Maitland City Council median house price of \$415,000, whilst units sit above the council median of \$225,000. This indicates that Hunter Valley* provides a more affordable entry point for those seeking to purchase a house.

Days on market are situated at 59 and 78 days for houses and units respectively in Q4 2016. This represents an overall declining trend and thus suggesting a more competitive market. Average vendor discounts over the past 12 months have seen a tightening to -2.4% and -2.6%, indicating that buyers are willing to pay closer to seller asking prices to secure their ideal property. In particular, this is the tightest house vendor discount over the past 6 quarters; further confirming high market demand for houses.

Median rents for houses in the Hunter Valley area* have seen a 5.6% increase to \$380 per week over the past 12 months to Q4 2016. Over the same period units have remained relatively stable at \$300 per week. Low vacancy rates at 2.1% represent a slight decline over the year. This demonstrates solid rental interest in the area, conducive for investors to secure a tenant. Yields of 4.8% (houses) and 6.1% (units) provide good fundamentals for those seeking to invest in the Hunter Valley area*.

MAITLAND CITY COUNCIL GROWTH



OVERVIEW

The Hunter Valley is located approx. 2 hours North of Sydney. It is a picturesque region known for its vineyards and mountainous scenery. The area provides an ideal location for the predominate demographics of couples with children, who are able to take advantage of the affordable property prices.

Change from Last	Year	Half Year
House Sales	↔	↑
House Median Price	↑	↑
House Rental Price	↑	↑
Unit Sales	↓	↓
Unit Median Price	↓	↓
Unit Rental Price	↔	↔

FUTURE DEVELOPMENTS**

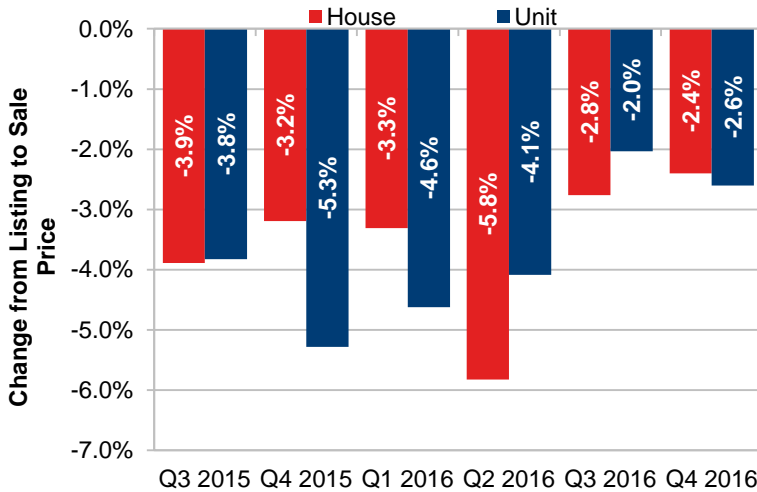
The Hunter Valley area* is set to see approx. \$211.0M over the first half of 2017. Incoming residential development accounted for the majority of projects, representing 80.3% (\$169.5M). This is followed by Infrastructure 16.0% (\$33.8M), commercial 3.3% (\$7.0M) and industrial 0.4% (\$750K).

Hunter Valley* is set to see a total of 13 units, 453 villas, 119 subdivision lots and 6 houses added in the first half of 2017. The key residential project is the Hunter Grange Lifestyle Village. The project is estimated at \$160.0M and is anticipated to commence in February 2017. It is expected to add 450 villas to the market, as well as the potential construction of a nursing home facility at later stages of the development.

Key infrastructure projects include the Victoria Street Station construction and the Maitland Heritage Mall- The Levee Project. Both are scheduled to commence construction in early 2017.

*Hunter Valley market data and key indicators encapsulates aggregate property market conditions in the following suburbs: East Maitland, Rutherford, Aberglasslyn, Metford, Lorn, Greta, Branxton, Ashtonfield, Bolwarra Heights, Bolwarra, Maitland.
 **Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value. Quoted construction and completion dates are estimate only, as per relevant data authority.
 Source: APM Pricerfinder, realestate.com.au, Real Estate Institute of NSW.

AVERAGE VENDOR DISCOUNT*



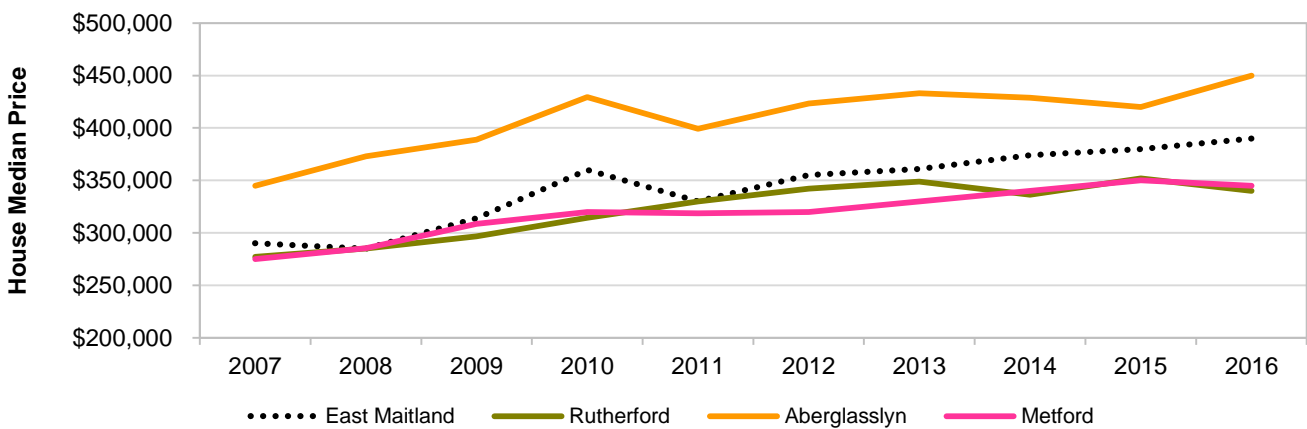
AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first list price and final sold price. A lower percentage difference (closer to zero) suggests buyers are willing to purchase close to the first asking price of a property.

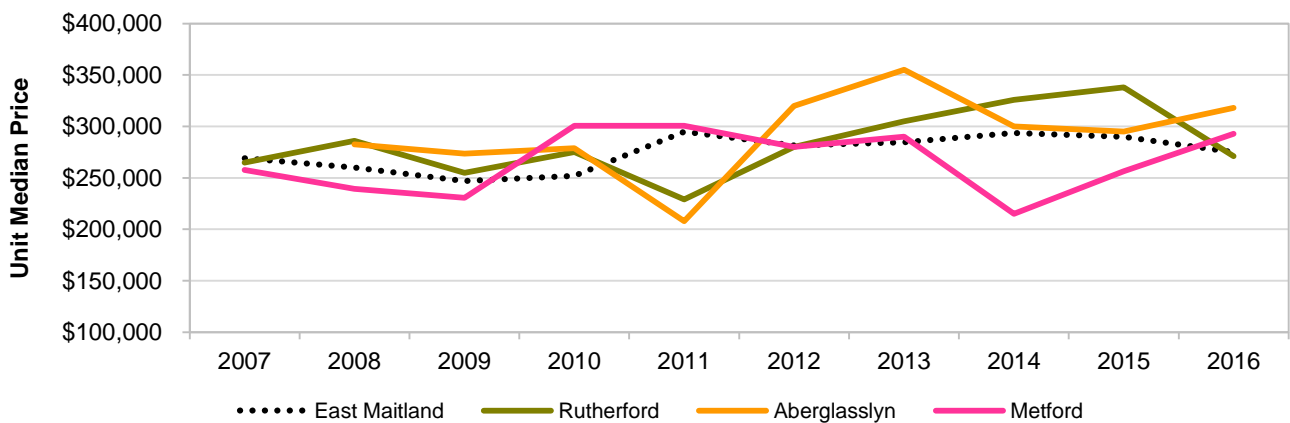
MARKET COMPARISON GRAPH

The market comparison graph provides comparative trend for median price of house and units over the past 10 years. Suburbs profiled are chosen based on proximity to the main suburb analysed in the factsheet. The main suburb is highlighted through a dotted black line graph, which is East Maitland.

HOUSE MARKET COMPARISON

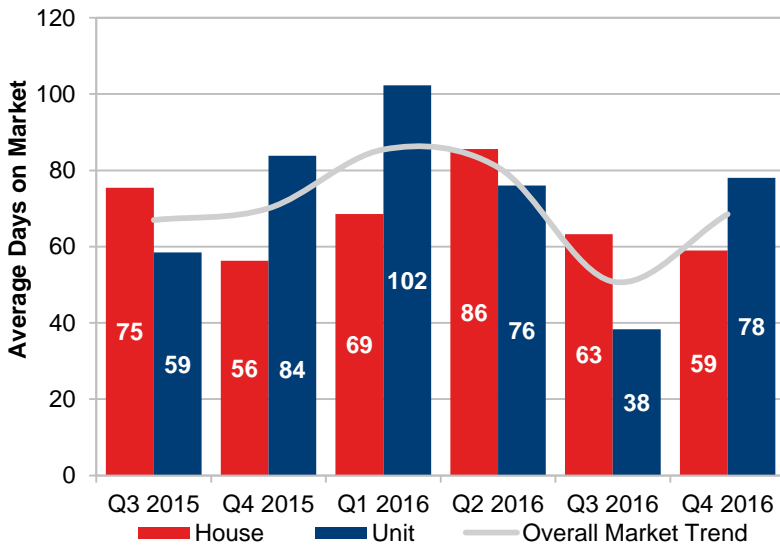


UNIT MARKET COMPARISON



Disclaimer: *Hunter Valley market data and key indicators encapsulates aggregate property market conditions in the following suburbs: East Maitland, Rutherford, Aberglasslyn, Metford, Lorn, Greta, Branxton, Ashtonfield, Bolwarra Heights, Bolwarra, Maitland.
Source: APM Pricefinder, realestate.com.au, Real Estate Institute of Australia.

AVERAGE DAYS ON MARKET**



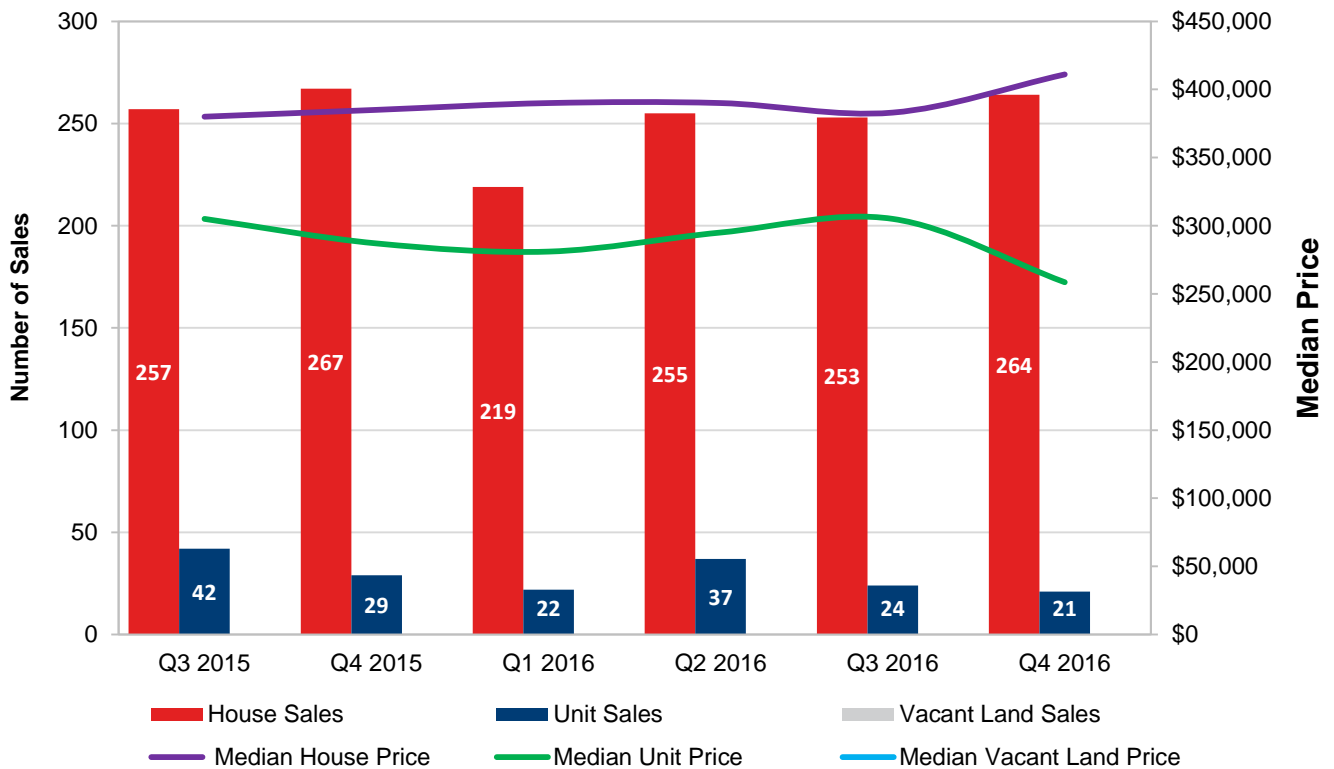
HOUSE KEY FACTS Q4 2016

Median Sale Price: \$411,000
 Annual Growth*: 6.8%
 Average Days on Market: 59
 % Change between First Listed Price and Sold Price: -2.4%

UNITS KEY FACTS Q4 2016

Median Sale Price: \$258,000
 Annual Growth*: -9.9%
 Average Days on Market: 78
 % Change between First Listed Price and Sold Price: -2.6%

SALES AND MEDIAN PRICE**



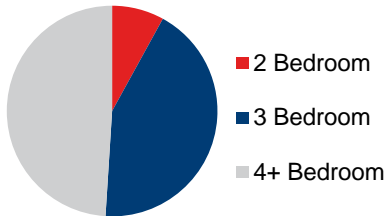
*Annual growth represents price growth for property transactions between Q4 2015 to Q4 2016 (inclusive).

**Hunter Valley market data and key indicators encapsulates aggregate property market conditions in the following suburbs: East Maitland, Rutherford, Aberglasslyn, Metford, Lorn, Greta, Branxton, Ashtonfield, Bolwarra Heights, Bolwarra, Maitland.

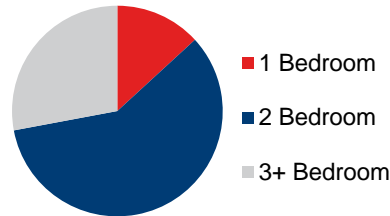
Source: APM Pricefinder, realestate.com.au, SQM Research, Real Estate Institute of NSW, Maitland City Council.

RENTAL MARKET ANALYSIS*

HOUSE



UNIT



KEY COMMENTS

Median rent for houses saw a 5.6% increase over the 12 months to Q4 2016, whilst units remained stable over the same period. Vacancy rates in the Hunter Region have seen a moderate decline since the beginning of 2016, now situated at a low level of 2.1%. Online listings for properties in the Hunter area are averaging 506 visits per listing. Yields in the Hunter Valley area remain strong at 4.8% for houses and 6.1% for units, providing ideal conditions for those seeking to invest.

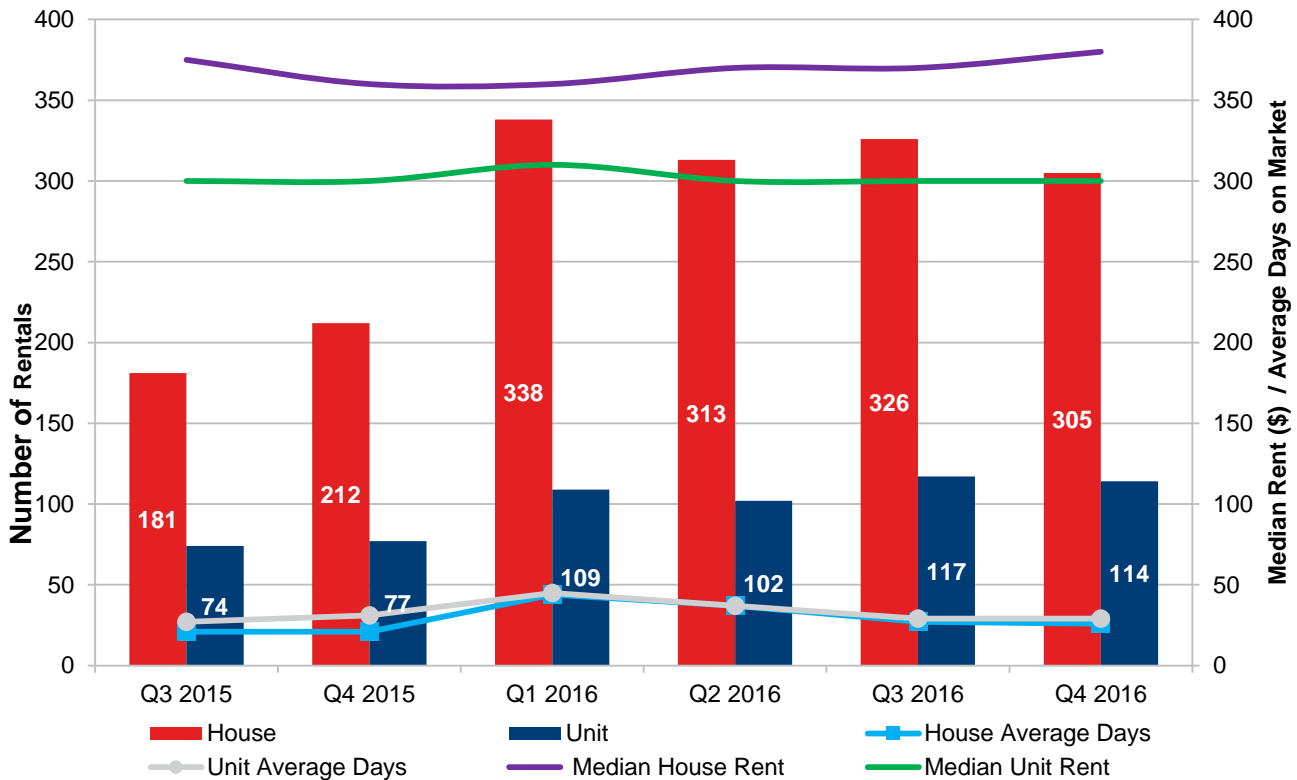
HOUSE KEY FACTS Q4 2016

Median Rent: \$380 p/w
 Rental Yield: 4.8%
 Average Days on Market: 26
 Bedroom Breakdown:
 1-2 Bed: 8%, 3 Bed: 43%, 4+ Bed: 49%

UNITS KEY FACTS Q4 2016

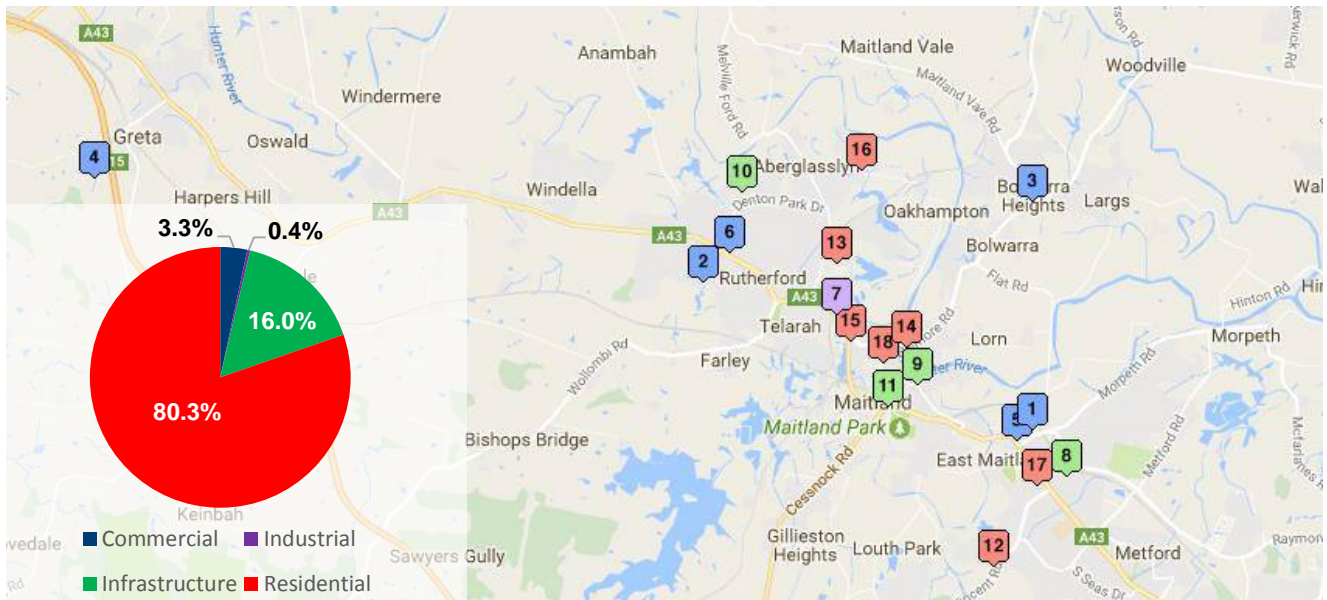
Median rent: \$300 p/w
 Rental Yield: 6.1%
 Average Days on Market: 29
 Bedroom Breakdown:
 1 Bed: 13%, 2 Bed: 59%, 3+ Bed: 28%

MEDIAN RENT AND AVERAGE DAYS ON MARKET*



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 Source: APM Pricerfinder, realestate.com.au, SQM Research, Rental Tenancy Authority of NSW.

TOP PROJECTS DEVELOPMENT MAP 1st HALF 2017*



Location	Project**	Type	Estimated Value***	Commence Date^
1	Melbourne St Service Station	Commercial	\$1,850,000	17/04/2017
2	Heritage Parc Recreation Facilities	Commercial	\$1,800,000	11/05/2017
3	Metro Petroleum Service Station	Commercial	\$1,633,000	10/04/2017
4	Tuckers Lane Tourist Accommodation	Commercial	\$746,000	12/06/2017
5	Maitland Toyota	Commercial	\$700,000	13/03/2017
6	Bradford Hotel	Commercial	\$300,000	24/04/2017
7	New England Hwy Factory	Industrial	\$750,000	27/03/2017
8	Victoria Street Station	Infrastructure	\$10,000,000	27/03/2017
9	Maitland Heritage Mall - The Levee Project	Infrastructure	\$10,000,000	17/04/2017
10	Anambah Rd Sports & Recreational Complex	Infrastructure	\$8,000,000	10/04/2017
11	Maitland Aquatic Centre	Infrastructure	\$5,800,000	06/06/2017
12	Hunter Grange Lifestyle Village (450 units)	Residential	\$160,000,000	02/02/2017
13	Aberglasslyn & Ruby Rds Subdivision (119 lots)	Residential	\$4,280,000	15/01/2017
14	Belmore Rd Dwellings (6 units)	Residential	\$1,877,000	13/03/2017
15	Bonar St Dwellings (6 houses)	Residential	\$1,419,000	19/06/2017
16	Cormorant St Villas (3 villas)	Residential	\$750,000	22/01/2017
17	High St Dwellings (4 units)	Residential	\$700,000	11/02/2017
18	Denman St Dwellings (3 units)	Residential	\$480,000	12/06/2017

*Disclaimer: Project development map showcases a sample of upcoming projects only, due to accuracy of addresses provided by the data provider for geocoding purposes.

**Projects refers to the top developments within the suburbs of East Maitland, Rutherford, Aberglasslyn, Metford, Lorn, Greta, Branxton, Ashtonfield, Bolwarra Heights, Bolwarra, Maitland.

***Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value.

^Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRDnationwide does not hold any liability to the exact date in which each project commences and/or is completed.

Source: Cordell Database, BatchGeo, Department of Planning and Environment NSW, Maitland City Council.

ABOUT PRDnationwide RESEARCH

PRDnationwide's research division provides reliable, unbiased, and authoritative property research and consultancy to clients in metro and regional locations across Australia

Our extensive research capability and specialised approach ensures our clients can make the most informed and financially sound decisions about residential and commercial properties.

OUR KNOWLEDGE

Access to accurate and objective research is the foundation of all good property decisions

As the first and only truly knowledge based property services company, PRDnationwide shares experience and knowledge to deliver innovative and effective solutions to our clients.

We have a unique approach that integrates people, experience, systems and technology to create meaningful business connections. We focus on understanding new issues impacting the property industry; such as the environment and sustainability, the economy, demographic and psychographic shifts, commercial and residential design; and forecast future implications around such issues based on historical data and fact.

OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis

Skilled in deriving macro and micro quantitative information from multiple credible sources, we partner with clients to provide strategic advice and direction regarding property and market performance. We have the added advantage of sourcing valuable and factual qualitative market research in order to ensure our solutions are the most well considered and financially viable.

Our experts are highly sought after consultants for both corporate and government bodies and their advice has helped steer the direction of a number of property developments and secured successful outcomes for our clients.

OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customized products

We have the ability and systems to monitor market movements, demographic changes and property trends. We use our knowledge of market sizes, price structure and buyer profiles to identify opportunities for clients and provide market knowledge that is unbiased, thorough and reliable.



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