

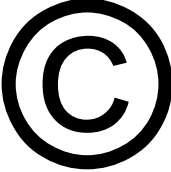

Hamlyn Terrace

Market Update 1st Half 2021



OVERVIEW

In Q1 2021, Hamlyn Terrace* recorded a median house price of \$730,000, and a median unit price of \$500,000. This represents annual (Q1 2020 - Q1 2021) median price growth of 16.8% for houses and 13.6% for units. Between Q1 2020 - Q1 2021 total sales in both markets increased, by 21.1% for houses (to 517 sales) and by 60.5% for units (to 130 sales). Median price growth alongside increased sales suggests real returns on capital investment in Hamlyn Terrace*. Now is the time to transact, particularly for owner-occupiers looking to benefit from a highly demanded market.

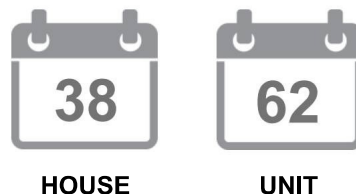
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	t	↓
	House Median Price	t	t
	House Rental Price	t	t
	Unit Sales	t	t
	Unit Median Price	t	↔
	Unit Rental Price	t	t

MARKET CONDITIONS

SALES MEDIAN PRICE Q1 2021



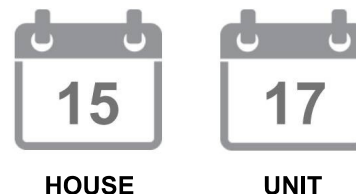
SALES AVERAGE DAYS ON MARKET Q1 2021



RENTAL MEDIAN PRICE Q1 2021

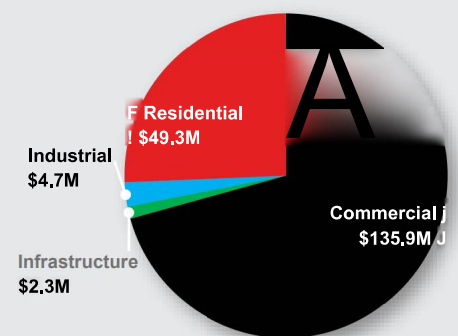


RENTAL AVERAGE DAYS ON MARKET Q1 2021



FUTURE DEVELOPMENTS

Hamlyn Terrace* is set to see approx. **\$192.1 M worth of new projects commencing in the 1st half of 2021.**



A concentration in commercial projects will stimulate economic growth and create new employment opportunities in Hamlyn Terrace*, which should have a positive spill-over impact on the property market.

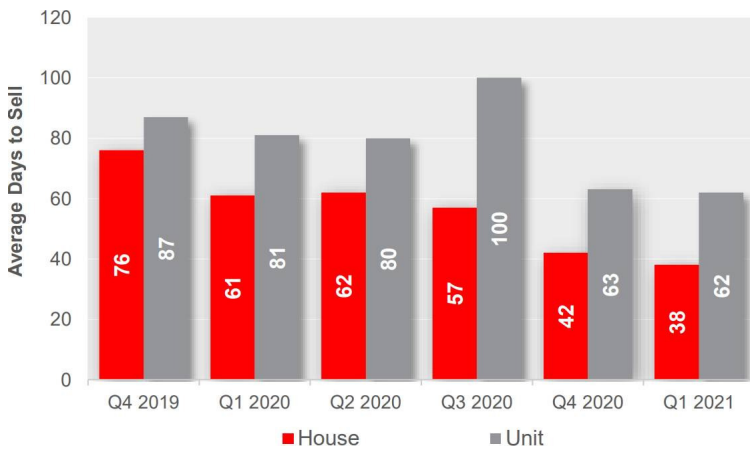
A main commercial project over the 1st half of 2021 is the Vales Point Solar Project (\$117.2M), which will see the creation of a 55MW solar farm. Major infrastructure for the period is the Gwandalan Foreshore Jetty (\$1.0M). The project will see a new fixed timber jetty built, in turn benefiting residents and visitors.

Key residential projects include: Oakland & Ashton Avenues Units (\$13.5M, 50 units), Warnervale & Virginia Rd Residential Subdivision (\$13.5M, 210 lots), Hiawatha Rd Residential Subdivision (\$5.5M, 100 lots), Kamira Rd Dwellings (\$3.3M, 12 dwellings), Wyreema Rd Units (\$4.3M, 18 units).



AVERAGE DAYS TO SELL*

The average number of days to sell a property is a useful indicator for buyer activity. A declining trend in average days to sell suggests an increasingly competitive market, while an increasing trend may indicate a slowing in consumer demand.



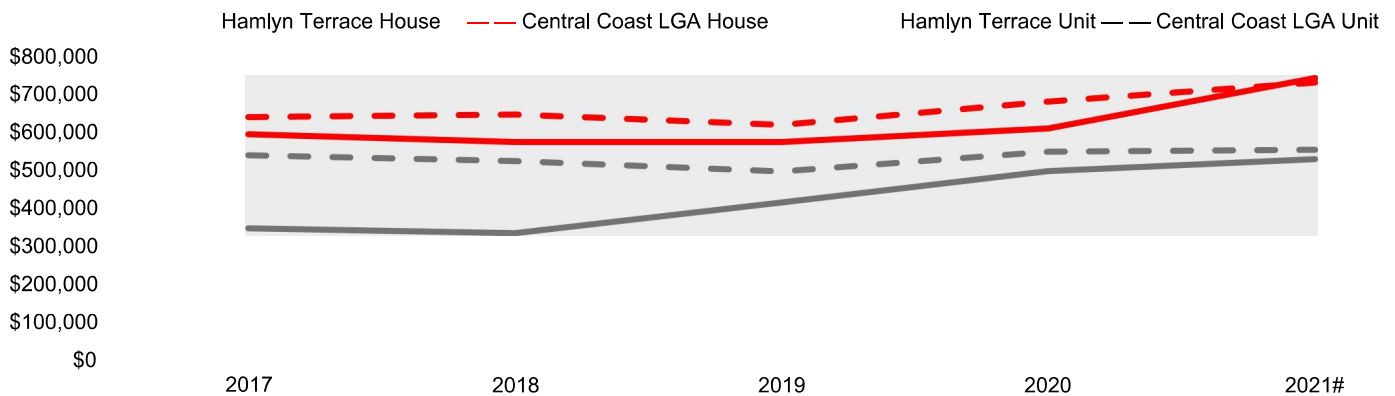
KEY COMMENTS

The average days to sell property in Hamlyn Terrace* have declined in the 12 months to Q1 2021, to 37 days for houses, and to 62 days for units. This suggests buyer demand is on the rise as these properties are selling more quickly, meaning buyers must act now.

The suburb of Hamlyn Terrace has historically offered greater affordability than the wider Central Coast Local Government Area (LGA) in both house and unit median prices. This said, 2021# has seen houses rise sharply, in good news for homeowners in Hamlyn Terrace.

The dominant proportion of homes sold in Hamlyn Terrace* across 2020/2T were in the premium price point above \$800K (24.3%), while units recorded a dominant lower-middle price point of \$350K-\$450K (25.9%). There is a relatively balanced spread in price points for both houses and units, with affordably priced stock available, in good news for buyers.

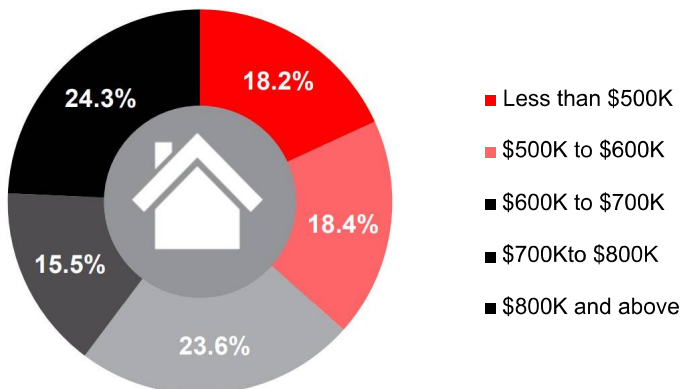
MARKET COMPARISON



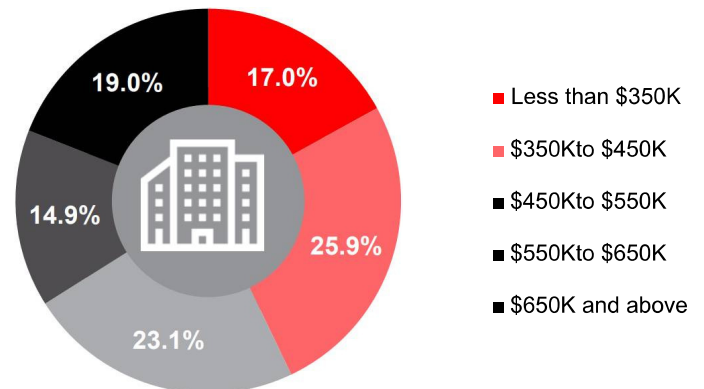
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Hamlyn Terrace.

PRICE BREAKDOWN 2020/21^A

HOUSES SOLD



UNITS SOLD

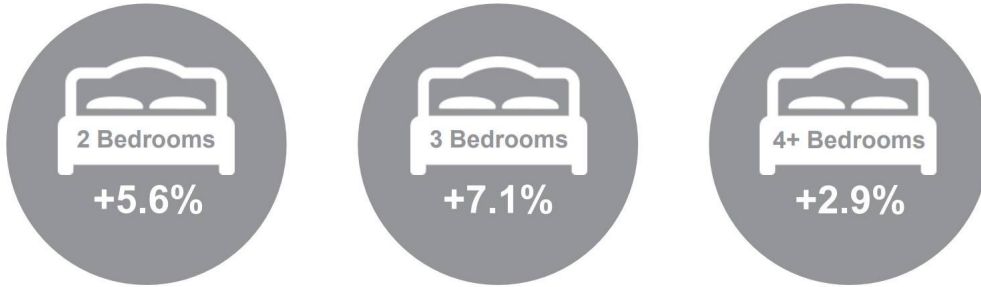


RENTAL GROWTH 2020/21

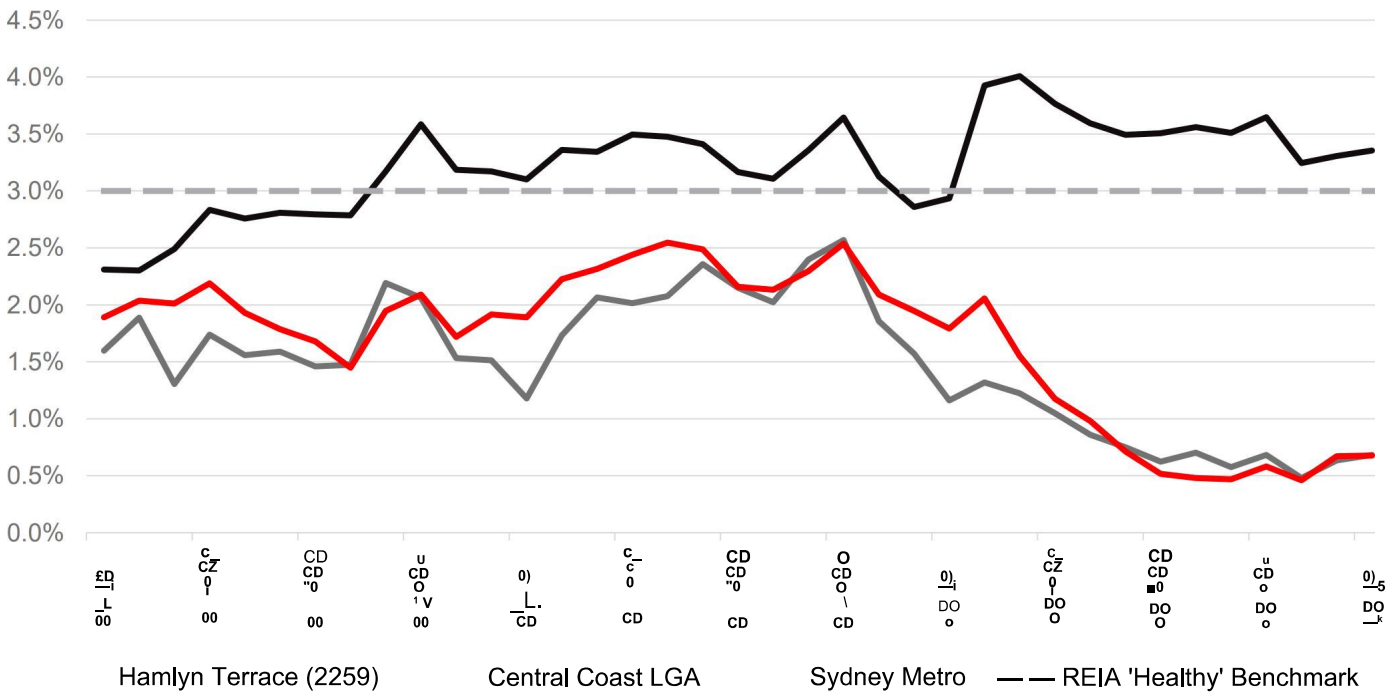
In March 2021, house rental yields in Hamlyn Terrace* were recorded at 3.7%. In the 12 months to Q1 2021, the median house rental price has increased by 5.3% to reach \$400 per week, while average days on the market declined by -36.0% (to just 15 days). Overall this suggests Hamlyn Terrace* has remained a highly resilient rental market throughout COVID-19.

3 bedroom houses have provided investors with +7.1% rental growth annually, achieving a median rent of \$450 per week.

Also in March 2021, Hamlyn Terrace* recorded a very low vacancy rate of 0.7%, on-par with Central Coast LGA (0.7%) and well below Sydney Metro (3.4%). Hamlyn Terrace's* vacancy rate have seen a declining trend since December 2019, whilst remaining well below the Real Estate Institute of Australia's healthy benchmark of 3.0%, even amidst COVID-19 conditions. There is an ongoing healthy rental demand, thus a conducive investment environment in Hamlyn Terrace*.



RENTAL VACANCY RATES 2021



RENTAL YIELD 2021§

