



Mildura Market Update

1st Half 2022



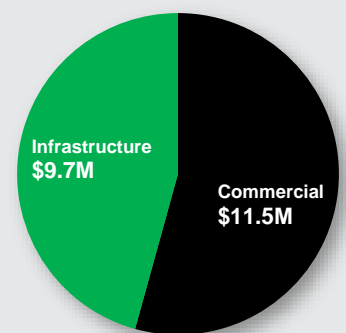
OVERVIEW

In Q1 2022, Mildura* recorded a median house price of \$436,000, and a median unit price of \$298,000. This represents annual (Q1 2021 – Q1 2022) median price growth of 20.4% for houses and 22.9% for units. Total house sales decreased between Q1 2021 – Q1 2022, by -2.6% (to 190 sales), and increased by 12.5% (to 45 sales) for units. The house market is undersupplied as price growth is due to a high level of demand but low stock. The unit market is undervalued, as median price growth is alongside higher number of sales. Now is an ideal time for owners to capitalise on a highly demanded market.

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

FUTURE DEVELOPMENTS

Mildura is set to see approximately **\$21.2M worth of new projects commencing in the 1st half of 2022.**



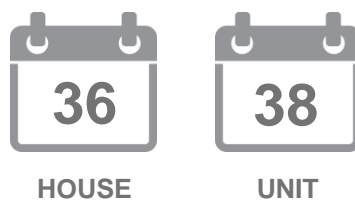
A focus on infrastructure and commercial projects will stimulate economic growth and create large employment opportunities in Mildura, which will have a spill-over impact on the real estate market in the form of higher demand for stock.

MARKET CONDITIONS

SALES MEDIAN PRICE Q1 2022



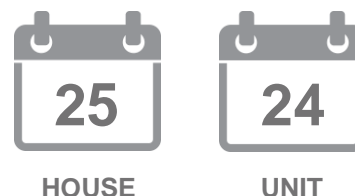
SALES AVERAGE DAYS ON MARKET Q1 2022



RENTAL MEDIAN PRICE Q1 2022



RENTAL AVERAGE DAYS ON MARKET Q1 2022



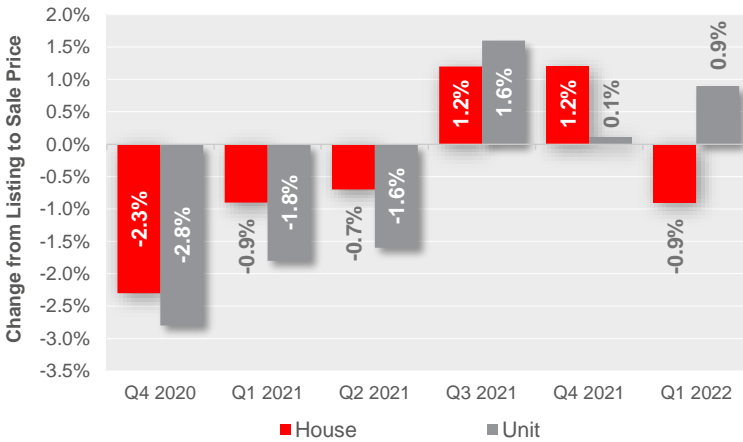
A main commercial project over the 1st half of 2022 is the Sun City Leisure Life Park (\$6.0M). The project is set to add 64 retirement units to Mildura*. Others include Sunnyside Living (\$2.0M, 13 x 1 bedroom units & a service centre) and Woolworths Mildura Centre Plaza Refurbishment (\$1.7M).

The Riverfront Village Square (\$6.0M) is a key infrastructure project, along with Sunitafe Mildura Campus (\$1.0M) and Mildura Riverfront Precinct Roadworks (\$980K).

There is an absence in residential projects, in particular ready-to-sell houses. Houses is undersupplied, which suggests an over-reliance on current owners selling. First home buyers will be priced out, and may need to turn to units an option. Yet no new ready-to-sell units are on the horizon either. Now is an ideal time for the Local Government and developers to strategize and create a plan to add housing stock.

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.

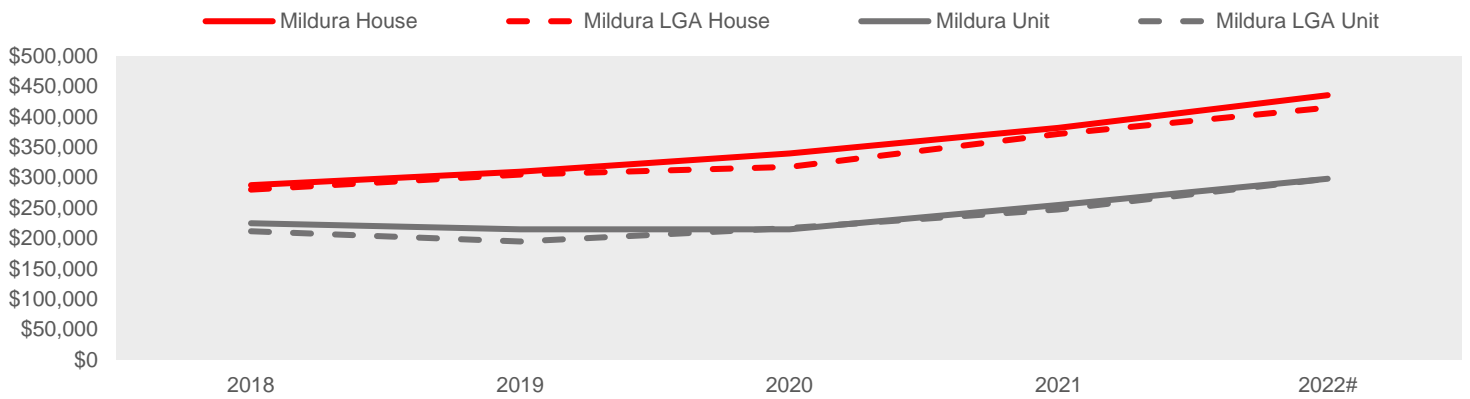


Average vendor discounts between Q1 2021 and Q1 2022 have swung to a premium for units, to 0.9%, but have remained relatively stable for houses, at a discount of -0.9%. Market conditions in Mildura* have shifted closer to above the vendors' asking price, especially for units. Strategic house buyers can still benefit from a discount, however time is limited.

The suburb of Mildura has historically outperformed the wider Mildura Local Government Area (LGA) in both house and unit median prices, but only marginally. This continues to be the case in 2022# with houses trending toward a premium market.

The dominant proportion of homes sold in Mildura* across 2021/22^ were in the lower-mid price bracket between \$300,000 and \$399,999 (33.1%). Units also recorded a dominant lower-mid price point between \$150,000 to \$249,000 (46.1%). Affordable options are available, however there is also a growing premium market in the past 18 months.

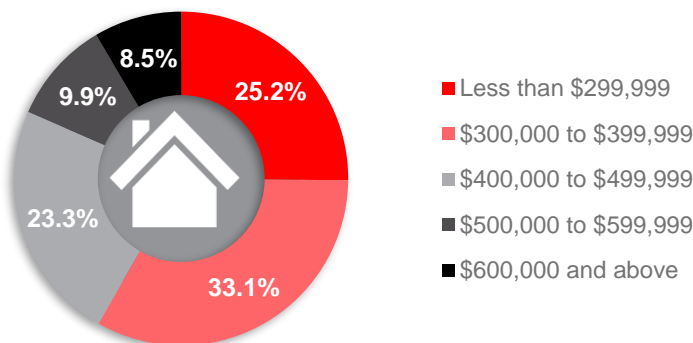
MARKET COMPARISON



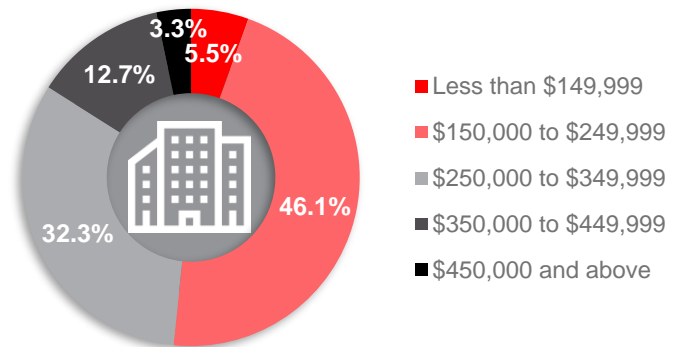
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Mildura.

PRICE BREAKDOWN 2021/22^

HOUSES SOLD



UNITS SOLD

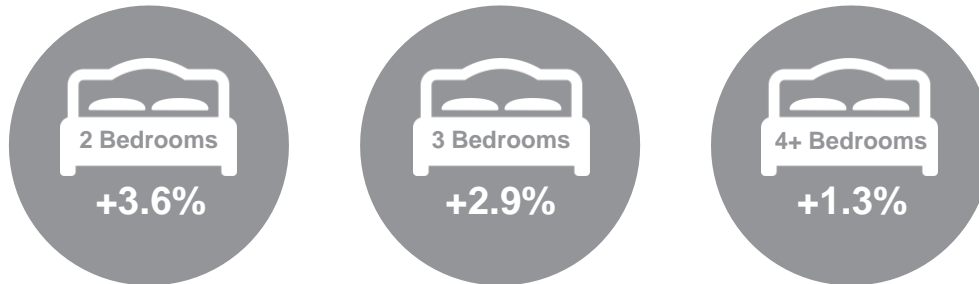


RENTAL GROWTH 2022€

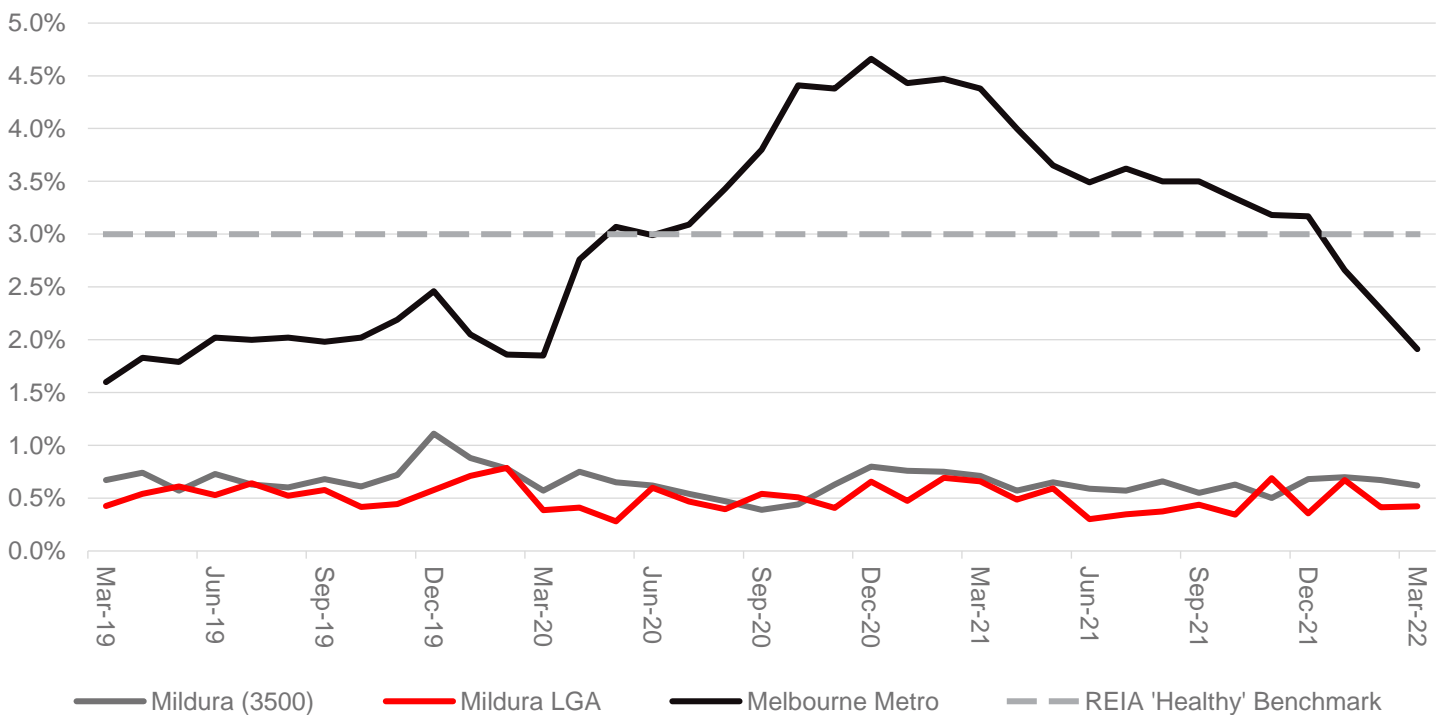
Over the past 12 months, house rental yields in Mildura[‡] increased to sit at 4.5% in March 2022. This was paired with a slight increase in demand for rental properties, up by 1.2% to 170 rentals in the 12 months to Q1 2022. Median house rental price has increased by 2.8% between Q1 2021 – Q1 2022, with a low 25 average days on the market.

2 bedroom houses have provided investors with +3.6% rental growth annually, achieving a median rent of \$290 per week.

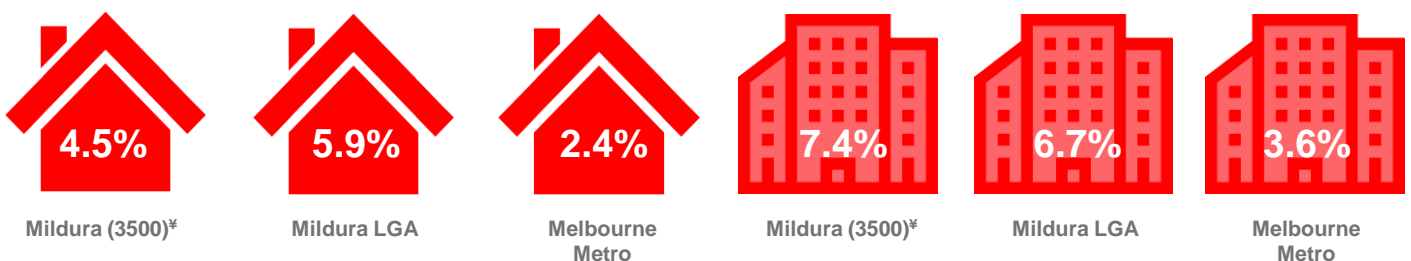
Mildura[‡] recorded a vacancy rate of 0.6% in March 2022, which is well below Melbourne Metro's 1.9% average. Vacancy rates in Mildura[‡] have held steady over the past 12 months, indicating stability in its rental demand. These key indicators create a conducive and sustainable environment for investors, which proves beneficial despite the current increase in median sale price of houses and units in the past 12 months.



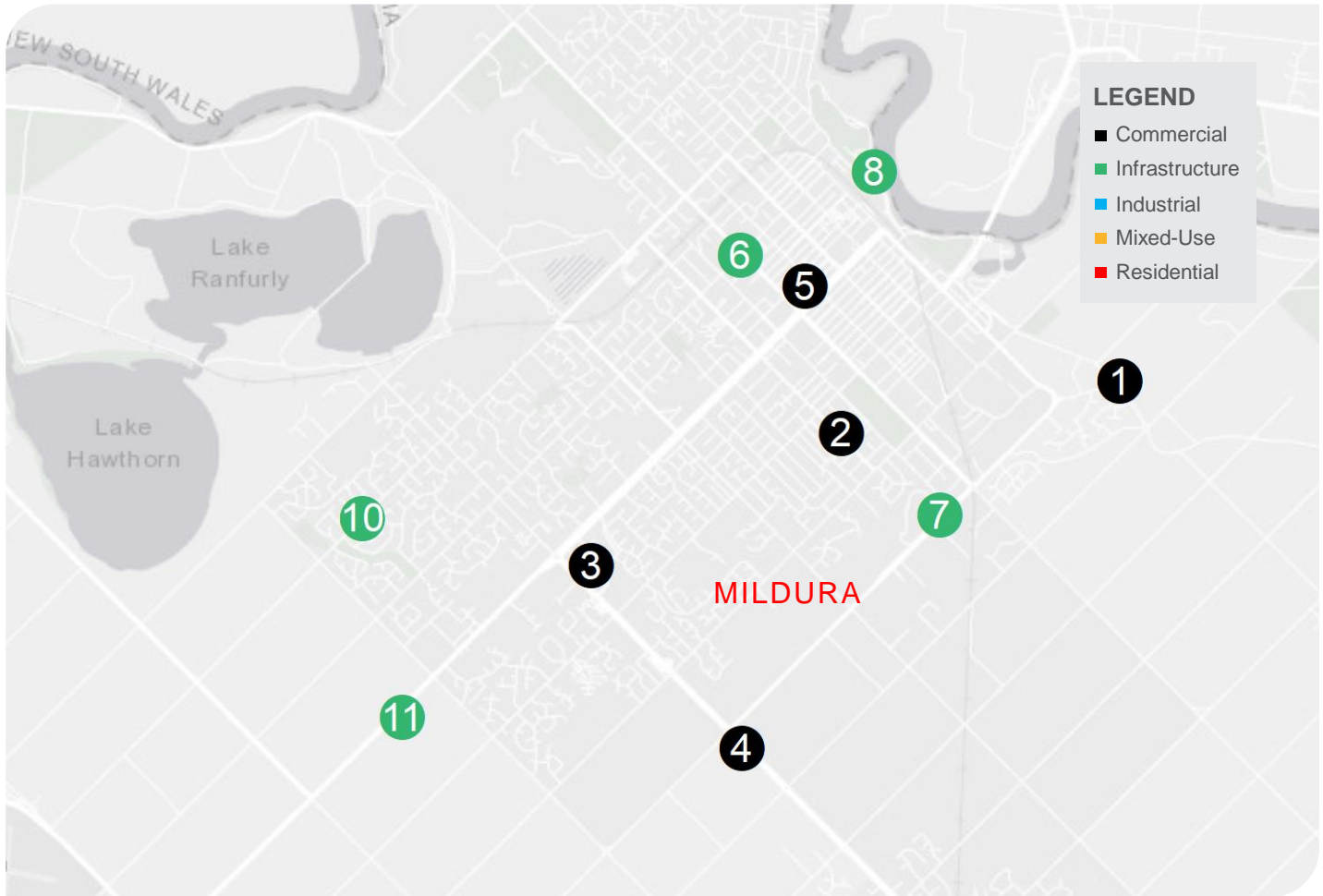
RENTAL VACANCY RATES 2022



RENTAL YIELD 2022§



TOP DEVELOPMENTS MAP 1st HALF 2022^A



Location	Project [£]	Type	Estimated Value [¥]	Commence Date ^ψ
1	Sun City Leisure Life Park	Commercial	\$6,000,000	21/04/2022
2	Sunnyside Living	Commercial	\$2,000,000	17/03/2022
3	Woolworths Mildura Centre Plaza Refurbishment	Commercial	\$1,700,000	04/04/2022
4	Mcdonalds Mildura	Commercial	\$1,300,000	13/06/2022
5	Langtree Avenue Commercial Building	Commercial	\$500,000	21/03/2022
6	Riverfront Stage 2 Village Square	Infrastructure	\$6,000,000	28/01/2022
7	Sunitafe Mildura Campus	Infrastructure	\$1,000,000	29/05/2022
8	Mildura Riverfront Precinct Roadworks	Infrastructure	\$980,000	03/03/2022
9	Mildura Rural City Council Footpath Works	Infrastructure	\$500,000	24/06/2022
10	Mildura Base Public Hospital Solar Arrays	Infrastructure	\$400,000	30/06/2022
11	Mildura Sporting Precinct	Infrastructure	\$400,000	25/04/2022

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

*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.

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.

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

§ 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 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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