



Glenorchy
Property Factsheet
1st Half 2017





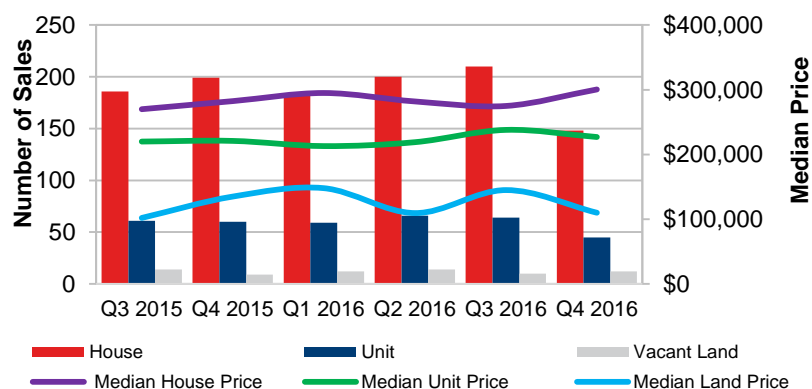
MARKET CONDITIONS

The Glenorchy property market recorded a median house price of \$281,000 and \$189,500 for units in Q4 2016. This represents an annual price change of 8.1% and -13.9% respectively. Over the same time period, house prices in Glenorchy City Council LGA grew by 6.4% to \$300,500 and unit prices grew by 2.7% to \$227,000. Housing demand continues to drive the market in Glenorchy with annual price growth exceeding that of the LGA, however at a more affordable entry point.

Average days to sell has improved over the past twelve months, recorded at 29 days for houses and 46 days for units in Q4 2016. Within the same timeframe, rental average days on market has remained stable, sitting at 24 days (houses) and 14 days (units). Average vendor discounting for units has tightened to -1.2%, suggesting that sellers are achieving closer to their first asking price. The house market is reflecting the current strong demand conditions with average vendor discounting recording a positive figure of 1.4%, a first for the past five quarters.

Glenorchy median rent has recorded a 3.3% increase for houses over the past twelve months to Q4 2016, currently at \$310 per week. Unit rents have remained stable over the same time period at \$240 per week. Low vacancy rates of 0.7% continue to demonstrate the strong demand for rental property in the area. Investors are benefiting from consistent rental returns, with the Glenorchy market attaining yields of 5.7% (house) and 6.6% (units).

GLENORCHY CITY COUNCIL LGA GROWTH



“Hobart and it’s surrounds have never experienced price growth quite like we are seeing. Demand is being driven by young owner/occupiers looking to get established in the Tasmania property market.”

Tony Collidge

PRDnationwide Hobart / REIT President

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

FUTURE DEVELOPMENTS*

Glenorchy and its surrounding suburbs are set to see approx. \$150.9M of new projects commencing in the 1st half of 2017.

Commercial accounted for the majority of development value (75.6%), totaling an estimated \$114.0M of projects.

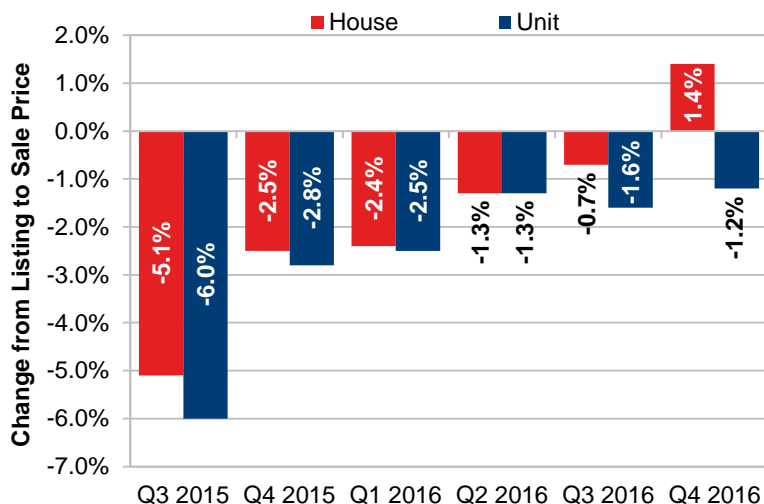
Subsequently, infrastructure developments accounted for approx. \$24.1M (16.0%), followed by residential projects at \$11.8M (7.8%) and mixed use at \$1.0M (0.7%).

Residential projects in the 1st half of 2017 include Romilly Street Townhouses (9x townhouses), Welcome Stranger Hotel Redevelopment (28x units), and Site Redevelopment Program Stage 2 (22x units). Bidendops Apartments is a mixed used project that will add an additional 3 units into the market.

A main commercial project in the 1st half of 2017 is the Parliament Square Redevelopment with an estimated project value of \$40.0M. This will involve two projects; the construction of a new hotel and the creation of an open public space.

*Disclaimer: 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: Land Information System Tasmania, APM Pricerfinder, realestate.com.au, Cordell Database, SQM Research, Real Estate Institute of Tasmania, Glenorchy City Council, Hobart City Council.

AVERAGE VENDOR DISCOUNT



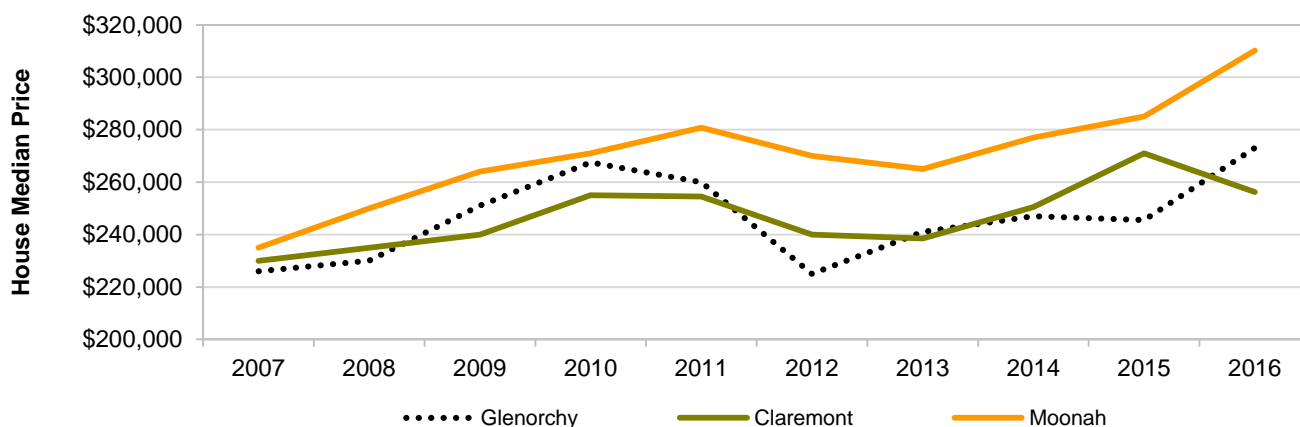
AVERAGE VENDOR DISCOUNT

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.

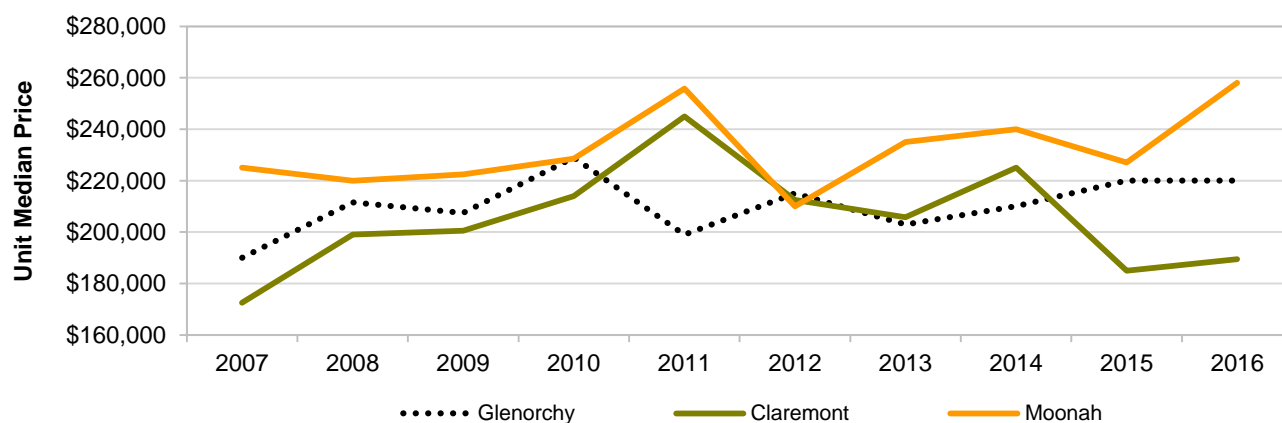
MARKET COMPARISON GRAPH

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, which is Glenorchy. The main suburb is highlighted through a dotted black line graph.

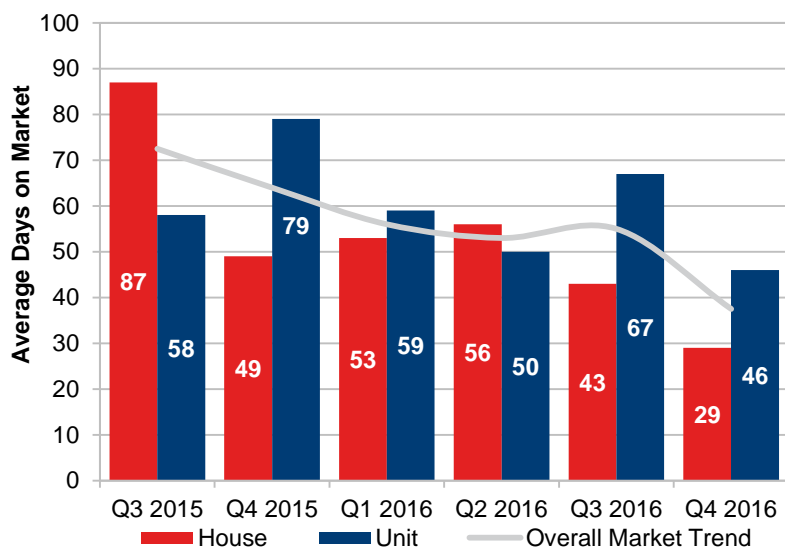
HOUSE MARKET COMPARISON



UNIT MARKET COMPARISON



AVERAGE DAYS ON MARKET



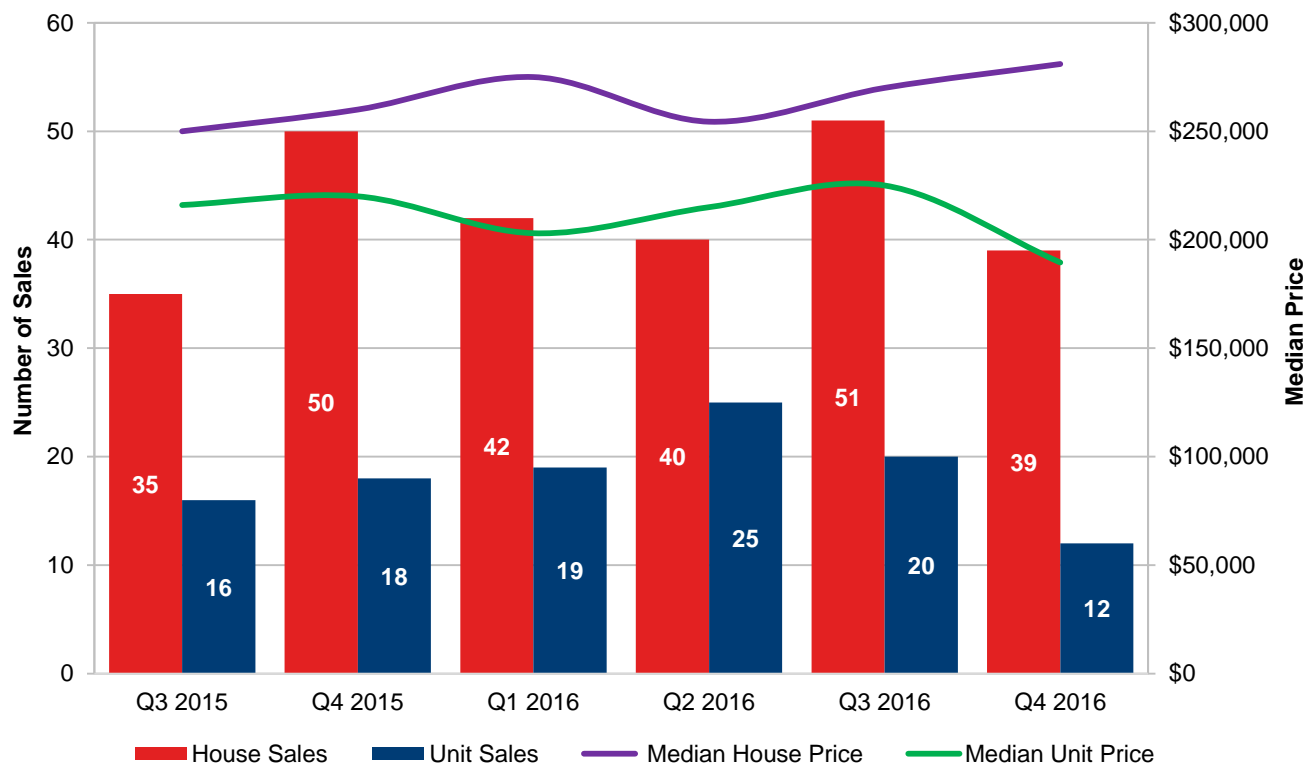
HOUSE KEY FACTS Q4 2016

Median Sale Price: \$281,000
Annual Growth: 8.1%*
Average Days on Market: 29
% Change between First Listed Price and Sold Price: 1.4%

UNITS KEY FACTS Q4 2016

Median Sale Price: \$189,500
Annual Growth: -13.9%*
Average Days on Market: 46
% Change between First Listed Price and Sold Price: -1.2%

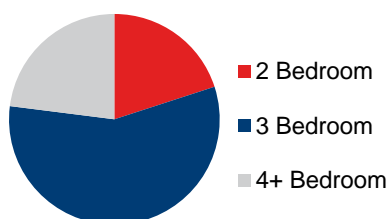
SALES AND MEDIAN PRICE



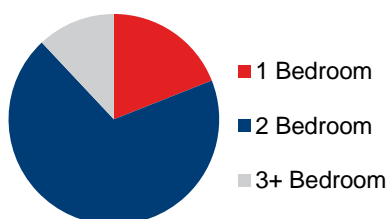
*Disclaimer: Annual growth represents price growth for property transactions between Q4 2015 to Q4 2016 (inclusive).
Source: Land Information System Tasmania, APM Pricerfinder, Real Estate Institute of Tasmania.

RENTAL MARKET ANALYSIS

HOUSE



UNIT



KEY COMMENTS

Interest in Glenorchy is recorded at 570 online visits per property. Median rent for houses saw a 3.3% increase over the past 12 months to Q4 2016, whilst units remained stable. Vacancy rates match that of Hobart LGA, currently recorded at 0.7%. This indicates a strong level of rental demand in the area. Rental yields in Glenorchy (house 5.7% and unit 6.6%) are higher than that of Hobart LGA (house 4.3% and unit 5.7%), providing conducive conditions for strong investment returns.

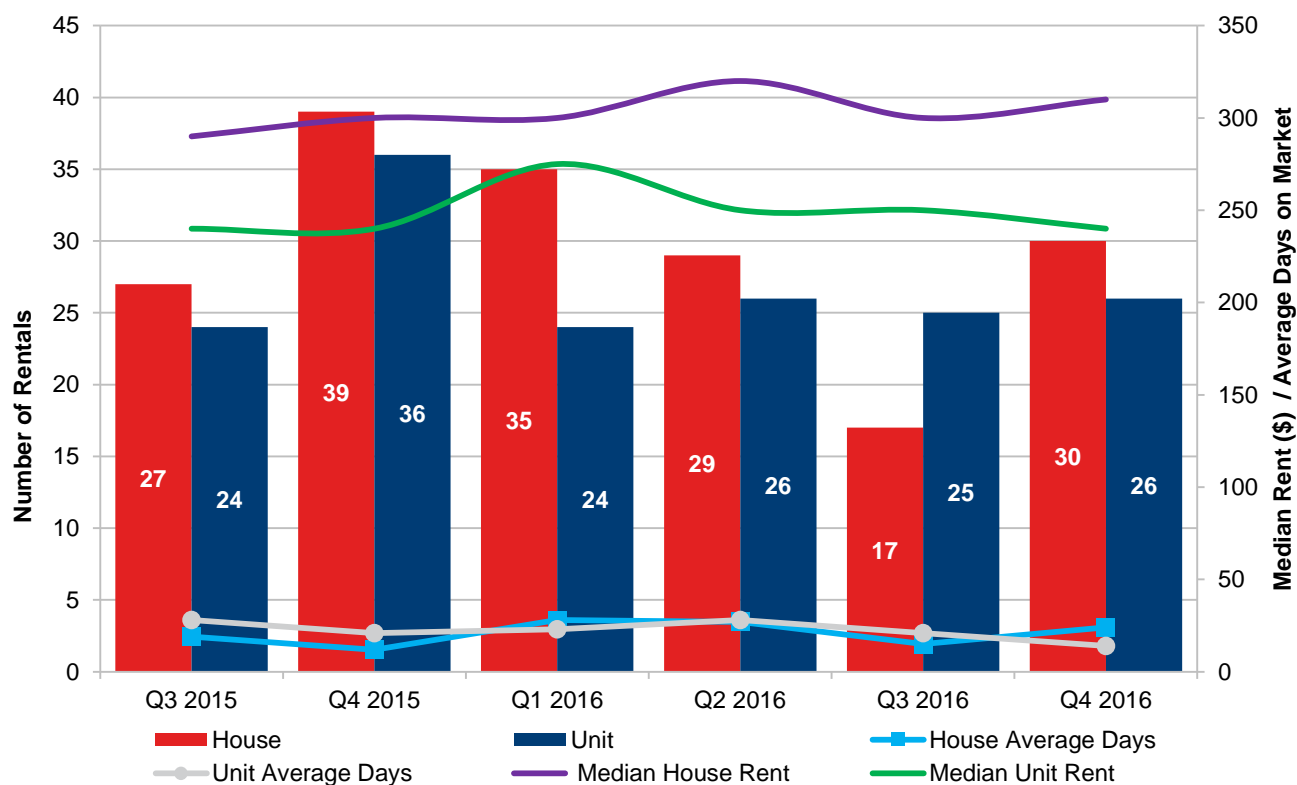
HOUSE KEY FACTS Q4 2016

Median Rent Price: \$310 per week
Suburb Rental Yield: 5.7%
Average Days on Market: 24
Bedroom Breakdown:
2 Bed 20%, 3 Bed: 57%, 4+ Bed: 23%

UNITS KEY FACTS Q4 2016

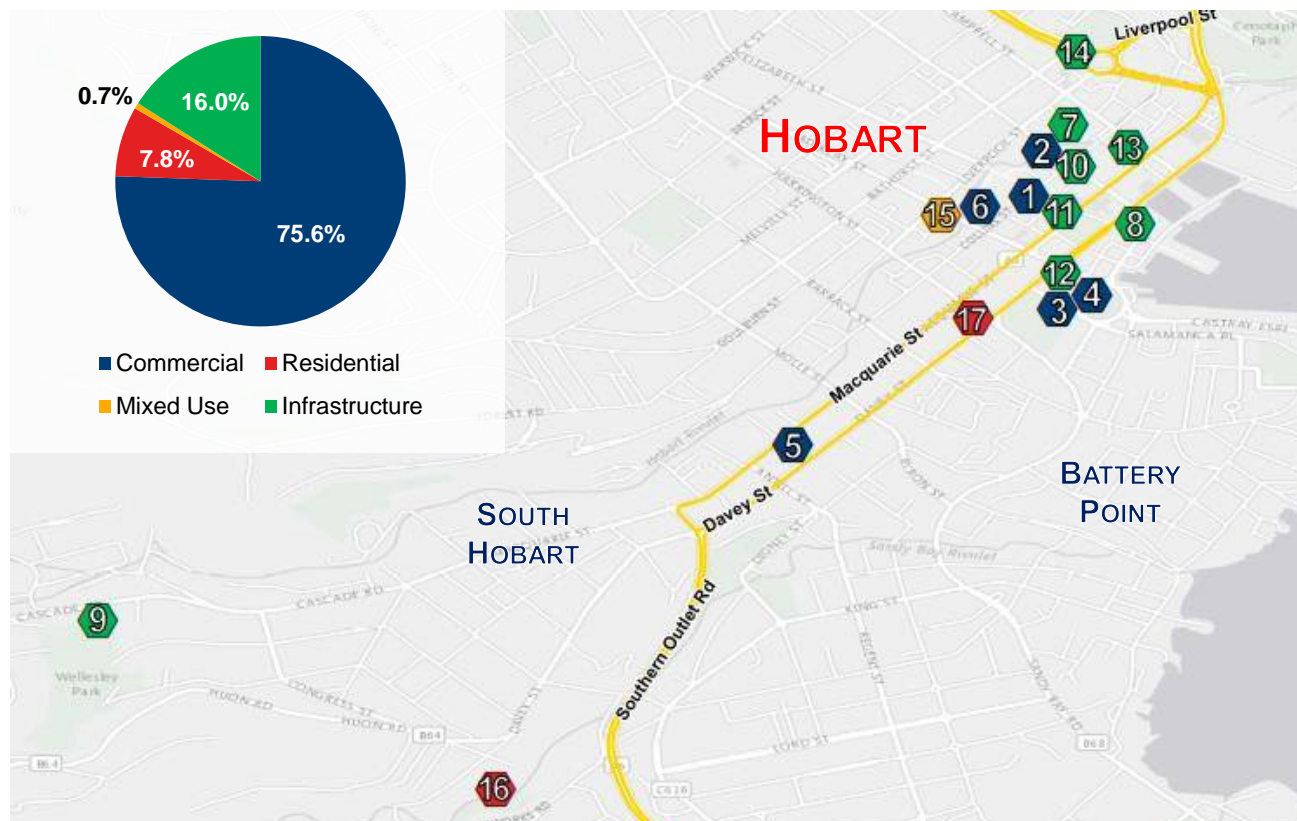
Median Rent Price: \$240 per week
Suburb Rental Yield: 6.6%
Average Days on Market: 14
Bedroom Breakdown:
1 Bed 19%, 2 Bed: 69%, 3+ Bed: 12%

MEDIAN RENT AND AVERAGE DAYS ON MARKET



Source: APM Pricerfinder, Realestate.com.au, SQM Research, Real Estate Institute of Tasmania.

PROJECT DEVELOPMENT MAP 1st HALF 2017*



| Location | Project** | Type | Estimated Value*** | Commence Date**** |
|-------------------------|--|----------------|--------------------|-------------------|
| 1 | Elizabeth Street Commercial Development | Commercial | \$40,000,000 | 05/05/2017 |
| 2 | Argyle Street Commercial Development | Commercial | \$33,000,000 | 06/02/2017 |
| 3 | Parliament Square Hobart Redevelopment – Hotel | Commercial | \$30,000,000 | 06/02/2017 |
| 4 | Parliament Square Hobart Redevelopment – Public Space | Commercial | \$10,000,000 | 05/06/2017 |
| 5 | Macquarie Street Visitor Accommodation Units | Commercial | \$600,000 | 01/05/2017 |
| 6 | Cat & Fiddle Arcade Shopping Centre | Commercial | \$400,000 | 27/02/2017 |
| 7 | Royal Hobart Hospital Redevelopment | Infrastructure | \$15,000,000 | Jan-Mar 2017 |
| 8 | Civic Square Hobart | Infrastructure | \$2,500,000 | 15/05/2017 |
| 9 | Cascades Road Supported Accommodation Facility | Infrastructure | \$2,500,000 | 24/04/2017 |
| 10 | Hobart Private Hospital | Infrastructure | \$1,200,000 | 20/02/2017 |
| 11 | Elizabeth Street Office Refurbishment | Infrastructure | \$1,093,000 | 20/03/2017 |
| 12 | House of Assembly Foyer Upgrade | Infrastructure | \$900,000 | 05/06/2017 |
| 13 | Hobart City Hall | Infrastructure | \$600,000 | 09/06/2017 |
| 14 | Brooker Avenue Bridgeworks | Infrastructure | \$300,000 | 19/04/2017 |
| 15 | Bidencopes Apartments (3x units) | Mixed-Use | \$1,000,000 | 03/04/2017 |
| 16 | Romilly Street Townhouses (9x townhouses) | Residential | \$4,000,000 | 05/06/2017 |
| 17 | Welcome Stranger Hotel Redevelopment (28x units) | Residential | \$1,800,000 | 06/02/2017 |
| NOT MAPPED [^] | Site Redevelopment Program Stage 2 (various locations) (22x units) | Residential | \$6,000,000 | Mar 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 Hobart and Glenorchy.

***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.

[^]Project not allocated on map due to State Government project that is to be constructed over multiple municipalities.

Source: Cordell Database, ESRI ArcGIS, Real Estate Institute of Tasmania, Glenorchy City Council, Hobart 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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40 Years of Leading
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