Tumbarumba

Property Factsheet

2nd Half 2018

PRD
nationwide

MARKET CONDITIONS

The Tumbarumba* property market recorded a median house price of $207,000 in Q2 2018. This represented an annual (Q2 2017 – Q2 2018) price softening of -10.0%. Meanwhile, the Snowy Valleys Council Local Government Area (LGA) recorded a median house price of $255,000. Property prices in Tumbarumba* sit below the LGA, indicating a more affordable entry point.

Over the past 2 years (Q2 2016 – Q2 2018), median house prices in Tumbarumba* have increased by 23.2%. Over the same time the Snowy Valley Council LGA experienced a softening of -5.6%. This suggests that despite an annual price softening (Q2 2017-Q2 2018), the Tumbarumba* market is in fact experiencing a gradual price growth over a longer period of time. First home buyers and investors are urged to act now and capitalise on more affordable opportunities in Tumbarumba*, with a long term-view of positive capital growth.

Average vendor discounts have widened slightly over the last twelve months to Q2 2018, currently at -8.8% for houses. This suggests that sellers are more willing to negotiate on the initial asking price, which further indicates that now is the perfect time to buy.

Median house rents in Tumbarumba* have remained relatively stable over the last twelve months to Q2 2018, currently at $250 per week. Vacancy rates have been trending downward to a competitive rate of 1.4% as at June 2018. Strong rental returns of 5.8% are on offer in the Tumbarumba* housing market, which is much higher the wider Snowy Valleys Council LGA (4.9%) and Sydney Metro (2.8%). Thus the Tumbarumba* property market presents highly lucrative opportunities to expand portfolios for first time investors.

SNOWY VALLEYS COUNCIL GROWTH
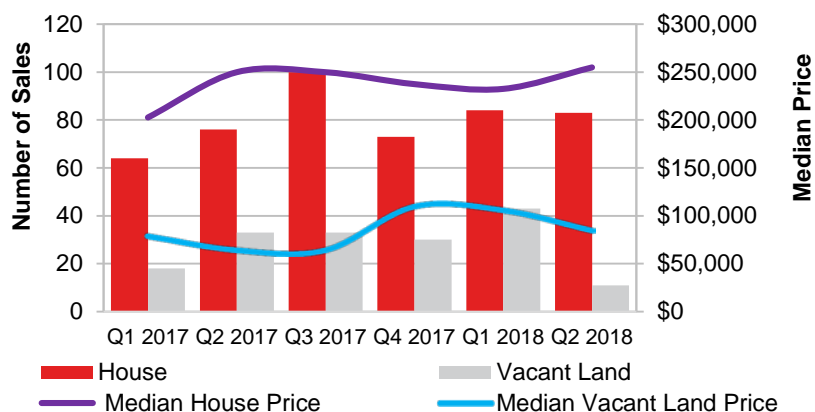
OVERVIEW

Tumbarumba is a small town located on the western side of the Snowy Mountains in New South Wales. Tumbarumba had a population of approx. 1,862 in 2016, which is an increase of 6.0% over the past 5 years. During this time frame the number of private dwellings increased by 6.4%, indicating an evenly balanced housing market. The median age in Tumbarumba has grown from 42 in 2011 to 46 in 2016. The majority of families comprise of couples without children (50.3%) followed by couples with children (33.7%).

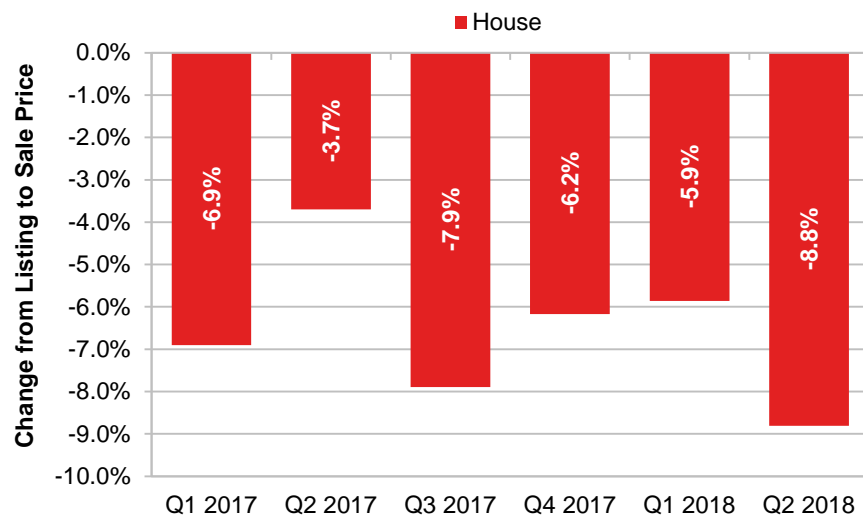| CHANGE FROM LAST	YEAR	HALF YEAR
House Sales	⬆	⬇
House Median Price	⬇	⬇
House Rental Price	⬌	⬇
Land Sales	⬇	⬌
Land Median Price	⬆	⬆

FUTURE DEVELOPMENTS**

Tumbarumba* is set to see approximately $30.4M of new projects commencing between 2013 and 2019. Residential projects accounted for the majority of this development value at $20.0M or 65.9% of total estimated value. This is followed by Infrastructure at $10.4 or 34.1%.The residential stock additions primarily comprise of various private and retiree living arrangements. This includes 14 independent living villas, 4 independent living units and 4 private units.

Tumbarumba has been subject to a well balanced supply of infrastructural and residential projects. In addition to this, The Snowy Valley Council has been offering grants to various community groups, clubs and organisations. The Tumbarumba Community Small Grants has been formed to specifically address small local projects. The 2018 fund round has received application of approximately $115,000 which will further strengthen Tumbarumba's local community.

AVERAGE VENDOR DISCOUNT*

■ House

Change from Listing to Sale Price

- Q1 2017: -6.9%
- Q2 2017: -3.7%
- Q3 2017: -7.9%
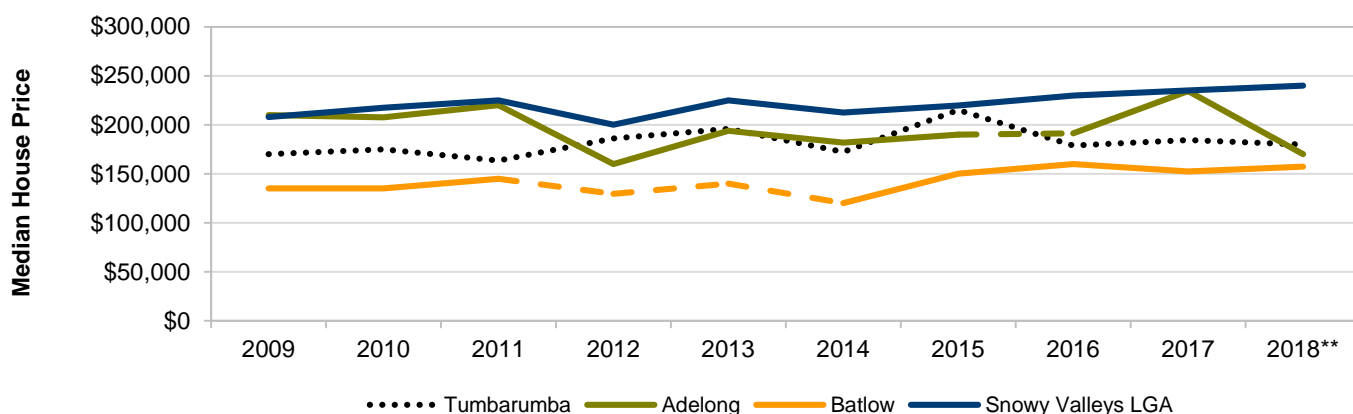- Q4 2017: -6.2%
- Q1 2018: -5.9%
- Q2 2018: -8.8%

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 0) suggests buyers are willing to purchase close to the first asking price of a property.
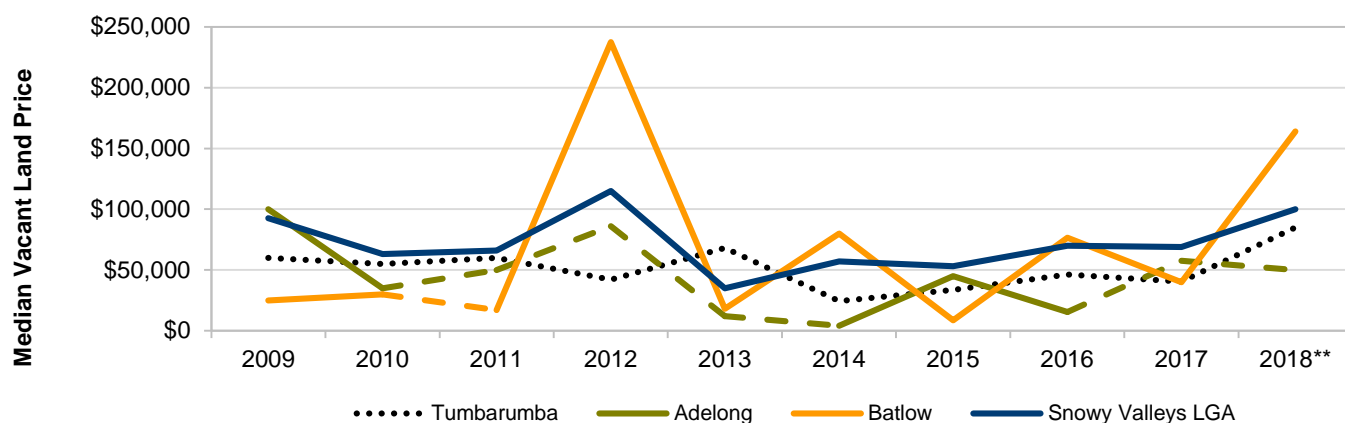
MARKET COMPARISON GRAPH

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 Tumbarumba. The main suburb is highlighted through a dotted black line graph.
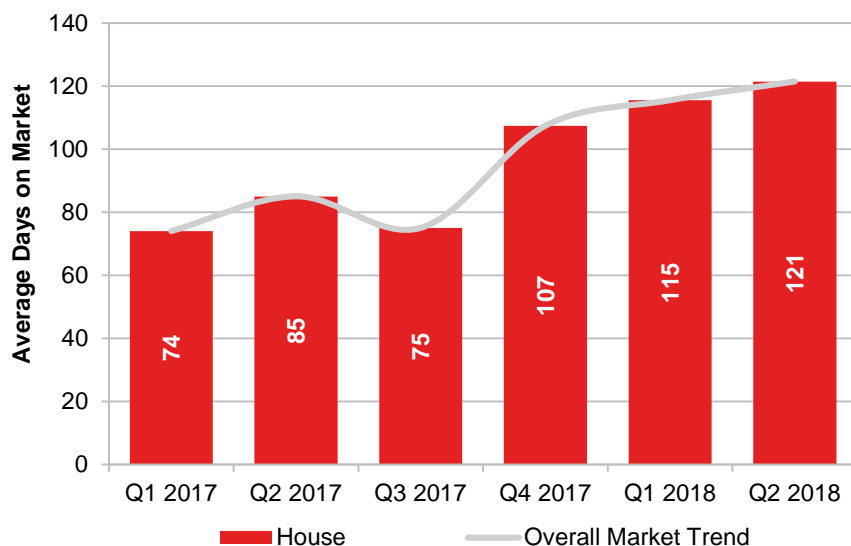
HOUSE MARKET COMPARISON

Median House Price

······ Tumbarumba —— Adelong —— Batlow —— Snowy Valleys LGA

LAND MARKET COMPARISON

Median Vacant Land Price

······ Tumbarumba —— Adelong —— Batlow —— Snowy Valleys LGA

*Tumbarumba market data and key indicators encapsulates aggregate property market conditions in the following: Tumbarumba, Khancoban, Rosewood, Humula, Jingellic, Laurel Hill.
Source: APM Pricefinder. © Copyright PRDnationwide 2018.

AVERAGE DAYS ON MARKET**

Average Days on Market

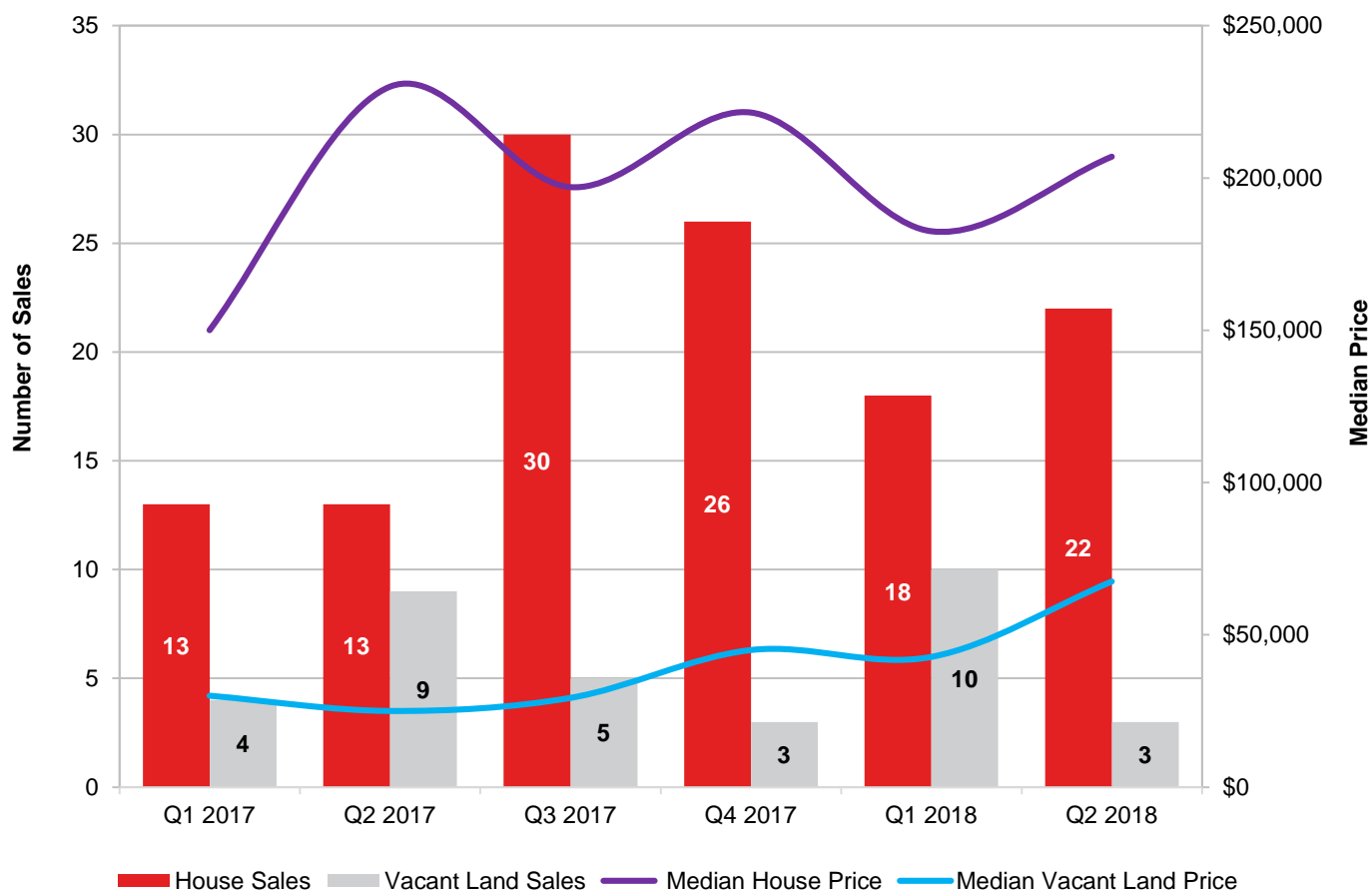| Quarter	Value
Q1 2017	74
Q2 2017	85
Q3 2017	75
Q4 2017	107
Q1 2018	115
Q2 2018	121

■ House   — Overall Market Trend

HOUSE KEY FACTS Q2 2018

Median Sale Price: $207,000
Annual Growth: -10.0%*
Average Days on Market: 121
**% Change between First Listed
Price and Sold Price**: -8.8%

SALES AND MEDIAN PRICE**

Quarter	House Sales	Vacant Land Sales
Q1 2017	13	4
Q2 2017	13	9
Q3 2017	30	5
Q4 2017	26	3
Q1 2018	18	10
Q2 2018	22	3

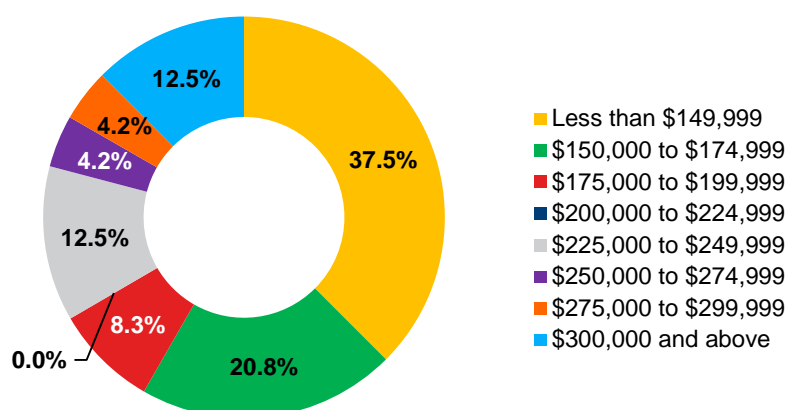■ House Sales   ■ Vacant Land Sales   — Median House Price   — Median Vacant Land Price

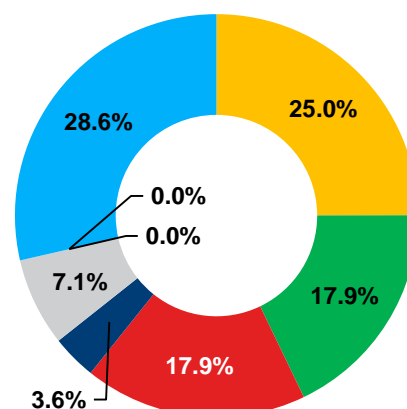*Annual growth represents price growth for property transactions between Q2 2017 to Q2 2018 (inclusive).
**Tumbarumba market data and key indicators encapsulates aggregate property market conditions in the following: Tumbarumba, Khancoban, Rosewood, Humula, Jingellic,
Laurel Hill. Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.
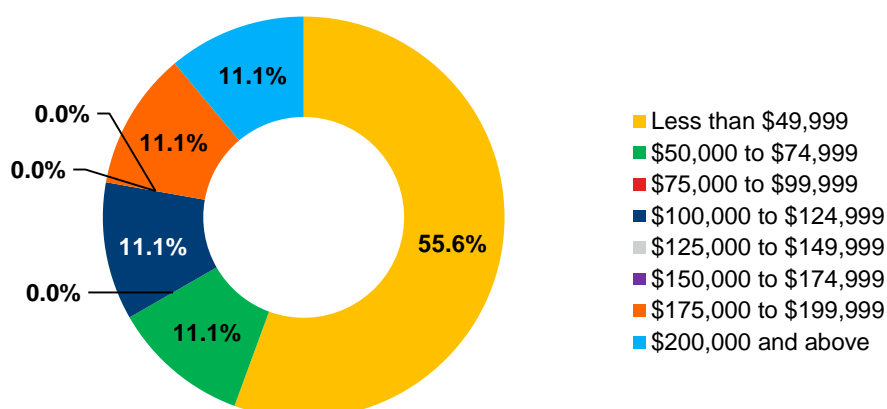
SALES PRICE POINT COMPARATIVE ANALYSIS
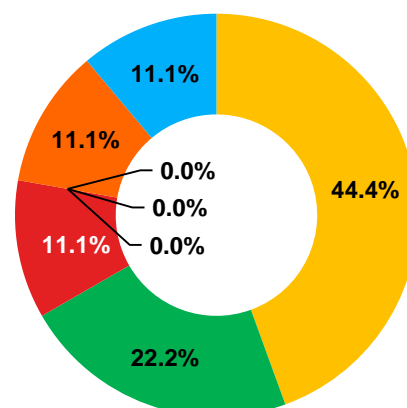
HOUSE PRICE POINT 1st HALF 2017

- 37.5%
- 20.8%
- 8.3%
- 0.0%
- 12.5%
- 4.2%
- 4.2%
- 12.5%

Legend:
- Less than $149,999
- $150,000 to $174,999
- $175,000 to $199,999
- $200,000 to $224,999
- $225,000 to $249,999
- $250,000 to $274,999
- $275,000 to $299,999
- $300,000 and above

HOUSE PRICE POINT 1st HALF 2018

- 25.0%
- 17.9%
- 17.9%
- 3.6%
- 7.1%
- 0.0%
- 0.0%
- 28.6%

LAND PRICE POINT 1st HALF 2017**

- 55.6%
- 11.1%
- 0.0%
- 11.1%
- 0.0%
- 0.0%
- 11.1%
- 11.1%

Legend:
- Less than $49,999
- $50,000 to $74,999
- $75,000 to $99,999
- $100,000 to $124,999
- $125,000 to $149,999
- $150,000 to $174,999
- $175,000 to $199,999
- $200,000 and above

LAND PRICE POINT 1st HALF 2018**

- 44.4%
- 22.2%
- 11.1%
- 0.0%
- 0.0%
- 0.0%
- 11.1%
- 11.1%

KEY IMPLICATIONS - HOUSE

The proportion of houses sold in Tumbarumba* in the 1st half of 2017 was primarily in the less than $150,000 price segment (37.5%), which has declined considerably to 25.0% in the 1st half of 2018. This indicates a declining availability of highly affordable houses in Tumbarumba*.

During the 1st half of 2018 house sales in the $300,000 and above segment have more than doubled from 12.5% to 28.6%. This suggests that despite a softening in annual median price growth (of -10.0% to Q2 2018) the Tumbarumba* market is in fact shifting towards a more premium market. This presents a great combination of affordability and gentle capital growth.

KEY IMPLICATIONS - UNIT

The proportion of land sold in Tumbarumba* in the 1st half of 2018 was mostly within the less than $50,000 price segment (55.6%), which declined to 44.4% in the 1st half of 2018. Meanwhile, sales occurring in the price bracket $50,000 - $75,000 doubled from 11.1% to 22.2%, suggesting increased interest in higher priced land.

During the 1st half of 2018, land sales in price segments above $175,000 have remained resilient at 11.1%. Meanwhile, sales in price segment $75,000 - $100,000 have increased from 0% to 11.1%. This suggests that there are both affordable and premium quality vacant land options available in Tumbarumba*.

INVESTMENT ANALYSIS

HOUSE

- ■ 2 Bedroom
- ■ 3 Bedroom
- ■ 4+ Bedroom
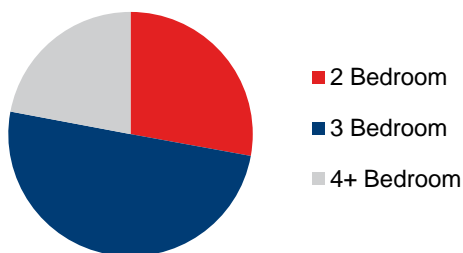
HOUSE KEY FACTS Q2 2018

Median Rent Price: $250 per week
Rental Yield: 5.8%
**Average Days on Market**: 22
Bedroom Breakdown:
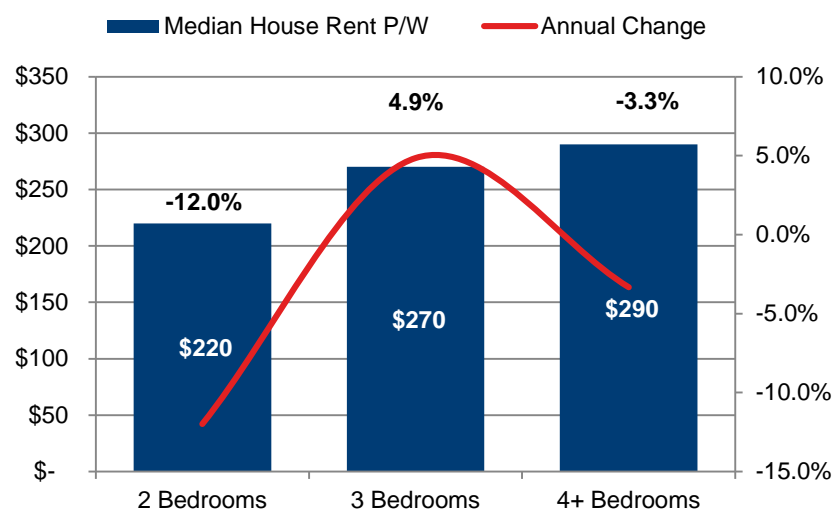2 Bed: 28%, 3 Bed: 50%, 4+ Bed: 22%

KEY COMMENTS

The number of house rental properties in Tumbarumba* has grown over the past 12 months to Q2 2018, increasing by 58.3%. Meanwhile median rents have remained relatively stable at $250 per week. Over the same time, the average days on market have trended downward to 22 days, suggesting increased interest. Tumbarumba* presents solid returns of 5.8% with competitive vacancy rates of 1.4%, as at June 2018. This, combined with affordable house prices and conducive returns, presents an incredible opportunity for first time investors.

MEDIAN RENT AND AVERAGE DAYS ON MARKET*

Legend:
- House
- House Average Days
- Median House Rent
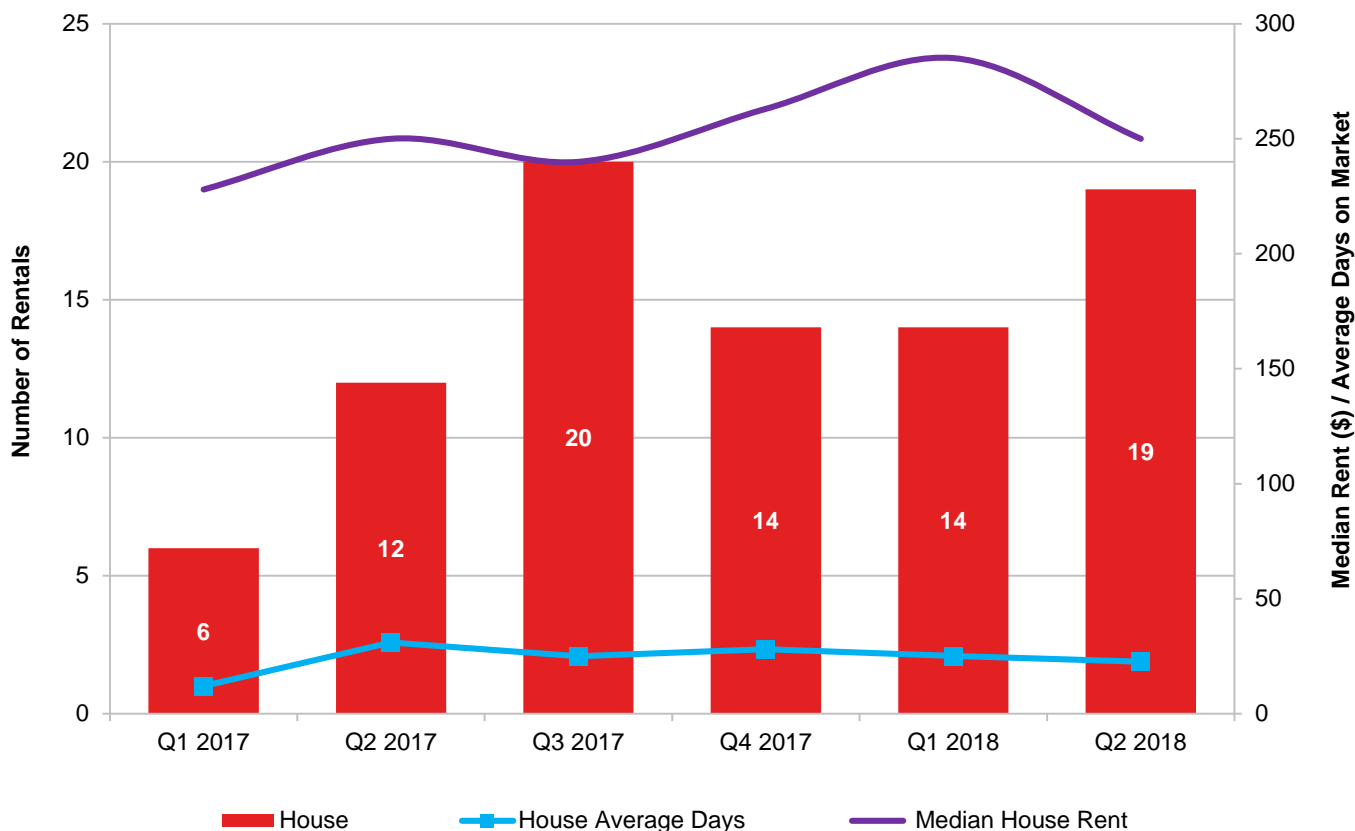
*Disclaimer: Tumbarumba market data and key indicators encapsulates aggregate property market conditions in the following: Tumbarumba, Khancoban, Rosewood, Humula, Jingellic, Laurel Hill.
Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.
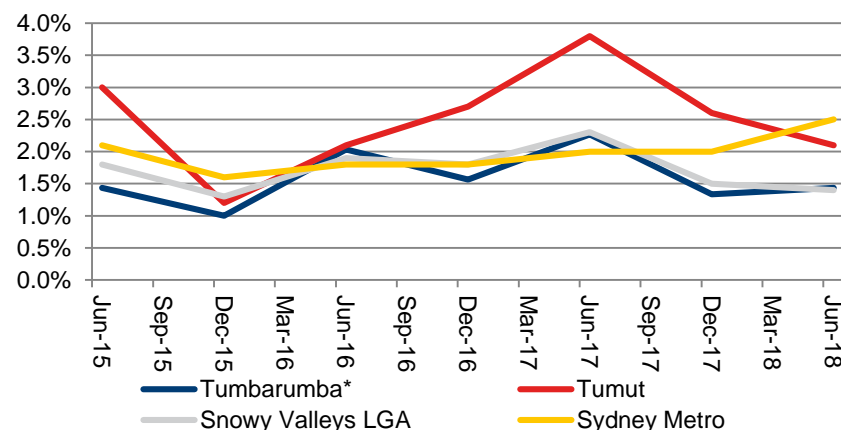
RENTAL PERFORMANCE 2018*

Legend: Median House Rent P/W — Annual Change

Chart data:
- 2 Bedrooms: $220, -12.0%
- 3 Bedrooms: $270, 4.9%
- 4+ Bedrooms: $290, -3.3%

VACANCY RATES 2018

Legend: Tumbarumba*, Tumut, Snowy Valleys LGA, Sydney Metro

(Line chart from Jun-15 to Jun-18)

RENTAL YIELD 2018

Suburb/ Postcode/ LGA	House Rental Yield
Tumbarumba*	5.8%
Tumut	5.0%
Snowy Valleys LGA	4.9%
Sydney Metro	2.8%

KEY HOUSING DEMOGRAPHICS

	Tumbarumba	Snowy Valleys Council LGA	New South Wales
Median weekly rent	$180	$180	$380
Family households	66.7%	68.9%	72.0%
Single or lone person households	31.2%	29.2%	23.8%
Worked full time	59.2%	58.3%	59.2%
Worked part time	30.2%	29.8%	29.7%
Occupied private dwellings	85.5%	83.9%	90.1%
Unoccupied private dwellings	14.5%	16.1%	9.9%

*Rental performance graph represents aggregate house median rent prices in the following: Tumbarumba, Khancoban, Rosewood, Humula, Jingellic, Laurel Hill. Annual change is a comparison between 1st half 2017 and 1st half 2018 median rent figures.
Source: APM Pricefinder, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

PROJECT DEVELOPMENT MAP 2013 - 2019*

TUMBARUMBA

MANNUS

34.1%

65.9%

■ Infrastructure ■ Residential
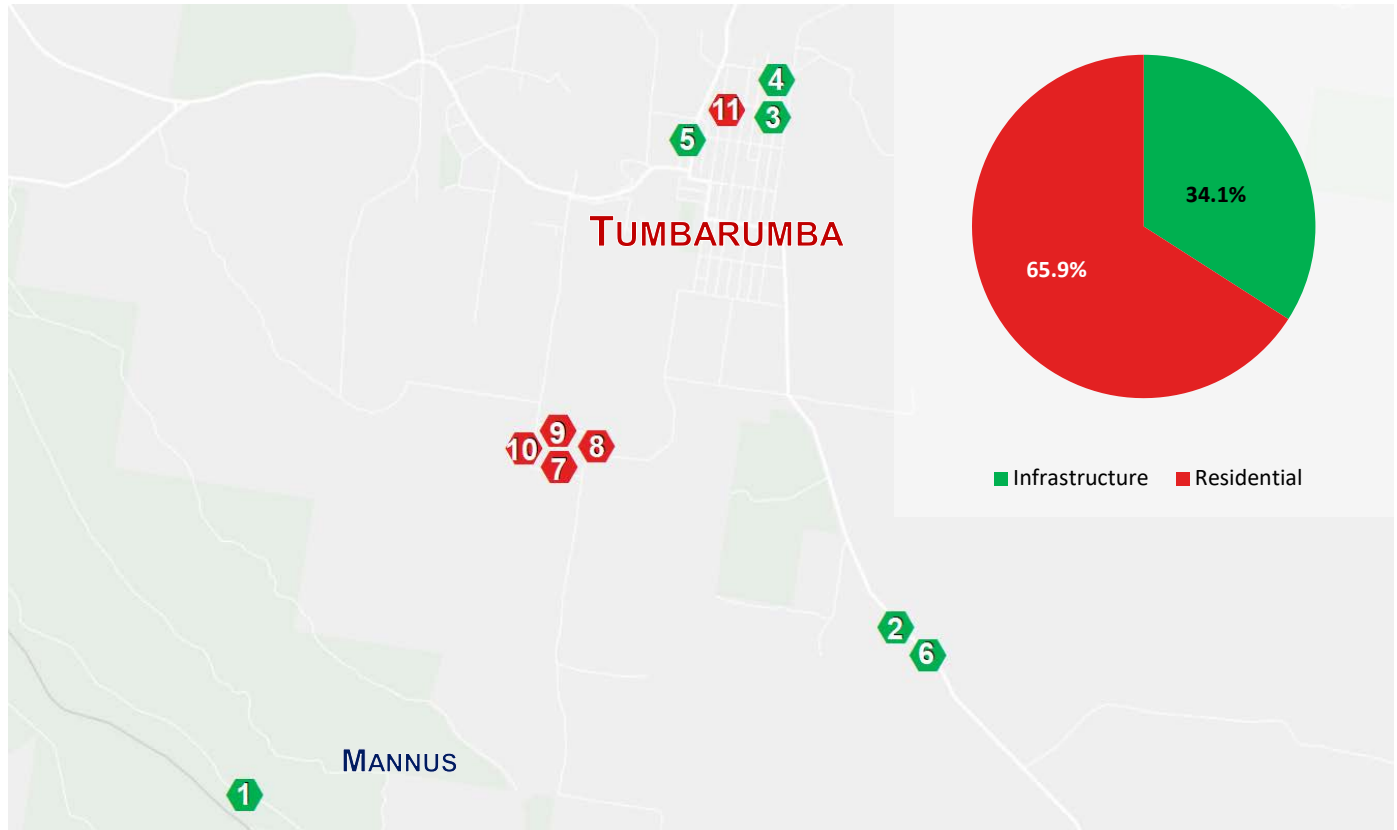
Location	Project**	Type	Estimated Value***	Commence Date****
1	Mannus Dam Replacement	Infrastructure	$4,399,000	31/10/2014
2	Tooma Roadworks	Infrastructure	$3,311,000	15/02/2018
Various Locations	Tumbarumba Shire Bituminous Surfacing	Infrastructure	$1,500,000	19/08/2013
3	Mt Garland Access Road	Infrastructure	$500,000	31/10/2013
4	Tumbarumba Shire Asphalt Works	Infrastructure	$265,000	30/06/2015
5	Tumbarumba Creekscape	Infrastructure	$250,000	30/08/2019
6	Bald Hill Roadworks	Infrastructure	$120,000	30/11/2013
7	Tumbarumba Multipurpose Services	Residential	$15,200,000	20/04/2019
8	Tumbarumba Retirement Village - Overall Project (10 Villas)	Residential	$2,200,000	Not Disclosed
9	Tumbarumba Retirement Villages (4 Units)	Residential	$900,000	29/09/2016
10	Tumbarumba Retirement Village (4 Villas)	Residential	$1,200,000	10/10/2014
11	Winton Street Units (4 Units)	Residential	$520,000	30/03/2018

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.

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
M +61 429 482 733
E julie@prdtumba.com.au

PRDnationwide Tumbarumba
20 The Parade Street,
Tumbarumba NSW 2653
Australia

T   +61 2 6948 2182

PRD.com.au/tumbarumba

Sell Smarter!

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

YOUR HOME OF
**PROPERTY
KNOWLEDGE**