



Ready, Set, Go Regional!

Top 12 Affordable Hotspots 2018



HOME AFFORDABILITY

New South Wales, Victoria, Queensland & Tasmania

AFFORDABILITY

Finding an affordable option in capital cities is not easy, especially considering that the pool of available properties at the lower and mid-price range in Brisbane and Hobart are diminishing.

Australian capital cities continue to see positive growth in their property prices, with the 2017 December quarter reporting a weighted average median price increase to \$769,051 (an annual growth of 1.0%). The Australian median family weekly income grew by 2.3% over the same period of time, resulting in the home affordability index growing by a mere 0.3%.

Although affordability continues to be an issue, out-of-the box thinking leads to housing and growth options beyond the major capital markets. Regional areas during the past 24 months made significant investments in residential, commercial and infrastructure projects and developments; creating alternative options for Australians looking to fulfil the 'great Australian dream' of owning a home.

To assist those seeking to find an affordable property, the *PRD Ready, Set, Go Regional* report highlights regional areas in Queensland, Victoria, New South Wales and Tasmania. These areas not only have price affordability but also provide good indicators for local jobs and a sustainable economic future.

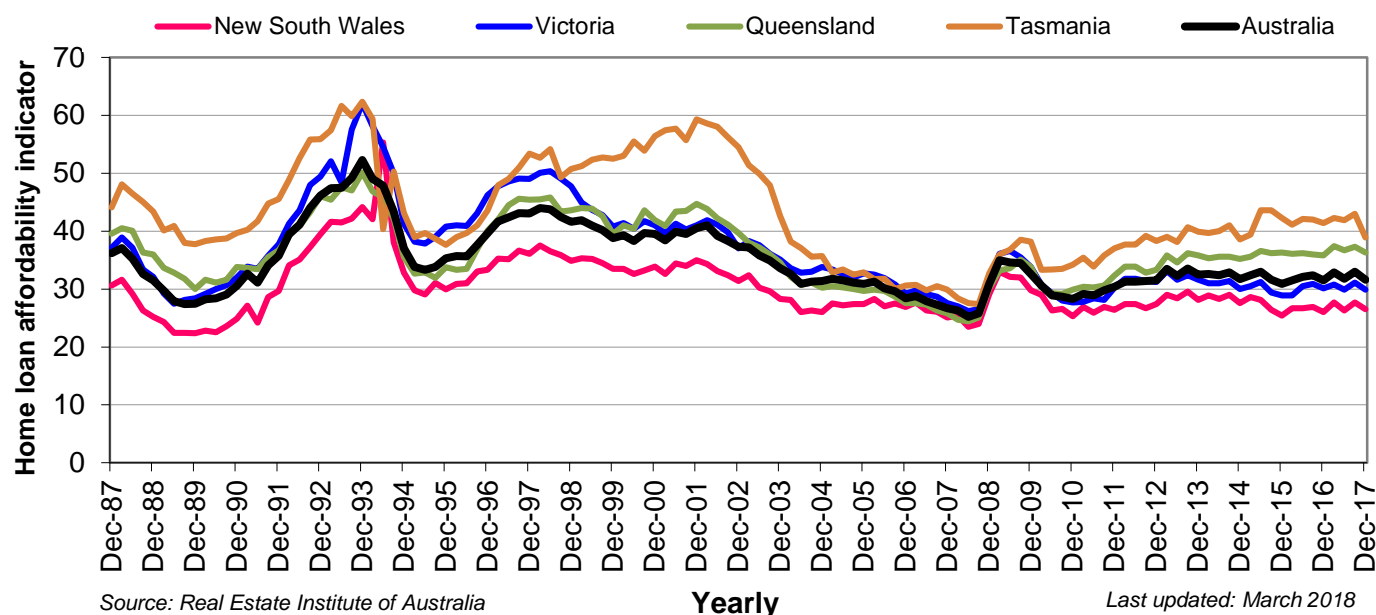
MEDIAN HOUSE PRICE VS AVERAGE LOAN

Location	Median House Price (Dec Quarter 2017)	Average State Loan (Dec Quarter 2017)
Sydney, NSW	\$1,179,500	\$476,449
Melbourne, VIC	\$821,000	\$410,580
Brisbane, QLD	\$530,000	\$338,822
Hobart, TAS	\$459,000	\$266.839

The average state loan reflects the amount financial lenders are comfortable lending to consumers. Assuming consumers are providing a 20% deposit, we are able to calculate the ideal sale price range that home buyers can access. In comparison to the median house price, the average state loan has continued to remain significantly below, suggesting that for many first home buyers the property ownership dream remains unaffordable.

The home loan affordability index reflects the ratio of median family income in relation to average loan repayments. The graph below compares the four states covered in this report, along with the Australian national average. It is clear that home loan affordability has been at the lower end of the scale since its peak in 1993 and 2002, with December 2017 figures showing a decline across all states and territories.

HOME LOAN AFFORDABILITY INDEX COMPARISON



READY, SET, GO... REGIONAL!

SELECTION CRITERIA

- 01 Affordability** – affordable locations are deemed as areas which have a median price below the maximum affordable property sale price (average state loan + 20% deposit).
- 02 Property trends** – to ensure statistical reliability the area will have 20 transactions or more in 2016 and 2017, with positive price growth within that time period.
- 03 Investment** – to ensure solid investment opportunities the area will have an on-par or higher rental yield than the closest capital city, as well as an on-par or lower vacancy rate compared to the closest capital city.
- 04 Project development** – the area will have a high estimated value of future project development, with a higher concentration of commercial and infrastructure projects to ensure a positive economic outlook.
- 05 Unemployment rate** – as of the ABS Census 2016 the area must have an on-par or lower unemployment rate than the state average, to ensure there is local job growth.

AFFORDABLE REGIONAL AREAS WITH SOLID GROWTH FUNDAMENTALS



TOP 12 AFFORDABLE REGIONAL AREAS

In taking the above selection criteria into account, the following 12 regional locations were deemed to be affordable areas with solid fundamentals for sustainable future growth.

Queensland
Whitsunday Regional Council
Ipswich City Council
Toowoomba Regional Council
Southern Downs Regional Council
New South Wales
Tamworth Regional Council
Goulburn Mulwaree Council
Orange City Council
Wagga Wagga City Council
Victoria
Mitchell Shire Council
Bass Coast Shire Council
Moorabool Shire Council
Tasmania
Northern Midlands Council

TOP AFFORDABLE MAJOR REGIONAL AREA Whitsunday Regional Council - Queensland

The Whitsunday Regional Council is located in north Queensland, approximately 1,100km from the state capital of Brisbane with an approximate population of 33,778. Employment opportunities stand out in the Whitsundays, particularly for technicians, trade workers, laborers and managers. Unemployment (6.7%) is much lower than both Brisbane (7.4%) and Queensland (7.6%).

Between 2016 and 2017 the Whitsunday area experienced a strong annual growth of 7.1% for houses and 6.1% for land. Buyers are urged to secure their properties now with these incredibly affordable property prices and the promising capital growth on offer.

Whitsunday's vacancy rate was recorded at 1.6% in December 2017, sitting well below Brisbane's 3.8%. Yields in the Whitsundays have remained favourable, for houses 4.5% and units 5.2% in December 2017. This presents a much more attractive option for investment when compared to Brisbane with yields of 3.8% for houses and 5.0% for units. As the majority of the Whitsunday's population choose to rent (36.4%), investors are urged to capitalise on the strong conditions offered in the area's rental market.

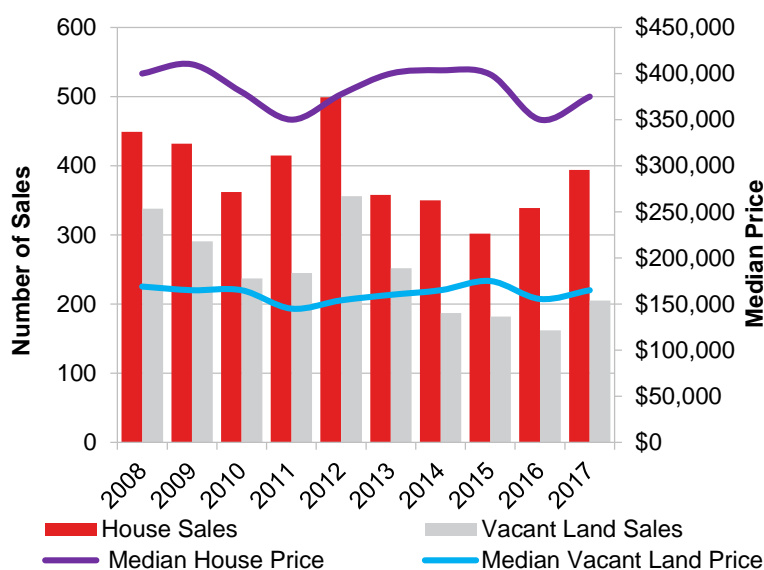
Over 2018 the Whitsunday's will see approximately \$167.4M* in new development commence. Commercial projects account for the majority of projects (55.9%), valued at \$93.5M*. This signals increased local employment opportunities and commerce which are conducive for future growth. Infrastructure projects planned total \$33.6M* and will include a range of transport related improvements such as road works and the major expansion of the Whitsunday Coast Airport. 386 new lots and 69 dwellings are planned in 2018, to cater for increasing local and interstate demand.



KEY FACTS**

House median price	\$375,000
Land median price	\$165,000
Unit median price	\$220,000
Vacancy rate (based on 4800 postcode)	1.6%
House rental yields (based on 4800 postcode)	4.5%
Unit rental yields (based on 4800 postcode)	5.2%
Total estimated value of future developments	\$167,367,000
Number of planned dwellings 2018	386 Lots 69 Dwellings
Median weekly household income	\$1,228
Median monthly mortgage repayments	\$1,733
Unemployment rate	6.7%
Professionals	11.2%
Owned outright	28.6%
Owned with a mortgage	30.1%
Rented	36.4%

WHITSUNDAY SALES & MEDIAN PRICE



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

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TOP AFFORDABLE MAJOR REGIONAL AREA Ipswich City Council - Queensland

The Ipswich City Council is located only 50km (1 hour) west of the State capital of Brisbane. The region has an approximate population of 193,733 which is anticipated to grow to 435,000 by 2031. Over the past ten years, Ipswich properties have seen a sustainable average annual growth of 1.0% (houses), 2.9% (units) and 1.3% (land). Over the past five years, median house prices have trended upward with a stronger annual growth of 2.8%.

In December 2017 low vacancies were recorded in Ipswich (2.9%), sitting below Brisbane's 3.8%. Also in December 2017, yields continued to stand out for houses at 4.8% and units 6.2%. This offers much more appealing conditions than Brisbane's house and unit yields of 3.8% and 5.0% respectively. As the majority of Ipswich's population choose to rent (39.7%), investors are urged to capitalise on this strong rental market.

During 2018 the Ipswich region is set for substantial levels of new development, valued at an incredible \$7.5bn*. The majority of this (82.9% or \$6.2bn*) will be focused on mixed-use. This will include the Springfield Central Gardens mixed-use development, which will be staged over the next fifteen years and will provide thousands of jobs during and after construction.

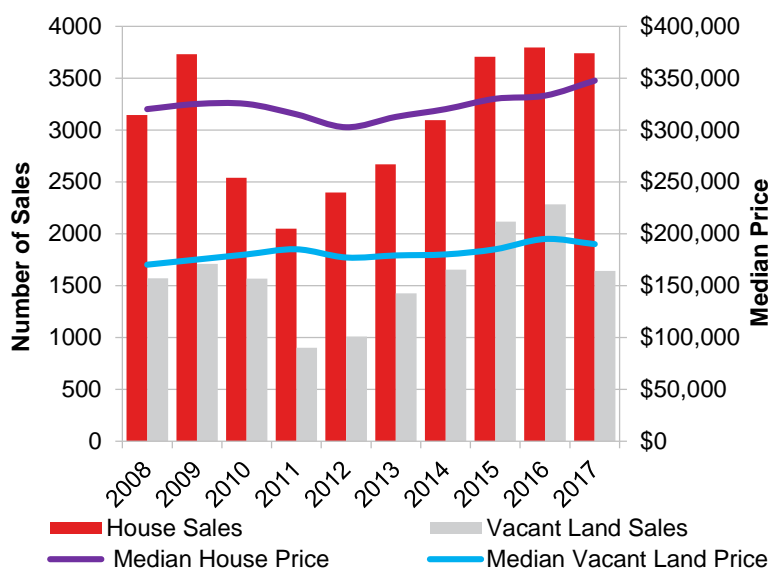
Substantial interest from private entities is evident from the solid \$658.7M commercial projects planned. There are a number of industrial (\$75.6M*) and infrastructural (\$39.2M*) developments commencing in 2018. Additionally, there is a large amount of residential development scheduled (valued at \$511.6M) that will deliver 4,396 subdivided lots and 3,959 dwellings to the area.



KEY FACTS**

House median price	\$347,500
Land median price	\$190,000
Unit median price	\$318,750
Vacancy rate (based on 4305 postcode)	2.90%
House rental yields (based on 4305 postcode)	4.80%
Unit rental yields (based on 4305 postcode)	6.20%
Total estimated value of future developments	\$7,522,597,000
Number of planned dwellings 2018	4396 Lots 3959 Dwellings
Median weekly household income	\$1,410
Median monthly mortgage repayments	\$1,600
Unemployment rate	9.00%
Professionals	14.50%
Owned outright	21.50%
Owned with a mortgage	36.10%
Rented	39.70%

IPSWICH SALES & MEDIAN PRICE



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TOP AFFORDABLE MAJOR REGIONAL AREA

Toowoomba City Council - Queensland

Toowoomba is located 127km west of Brisbane and is the second largest inland city in Australia. It has an approximate population of 160,779. Despite a lower income, people in Toowoomba have a greater ability to own property outright (32.3%), which is much higher than Brisbane (26.4%). Unemployment in Toowoomba (6.7%) is much lower than both Brisbane (7.4%) and Queensland (7.6%).

Toowoomba has experienced solid growth rates over the past ten years (to 2017), averaging 3.8% growth for houses, 3.1% for units and 6.0% for land. First home buyers are urged to take advantage of the affordable property prices and gain the rewards of solid capital growth.

Toowoomba's vacancy rate was recorded at 2.7% during December 2017, sitting below Brisbane's 3.8%. Strong yields of 4.7% for houses and 5.2% for units were recorded in Toowoomba in December 2017. This offers much more favourable conditions for investment than Brisbane's yields of 3.8% and 5.0% respectively.

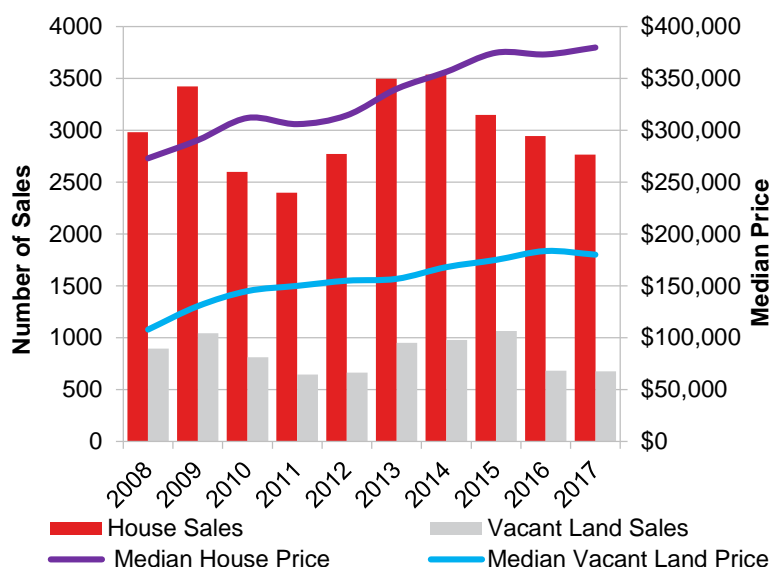
Over 2018 Toowoomba is set to see approximately \$2.0bn* in new project development. Commercial development accounts for the majority at an estimated \$1.7bn* (83.4%). This demonstrates a substantial interest from private entities, signalling further growth and employment opportunities. Infrastructure developments have been valued at \$114.0M* and include the Toowoomba Regional Council Central Depot valued at approximately \$45.0M. The anticipation of substantial population growth has resulted in a large amount of residential development valued at approximately \$127.7M and delivering 885 subdivided lots and 386 dwellings to the area.



KEY FACTS**

House median price	\$380,000
Land median price	\$180,000
Unit median price	\$304,000
Vacancy rate (based on 4350 postcode)	2.70%
House rental yields (based on 4350 postcode)	4.70%
Unit rental yields (based on 4350 postcode)	5.20%
Total estimated value of future developments	\$1,985,551,000
Number of planned dwellings 2018	885 Lots 386 Dwellings
Median weekly household income	\$1,269
Median monthly mortgage repayments	\$1,517
Unemployment rate	6.70%
Professionals	18.60%
Owned outright	32.30%
Owned with a mortgage	32.40%
Rented	31.50%

TOOWOOMBA SALES & MEDIAN PRICE



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TOP AFFORDABLE MAJOR REGIONAL AREA

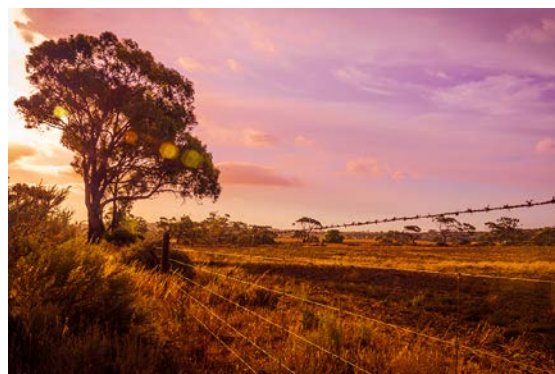
Southern Downs Regional Council - Queensland

The Southern Downs Regional Council is located approximately 170km (2.5 hours) south-west of the state capital of Brisbane with an approximate population of 35,110. A large proportion of the Southern Downs population own property outright (39.4%), which reflects a greater ability for Southern Downs residents to serve a mortgage than Brisbane residents (26.4%). The area is well positioned with a lower unemployment rate of 6.3% and incredibly affordable property prices. Buyers are urged to take advantage of such an opportunity.

Over the past ten years, Southern Downs has seen respective annual growth levels of 1.8% for houses and 1.4% for units. Over the same period average annual growth for vacant land was 1.9%. Between 2016 and 2017 the area saw stronger growth in houses (4.1%) and vacant land (8.5%).

Southern Downs' vacancy rate was recorded at a very low 1.6% in December 2017, sitting well below Brisbane's 3.8%. In December 2017 strong yields for houses (4.6%) and units (4.3%) were recorded. This offers more attractive conditions than Brisbane's house yields of 3.8%. Investors are urged to capitalise on solid returns and strong capital gains.

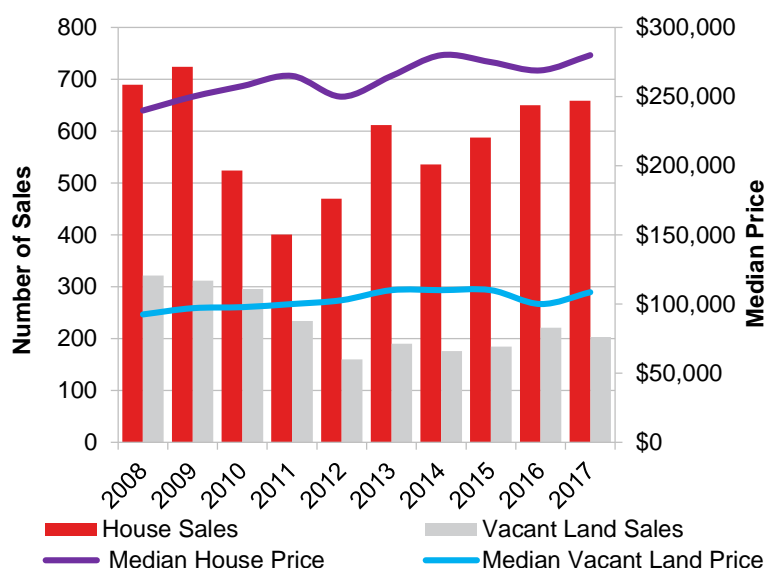
Southern Downs' is set to see approximately \$68.9M* of new projects take place over 2018. The majority of this is commercial totalling \$29.6M* which will stimulate local job creation and future economic growth in the area. Other major projects commencing in 2018 include infrastructure development valued at approximately \$25.2M*. There is also residential development valued at \$14.2M*, which will deliver 36 subdivide lots and 25 dwellings.



KEY FACTS**

House median price	\$280,000
Land median price	\$108,500
Unit median price	\$225,000
Vacancy rate (based on 4370 postcode)	1.60%
House rental yields (based on 4370 postcode)	4.60%
Unit rental yields (based on 4370 postcode)	4.30%
Total estimated value of future developments	\$68,932,000
Number of planned dwellings 2018	36 Lots 25 Dwellings
Median weekly household income	\$973
Median monthly mortgage repayments	\$1,300
Unemployment rate	6.30%
Professionals	12.30%
Owned outright	39.40%
Owned with a mortgage	28.50%
Rented	28.20%

SOUTHERN DOWNS SALES & MEDIAN PRICE



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TOP AFFORDABLE MAJOR REGIONAL AREA Tamworth Regional Council – New South Wales

Tamworth is a regional area located in New South Wales, 410km north-west of the state's capital of Sydney. Tamworth is predominantly a rural area with a population of approximately 59,663 in 2016. A large proportion of residents own property outright (33.9%). This is higher than Sydney residents (29.1%). The region has shown strong economic growth over the last ten years with a Gross Regional Product of \$2.8bn in 2016.

Over the past ten years Tamworth has experienced solid and sustainable median price growth rates, averaging 3.8% growth for houses, 3.3% for units and 4.8% for vacant land. Between 2016 and 2017 Tamworth experienced stronger growth rates of 12.9% (land) and 8.4% (units) respectively.

In December 2017 Tamworth's rental yield for houses was situated at a strong 5.0%, much higher than Sydney's 2.9%. The area's vacancy rates are recorded at 2.3%, which was lower than Sydney's 2.6%. Tamworth offers a highly attractive opportunity for those wanting to take advantage of affordable prices and positive investment conditions, meaning the time to buy is now.

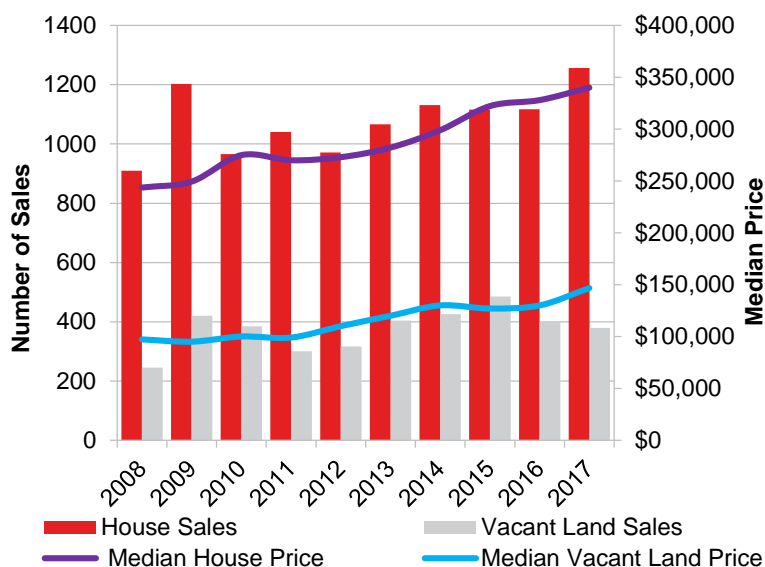
Over 2018 Tamworth is set to see \$178.7M* of new developments commence. Commercial projects account for the majority of development (\$127.6M*), suggesting there is growing interest from businesses in the area. The growing region will be supported by a \$23.2M* investment in infrastructure which will continue to support future connectivity to business hubs. Furthermore, the area will see \$22.2M* worth of residential development commence in 2018, delivering an additional 432 lots and 45 dwellings.



KEY FACTS**

House median price	\$340,000
Land median price	\$146,750
Unit median price	\$270,000
Vacancy rate (based on 2340 postcode)	2.30%
House rental yields (based on 2340 postcode)	5.00%
Unit rental yields (based on 2340 postcode)	4.80%
Total estimated value of future developments	\$178,742,000
Number of planned dwellings 2018	432 Lots 45 Dwellings
Median weekly household income	\$1,180
Median monthly mortgage repayments	\$1,500
Unemployment rate	5.80%
Professionals	17.50%
Owned outright	33.90%
Owned with a mortgage	31.10%
Rented	30.90%

TAMWORTH SALES & MEDIAN PRICE



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TOP AFFORDABLE MAJOR REGIONAL AREA

Goulburn Mulwaree Council - New South Wales

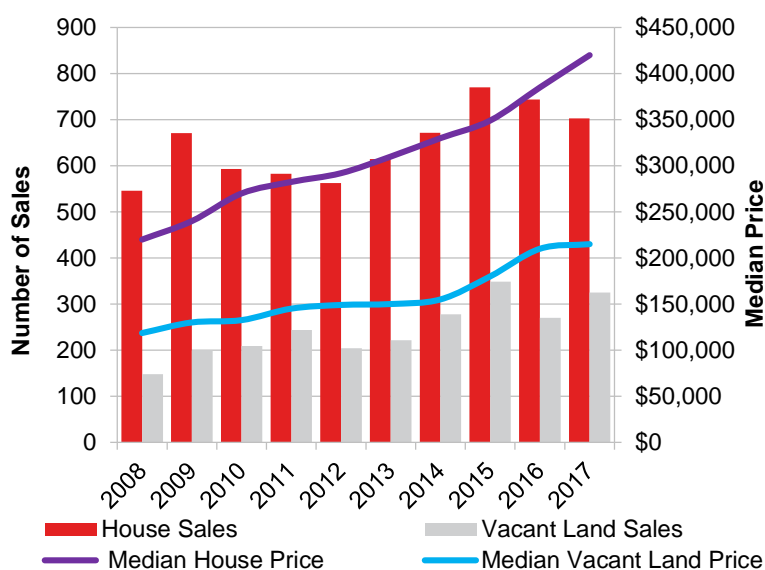
The Goulburn Mulwaree Council is located in New South Wales nearby both Sydney (210km) and Canberra (100km). Economic growth is well supported in the area due to its close proximity to the Sydney and Canberra business centres. Goulburn Mulwaree has an estimated population of 29,609 people and affordable property prices make it easier for residents to own property outright (35.3%). This is much higher than Sydney's residents (29.1%).

Over the past ten years, Goulburn has seen an average annual growth of 7.5% for houses, 7.3% for units and 7.0% for vacant land. Between 2016 and 2017 the area experienced solid growth levels of 9.1% for houses and 15.1% for units. This was due to an increased demand and competition for developable land.

In December 2017 yields in the area remained strong and relatively stable at 3.4% for houses and 4.5% for units. This is well above yields of 2.9% (houses) and 3.8% (units) in Sydney. Vacancy rates are incredibly low in the council area, currently at 1.7%, achieving well below Sydney's vacancy rate of 2.6%. With affordable median prices and positive annual growth in recent years, Goulburn provides favourable conditions for long term investment.

Goulburn will see an estimated \$266.5M* of new projects commence over 2018. Commercial development of \$158.5M* will include the \$120.0M* Goulburn Base Hospital. To support the growing region \$56.9M* will be invested in new infrastructure, followed by \$48.4M* of residential developments. This will deliver an additional 567 subdivided lots and 153 dwellings to the area.

GOULBURN MULWAREE SALES & MEDIAN PRICE



KEY FACTS**

House median price	\$420,000
Land median price	\$215,000
Unit median price	\$316,500
Vacancy rate (based on 2580 postcode)	1.70%
House rental yields (based on 2580 postcode)	3.40%
Unit rental yields (based on 2580 postcode)	4.50%
Total estimated value of future developments	\$266,506,000
Number of planned dwellings 2018	567 Lots 153 Dwellings
Median weekly household income	\$1,196
Median monthly mortgage repayments	\$1,517
Unemployment rate	6.30%
Professionals	14.50%
Owned outright	35.30%
Owned with a mortgage	32.30%
Rented	28.60%

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TOP AFFORDABLE MAJOR REGIONAL AREA

Orange City Council - New South Wales

The Orange City Council is located approximately 270km (a 4 hour drive) west of Sydney. The council has an estimated population of 40,344. Orange is well known for its diverse economy with major industries focused around state and federal government departments as well as mining, retail and tourism.

Over the past ten years Orange's median property prices have seen an average annual growth of 3.5% for houses, 3.6% for units, and 2.2% for land. Between 2016 and 2017 growth has been stronger for both houses (8.0%) and land (12.9%). Affordable property prices and strong capital growth are on offer to astute buyers who get in first.

In December 2017 yields in Orange remained stable, with houses and units at 3.8% and 4.7% respectively. These yields were much higher than Sydney's 2.9% for houses and 3.8% for units. Vacancy rates are incredibly low in the council area, currently at 1.7%, achieving well below Sydney's vacancy rate of 2.6%. With affordable median prices and positive annual growth Orange provides favourable conditions for long term investment. First home buyers and investors are encouraged to act now.

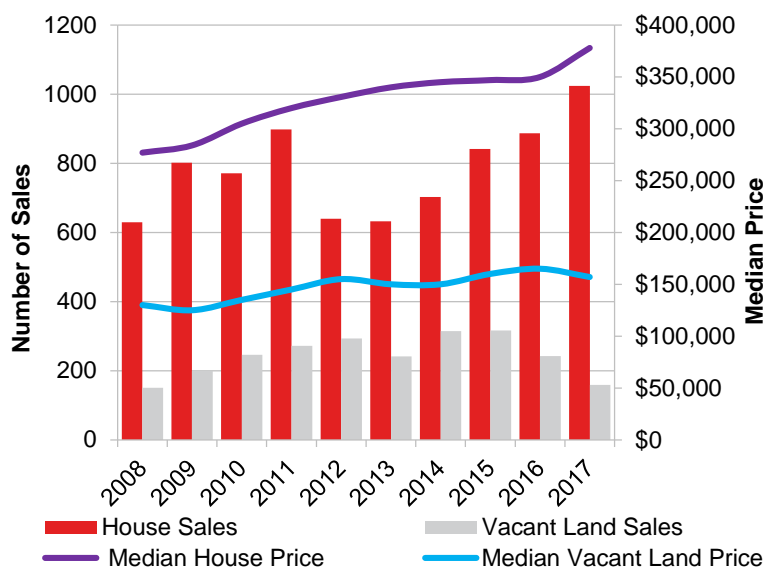
Orange will see a respective \$227.8M* of new developments commence over 2018, with \$190.3M* focused on commercial. This indicates strong signs of an expanding economy and growing employment opportunities. Substantial infrastructure development valued at \$174.1M* will support the growing region. Residential development is anticipated to be valued at approximately \$13.0M* and will deliver an additional 101 new lots and 54 dwellings.



KEY FACTS**

House median price	\$378,000
Land median price	\$157,000
Unit median price	\$235,500
Vacancy rate (based on 2800 postcode)	1.70%
House rental yields (based on 2800 postcode)	3.80%
Unit rental yields (based on 2800 postcode)	4.70%
Total estimated value of future developments	\$227,844,000
Number of planned dwellings 2018	101 Lots 54 Dwellings
Median weekly household income	\$1,295
Median monthly mortgage repayments	\$1,629
Unemployment rate	6.30%
Professionals	21.20%
Owned outright	30.70%
Owned with a mortgage	32.40%
Rented	33.10%

ORANGE SALES & MEDIAN PRICE



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TOP AFFORDABLE MAJOR REGIONAL AREA

Wagga Wagga City Council - New South Wales

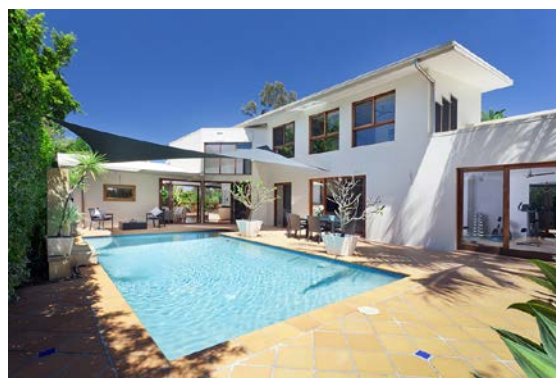
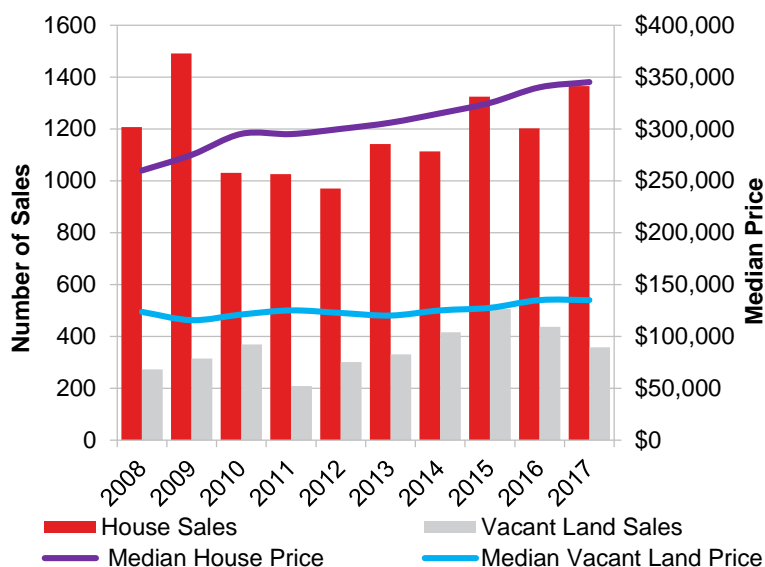
The Wagga Wagga City Council is located approximately 460km south-west of the state's capital Sydney. It is recognised as the largest retail, commercial and administrative centre in the region with a population of 62,385. Coupled with a growing economy, conditions for employment in Wagga Wagga are very desirable with a low unemployment rate of 5.5%. This is much lower than Sydney's and New South Wales' unemployment rates of 6.0% and 6.3% respectively. Affordable property prices allow for buyers to easily pay mortgages and own properties outright (29.2%) regardless of having a lower average income.

Between 2006 and 2016, Wagga Wagga had respective annual growth levels of 6.3% for houses and 3.0% for units. A more moderate average growth of 1.1% was recorded for land. Both affordability and capital growth will attract keen first home buyers and clever investors.

Yields in Wagga Wagga have continued to provide positive market conditions with yields remaining above 4.0% since 2009. In December 2017 yields for houses (5.5%) and units (4.9%) were well above Sydney's houses (2.9%) and units (3.8%).

Wagga Wagga is set to see a substantive \$249.9M* of new projects take place over 2018. The majority of this will be infrastructure totalling \$131.7M*, of which approximately \$50.0M will be for the UNSW Medical School project. There is a considerable amount of commercial development scheduled for 2018, valued at an approximate \$109.5M*. This indicates strong signs of an expanding economy with growing employment opportunities.

WAGGA WAGGA SALES & MEDIAN PRICE



KEY FACTS**

House median price	\$345,000
Land median price	\$135,000
Unit median price	\$255,500
Vacancy rate (based on 2650 postcode)	2.80%
House rental yields (based on 2650 postcode)	5.50%
Unit rental yields (based on 2650 postcode)	4.90%
Total estimated value of future developments	\$249,870,000
Number of planned dwellings 2018	159 Lots 4 Dwellings
Median weekly household income	\$1,354
Median monthly mortgage repayments	\$1,517
Unemployment rate	5.50%
Professionals	19.70%
Owned outright	29.20%
Owned with a mortgage	33.40%
Rented	33.50%

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TOP AFFORDABLE MAJOR REGIONAL AREA Mitchell Shire Council - Victoria

The Mitchell Shire Council is located approximately 95km north of Melbourne. The region has a population of approximately 40,918. Unemployment in Mitchell (5.7%) is well below Melbourne and Victoria overall, indicating there are adequate employment opportunities in the area. An impressive 45.6% of people in Mitchell own properties with a mortgage, suggesting an increasing interest in the Mitchell residential property market.

Over the past ten years, Mitchell Shire has experienced an average annual growth rate of 6.3% for houses, 3.2% for units and 4.0% for land. Between 2016 and 2017 median house prices experienced an impressive growth of 15.5%.

In December 2017 yields in the Mitchell Shire remained inviting, particularly for houses at 4.6%, whilst units recorded 3.3%. House yields were well above Melbourne's average of 2.7%, whereas units sat below Melbourne's at 3.8%. Low vacancy rates of 0.6% in Mitchell are well below Melbourne's 2.1%. This contributes to strong house price growth and calls upon further residential investment to meet strong housing demand.

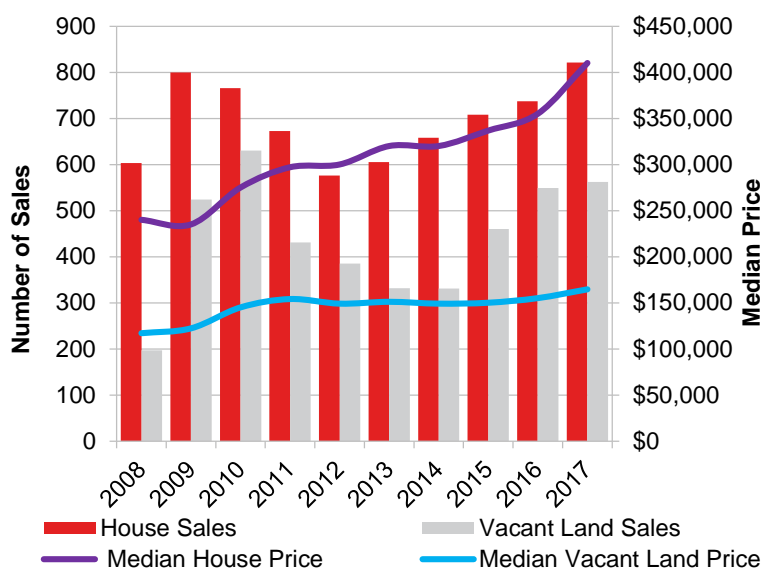
Over 2018 a substantial \$177.5M* in new developments are set to commence, with infrastructure projects accounting for the majority of investments (\$162.3M*). This will include the \$140.0M* Regional Rail Revival Project which is focus on opening transport corridors to support growth in the region. Residential development is valued at \$13.4M* and is set to deliver 170 new lots to the area. Mixed-used and commercial development will also promote economic growth in the area by delivering approximately \$2.5M* and \$2.0M* respectively.



KEY FACTS**

House median price	\$410,000
Land median price	\$164,500
Unit median price	\$277,750
Vacancy rate (based on 3658 postcode)	0.60%
House rental yields (based on 3658 postcode)	4.60%
Unit rental yields (based on 3658 postcode)	3.30%
Total estimated value of future developments	\$177,460,000
Number of planned dwellings 2018	170 Lots
Median weekly household income	\$1,391
Median monthly mortgage repayments	\$1,582
Unemployment rate	5.70%
Professionals	12.60%
Owned outright	28.50%
Owned with a mortgage	45.60%
Rented	22.40%

MITCHELL SHIRE SALES & MEDIAN PRICE



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

**Key facts are based on 2017 data for the Council area unless otherwise stated. Source: APM Pricefinder, SQMresearch, Cordell Database, Fraser Coast Council, Corelogic RP Data, Department and Planning and Environment of Queensland, Australian Bureau of Statistics. © PRDNationwide 2018.

TOP AFFORDABLE MAJOR REGIONAL AREA

Bass Coast Shire Council - Victoria

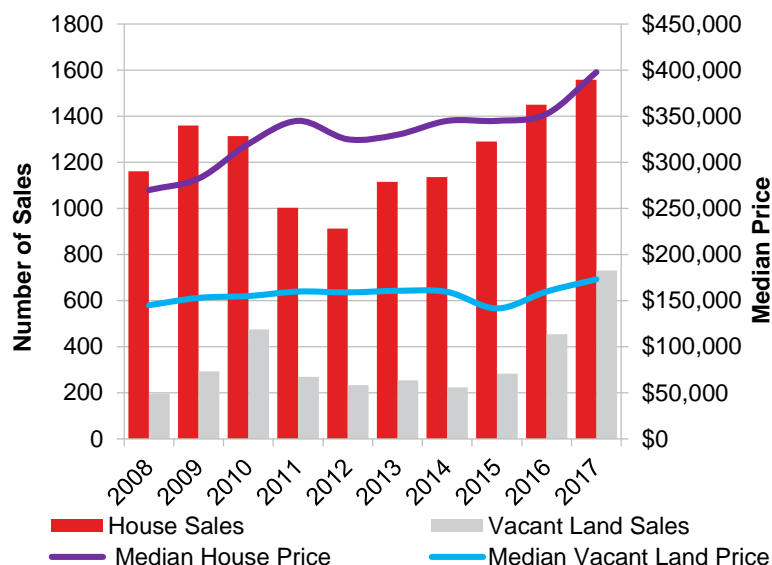
The Bass Coast Shire Council is located approximately 140km from Melbourne and approximately 2.5 hours to the CBD. The region has a population of 32,804. Despite a lower income, residents in the Bass Coast have a higher propensity to serve a mortgage and own properties outright (42.9%) rather than renting (25.2%).

Over the past ten years, the Bass Coast has experienced an average annual growth rate of 4.6% for houses, 1.7% for units and 2.2% for land. Between 2015 to 2017 even stronger annual growth occurred for houses (7.5%), units (6.1%) and land (10.7%). Buyers are urged to take advantage of the strong capital growth and affordable property prices in the area.

Bass Coast's vacancy rate was recorded at 2.3% in December 2017, sitting in line with Melbourne's 2.1%. Yields in the area have remained attractive with houses at 4.5% and units at 5.2% as of December 2017. This was well above Melbourne's yields of 2.7% for houses and 3.8% for units. Buyers and investors will benefit from solid returns and capital growth.

Approximately \$85.8M* of new development will commence in 2018. Valued at 60.2M* commercial development accounts for the majority of projects and includes the \$58.2M Phillip Island Nature Park Penguin Parade Visitor Centre. Residential development is anticipated to be valued at \$13.4M*, delivering 490 new subdivided lots and 12 dwellings to the area. Infrastructure projects are valued at \$9.4M*. Substantial investment into the Bass Coast Shire from businesses will provide further employment opportunities as well propel future economic growth.

BASS COAST SALES & MEDIAN PRICE



KEY FACTS**

House median price	\$395,000
Land median price	\$173,250
Unit median price	\$320,000
Vacancy rate (based on 3995 postcode)	2.30%
House rental yields (based on 3995 postcode)	4.50%
Unit rental yields (based on 3995 postcode)	5.20%
Total estimated value of future developments	\$85,824,000
Number of planned dwellings 2018	490 Lots 12 Dwellings
Median weekly household income	\$922
Median monthly mortgage repayments	\$1,315
Unemployment rate	6.40%
Professionals	15.30%
Owned outright	42.90%
Owned with a mortgage	28.10%
Rented	25.20%

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TOP AFFORDABLE MAJOR REGIONAL AREA Moorabool Shire Council - Victoria

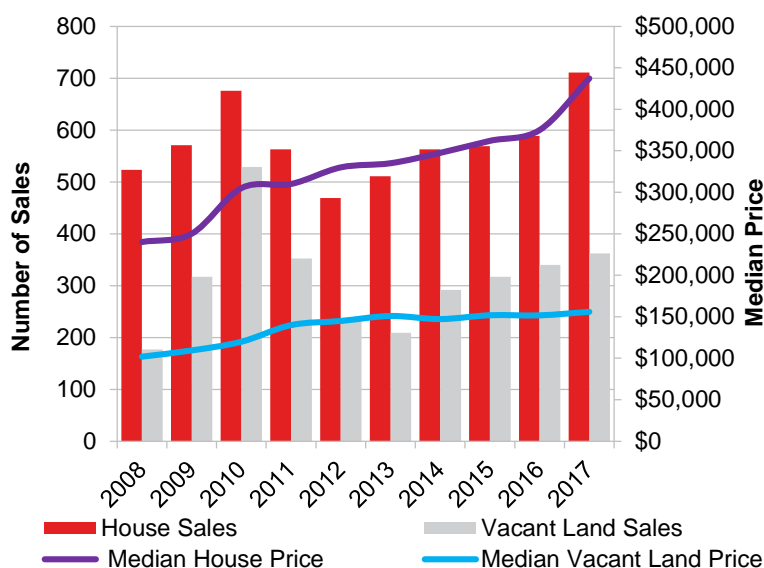
The Moorabool Shire Council is located approximately 80km from the state capital of Melbourne and approximately 1.5 hours to the CBD. The region has a population of 31,818 whom have a higher propensity to serve a mortgage (45.0%), rather than renting (18.5%). This suggests growing buyer interest and demand in the Moorabool property market. Employment opportunities are strong with a low unemployment rate of 6.1%, which is much lower than both Melbourne (6.8%) and Victoria (6.6%).

Over the past ten years, Moorabool has continued to experience a strong average annual growth rate of 7.1% for houses, 6.7% for units and 5.0% for land, indicating a strong and stable market. Buyers and investors are urged to act now and take advantage of affordable property prices and capital growth.

In December 2017 Moorabool's vacancy rate was recorded at 0.8%, sitting well below Melbourne's 2.1%. Since December 2017 yields in the area have remained favourable for houses at 4.1% and units 4.1%. This was well above Melbourne's yields of 2.7% for houses and 3.8% for units.

In 2018 approximately \$86.7M* in new development will commence. Commercial development accounting for the majority, valued at \$34.2M*. Residential development valued at approximately \$32.1M* is set to deliver 499 subdivide lots and 67 dwellings. Infrastructure projects planned are valued at a total of \$16.5M*. A balanced portfolio of investment into the Moorabool Shire Council will provide sustainable economic growth and stimulate ongoing employment opportunities.

MOORABOOL SALES & MEDIAN PRICE



KEY FACTS**

House median price	\$433,750
Land median price	\$306,500
Unit median price	\$156,000
Vacancy rate (based on 3342 postcode)	0.80%
House rental yields (based on 3342 postcode)	4.10%
Unit rental yields (based on 3342 postcode)	4.10%
Total estimated value of future developments	\$86,688,000
Number of planned dwellings 2018	499 Lots 67 Dwellings
Median weekly household income	\$1,391
Median monthly mortgage repayments	\$1,559
Unemployment rate	5.80%
Professionals	15.90%
Owned outright	33.00%
Owned with a mortgage	45.00%
Rented	18.50%

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TOP AFFORDABLE MAJOR REGIONAL AREA

Northern Midlands Council - Tasmania

The Northern Midlands Council is located approximately 150km (a 2 hour drive) north of the state's capital Hobart. In 2016, the area had an estimated population of 12,822. Residents in Northern Midlands have a higher propensity to serve a mortgage and own properties outright (39.4%), in comparison to renting (24.1%). The unemployment rate in the area (6.1%) is partially lower than Hobart (6.4%) and Tasmania (7.0%).

Over the past ten years Northern Midlands has had an average annual growth of 1.8% (houses), 3.2% (units) and 1.8% (land). Since 2014 Northern Midlands has recorded a stronger growth of 4.2% for houses and 3.3% for land. Buyers and investors are urged to take advantage of this rare opportunity for affordability and promising capital growth.

Yields in Northern Midlands were situated at 5.1% for houses, which is well above the Hobart house yield of 4.3%. Leading into December 2017, Northern Midlands experienced a considerable decline in vacancy rates, currently at 0.8%, similar to Hobart's at 0.3%. This calls upon developers to deliver further residential supply to meet a growing demand for housing.

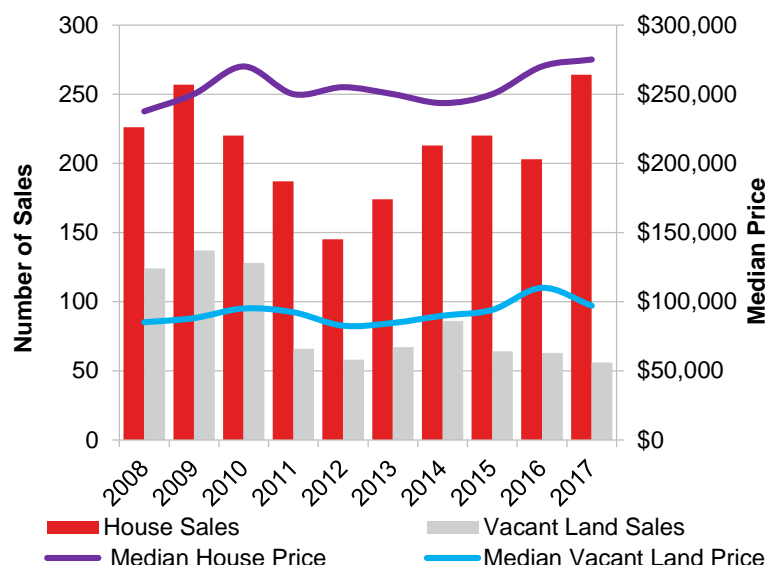
During 2018 \$108.5M* in new development is set to commence, focusing on growing the region through infrastructure valued at \$96.4M*. Residential development is anticipated to be valued at approximately \$13.4M* and will add 22 dwellings and 21 subdivision lots into the market. This will be followed by \$8.2M* of commercial development which will provide further employment opportunities.



KEY FACTS**

House median price	\$275,000
Land median price	\$97,000
Unit median price	\$237,500
Vacancy rate (based on 7301 postcode)	0.80%
House rental yields (based on 7301 postcode)	5.10%
Unit rental yields (based on 7301 postcode)	4.50%
Total estimated value of future developments	\$108,456,000
Number of planned dwellings 2018	21 Lots 22 Dwellings
Median weekly household income	\$1,042
Median monthly mortgage repayments	\$1,300
Unemployment rate	6.10%
Professionals	12.00%
Owned outright	39.40%
Owned with a mortgage	33.10%
Rented	24.10%

NORTHERN MIDLANDS SALES & MEDIAN PRICE



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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

- 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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