



Mildura Market Update

1st Half 2021



OVERVIEW

In Q1 2021, Mildura* recorded a median house price of \$350,000 and a median vacant land price of \$185,000. This represents annual (Q1 2020 – Q1 2021) median price growth of 10.2% for houses and significant 40.2% growth for vacant land. Between Q1 2020 – Q1 2021 total sales increased, by 4.4% for houses (to 167 sales) and by 6.1% (to 35 sales) for vacant land. Median price growth alongside increased sales suggests real returns on capital investment in Mildura*. Now is the time to transact, particularly for owner-occupiers looking to benefit from a highly demanded market.

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

MARKET CONDITIONS

SALES MEDIAN PRICE Q1 2021



SALES AVERAGE DAYS ON MARKET Q1 2021



RENTAL MEDIAN PRICE Q1 2021

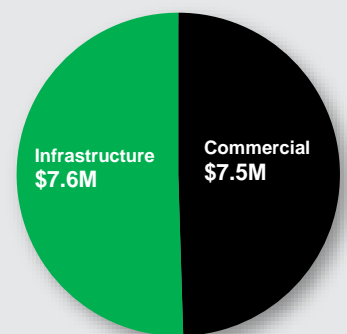


RENTAL AVERAGE DAYS ON MARKET Q1 2021



FUTURE DEVELOPMENTS

The Mildura* area is set to see approximately **\$15.1M** worth of new projects commencing in the 1st half of 2021.



A large focus on commercial and infrastructure projects signals the creation of new local businesses and improved services, all of which has the potential to create more jobs and stimulate the economy. It will also improve liveability aspects for residents, which can attract more people into the area. An absence of residential development is a slight concern due to the increasing volume of house and land sales in the past 12 months. More supply is needed to answer the growing demand, in order to ensure sustainable price growth.

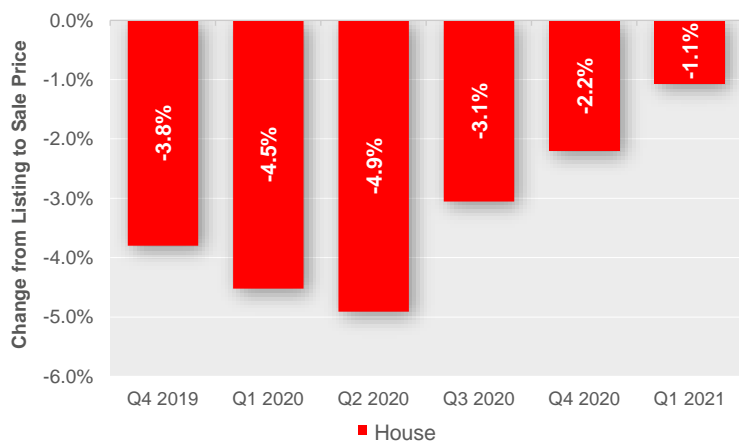
A main Commercial project over the 1st half of 2021 is the Mildura Private Hospital (\$7.5M). This will provide alterations & additions to Mildura Private Hospital to comprise of new theatres, expanded Day Surgery Pre-op & Recovery areas & Stores. This increases the service capacity of the local hospital, thus better liveability for residents and potentially new jobs.

A total of \$7.6M will be spent on infrastructure projects in Mildura*, which are all state and local government supported.

With the absence in new residential projects in the pipeline there is a potential undersupply in the near future, thus now is an ideal time for developers to consider build to sell products in the market.

AVERAGE VENDOR DISCOUNT* KEY COMMENTS

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.

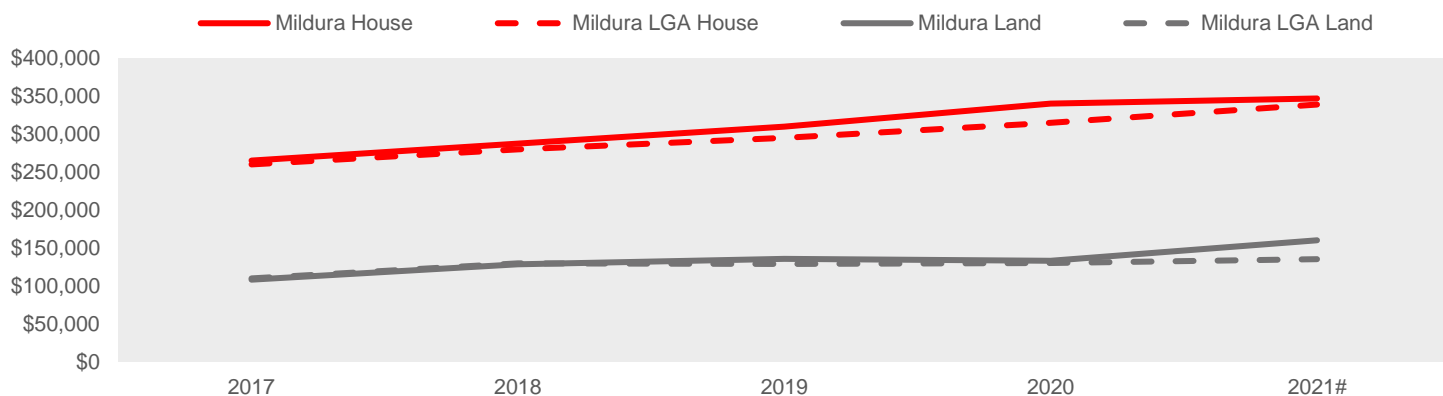


Average vendor discounts between Q1 2020 and Q1 2021 have significantly tightened to -1.1% for houses. Market conditions in Mildura* have shifted towards a seller's market as buyers are willing to offer closer to the first asking price. This makes it a perfect opportunity for vendors to sell their home.

The suburb of Mildura has historically outperformed the wider City of Mildura Local Government Area (LGA) in both house and vacant land median prices. Mildura continues to be a premium market compared to the LGA, with vacant land median prices surging in 2021# showing signs of resilience and pent up demand.

The dominant proportion of homes sold in Mildura* across 2020/21^ were in the premium price point of \$400K and above (31.3%). Vacant land also recorded a dominant sales within the highest price segment of \$175K and above (29.3%). Affordable opportunities are available, however it is limited and require quick action.

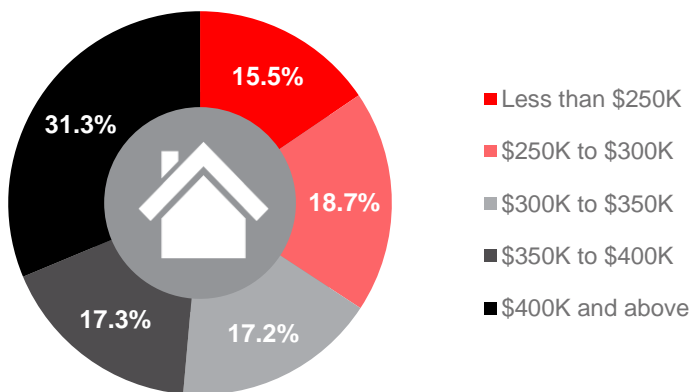
MEDIAN HOUSE PRICE COMPARISON



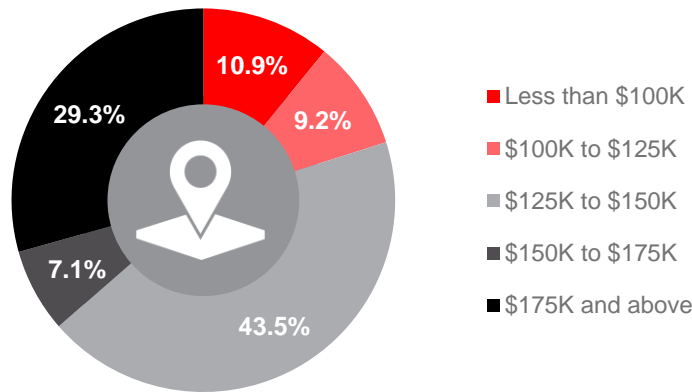
The market comparison graph provides a comparative trend for the median price of houses and vacant land over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Mildura.

PRICE BREAKDOWN 2020/21^

HOUSES SOLD



LAND SOLD

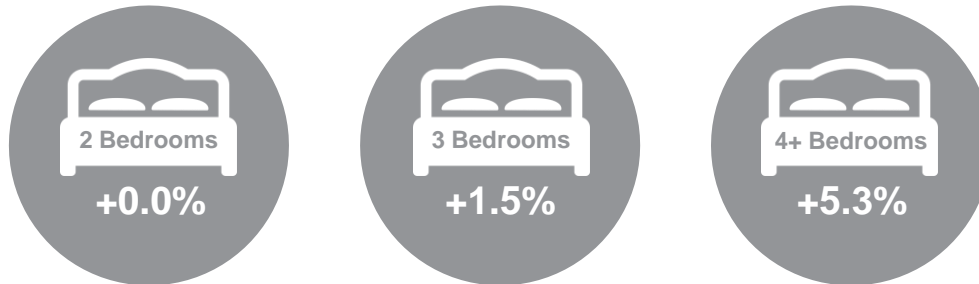


RENTAL GROWTH 2020/21€

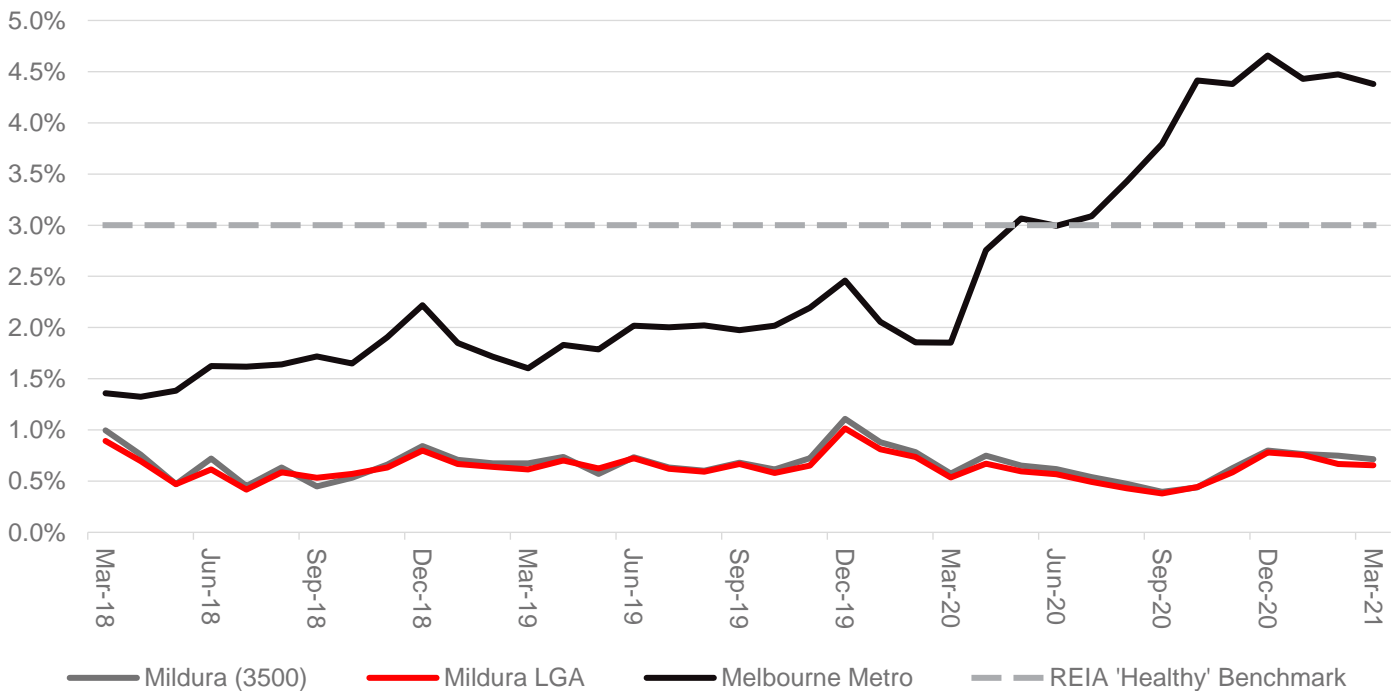
In March 2021, house rental yields in Mildura* were recorded at a healthy 5.2%. In the 12 months to Q1 2021, the median house rental price increased by 8.3% to \$360 per week, due to low stock levels coupled with high demand. This places Mildura* as a strong rental market, wherein investors are encouraged to enter the market to sustain supply levels.

4+ bedroom houses have provided investors with +5.3% rental growth annually, with a median rent of \$400 per week.

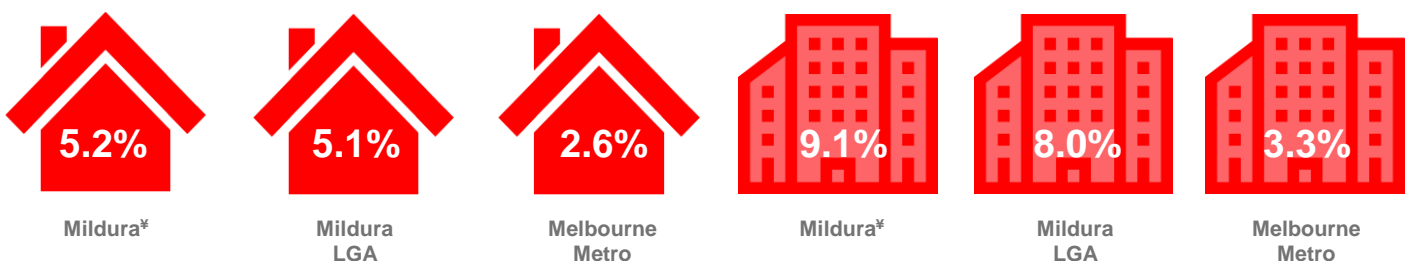
Also in March 2021, Mildura* recorded a significantly low vacancy rate of 0.7%, which is on par with Mildura LGA (0.7%) and well below that of Melbourne Metro (4.4%). Vacancy rates in Mildura* remained well below the Real Estate Institute of Australia's healthy benchmark of 3.0% throughout COVID-19, and continued to decline since December 2020. There is still an influx of rental demand in the area, creating a highly conducive investment market for investors.



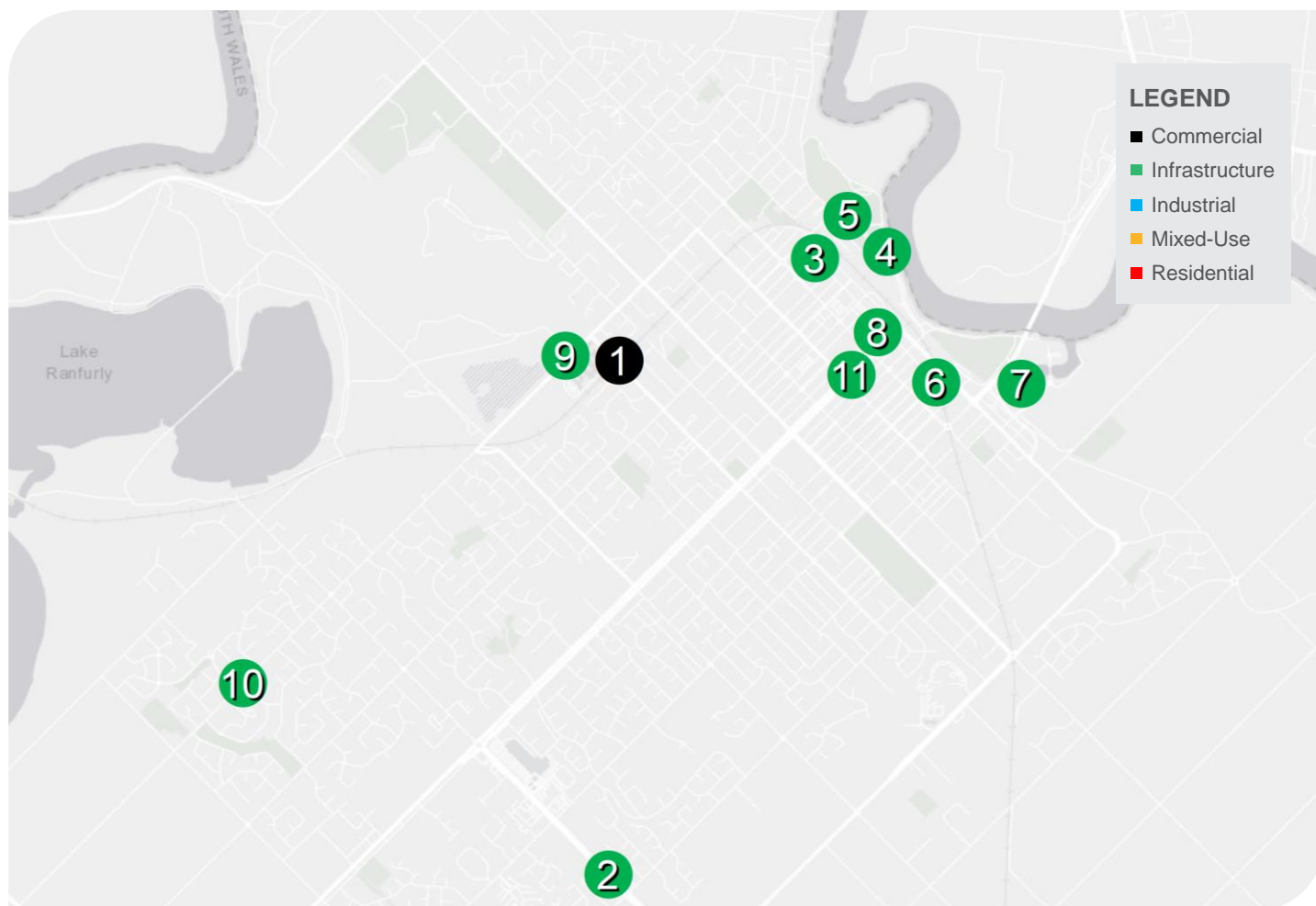
RENTAL VACANCY RATES 2021



RENTAL YIELD 2021\$



TOP DEVELOPMENTS MAP 1ST HALF 2021[Ⓐ]



Location	Project [£]	Type	Estimated Value [Ⓜ]	Commence Date [Ⓜ]
1	Mildura Private Hospital	Commercial	\$7,500,000	01/03/2021
2	Calder Highway Overtaking Lane	Infrastructure	\$2,598,000	21/01/2021
3	Riverfront Stage 2 Village Square	Infrastructure	\$1,000,000	28/05/2021
4	Mildura Riverfront Precinct Roadworks	Infrastructure	\$1,000,000	25/05/2021
5	Hugh King Drive Riverbank	Infrastructure	\$550,000	22/01/2021
6	Lemon Avenue & Lemon Place Roadworks	Infrastructure	\$500,000	18/02/2021
7	Mildura Marina Rock Basin	Infrastructure	\$500,000	10/03/2021
8	Deakin Avenue Median	Infrastructure	\$400,000	12/04/2021
9	Mildura Landfill Aroundagain Building	Infrastructure	\$400,000	21/05/2021
10	Ontario Avenue Roadworks	Infrastructure	\$350,000	25/01/2021
11	Mildura Marina Bridge	Infrastructure	\$350,000	28/02/2021

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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REFERENCES

*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.

2021 encapsulates sales transactions for Q1 2021 (01/01/2021 – 31/03/2021).

^ 2020/21 encapsulates sales transactions for 2020 & Q1 2021 (01/01/2020 – 31/03/2021).

€ Annual rental growth is a comparison between 2019 (01/01/2019 – 31/12/2019) and 2020/21 (01/01/2020 – 31/03/2021) house median rent figures.

¥ Mildura market data encapsulates aggregate property conditions within Mildura (3500).

§ Rental yields shown are as reported as of March 2021.

⌘ 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 suburb of Mildura.

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

ψ Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRD does not hold any liability to the exact date.

Source: APM Pricerfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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