



Tannum Sands Market Update 1st Half 2022



OVERVIEW

In Q1 2022, Tannum Sands* recorded a median house price of \$430,000, and a median unit price of \$330,000. This represents annual (Q1 2021 – Q1 2022) median price growth of 5.5% for houses and 50.0% for units. Total sales increased between Q1 2021 – Q1 2022, by 43.7% (to 102 sales) for houses and by 140.0% (to 12 sales) for units. Confidence continues to be evident in Tannum Sands*, with properties in high demand. Current market conditions suggest real returns on investment, as median price growth is alongside an increase in sales figures; in particular for the unit 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 Q1 2022



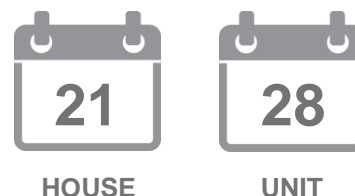
SALES AVERAGE DAYS ON MARKET Q1 2022



RENTAL MEDIAN PRICE Q1 2022

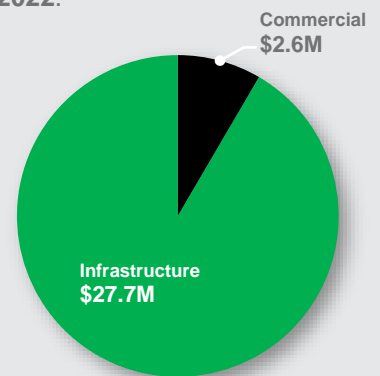


RENTAL AVERAGE DAYS ON MARKET Q1 2022



FUTURE DEVELOPMENTS

Tannum Sands* is set to see approximately **\$30.3M** worth of new projects commencing in the 1st half of 2022.



A focus on infrastructure projects will stimulate economic growth, by creating many jobs in the construction phase and improving liveability after. This will have a spill-over impact on the real estate market, in the form of potentially higher demand for housing stock.

Another key infrastructure project in the 1st half of 2022 is Calliope State High School (\$7.5M). The project is set to add a new high school to Tannum Sands*. This will add new schooling options, which potentially attracts more people into the area.

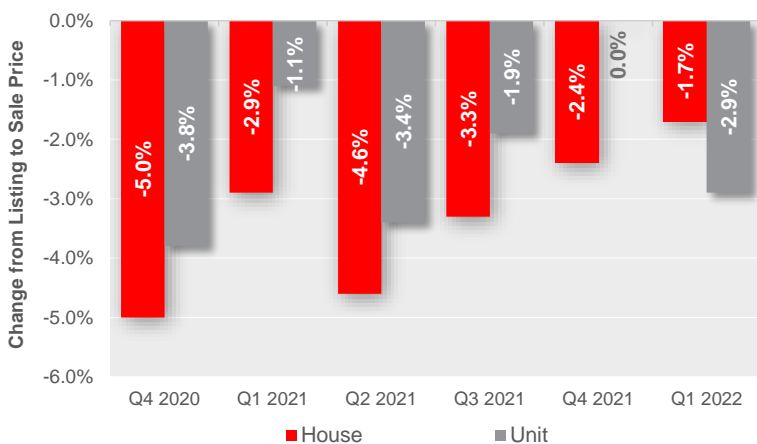
The Fitzroy District Reseal (\$10.4M) is a key infrastructure project that will reseal resurfacing works within various roads at Banana Shire, Central Highlands & Gladstone. This allows safer ease of access when travelling to Tannum Sands.

Commercial projects include PCYC Gladstone (\$1.0M) and Gladstone Square Shopping Centre Carpark (\$1.2M).

Notably, there are no residential developments scheduled to commence in the 1st half of 2022. This is concerning, as the market can only rely on owners selling their properties. This can result in higher prices in the near future, which will price-out first home buyers.

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.

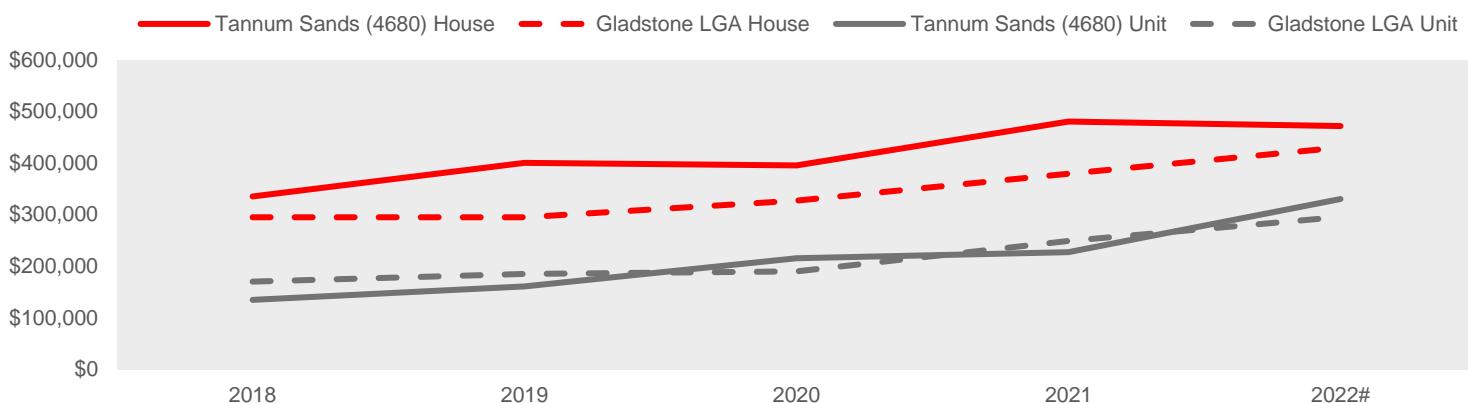


Average vendor discounts between Q1 2021 and Q1 2022 are shifting for both property types, to a tighter discount of -1.7% for houses and a wider discount for units (-2.9%) for units. Market conditions in Tannum Sands* is in a unique position, as house buyers must be willing to offer closer to the first list price; yet unit buyers can benefit from a greater discount.

Houses in the suburb of Tannum Sands has historically outperformed the wider Gladstone Local Government Area (LGA), whereas units were roughly on par. 2022# sees units trending toward a premium market, eclipsing the LGA, whereas houses are becoming more on par.

The dominant proportion of homes sold in Tannum Sands* across 2021/22^ were in the most affordable price bracket of less than \$399,999 (50.1%). Units also recorded a dominant price in this bracket, of less than \$249,999 (48.7%). Affordable options are available, but a growing upper and premium market is evident.

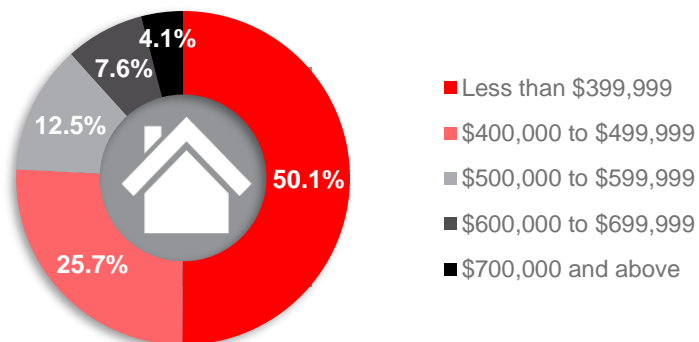
MARKET COMPARISON



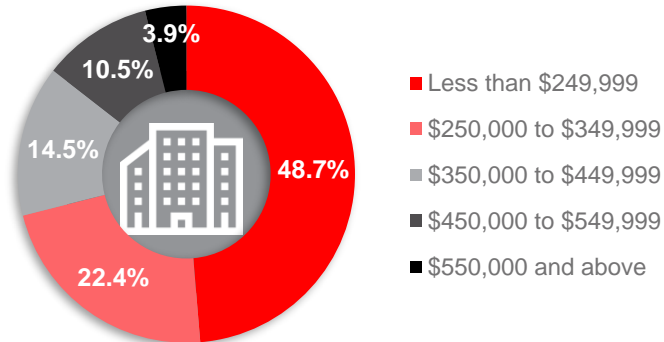
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Tannum Sands.

PRICE BREAKDOWN 2021/22^

HOUSES SOLD



UNITS SOLD

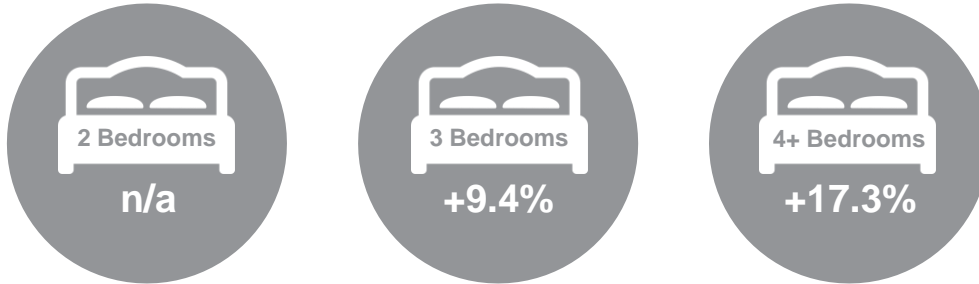


RENTAL GROWTH 2022€

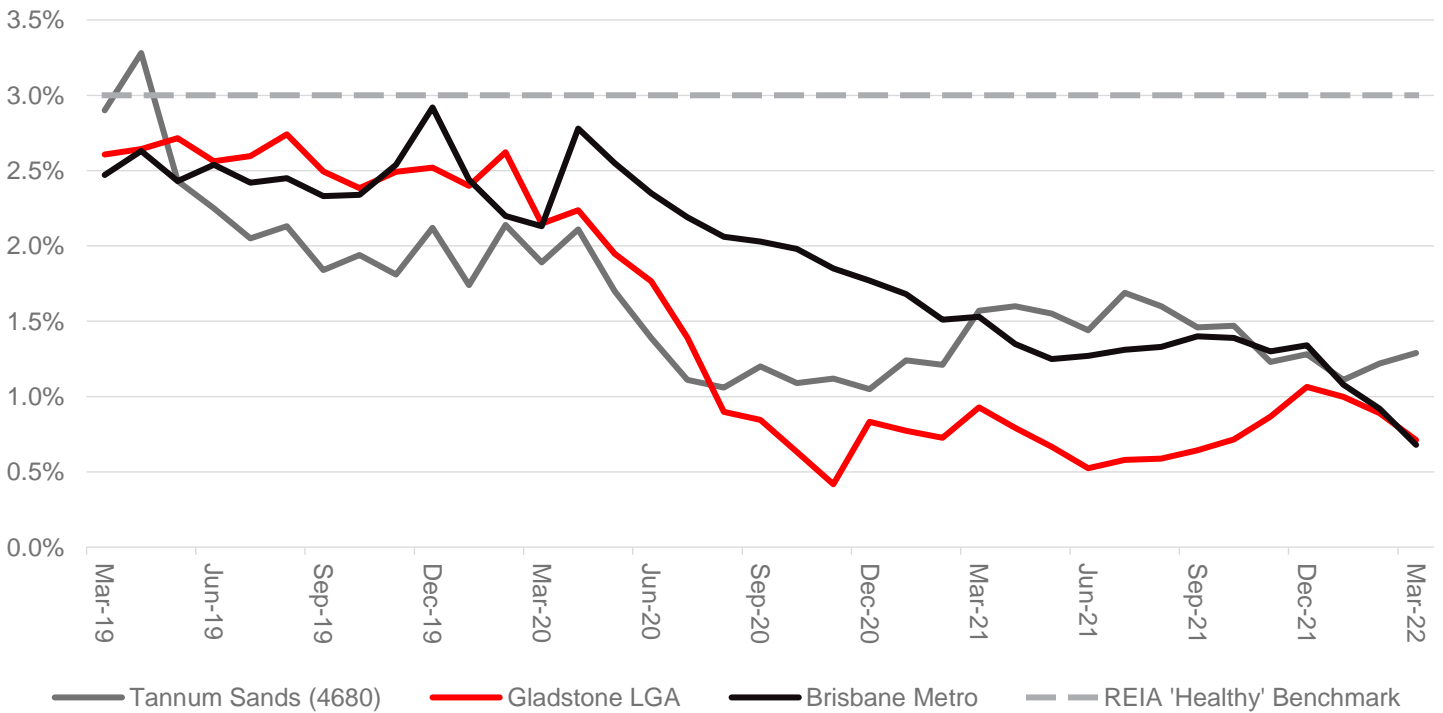
House rental yields in Tannum Sands* were recorded at 4.8% in March 2022. This was paired with a 20.0% increase in median house rent price (to \$420 per week) in the 12 months to Q1 2022, and a -12.2% decrease in the number of houses rented. There was a -12.5% decrease in average days to let, which combined with other factors suggest an undersupplied rental market. In the current market conditions Tannum Sands* is an affordable investment alternative to Brisbane Metro.

4+ bedroom houses have provided investors with +17.3% rental growth annually, achieving a median rent of \$440 per week.

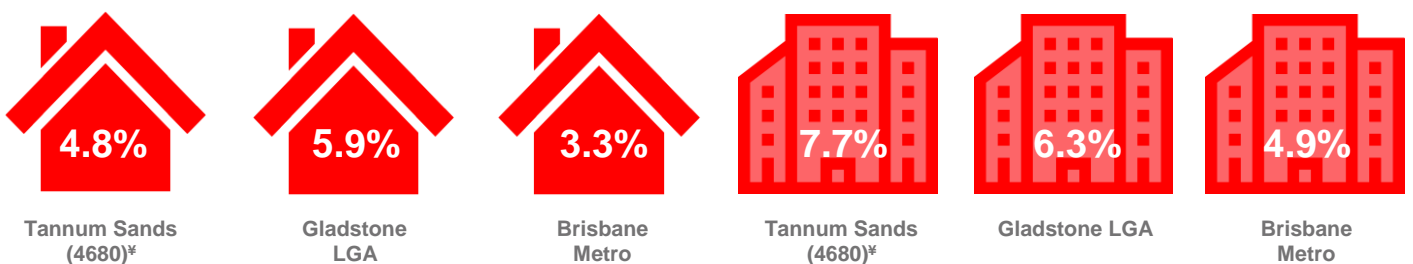
Tannum Sands* recorded a vacancy rate of 1.3% in March 2022, slightly above Brisbane Metro's 0.7% average. Vacancy rates in Tannum Sands* have remained within the 1.5% rate in the past 6 months, indicating stability in its rental demand. These key indicators create a conducive and sustainable environment for investors, despite the increase in median sale prices of property over the past 12 months.



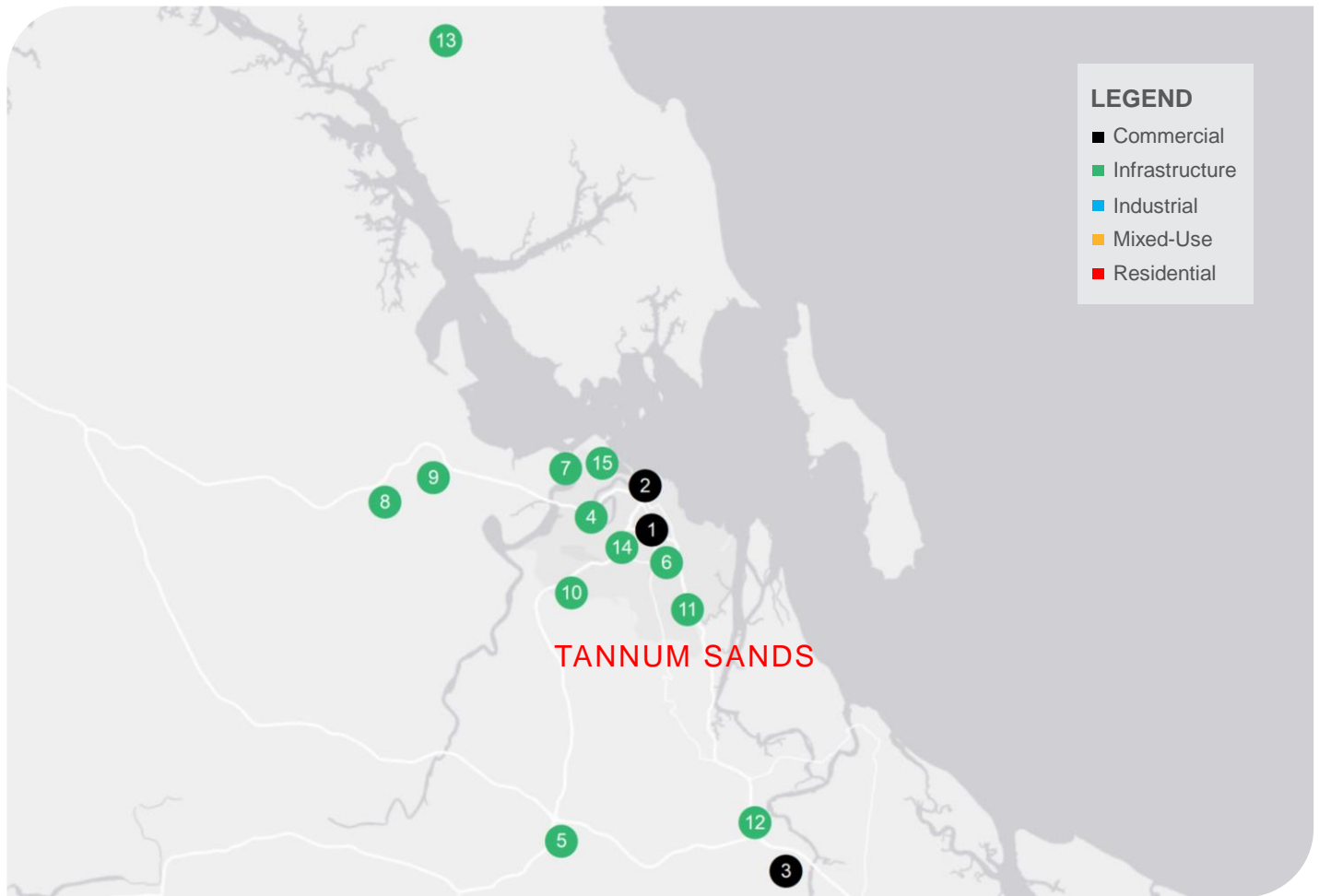
RENTAL VACANCY RATES 2022



RENTAL YIELD 2022\$



TOP DEVELOPMENTS MAP 1st HALF 2022[Ⓐ]



Location	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Gladstone Square Shopping Centre Carpark	Commercial	\$1,250,000	14/01/2022
2	PCYC Gladstone	Commercial	\$1,000,000	13/06/2022
3	128 Leferink Road Telecommunications Facility Dreamtilt	Commercial	\$300,000	25/03/2022
4	Fitzroy District Reseal Program 2021-2022	Infrastructure	\$10,400,000	31/01/2022
5	Calliope State High School	Infrastructure	\$7,500,000	31/01/2022
6	Gladstone Hospital	Infrastructure	\$1,250,000	20/01/2022
7	Gladstone Marine Operations Base	Infrastructure	\$1,000,000	29/01/2022
8	Gladstone To Fitzroy Pipeline (Proposed transaction advisor & contract management services)	Infrastructure	\$1,000,000	28/02/2022
9	Gladstone To Fitzroy Pipeline (Proposed owner's engineer services)	Infrastructure	\$1,000,000	28/02/2022
10	Gladstone To Fitzroy Pipeline (Construction works comprises of a 115km pipeline, a water treatment plant, reservoirs & pumping stations)	Infrastructure	\$1,000,000	22/03/2022
11	Gladstone To Fitzroy Pipeline (Proposed pre-construction phase at Gladstone-Fitzroy)	Infrastructure	\$1,000,000	14/06/2022
12	Lake Awoonga Recreation Area	Infrastructure	\$1,000,000	23/05/2022
13	Curtis Island National Park Multi-use Trails	Infrastructure	\$954,000	08/03/2022
14	Gladstone Area Water Board Head Offices	Infrastructure	\$850,000	18/05/2022
15	Gladstone Marina Tug Base Berthing Pontoon 2	Infrastructure	\$750,000	25/06/2022

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

*Tannum Sands market data and key indicators encapsulates aggregate property market conditions in Tannum Sands, Boyne Island, and Turkey Beach.

** Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.

2022 encapsulates sales transactions for Q1 2022 (01/01/2022 – 31/03/2022) only.

^ 2021/22 encapsulates sales transactions for 2021 & Q1 2022 (01/01/2021 – 31/03/2022).

€ Annual rental growth is a comparison between 2021 (01/01/2021 – 31/03/2021) and 2022 (01/01/2022 – 31/03/2022) house median rent figures.

¥ Tannum Sands market data encapsulates aggregate property conditions within Tannum Sands (4680).

§ Rental yields shown are as reported as of March 2022.

⌘ 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 post code of 4680.

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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