





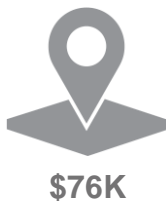
OVERVIEW

In Q2 2021, Tumut* recorded a median house price of \$300,000, and a median vacant land price of \$76,000. This represents annual (Q2 2020 – Q2 2021) median price growth of 14.5% for houses and a price softening of -5.0% for land. Between Q2 2020 – Q2 2021 total sales increased, by 19.0% for houses (to 69 sales) and significantly by 500.0% for vacant land (to 30 sales). Price growth combined with higher sales volumes suggest real returns in capital investment, signalling an ideal time for house owners to transact. High demand for vacant land is due to an absence in residential projects.

	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

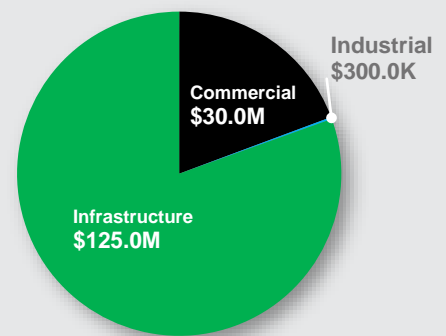


RENTAL AVERAGE DAYS ON MARKET Q2 2021



FUTURE DEVELOPMENTS

Tumut* is set to see approximately **\$155.3M** worth of new projects commencing between 2017 and the 2nd half of 2021.



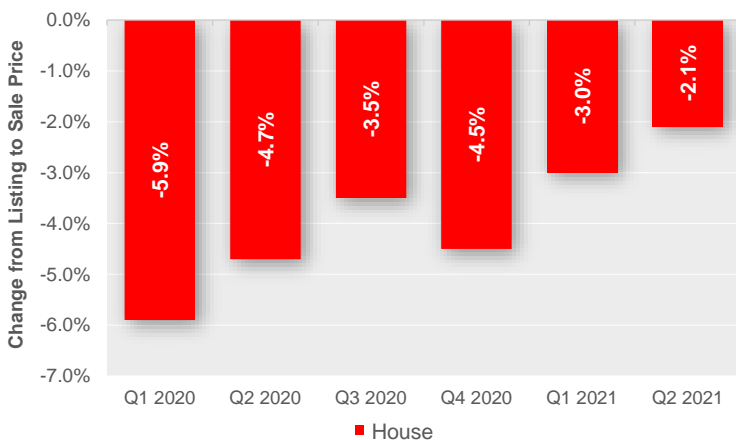
A focus on infrastructure projects will improve liveability for residents and create new jobs during the planning and building phase. Commercial projects will stimulate economic growth, which will have positive a spill-over impact on the real estate market.

A main commercial project over the period is the \$30.0M Gundagai Meat Processor, which saw the expansion of the existing abattoir including its chillers, amenities, processing floors, robotics, animal health improvement, and more. The \$70.0M infrastructure project Gocup Road Upgrade saw the realignment and upgrade of partial sections of the Gocup Road. The redevelopment of the Tumut District Hospital (\$40.0M) is currently providing improved amenities and access to local towns for the region, in good news for residents of Tumut*.

An absence in residential projects creates unique opportunities for developers, particularly those who can provide new houses. Now is the time for the local government to strategize on unlocking vacant lots, as this assists first home buyers in accessing government grants and building their first home. This will ensure a more balanced 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.

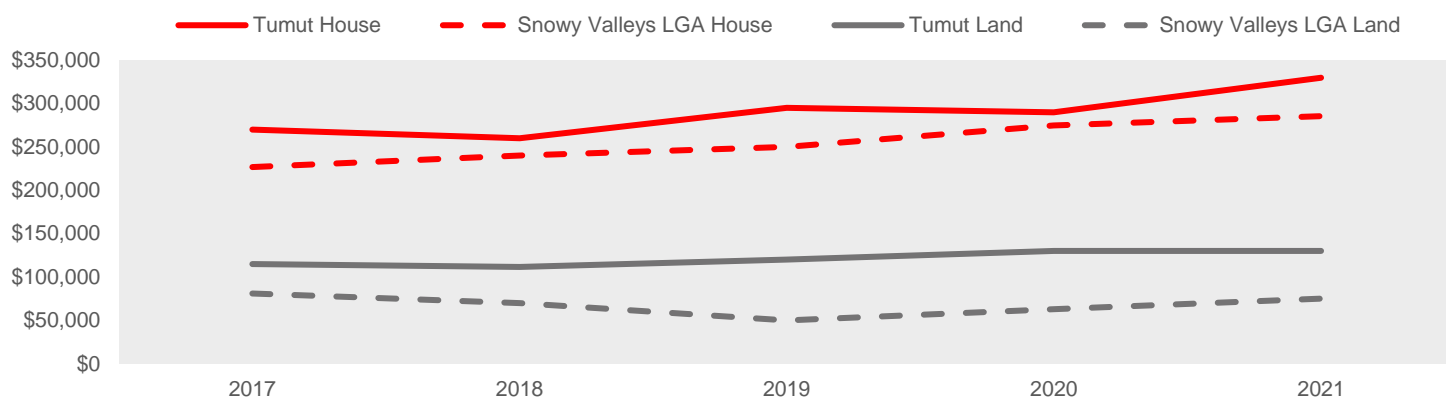


Average vendor discounts between Q2 2020 and Q2 2021 have tightened for houses, to -2.1%. Tumut* market conditions offers unique opportunities, as sellers can now achieve final sale prices closer to their first list price, whilst buyers can still benefit from a discount.

The suburb of Tumut has historically outperformed the wider Snowy Valleys Local Government Area (LGA) in both house and land median prices. This has continued to be the case in 2021# as Tumut continue to present a premium market.

The dominant proportion of homes sold in Tumut* across 2021^ were in the lower-middle price bracket of \$200,000-\$300,000 (29.6%), while vacant land sales were split between a premium price point bracket of above \$125,000 (37.3%) and lower price below \$75,000 (41.2% combined). This suggests there is a property in both markets for various budgets, with ample affordable options for first home buyers.

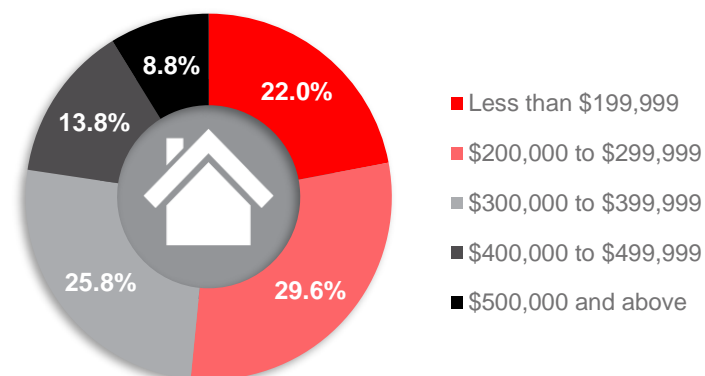
MARKET COMPARISON



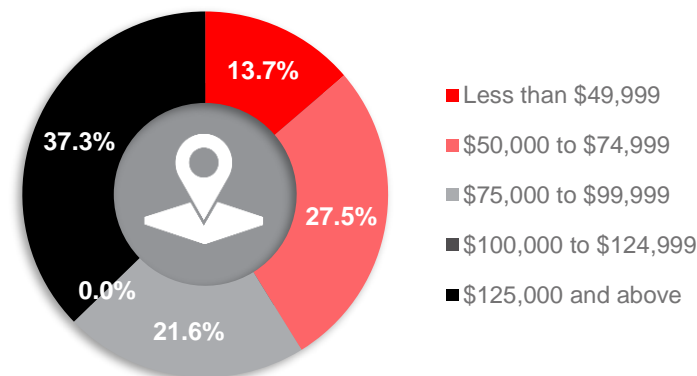
The market comparison graph provides a comparative trend for the median price of houses and vacant land over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Tumut.

PRICE BREAKDOWN 2021^

HOUSES SOLD



VACANT LAND SOLD



RENTAL GROWTH 2021€

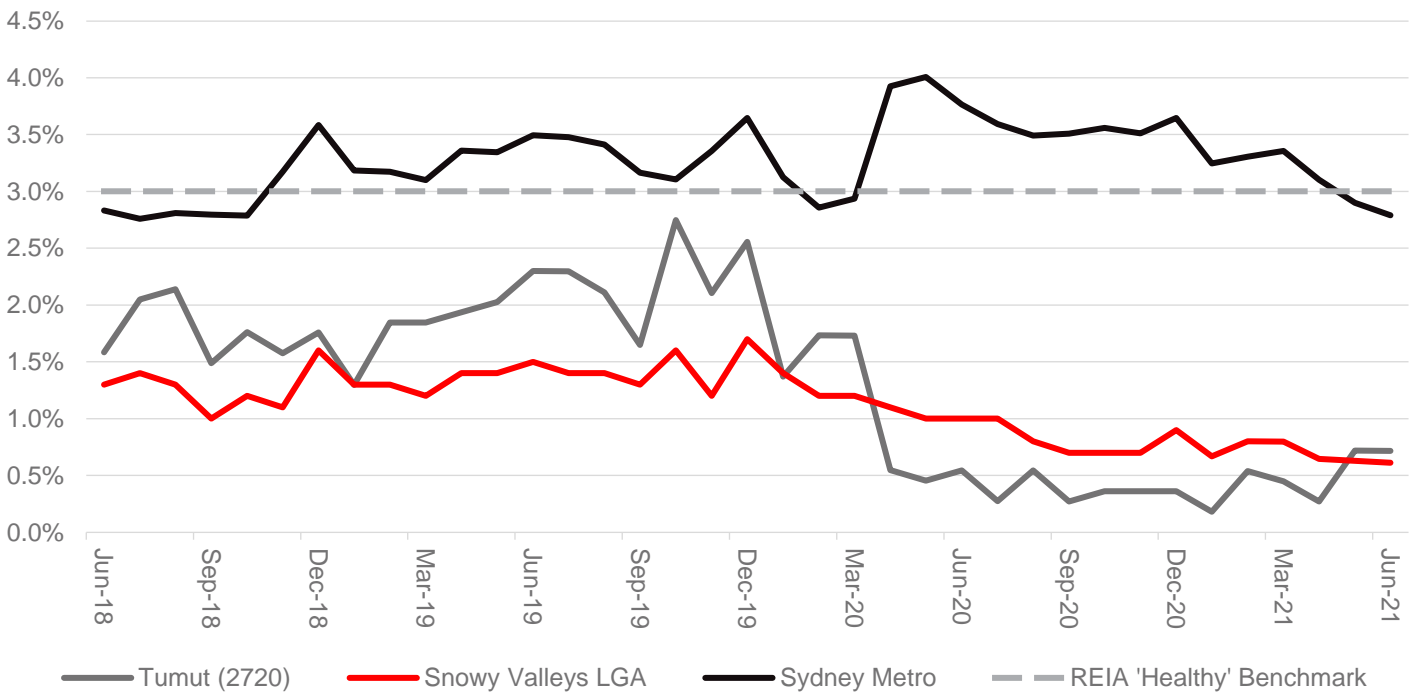
In June 2021, house rental yields in Tumut* were recorded at 4.3%. In the 12 months to Q2 2021, the median house rental price increased by 9.7% to reach \$340 per week. That said average days on the market increased sharply by 47.4% (to 28 days). Despite an increase in the number of days to let, investors can remain confident in strong median rental prices.

3 bedroom houses have provided investors with +16.7% rental growth annually€, with a median rent of \$350 per week.

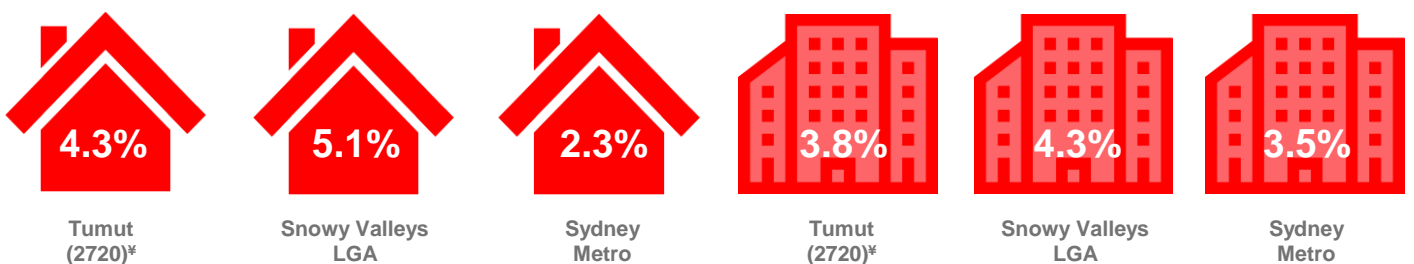
Also in June 2021, Tumut* recorded a vacancy rate of 0.7%, on par with the Snowy Valleys LGA (0.6%) and well below Sydney Metro (2.8%). Vacancy rates in Tumut* have recorded historical low figures in the past 12 months and remain well below the Real Estate Institute of Australia's healthy benchmark of 3.0%, even amidst COVID-19 conditions. This confirms there is still a healthy rental demand and investors can be confident of a conducive investment environment in Tumut*.



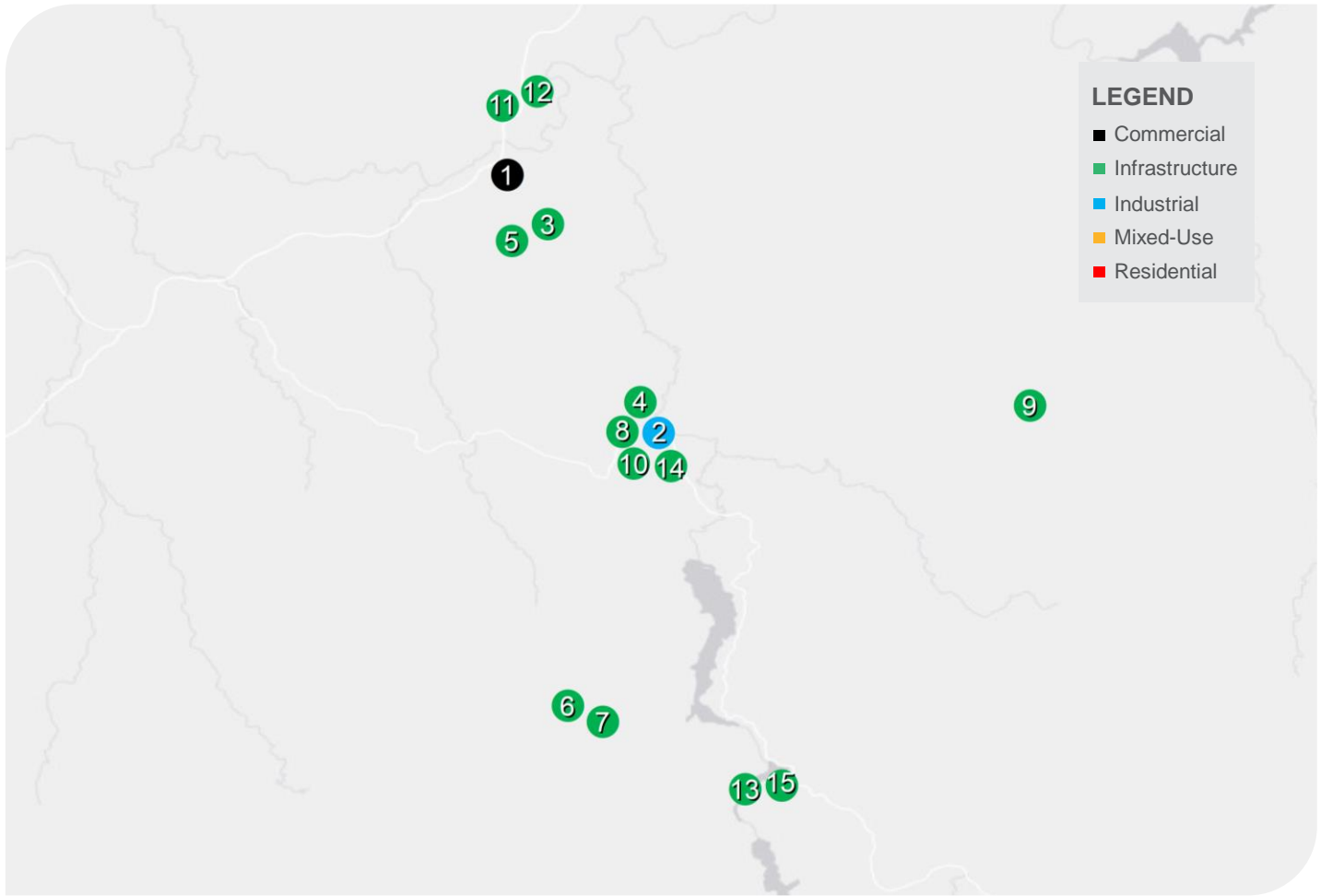
RENTAL VACANCY RATES 2021



RENTAL YIELD 2021§



TOP DEVELOPMENTS MAP 2ND HALF 2021^A



Location	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Gundagai Meat Processor	Commercial	\$30,000,000	20/02/2017
2	Carey Street Shed	Industrial	\$300,000	04/08/2017
3	Gocup Road Upgrade	Infrastructure	\$70,000,000	25/09/2017
4	Tumut District Hospital	Infrastructure	\$40,000,000	10/02/2020
5	Gocup Road Upgrade	Infrastructure	\$7,000,000	16/08/2017
6	Batlow Caravan Park	Infrastructure	\$2,700,000	29/10/2021
7	Forsters Road Landslide Stabilisation	Infrastructure	\$1,070,000	15/07/2021
8	Tumut Sealing Works	Infrastructure	\$1,000,000	22/02/2021
9	Brindabella Road	Infrastructure	\$500,000	15/06/2019
10	Snowy Valleys Council Sprayed Bituminous Surfacing	Infrastructure	\$500,000	02/12/2019
11	Hume Highway Culvert	Infrastructure	\$500,000	01/10/2020
12	Hume Highway Culvert	Infrastructure	\$500,000	10/08/2020
13	Talbingo Boat Ramp	Infrastructure	\$474,000	23/01/2020
14	Tumut Main Street Roadworks	Infrastructure	\$386,000	20/05/2020
15	Khancoban & Talbingo Public Areas	Infrastructure	\$329,000	07/09/2019

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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REFERENCES

* Tumut market data and key indicators encapsulates aggregate property market conditions within the suburbs of Adelong, Batlow, Tumut, Gundagai, and Talbingo.

** 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.

¥ Tumut market data encapsulates aggregate property conditions within the postcode of 2720.

§ 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 suburbs of Adelong, Batlow, Tumut, Gundagai, and Talbingo.

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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