



MILDURA MARKET UPDATE 2nd Half 2019



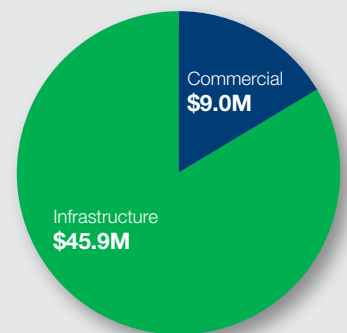
OVERVIEW

In Q3 2019, Mildura* recorded a median house price of \$315,000, and a median vacant land price of \$125,000. This represents annual (Q3 2018 – Q3 2019) growth of 13.3% for houses and softening of -7.4% for land. Total sales slowed annually, by -22.8% for houses to 125 sales and by -43.8% for land to 18 sales in Q3 2019. Limited land sales makes this data volatile, yet highly affordable. Median house price growth show confidence is returning in Mildura*.

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

FUTURE DEVELOPMENTS

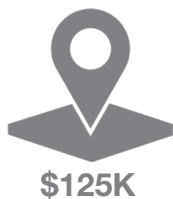
Mildura* is set to see approximately **\$54.9M worth of new projects commencing in the 2nd half of 2019.**



A key focus on infrastructure spending across a range of projects will result in great benefits to residents of Mildura*, by offering them improved lifestyles and amenities. A lack of residential projects may create supply issues in the property market however, with population growth a present reality and the rental market already being quite tight. Mildura* thus presents an ideal opportunity for developers looking to build in a location with little competition.

MARKET CONDITIONS

SALES MEDIAN PRICE Q3 2019



SALES AVERAGE DAYS ON MARKET Q3 2019



RENTAL MEDIAN PRICE Q3 2019



RENTAL AVERAGE DAYS ON MARKET Q3 2019

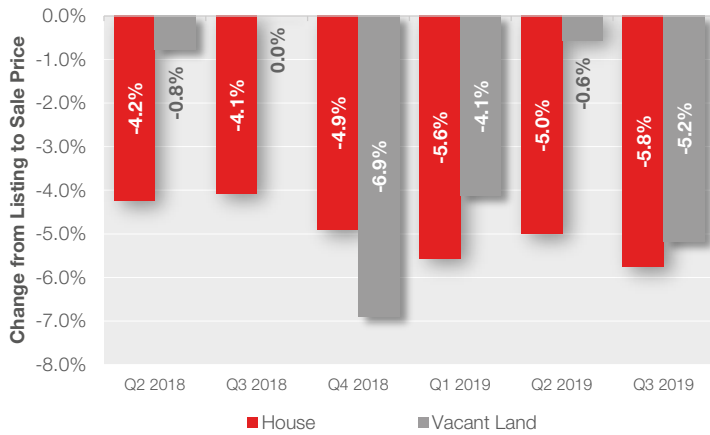


A main commercial project over the 2nd half 2019 period is the Sun City Leisure Life Park (\$6.0M). The project will create 64 retirement units on the site of the existing Sun City Caravan Park. An infrastructure project which is key for the period is the Mildura South Regional Sports Precinct/Sporting Complex (\$21.0M). It will deliver stage one of an indoor sports stadium and ovals, including 6 marked courts, seating, changerooms, catering, and other public amenities. This facility will improve the lifestyle offerings of Mildura* for local residents, creating local jobs and in turn strengthening the local property market.

*Mildura market data and key indicators encapsulates aggregate property market conditions within the suburb of Mildura.
**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.



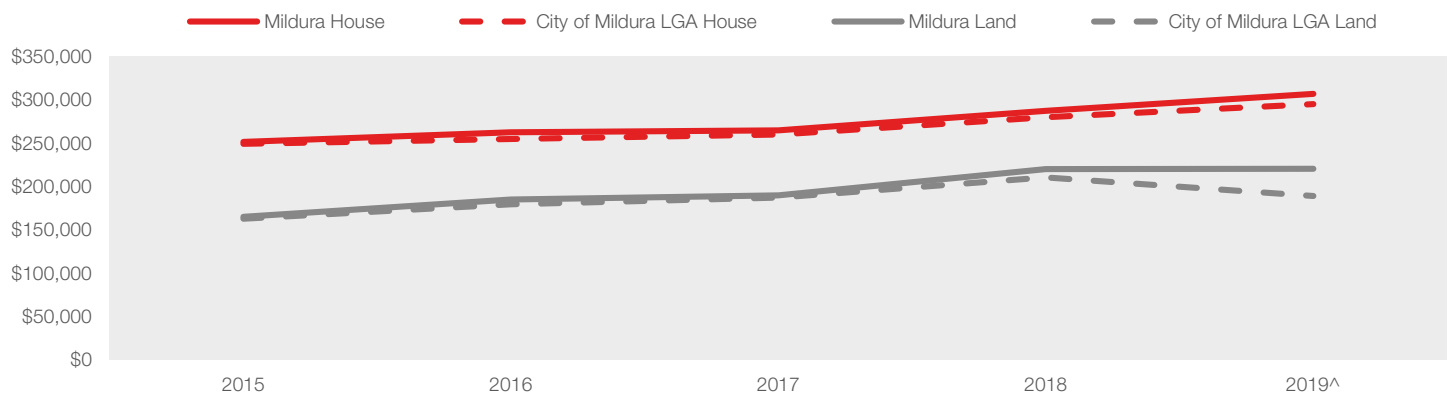
KEY COMMENTS

Average vendor discount between Q3 2018 and Q3 2019 have widened to -5.8% for houses and to -5.2% for vacant land. Market conditions in Mildura* now further favour buyers, as vendors are willing to negotiate below their initial listing price. With such discounts available in an already affordable area, now is an ideal time to buy.

The suburb of Mildura has historically been seen as a more premium offering within the wider Mildura Local Government Area (LGA) in both house and vacant land median prices. This is still the case in 2019[^], making it an especially attractive suburb for those looking to enter the market.

The dominant proportion of houses sold in Mildura* across 2019[^] were priced below \$250,000 (26.6%). This shows the market offer highly affordable options. However there is a fairly even spread of sales across different price ranges, thus an option for every budget. Vacant land recorded a dominant mid-range price point of \$100,000-\$150,000 (54.3%).

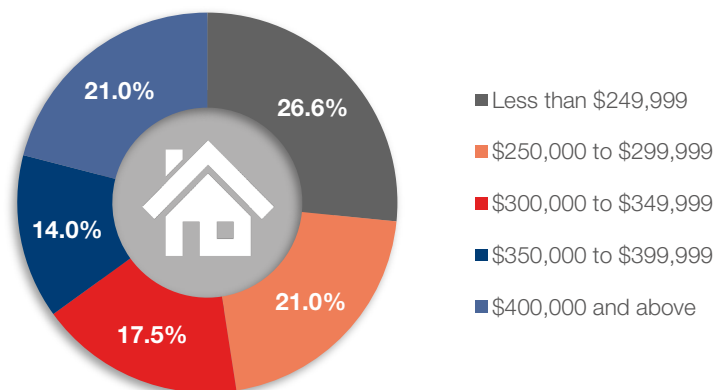
MARKET COMPARISON



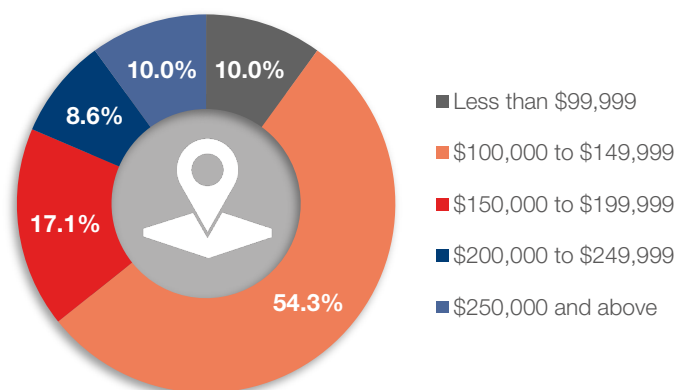
The market comparison graph provides a comparative trend for the median price of houses and vacant land over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Mildura.

PRICE BREAKDOWN 2019[^]

HOUSES SOLD



LAND SOLD

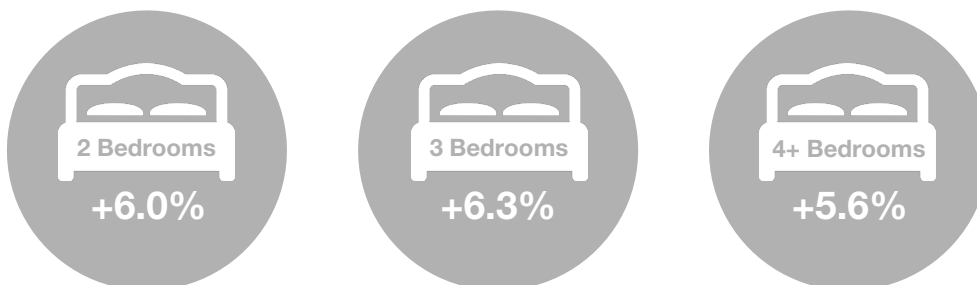


RENTAL GROWTH 2019*

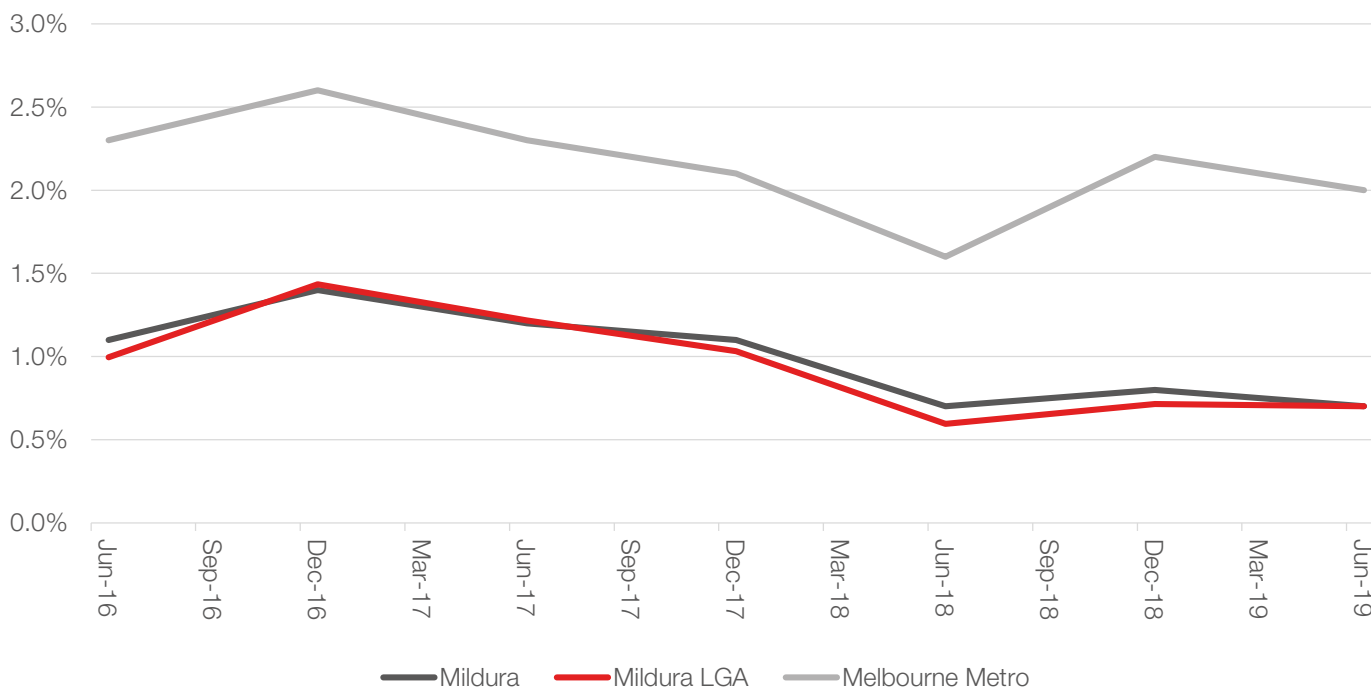
Over the past 12 months, house rental yields in Mildura* increased to reach a strong 6.0% in June 2019. This suggests the house rental market is in a very healthy position, which is supported by the increase in demand for house rentals across the same time period (up by 5.3% in the 12 months to Q3 2019, with 179 rentals).

3 bedroom houses have provided investors with +6.3% rental growth annually, achieving a median rent of \$340 per week.

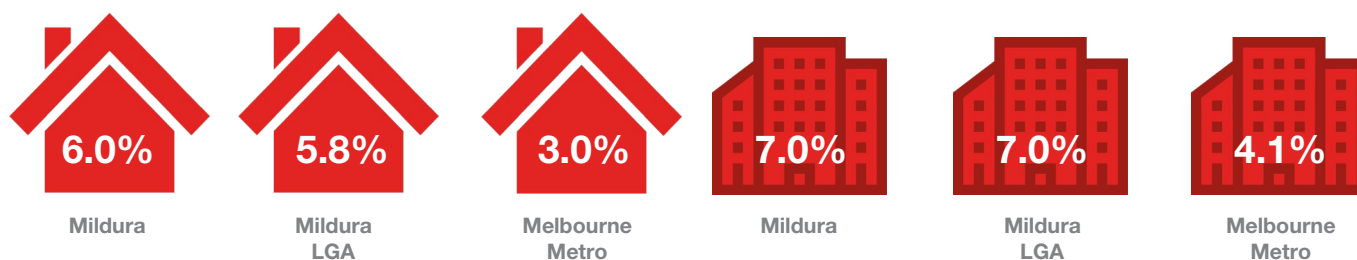
Mildura* recorded a vacancy rate of 0.7% in June 2019, which has remained steady over the past 12 months and is significantly below Melbourne Metro (2.0%) . This confirms a strong rental demand exists for properties in Mildura*.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^

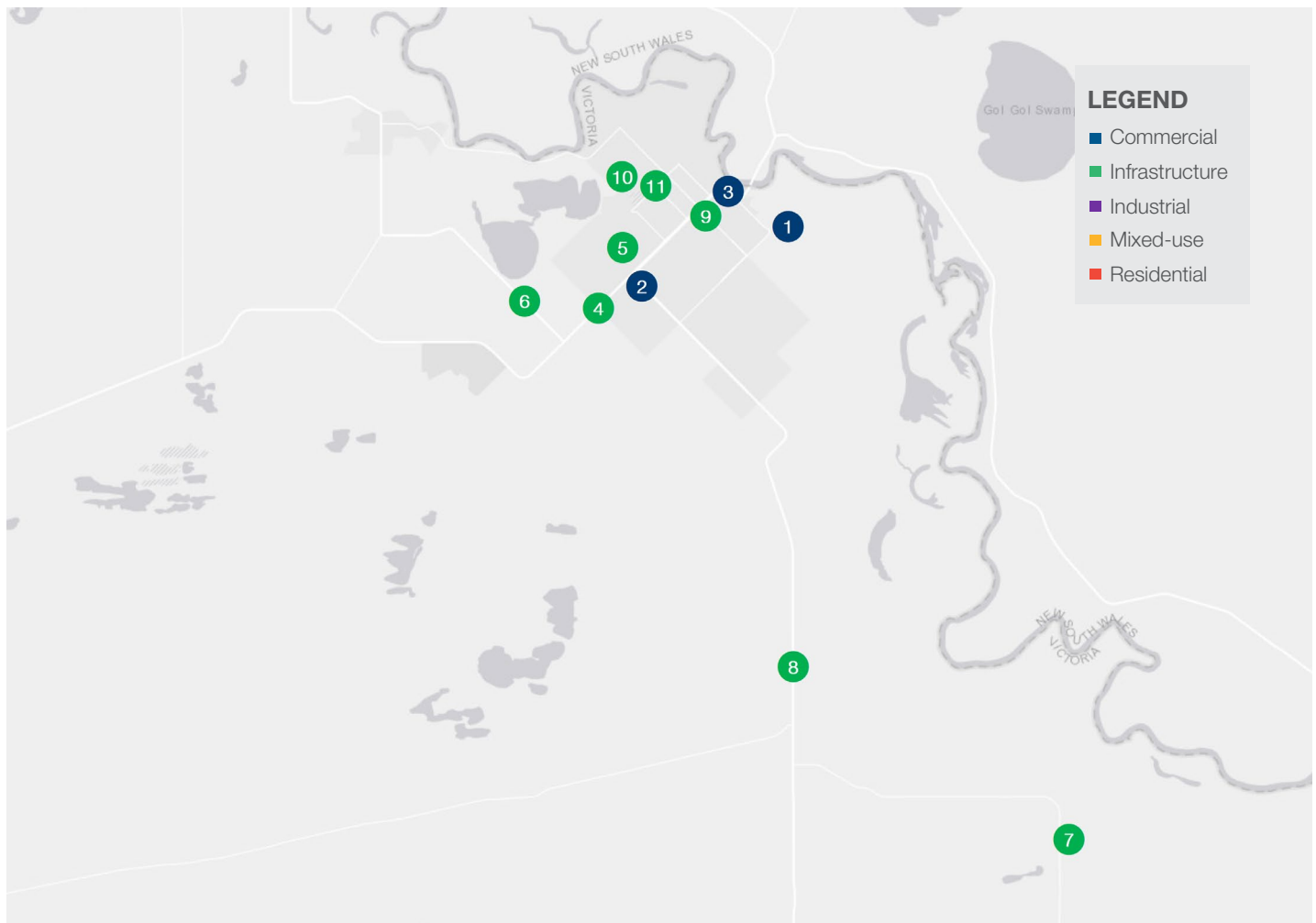


*Rental performance graph represents aggregate house median rent prices within the suburb Mildura. Annual rental growth is a comparison between 2018 and 2019 (Q1 – Q3) house median rent figures.

^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	Sun City Leisure Life Park	Commercial	\$6,000,000	18/10/2019
2	Fifteenth Street Retail Development	Commercial	\$2,000,000	11/11/2019
3	Madden Avenue Backpacker's Lodge	Commercial	\$1,000,000	09/07/2019
4	Mildura South Regional Sports Precinct/Sporting Complex	Infrastructure	\$21,000,000	28/10/2019
5	Regional Rail Revival Project Murray Basin Rail – Stage 5	Infrastructure	\$20,000,000	15/12/2019
6	Calder Highway & Sturt Highway & Seventeenth Street Intersection	Infrastructure	\$2,917,000	01/07/2019
7	Mallee CMA Roadworks	Infrastructure	\$450,000	14/08/2019
8	Barclay Square Roadworks	Infrastructure	\$400,000	28/10/2019
9	Tenth Street & Orange Avenue Intersection	Infrastructure	\$400,000	15/11/2019
10	Mildura Landfill	Infrastructure	\$400,000	22/09/2019
11	Ontario Avenue & Thirteenth Street Roadworks	Infrastructure	\$350,000	28/10/2019

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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