



ALBURY MARKET UPDATE 2nd Half 2019



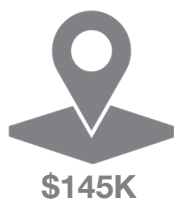
OVERVIEW

In Q2 2019, Albury* recorded a median house price of \$329,400, and a median vacant land price of \$145,000. This represents annual (Q2 2018 – Q2 2019) median price softening of -3.1% for houses and -9.1% for vacant land. At the same time, total sales in both markets slowed for Q2 2019, down by -32.5% for houses, to 193 sales, and by -26.5% for vacant land, to 36 sales. Affordability growth and less competition in Albury* makes now the time for buyers to act.

	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↓
	House Median Price	↓	↓
	House Rental Price	↑	↔
	Land Sales	↓	↑
	Land Median Price	↓	↔

MARKET CONDITIONS

SALES MEDIAN PRICE Q2 2019



SALES AVERAGE DAYS ON MARKET Q2 2019



RENTAL MEDIAN PRICE Q2 2019

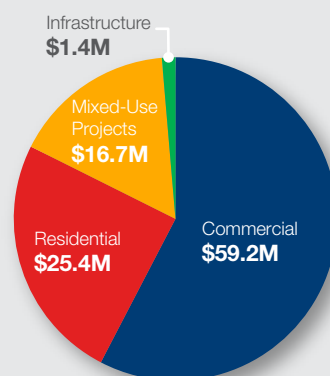


RENTAL AVERAGE DAYS ON MARKET Q2 2019



FUTURE DEVELOPMENTS

Albury* is set to see an estimated **\$102.8M worth of new projects commencing in the 2nd half of 2019.**



A key focus on commercial projects is a key strategy as it will stimulate economic growth and create large employment opportunities in Albury*. This will have positive spill-over impact on the real estate market, particularly in terms of absorbing incoming residential stock.

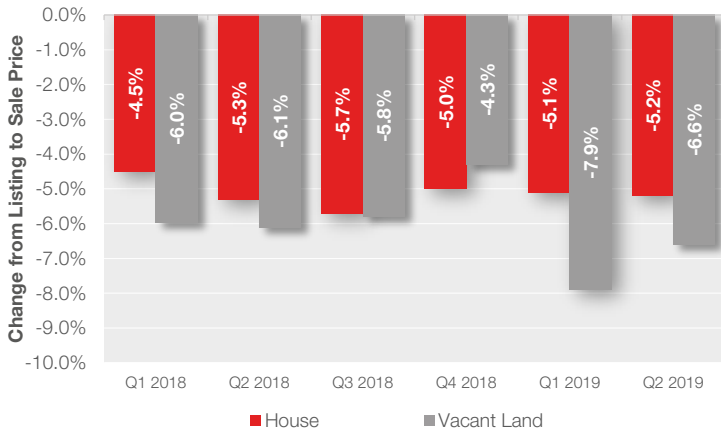
A main commercial project over the 2nd half 2019 period is the Albury Wodonga Private Hospital (\$30.0M). The project is set to upgrade the existing emergency department to double its capacity. The Hume and David Streets Mixed-Use Building (\$16.7M) is a key mixed-use project that will create 30 apartments, as well as 2 office and 2 retail spaces. The Albury Valley Views (\$14.0M) is a key residential project which will construct a further 207 dwellings as part of the existing development. This will benefit Albury* by allowing further population growth.

*Albury market data and key indicators encapsulates aggregate property market conditions within the 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. Source: APM Pricerfinder, Cordell Connect database. © Copyright PRDnationwide 2019.

AVERAGE VENDOR DISCOUNT*

Average vendor discount reflects the average percentage difference between the first list price and final sold price. A lower percentage difference (closer to 0.0%) suggests that buyers are willing to purchase close to the first asking price of a property.



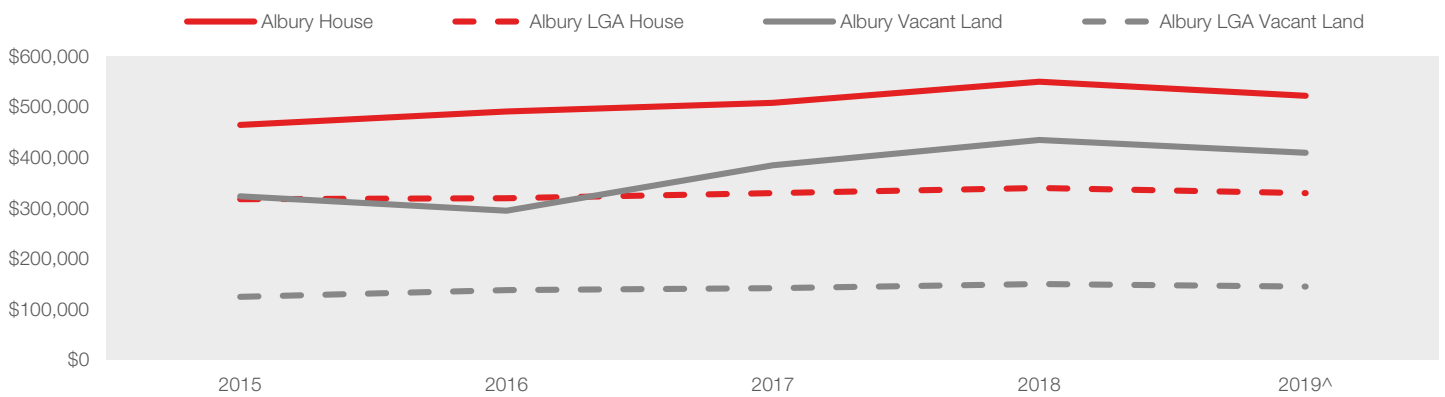
KEY COMMENTS

Average vendor discounts between Q2 2018 and Q2 2019 have tightened to -5.2% for houses and widened to -6.6% for units. Market conditions in Albury* continue to favour buyers, where sellers are willing to negotiate below their initial listing price. Now is the time to enter the market.

The suburb of Albury has historically outperformed the wider Albury Local Government Area (LGA) in both house and vacant land median prices, and this continues to be the case in 2019[^]. Albury's median vacant land value has increased above Albury LGA's median house price since 2016, reaffirming the underlying value of land within the suburb of Albury.

Very few homes in the 1st half of 2019 in Albury* sold for less than \$200,000 (10.7% of total sales), with a miniscule 2.5% of vacant land sales falling below \$100,000. Albury's most affordable options are in scarce supply now, meaning buyers must act quickly.

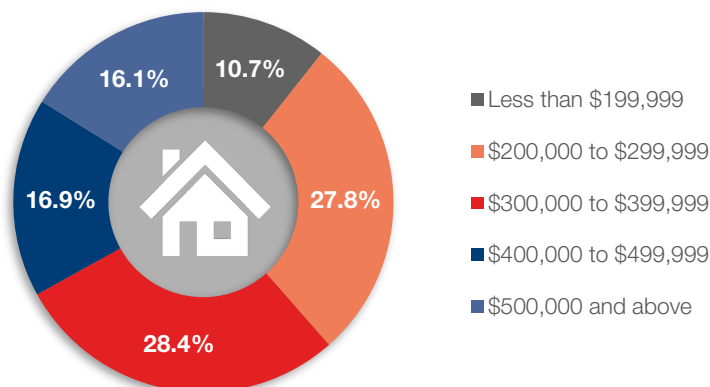
MARKET COMPARISON



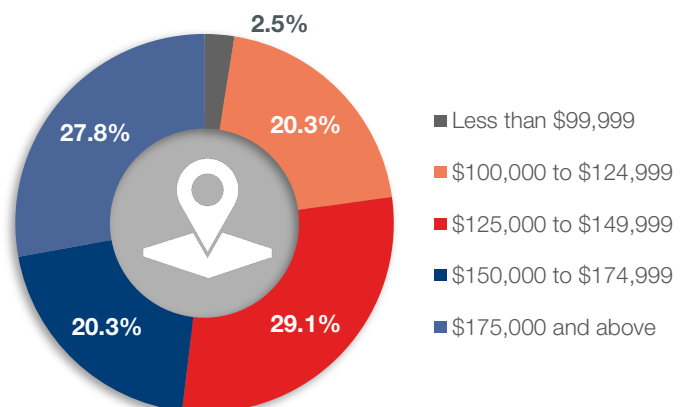
The market comparison graph provides a comparative trend for the median price of houses and vacant land over the past 5 years. The main LGA profiled is chosen based on their proximity to the main suburb analysed, which is Albury.

PRICE BREAKDOWN 1ST HALF 2019

HOUSES SOLD



LAND SOLD



RENTAL GROWTH 2019*

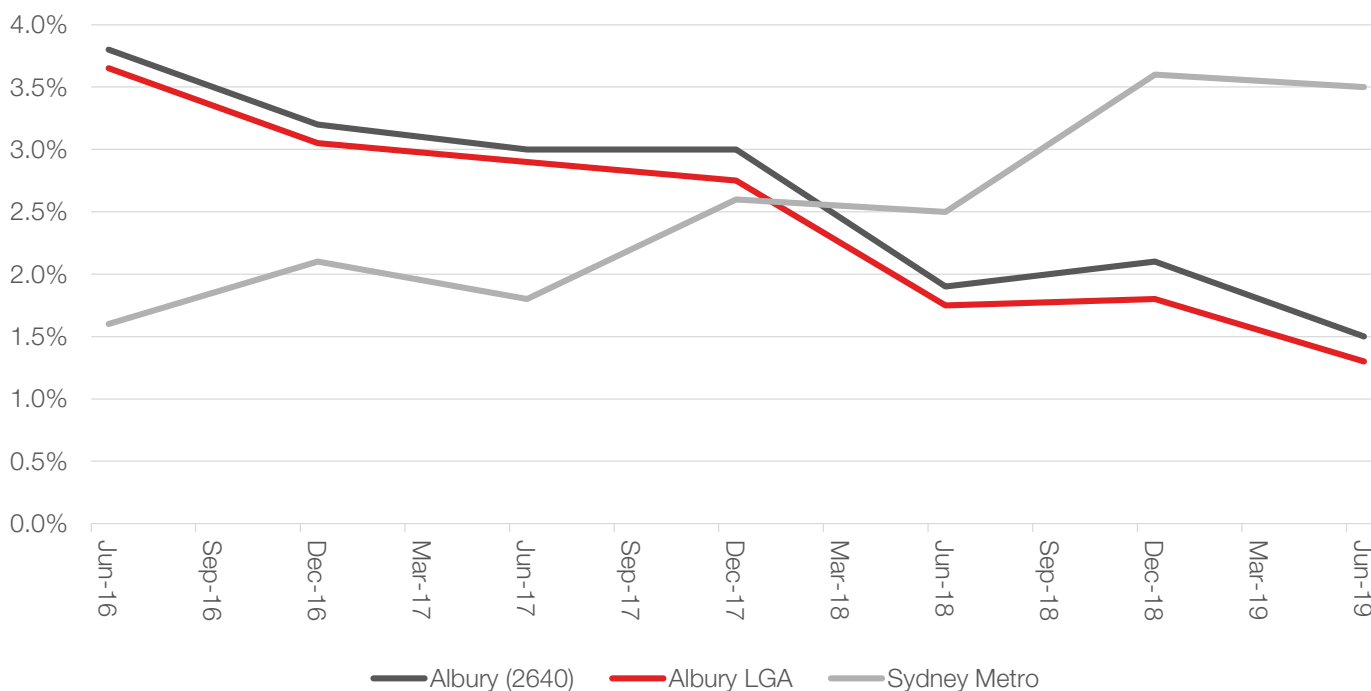
Over the past 12 months, house rental yields in Albury (2640) steadily increased to reach 4.7% in June 2019. This suggests the house rental market is in a healthy position, despite a slight decreased demand for rental properties in Albury* across the same time period (-10.6% in the 12 months to Q2 2019).

3 bedroom houses have provided investors with +10.0% rental growth annually, achieving a median rent of \$330 per week.

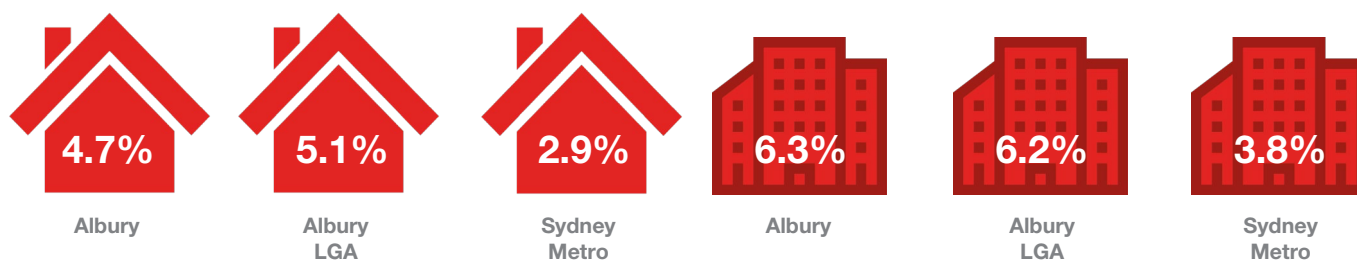
Albury (2640) recorded a vacancy rate of 1.5% in June 2019, which represents a steep declining trend over the past 24 months. There is an increasingly healthy rental demand for properties in Albury (2640), which is good news for investors.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^

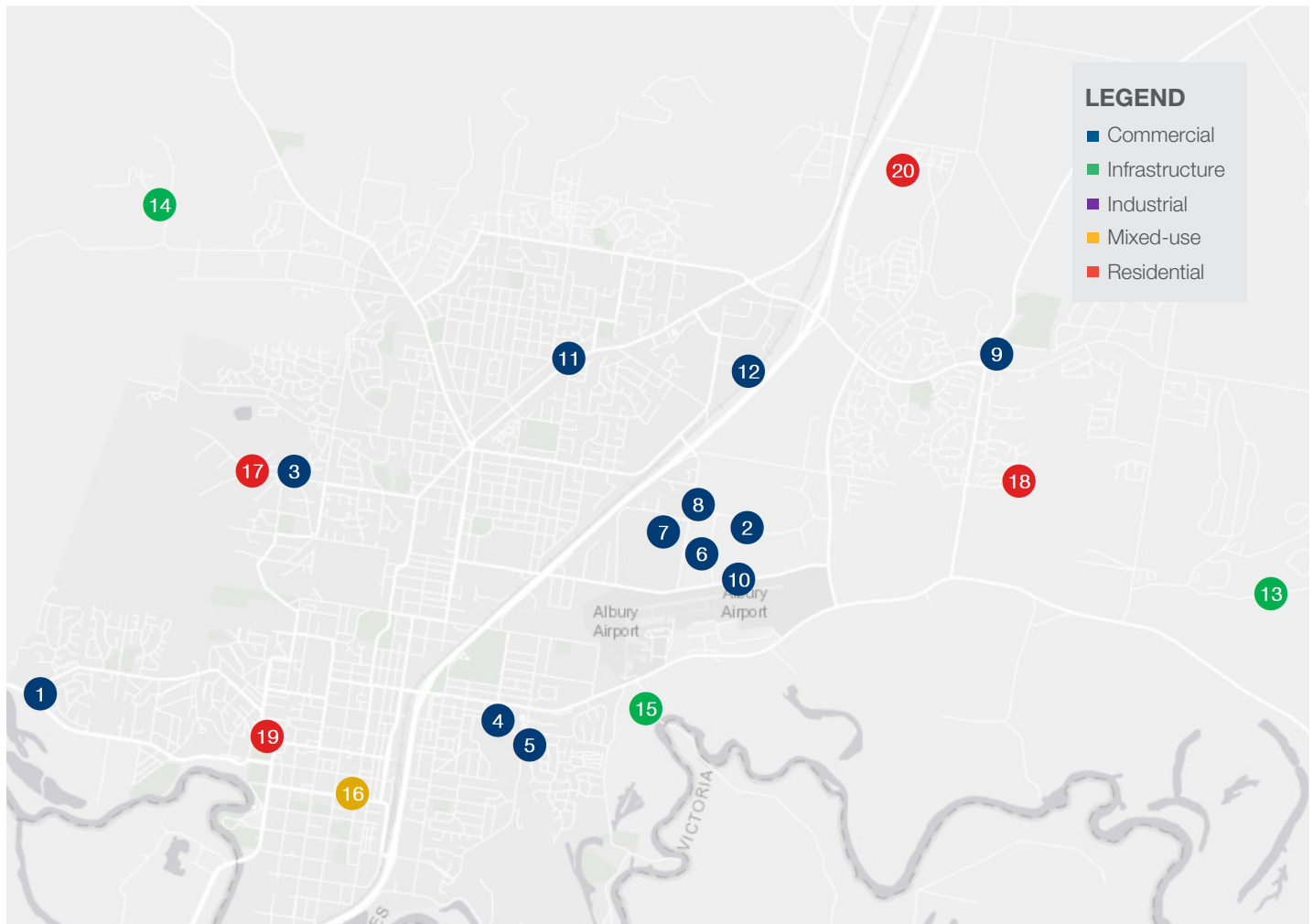


*Rental performance graph represents aggregate house median rent prices within the postcodes 2640 and 2641. Annual rental growth is a comparison between 1st half 2018 and 1st half 2019 house median rent figures.

^Rental yields shown are as reported at June 2019.

Source: APM Pricefinder, SQM Research. © Copyright PRDnationwide 2019.

PROJECT DEVELOPMENT MAP 2ND HALF 2019*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Albury Wodonga Private Hospital	Commercial	\$30,000,000	06/11/2019
2	Millform Products	Commercial	\$10,000,000	18/10/2019
3	Hume Country Estate Retirement Village	Commercial	\$5,504,000	02/12/2019
4	Hilltop Albury Wodonga Patient & Carer Accommodation Centre	Commercial	\$4,742,000	11/11/2019
5	Hilltop Cancer Carer Accommodation Centre	Commercial	\$2,500,000	19/08/2019
6	Merkel Street Warehouses	Commercial	\$1,471,000	29/08/2019
7	Merkel Street Warehouse Units	Commercial	\$1,043,000	17/08/2019
8	Ceres Drive Warehouse & Office	Commercial	\$980,000	20/08/2019
9	Diamond Drive Office Buildings	Commercial	\$920,000	11/12/2019
10	Fallon Street Industrial & Commercial Development	Commercial	\$780,000	04/12/2019
11	Wagga Road Commercial Building	Commercial	\$750,000	11/10/2019
12	Conrad Place Workshop	Commercial	\$550,000	25/09/2019
13	Wirlinga Underground Storage Tank	Infrastructure	\$500,000	11/07/2019
14	Albury Waste Management Centre	Infrastructure	\$450,000	02/09/2019
15	Albury Historic Pump House	Infrastructure	\$440,000	01/10/2019
16	Hume & David Streets Mixed-Use Building (30 Apartments)	Mixed-use	\$16,725,000	25/11/2019
17	Albury Valley Views (207 Dwellings)	Residential	\$14,000,000	25/10/2019
18	Table Top Road & Lindsifarne Court Multiple Units (Multiple)	Residential	\$6,000,000	07/10/2019
19	Dean Street Apartments (4 Apartments)	Residential	\$4,451,000	25/10/2019
20	Lankester Court & Stanton Drive Dwellings (5 Dwellings)	Residential	\$980,000	18/09/2019



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

OUR KNOWLEDGE

Access to accurate and objective research is the foundation of all good property decisions.

OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis.

OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customised products.



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