

Albury
Property Factsheet
1st Half 2018





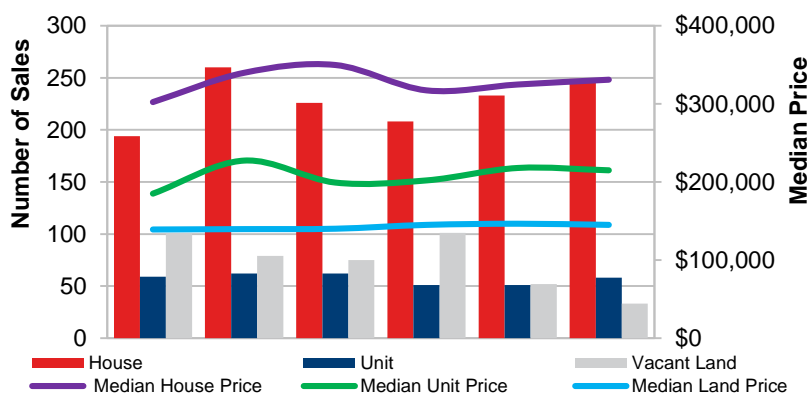
MARKET CONDITIONS

Albury* recorded a median house price of \$335,000 and \$140,000 for vacant land in Q4 2017, representing an annual price change of 1.5% and 3.7% respectively. Over the same period of time (Q4 2016-Q4 2017) house prices in the Albury Local Government Area (LGA) softened by -2.6% (to \$331,500), which indicates that current owners will benefit from higher capital growth in Albury*. Vacant land prices in Albury LGA for Q4 2017 are \$145,000 - suggesting Albury* is a more affordable option, without compromising on positive capital growth.

Average days to sell houses in Albury* has significantly declined over the past 12 months, from 81 days (Q4 2016) to 64 days (Q4 2017). This suggests a more competitive market. Average vendor discounting for houses has tightened over the past 12 months to Q4 2017, currently at -4.1%. Vacant land average vendor discounting has also tightened, to its tightest figures over the past 6 quarters of -3.8%. This suggests buyers are more willing to offer closer to first list price, meaning the time to sell is now.

Median rent in Albury* has seen positive growth for both houses and units over the past 12 months to Q4 2017, by 1.5% (to \$330 per week) and 2.2% (to \$235 per week) respectively. This is good news for astute investors, especially as the number of houses and units rented have also increased – by 12.1% and 17.6% respectively. Current investors in postcode 2640 are enjoying 4.4% (house) and 5.5% (unit) rental yields; whilst those in postcode 2641 are benefitting from 5.8% (house) and 6.5% (unit) rental yields.

CITY OF ALBURY GROWTH



OVERVIEW

Albury is a major regional city in New South Wales, approx. 554km from Sydney and 326km from Melbourne. Albury LGA had an urban population of 51,076 at the 2016 ABS census, and is separated from its twin city in Victoria, Wodonga, by the Murray River. Together, the 2 cities form an urban area with a population of approximately 90,281 people.

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

FUTURE DEVELOPMENTS**

Albury* is set to invest approx. \$183.2M worth of projects in the 1st half 2018, with the top 15 projects totaling \$171.5M. Of this, 42.2% are industrial and 31.0% are infrastructure, providing a balance to the 26.8% of residential projects planned.

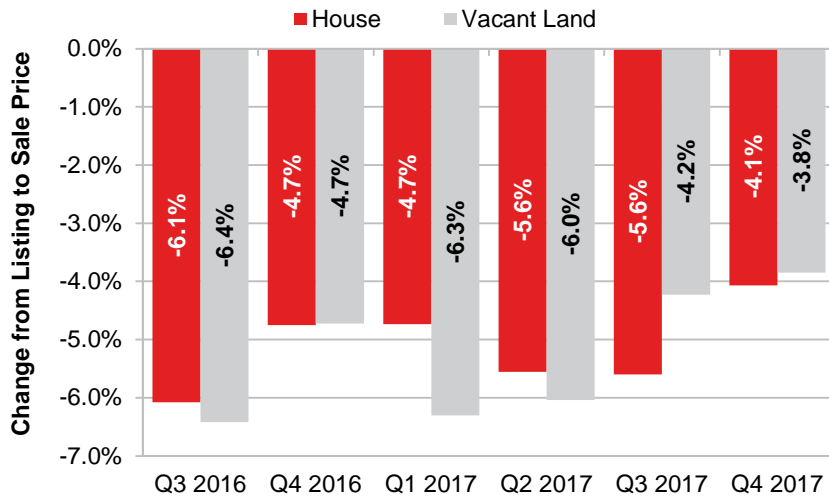
A main residential project in the 1st half 2018 is the Thurgoona Residential Subdivision, estimated at approx. \$42.0M and set to add 1,400 lots into the market. Other residential projects include Woodstock Gardens (8 units) and Maryland Way Townhouses (4 townhouses).

A key industrial project scheduled to commence in early 2018 is Ettamogah Rail Hub, estimated at approx. \$54.0M. This includes construction of 45,000sqm of warehouse space to create a freight and logistics hub, which will increase commercial activities into the region.

Upgrading of the emergency department at the Albury Wodonga Private Hospital is the main commercial project, estimated at approx. \$30.0M.

*Albury market data and key indicators encapsulates aggregate property market conditions in the following postcodes: 2640 and 2641.
 **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.
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AVERAGE VENDOR DISCOUNT*



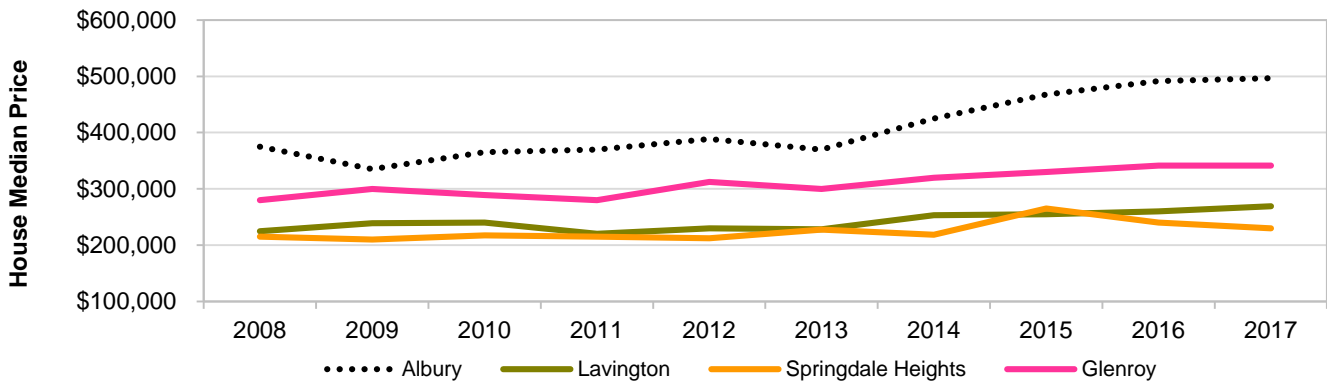
AVERAGE VENDOR DISCOUNT

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.

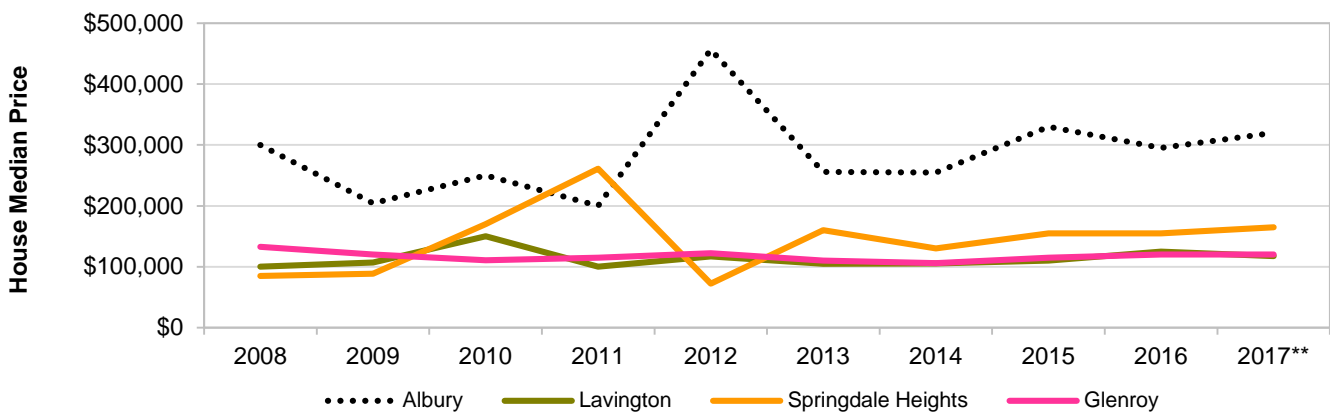
MARKET COMPARISON GRAPH

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

HOUSE MARKET COMPARISON



VACANT LAND MARKET COMPARISON

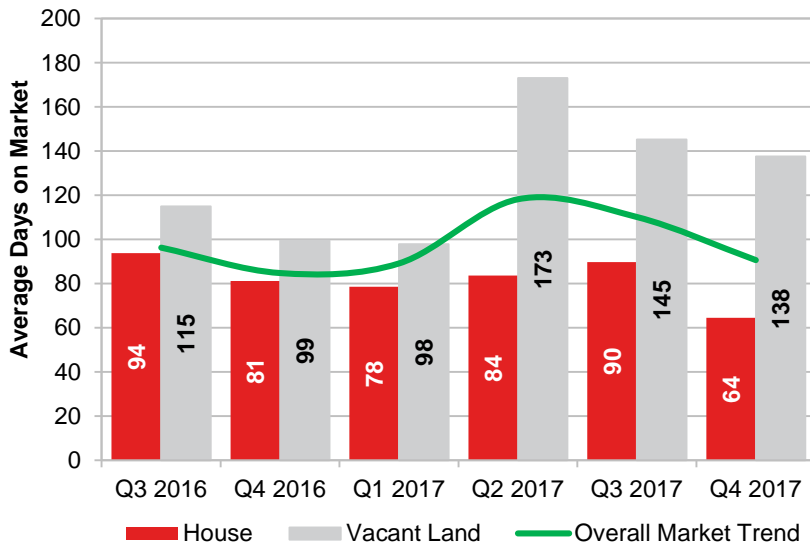


*Disclaimer: Albury market data and key indicators encapsulates aggregate property market conditions in postcode 2640 and 2641.

**2017 vacant land data for Albury is indicative only due to limited number of sales transactions during this period.

Source: APM Pricerfinder, realestate.com.au, Real Estate Institute of Australia. © Copyright PRDnationwide 2018.

AVERAGE DAYS ON MARKET**



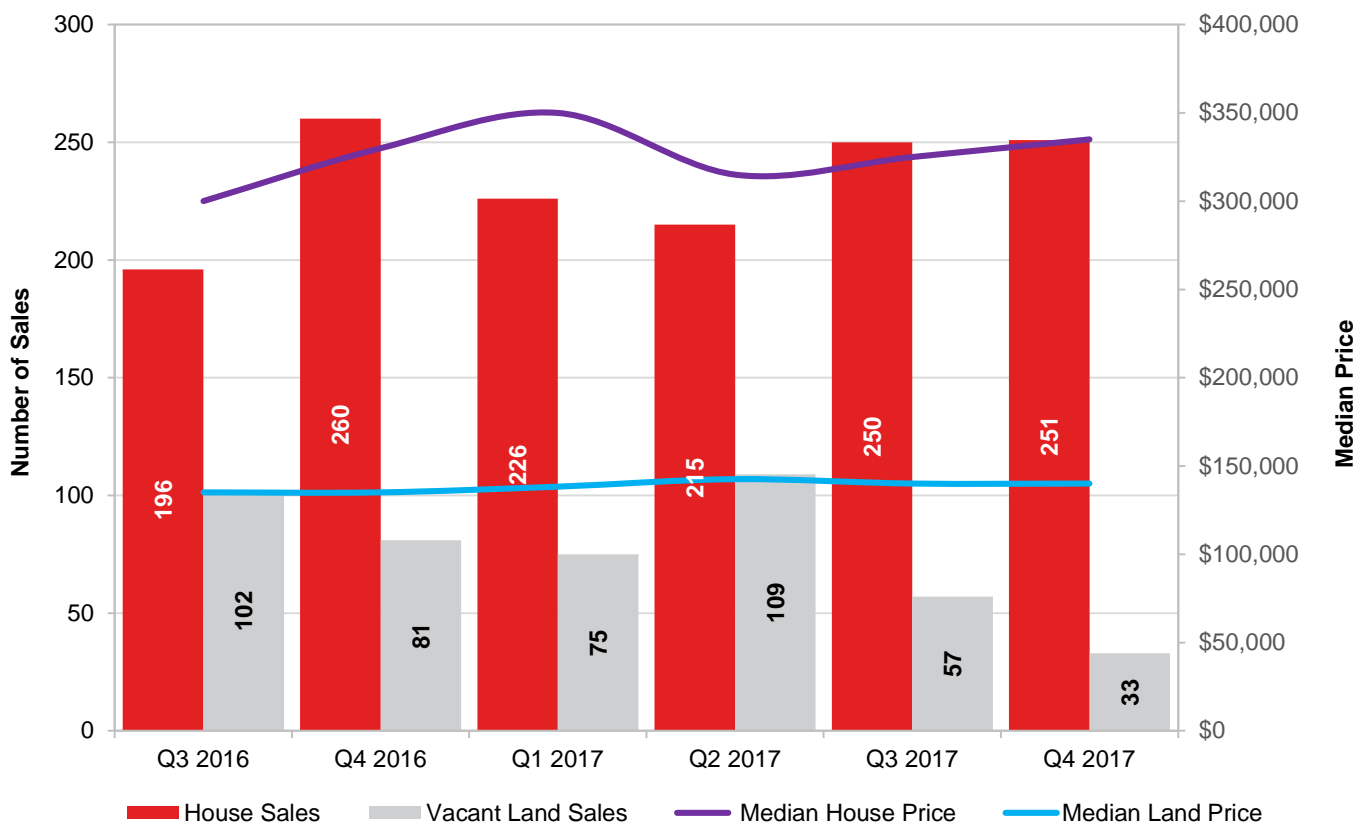
HOUSE KEY FACTS Q4 2017

Median Sale Price: \$335,000
 Annual Growth: 1.5%*
 Average Days on Market: 64
 % Change between First Listed Price and Sold Price: -4.1%

LAND KEY FACTS Q4 2017

Median Sale Price: \$140,000
 Annual Growth: 3.7%*
 Average Days on Market: 138
 % Change between First Listed Price and Sold Price: -3.8%

SALES AND MEDIAN PRICE**



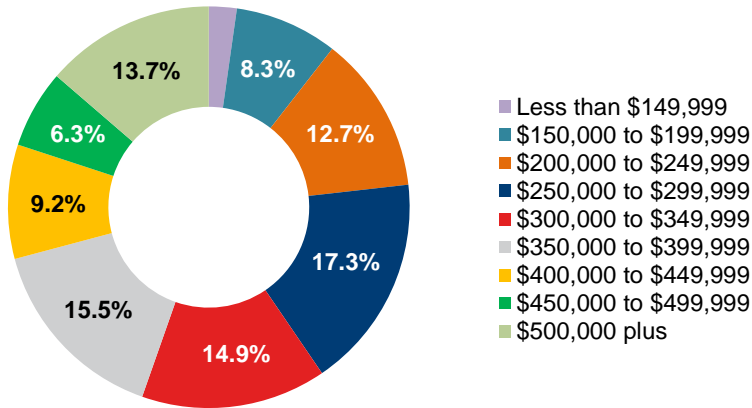
*Annual growth represents price growth for property transactions between Q4 2016 to Q4 2017 (inclusive).

**Albury market data and key indicators encapsulates aggregate property market conditions in the following postcodes: 2640 and 2641.

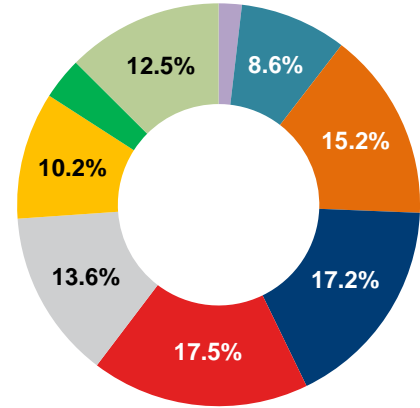
Source: APM Pricefinder, realestate.com.au, SQM Research, Real Estate Institute of New South Wales, Albury City Council. © Copyright PRDnationwide 2018.

SALES PRICE POINT ANALYSIS

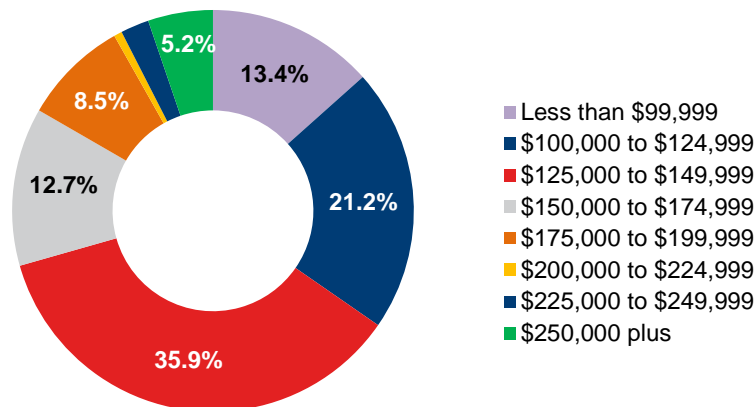
HOUSE PRICE POINT 2016



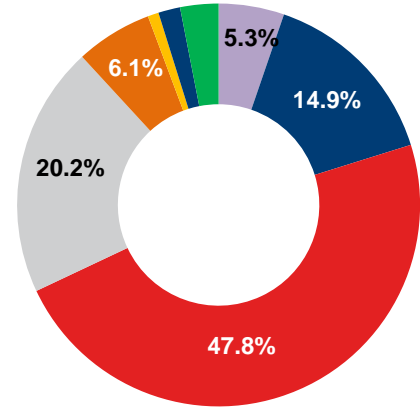
HOUSE PRICE POINT 2017



LAND PRICE POINT 2016



LAND PRICE POINT 2017



KEY IMPLICATIONS - HOUSE

Albury* house sales in 2017 is predominantly within the \$300,000 - \$349,999 price bracket (17.5%), followed closely by sales in the \$250,000 - \$269,999 (17.2%) price bracket. This represents a slight shift in the market from 2016, which is in-line with the 1.5% median price growth over the past 12 months to Q4 2017.

Interestingly there has been an increase in both the higher end of the market – particularly the \$400,000 to \$449,999 price bracket, as well as the lower end of the market – particularly the \$200,000 to \$249,999 price market. This suggests there are plenty of premium and affordable options for a variety of house buyers.

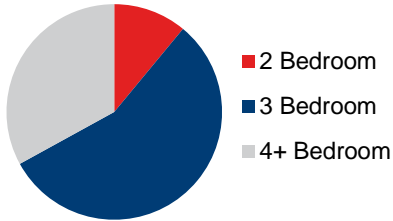
KEY IMPLICATIONS - LAND

Albury* vacant land sales continues to be predominantly within the \$125,000 - \$149,999 price bracket in 2016 and 2017, however the percentage in 2017 has significantly increased to 47.8%. This is in line with the 3.7% median price growth over the past 12 months to Q4 2017.

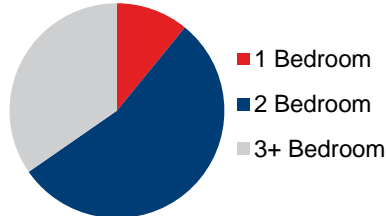
It is also evident that there is appetite for higher priced vacant land – perhaps in relation to land size – as the percentage of sales within the \$150,000 - \$174,999 has grown from 12.7% to 20.2% in 2017. The number of affordable land sales – those less than \$124,999 has significantly decreased over the past 12 months, which suggests now is the time for land seekers to buy.

INVESTMENT ANALYSIS

HOUSE



UNIT



KEY COMMENTS

The Albury* rental market is extremely promising for investors, as median rental prices for both house and units have increased over the past 12 months to Q4 2017, by 1.5% (to \$330 per week) and 2.2% (to \$235 per week) respectively. What's more the number of houses and units for rent has also increased, by 12.1% and 17.6% respectively; suggesting that there is a real increase in rental demand and that the market proves to have a conducive environment for long term positive sustainable returns.

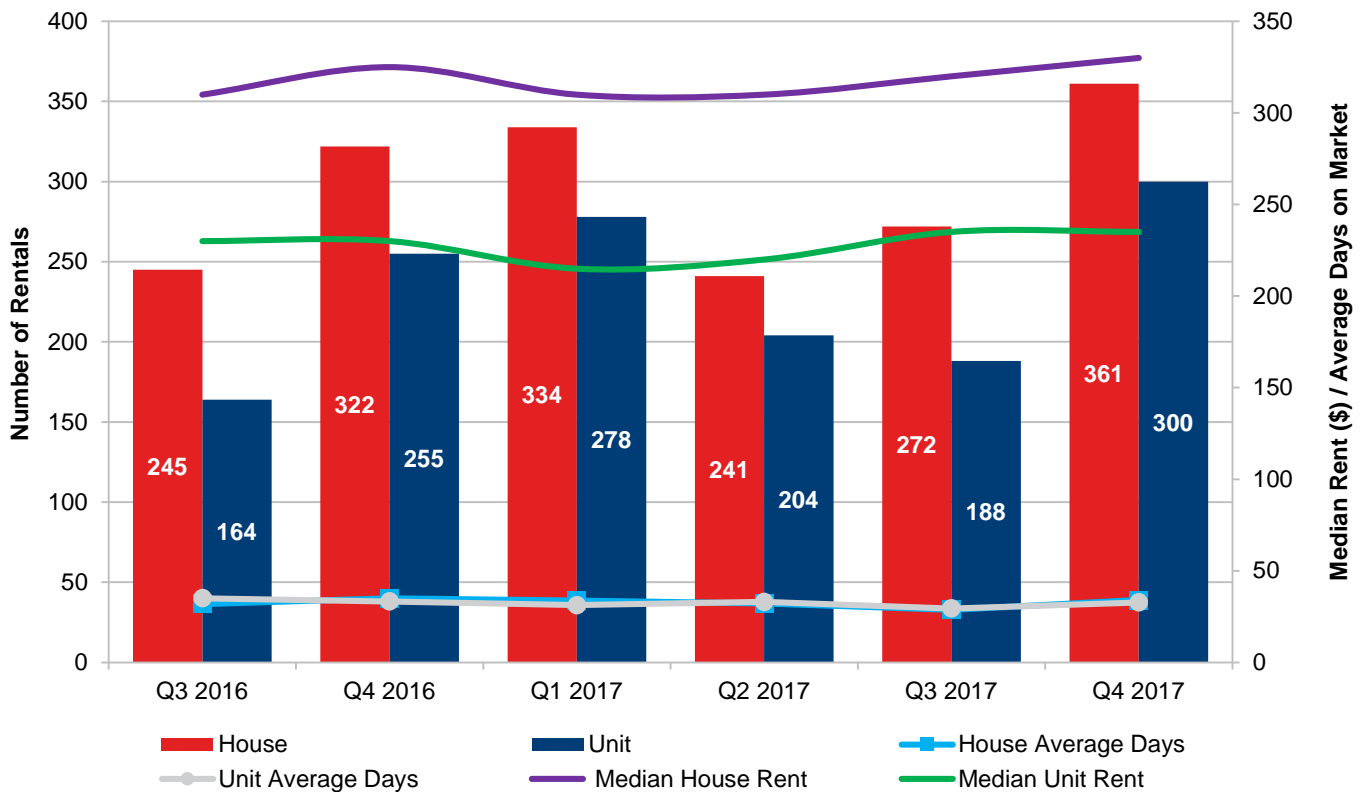
HOUSE KEY FACTS Q4 2017

Median Rent Price: \$330 per week
 Suburb Rental Yield: 4.9%**
 Average Days on Market: 34
 Bedroom Breakdown:
 2 Bed: 11%, 3 Bed: 56%, 4+ Bed: 33%

UNITS KEY FACTS Q4 2017

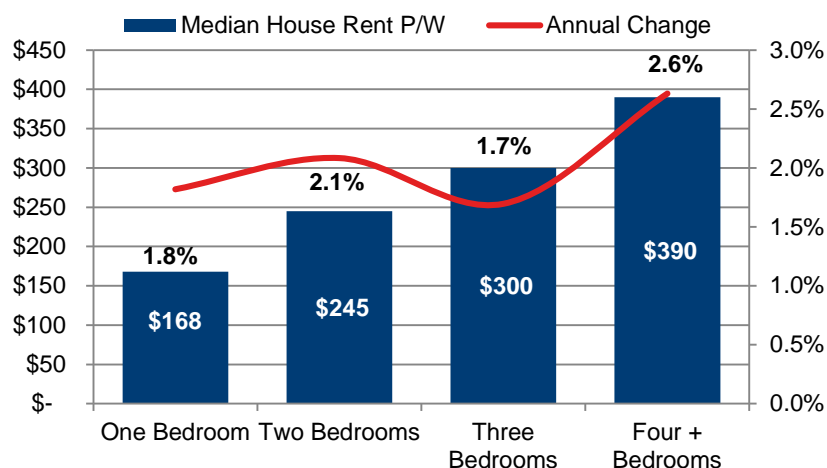
Median Rent Price: \$235 per week
 Suburb Rental Yield: 5.6%**
 Average Days on Market: 33
 Bedroom Breakdown:
 1 Bed: 11%, 2 Bed: 54%, 3+ Bed: 35%

MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*Disclaimer: Albury market data and key indicators encapsulates aggregate property market conditions in the following postcodes: 2640 and 2641
 **Suburb rental yield quoted is the average rental yield for postcode 2640 and 2641.
 Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

RENTAL PERFORMANCE 2017*



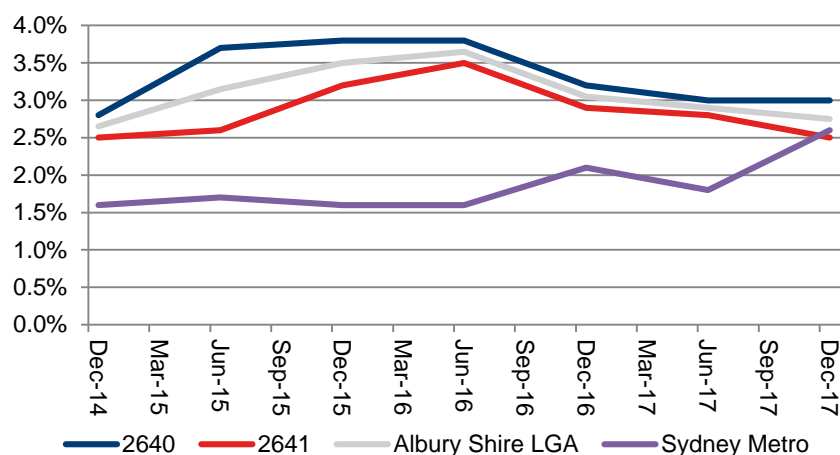
KEY COMMENTS

Albury (postcode 2640 and 2641) prove to have a stronger rental yield for all property types when compared to Sydney Metro, making it an ideal place for investors looking for more affordable options.

4+ Bedroom houses provide the highest annual rental growth at 2.6%, currently at \$390 per week in 2017.

Albury's vacancy rate is relatively on par with Sydney Metro (2.6%), with postcode 2640 recording 3.0% and postcode 2641 recording 2.5%. That said vacancy rates in Albury is declining as opposed to increasing (Sydney Metro), suggesting there is growth in rental market demand.

VACANCY RATES 2017



RENTAL YIELD 2017

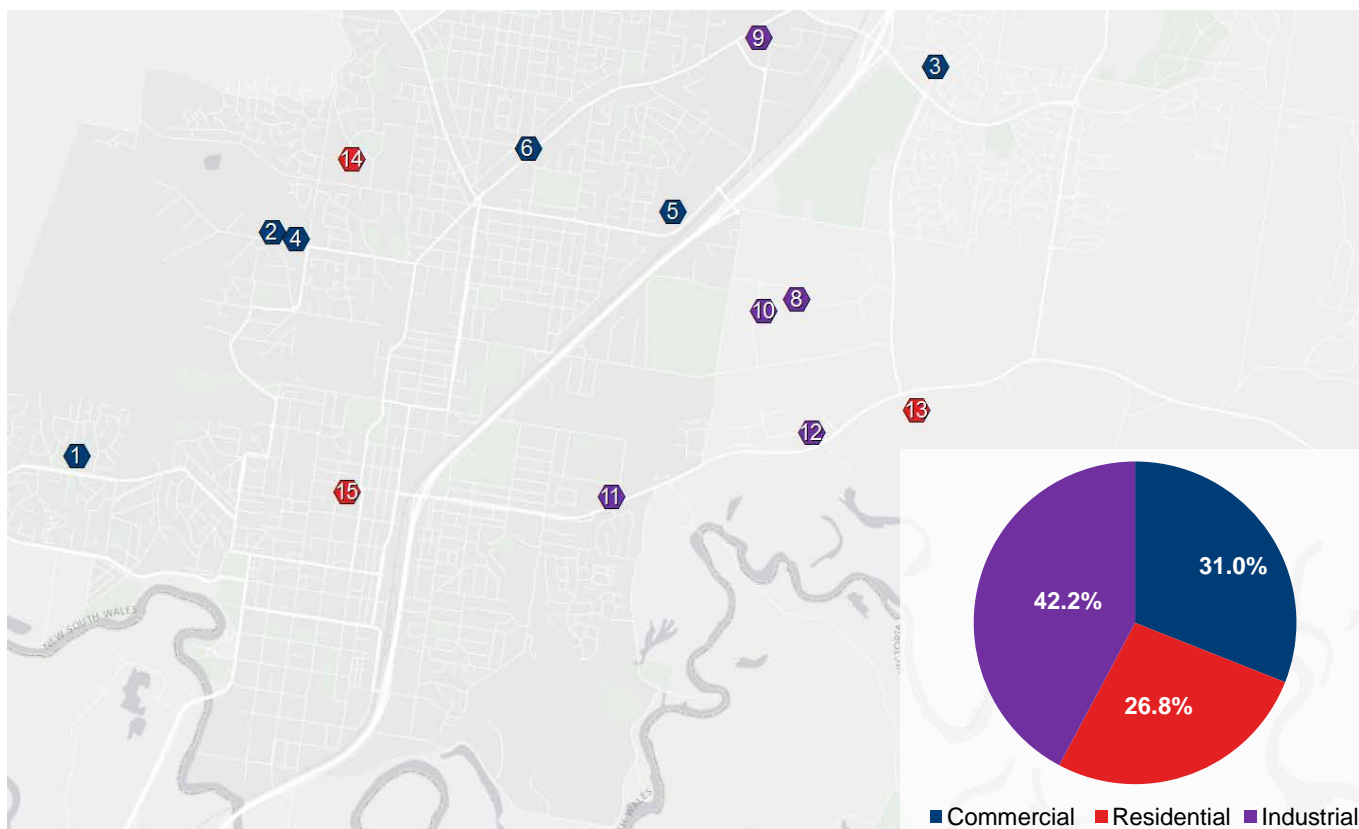
Suburb/Postcode/LGA	House Rental Yield	Unit Rental Yield
2640	4.4%	5.5%
2641	5.8%	6.5%
City of Albury LGA	5.1%	6.0%
Riverina Region NSW	5.6%	5.8%
Sydney Metro	2.9%	3.8%

KEY HOUSING DEMOGRAPHICS

	Albury (Suburb)	City of Albury LGA	New South Wales
Median weekly household income	\$1,372	\$1,372	\$1,486
Median monthly mortgage repayments	\$1,625	\$1,625	\$1,986
Unemployed	5.6%	6.8%	6.3%
Professionals	31.1%	19.7%	23.6%
Owned outright	34.4%	30.2%	32.2%
Owned with mortgage	24.7%	32.3%	32.3%
Rented	37.7%	33.7%	31.8%

*Rental performance graph represents aggregate house median rent price in postcodes 2640 and 2641. Annual change is a comparison between 2016 and 2017 median rent figures. Source: APM Pricer, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

PROJECT DEVELOPMENT MAP 1ST HALF 2018*



Location	Project**	Type	Estimated Value***	Commence Date***
1	Albury Wodonga Private Hospital	Commercial	\$30,000,000	04/06/2018
2	Hume Country Estate Retirement Village	Commercial	\$5,504,000	28/05/2018
3	Elizabeth Mitchell Drive Medical Centre	Commercial	\$5,223,000	21/05/2018
4	Japara Albury Aged Care Facility (28 beds)	Commercial	\$5,083,000	11/06/2018
5	Union Road Data Centre	Commercial	\$5,000,000	21/05/2018
6	United Service Station	Commercial	\$2,417,000	12/06/2018
Not mapped	Ettamogah Rail Hub	Industrial	\$54,000,000	12/03/2018
8	Millform Products	Industrial	\$10,000,000	12/02/2018
9	Wagga Road Storage Facility	Industrial	\$2,496,000	14/05/2018
10	Merkel Street Warehouses	Industrial	\$2,282,000	02/04/2018
11	Borella Road Bulky Goods- Total Tools	Industrial	\$1,850,000	19/02/2018
12	Bennu Circuit Office/Warehouse	Industrial	\$1,756,000	19/03/2018
13	Thurgoona Residential Subdivision (1,400 lots)	Residential	\$42,000,000	17/04/2018
14	Woodstock Gardens (8 units)	Residential	\$2,097,000	04/06/2018
15	Maryland Way Townhouses (4 units)	Residential	\$1,778,000	16/03/2018

*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 postcodes 2640 and 2641.

***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 commencement date or commercial value of each project.

Source: Cordell Database, BatchGeo, ESRI ArcGIS, Department of Planning and Environment NSW, City of Albury Council. © Copyright PRDnationwide 2018.

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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