



Mildura Market Update

1st Half 2023



OVERVIEW

In Q1 2023, Mildura* recorded a median house price of \$432,000, and a median unit price of \$302,500. This represents annual (Q1 2022 – Q1 2023) median minor price softening of -1.5% for houses and a price growth of 3.8% for units. That said on a quarterly (Q4 2022 – Q1 2023) basis median prices grew by 0.5% (house) and 4.3% (units). This suggests that cash rate hikes did translate in the market, however confidence has returned. Sales did decline by -26.8% (houses) and -37.8% (units) in the past 12 months, thus undersupply of stock. For those seeking a more affordable market, time is of the essence.

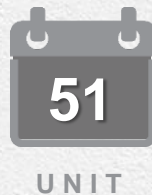
	CHANGE FROM LAST	YEAR	HALF YEAR
 House Sales		↓	↓
House Median Price		↓	↑
House Rental Price		↑	↑
 Unit Sales		↓	↓
Unit Median Price		↑	↓
Unit Rental Price		↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE
Q1 2023



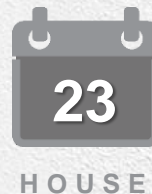
SALES AVERAGE DAYS ON
MARKET Q1 2023



RENTAL MEDIAN PRICE
Q1 2023

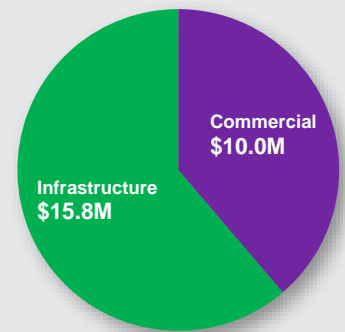


RENTAL AVERAGE DAYS ON
MARKET Q1 2023



FUTURE DEVELOPMENTS

Mildura is set to see approximately **\$25.8M** worth of new projects commencing in the 1st half of 2023.



Infrastructure and commercial projects will stimulate economic growth and create large employment opportunities in Mildura. This can have a spill-over impact on the real estate market, in the form of higher housing demand.

A main commercial project over the 1st half of 2023 is the Mildura Multi Level Office (\$10.0M). The project is set to add a 5,000sqm multi level office building.

The Mildura Multi-Disciplinary Centre (\$10.0M) is a significant infrastructure the 1st half of 2023. This is a State Government project that plans to add new care facility accommodation units, which will benefit those seeking the service.

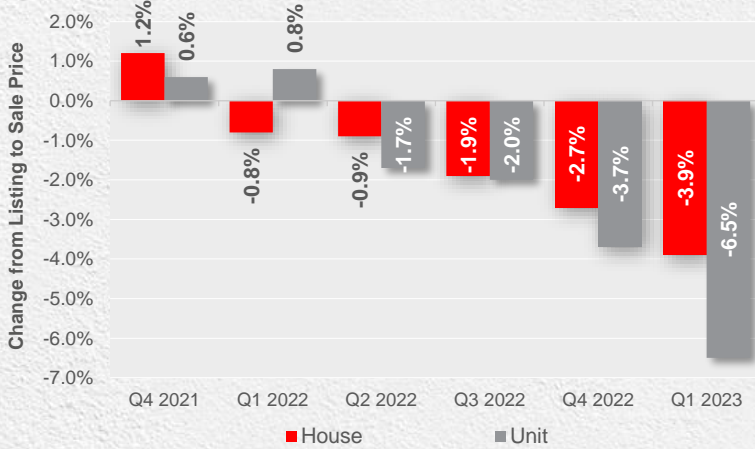
Multiple infrastructure projects will improve liveability for residents, and can make the area more attractive to prospective residents.

The absence of ready to sell supply is concerning for buyers, especially as interest rates begin to stabilise. This can result in higher property prices in the near future.



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.

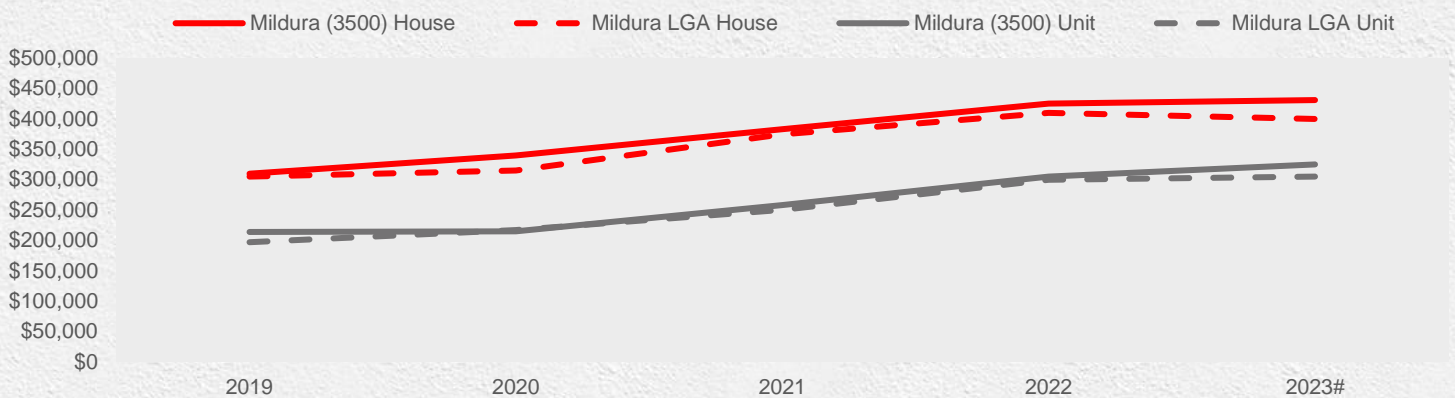


Average vendor discounts between Q1 2022 and Q1 2023 have rapidly shifted to a higher discount of -3.9% for houses and swung to a discount of -6.5% for units. Market conditions in Mildura* have now shifted to favour buyers, as sellers are willing to accept below the initial listing price. Now is the time to buy.

The suburb of Mildura has historically outperformed the wider Mildura Local Government Area (LGA) in both house and unit median prices. 2023# saw a slightly wider gap between suburb and LGA property prices, especially for houses.

The dominant proportion of homes sold in Mildura* across 2022/23# were in the more affordable price point between \$350,000 - \$449,999 (32.3%). Units recorded a dominant most affordable price point below \$249,000 (36.0%). Affordable options are available, in good news for buyers. Owners can take comfort in a resilient premium market, with 17.3% of houses sold above \$550,000 and 26.0% of units sold above \$350,000.

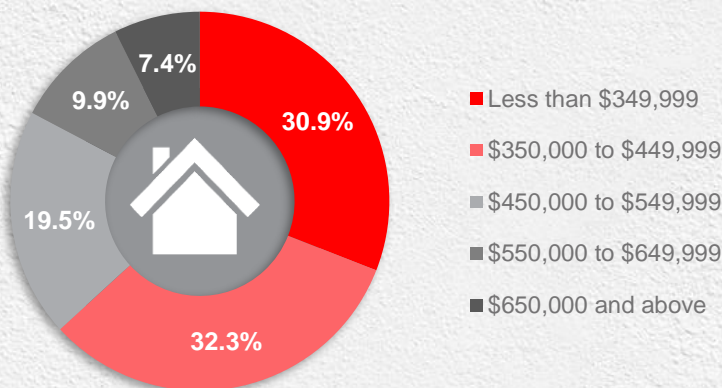
MARKET COMPARISON



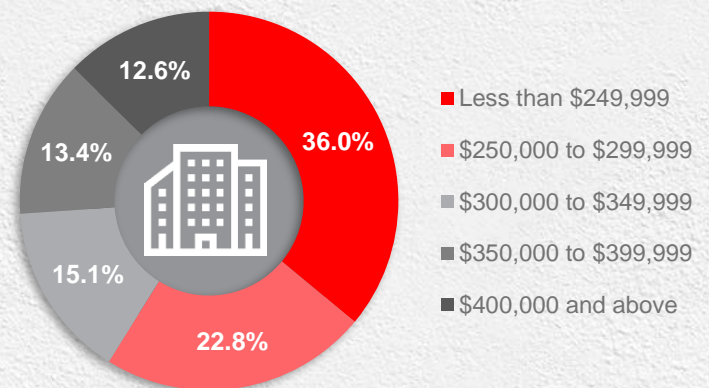
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Mildura.

PRICE BREAKDOWN 2022/23#

HOUSES SOLD



UNITS SOLD

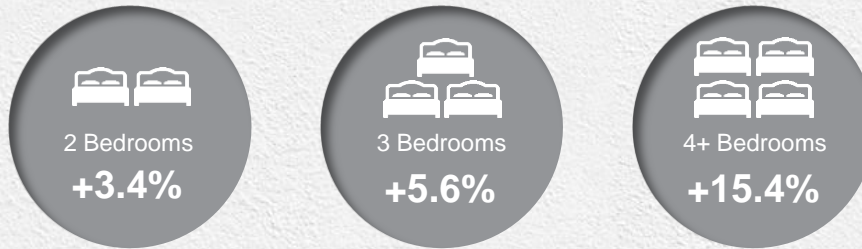


RENTAL GROWTH 2023€

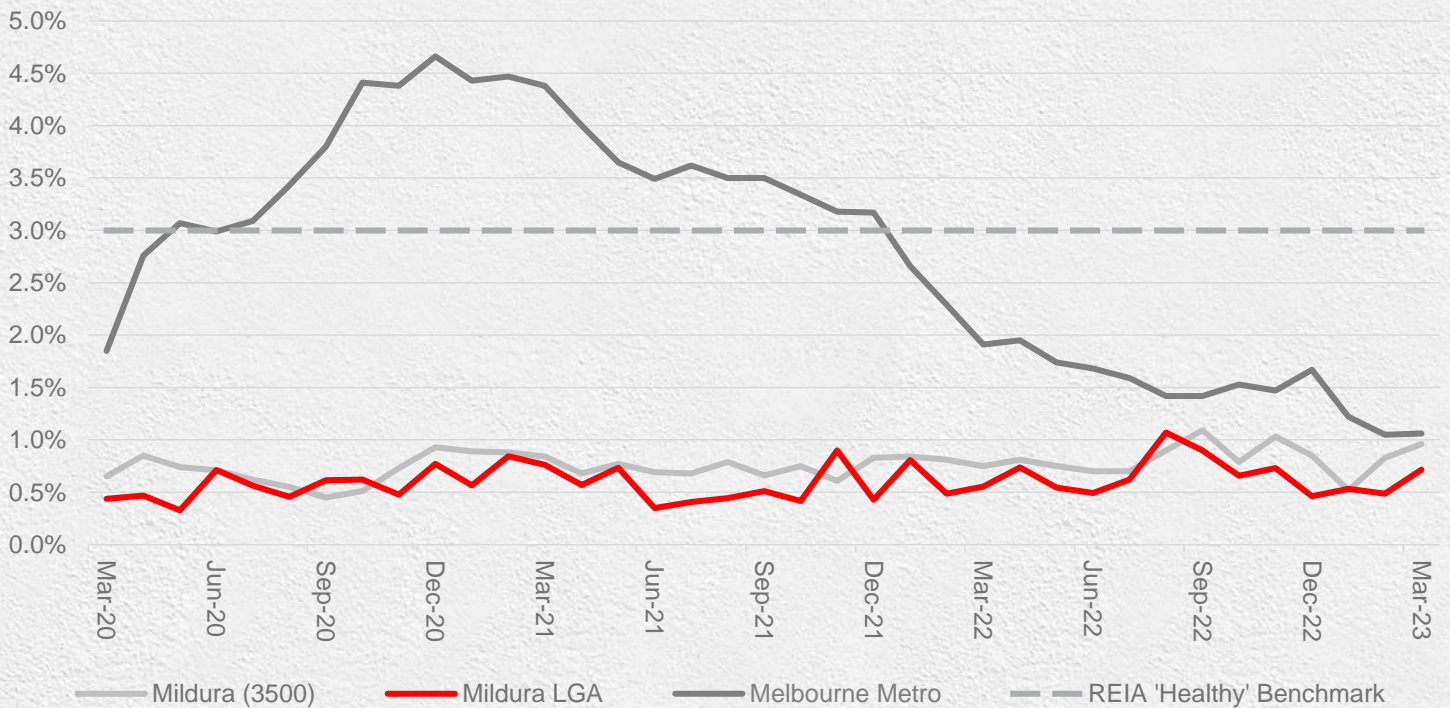
House rental yields in Mildura[¥] was 4.9% in March 2023, significantly higher than Melbourne Metro (2.9%). This was paired with a 8.1% increase in median house rental price in the past 12 months to Q1 2023 (to \$400 per week) and a 5.3% increase in the number of houses rented (to 180 houses). Average days on the market declined by -4.3%, to a low 23 days in Q1 2023. The same pattern can be seen in the unit rental market, confirming a resilient rental market in Mildura[¥].

4+ bedroom houses have provided investors with +15.4% rental growth annually, achieving a median rent of \$450 per week.

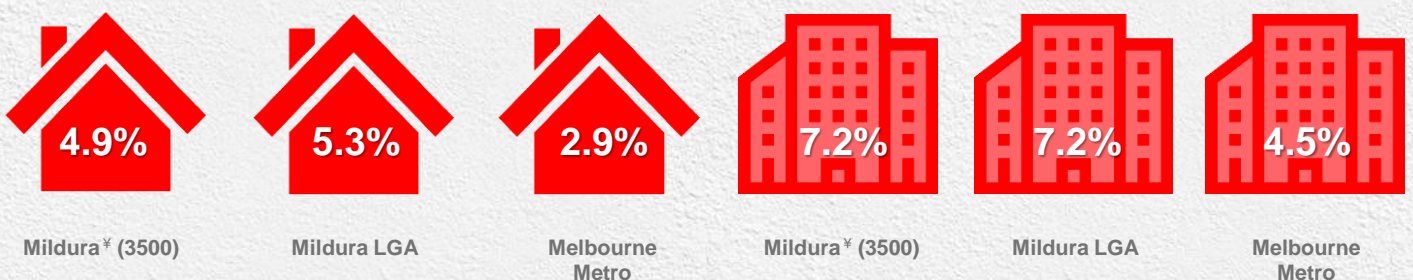
Mildura[¥] recorded a vacancy rate of 1.0% in March 2022, which is slightly below Melbourne Metro's 1.1% average. Vacancy rates Mildura[¥] saw slight spike in the last 6 months, potentially due to investors capitalising on a tight rental market. Yet it is still below the Real Estate Institute of Australia's healthy benchmark of 3.0%. Thus a conducive investment environment, even if confidence has returned to the market and property prices are normalising in the past quarter (Q4 2022 – Q1 2023).



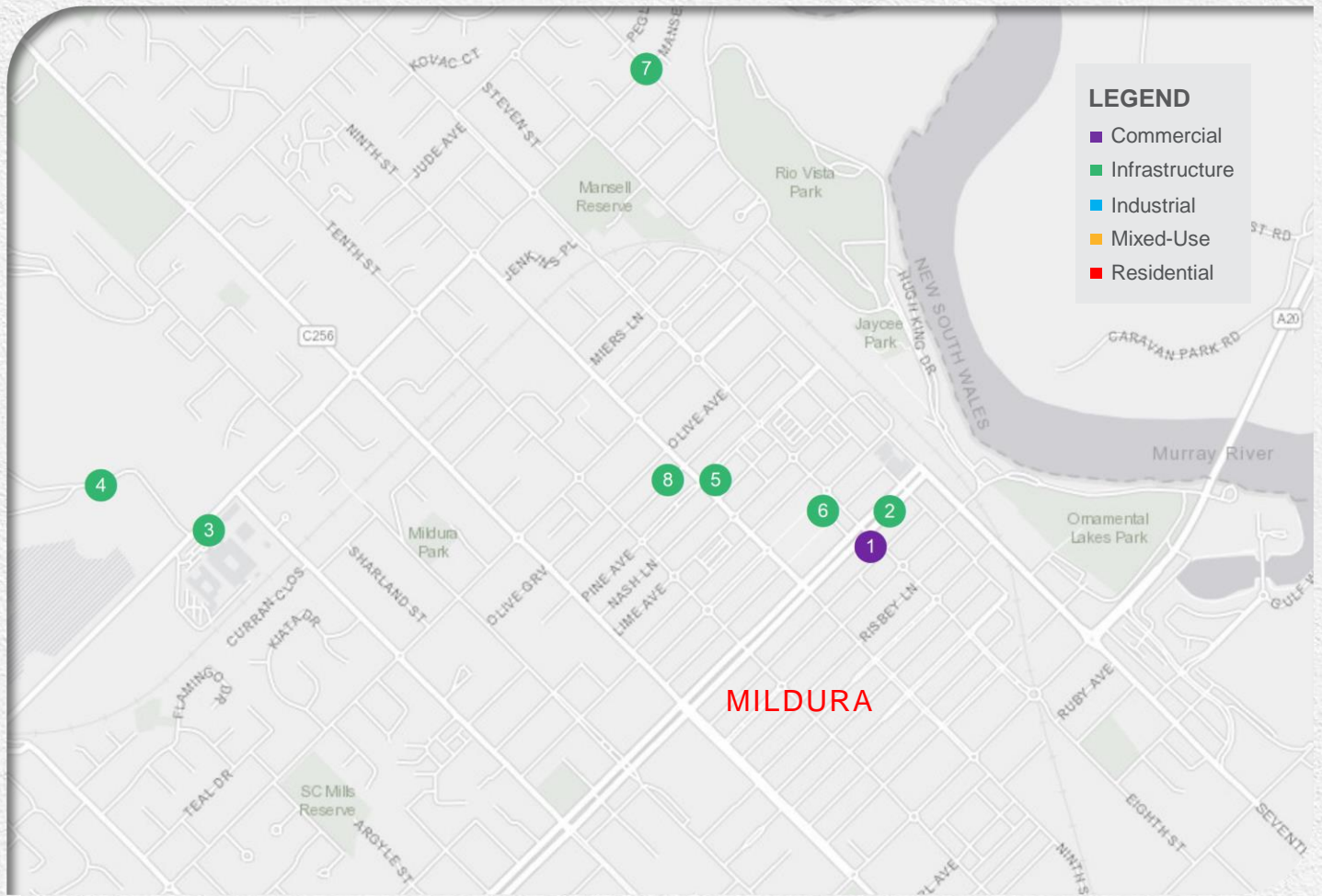
RENTAL VACANCY RATES 2023



RENTAL YIELD 2023\$



TOP DEVELOPMENTS MAP 1st HALF 2023^A



Location	Project [€]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Mildura Multi-level Office	Commercial	\$10,000,000	15/05/2023
2	Mildura Multi-disciplinary Centre	Infrastructure	\$10,000,000	05/06/2023
3	Mildura Base Public Hospital - Operating Theatre Additions	Infrastructure	\$1,500,000	22/05/2023
4	Mildura Landfill Weighbridge And Office	Infrastructure	\$1,500,000	08/05/2023
5	Mildura Rural City Council Footpaths	Infrastructure	\$851,000	03/04/2023
6	Mildura Council Footpath Construction Works	Infrastructure	\$800,000	30/01/2023
7	Ontario Avenue & Sixth Street Roadworks Intersection Upgrade	Infrastructure	\$750,000	28/04/2023
8	Mildura Rural City Council Asphalt Roadworks	Infrastructure	\$400,000	16/01/2023



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.

2023 encapsulates sales transactions for Quarter 1 (01/01/2023 – 31/3/2023) only.

€ Annual rental growth is a comparison between Quarter 1 2022 (01/01/2022 – 31/3/2022) and Quarter 1 2023 (01/01/2023 – 31/3/2023) house median rent figures.

¥ Mildura rental market data encapsulates aggregate property conditions within postcode 3500.

§ Rental yields shown are as reported as of March 2023.

⌘ 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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