



Albury Market Update 2nd Half 2021



OVERVIEW

In Q2 2021, Albury* recorded a median house price of \$410,000, and a median vacant land price of \$160,000. This represents annual (Q2 2020 – Q2 2021) median price growth of 22.0% for houses and 3.2% for land. Between Q2 2020 and Q2 2021 total sales fluctuated, up by 17.0% for houses (to 282 sales) and by -64.3% for land (to 35 sales). Home owners can benefit from real returns in investment, as house price growth is accompanied by higher transaction volumes. There is an undersupply in vacant land. Overall now is ideal to sell as demand is exceeding supply levels in Albury*.

	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 2021



SALES AVERAGE DAYS ON MARKET Q2 2021



RENTAL MEDIAN PRICE Q2 2021

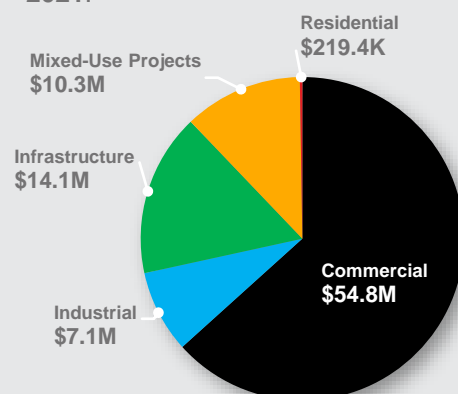


RENTAL AVERAGE DAYS ON MARKET Q2 2021



FUTURE DEVELOPMENTS

Albury* is set to see approximately **\$86.5M** worth of new projects commencing in the 2nd half of 2021.



A large focus on commercial projects is ideal for Albury*, as it signals the creation of new businesses and improved services. This has the potential to create more jobs and stimulate a more vibrant economy., with a positive spill-over effect on the property market.

A main commercial project over the 2nd half of 2021 is the Wodonga Place & Smollett Street Mixed Use Development (\$39.2M), which will supply 25 serviced apartments and office premises. A total of \$219.4K of residential projects is planned, adding 3 townhouses, 18 dwellings and 140 lots to the market. Key projects include: Table Top Road Residential Subdivision (\$1.7M, 36 lots) and Pastoral Lane & Kywanna Road Residential Subdivision (\$1.4M, 30 lots). There is only a small portion of ready-to-sell stock planned, which is opportune for home owners wishing to sell.



3

Townhouses



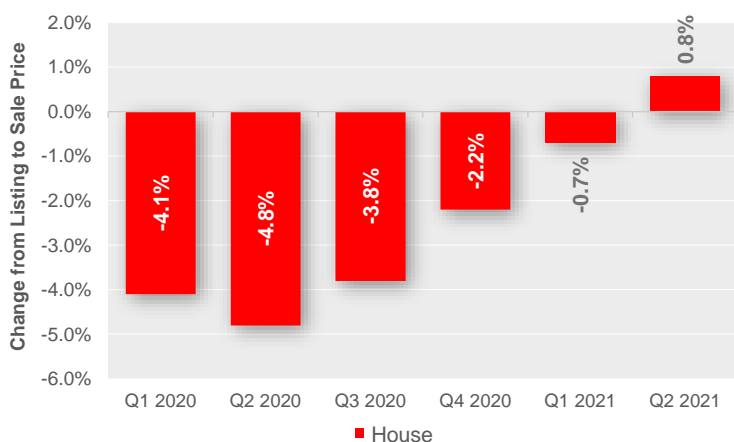
Dwellings



140 Lots

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.

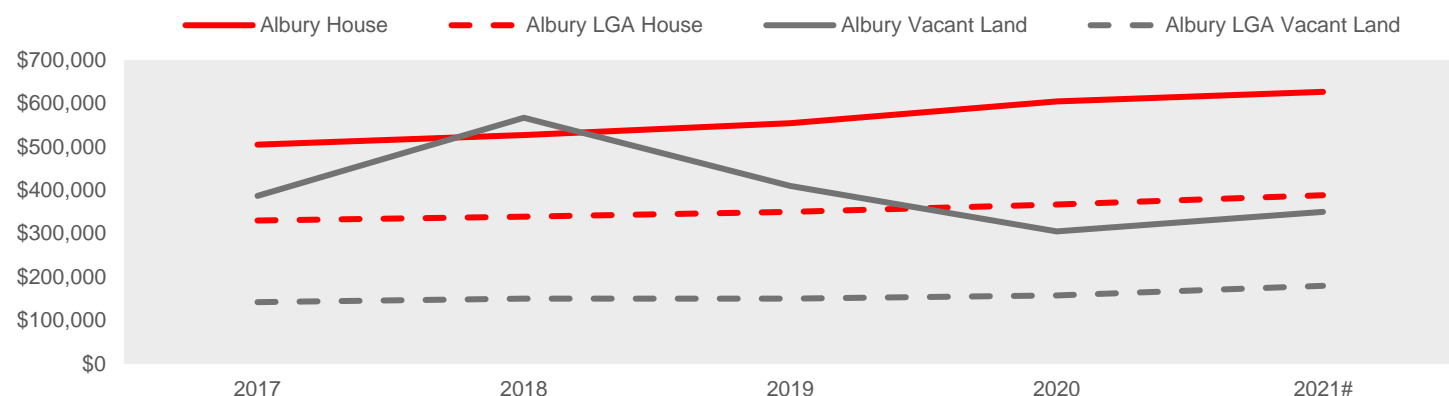


Average vendor discounts between Q2 2020 and Q2 2021 have swung to a premium of 0.8% for houses. The Albury* market has now shifted to favour vendors, where buyers must offer above the initial listing price. Now is the time for vendors to achieve premium results.

The suburb of Albury has historically outperformed the wider Albury Local Government Area (LGA) in both house and land median prices. This continued to be the case throughout 2021#.

The dominant proportion of homes sold in Albury* in 2021^ were in the lower-middle range of \$250,000 to \$350,000 (24.5%). Vacant land recorded dominant lower price point in 2021^, of less than \$150,000 (35.2%). There is a well-balanced spread of price point sales for houses, which suggests a home for various budgets. Affordably priced vacant land is aplenty, which is great news for first home buyers wishing to build.

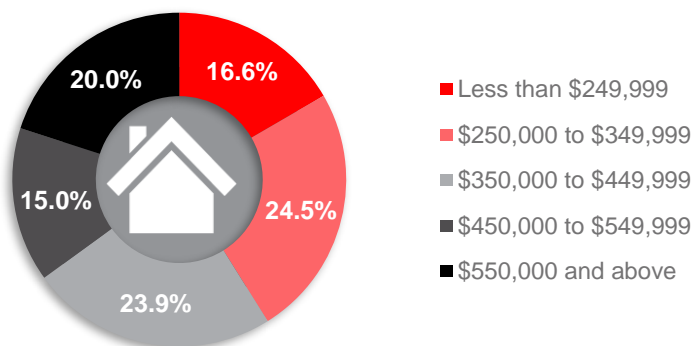
MARKET COMPARISON



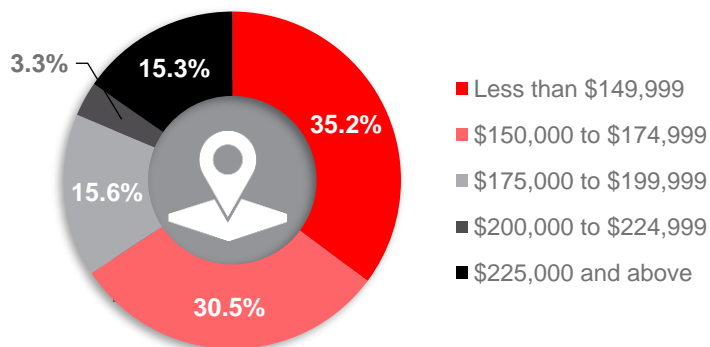
The market comparison graph provides a comparative trend for the median price of houses and vacant land over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Albury.

PRICE BREAKDOWN 2021^

HOUSES SOLD



VACANT LAND SOLD

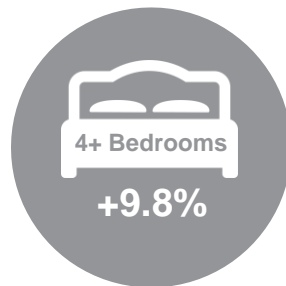


RENTAL GROWTH 2021€

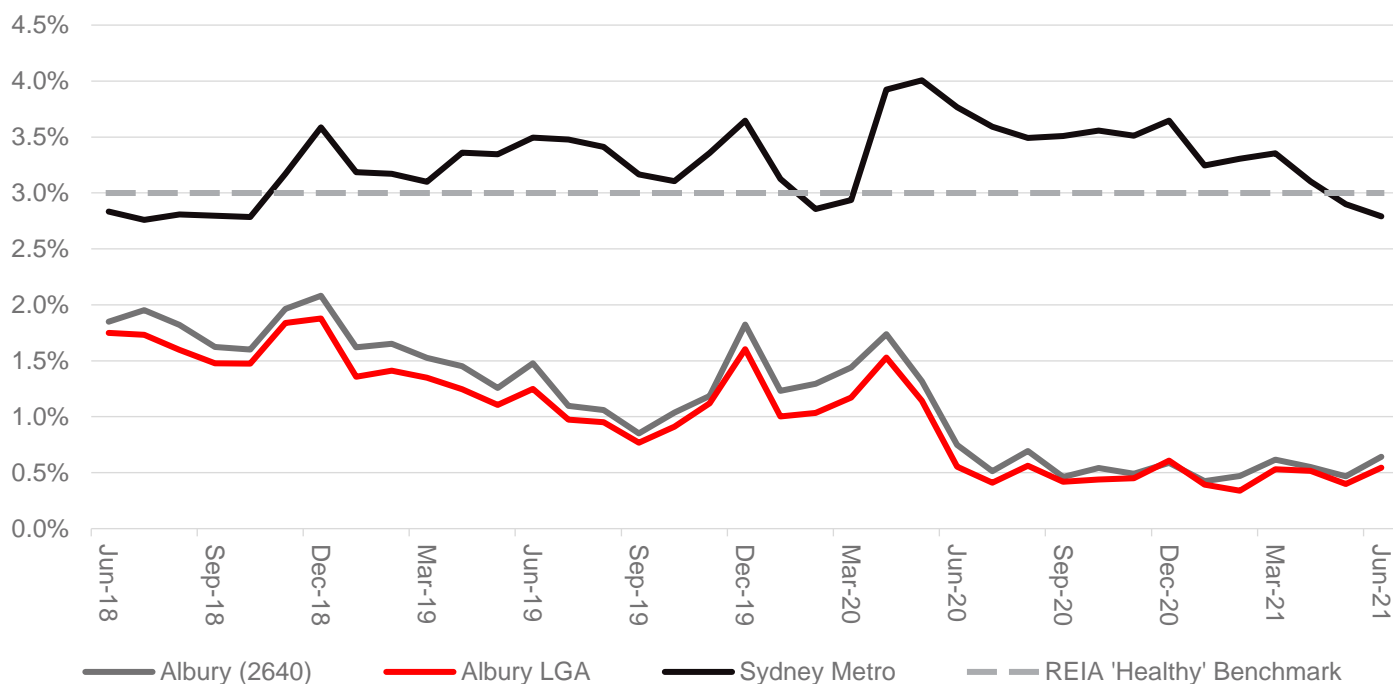
In June 2021, house rental yields in Albury* were recorded at 4.2%. In the 12 months to Q2 2021, the median house rental price increased by 11.4% to reach \$390 per week, while average days on the market declined by -30.3% (to 16 days). Overall this represents a strong rental market throughout COVID-19, one that is inviting to astute investors.

4+ bedroom houses have provided investors with +9.8% rental growth annually€, with a median rent of \$450 per week.

Also in June 2021, Albury* recorded a vacancy rate of 0.6%, generally on par with Albury LGA (0.5%) but well below that of Sydney Metro (2.8%). Vacancy rates in Albury* have been on a declining trend since the peak of COVID-19 in April 2020 and as the economy gradually recovers have remained well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. There is a healthy rental demand and investors can be confident of a conducive investment environment in Albury*.



RENTAL VACANCY RATES 2021



RENTAL YIELD 2021\$



Albury
(2640)*



Albury
LGA



Sydney
Metro



Albury
(2640)*

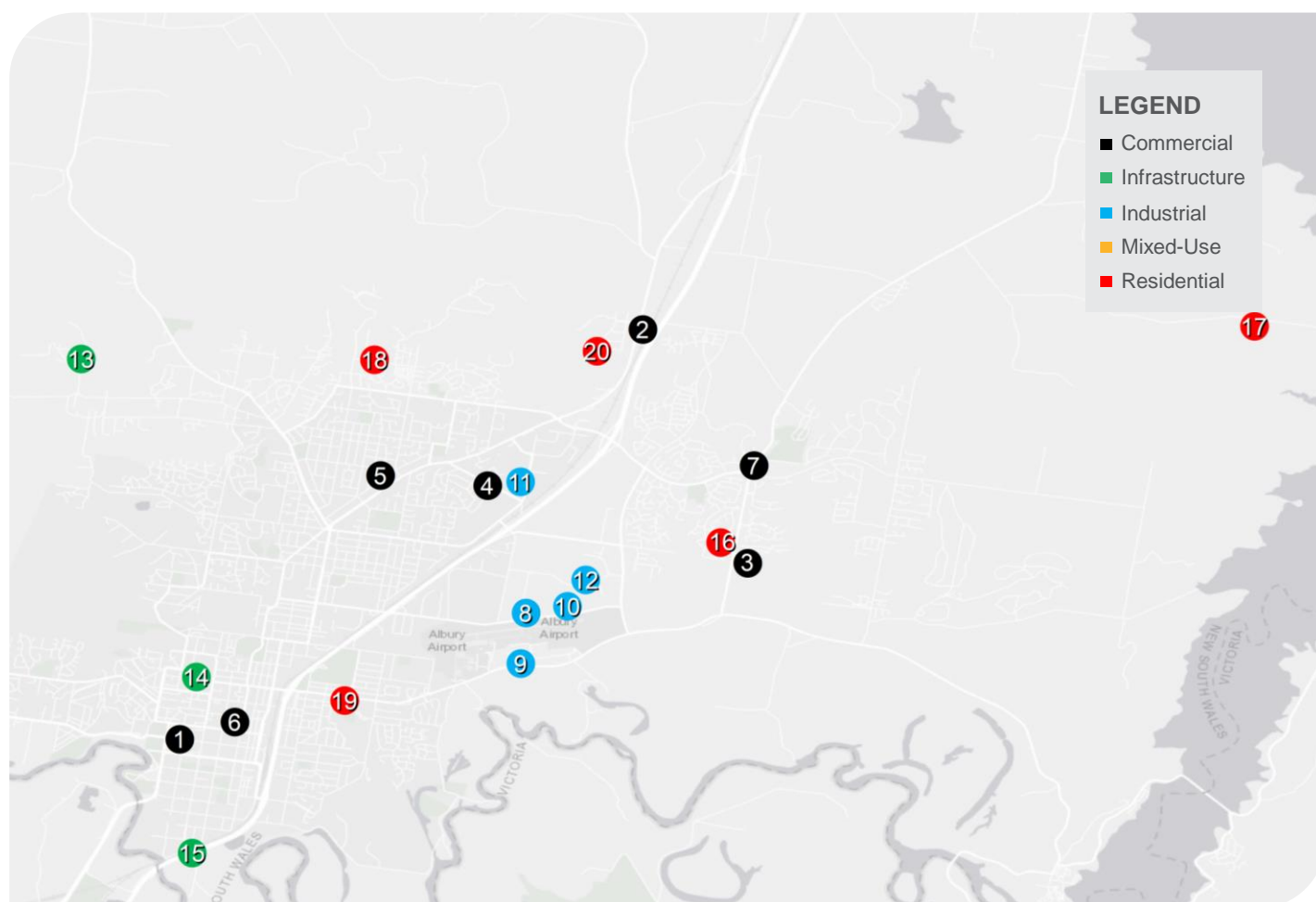


Albury
LGA



Sydney
Metro

TOP DEVELOPMENTS MAP 2ND HALF 2021[▲]



Location	Project [£]	Type	Estimated Value [¤]	Commence Date [¥]
1	Wodonga Place & Smollett Street Development	Commercial	\$39,200,000	12/11/2021
2	Wagga Road & Henshaw Court Workshop	Commercial	\$995,000	14/09/2021
3	Hoffman Road Respite Day Care Centre	Commercial	\$3,300,000	08/09/2021
4	Vickers Road Group Homes	Commercial	\$2,972,000	14/08/2021
5	Seniors Housing Development	Commercial	\$2,567,000	17/08/2021
6	Myer Centre Point	Commercial	\$2,500,000	06/07/2021
7	Diamond Drive Veterinary Hospital	Commercial	\$920,000	28/12/2021
8	Ceres Drive & Merkel Street Industrial Units	Industrial	\$956,000	10/10/2021
9	Vulcan Albury	Industrial	\$1,144,000	24/11/2021
10	Bluescope Distribution	Industrial	\$1,302,000	16/12/2021
11	Vickers & Dallinger Roads Hardware & Building Supplies	Industrial	\$912,000	11/07/2021
12	Ceres Drive Warehouse	Industrial	\$1,826,000	14/09/2021
13	Albury Waste Management Centre	Infrastructure	\$4,000,000	23/11/2021
14	Albury Riverside Precinct	Infrastructure	\$7,700,000	15/09/2021
15	South Albury Levee	Infrastructure	\$2,000,000	03/12/2021
16	Table Top Road Residential Subdivision (36 Lots)	Residential	\$1,700,000	08/11/2021
17	Pastoral Lane & Kywanna Road Residential Subdivision (30 Lots)	Residential	\$1,400,000	16/09/2021
18	Strauss & Goldsworthy Streets Dwellings (18 Dwellings)	Residential	\$2,590,000	16/09/2021
19	Borella Road Townhouses (3 Townhouses)	Residential	\$1,192,000	01/12/2021
20	Fenchurch Drive Residential Subdivision (74 Lots)	Residential	\$3,400,000	16/09/2021

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

* Albury market data and key indicators encapsulates aggregate property market conditions within the postcodes of 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.

2021 encapsulates sales transactions for 1H 2021 (01/01/2021 – 30/06/2021).

^ 2021 encapsulates sales transactions for 1H 2021 (01/01/2021 – 30/06/2021).

€ Annual rental growth is a comparison between 1H 2020 (01/01/2020 – 30/06/2020) and 1H 2021 (01/01/2021 – 30/06/2021) house median rent figures.

¥ Albury market data encapsulates aggregate property conditions within the postcode of 2640.

§ Rental yields shown are as reported as of June 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 postcodes of 2640 and 2641.

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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