

Sydney Impact Report Residential Development Market

STEADY START TO 2016

Residential development sites located within the inner city remained the dominant choice for investment in the first quarter of 2016. Unsurprisingly the outer Sydney regions has reported a higher interests in development site opportunities in the quarter due to the state government's infrastructure initiatives and media promotion of the western cities. The local government areas with the most development site transactions in the quarter were Ryde, Botany Bay and The Hills. It was also noted that during the quarter, there was an increased number of sales of large amalgamated sites.

Compared to the March 2015 results, the number of development site transactions has risen despite the changing laws on foreign investment loans, impending changes to council amalgamations and pessimistic global economic outlook. Both local and foreign developers continued to take advantage of the low interest rate and currency environment.

March Quarter 2016

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RESIDENTIAL LGA ZONES

According to the Real Estate Institute of Australia, the local government areas (LGAs) in the Sydney's Statistical Division will be divided up into three geographical rings being inner, middle and outer. The LGAs included in each geographical ring are listed below.

Inner Sydney

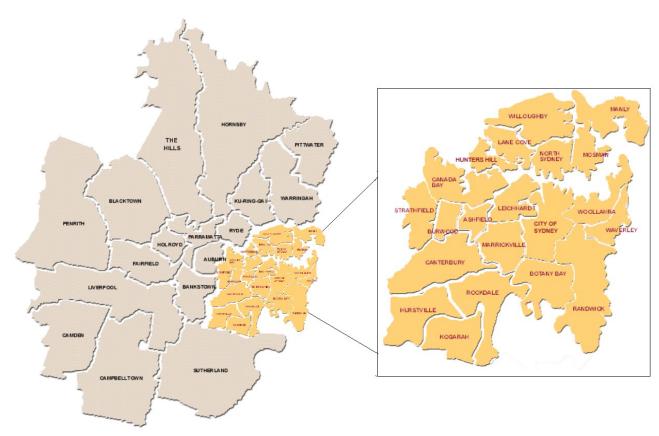
- Ashfield, Botany Bay, Lane Cove, Leichhardt, Marrickville, Mosman, North Sydney, Randwick, Sydney City [South Sydney merged since 2004], Waverly, Willoughby and Woollahra.
- According to the Australian Bureau of Statistics (ABS), the Inner Sydney total population in 2015 is estimated to be 932,747, whereby the Sydney City LGA assumes the largest population at 205,339 persons.

Middle Sydney

- Auburn, Bankstown, Burwood, Canada Bay, Canterbury, Hunters Hill, Hurstville, Kogarah, Ku-ring-gai, Manly, Parramatta, Rockdale, Ryde and Strathfield.
- According to the ABS, the Middle Sydney total population in 2015 is estimated to be 1,360,442. The Bankstown LGA assumes
 the total population at 203,202 persons.

Outer Sydney

- Blacktown, Camden, Campbelltown, Fairfield, Hawkesbury, The Hills, Holroyd, Hornsby, Liverpool, Penrith, Pittwater, Southerland and Warringah.
- According to the ABS, the Outer Sydney total population in 2015 is estimated to be 2,166,806. The Blacktown LGA has the highest recorded population over all other Sydney LGAs with 339,328 persons.



Sydney metropolitan LGA boundaries – Source - Division of Local Government

RESIDENTIAL MARKET

According to the Australian Bureau of Statistics category 8731.0 Building Approvals March 2016, the total number of house dwelling approvals in the Sydney Statistical Division over the month have increased from 1,052 approvals in February to 1,218 approvals in March. However, it reflected an annual decrease of -13.2% when compared to house dwelling approvals in March 2015.

The total number of non-house dwelling approvals grew by 56% from 1,950 dwelling approvals in February to 3,043 dwelling approvals in March. In comparison to March 2015, a -7.65% decline was recorded.

The total dwelling approvals in the year to 2016 was 9,718. The dwelling approval figures analysed above shows that residential development activity in the Sydney market is gaining momentum in the March quarter despite a slowdown in house dwelling approvals towards the end of 2015.

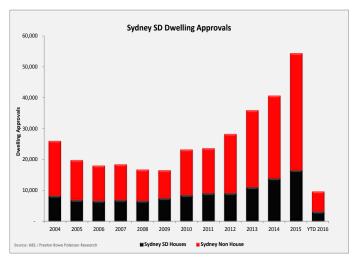


Chart 1 - Sydney SD Dwelling Approvals—Source ABS

Market Affordability

Market affordability figures for the March quarter 2016 are not available from the Real Estate Institute of Australia (REIA), however, we have used figures from the December quarter 2015 for our analysis.

According to the REIA, the December quarter saw Sydney Median House price decrease by -2.5% to \$1,025,500. However, this reflected a 13.9% annual growth. The Sydney median house price recorded mixed results across all zones. Outer Sydney recorded the quarterly growth of 2.8% to \$699,000. Inner Sydney prices fell by -4.6% to a median price of \$1,650,00 and Middle Sydney median house price remain unchanged at \$1,250,000.

Over the twelve months to December 2015, all zones recorded growth in the median house price. The highest annual growth was reported in Middle Sydney (20.8%), followed by Outer Sydney (13.2%) and Inner Sydney (10%).

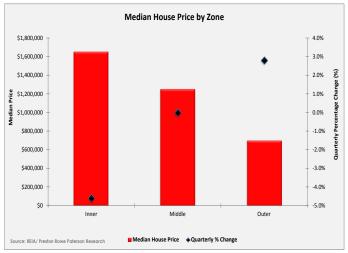


Chart 2 - Median House Price by Zone - Source REIA

Other dwellings median prices also declined over the quarter. The median price for other dwellings in Sydney fell by -2.1% to \$662,800. Inner Sydney recorded a -0.7% decrease to a median price of \$815,000, and Middle Sydney median price fell by -1% to \$670,000. Outer Sydney other dwelling median price increased by 2% to \$580,000.

The year on year comparison saw an increase in across zones of inner, middle and outer Sydney, recording an annual growth of 8.7%, 19.8% and 12.6% respectively.

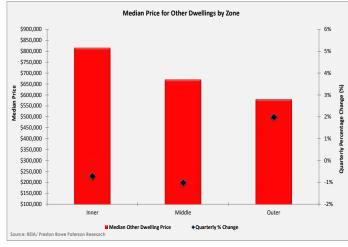


Chart 3 - Median Price for Other Dwellings by Zone - Source REIA

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Rental Market

Over the December quarter, the Sydney house rents have generally increased. The largest rent increase was recorded in the Outer Sydney 3 bedroom house, growing by 2.3% to \$440. Followed by Middle Sydney 1 bedroom house and Outer Sydney 2 bedroom house rents increasing by 1.8% and 1.4% respectively to median weekly rent of \$570 and \$3650. Inner Sydney 2 bedroom house rent tightened by -0.7% to \$680.

Inner Sydney 3 bedroom and Outer Sydney 2 bedroom house rent remain unchanged in the quarter at \$850 and \$480 respectively.

Over the twelve months to December 2015, all Sydney zones recorded rental growth. The highest annual growth was recorded in Middle Sydney 2 bedroom house rents increasing by 6.7%, followed by Outer Sydney 3 bedroom and Inner Sydney 2 bedroom house rent increasing by 4.8% and 4.6% respectively.

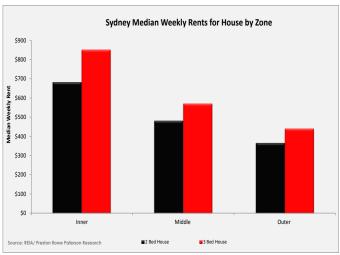


Chart 4 - Sydney Median Weekly Rents for House by Zone - Source REIA

The December quarter results on other dwelling rents revealed a relative stable market across all zones. Rental growth were recorded in the Inner Sydney 1 bedroom other dwellings by 4% and Middle Sydney 1&2 bedroom other dwellings of 2.2% and 1% to median weekly rents of \$460 and \$485 respectively.

Rents remain unchanged in the quarter in the Inner Sydney 2 bedroom other dwellings and Outer Sydney 1&2 bedroom other dwellings to \$650, \$350 and \$410 respectively.

Over the twelve months to December 2015, all Sydney zones recorded growth in other dwelling median weekly rents. The highest annual growth recorded were Middle Sydney 1 bedrooms and Inner Sydney 1 bedroom with an annual growth of 4.5% and 4% respectively.

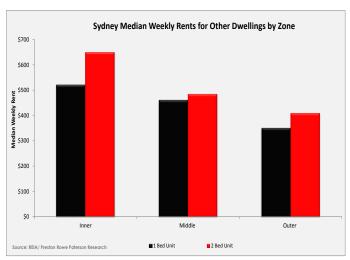


Chart 5 - Sydney Median Weekly Rents for Other Dwellings by Zone - Source REIA

Over the December quarter, the sales activity in Sydney has shown that there was an overall decline of median sales price in both houses and other dwellings.

Vacancy Rates

The total Sydney metropolitan vacancy rate remained at 1.7% over the month to March 2016. On a year on year analysis, the Sydney metropolitan's total vacancy condition has tightened by 0.2%.

Inner Sydney was the only region to record no changed in vacancy over the month to March at a rate of 1.3%. Middle Sydney vacancy increased by 0.3% to a rate of 1.9% and Outer Sydney vacancy decreased by -0.3% to 1.8%.

The overall Sydney residential market vacancy rates declined over the March quarter. Both Inner and Middle Sydney vacancy rates tightened by -0.5%, and Outer Sydney vacancy rate fell by -0.1% in the quarter.

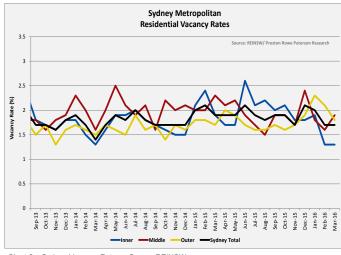


Chart 6 - Sydney Vacancy Rates - Source REINSW

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RESIDENTIAL DEVELOPMENT SUPPLY

The outlook for high-rise development supply in Sydney was concentrated in the Middle and Outer Sydney regions during the March quarter 2016. The number of developments in Outer Sydney is forecasted to produce about 12,900 new units in the 2016-17 period. The Inner Sydney region will contribute 8,000 units and the Middle Sydney region is expected to add 12,100 new units.

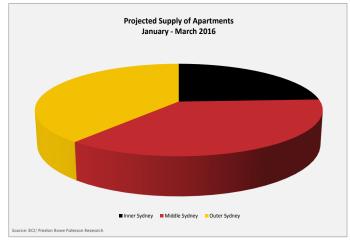


Chart 7 — Projected Supply of Apartment Units in Metropolitan Sydney in March Quarter 2016 — Source — Preston Rowe Paterson Research

According to Building Construction Information Australia, the March quarter revealed that there were over 160 development applications and approvals for residential developments such as apartments, townhouses, estates and town centre. In comparison to the December quarter, the total Sydney residential development activity has increased by 6.7%.

Inner Sydney

The Inner Sydney region recorded approximately 44 development applications at various stages of approval in the March quarter. The Inner Sydney area was forecasted to introduce more than 8,000 new units over 1.1 million square metres of residential development. The development values in the region is estimated to be approximately \$3 billion.

The Sydney LGA recorded the highest number of proposed units and total estimated development value in the Inner Sydney region. The area recorded over \$1.1 billion worth of developments across 17 developments. Notable developments includes the 'Arc by Crown', 'Emblem Waterloo' and 'Sugarcube Apartments'.

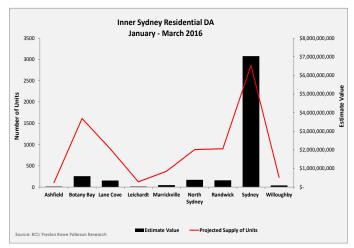


Chart 8 – Inner Sydney Residential Development Approvals -- Source— Preston Rowe Paterson Research

One of the developments in the southern precinct of the Sydney CBD is 'One30 Hyde Park', located on 130-134 Elizabeth Street. The development site is located on the corner of Elizabeth and Liverpool Street opposite the south end of Hyde Park. The residential tower will be developed by Ecove. The 38 storey tower will house 140 luxury apartments, 4 ground floor retail spaces and have underground parking for 92 car spaces. Construction is expected to begin in the July 2016 and will be completed in the first quarter of 2018.



'One30 Hyde Park' —130-134 Elizabeth Street - Source www.ecove.com.au

Other suburbs also recorded a number of new development applications. The Botany LGA was particularly active in the quarter. One of the anticipated development is 'Tailors Walk' on 67 Wilson Street at Botany. The Frasers Property development will feature 380 apartments across 6 levels, 58 terraces and a public park across the 3.1ha site. It is scheduled for completion in the fourth quarter 2018.



B o t a n y - S o u r c e - www.frasersproperty.com.au

Other significant developments in the Inner Sydney suburbia include the 'Ashfield Central' on Liverpool Street at Ashfield, 'Oasis Leichhardt' on George Street at Leichhardt and 'Arlington Grove' on Grove Street at Dulwich Hill.

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Middle Sydney

According to the BCI, there were over 56 development applications listed in the March quarter. The Ryde LGA, Canterbury LGA and Parramatta LGA were the most active in the quarter recording 12, 10 and 9 development applications respectively.

One of the anticipated developments in the Ryde LGA is the construction of the 'Centrale' located on 1-17 Delhi Road, Macquarie Park. The development site is located adjacent to the North Ryde train station, across from the Macquarie Park Cemetery and Crematorium, next to the North Ryde business precinct. The development is part of the North Ryde Urban Activation Precinct government initiative. Frasers Property will

develop the mix-use residential estate. The \$119 million development will include will be 380 apartments across buildings. Each building will have ground floor office and retail tenancies, and include total of 424 car spaces. Constructions is expected quarter of 2017.



'Centrale' - 1-17 Delhi Road, North Ryde to finish in the fourth Source-www.frasersproperty.com.au

In the Canterbury LGA, the 'Charles Bank Apartments' located at 10B Charles Street, Canterbury has just appointed a builder and will begin construction in the second quarter of 2017. The development will contain 88 apartments across and 105 car spaces. The development site is located adjacent to the Canterbury train station and is in close proximity to the Canterbury Olympic Ice Rink and the Canterbury Aquatic and Fitness Centre.

Other major developments in the Middle Sydney region include the 'V by Crown' at Parramatta in the Parramatta LGA and 'Eden Greenacre' at Greenacre in the Bankstown LGA.

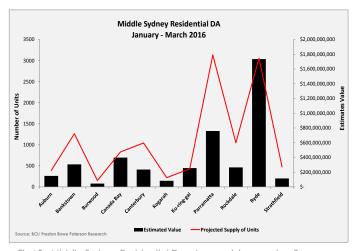


Chart 9 - Middle Sydney Residential Development Approvals -- Source-Preston Rowe Paterson Research

Outer Sydney

The Outer Sydney region has again recorded the highest number of development applications in the Sydney metropolitan region. There were 59 development applications in the March quarter. The majority of the forecasted supply were focussed in The Hills and Hornsby LGAs with 13 and 18 development applications respectively.

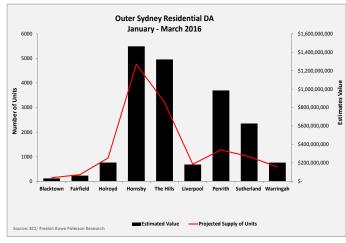


Chart 10 - Outer Sydney Residential Development Approvals -- Source-Preston Rowe Paterson Research

One of the anticipated residential development is the 'Watsons Grove Epping' development located at 11-27 Cliff Road, Epping. Developer, SJD Property Group, will build 141 apartments across three buildings. It is due for completion in the fourth guarter of 2017. The development is within close proximity to the train station, supermarket and the Epping retail strip.

Another development is the 'The Paper Mill' located at 20 Shephard Street, Liverpool by the riverside of the Georges River. The site is situated close to the Liverpool city centre and the train station. The development will house 245 apartments across two buildings, ground floor retail tenancy and 313 car spaces. Coronation Properties will develop the site and it is 'The Paper Mill' - 20 Shephard expected to be completed in Street, Liverpool the second quarter of 2017.



www.woodsbagot.com

Other major developments in the Outer Sydney region include the 'Glasshouse Village' at Kellyville in The Hills LGA, 'Omega Apartments' at Kingswood in the Penrith LGA, and 'Woolooware Bay Precinct' at Woolooware in the Sutherland LGA.



Development Site Sales

Address	LGA	Vendor	Buyer	Date	Sale	Site Area (Ha)	Proposed Dwellings	F	Rate/Unit
137-143 Herring Road, Maquarie Park NSW 2113	Ryde	Macquarie University	China Overseas Holdings	Jan-16	\$ 80,000,000	0.5022	280	\$	285,714.29
17 Balmoral Road, Kellyville NSW 2155	The Hills	Bathla Group	foreign investor	Jan-16	\$ 47,000,000	2.2	290	\$	162,068.97
671-683 Gardeners Road, Mascot NSW 2020	Botany Bay	Jewel Properties	Meriton Group	Jan-16	\$ 67,000,000	0.7176	242	\$	276,859.50
169-169A Mona Vale Road, Ingleside NSW 2101	Pittwater	Pittwater Council	Sunland Group	Jan-16	\$ 7,250,000	6	70	\$	103,571.43
12 Hassall Street, Parramatta NSW 2150	Parramatta	Police Citizens Youth Clubs NSW	Toplace	Jan-16	\$ 33,000,000	0.2055	N/A		N/A
Fairway & Spurway Drive, Kellyville NSW 2155	The Hills	private developer	Sekisui House	Feb-16	\$ 200,000,000	8	1300	\$	153,846.15
657-661 Victoria Road & 4-6 Wharf Road, Melrose Park NSW 2114	Ryde	Aqualand	Payce Consolidated	Feb-16	\$ 160,000,000	4.5	N/A		N/A
771-775 Victoria Road, Ryde NSW 2112	Ryde	undisclosed	Chiwayland Group	Feb-16	\$ 18,600,000	0.298	90	\$	206,666.67
27-43A Berry & 36-40B Park Road, St Leonards NSW 2065	Lane Cove	private owners	China Poly Group Corporation	Mar-16	\$ 80,000,000	0.7414	210	\$	380,952.38
102 Bower Street, Manly NSW 2095	Manly	undisclosed	private developer	Mar-16	\$ 13,100,000	0.1189	6	\$	2,183,333.33
32 Page Street, Pagewood NSW 2035	Botany Bay	Robert Magid	Visionary Investment Group	Mar-16	\$ 41,000,000	1.9	300	\$	136,666.67
890-898 Bourke Street, Zetland NSW 2017	Sydney	private investor	foreign developer	Mar-16	\$ 41,500,000	0.5194	115	\$	360,869.57
Artarmon & Walters Street, Willoughby NSW 2068	Willoughby	undisclosed	AUX Real Estate Development	Mar-16	\$ 6,200,000	0.1682	20	\$	310,000.00
120 Ingleburn Road, Leppington NSW 2179	Camden	undisclosed	foreign developer	Mar-16	\$ 10,500,000	5.59	N/A		N/A
511-513 Pittwater Road, Brookvale NSW 2100	Warringah	Kelly family	DevelopmentLink	Mar-16	\$ 15,000,000	0.3456	73	\$	205,479.45

Table 1 — Residential Development Site Sales - Source - Preston Rowe Paterson Research N/A = not currently available



Economic Fundamentals

GDP

GDP figures for the March quarter 2016 are not available until the 1st June, however, over the December 2015 quarter revealed that the Australian economy recorded growth of 0.6% seasonally adjusted which reflected growth of 3% seasonally adjusted over the twelve months to December 2015.

In seasonally adjusted terms, the main industry gross value added contributors to GDP were Mining (+0.4%), Finance and insurance services (+0.4%), Construction (+0.3%), Public administration and safety (+0.3%), and Healthcare and social assistance (+0.3%). In trend terms, the largest detractor was Manufacturing (-0.2%).

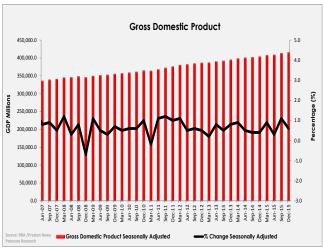


Chart 11 – Gross Domestic Product (GDP) – Source ABS

Interest Rate Movements

As at the date of publishing, the official Cash Rate over the March quarter 2016 has remain steady at 2%. The Reserve Bank of Australia's Media Release for March 2016, released on 1st March explained that;

"The global economy is continuing to grow, though at a slightly slower pace than expected. While several advanced economies have recorded improved growth over the past year, conditions have become more difficult fir a number if emerging market economies. Commodity prices have declined very substantially over the past couple of years... The decline in Australia's terms of trade has continued... Financial markets have once again exhibited heightened volatility over recent months, as participants grapple with uncertainty about the global economic outlook and foreign policy settings among major jurisdictions... In Australia, the available information suggests that the expansion in the nonmining parts of the economy strengthened in 2015 despite contraction in spending in mining investments. This is reflected in improved labour market conditions. The pace of lending to

businesses also picked up. Inflation is quite low. With growth in labour costs continuing to be quite subdued as well, and inflation restrained elsewhere in the world, inflation is likely to remain low over the next year or two."

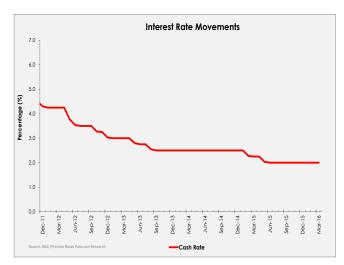


Chart 12 - Cash Rate - Source RBA

CPI

According to the Australian Bureau of Statistics (March 2016), the Australia's All Groups CPI decreased by 0.2% over the March quarter from 108.4 to 108.2. The annual CPI change to March 2016 recorded a growth of 1.3%.

The most significant price rises over the March quarter were Pharmaceutical products (+4.8%), Secondary education (+4.6), and Medical and hospital services(+1.6%). The greatest price fall over the quarter was attributed to are Fruit (-11.1%), Automotive fuel (-10%), and International holiday travel and accommodation (-2%).

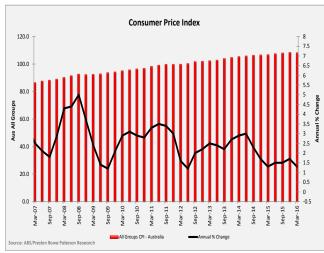


Chart 13- Consumer Price Index—Source—ABS

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10 Year Bond & 90 Day Bill Rate

Analysis of the daily 10 Year Government Bonds has revealed a 9 basis point increase over the month of March to 2.57%. The 90 day bill rates had increased by 3 basis points to the month end of 2.31%. The changes in both 10 year bonds and the 90 day bill rate reflect a yield spread of –5 basis points.

Over the March 2016 quarter, the 10 Year Government Bonds recorded a decrease of -28 basis points from 2.85%. The 90 Day Bill Rate recorded a decline of -3 basis points over the quarter from 2.34%.

In the twelve months to March 2016, the monthly 10 Year Bond Rate has increased by 9 basis points from 2.48%. Similarly, the monthly 90 Day Bill Rate rose by 1 basis points from 2.30%.

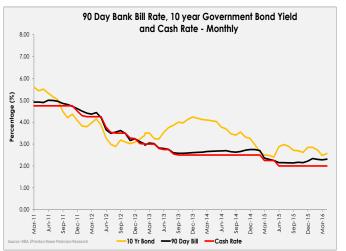


Chart 14 –90 Day Bill, 10 year bond and cash rate – MONTHLY – Source RBA

Consumer Sentiment

The Westpac Melbourne Institute of Consumer Sentiment Index fell by -2.2% from 101.3 index points in February to 99.1 index points in March. Over the March quarter the index has decreased by -1.7 points and recorded 0.4% annual decline.

Westpac's Economist, Bill Evans commented; "The Index is back to around its average reading over the last six months...the market volatility and unfavourable media coverage on property markets appears to have triggered a reassessment of risk preferences...risk averse preferences also saw a 4.5% increase in the proportion of respondents favoured fixed interest investments, including bank deposits with significant reductions in the proportion nominating real estate and shares...We expect growth in the Australian economy of 2.8% in 2016 with the genuine prospect for some stability in our terms of trade through the year laying a foundation for a lift in incomes and spending going into 2017."

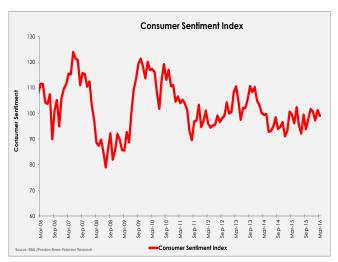


Chart 15 - Consumer Sentiment Index - Source - Westpac—Melbourne Institute Survey

Labour force

Over the month to March 2016, the number of unemployed people has declined by 7,283 from 730,395 in February to 723,122 in March, reflecting a 1% decrease. In comparison to March 2015, the number of unemployed people had decreased by 42,903 reflecting an annual decline of -5.6%. The unemployment rate was 5.7% as at March 2016.

The number of unemployed seeking full time employment recorded a decrease in March by 7,900 to 515,900 persons. The number of unemployed seeking part time employment also decreased over the month by 1,800 to 208,400 persons.

New South Wales experienced a large absolute increase in seasonally adjusted employment by 5.794 persons to 3.783 million persons over the month of March. The unemployment status in New South Wales over the quarter increased by 0.1% to 5.3%.

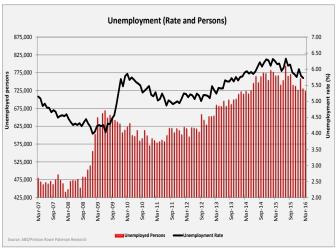


Chart 16 - Unemployment - Source ABS

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Our Research

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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- . Real Estate Development Valuation
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- . Transaction Advisory
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- . General and Insurance Valuation
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- . Rural properties
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- . 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
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- . Overseas clients
- . Private investors
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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
- Listed property trust & investment fund valuations & revaluations
- Litigation support
- . Marketing & development strategies
- . Mortgage valuations
- . Property Management
- . Property syndicate valuations and re-valuations
- . Rating and taxing objections
- Receivership, Insolvency and liquidation valuations and support/advice
- . Relocation advice, strategies and consultancy
- . Rental assessments and determinations
- . Sensitivity analysis
- . Strategic property planning

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. This Residential Development Market research report provides analysis and detail of economic factors which impact the Residential Development Market within the Sydney region.

Within this report we have analysed the three geographical regions of residential properties in the Sydney metropolitan areas; Inner Sydney, Middle Sydney and Outer Sydney. We have also compiled a few major reported developments and development site sales, along with economic statistics and commentary on the residential development sector.

To compile the research report we have considered the most recently available statistics from known sources. Given the manner in which statistics are complied 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.



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