



Tumut

Property Factsheet
2nd Half 2017





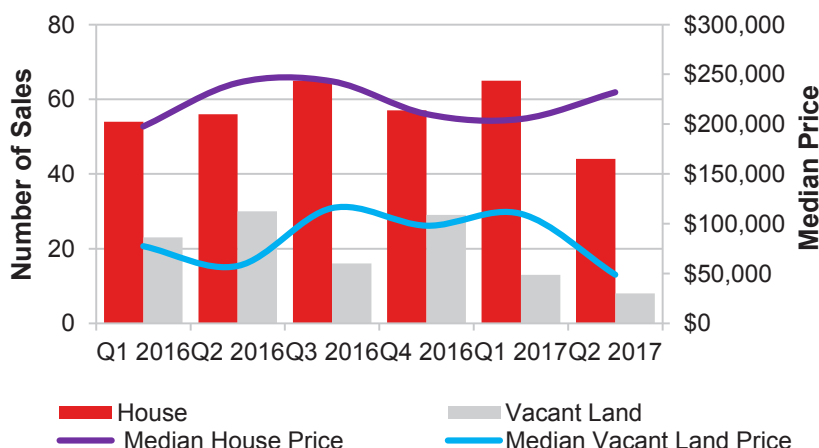
MARKET CONDITIONS

The Tumut* area recorded a median house price of \$242,500 and a median vacant land price of \$77,000 in Q2 of 2017, representing an annual growth of 1.9% and 10.0% respectively. The Snowy Valley's Council area recorded similar median house prices of \$232,000. Median Vacant land prices were situated higher than the council median of \$48,693; indicating that land in Tumut* is highly sought after in comparison to neighboring areas.

Average days on market for sales has held relatively steady for houses, at 81 days in Q2 2017. However average days to sell for vacant land has seen a slight increase, currently at 133. Meanwhile, in the rental market, average days have remained steady for both houses (31 days) and units (24 days). Average vendor discounts have tightened in the last 12 months for the vacant land to -7.0%, suggesting a more competitive market.

Average vendor discount for houses have trended relatively steady over the past 12 months, and have tightened slightly from -7.6% to -6.1%. This indicates a relatively balanced market as the number of house sales have increased yet sellers are still willing to discount from their first listed price. Current and prospective investors will do well in Tumut* with solid returns on their investment of 5.6% rental yields for houses and 4.5% for units.

SNOWY VALLEYS COUNCIL GROWTH



OVERVIEW

Tumut is a picturesque country town nestled in the rolling foothills of the Snowy Mountains. Tumut's activity in protecting the environment proves that it is a major contributor to Australia's sustainable future. It offers a peaceful lifestyle for a range of demographics, from professionals seeking a rural lifestyle to retired couples. Tumut confirms that it is a popular home to many.

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

FUTURE DEVELOPMENTS**

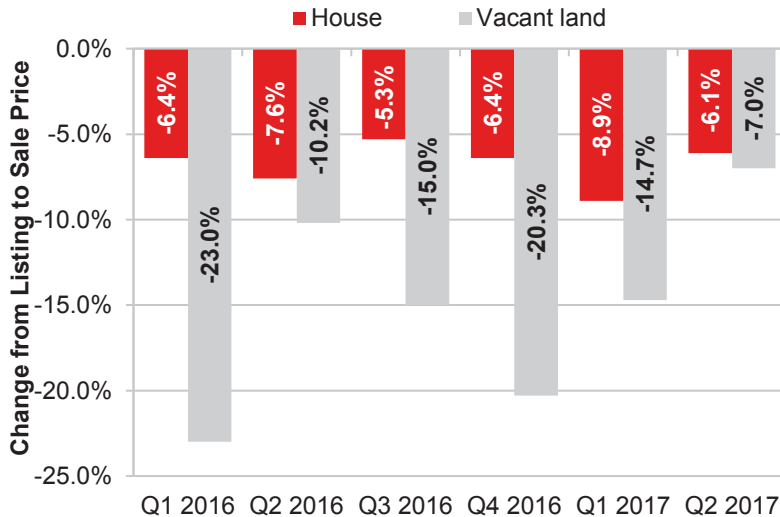
Projects in the Tumut area* amounts to approx. \$308.9M over the last three years. The value of projects have been primarily focused on industrial projects, which suggest a potential undersupply of residential dwellings in the near future – as indicated by the increasing number of sales over the past 12 months.

A major industrial project is the Visy NSW Clean Energy Project, which commenced in June 2017. The project has an estimated value of \$300.0M, which will supply clean energy directly into NSW's power grid. Another significant project is the Northeast Airpark Estate, Commercial Precinct & Tumut Aerodrome; which commenced in May of 2016. The project has an estimated value of \$5.0M.

An exciting project in the works is "Snowy 2.0", in which a feasibility study will commence at the end of 2017. Another is the planning of the new Tumut Hospital, as announced in the NSW 2017/18 budget.

*Disclaimer: Tumut market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Adelong, Batlow, Tumut, Gundagai, Talbingo.
**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.

AVERAGE VENDOR DISCOUNT*



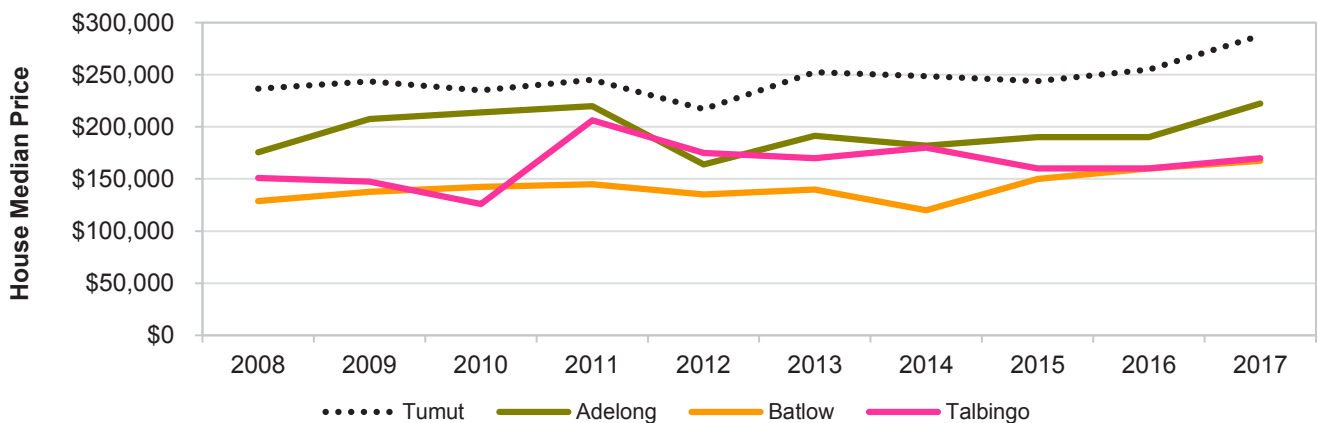
AVERAGE VENDOR DISCOUNT

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.

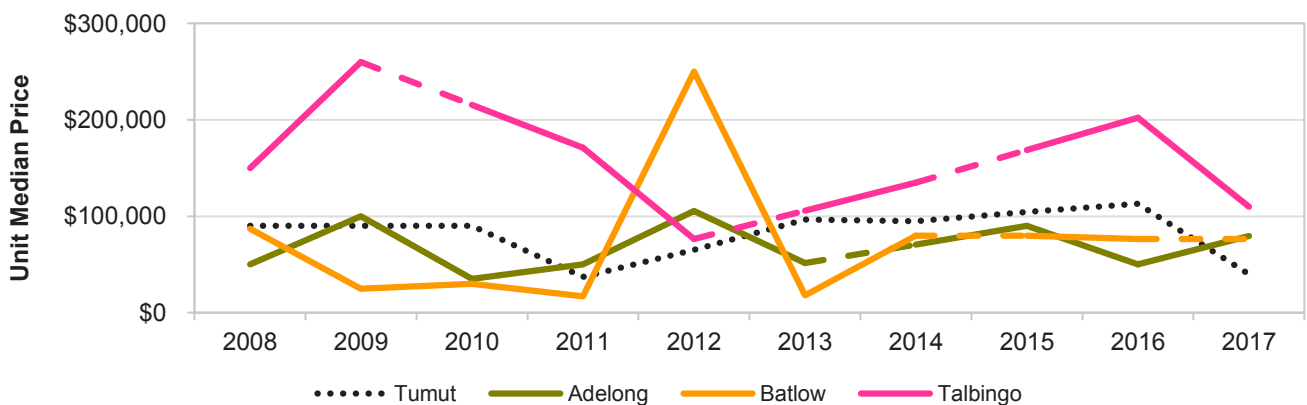
MARKET COMPARISON GRAPH

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 Tumut. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON



LAND MARKET COMPARISON**

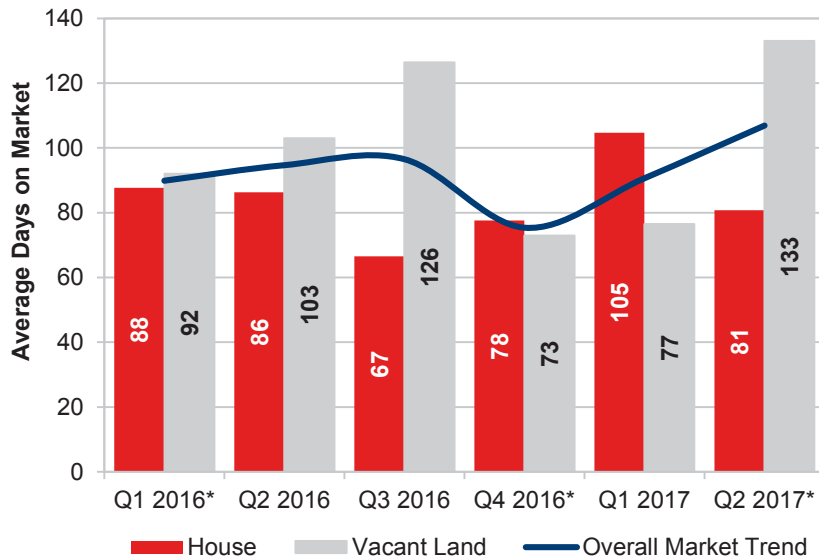


*Disclaimer: Tumut market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Adelong, Batlow, Tumut, Gundagai, Talbingo.

**The dashed line in graphs signifies a period of no sales transactions. Land prices are sporadic due to significant differences in land sizes and limited data.

Source: APM Pricefinder, Realestate.com.au, Real Estate Institute of Australia.

AVERAGE DAYS ON MARKET**



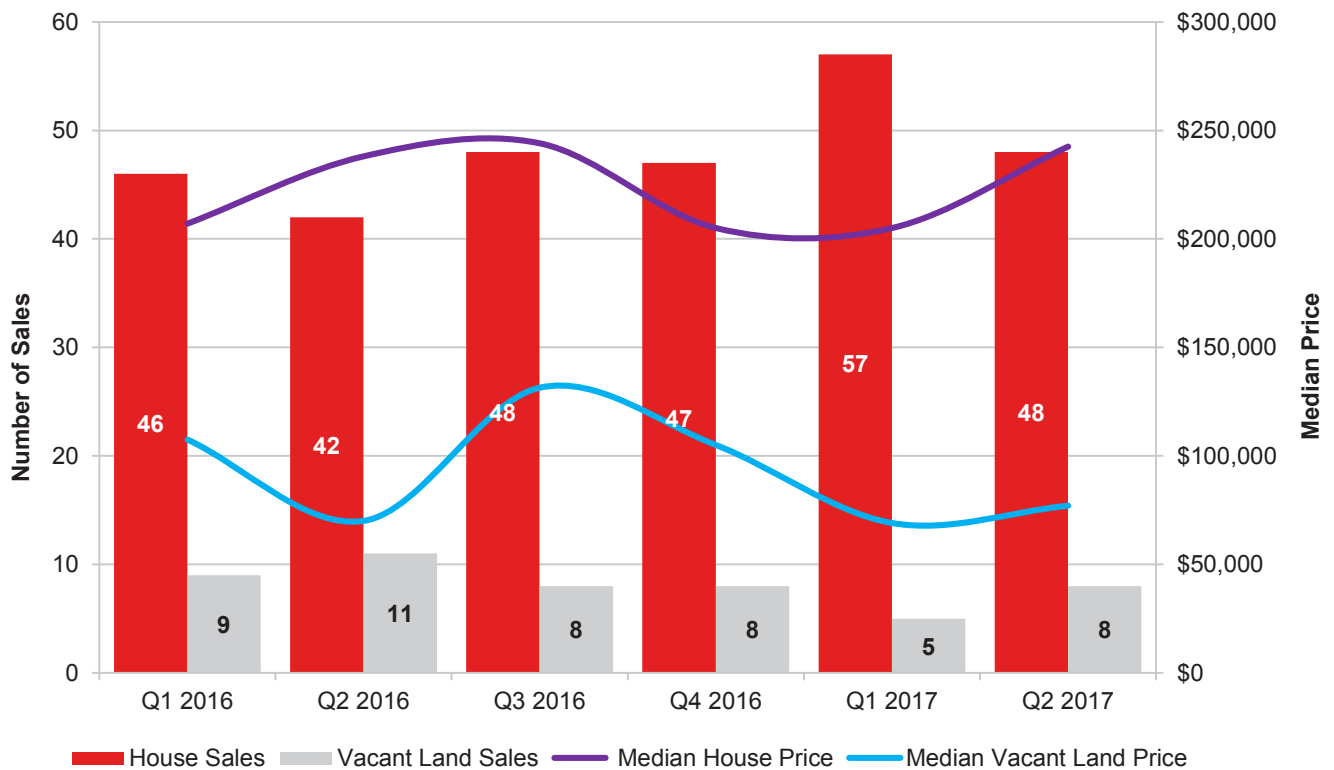
HOUSE KEY FACTS Q2 2017

Median Sale Price: \$242,500
Annual Growth: 1.9%***
Average Days on Market: 81
% Change between First Listed Price and Sold Price: -6.1%

LAND KEY FACTS Q2 2017

Median Sale Price: \$77,000
Annual Growth: 10.0%***
Average Days on Market: 133
% Change between First Listed Price and Sold Price: -7.0%

SALES AND MEDIAN PRICE**



*Disclaimer: average days on market data is indicative only as limited data is available for Q1 2016, Q4 2016 and Q2 2017.

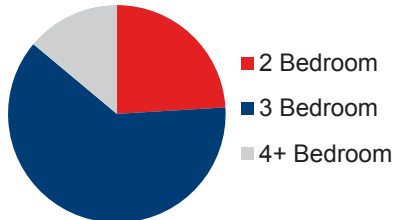
**Tumut market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Adelong, Batlow, Tumut, Gundagai, Talbingo.

***Annual growth represents price growth for property transactions between Q2 2016 to Q2 2017 (inclusive).

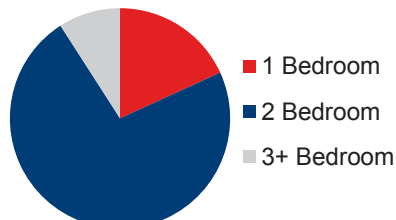
Source: APM Pricerfinder, realestate.com.au, SQM Research, Snowy Valleys Council.

RENTAL MARKET ANALYSIS*

HOUSE



UNIT



KEY COMMENTS

The rental market for the Tumut area* has shown growth over the last 12 months as the number of properties being rented (houses and units) have increased dramatically from Q2 2016 – Q2 2017. Rental prices have shown an annual increase of 2.8% for houses and 2.7% for units. Along with the continuation of positive rental yields, at 5.6% (house) and 4.5% (units), this benefits investors and home owners.

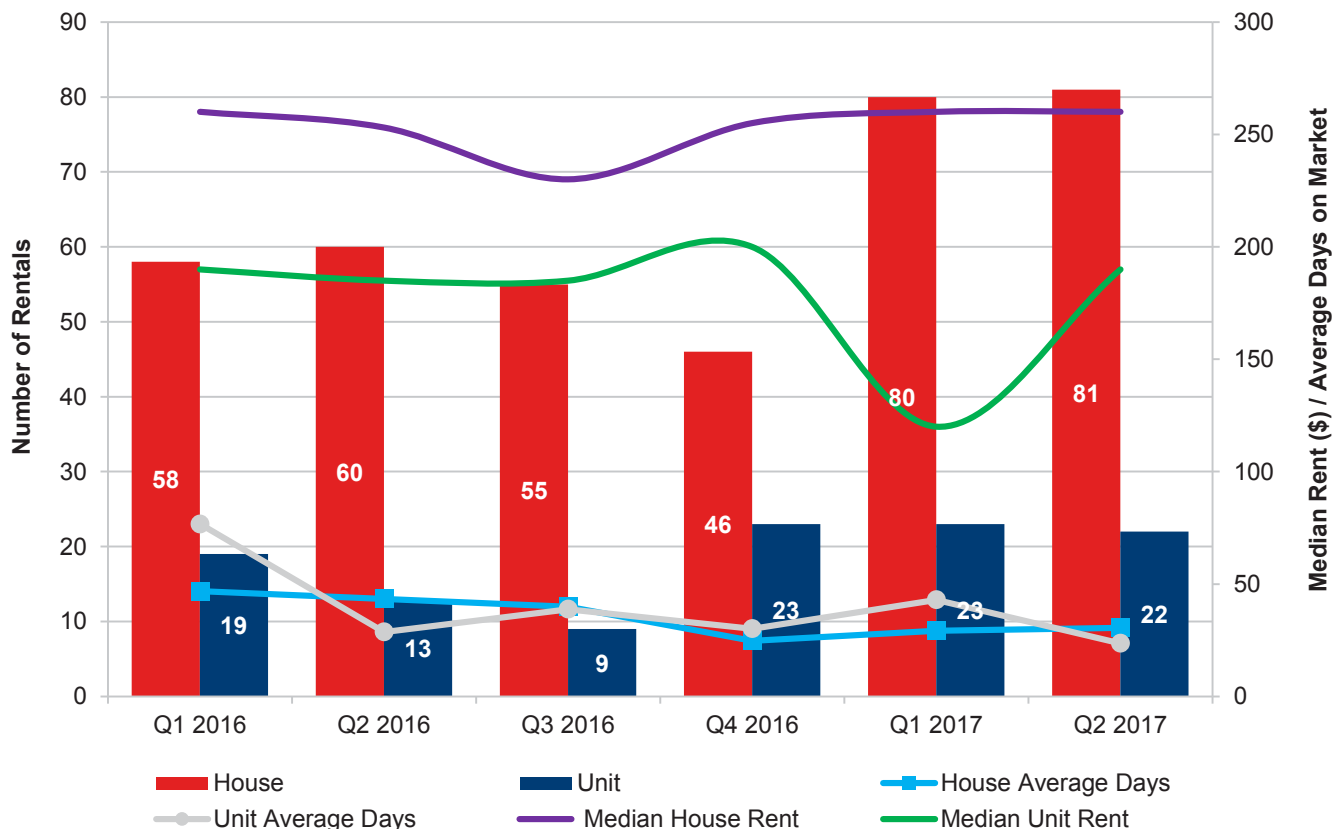
HOUSE KEY FACTS Q2 2017

Median Rent Price: \$260 per week
Rental Yield: 5.6%
Average Days on Market: 31
Bedroom Breakdown:
2 Bed: 24%, 3 Bed: 62%, 4+ Bed: 14%

UNITS KEY FACTS Q2 2017

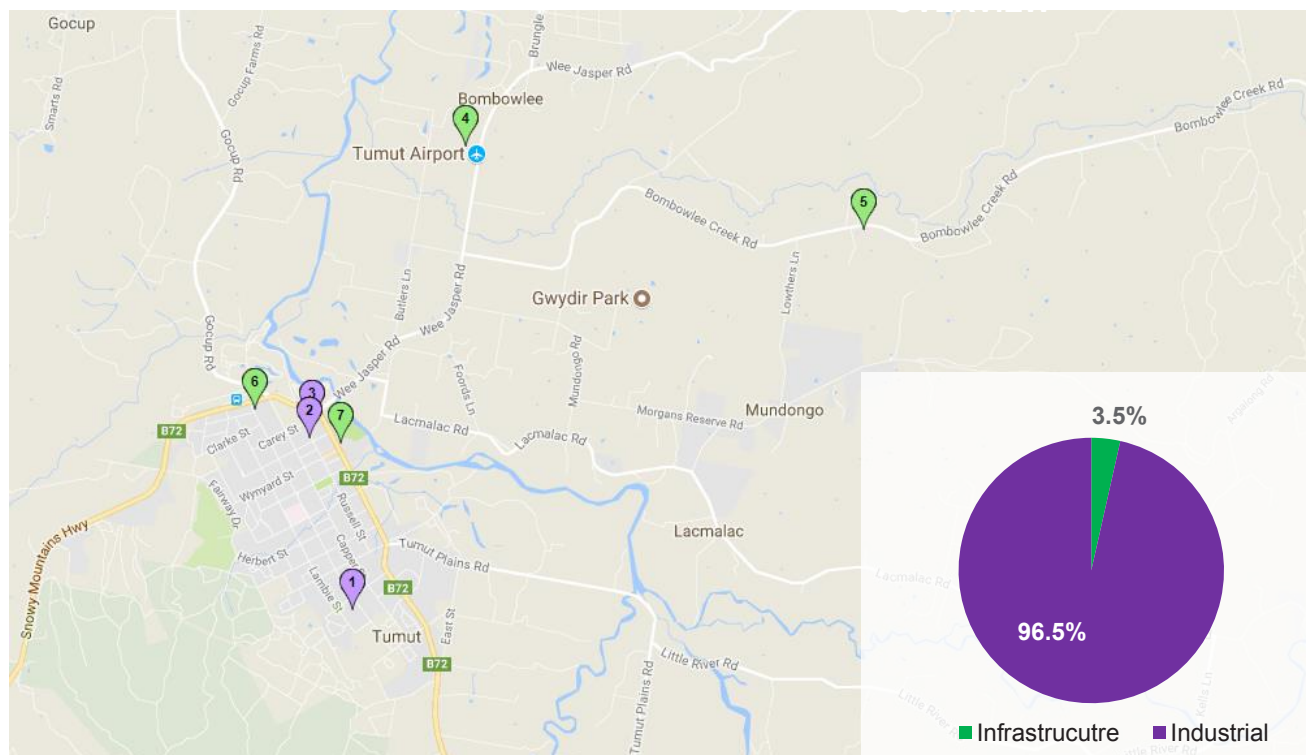
Median Rent Price: \$190 per week
Rental Yield: 4.5%
Average Days on Market: 24
Bedroom Breakdown:
1 Bed: 18%, 2 Bed: 73%, 3+ Bed: 9%

MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*Disclaimer: Tumut market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Adelong, Batlow, Tumut, Gundagai, Talbingo.
Source: APM Pricefinder, realestate.com.au, SQM Research.

PROJECT DEVELOPMENT MAP 2013-2017*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Visy NSW Clean Energy Project	Industrial	\$300,000,000	21/06/2016
2	Essential Energy Tumut	Industrial	\$820,000	25/03/2014
3	Carey Street Shed	Industrial	\$300,000	04/08/2017
4	Northeast Airpark Estate, Commercial Precinct & Tumut Aerodrome	Infrastructure	\$5,000,000	18/05/2016
5	Tumut Shire Councils Landfill Remediation	Infrastructure	\$1,000,000	02/10/2013
6	Tumut District Hospital	Infrastructure	\$352,000	01/06/2015
7	Tumut Courthouse	Infrastructure	\$167,000	22/01/2015
Various Locations	Snowy Region Quarrying Contract - Tumut	Infrastructure	\$1,200,000	09/12/2014
Various Locations	State Forests NSW Hume Region Roadworks	Infrastructure	\$1,200,000	08/01/2013
Various Locations	Tumut Council Bituminous Works	Infrastructure	\$1,000,000	24/09/2013
Various Locations	Snowy Valleys Council Bridges	Infrastructure	\$649,000	28/11/2016
Various Locations	Tumut Management Area Roadworks	Infrastructure	\$400,000	10/12/2015

*Disclaimer: Projects refers to all projects commencing from 2013 –2017 in the former Tumut Regional Council area only, due to accuracy of addresses provided by the data provider for geocoding purposes.

**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, ESRI ArcGIS, Department of Planning and Environment NSW.

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.



OUR SERVICES INCLUDE:

- Advisory and consultancy
- Market Analysis including profiling and trends
- Primary qualitative and quantitative research
- Demographic and target market Analysis
- Geographic information mapping
- Project Analysis including product and pricing recommendations
- Rental and investment return analysis

**Lorraine Wysman, Principal
PRDnationwide Tumut**

2/81 Wynyard Street,
Tumut NSW 2720
Australia

T +61 2 6947 1722
F +61 2 6947 3671
M +61 427 471 722
E lorraine@prdtumut.com.au
www.prd.com.au/tumut

Sell Smarter!

**Over 40 Years of Leading
Property Industry Research**

Contact us:

PRDnationwide Corporate Head Office

P +61 7 3229 3344

E info@prd.com.au

Address:

GPO Box 2750

Brisbane QLD 4001

PRD.com.au

