



Hamlyn Terrace

Market Update 2nd Half 2021



OVERVIEW

In Q3 2021, Hamlyn Terrace* recorded a median house price of \$825,000, and a median unit price of \$575,000. This represents annual (Q3 2020 – Q3 2021) median price growth of 29.3% for houses and 15.0% for units. Between Q3 2020 – Q3 2021 total house sales slightly softened by -1.6% to 678 sales whilst total unit sale increased by 15.7% to 140 sales. This indicates strong returns on capital growth for property owners in the Hamlyn Terrace* area, in particular as the house market is undersupplied. Now is an ideal time for any owners and down-sizers looking to transact in the market.

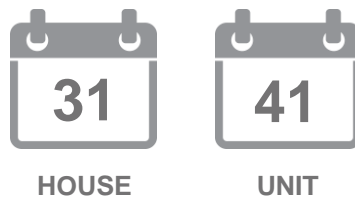
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↑
	House Median Price	↑	↑
	House Rental Price	↑	↑
	Unit Sales	↑	↓
	Unit Median Price	↑	↑
	Unit Rental Price	↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q3 2021



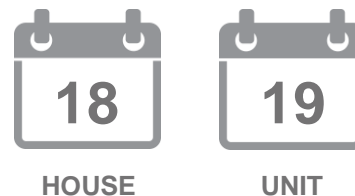
SALES AVERAGE DAYS ON MARKET Q3 2021



RENTAL MEDIAN PRICE Q3 2021

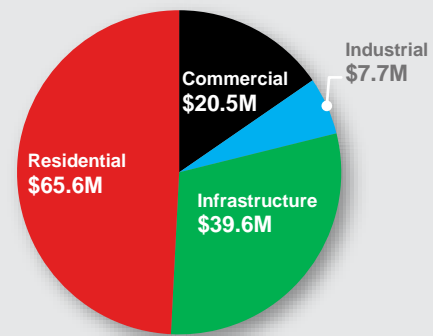


RENTAL AVERAGE DAYS ON MARKET Q3 2021



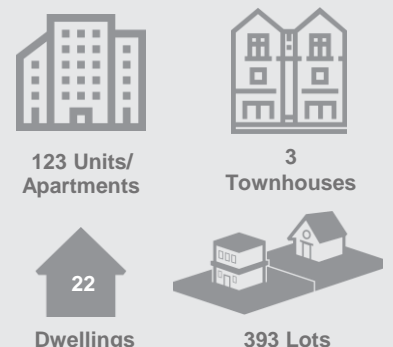
FUTURE DEVELOPMENTS

Hamlyn Terrace* is set to see approximately **\$133.4M** worth of new projects commencing in the 2nd half of 2021.



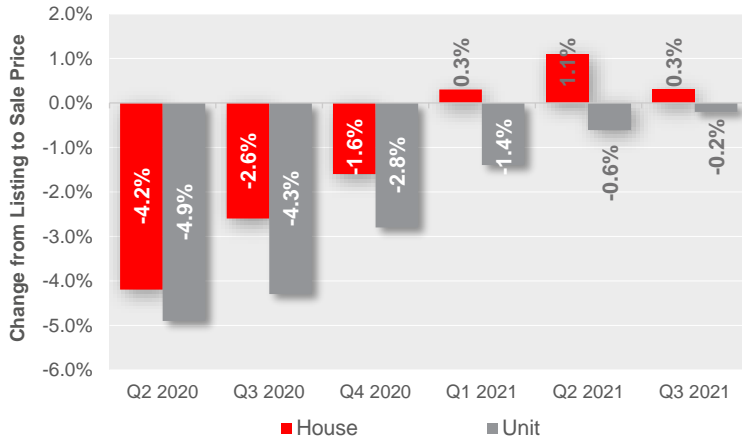
A mixture of different project types will help stimulate economic growth whilst creating employment opportunities in Hamlyn Terrace*, which will have a positive spill-over impact on the real estate market.

A main infrastructure project over the 2nd half of 2021 is the Tuggerah Regional Sporting & Recreational Complex (\$30.0M) which will see the construction of an indoor sporting facility and grandstand in Tuggerah. The Ebbtide Mall in The Entrance will see the restoration of fire damaged retail and commercial areas (\$3.4M). There has been a large influx in development applications of residential projects in the Hamlyn Terrace* area. The Bent Street Units (\$14.0M, 50 Units), Elysian Units (\$17.9M, 55 Units), Warnervale & Virginia Roads Subdivision (\$13.5M, 210 Lots) and Pacific Highway Dwellings (\$3.0M, 10 Dwellings) are examples of this.



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.

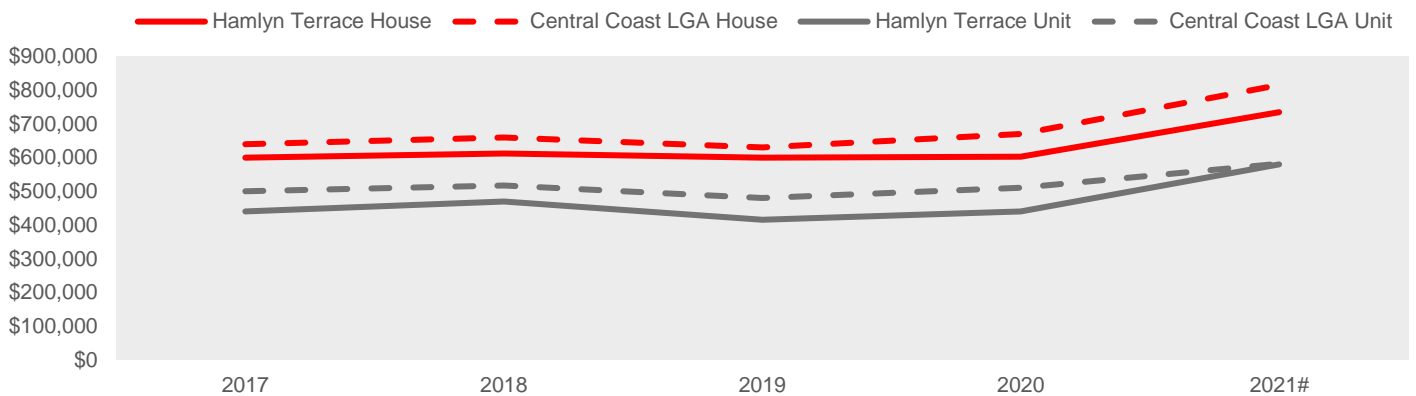


Average vendor discounts between Q3 2020 and Q3 2021 have tightened for units, to -0.2%, and swung to a premium for houses, to 0.3%. Market conditions in Hamlyn Terrace* have been trending to favour sellers since the beginning of 2020, where buyers are willing to pay closer or above the initial listing price set by vendors.

The suburb of Hamlyn Terrace has historically offered slightly greater affordability than the wider Central Coast Local Government Area (LGA) in property median prices. This continues in 2021# for houses, but unit prices have risen to become on par with the wider LGA.

The dominant proportion of homes sold in Hamlyn Terrace* across 2021^ were in the premium price bracket of \$900K and above (32.1%). Units recorded two equal dominant price points: \$700K and above (25.2%) and between \$500K-\$600K (25.2%). Despite the shift toward premium price points, there is an even spread of price points. This good news for buyers with different budgets.

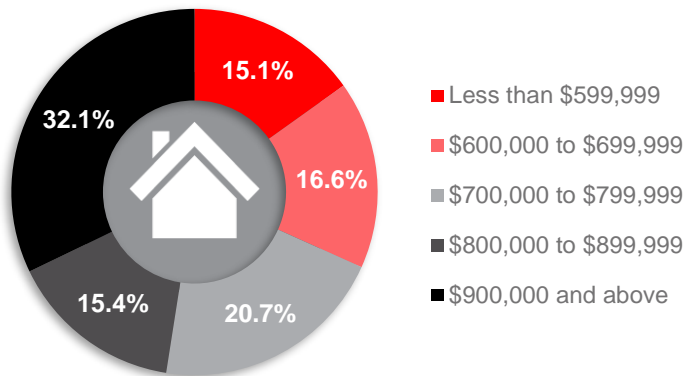
MARKET COMPARISON



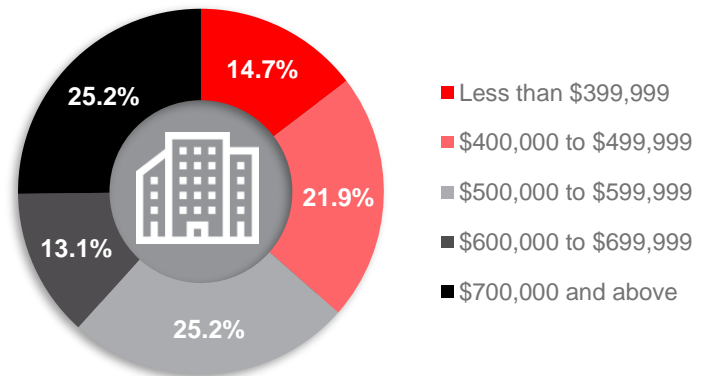
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Hamlyn Terrace.

PRICE BREAKDOWN 2021^

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2021€

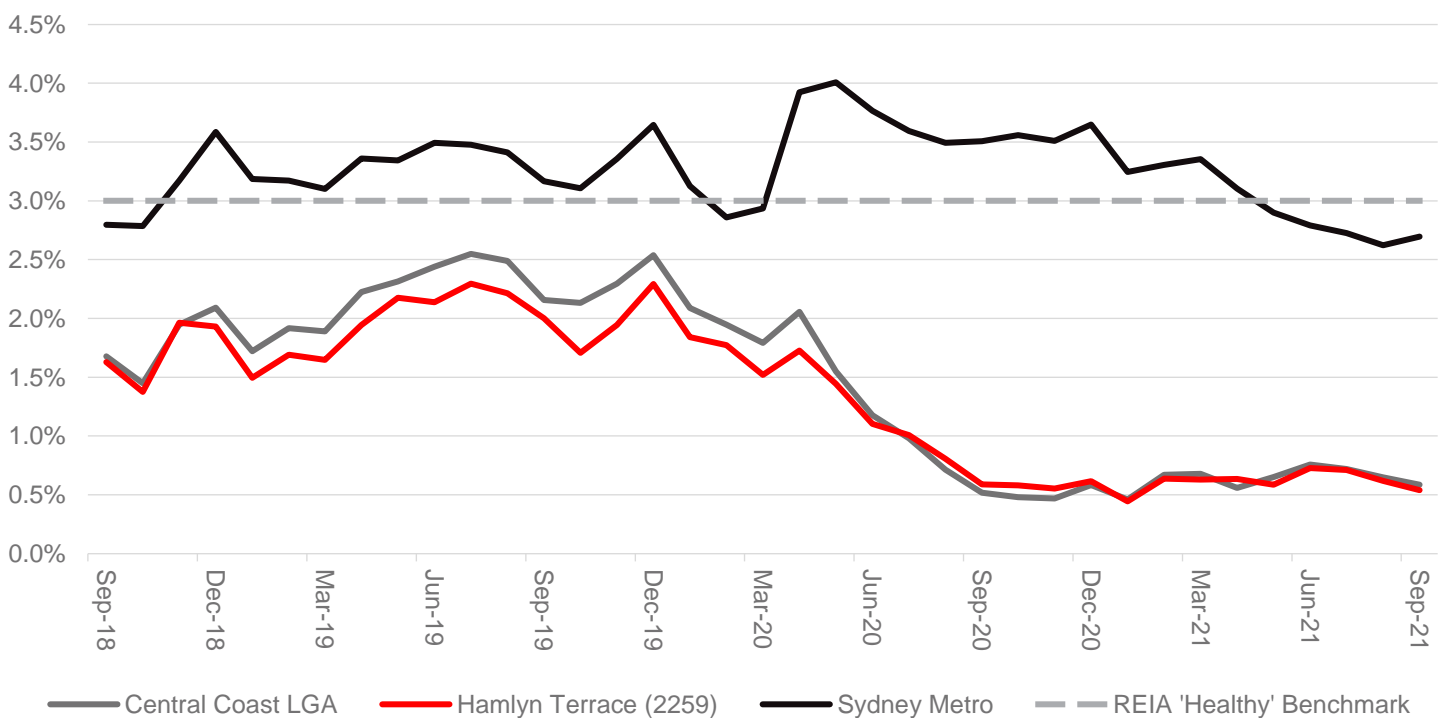
In September 2021, house rental yields in Hamlyn Terrace[‡] were recorded at 3.2% whilst unit rental yields were recorded at 6.6%, almost double that of Sydney Metro (3.4%). In the 12 months to Q3 2021 the median house rental price increased by 15.6% to reach \$520 per week, while average days on the market increased by 1 day (to 18 days). Overall this represents a strong rental market throughout 2021.

4+ bedroom houses have provided investors with +13.2% rental growth annually[€], with a median rent of \$600 per week.

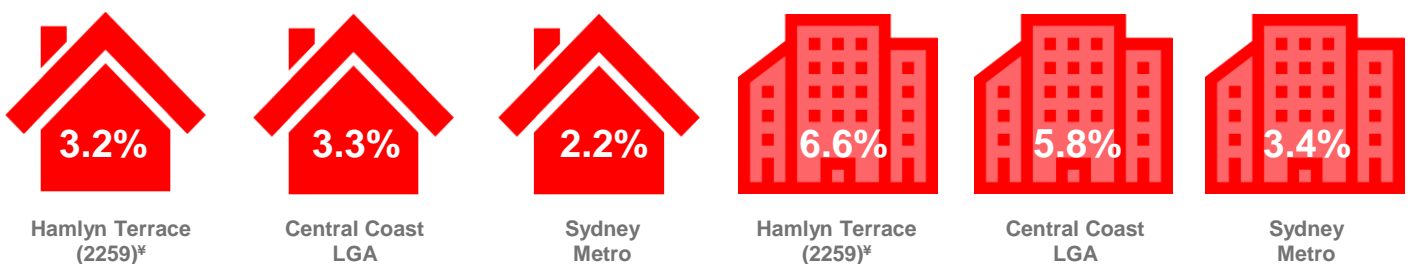
Also in September 2021, Hamlyn Terrace[‡] recorded a vacancy rate of 0.5%, slightly below that of Central Coast LGA (0.6%) and well below Sydney Metro (2.7%). Vacancy rates in Hamlyn Terrace[‡] have trended at a historical low for the past 12 months and continue to remain well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. This confirms there is a healthy rental demand and investors can be confident of a conducive investment environment in Hamlyn Terrace[‡].



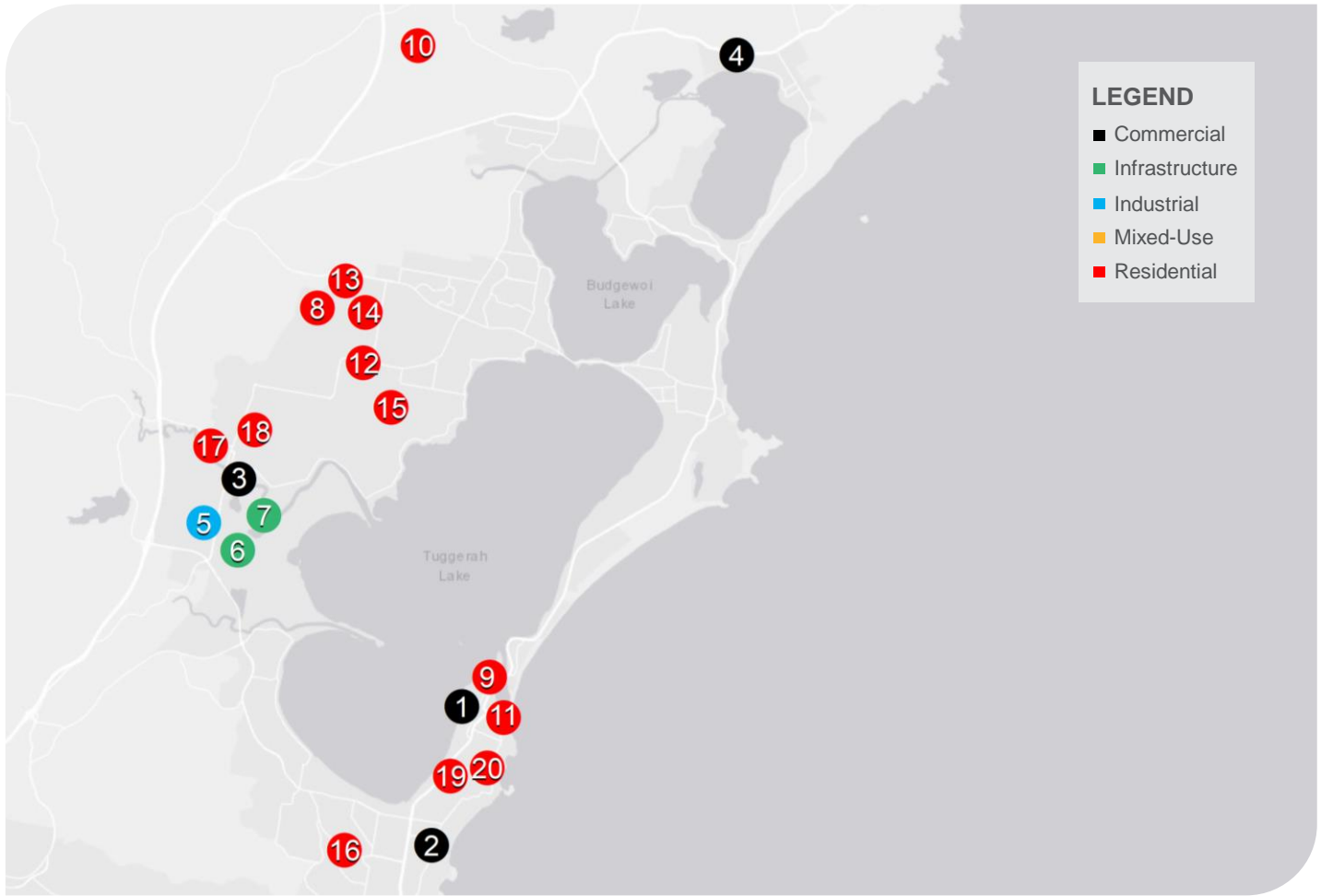
RENTAL VACANCY RATES 2021



RENTAL YIELD 2021§



TOP DEVELOPMENTS MAP 2ND HALF 2021[▲]



Location	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Ebbtide Mall	Commercial	\$3,430,000	01/10/2021
2	Bateau Bay Bowling Club	Commercial	\$962,000	22/12/2021
3	Howarth St Boarding House	Commercial	\$4,869,000	18/08/2021
4	Munmorah United Bowling Club	Commercial	\$8,500,000	11/12/2021
5	Gavenlock Road Industrial Complex	Industrial	\$7,020,000	30/11/2021
6	Tuggerah Regional Sporting & Recreation Complex	Infrastructure	\$30,000,000	25/11/2021
7	Central Coast Council Sporting Ground Infrastructure	Infrastructure	\$9,000,000	15/12/2021
8	Warnervale & Virginia Roads Residential Subdivision (210 Lots)	Residential	\$13,500,000	15/09/2021
9	Bent Street Units (50 Units)	Residential	\$14,035,000	07/08/2021
10	Coast Central Residential – Wyee (92 Lots)	Residential	\$4,100,000	21/09/2021
11	Ocean Pde & Fairport Av Units – Elysian (55 Units)	Residential	\$17,914,000	02/10/2021
12	Pacific Highway Dwellings (10 Dwellings)	Residential	\$2,995,000	16/11/2021
13	Warnervale Road Residential Subdivision Stages 1-2 (51 Lots)	Residential	\$2,300,000	22/11/2021
14	Caravel & Columbus Streets Dwellings (5 Dwellings)	Residential	\$2,006,000	11/11/2021
15	Johns Rd Wadalba Subdivision (40 Lots)	Residential	\$2,000,000	10/09/2021
16	Eastern Road Multiple Dwellings (7 Dwellings)	Residential	\$1,761,000	15/12/2021
17	Alison Road Units (6 Units)	Residential	\$1,280,000	24/09/2021
18	Hope Street Units (5 Units)	Residential	\$1,270,000	06/07/2021
19	Elsiemer Street Units (4 Units)	Residential	\$1,000,000	26/07/2021
20	Bay Road Townhouses (3 Townhouses)	Residential	\$782,000	10/10/2021

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

* Hamlyn Terrace market data and key indicators encapsulates aggregate property market conditions within the postcodes of 2259 and 2261.

** 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 2021 (01/01/2021 – 30/09/2021) only.

^ 2021 encapsulates sales transactions for 2021 (01/01/2021 – 30/09/2021) only.

€ Annual rental growth is a comparison between 2020 (01/01/2020 – 30/09/2020) and 2021 (01/01/2021 – 30/09/2021) house median rent figures.

¥ Hamlyn Terrace market data encapsulates aggregate property conditions within the postcodes of 2259 and 2261.

§ Rental yields shown are as reported as of September 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 2259 and 2261.

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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