



Toowoomba
Property Factsheet
2nd Half 2017





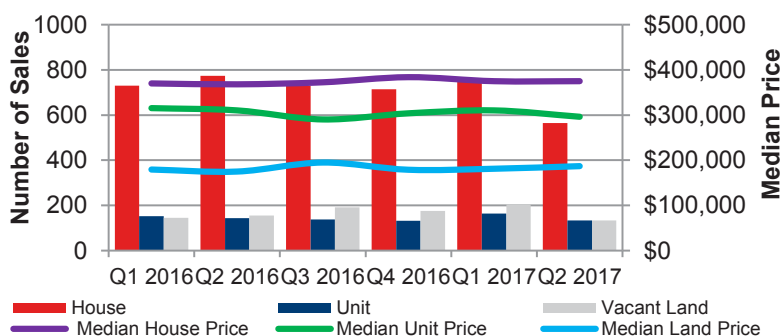
MARKET CONDITIONS

Median prices in regional Toowoomba are recorded at \$375,000 for houses and \$295,950 for units with annual growth of 1.9% and -4.5% respectively. The Toowoomba* house market has shown 3.0% growth over the past year to Q2 2017, with median prices rising to \$378,000. In fact, it has outperformed the house market in regional Toowoomba by recording a higher annual growth. Unit median price in Toowoomba*, on the other hand, has softened, thus while investors can benefit from the growing median house prices in Toowoomba*, first home buyers can take advantage of the affordability of unit prices.

Average vendor discounting has remained fairly stable for houses and units over the past three quarters, currently at -3.6% (houses) and -4.9% (units) in Q2 2017. Over the same period of time, average days on market for selling properties have fluctuated and currently sit at 61 days (house) and 87 days (units). These two indicators demonstrate that the house market is more competitive than unit market, and house buyers are willing to pay closer to the first asking price to secure their desired property.

Average days on market for rental properties have remained fairly steady (approximately 35 days) within the past 12 months. Over the same time period, median weekly rent have slightly increased for units to \$275 per week and has remained stable for houses at \$330 per week. Combined with rental yields of 4.8% and 4.5% (for units and houses), the Toowoomba* rental market is an attractive investment opportunity.

TOOWOOMBA REGION GROWTH



*Toowoomba market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Centenary Heights, Cotswold Hills, Cranley, Darling Heights, East Toowoomba, Glensvale, Harlaxton, Harristown, Highfields, Hodgson Vale, Kearneys Spring, Middle Ridge, Mount Kynoch, Mount Lofty, Mount Rascal, Newtown, North Toowoomba, Prince Henry Heights, Rangeville, South Toowoomba, Toowoomba City, Top Camp, Wilsonton, Wilsonton Heights, and Withcott.

**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/or completion dates are estimate only, as per relevant data authority.

Source: AMP PriceFinder, Cordell Database, realestate.com.au, Real Estate Institute of Queensland, Toowoomba Regional Council, Southern Queensland Country.

OVERVIEW

Known as the 'Garden City', Toowoomba is popular for its friendly community and rich history. It is located 90 minutes from Brisbane and overlooks the Lockyer Valley. Its country town vibe, in addition to its picturesque parklands and carnival of flowers, make it attractive for both tourists and residents. Its predominant population of children makes it a family friendly area.

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

FUTURE DEVELOPMENTS**

A large number of project developments is planned for 2nd half 2017 in Toowoomba and its nearby suburbs, with a sample of it totalling approx. \$68.6M. The majority (59.5%) of this is invested in infrastructure. This is followed by commercial (20.4%) and residential (15.7%) projects.

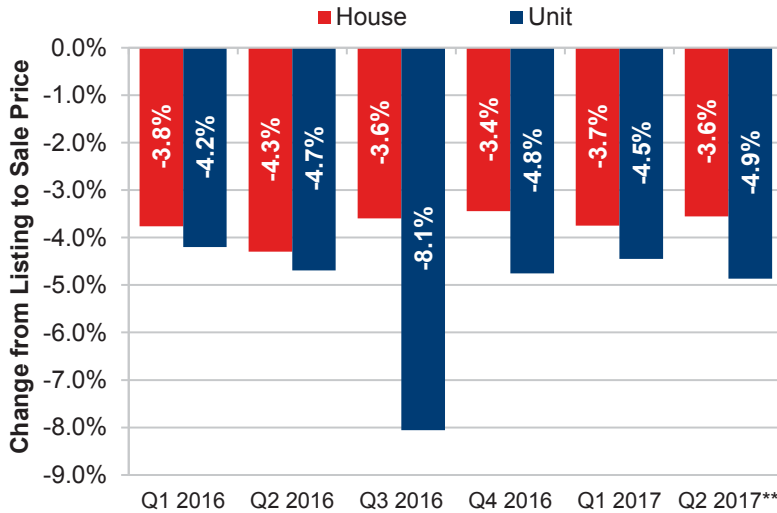
The main infrastructure project is Mort Street Roadworks (\$25.0M), including upgrades to Mort Street to enhance the traffic flow from the new Second Range Crossing. This is planned to be completed in late 2018.

The refurbishment of Burke & Will Hotel (\$6.0M) is a major commercial project. This will provide 15 five-star hotel suites and 70 4.5-star hotel rooms in addition to function rooms, restaurants and bars. This is planned to be completed in March 2018.

The sole mixed use project is Dairy Farmers Mixed Use Development Stages 1-5 (\$3.0M). This includes rezoning of existing Dairy Farmers industrial site to allow for further commercial and residential development to be ready in late 2019.

Bridge Street Dwellings (\$3.5M), planned to construct 11 dwellings, is a key residential project that will commence in late 2017.

AVERAGE VENDOR DISCOUNT*



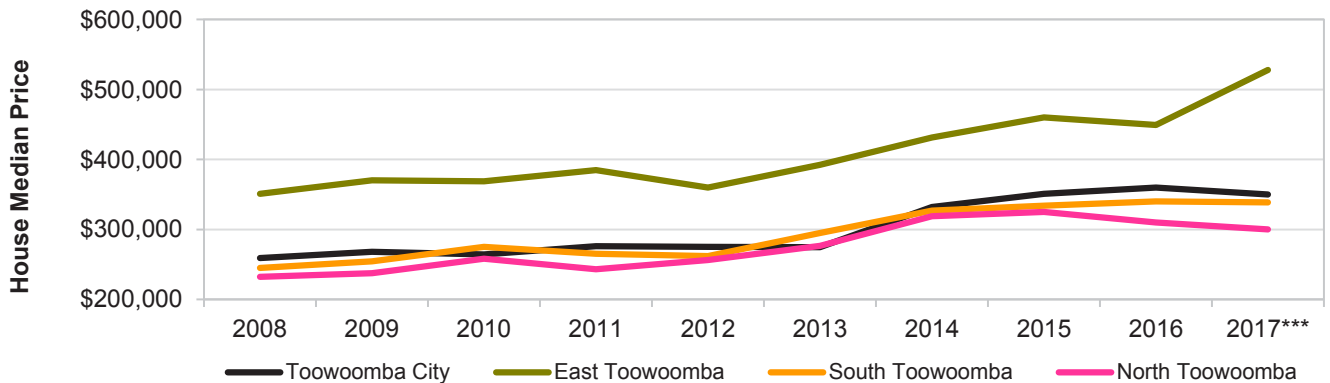
AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first listed 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.

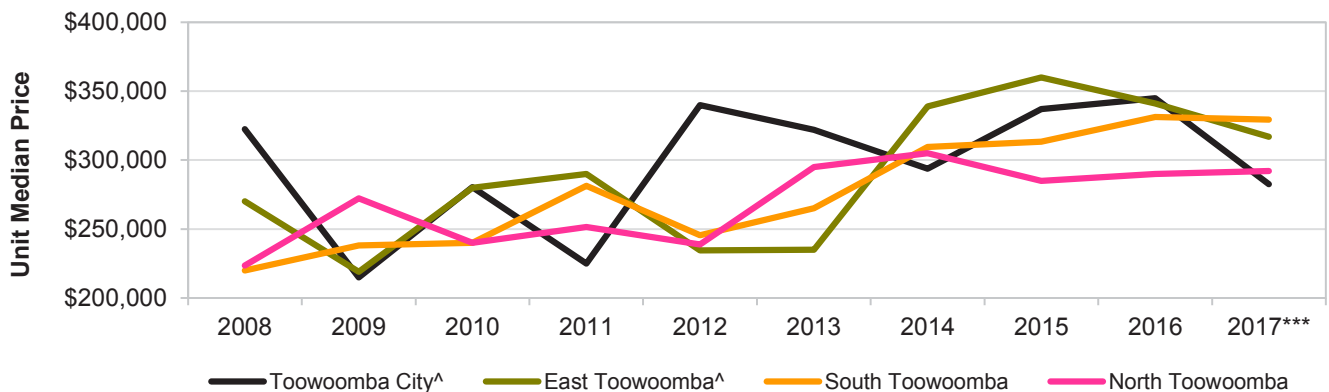
MARKET COMPARISON GRAPH

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 Toowoomba City, provided there has been a minimum of 20 house sales within each calendar year.

HOUSE MARKET COMPARISON



UNIT MARKET COMPARISON



*Average Vendor Discount represents the average difference between sold price and first listed price in the combined suburbs of: Centenary Heights, Cotswold Hills, Cranley, Darling Heights, East Toowoomba, Glenvale, Harlaxton, Harristown, Highfields, Hodgson Vale, Kearneys Spring, Middle Ridge, Mount Kynoch, Mount Lofty, Mount Rascal, Newtown, North Toowoomba, Prince Henry Heights, Rangeville, South Toowoomba, Toowoomba City, Top Camp, Wilsonton, Wilsonton Heights, and Withcott.

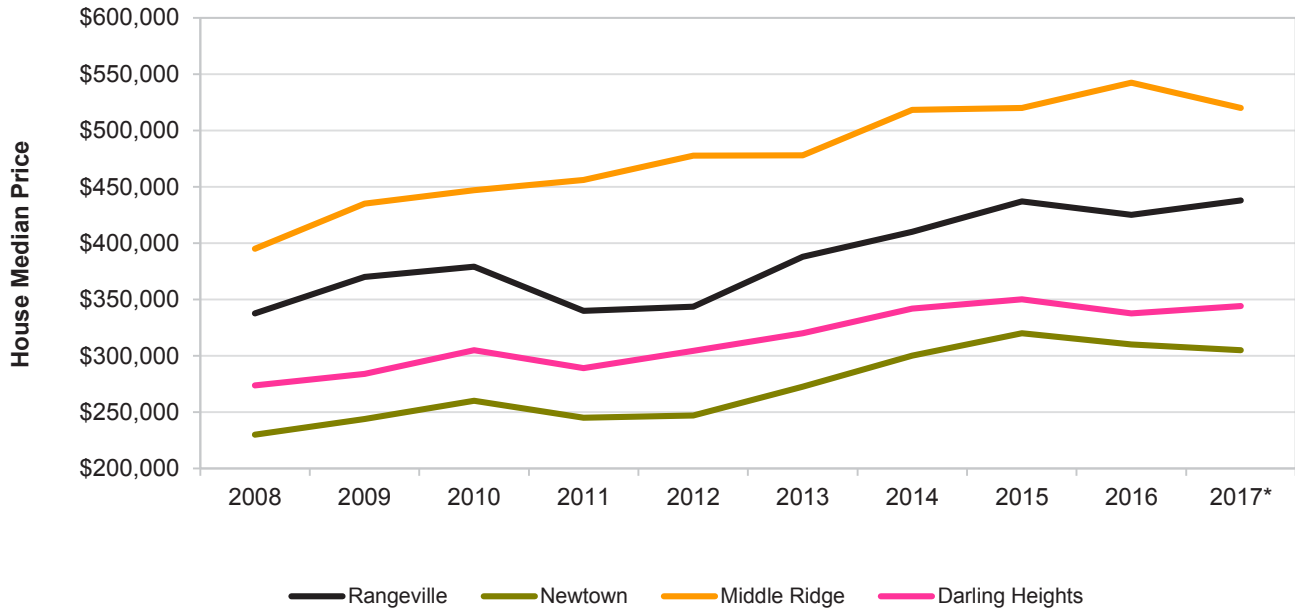
**Q2 2017 quoted data for houses represents both settled transactions (i.e. government data) and agents' advice.

***2017 data includes sales transactions between 01/01/2017 and inclusive of 07/08/2017.

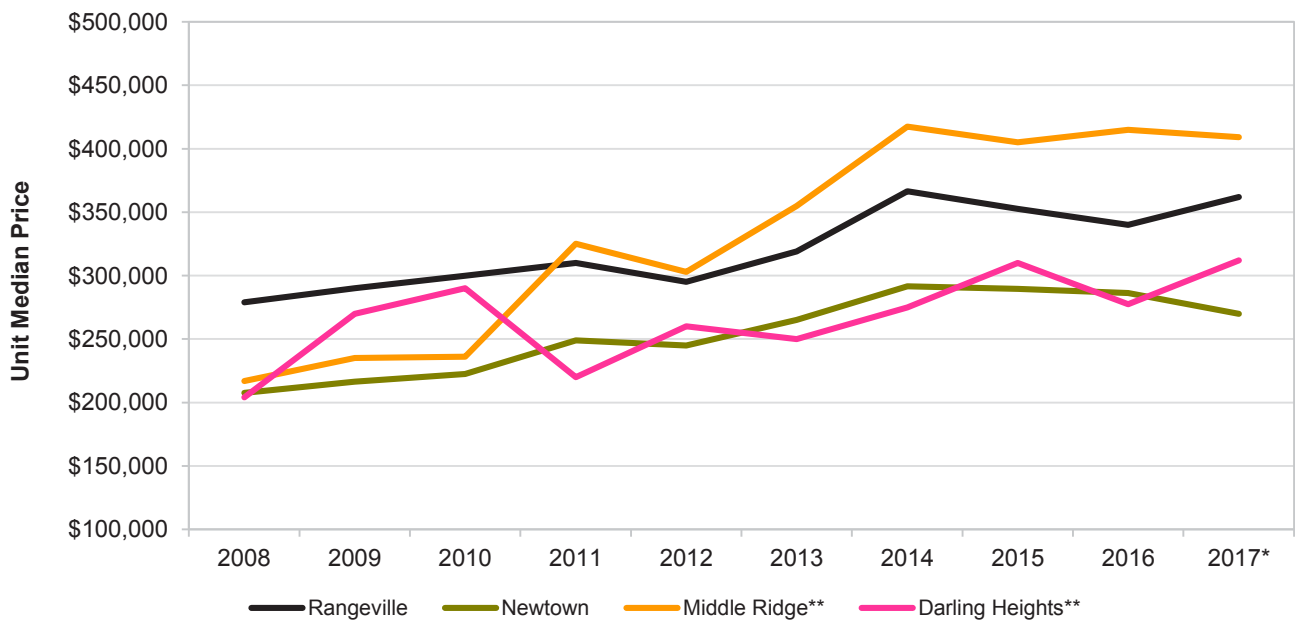
^The sudden changes are due to large number of sales in the same address location and/or number of bedrooms.

Source: APM PriceFinder.

HOUSE MARKET COMPARISON



UNIT MARKET COMPARISON

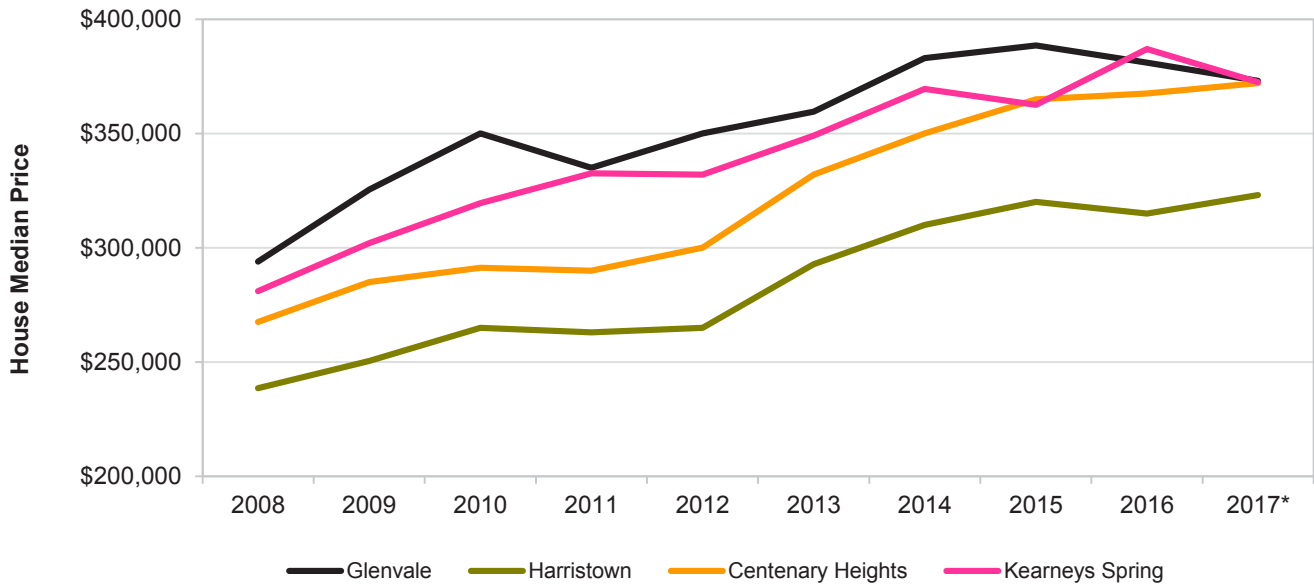


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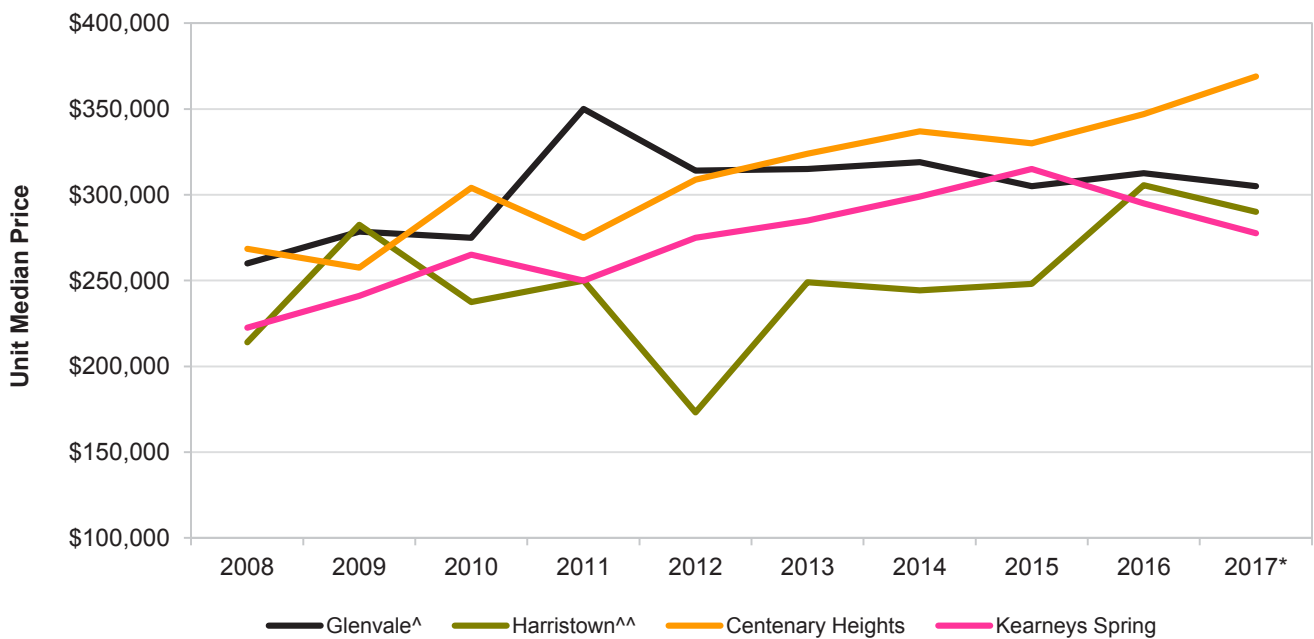
**The sudden changes are due to limited number of sales.

Source: APM PriceFinder.

HOUSE MARKET COMPARISON



UNIT MARKET COMPARISON



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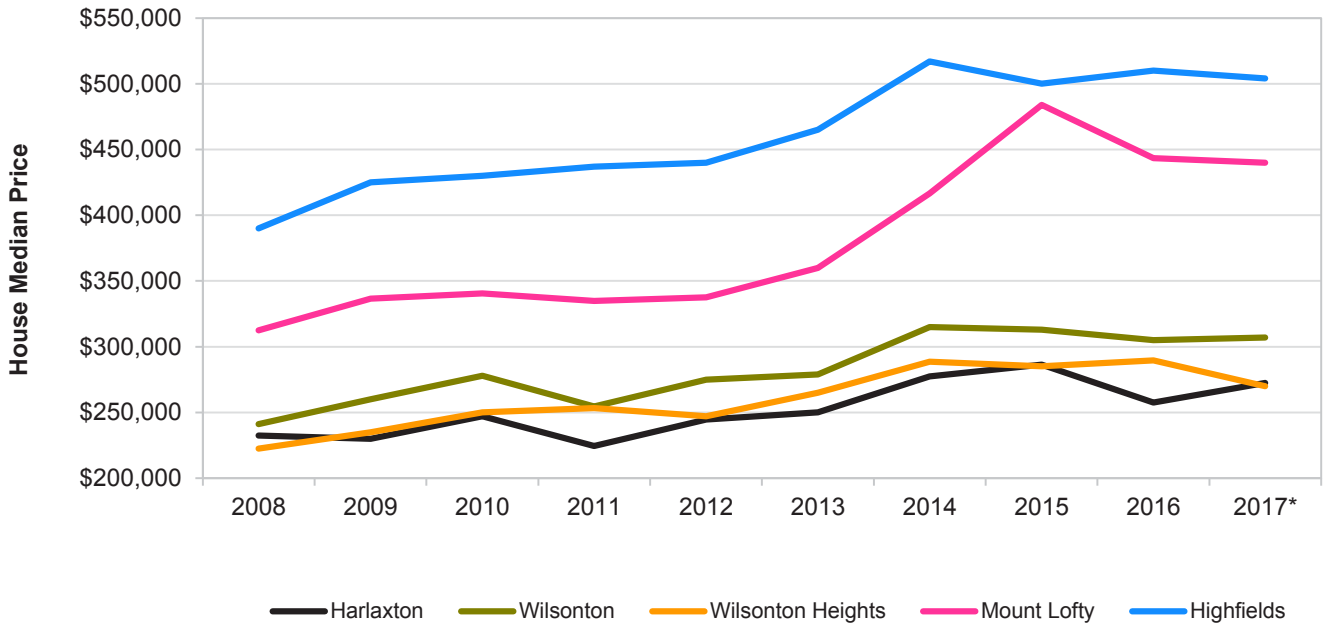
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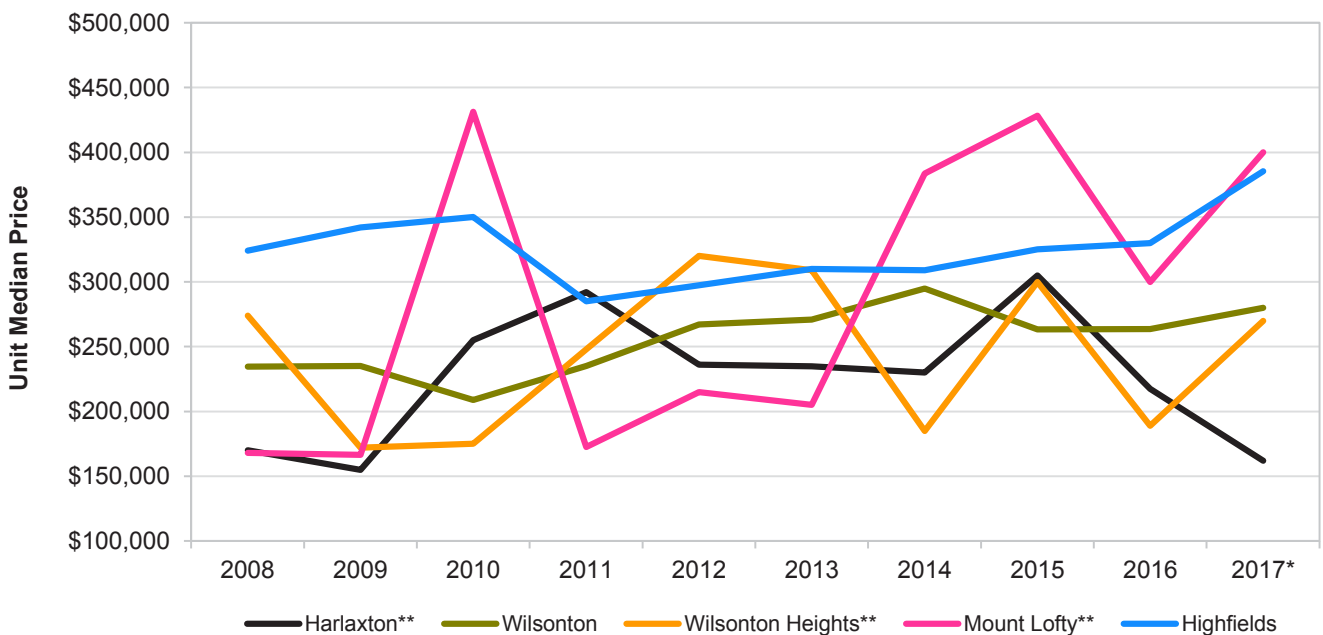
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Source: APM PriceFinder.

HOUSE MARKET COMPARISON



UNIT MARKET COMPARISON

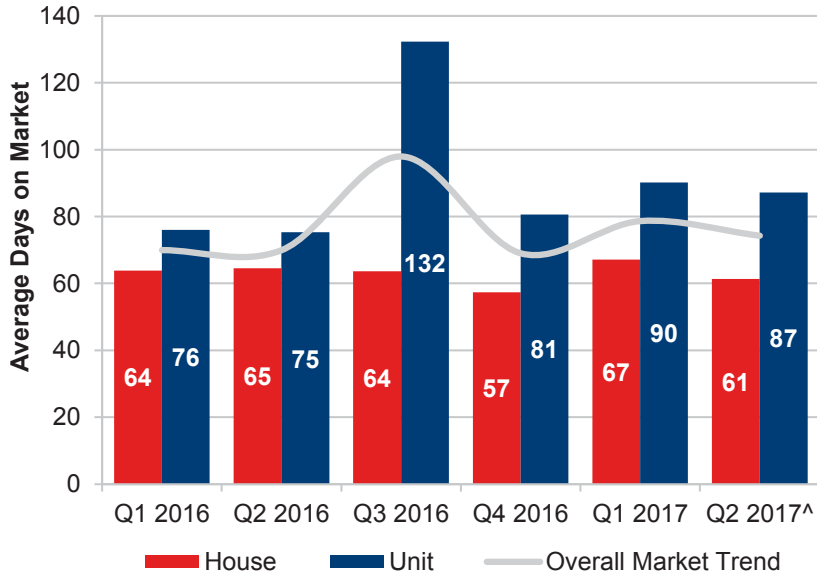


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Source: APM PriceFinder.

AVERAGE DAYS ON MARKET*



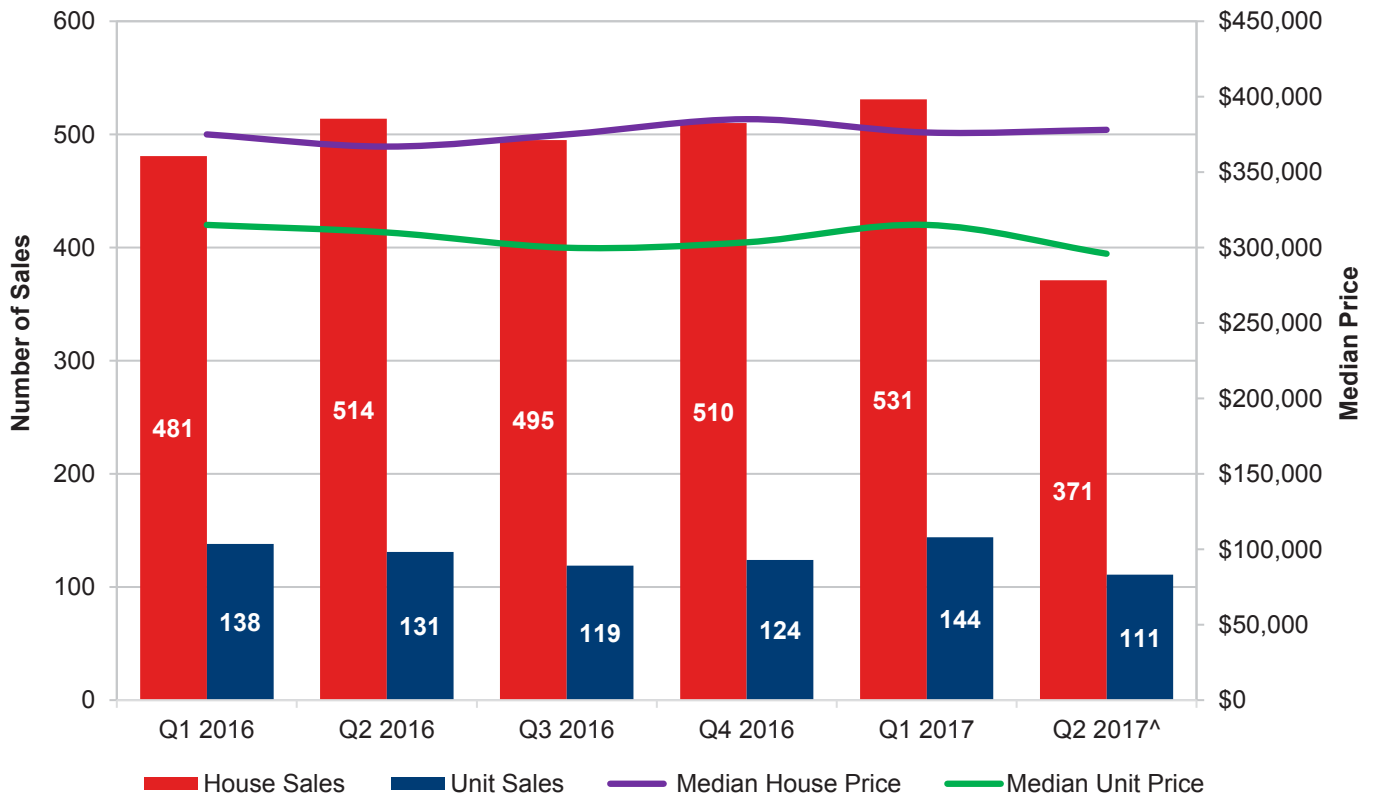
HOUSE KEY FACTS Q2 2017

Median Sale Price: \$378,000
 Annual Growth: +3.0%**
 Average Days on Market: 61
 % Change between First Listed Price and Sold Price: -3.6%

UNITS KEY FACTS Q2 2017

Median Sale Price: \$295,950
 Annual Growth: -4.9%**
 Average Days on Market: 87
 % Change between First Listed Price and Sold Price: -4.9%

SALES AND MEDIAN PRICE*



*Toowoomba market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Centenary Heights, Cotswold Hills, Cranley, Darling Heights, East Toowoomba, Glenvale, Harlaxton, Harristown, Highfields, Hodgson Vale, Kearneys Spring, Middle Ridge, Mount Kynoch, Mount Lofty, Mount Rascal, Newtown, North Toowoomba, Prince Henry Heights, Rangeville, South Toowoomba, Toowoomba City, Top Camp, Wilosnton, Wilosnton Heights, and Witcott.

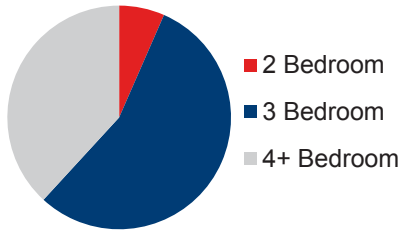
**Annual growth represents price growth for property transactions between Q2 2016 to Q2 2017.

[^]Q2 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice.

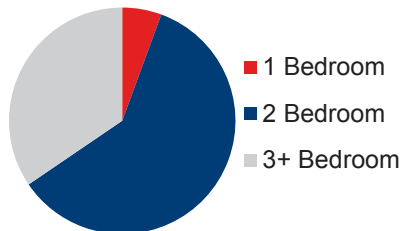
Source: APM PriceFinder.

RENTAL MARKET ANALYSIS*

HOUSE



UNIT



HOUSE KEY FACTS Q2 2017

Median Rent Price: \$330 per week
 Suburb Rental Yield: +4.5%
 Average Days on Market: 31
 Bedroom Breakdown:
 2 Bed: 7%, 3 Bed: 55%, 4+ Bed: 38%

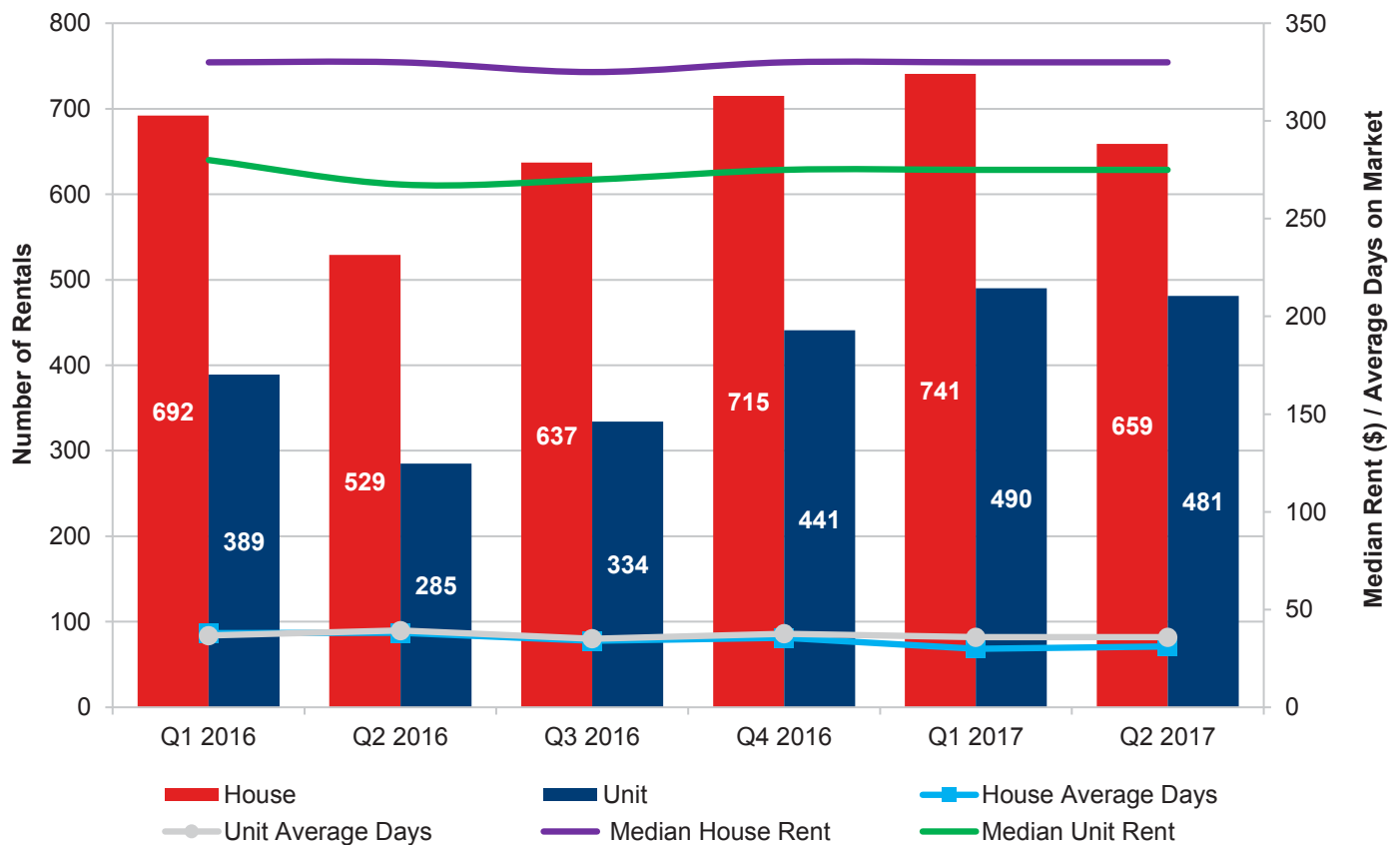
UNITS KEY FACTS Q2 2017

Median Rent Price: \$275 per week
 Suburb Rental Yield: +4.8%
 Average Days on Market: 36
 Bedroom Breakdown:
 1 Bed: 6%, 2 Bed: 60%, 3+ Bed: 34%

KEY COMMENTS

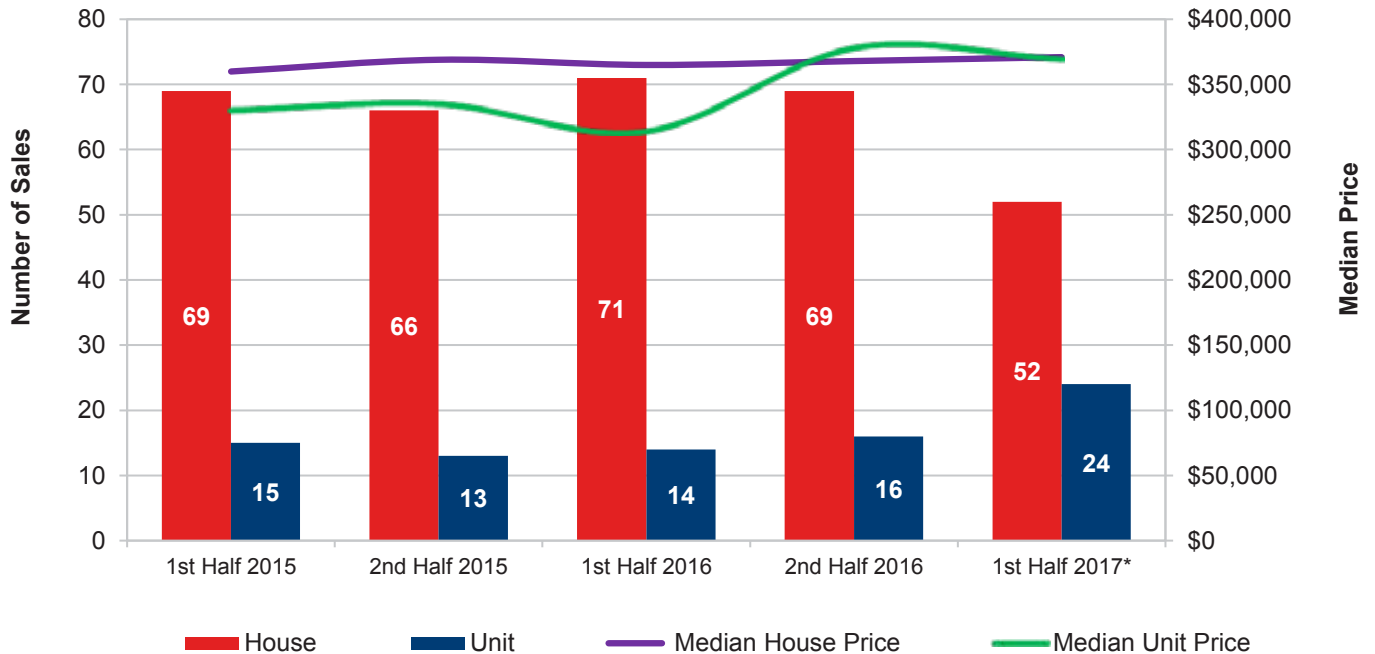
Average interest in the Toowoomba* market is recorded at 383 online visits per property, above the Queensland average of 301. Toowoomba* recorded an average vacancy rate of 2.7% in June 2017, a decline from 3.4% in February 2017. Average days on market and median rent have remained fairly stable over the past year to Q2 2017. These indicators confirm Toowoomba* as a strong rental market for investors.

MEDIAN RENT AND AVERAGE DAYS ON MARKET*

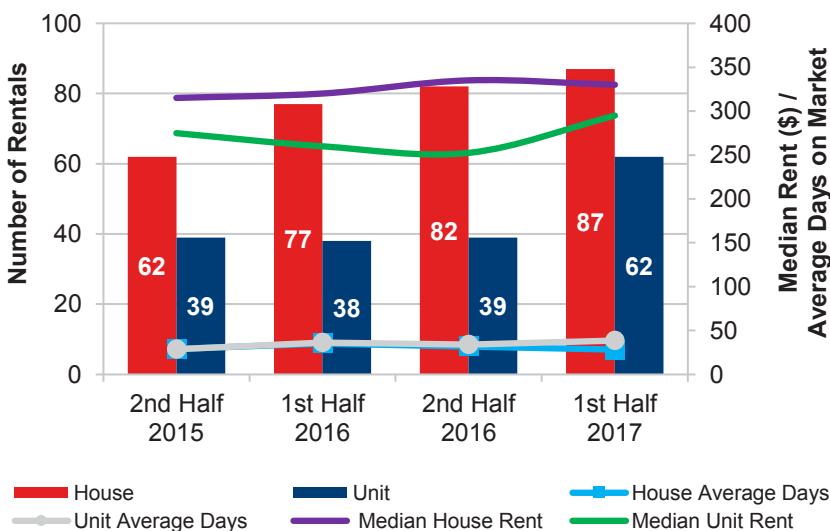


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 Source: APM PriceFinder, realestate.com.au, SQM Research.

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

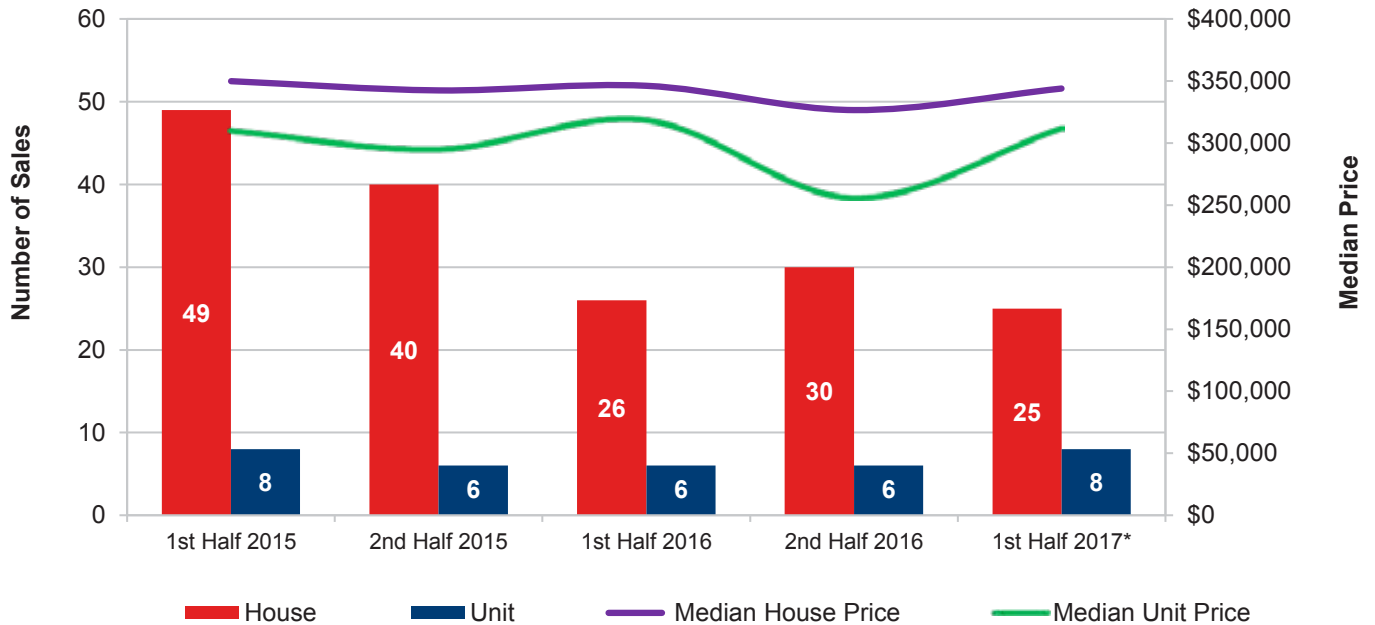
| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↓ | ↓ |
| House Median Price | ↑ | ↑ |
| House Median Rent | ↑ | ↓ |
| Unit Sales | ↑ | ↑ |
| Unit Median Price | ↑ | ↓ |
| Unit Median Rent | ↑ | ↑ |

| Key Suburb Facts 1st Half 2017 | House | Unit |
|--|-----------|-----------|
| Median Sale Price | \$371,000 | \$369,000 |
| Annual Median Price Change | 1.6% | 17.5% |
| Average Days on Market (Sales) | 43 | 44 |
| % Change between First Listed and Sold Price | -2.2% | -2.4% |
| Median Rent | \$330 | \$295 |
| Rental Yield | 4.6% | 4.2% |

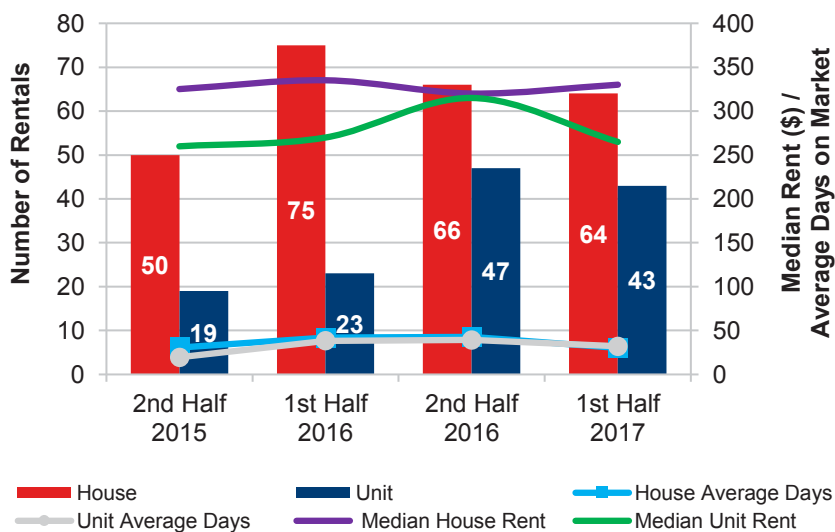


*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

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

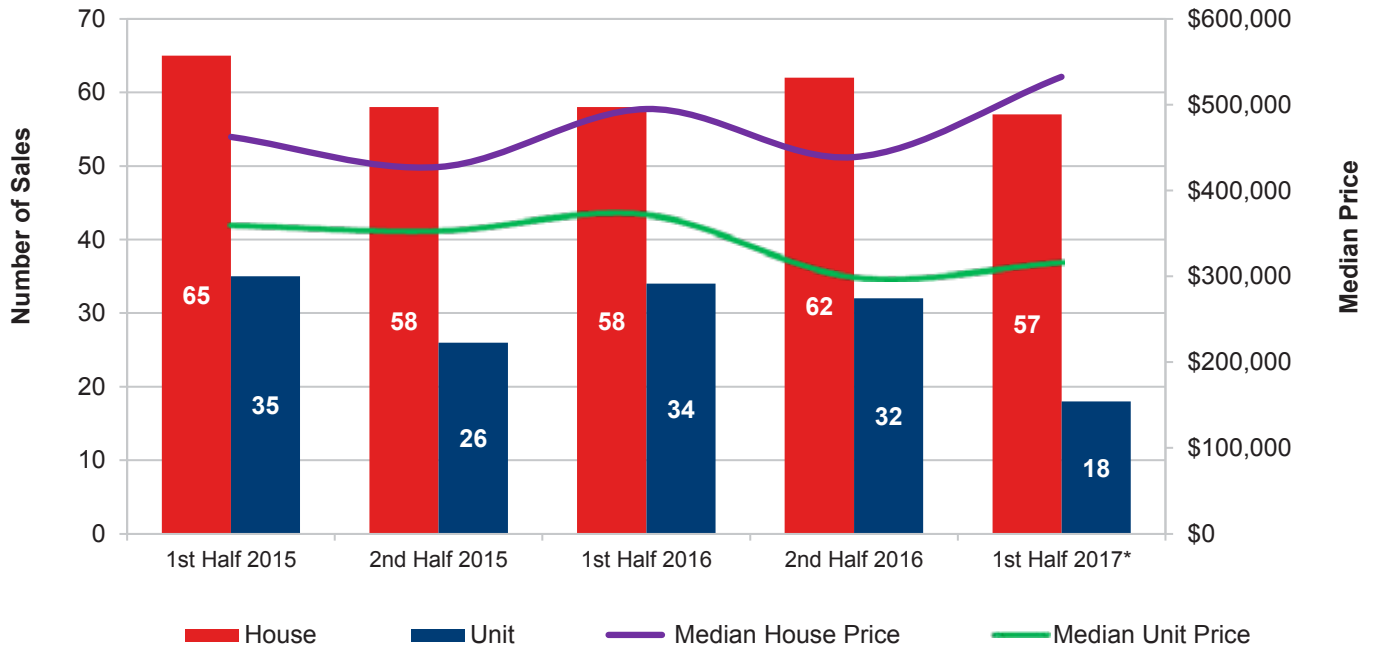


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**Presented data except Median Rent may not be reflective of the market, due to limited data available.
Source: AMP PriceFinder.

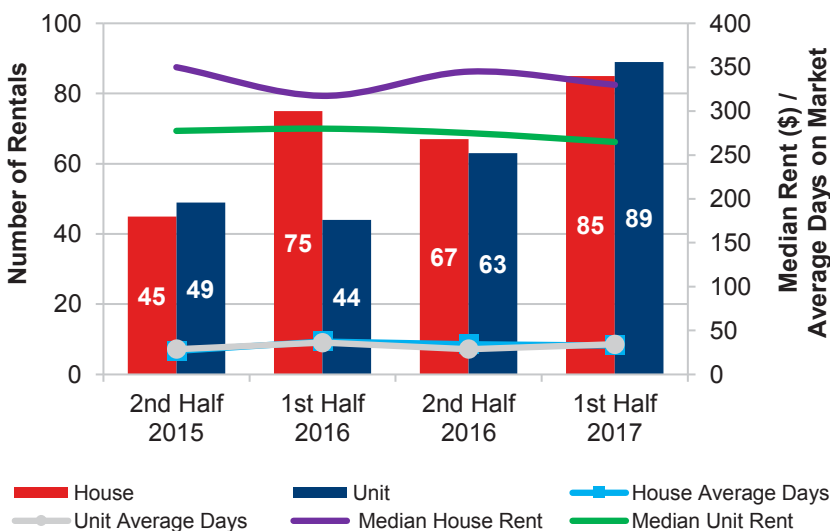
Key Suburb Facts 1st Half 2017

| | House | Unit** |
|--|-----------|-----------|
| Median Sale Price | \$344,000 | \$312,000 |
| Annual Median Price Change | -0.6% | -2.0% |
| Average Days on Market (Sales) | 65 | 50 |
| % Change between First Listed and Sold Price | -4.1% | -3.7% |
| Median Rent | \$330 | \$265 |
| Rental Yield | 5.0% | 4.4% |

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

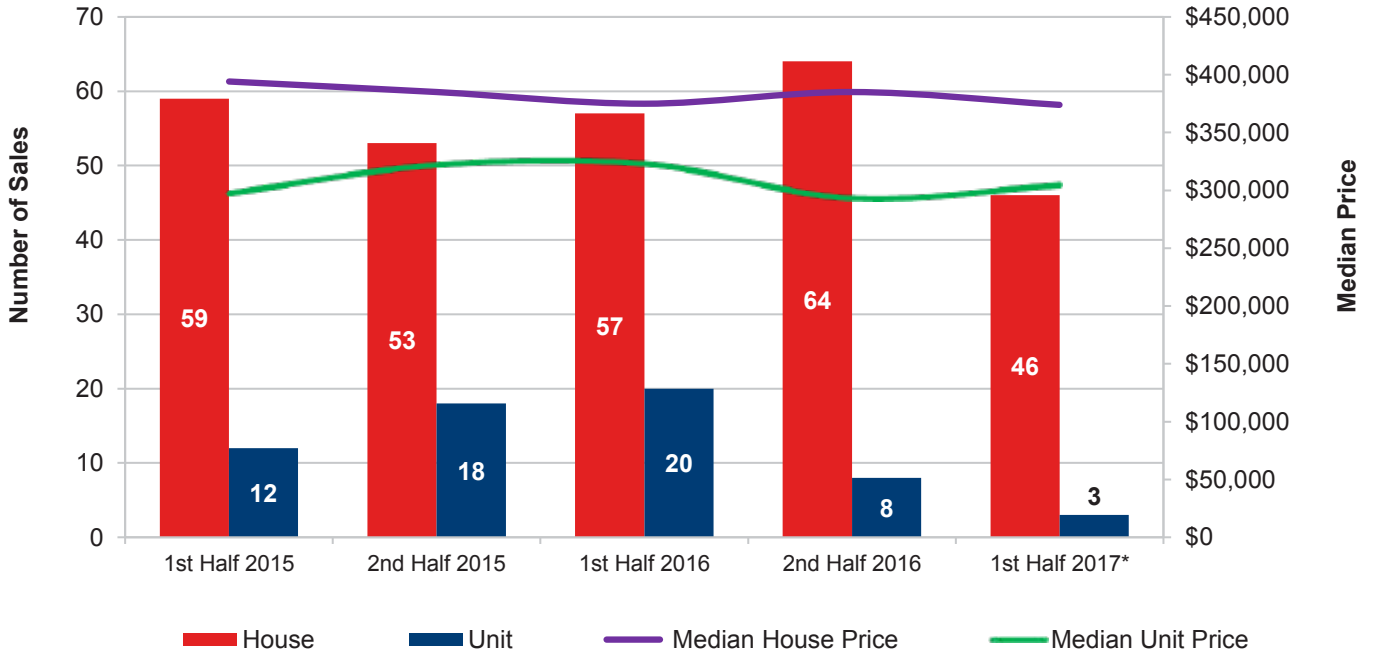
| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↓ | ↓ |
| House Median Price | ↑ | ↑ |
| House Median Rent | ↑ | ↓ |
| Unit Sales | ↓ | ↓ |
| Unit Median Price | ↓ | ↑ |
| Unit Median Rent | ↓ | ↓ |



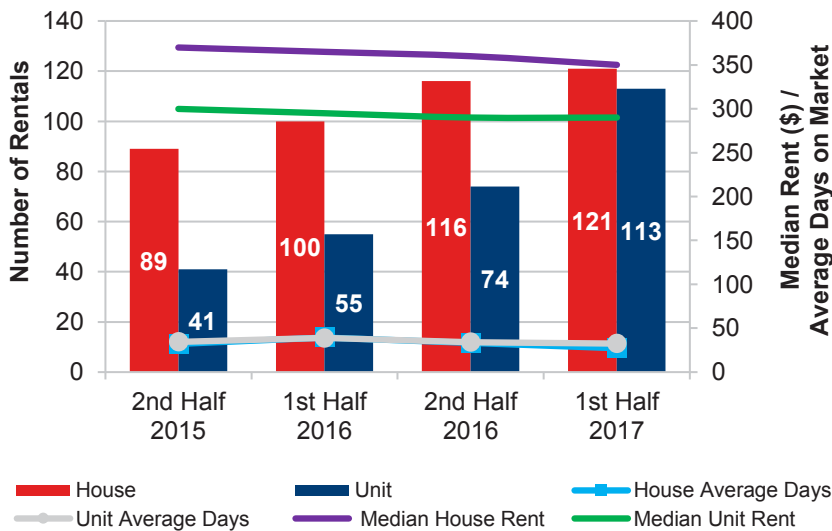
*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

| Key Suburb Facts 1st Half 2017 | House | Unit |
|--|-----------|-----------|
| Median Sale Price | \$532,500 | \$317,000 |
| Annual Median Price Change | +7.6% | -14.8% |
| Average Days on Market (Sales) | 54 | 62 |
| % Change between First Listed and Sold Price | -2.2% | -4.1% |
| Median Rent | \$330 | \$265 |
| Rental Yield | 3.2% | 4.3% |

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

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

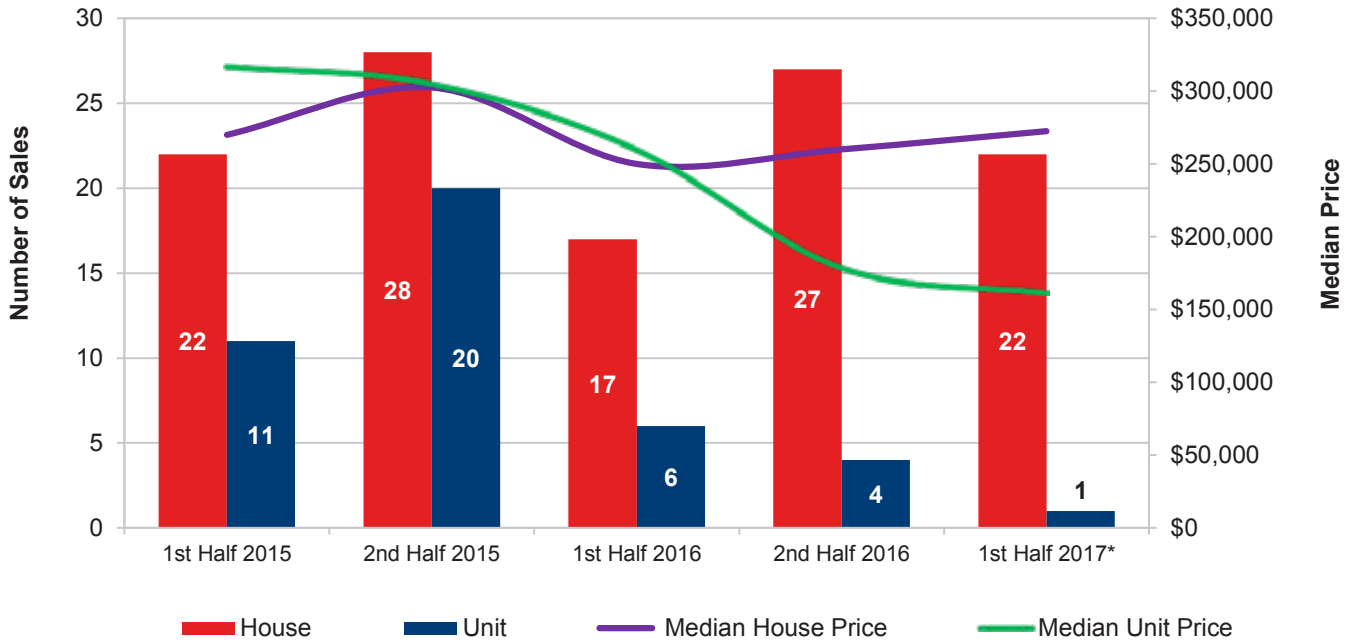


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Source: AMP PriceFinder.

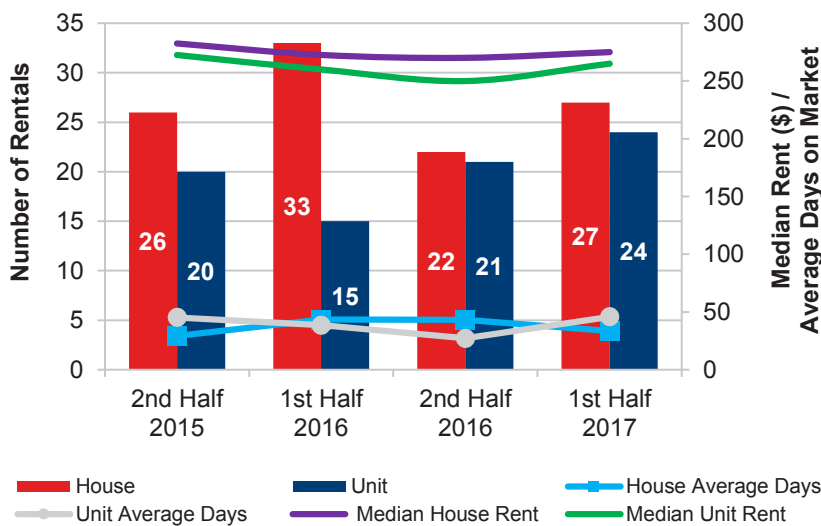
Key Suburb Facts 1st Half 2017

| | House | Unit** |
|--|-----------|-----------|
| Median Sale Price | \$374,000 | \$305,000 |
| Annual Median Price Change | -0.3% | -5.6% |
| Average Days on Market (Sales) | 77 | 127 |
| % Change between First Listed and Sold Price | -4.8% | -9.2% |
| Median Rent | \$350 | \$290 |
| Rental Yield | 4.9% | 4.9% |

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

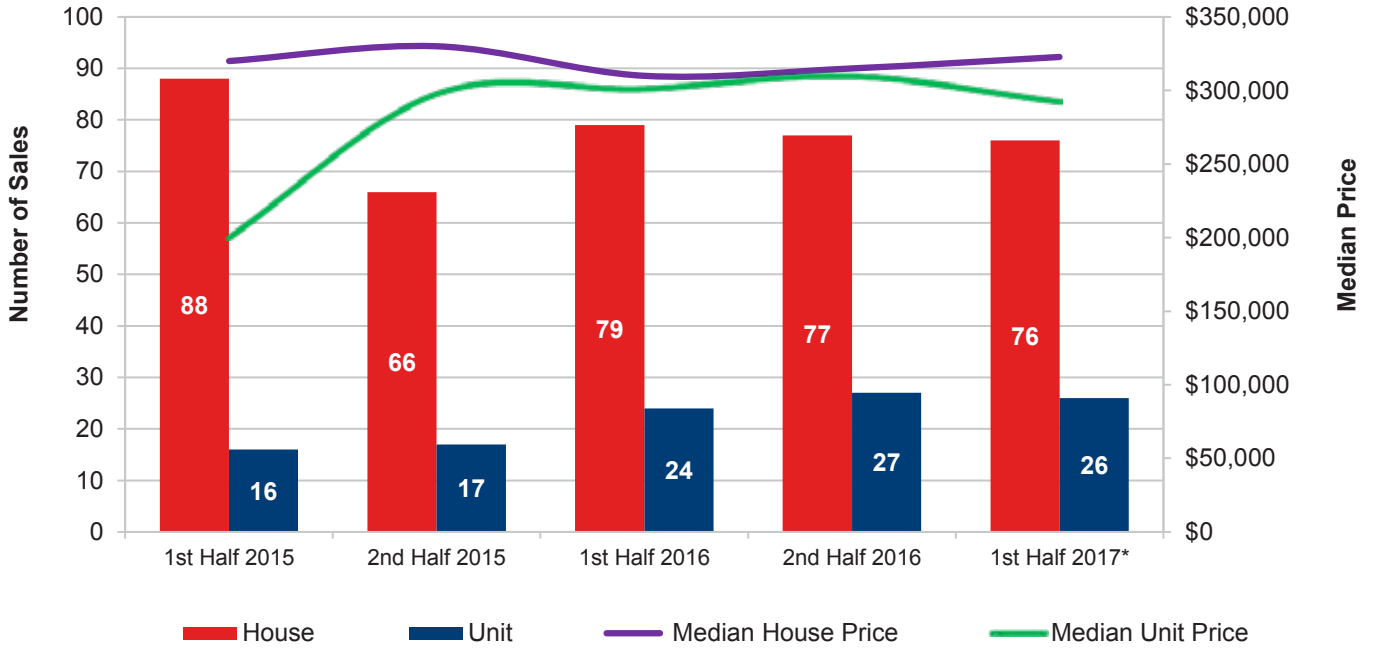
| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↑ | ↓ |
| House Median Price | ↑ | ↑ |
| House Median Rent | ↔ | ↑ |
| Unit Sales | ↓ | ↓ |
| Unit Median Price | ↓ | ↓ |
| Unit Median Rent | ↑ | ↑ |



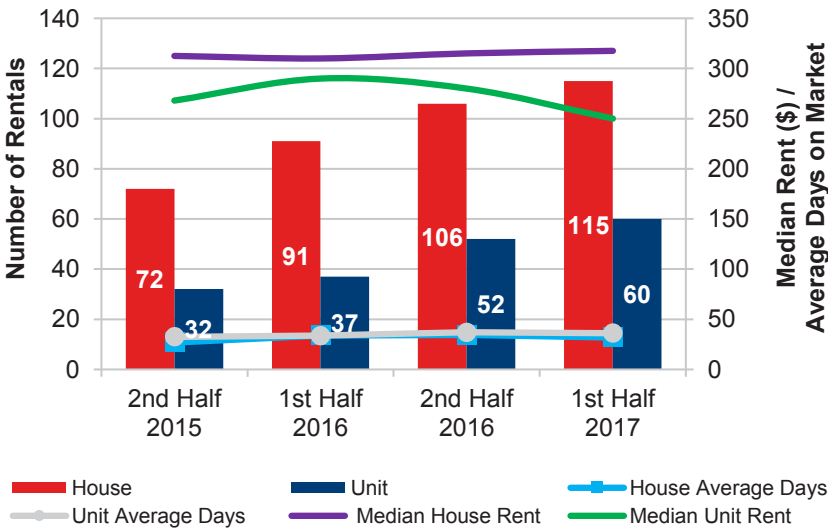
*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice.
**Presented data except is indicative only and based on previously known data, due to limited sales transactions in that period..
Source: AMP PriceFinder.

| Key Suburb Facts 1 st Half 2017 | House | Unit** |
|--|-----------|-----------|
| Median Sale Price | \$272,500 | \$162,000 |
| Annual Median Price Change | +9.0% | -37.7% |
| Average Days on Market (Sales) | 50 | N/A |
| % Change between First Listed and Sold Price | -4.8% | -12.4% |
| Median Rent | \$275 | \$265 |
| Rental Yield | 5.2% | N/A |

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

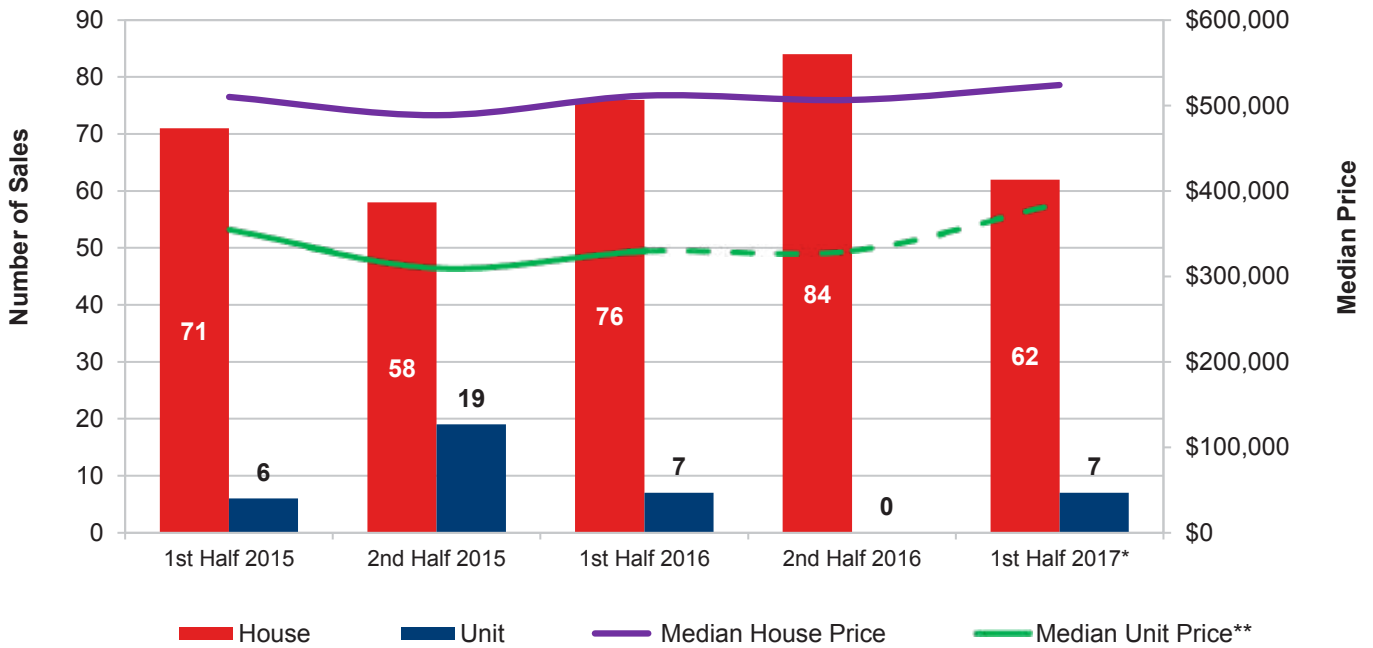
| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↓ | ↓ |
| House Median Price | ↑ | ↑ |
| House Median Rent | ↑ | ↔ |
| Unit Sales | ↑ | ↓ |
| Unit Median Price | ↓ | ↓ |
| Unit Median Rent | ↓ | ↓ |



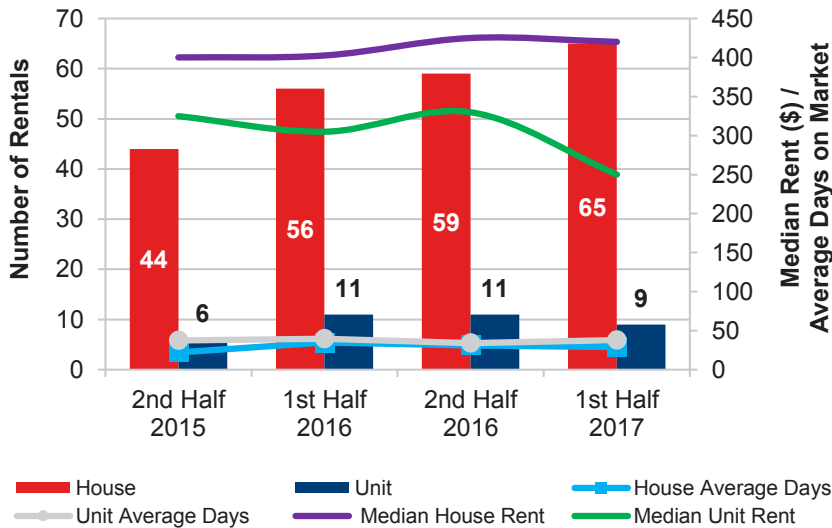
*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

| Key Suburb Facts 1 st Half 2017 | House | Unit |
|--|-----------|-----------|
| Median Sale Price | \$322,750 | \$292,500 |
| Annual Median Price Change | +4.1% | -3.0% |
| Average Days on Market (Sales) | 69 | 114** |
| % Change between First Listed and Sold Price | -3.7% | -6.3% |
| Median Rent | \$318 | \$250 |
| Rental Yield | 5.1% | 4.4% |

SALES MARKET



RENTAL MARKET



| Key Suburb Facts 1st Half 2017 | | House | Unit*** |
|--|--|-----------|-----------|
| Median Sale Price | | \$524,000 | \$386,000 |
| Annual Median Price Change | | +2.4% | +17.0% |
| Average Days on Market (Sales) | | 76 | 41 |
| % Change between First Listed and Sold Price | | -3.0% | -0.4% |
| Median Rent | | \$420 | \$250 |
| Rental Yield | | 4.2% | 3.4% |

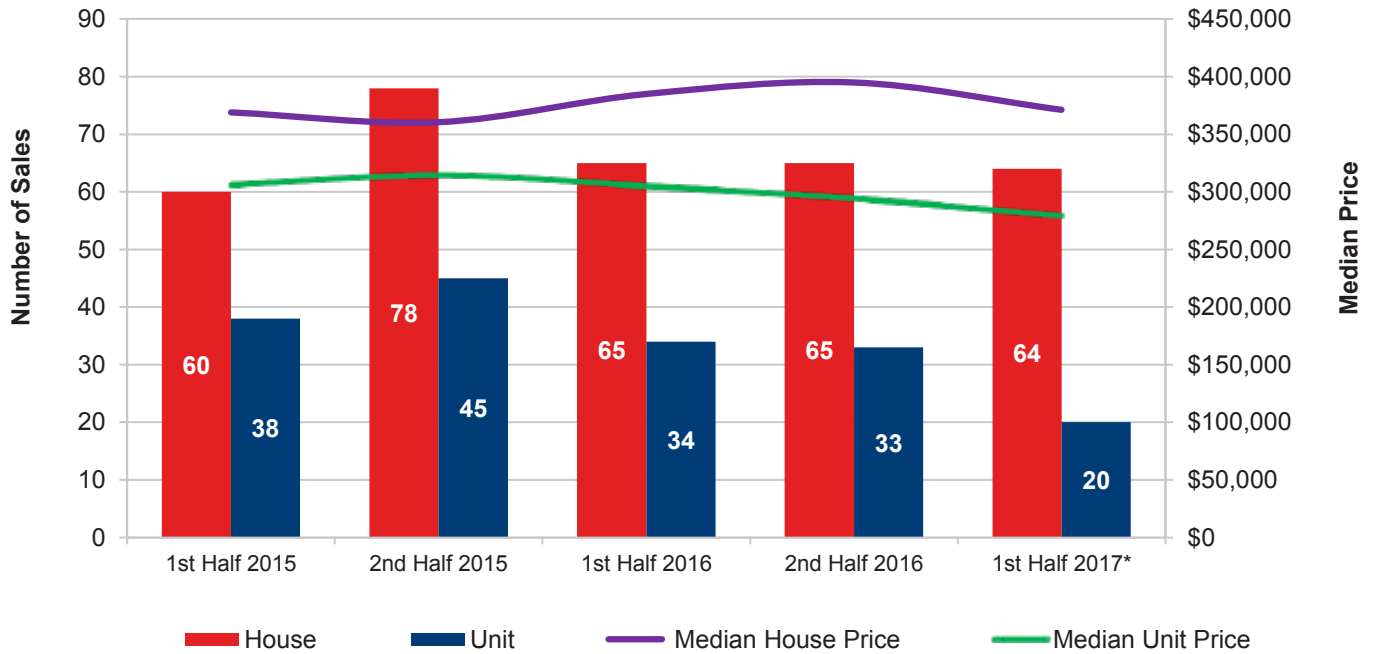
KEY MARKET INDICATORS

| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↓ | ↓ |
| House Median Price | ↑ | ↑ |
| House Median Rent | ↑ | ↓ |
| Unit Sales | ↔ | ↑ |
| Unit Median Price | ↑ | N/A |
| Unit Median Rent | ↓ | ↓ |

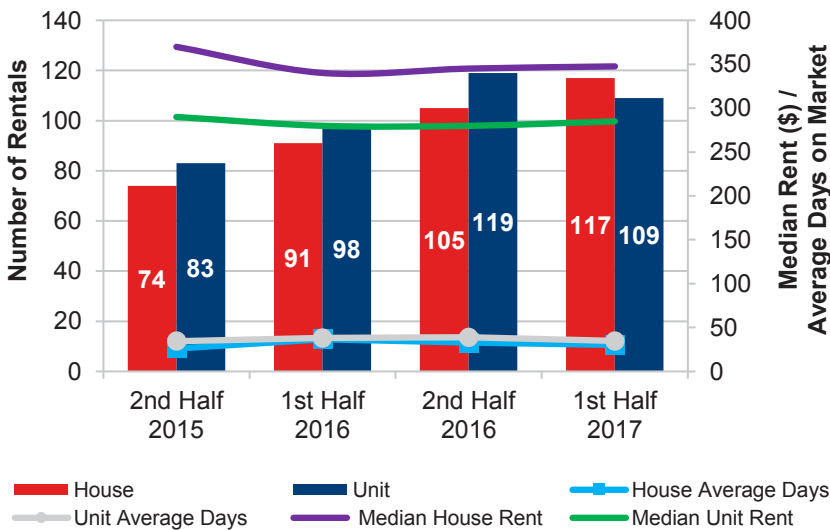


*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice.
 **Dashed line in median line price graph is due to no sales records for that period of time and median price displayed is approximate only based on previous known median price and trend
 ***Presented data is indicative only based on past quarterly/known data, due to limited number of sales transactions in this period.
 Source: AMP PriceFinder.

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

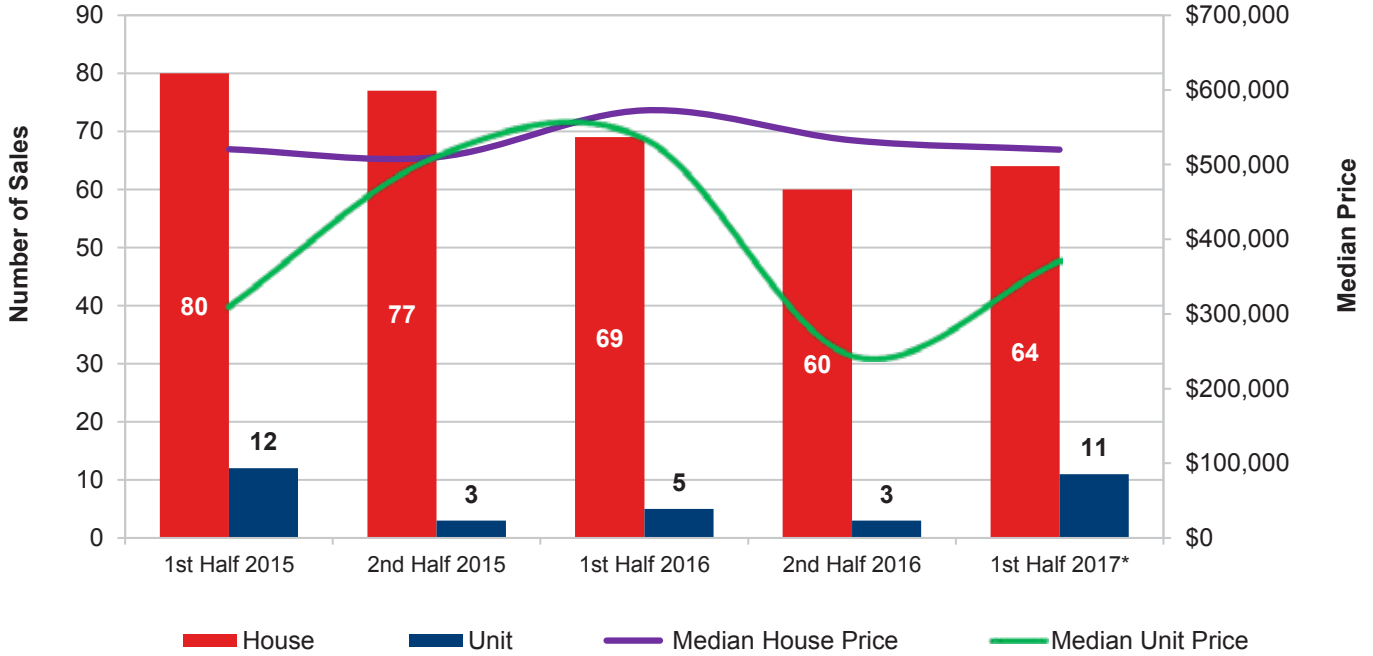
| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↓ | ↓ |
| House Median Price | ↓ | ↓ |
| House Median Rent | ↑ | ↔ |
| Unit Sales | ↓ | ↓ |
| Unit Median Price | ↓ | ↓ |
| Unit Median Rent | ↑ | ↑ |



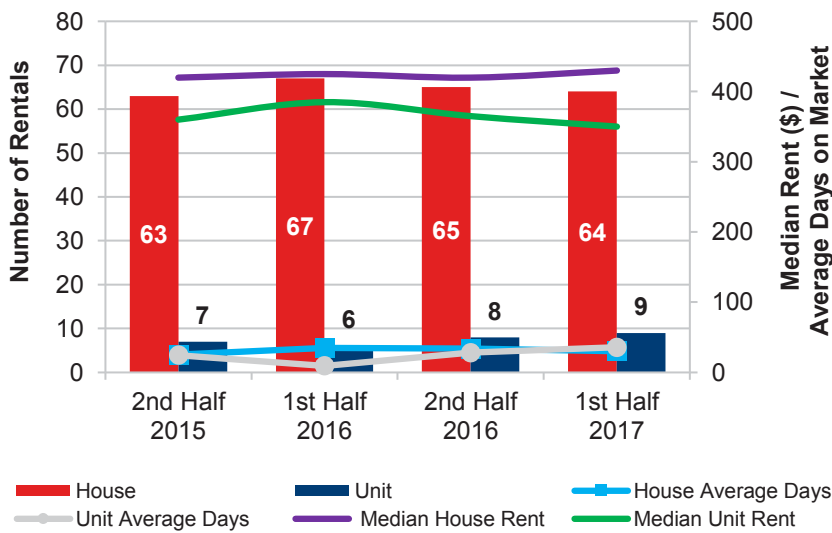
*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

| Key Suburb Facts 1st Half 2017 | House | Unit |
|--|-----------|-----------|
| Median Sale Price | \$371,250 | \$280,000 |
| Annual Median Price Change | -3.6% | -8.3% |
| Average Days on Market (Sales) | 70 | 99 |
| % Change between First Listed and Sold Price | -4.1% | -4.9% |
| Median Rent | \$348 | \$285 |
| Rental Yield | 4.9% | 5.3% |

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

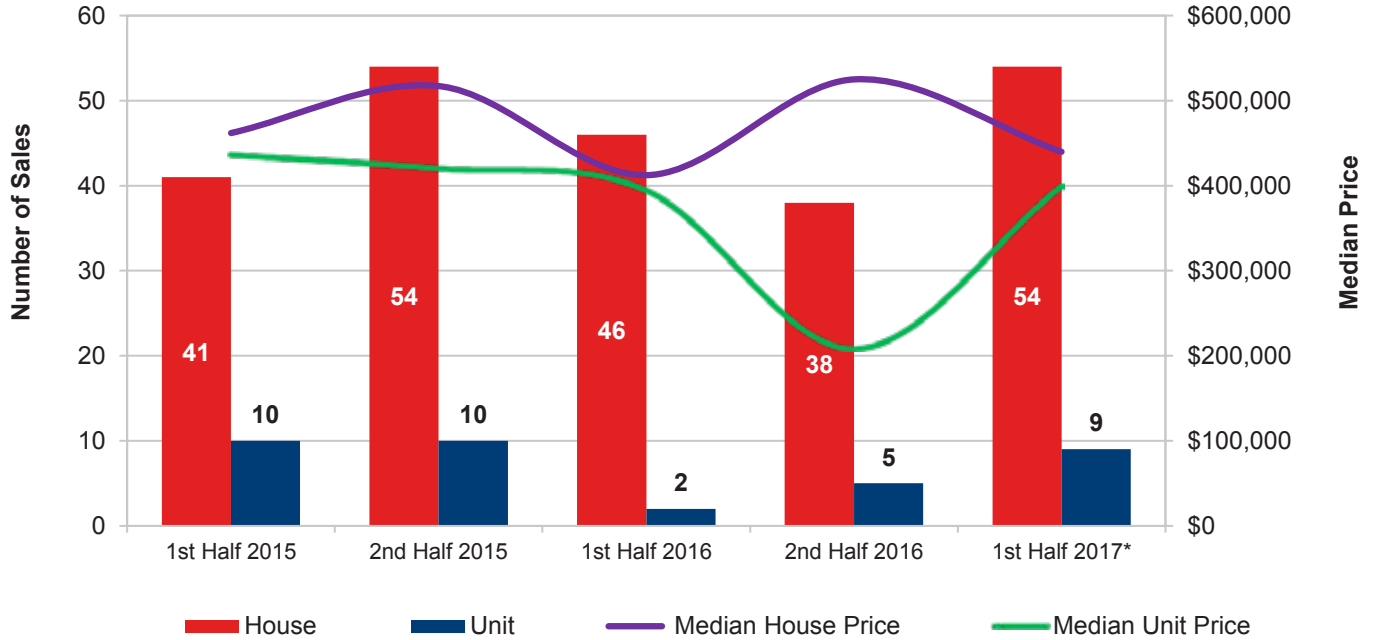
| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↓ | ↑ |
| House Median Price | ↓ | ↓ |
| House Median Rent | ↑ | ↑ |
| Unit Sales | ↑ | ↑ |
| Unit Median Price | ↓ | ↑ |
| Unit Median Rent | ↓ | ↓ |



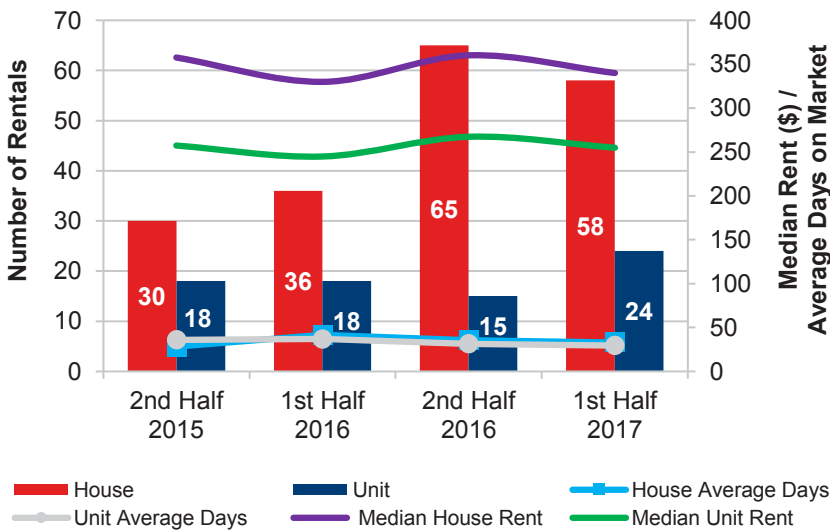
| Key Suburb Facts 1st Half 2017 | House | Unit** |
|--|-----------|-----------|
| Median Sale Price | \$520,000 | \$371,500 |
| Annual Median Price Change | -9.2% | -30.6% |
| Average Days on Market (Sales) | 63 | 42 |
| % Change between First Listed and Sold Price | -3.8% | -0.8% |
| Median Rent | \$430 | \$350 |
| Rental Yield | 4.3% | 4.9% |

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RENTAL MARKET



KEY MARKET INDICATORS

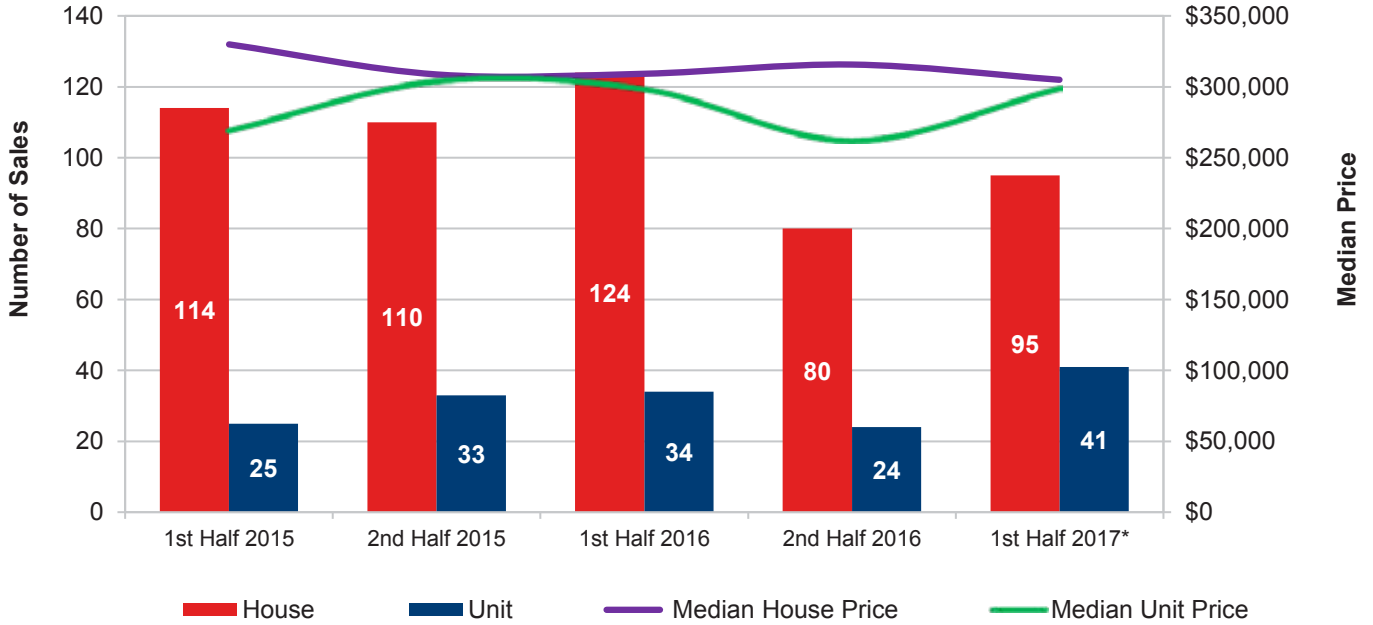
| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↑ | ↑ |
| House Median Price | ↑ | ↓ |
| House Median Rent | ↑ | ↓ |
| Unit Sales | ↑ | ↑ |
| Unit Median Price | ↑ | ↑ |
| Unit Median Rent | ↑ | ↓ |

| Key Suburb Facts 1st Half 2017 | House | Unit** |
|--|-----------|-----------|
| Median Sale Price | \$440,000 | \$400,000 |
| Annual Median Price Change | +6.7% | +1.3% |
| Average Days on Market (Sales) | 57 | 69 |
| % Change between First Listed and Sold Price | -2.7% | -4.7% |
| Median Rent | \$340 | \$255 |
| Rental Yield | 4.0% | 3.3% |

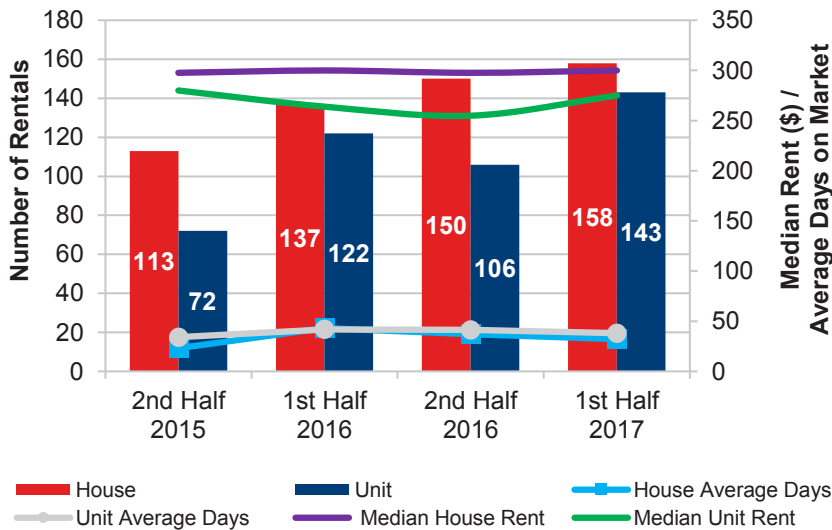


*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice.
 ***Presented data is indicative only based on past quarterly/known data, due to limited number of sales transactions in this period.
 Source: AMP PriceFinder.

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

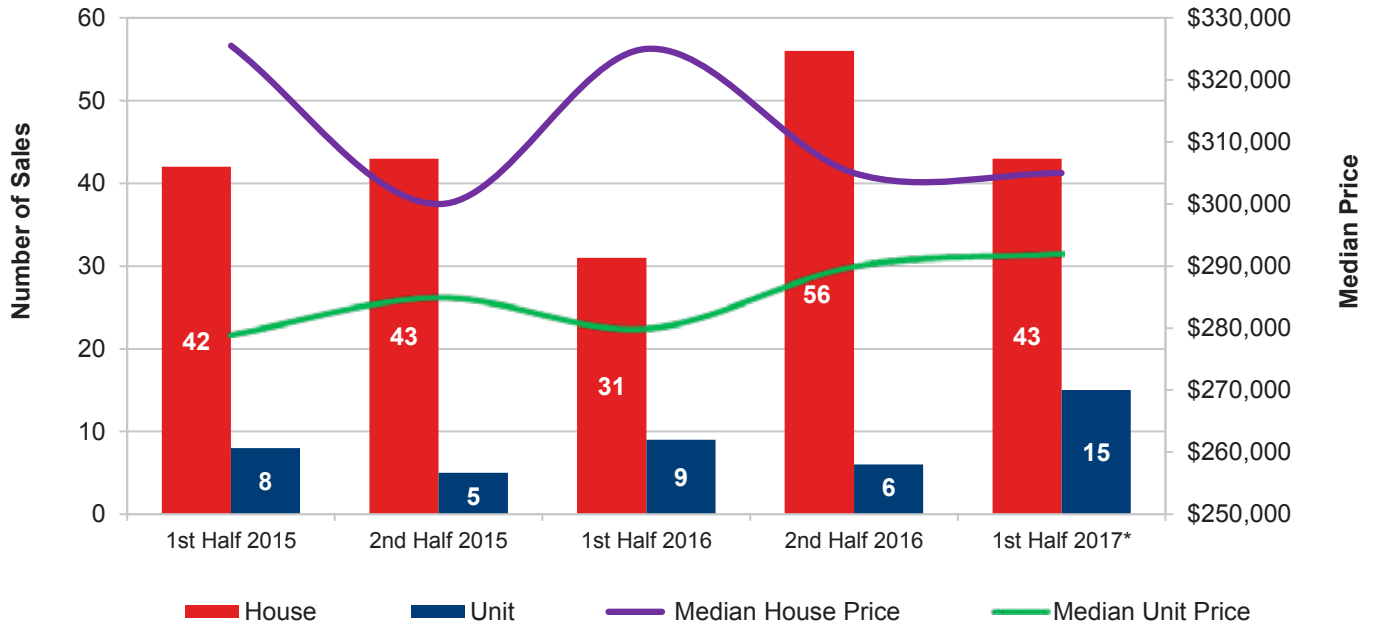
| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↓ | ↑ |
| House Median Price | ↓ | ↓ |
| House Median Rent | ↔ | ↔ |
| Unit Sales | ↑ | ↑ |
| Unit Median Price | ↑ | ↑ |
| Unit Median Rent | ↑ | ↑ |

| Key Suburb Facts 1st Half 2017 | House | Unit |
|--|-----------|-----------|
| Median Sale Price | \$305,000 | \$299,000 |
| Annual Median Price Change | -1.4% | +0.2% |
| Average Days on Market (Sales) | 73 | 75 |
| % Change between First Listed and Sold Price | -6.0% | -7.6% |
| Median Rent | \$300 | \$275 |
| Rental Yield | 5.1% | 4.8% |

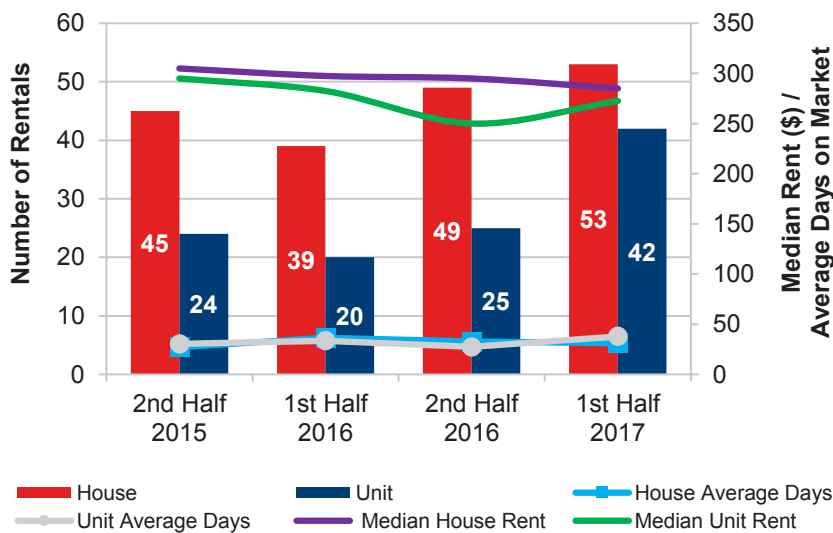


*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

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

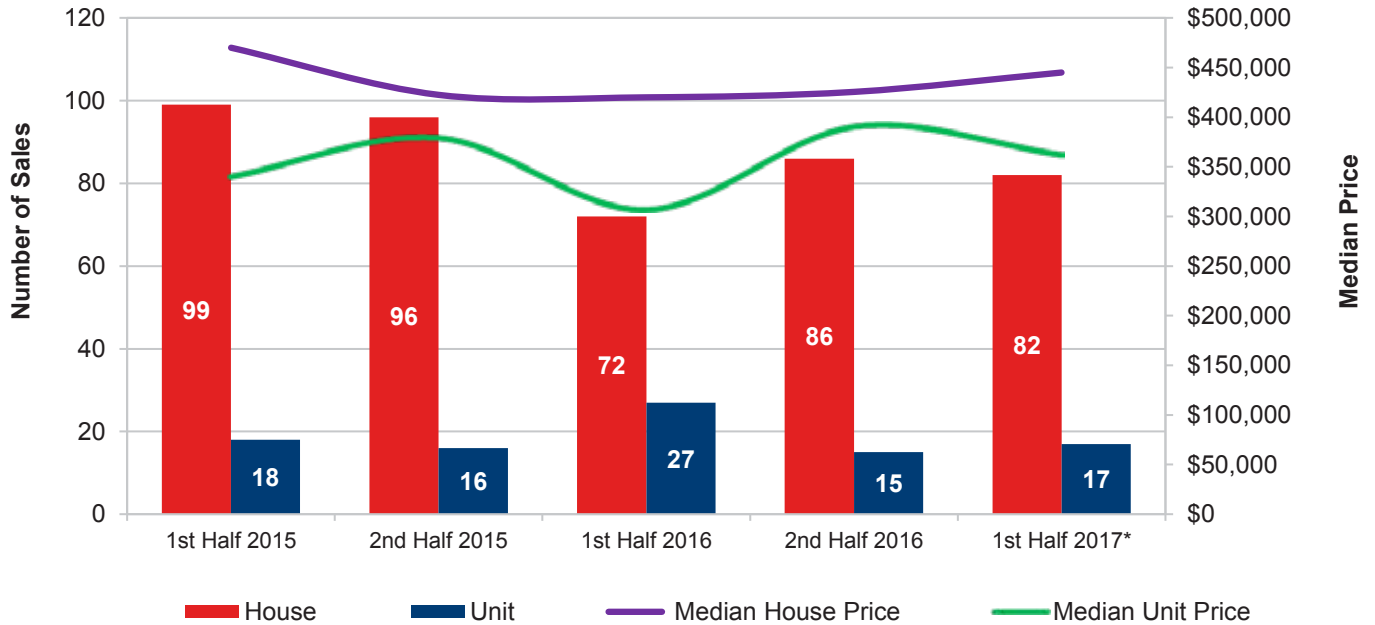


*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

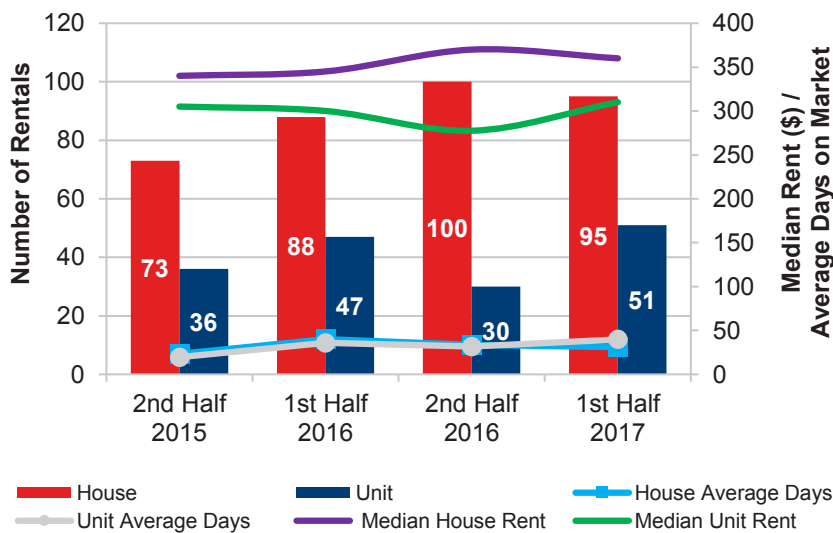
Key Suburb Facts 1st Half 2017

| | House | Unit |
|--|-----------|-----------|
| Median Sale Price | \$305,000 | \$292,000 |
| Annual Median Price Change | -6.2% | +4.3% |
| Average Days on Market (Sales) | 70 | 82 |
| % Change between First Listed and Sold Price | -3.3% | -3.1% |
| Median Rent | \$285 | \$273 |
| Rental Yield | 4.9% | 4.9% |

SALES MARKET



RENTAL MARKET



| Key Suburb Facts 1 st Half 2017 | | | House | Unit |
|--|--|--|-----------|-----------|
| Median Sale Price | | | \$445,000 | \$362,000 |
| Annual Median Price Change | | | +6.0% | +18.0% |
| Average Days on Market (Sales) | | | 49 | 66 |
| % Change between First Listed and Sold Price | | | -2.9% | -2.6% |
| Median Rent | | | \$360 | \$310 |
| Rental Yield | | | 4.2% | 4.5% |

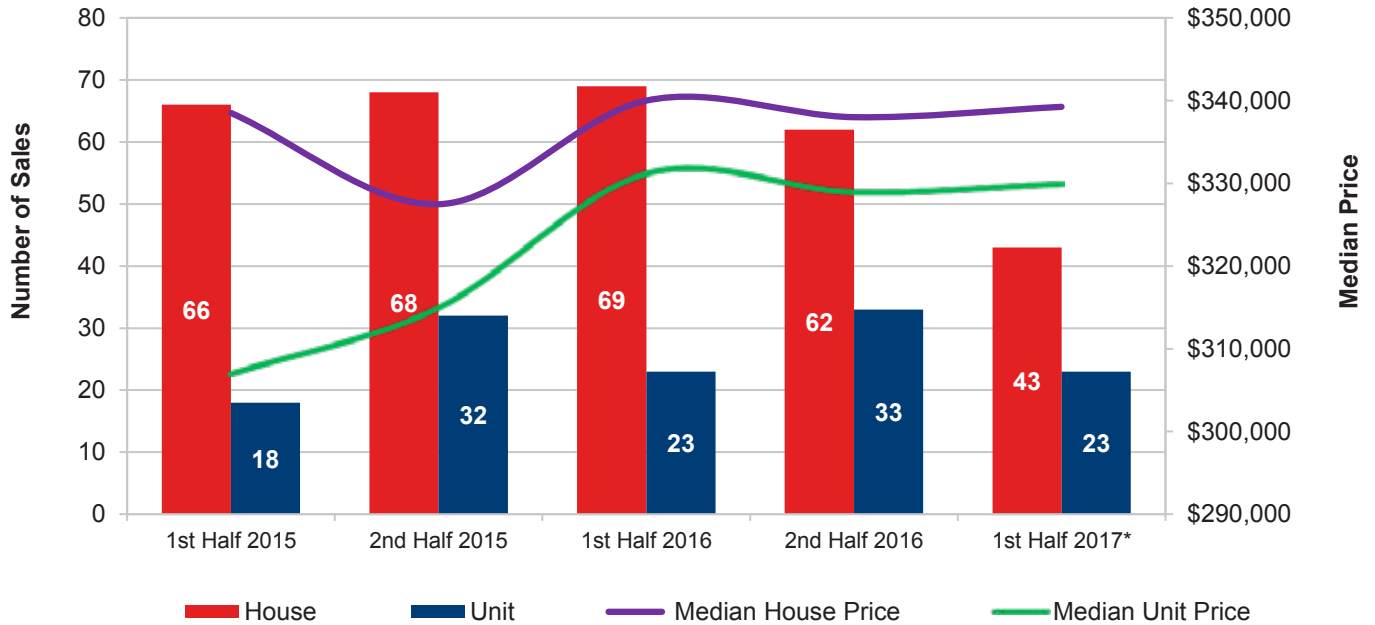
KEY MARKET INDICATORS

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

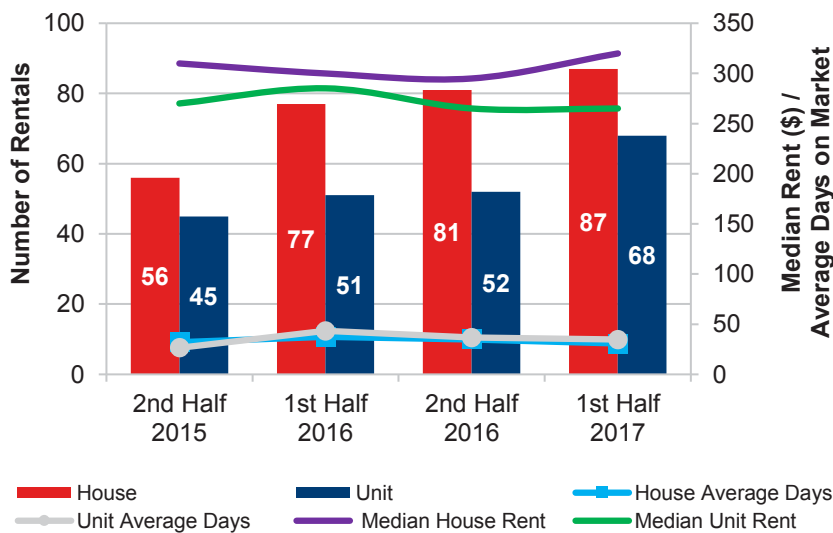


*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

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

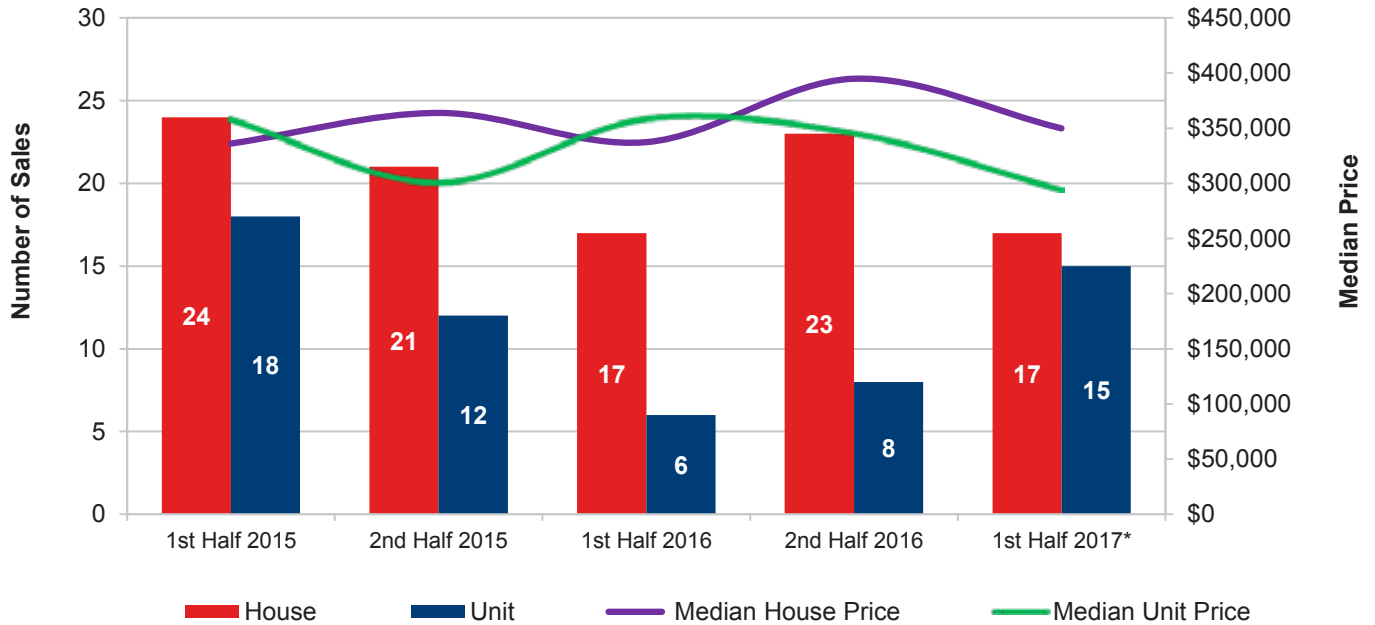


*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

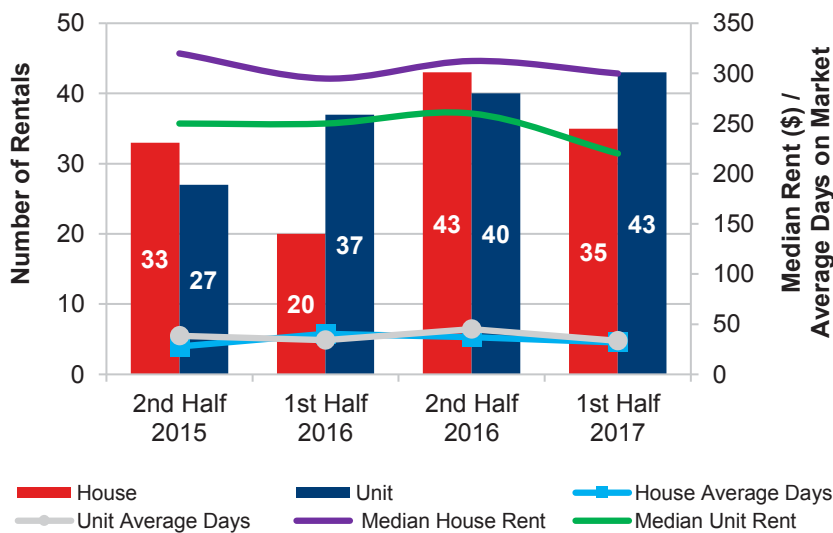
Key Suburb Facts 1st Half 2017

| | House | Unit |
|--|-----------|-----------|
| Median Sale Price | \$339,250 | \$330,000 |
| Annual Median Price Change | -0.2% | -0.4% |
| Average Days on Market (Sales) | 57 | 70 |
| % Change between First Listed and Sold Price | -1.3% | -2.2% |
| Median Rent | \$320 | \$265 |
| Rental Yield | 4.9% | 4.2% |

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

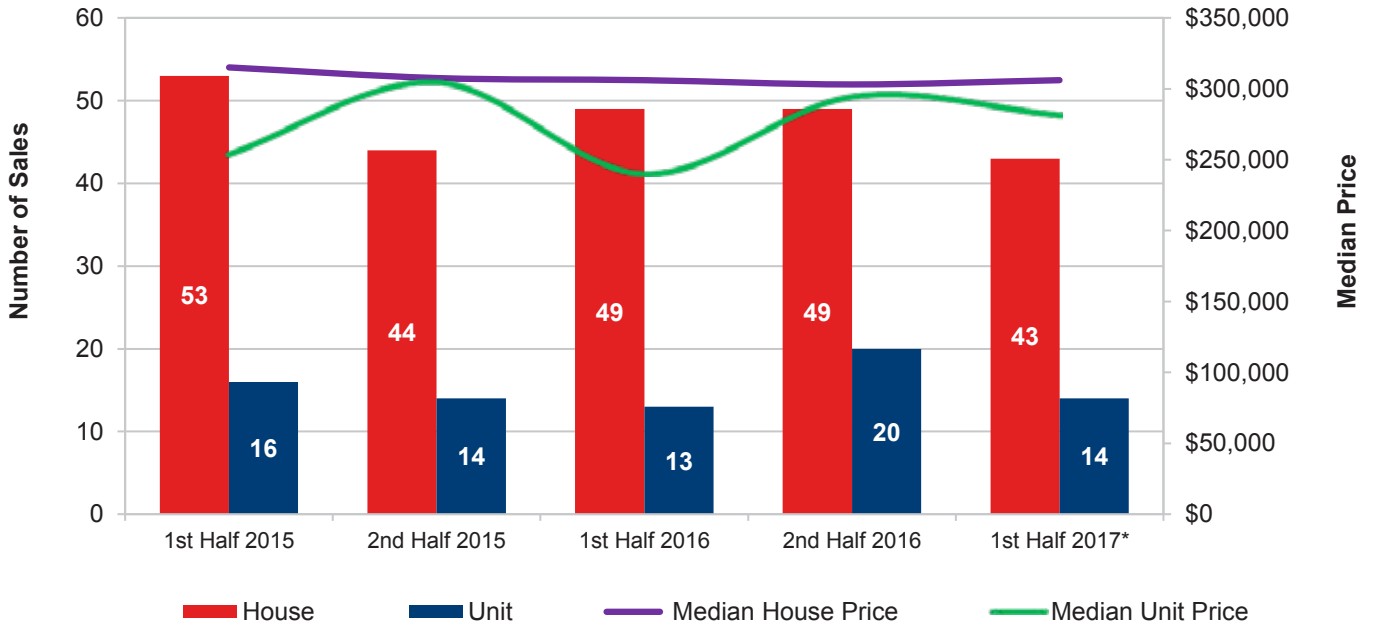
| Change from Last | Year | Half Year |
|--------------------|------|-----------|
| House Sales | ↔ | ↓ |
| House Median Price | ↑ | ↓ |
| House Median Rent | ↑ | ↓ |
| Unit Sales | ↑ | ↑ |
| Unit Median Price | ↓ | ↓ |
| Unit Median Rent | ↓ | ↓ |



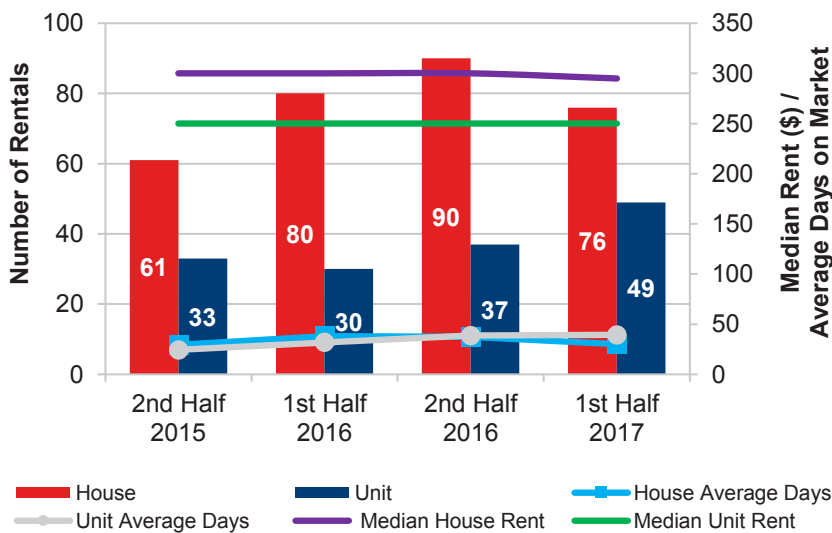
*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

| Key Suburb Facts 1st Half 2017 | House | Unit |
|--|-----------|-----------|
| Median Sale Price | \$350,000 | \$294,250 |
| Annual Median Price Change | +3.7% | -17.8% |
| Average Days on Market (Sales) | 40 | 24 |
| % Change between First Listed and Sold Price | -2.0% | -2.6% |
| Median Rent | \$300 | \$220 |
| Rental Yield | 4.5% | 3.9% |

SALES MARKET



RENTAL MARKET



KEY MARKET INDICATORS

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

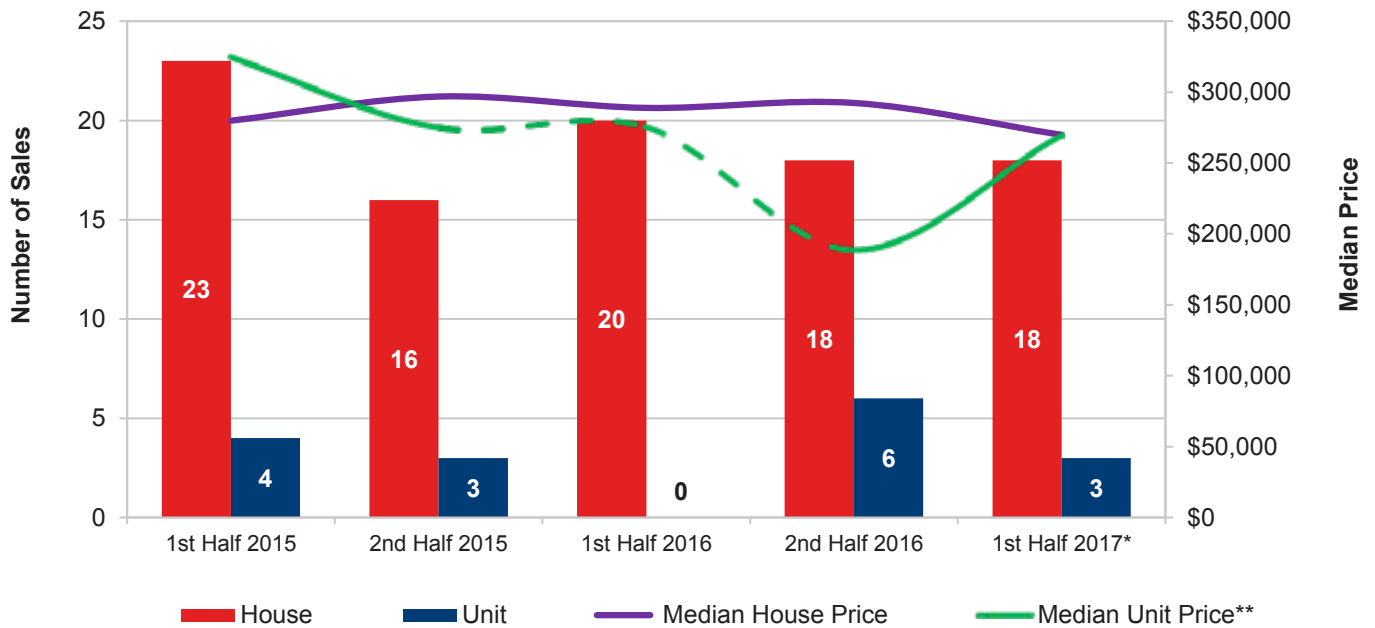


*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice. Source: AMP PriceFinder.

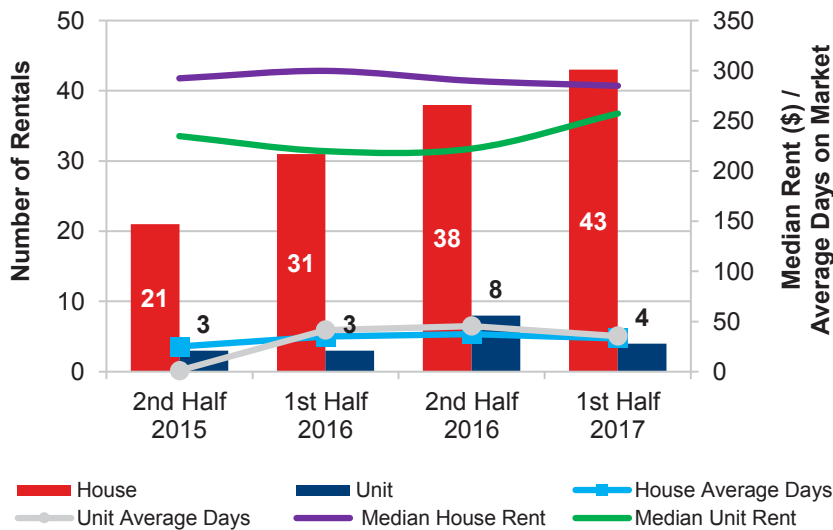
Key Suburb Facts 1st Half 2017

| | House | Unit |
|--|-----------|-----------|
| Median Sale Price | \$306,000 | \$281,500 |
| Annual Median Price Change | 0.0% | +17.3% |
| Average Days on Market (Sales) | 64 | 31 |
| % Change between First Listed and Sold Price | -4.2% | -4.7% |
| Median Rent | \$295 | \$250 |
| Rental Yield | 5.0% | 4.6% |

SALES MARKET



RENTAL MARKET



| Key Suburb Facts 1 st Half 2017 | House | Unit*** |
|--|-----------|-----------|
| Median Sale Price | \$270,000 | \$270,000 |
| Annual Median Price Change | -6.6% | -1.8% |
| Average Days on Market (Sales) | 94 | 49 |
| % Change between First Listed and Sold Price | -6.1% | -2.4% |
| Median Rent | \$285 | \$258 |
| Rental Yield | 5.5% | 5.0% |

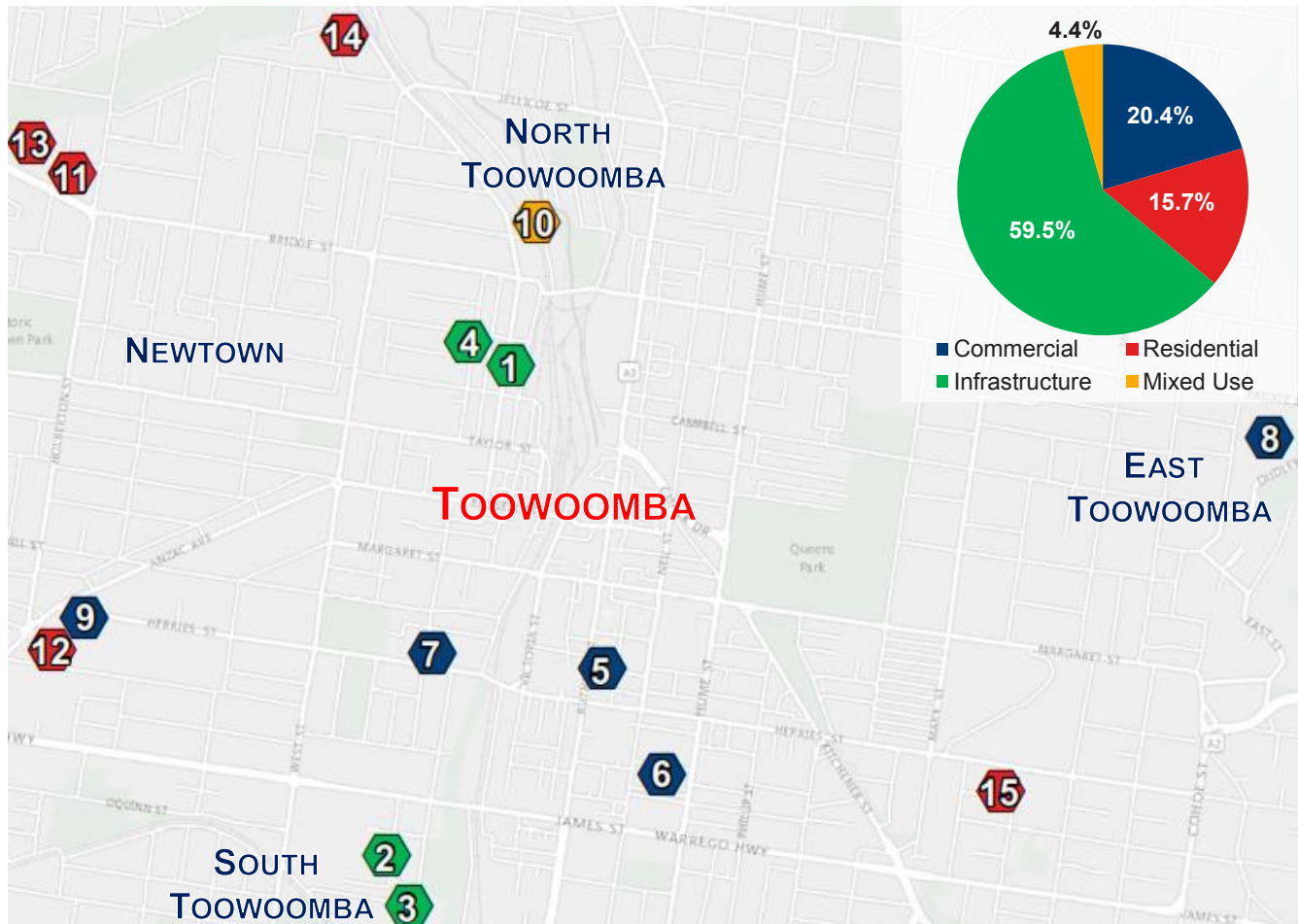
KEY MARKET INDICATORS

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



*1st Half 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice.
 **Dashed line in median line price graph is due to no sales records for that period of time and median price displayed is approximate only based on previous known median price and trend
 ***Presented data is indicative only based on past quarterly/known data, due to limited number of sales transactions in this period.
 Source: AMP PriceFinder.

PROJECT DEVELOPMENT MAP 2ND HALF 2017*



| Location | Project Title | Type | Estimated Value** | Commence Date*** |
|----------|--|-----------------------------|-------------------|------------------|
| 1 | Mort Street Roadworks Stormwater Drainage & Pipes [^] | Infrastructure | \$28,000,000 | 24/07/2017 |
| 2 | Toowoomba Hospital Theatre Upgrade & Expansion* | Infrastructure | \$9,603,000 | 04/09/2017 |
| 3 | Joyce Street Apartments | Infrastructure | \$2,214,000 | 02/10/2017 |
| 4 | Gowrie Creek | Infrastructure | \$1,000,000 | 11/10/2017 |
| 5 | Burke & Wills Hotel | Commercial | \$6,000,000 | 10/07/2017 |
| 6 | Bracker Street Aged Care Facility Extension | Commercial | \$3,000,000 | 18/10/2017 |
| 7 | Wippells Autos Jaguar & Landrover Showroom | Commercial | \$2,000,000 | 03/09/2017 |
| 8 | Fairholme College Dormitory Refurbishment | Commercial | \$2,000,000 | 06/11/2017 |
| 9 | Orfords Site Herries Street Commercial Redevelopment | Commercial | \$1,000,000 | 03/12/2017 |
| 10 | Dairy Farmers Mixed Use Development Stages 1 - 5 | Mixed Use | \$3,000,000 | 10/11/2017 |
| 11 | Bridge Street Dwellings | Residential (11 Dwellings) | \$3,500,000 | 20/11/2017 |
| 12 | Vacy Street Townhouses | Residential (11 Townhouses) | \$3,300,000 | 14/10/2017 |
| 13 | Swallow Court Units | Residential (6 Units) | \$1,500,000 | 06/11/2017 |
| 14 | Whichello Street Units | Residential (5 Units) | \$1,300,000 | 27/11/2017 |
| 15 | Suffolk Street Townhouses | Residential (4 Townhouses) | \$1,200,000 | 11/09/2017 |

*Project development map showcases a sample of upcoming projects only, due to limited space available for displaying the projects.

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

***Commencement dates quoted for each project is 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.

[^]Mort Street is a combination of three projects: Stormwater Drainage Stage 1 & 2 (\$1.5M), Pipes (\$1.5M), and Roadworks (\$25.0M).

Source: Cordell Database, ArcGIS, Department of Planning and Environment of Queensland, Toowoomba Regional 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.



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

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