

Property Market Report South Australia

ABOUT THIS REPORT

Preston Rowe Paterson prepare standard research reports covering the main markets within which we operate in each of our capital cities and major regional locations.

The markets covered in this research report include the commercial office market, industrial market, retail market, hotel and leisure market and residential market as well as economic factors impacting on the real estate markets within we operate.

We regularly undertake valuations of commercial, retail, industrial, hotel and leisure, residential and special purpose properties for many varied reasons, as set out later herein. We also provide property management services, asset and facilities management services for commercial, retail, industrial property as well as plant and machinery valuation.

To compile the research report we have considered the most recently available statistics from known sources. Given the manner in which statistics are compiled and published they are usually 3-6 months out of date at the time we analyse them. Where possible we consider short term movement in the statistics by looking at daily published data in the financial press. Where this shows notable fluctuation, when compared to the formal published numbers we have commented accordingly.

September quarter 2016

INSIDE THIS ISSUE:

Adelaide Office Market	2
Industrial Market	3
Retail Market	3
Regional Market	4
Residential Market	5
Economic Fundamentals	8
About Preston Rowe Paterson	10
Contact Us	12



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COMMERCIAL OFFICE MARKET

Adelaide CBD

Investment Activity

Preston Rowe Paterson Research revealed one significant sales transaction in the commercial office market for the September quarter of 2016:

132 Grenfell Street, Adelaide, SA 5000

A local private investor has bought a 5 -level, heritage-listed commercial building from Primewest for \$13.85 million. The 3,155 m2 of net lettable area building occupies a 985 m2 site and is fully-leased for \$1.106 million per annum. There is 1,094 m2 of retail space and 2,095 m2 of office space. The sale reflects a yield of 7.99% and a rate of \$14,061 psm.



Leasing Activity

Preston Rowe Paterson Research recorded the following leasing transactions that occurred in the Adelaide commercial market during the third quarter of 2016:

27 Currie Street, Adelaide, SA 5000

The Australian Institute of Business has agreed to rent over 5,500 m2 of office space from landlord Challenger Life. The term is for 5-years and an annual rent of \$370 psm. The office is fully-fitted out with boardrooms, meeting rooms, work stations and break out areas. The floor plates are at 2,000 m2.

Development Sites

According to the July 2016 edition of Property Council of Australia (PCA)'s Office Market Report, the following new developments are expected for completion in the Adelaide CBD:

113-115 King William Street, Adelaide SA 5000

This much anticipated development is due to be completed in the third quarter of 2016, and will contain 24 floors of office space over an area of approximately 6,900 sqm. The building, partly owned by PMF Development Pty Ltd and Brinz Holdings Pty Ltd, will have an average floorplate size of 340 sqm and will contain no car park spaces. 200 sqm will be allocated as retail space.

170 Frome Street, Adelaide SA 5000

This new development of an office building with 3800 sqm net lettable area is due to be completed by the fourth quarter of 2016. Owned by Emmett Properties, this building will contain 2 office levels and a total of 46 car spaces.



Supply by Grade (Stock)

The July's Office Market Report also revealed that Adelaide's total office space increased by 1.38% to 1,405,665 sqm from the beginning of the year.

Adelaide CBD's office market is predominantly filled with A, B and C Grade office stocks. A Grade offices take up 39.1% of total stocks, whilst B and C Grades take up 26.9% and 20.9% respectively. D Grade offices take up 10.2%. Furthermore, there is no dominant presence of Premium office in the area, with only 3% of total office stock being of Premium status.

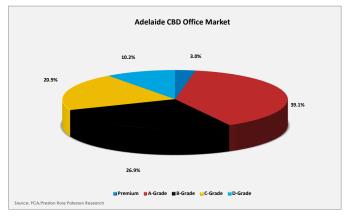


Chart 1 - Adelaide CBD Total Stock by Grade - Source PCA

Net Absorption

The twelve months to July 2016 has brought on a negative office stock absorption of -9,399 sqm. Notably, the six months to July sees the net absorption at -7,822 sqm.

A, B and D Grade all experienced negative net absorptions over the year of -3,334 sqm, -4,723 sqm and -4,042 sqm respectively. However, Premium and D Grade stocks experienced positive net absorption over the same period, of 484 sqm and 2,216 sqm respectively.

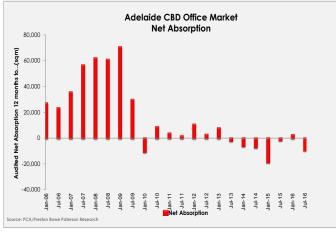


Chart 2 - Adelaide CBD Office Net Absorption - Source PCA

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Total Vacancy

The Adelaide CBD office market vacancy rate increased by 1.7% over the half year to 15.8%. This is attributed to an increase of 2.7% in direct vacancy rates to 14.7% and a decline in sub-lease vacancy of 1.0% down to 1.1%.

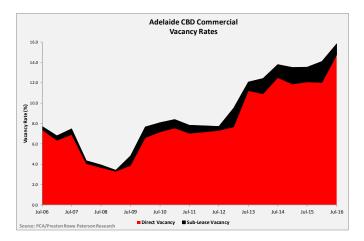


Chart 3 - Adelaide CBD Commercial Vacancy Rates - Source PCA

INDUSTRIAL MARKET

Investment Activity

Preston Rowe Paterson Research recorded no significant sales transactions that occurred in the Adelaide industrial market during the three months to September.

Leasing Activity

Preston Rowe Paterson Research recorded a number of leasing transactions that occurred in the Adelaide industrial market during the three months to September 2016:

30 Bedford Street, Port Adelaide, SA 5015

A private landlord has leased a 10,000 m2 industrial warehouse to a discount pharmacy chain for **7-years with options**. The distribution and storage facility occupies a 2.1-hectare site. The lease reflects a **rate of \$20 psm**. Port Adelaide is located about 14.1 km north-west of the Adelaide CBD.

Gallipoli Drive, Regency Park, SA 5010

Northline has signed a pre-lease from developer Gibb Group to occupy a new \$22 million facility. The 10,000 m2 facility

occupies a 3-hectare site and has office and warehouse space, a workshop and car parking. The lease is for 15-years. Regency Park is located about 9.1 km north of Adelaide's CBD.



RETAIL MARKET

Investment Activity

Preston Rowe Paterson Research revealed that there was one significant sales transactions that occurred in the Adelaide retail market during the three months to September 2016:

160 Sir Donald Bradman Drive, Hilton, SA 5033

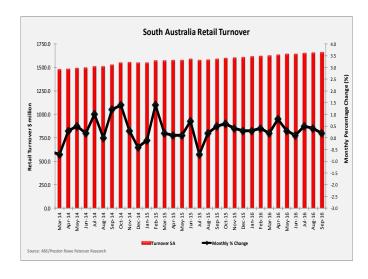
Vicinity Centres has sold the **Hilton Plaza** to a Fort Street-managed real estate fund for **about \$19.2 million** on a **yield of around 6.48%**. The two-level, 4,452.9 m2 of gross lettable area

shopping centre is anchored by a 3,082 m2 Woolworths supermarket, as well as 13 specialty retailers and 3 ATMs. There are also 225-car spaces. The sale of the 9,180 m2 site reflects a **rate of \$2,092 psm**. Hilton is located around 2.9 km west of Adelaide's CBD.



Retail Statistics

Australian Bureau of Statistics' Category 8501.0 Retail Trade for September indicates a positive performance in South Australia's retail turnover. Over the month to September, seasonally adjusted turnover for all industries increased by 0.22% to \$1,662.3 million. A year on year analysis shows that retail turnover had increased by 4.53% from September 2015. This figure when compared nationally is strong, as retail turnover was just 3.3% higher nationally for the year.



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Modest turnover results were recorded different subgroups in Australia's retail industry for the month of September. Household goods, Clothing & footwear and Department stores all experience declines in their turnover the month, offset by rises in turnover in Food retailing, Other retailing and Café & restaurants.

The largest monthly decline stemmed from Department stores, with turnover declining 1.44% over the month to \$109.7 million. Turnovers for Household goods and Clothing & footwear declined by 0.04% and 0.46% respectively. Their respective turnover for September was \$243.7 million and \$108.8 million.

On the other hand, Food retailing experienced the largest increase in turnover, of which it increased by 0.68% to \$744.5 million. Other retailing increased by 0.47% to \$256.4 million, and Café & restaurant increased by 0.10% to \$191.4 million.

In comparison, Australia experienced rises in turnovers in sales of household goods (2.3%), Cafes & restaurants (1.0%) and Department stores (0.5%). Declines were experienced in turnovers for Clothing & footwear and Other retailing, of -0.6% and -0.1% respectively.

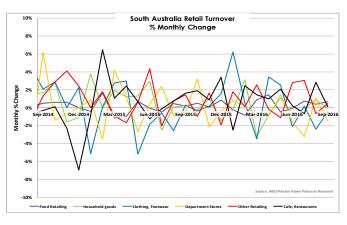


Chart 5 – South Australia Turnover % Monthly Change – Source PCA

South Australia performed strongly on an annual basis, with only declines over the year stemming from turnovers of Household goods and Department stores. Café & restaurants' turnover was up 13.86% for the year. Other retailing, Clothing & footwear and Food retailing turnover figures were all up for the year, by 7.73%, 5.53% and 4.04% respectively. Department stores declined the most over the year, with a drop of 4.02% in turnover. Household goods fared better, though still experienced a decrease of 0.69% over the year.



Ball Sculpture, Rundle Mall, Adelaide

REGIONAL MARKET

Investment Activity

Preston Rowe Paterson Research recorded the following sales transactions that occurred in the South Australia Regional Market, during the three months to September 2016:

California Road & Bayliss Road, McLaren Vale, SA 5171

The Conte family has sold three **Conte Estate Wines** vineyards to an undisclosed buyer for **\$2.5 million**. The vineyards cover 53 -hectares and 35-hectares are planted to shiraz, cabernet sauvignon, pinot noir, gewürztraminer and chardonnay varietals. There is also a water licence for 118-megalitres. The sale reflects a **rate of \$47,169.81 per hectare**. McLaren Vale is located around 40.4 km south of Adelaide's CBD.

Malpas Road, McLaren Vale, SA 5171

Casella Family Brands has purchased a 162-hecatre rural property for \$12.4 million. The Hawthorn Ridge and Reedy Creek vineyard focuses on shiraz and cabernet sauvignon varietals. The sale reflects a rate of \$76,543.21 per hectare. McLaren Vale is located around 41.4 km south of Adelaide's CBD.





RESIDENTIAL MARKET

Economic Statistics

Building approvals during September indicate strong growth in approvals for units and apartments, albeit a more modest increase in approvals for housing construction. Over the month, the total number of house dwelling approvals increased by 1.80%, from 557 to 567. However, September's figure reflect a 12.28% increase from the previous twelve months.

Total number of units and apartments approvals were up 28.88% over the month of September, from 187 approvals to 241. In stating this, September's figure reflect a year on year decline of 25.62% from twelve months prior.

The Great Adelaide's total dwellings approval to date is at 7,240 approvals.

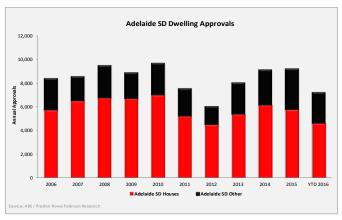


Chart 6 – Adelaide SD Dwelling Approvals – Source ABS

<u>ADELAIDE</u>

Market Affordability

Market affordability figures for the September figures are currently not available from the Real Estate Institute of Australia (REIA), hence we have used their latest statistics from the June quarter for our analysis below.

Median house prices in Adelaide increased by 2.4% over the March quarter to \$450,500, signifying an annual growth of 4.8% from June 2015. Notably, Inner Adelaide's house price increased by 8.2% over the quarter to \$740,000. Middle and Outer Adelaide's price had a mediocre performance when compared to the Inner zone, with growths of 1.5% and 0% respectively. Their respectively median house prices stand at \$503,000 and \$340,000.

When we look at median house price change over the year, Inner Adelaide's prices increased the most with a 13.7% change over the year. Middle Adelaide's prices increased by 4.8%, and Outer Adelaide by 0.6%.

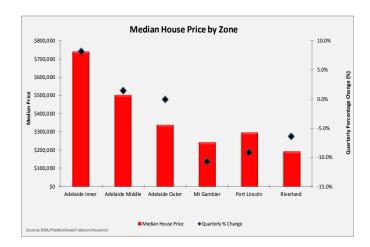


Chart 7 - Median House Price by Zone - Source REIA

The overall median price for other dwellings in Adelaide city increased by 3.1% over the June guarter, to \$335,000. When compared to last year, this price reflects an annual growth of

Out of the three Adelaide zones, Outer Adelaide performed the best with a quarterly increase of 3.3% to \$267,500. Inner and Middle Adelaide's median prices both declined, by 0.5% and 1.2% respectively. Their respectively median sales prices stand at \$365,000 and \$331,000.

Year on year, Outer Adelaide and Middle Adelaide's median prices increased by 5.9% and 0.9% respectively. In contrast, Inner Adelaide prices declined by 2.7% over the same period.



Chart 8 - Median Price for Other Dwellings by Zone - Source REIA

Rental Market

Figures from the June quarter revealed mediocre results in Adelaide's house rental market. Increases were only recorded in Middle Adelaide's 2 and 3 bedroom houses, of 0.8% and 1.3% respectively. Their respective rental prices stand at \$305 and \$380 per week.

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Quarterly growth was stagnant in Outer Adelaide's 3 bedroom houses, with rent remaining at \$300 per week in the June quarter. The rest of Adelaide experienced declines in their weekly median rent. Inner Adelaide's and Middle Adelaide's 4 bedroom houses experienced the largest decline, of 5.5% and 4.3% respectively. Their respective median weekly prices stand at \$520 and \$440 per week. Inner Adelaide's 2 and 3 bedroom house rent declined by 1.3% and 1.2% respectively to \$375 and \$425 per week. Outer Adelaide's 2 and 4 bedroom houses experienced declines of 1.0% and 1.4% respectively, to \$257.5 and \$365 per week.

When we look at changes over the year in Adelaide's rental market for houses, we observe a similarly mediocre environment, with the largest increase stemming from Outer Adelaide's 4 bedroom houses with 1.4%. This indicates very weak results coming out of Adelaide for the quarter. Furthermore, the largest annual decline stemmed from Middle Adelaide's 2 bedroom houses, with which its median weekly rent declined by 3.9%.

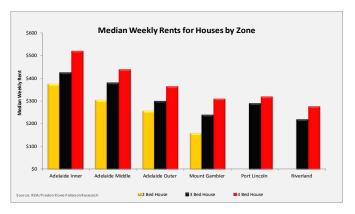


Chart 9 – Median Weekly Rents for Houses by Zone – Source REIA

Adelaide's Other dwellings' rental prices had mixed changes over the June quarter. Outer Adelaide's 1 bedroom units experienced the largest increase, of 17.1% to \$205 per week. This was followed by Middle Adelaide's 1 bedroom units which increased by 8.7% to \$239.10 per week, and Inner Adelaide's 1 bedroom units which increased by 3.7% to \$280 per week. Middle Adelaide's 3 bedroom units experienced no change in their median rent, remaining at \$360 per week. The rest of Adelaide experienced declines in their weekly rents. Inner Adelaide's 2 and 3 bedroom experienced declines of 6.3% and 2.3% respectively, down to \$300 and \$420 per week. Middle Adelaide's 2 bedroom units and Outer Adelaide's 2 and 3 bedroom units declined by 1.8%, 1.9% and 1.6% respectively, down to \$275, \$260 and \$305.

Annual change over the year also revealed mixed changes over the twelve months to June in Adelaide's Other dwelling rental market. Inner Adelaide's 1 and 3 bedroom units, as well as Middle Adelaide's 1 bedroom units experienced increases of 2.6%, 2.4% and 4.0% respectively. Declines were recorded in Inner Adelaide's 2 bedroom units, Middle Adelaide's 2 bedroom units and Outer Adelaide's 3 bedroom units of -3.2%, -1.8% and -1.6% respectively. Middle Adelaide's 3 bedroom units and Outer Adelaide's 1 and 2 bedroom units experienced no annual change in their median weekly rental

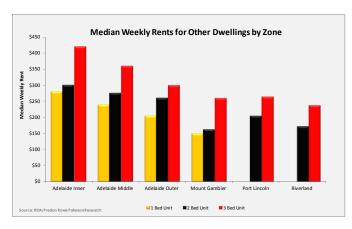


Chart 10 - Median Weekly Rents for Other Dwellings by Zone - Source REIA

MOUNT GAMBIER



Market Affordability

Over the June quarter, Mount Gambier's median house price declined by 10.7%, to \$247,000. However, this figure still reflects an annual increase of 5.1%.

The median price for Other dwellings in Mount Gambier stand at \$175,000, which reflects a decline of 7.4% over the year.

Rental Market

Mount Gambier's median weekly rent for houses declined over the June quarter. The 2, 3 and 4 bedroom house rents declined by 7.8%, 3.0% and 6.1% respectively. Their rental price as of June stand at \$160, \$240 and \$310 per week respectively.

The median house rents have increased in the quarter. 2, 3 and 4 bedroom houses in Mount Gambier experienced an increase of 2.1%, 3.1% and 3.1% to their new median weekly rental price of \$173.50, \$247.50 and \$330 respectively. Over the year, these prices reflect an annual change of 0.0%, 4.3% and 3.3% respectively.

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PORT LINCOLN



Market Affordability

The median house sales price in Port Lincoln increased by declined by 9.1% over the June quarter to \$300,000. This figure translates to a decline of 7.7% over the year to June.

There was no other dwelling median sales price data recorded by the REIA for Port Lincoln in the quarter.

Rental Market

Mixed results were recorded for changes in rental market for houses in Port Lincoln. No information was available for changes or the rental price for 2 bedroom houses. An increase of 3.6% was recorded in median rental price for Port Lincoln's 3 bedroom houses, which stand at \$290 per week. 4 bedroom houses in Port Lincoln experienced a decline of 11.1% in their weekly rental price, down to \$320 per week.

Port Lincoln's Other dwellings' rental prices for 2 and 3 bedroom units for the June quarter stand at \$205 and \$300 per week respectively.

RIVERLAND



Market Affordability

Median sales prices for houses in Riverland for the June quarter declined by 6.4% to \$196,600. However, this figure reflects an annual increase of 15.6%.

There was no other dwelling median sales price data recorded by the REIA for Riverland in the quarter.

Rental Market

Mixed results were recorded in Riverland's median weekly house rents over the June quarter. Riverland's 3 bedroom houses experienced a declined of 8.3% in their weekly rental price down to \$220 per week. 4 bedroom houses in Riverland experienced and increase of 4.7% in their median rental price, up to \$277.5 per week.

Limited data is available for rental prices for Riverland's Other dwellings. Changes were recorded for 2 bedroom dwellings, which increased by 1.5% over the quarter to \$172.5 per week. This price reflects an annual increase of 4.5%.



ECONOMIC FUNDAMENTALS

GDP

GDP figures for the September quarter will not be available until the 7th of December, and hence we will use June's figure for the following analysis of growth in the Australian economy. A seasonally adjusted chain volume growth of 0.5% was recorded for the second quarter, and 3.3% for the twelve months to June. The quarterly figure signifies twenty-one consecutive quarters of growth for Australia, with our last recession occurring 25 years ago in 1991. In trend terms, annual growth stood at 3.1%, with the main sources of growth being Mining (0.8%), Financial and insurance services (0.5%), Public administration and safety (0.3%), Construction (0.2%) and Wholesale trade (0.2%) industries. In contrast, the largest detractor to growth was manufacturing (-0.2%).

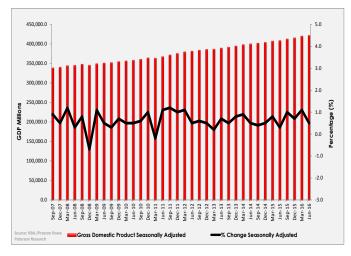


Chart 19 – Gross Domestic Product (GDP) – Source ABS

Interest Rate Movements

Following the Reserve Bank of Australia's monthly meeting, the Board kept interest rates unchanged at 1.50% for October 2016. This comes at the back of the RBA's decision to cut interest rates to historic lows in August, as a result of inflation declining to its lowest level since 1999, in conjunction with slower than average growth in the world economy. The decision to have rates unchanged for the second month in a row is backed by modest improvements in Australia's economy, with declines in the mining industry being offset by growths in residential construction, public demand and imports. Furthermore, the RBA reiterated that commodity prices had been rising over the past few months, coming off the reduction in demand from China from the previous few years.

The twelve months to October saw the interest rate dropping 50 basis points, whilst the 10-Year government bonds and 90-Day Bill rate reducing by 71 basis points and 44 basis points respectively.

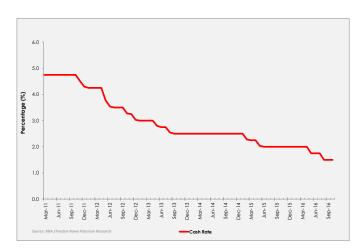


Chart 20 - Cash Rate - Source RBA

CPI

Figures from the Australian Bureau of Statistics indicate that headline inflation in the third quarter of 2016 grew by 0.7%, with year-on-year growth at 1.3%. These figures show strong improvements in inflation from the last quarter, which only increased by 0.4% over the quarter and 1.0% over the year to June. However, when we look at underlying inflation for September, which measure inflationary pressures from only the change in market forces, a quarterly rise of 0.35% and yearly change of 1.5% were recorded.

The largest contributors to the hike in prices stemmed from Fruit (19.5%), Vegetables (5.9%), Electricity (5.4%) and Property rates (4.0%). In contrast to this, Index figures for Fuel and Telecommunications both declined over the quarter, by -2.9% and -2.5% respectively.

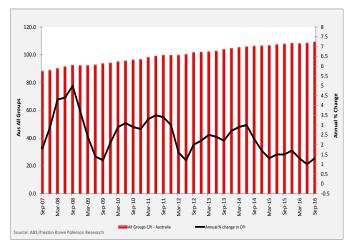


Chart 21- Consumer Price Index—Source—ABS



10 Year Bond & 90 Day Bill Rate

Over the month to September, Australia's 10-Year Government Bonds rate increased by 11 basis points to 1.99%. This rate however, reflects a 0.14% (0.71%) decrease from three (twelve) months prior. The 90-Day Bill rate decreased by 0.02% over the month to 1.73%. This rate also reflects a decrease of 0.26% (0.44%) from the previous three (twelve) months. The monthly changes in the 10-Year bonds rate and the 90-Day bill rate reflect a yield spread of 2 basis points.

The 10-Year government bond rate reached an all-time low of 1.82% at the start of August, following drops in yields in the US and major European countries like Britain and Germany during that time. However, upward movements have been recorded ever since as the Australian bond market continue to mirror changes occurring in the US's bond market, reaching 34 basis points higher than its lowest, to a high 2.17% at one stage.

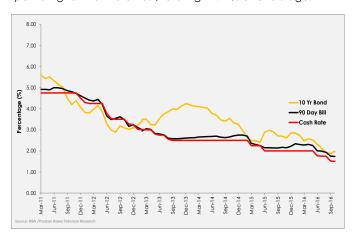


Chart 22 –90 Day Bill, 10 year bond and cash rate – MONTHLY – Source RBA

Consumer Sentiment

September of 2016 has seen positive gains in consumer sentiment, in which the Westpac Melbourne Institute of Consumer Sentiment increased by 0.4% to 101.4 over the month. However, when compared to three months prior, consumer sentiment had decreased by 0.8%, from June's index of 102.2.

Westpac's Chief Economist, Bill Evans, stated that the index has remained relatively stable over the six months to September, despite the many economic events occurring during that time. Notably, two interest rate cuts (May and August), the Federal Election and Federal Budget, as well as major political changes occurring offshore (Brexit and the US Elections) have all occurred during this time. However, considering these outside forces, we have not experienced any drastic changes in consumers sentiment.

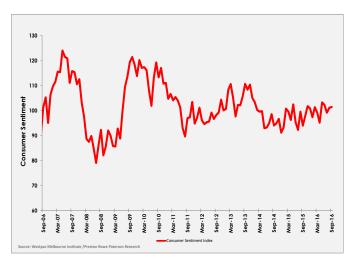


Chart 23- Consumer Sentiment Index - Source - Westpac-Melbourne

Labour force

Unemployment rate fell 0.1 percentage point to 5.6% in September, with total number of people with jobs falling by 9, 800 (seasonally adjusted) in the month. Furthermore, full time employment reduced by 53,000 persons, and notably, parttime employment increased by 43,200 persons. When we look seasonally adjusted figures for states and territories, New South Wales and Tasmania were the only states to record an increase in employment over the month.

Over the month of September, Victoria experienced a decline in seasonally adjusted employment by 12,766 persons to 3.057 million. The unemployment rate in Victoria remained unchanged at 5.7% for September. Furthermore, Victoria's participation rate experienced a slight increase of 0.1% from the previous month to reach 59.0%.

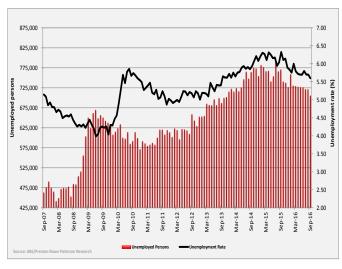


Chart 24 - Unemployment - Source ABS

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At Preston Rowe Paterson, we pride ourselves on the research which we prepare in the market sectors within which we operate. These include Commercial, Retail, Industrial, Hotel & Leisure and Residential property markets as well as infrastructure, capital and plant and machinery markets

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- . Residential development projects
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- . Co-operatives
- . Developers
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- . Hotel owners and operators
- . Institutional investors
- . Insurance brokers and companies
- . Investment advisors
- . Lessors and lessees
- . Listed and private companies corporations
- . Listed Property Trusts
- Local, State and Federal Government Departments and Agencies
- . Mining companies
- . Mortgage trusts
- . Overseas clients
- . Private investors
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- . Asset Management
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- . Compulsory acquisition and resumption
- . Corporate merger & acquisition real estate due diligence
- . Due Diligence management for acquisitions and sales
- . Facilities management
- . Feasibility studies
- . Funds management advice & portfolio analysis
- . Income and outgoings projections and analysis
- . Insurance valuations (replacement & reinstatement costs)
- . Leasing vacant space within managed properties
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12

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