



Tumbarumba
Property Factsheet
2nd Half 2017





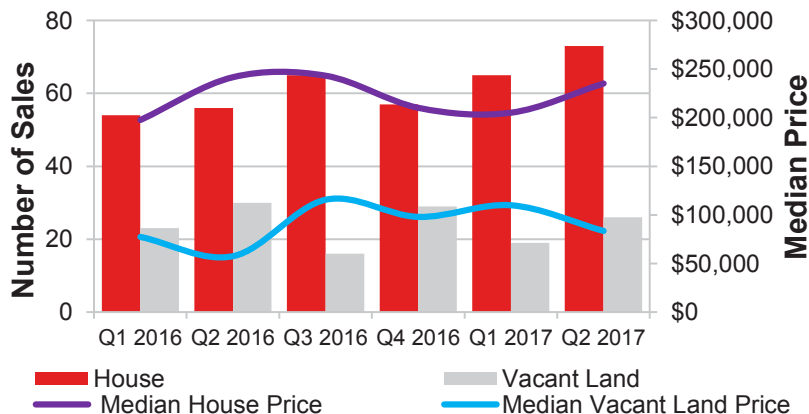
MARKET CONDITIONS

The Tumbarumba* property market recorded a median house price of \$230,000 and \$28,250 for vacant land in Q2 2017, representing an overall annual trend of positive capital growth for houses and a softening for vacant land. Over the same period of time, house prices in the Snowy Valleys Council LGA recorded \$235,000 and \$83,500 for vacant land. Tumbarumba property prices sit below the LGA, indicating that Tumbarumba is a more affordable entry point into the market. Those interested in the housing market can take advantage of not only affordability, but also positive capital growth.

Average days to sell in the Tumbarumba* area have declined for house sales, currently sitting at 106 in Q2 2017. Meanwhile average days on market for house rentals have remained at 31 days in Q2 2017. Average vendor discounting for houses have tightened to -3.6%. This indicates that there is an increasing demand for properties and that the market is trending toward the sellers' favor, where sales are being achieved closer to first listed prices.

Median house rents in the Tumbarumba* area have grown in the last 12 months to Q2 2017, currently at \$250 per week. Vacancy rates[^] have remained competitive and declined to an average of 1.5% in July 2017. Suggesting that more residential stock is needed in the market, to answer high rental demand. Strong house rental yields of 5.7% is evident for the Tumbarumba area*, which provides conducive market conditions for astute investors to receive solid and sustainable returns on their investments.

SNOWY VALLEYS COUNCIL GROWTH



OVERVIEW

Tumbarumba is a small town located on the western side of the Snowy Mountains in New South Wales. The area attracts elderly demographics as well as those looking to take advantage of housing affordability. The main occupations of people living in Tumbarumba are machinery operators, trades workers and labourers.

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

FUTURE DEVELOPMENTS**

The Tumbarumba area has seen approx. \$30.1M of new projects commencing between 2013 to 2018. Residential accounts for the majority of project value (66.5%), totalling an estimated \$20.0M. This is followed by Infrastructure projects with approx. \$10.1M (33.5%).

A significant residential project commencing in 2nd Half 2017 is the redevelopment of the Multipurpose Service Centre. Development will involve construction of a new residential aged care wing holding up to 33 beds, refurbishment of existing aged care rooms and additional expansions. This project has an approx. value of \$15.2M and is due for completion by late 2019.

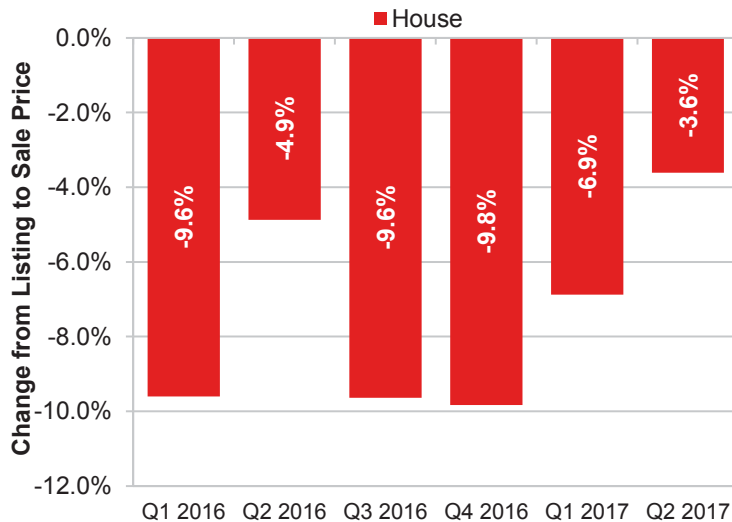
Project development for the last five years has been focused on a balanced scope between infrastructure and residential projects. Home buyers will be attracted by the affordable prices, which presents the need to provide more residential stock to the market to meet increasing demand.

*Tumbarumba market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Tumbarumba, Khancoban, Rosewood, Humula, Jingellie, Laurel Hill.

**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.

[^]Vacancy rates refer to the average of the following postcodes: 2653, 2649, 2652, 2642. Source: APM Pricerfinder, realestate.com.au, Cordell Database.

AVERAGE VENDOR DISCOUNT*

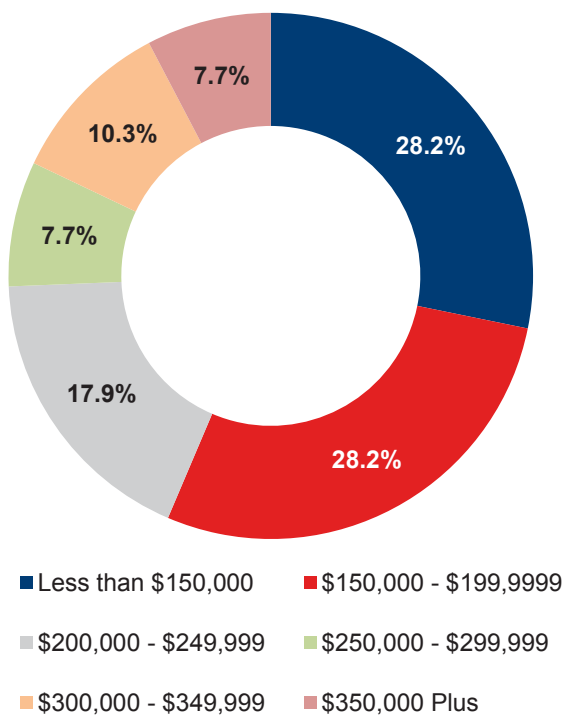


AVERAGE VENDOR DISCOUNT

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.



TUMBARUMBA* HOUSE PRICE POINTS JUNE 2016 – 2017**



TUMBARUMBA* 10 YEAR GROWTH

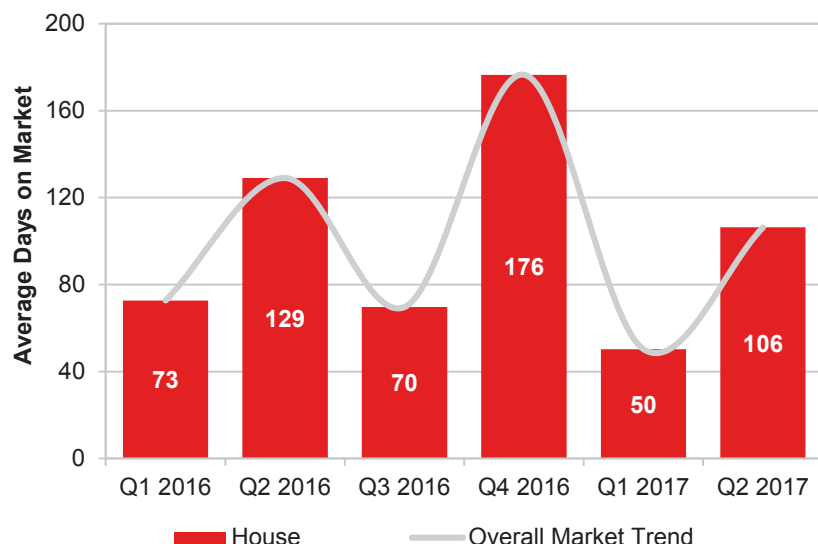
Period**	House		Vacant Land	
	#	Price	#	Price
Jun'16-Jun'17	42	\$170,000	7	\$50,000
Jun'15-Jun'16	28	\$172,917	11	\$42,750
Jun'14-Jun'15	36	\$185,000	17	\$25,000
Jun'13-Jun'14	29	\$173,000	14	\$42,250
Jun'12-Jun'13	29	\$187,500	5	\$70,000
Jun'11-Jun'12	37	\$186,000	8	\$47,500
Jun'10-Jun'11	32	\$186,250	10	\$63,000
Jun'09-Jun'10	32	\$150,000	14	\$55,000
Jun'08-Jun'09	36	\$165,000	18	\$46,000
Jun'07-Jun'08	45	\$155,000	16	\$47,250

*Tumbarumba property data captures sales within the Tumbarumba suburb only, and not aggregated property data of Tumbarumba and surrounding suburbs as per Market Conditions analysis.

**Data reflects the median price of 12 months worth of sales transactions, within the June to June periods of each financial year calendar.

Source: APM Pricefinder, realestate.com.au, PRDnationwide Tumbarumba.

AVERAGE DAYS ON MARKET**



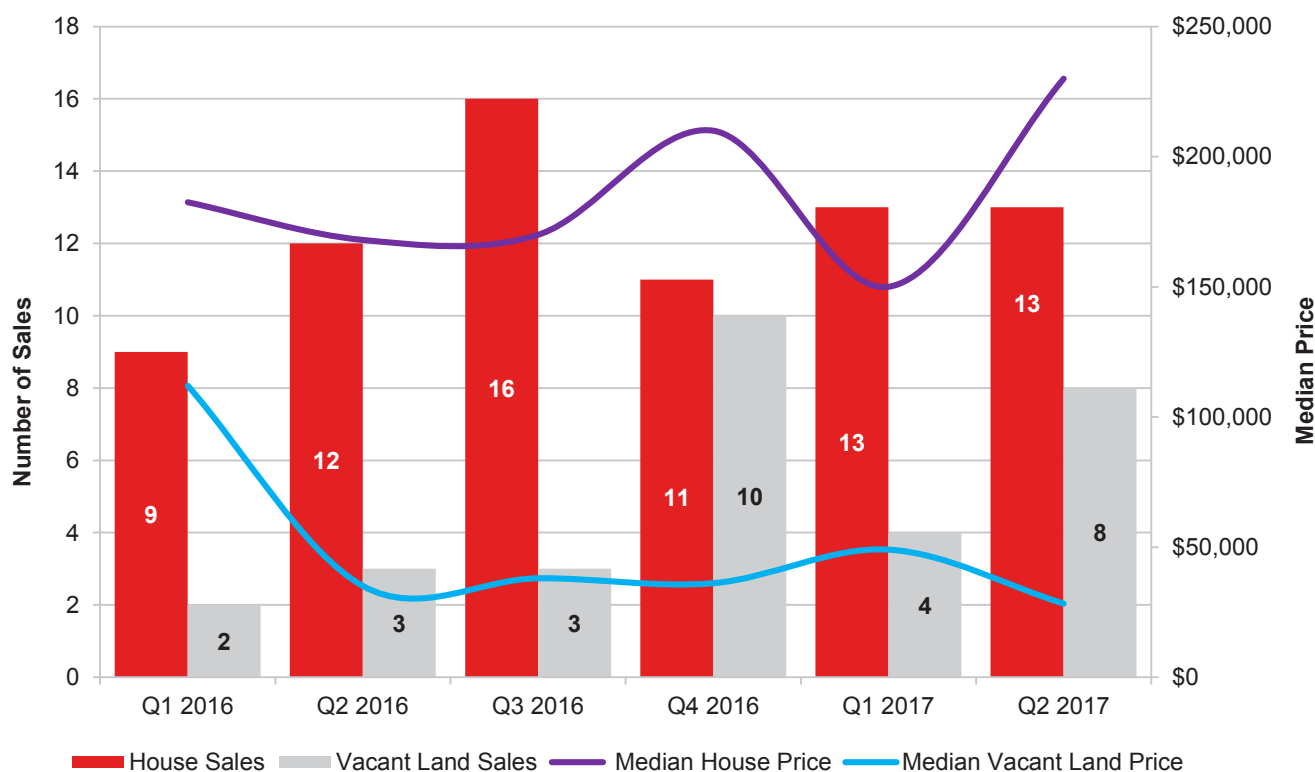
HOUSE KEY FACTS Q2 2017

Median Sale Price: \$230,000
Annual Growth: 36.9%*
Average Days on Market: 106
% Change between First Listed Price and Sold Price: -3.6%

LAND KEY FACTS Q2 2017

Median Sale Price: \$28,250
Annual Growth: -19.3%*
Average Days on Market: N/A
% Change between First Listed Price and Sold Price: N/A

SALES AND MEDIAN PRICE**

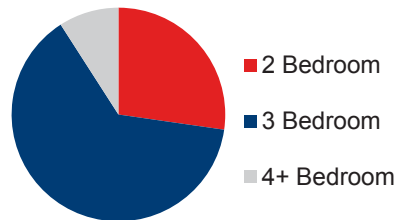


*Annual growth represents price growth for property transactions between Q2 2016 to Q2 2017 (inclusive).

**Tumbarumba market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Tumbarumba, Khancoban, Rosewood, Humula, Jingellic, Laurel Hill.

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

HOUSE RENTAL MARKET ANALYSIS



HOUSE KEY FACTS Q2 2017

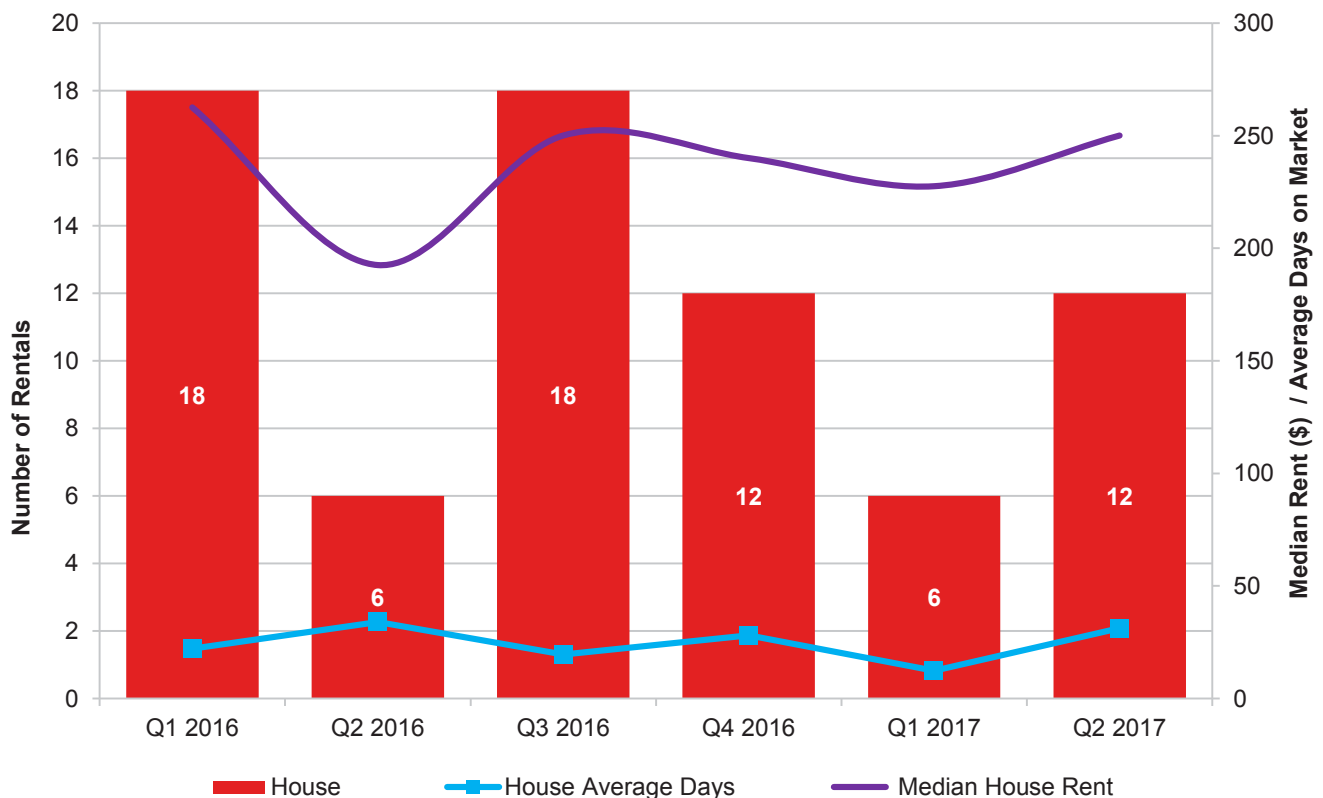
Median Rent Price: \$250 per week
Rental Yield: 5.7%
Average Days on Market: 31
Bedroom Breakdown:
2 Bed: 27%, 3 Bed: 64%, 4+ Bed: 9%

KEY COMMENTS

Median rents for houses in Tumbarumba have improved in the last 12 months to Q2 2017. Additionally, vacancy rates[^] have improved to an average of 1.5% in July 2017. Rental yields remain strong in Tumbarumba, currently sitting at 5.7% which is above Sydney's rental yield of 2.9%. Strong yields and affordable house median prices for the Tumbarumba* area provides a conducive market for astute investors to receive solid and sustainable returns on their investments.



MEDIAN RENT AND AVERAGE DAYS ON MARKET*

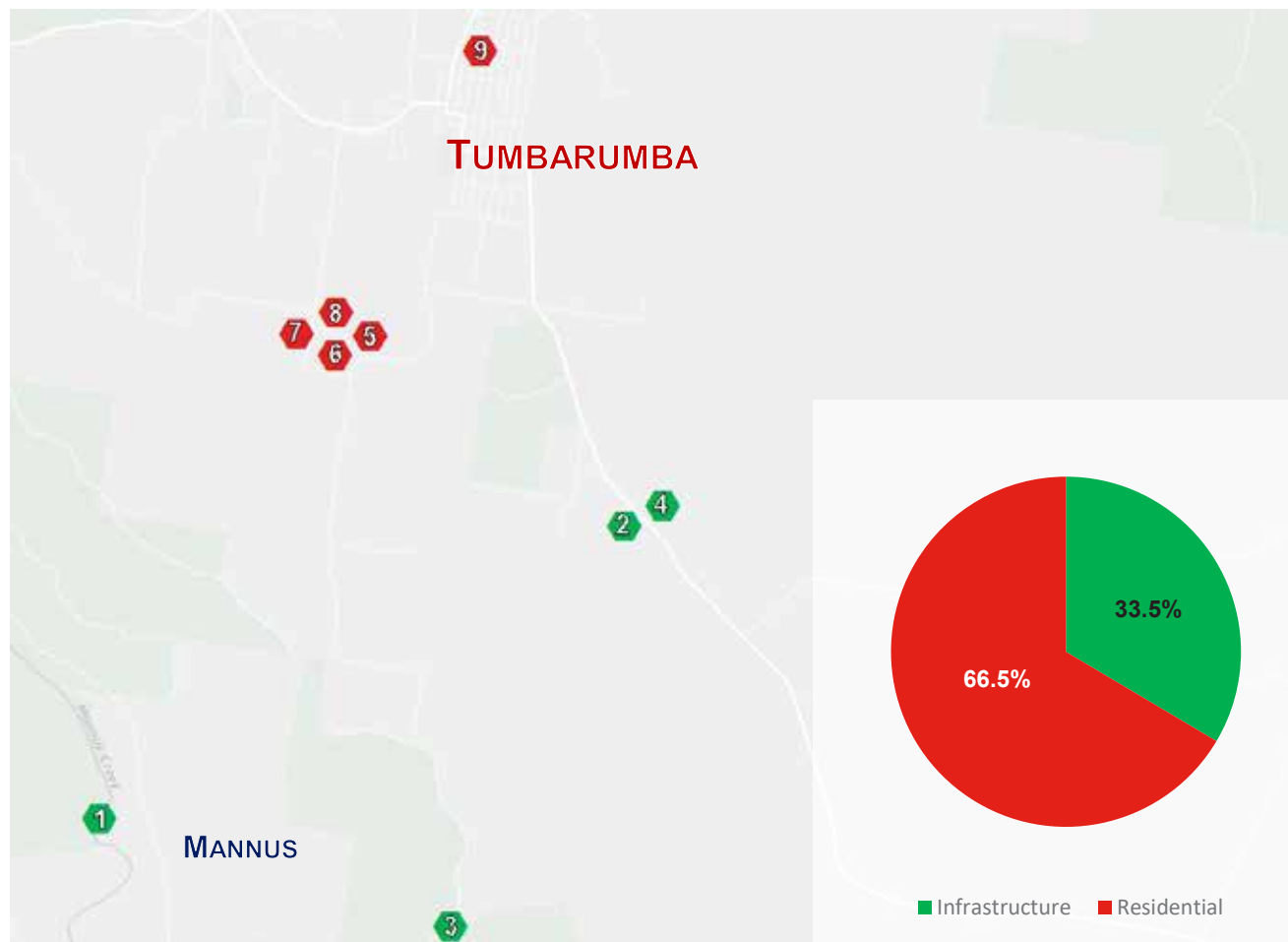


*Tumbarumba market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Tumbarumba, Khancoban, Rosewood, Humula, Jingellic, Laurel Hill.

[^]Vacancy rates refer to the average of the following postcodes: 2653, 2649, 2652, 2642.

Source: APM Pricefinder, realestate.com.au, SQM Research, PRDnationwide Tumbarumba.

PROJECT DEVELOPMENT MAP 2013 – 2018*



Location	Project**	Type	Estimated Value***	Commence Date^
1	Mannus Dam	Infrastructure	\$4,399,000	24/03/2014
2	Tooma Road Roadworks	Infrastructure	\$3,311,000	29/05/2017
Various Locations	Tumbarumba Shire Bituminous Surfacing	Infrastructure	\$1,500,000	19/08/2013
3	Mt Garland Access Road	Infrastructure	\$500,000	30/10/2013
Various Locations	Tumbarumba Shire Asphalt Works	Infrastructure	\$265,000	30/06/2014
4	Bald Hill Stabilisation	Infrastructure	\$120,000	16/09/2013
5	Tumbarumba Multipurpose Services	Residential	\$15,200,000	27/11/2017
6	Tumbarumba Retirement Village – 1 (10 Units)	Residential	\$2,200,000	22/04/2016
7	Tumbarumba Retirement Village – 2 (4 Units)	Residential	\$1,200,000	30/08/2014
8	Tumbarumba Retirement Villages – 3 (4 Units)	Residential	\$900,000	25/07/2016
9	Winton Street Units (4 Units)	Residential	\$520,000	23/10/2017

*Disclaimer: Project development map showcases projects between 2013 – 2018 only, due to accuracy of addresses provided by the data provider for geocoding purposes.

**Projects refers to the developments commencing in the former Tumbarumba Shire Council area.

***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.

Source: Cordell Database, BatchGeo, ESRI ArcGIS, Department of Planning and Environment NSW, Tumbarumba Shire Council, Snowy Valleys 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

**Julie Giddings, Principal
PRDnationwide Tumbarumba**

20 The Parade Street,
Tumbarumba NSW 2653
Australia

T 02 6948 2182
M 0429 482 733
E julie@prdtumba.com.au
www.prd.com.au/tumbarumba

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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

