



Glen Waverley Market Research

The Glen

June 2016

urbis

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Executive Summary

This study presents the findings of market research into the product mix, take up and prices of apartments in inner Melbourne, in Glen Waverley, as well as from development case studies in the eastern suburbs of Melbourne.

The evidence base from this research will be used by Frasers to guide decisions on product mix for the development opportunity at *The Glen* in Glen Waverley. Key findings from the research indicate that:

GLEN WAVERLEY PROJECT EVIDENCE

- The market in Glen Waverley has seen 2 successful major projects in recent years which have demonstrated demand for smaller apartment types, with 2 bedroom apartments performing particularly well in recent sales of the Galleria project.
- Local real estate agents that have sold off the plan apartment product in the suburb of Glen Waverley, including Castran who sold the Galleria project at O'Sullivan Road and Gross Waddell Residential who sold the Kingsley apartments report that all stock above 45 sq.m is generally being absorbed, although the demand for 1 bedroom apartments could be impacted by Glen Waverley Secondary College policy to no longer accept students that are living in a one bedroom apartment (on the assumption this is not deemed a 'family home').
- The market for 3 bedroom apartments in Glen Waverley is relatively untested and would be expected to face challenges around providing a larger product at a price point that is competitive with townhouse or detached alternatives.

DEMAND FROM SMALLER HOUSEHOLD TYPES

- On the demand side, future projections for household types and age of residents in the suburb of Glen Waverley highlight a more urgent requirement to provide housing that is appropriate for smaller household types – i.e. non-family households.
- Project evidence in inner Melbourne highlighted in section 2 of this report (using the Urbis Apartment Essentials data, as defined in Appendix F) shows a market preference for 2 bedroom apartments over 2015 in terms of sales. Analysis of case study developments in Doncaster and Box Hill summarised in section 5 of this report and detailed in Appendices B and C respectively also indicate a similar weighting is being given to 2 bedroom apartments.
- Three bedroom apartments make up a small proportion of stock across all of these markets. Whilst there is an opportunity to test demand for 3 bedroom apartments, we believe this should be kept in line with existing levels of market acceptance from comparable project product mix. This is due to the fact that even in limited supply the demand evidence in terms of take up or price per sq.m is not clearly demonstrating excess demand for 3 bedrooms. Therefore expanding provision significantly beyond existing market acceptance would represent a risk.
- For example, Nest at the Hill and Panorama developments in Doncaster achieved lower rates per sq.m for three bedroom apartments than other product types and three bedroom rates were comparable to other product types in Whitehorse Towers in Box Hill, noting that in the latter the three bedroom apartments tended to occupy upper floors with superior views. Higher rates had been achieved in Sky One for three bedroom apartments in the first release in May 2016, although at 92 sq.m these are more compact than in other developments assessed,
- In particular the 2 bedroom 2 bathroom apartments present a versatile option with broad appeal to both investors and owner occupiers. This product has been popular across each of the projects reviewed and can be delivered at a price point that is more attractive relative to the ample existing larger housing stock in Glen Waverley. This affordability advantage is potentially diminished for 3 bedroom apartments with prices likely to extend above \$900,000 - \$1million and face competition from townhouses (as would be the case applying rates per sq.m recently achieved in developments located in the Glen Waverley activity centre, in Appendix A to larger apartments). Alternatively to

retain affordability, smaller floorplates could impact upon liveable spaces and appeal for larger household types.

CONCLUSIONS & RECOMMENDATIONS

- Reflecting the success in the recent nearby Galleria project and taking into account the product mix of eastern suburb case study developments (across Glen Waverley, Doncaster, Box Hill, Wheelers Hill, Notting Hill, Chadstone and South Oakleigh), the research indicates an appropriate mix for a development at The Glen would be:
 - 1 bedroom 15% - 20%
 - 2 bedroom 1 bathroom 20% - 25%
 - 2 bedroom 2 bathroom 50% - 60%
 - 3 bedroom <5%.

1 Introduction

Urbis has been commissioned by Frasers Property Australia to undertake an assessment of the high density residential market in the suburb of Glen Waverley. Specifically we have been requested to review the demand for three bedroom apartments in this location and the uptake of three bedroom apartments in comparable developments and other activity centres in metropolitan Melbourne.

This research takes into consideration the typical provision of apartments by product type currently supplied to the market as well as trends in demand and supply that will impact upon future development at The Glen.

Having reviewed the market conditions, we have been requested to advise an appropriate dwelling mix for the approved development at The Glen.

The structure of this report is as follows:

- **Part 2 Melbourne Apartment Market Insights:** An overview of the Melbourne apartment market including key trends on mix, sizes, prices and sales from the Urbis Apartment Essentials series.
- **Part 3: Site Location & Context:** An assessment of the location of The Glen with respect to amenity, connectivity and education.
- **Part 4: Local Project Analysis:** A review of local developments in Glen Waverley including the product mix in recently completed projects and current developments.
- **Part 5: Case Studies from Eastern Suburbs:** Given the limited volume of major apartment projects in Glen Waverley, Urbis has researched comparable projects in other major activity centres in Melbourne's eastern suburbs, including Box Hill and Doncaster to gain insights.
- **Part 6: Future Supply Analysis:** An assessment of the future supply pipeline in Glen Waverley and the study area¹, covering information on yield and estimated completion date by project planning status.
- **Part 7: Study Area Demand Drivers:** An analysis of the population forecasts for Glen Waverley, the study area and other nearby suburbs. A study of the demographic profile of Glen Waverley residents, as well as household and dwelling structures.
- **Research Summary & Conclusions:** A summary of the findings from the report, providing insights into market demand and supply by product mix.

¹ Study Area includes: Glen Waverley, Mount Waverley, Wantirna South, Burwood East Notting Hill, Mulgrave, Wheelers Hill, Vermont South and Scoresby

2 Melbourne Apartment Market Insights

2.1 POPULATION & HOUSE PRICE PRESSURE

The population of Melbourne is expected to increase by an additional 3.7 million residents to 2051. To deliver dwellings to accommodate the growing population Plan Melbourne acknowledges the need for greater levels of infill development and a focus to be placed upon medium to high density dwellings around areas of existing infrastructure.

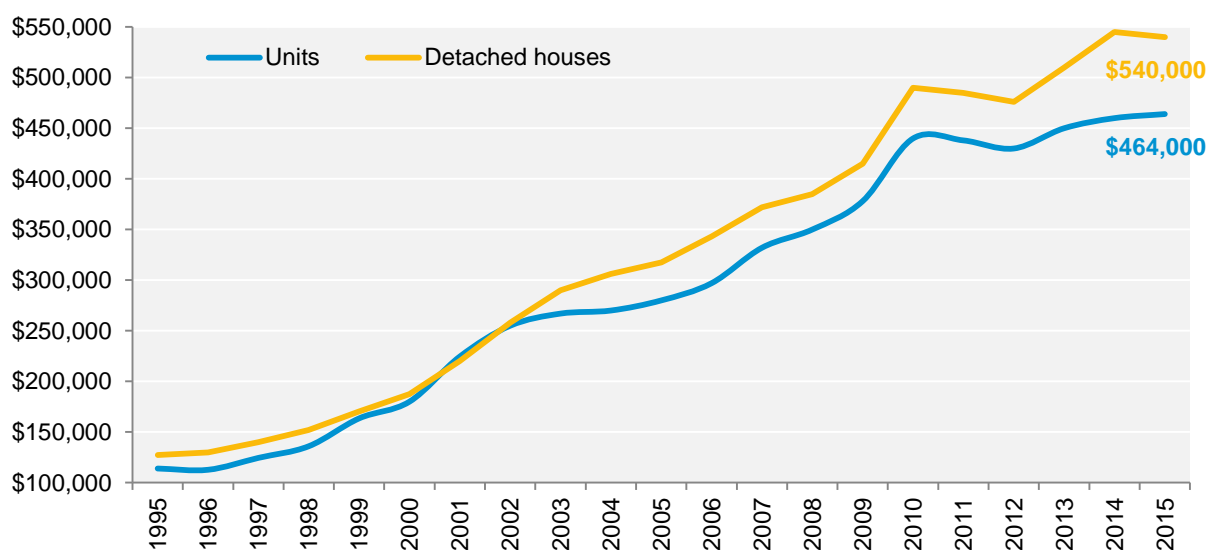
At the same time rising house prices across the city continue to drive a requirement to provide greater affordability and diversity of housing stock. The median house price for Melbourne has consistently increased on the back of low interest rates and increasing confidence in the market following a lull over 2010 to 2012. Despite a fall during 2015 to \$540,000, the gap between the median unit and detached housing price remains significant, primarily because apartment stock is generally one or two bedroom apartments, whereas detached housing consists of three or more bedrooms. Provision of three bedroom apartments has the potential to close this gap and diminish the relative price competitiveness of apartments to other housing types, which could create challenges in selling high volumes of three bedroom apartments.

As low density housing options, particularly housing located in desirable, well connected precincts accessible to the Melbourne CBD, continue to increase in price, medium and high density dwellings that are priced at more affordable levels are gaining in popularity. The median price gap between houses and units (townhouses and apartments) in Greater Melbourne reached \$76,000 during 2015, further reinforcing the attractiveness and requirement for a range of higher density living options that are affordable.

Greater Melbourne House v Unit Median Sale Price

1995-2015

– CHART 2.1



Source: APM PriceFinder; Urbis

2.2 THE MELBOURNE NEW APARTMENT MARKET

Every quarter, the national Urbis Economics and Market Research teams undertake an independent sales survey of apartments that are off-the-plan or recently completed new apartments. This information is analysed and compiled into the published Apartment Essentials Reports.

The Apartment Essentials Reports analyse sales trends taking into account price, size, precinct and apartment type across Inner Melbourne, which is defined in map 8.1 in Appendix F. This area spans the area north south from Brunswick to Elwood and east west from Armadale to Flemington and has been

host to the greatest volume of apartment development in recent years. Additionally, the reports monitor future supply by tracking project applications and approvals.

The Q4 2015 report monitored 157 projects and included detailed project information for 39 projects (presenting sales data from projects amounting to 8,250 apartments). This provides meaningful insight into demand trends in the broader apartment market.

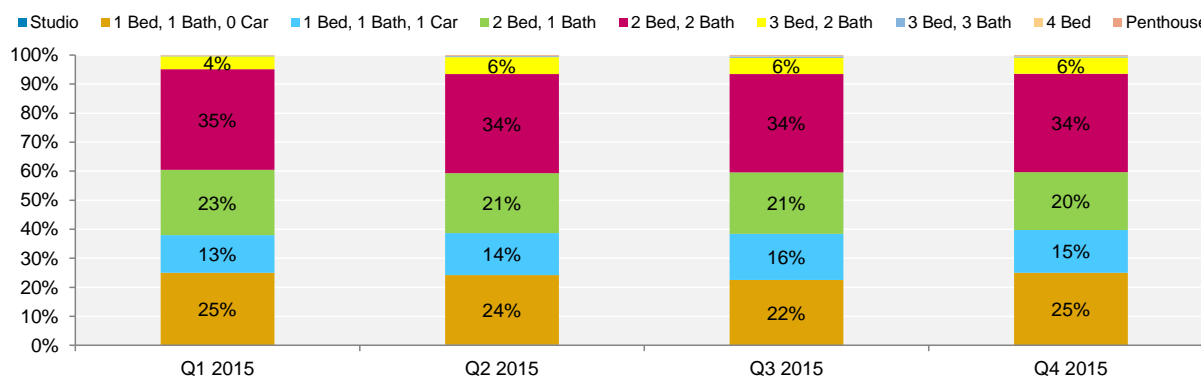
2.2.1 URBIS ESSENTIALS MELBOURNE PROJECT ANALYSIS

A detailed analysis of data over 2015 shows the product mix across surveyed projects (accounting for between one quarter and one third of the active new apartment market in inner Melbourne).

Sales Stock by Product Type 2015 in Inner Melbourne

Q1 2015 – Q4 2015

– CHART 2.2



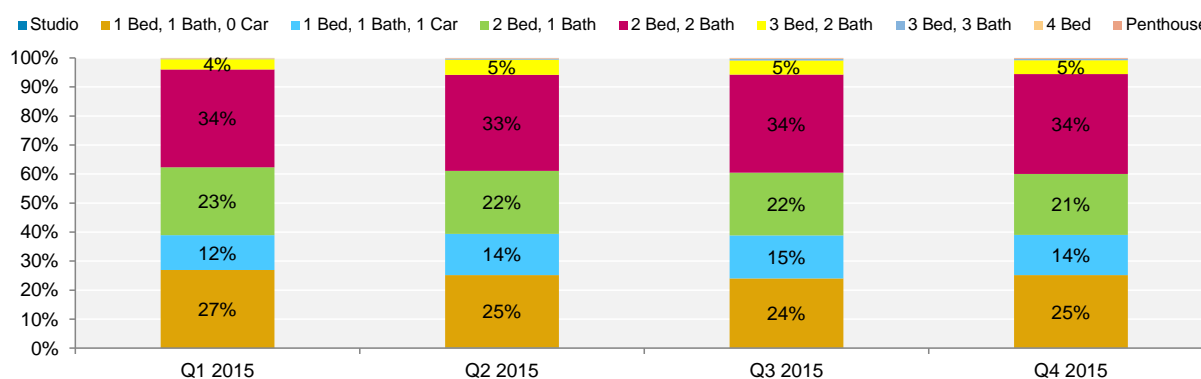
Source: Urbis Apartment Essentials

The table below shows proportion of sales by product type over the course of 2015.

Rolling Sales by Product Type 2015 in Inner Melbourne

Q1 2015 – Q4 2015

– CHART 2.3



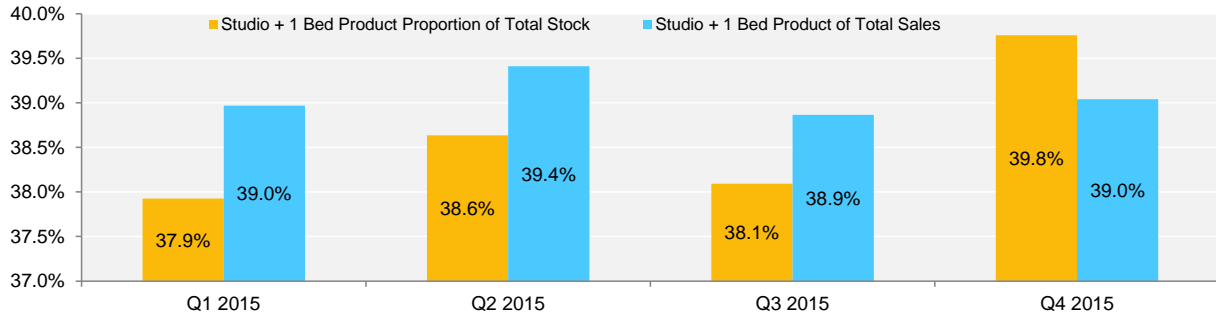
Source: Urbis Apartment Essentials

Charts 2.4 to 2.7 show for each quarter of 2015 each product type both as a proportion of total stock in the market and as a proportion of sales in that quarter. It is important to note that these are percentages rather than numbers, meaning the proportion of sales can be higher than the proportion of total stock. The analysis over the course of 2015 shows the larger apartment groups (and specifically 3+ bedrooms) have accounted for a lower proportion of sales than their contribution to potential supply. The converse could be said of 2 bedroom apartments which have emerged as the most popular product type in the market.

Studio & 1 Bed Product % of Total Stock Vs. % of Stock Sold 2015

INNER MELBOURNE

– CHART 2.4

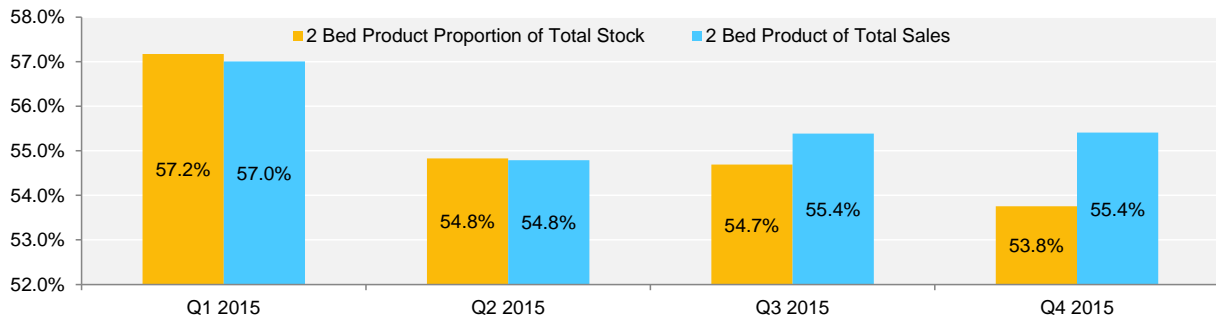


Source: Urbis Apartment Essentials

2 Bed Product % of Total Stock Vs. % of Stock Sold 2015

INNER MELBOURNE

– CHART 2.5

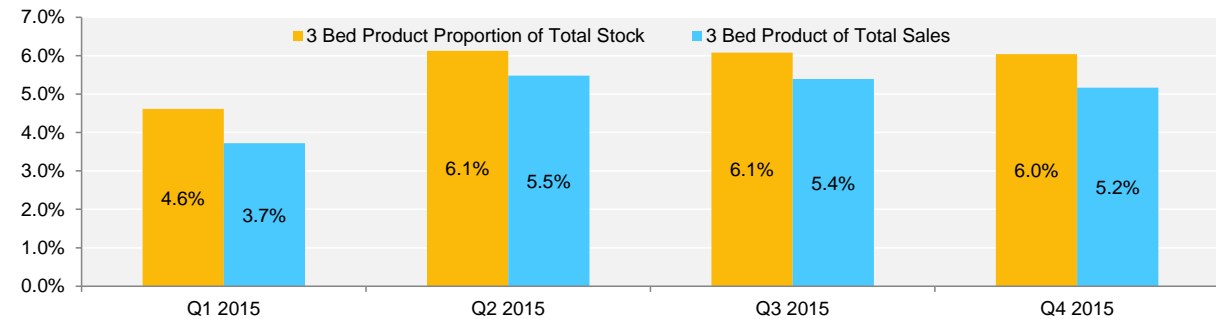


Source: Urbis Apartment Essentials

3 Bed Product % of Total Stock Vs. % of Stock Sold 2015

INNER MELBOURNE

– CHART 2.6

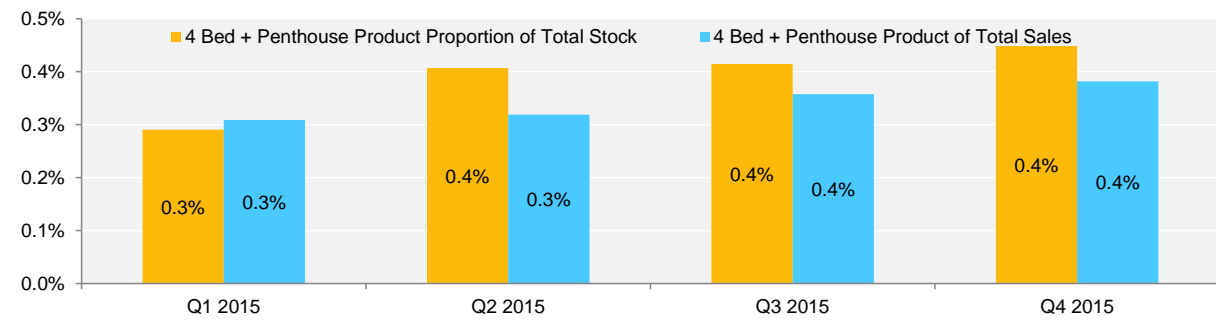


Source: Urbis Apartment Essentials

4 + Penthouse % of Total Stock Vs. % of Stock Sold 2015

INNER MELBOURNE

– CHART 2.7



Source: Urbis Apartment Essentials

We believe a significant part of this trend can be attributed to the price jump that occurs between a 2 bedroom 2 bathroom apartment and a 3 bedroom apartment. This is likely to cause purchasers to consider alternative dwellings such as townhouses or even detached dwellings which can appear relatively more attractive when apartment prices exceed \$1 million. Under these circumstances the appeal of 3 bedroom apartments is reserved for a limited volume of purchasers with sufficient means.

This price differential is demonstrated below by the weighted average price by product type throughout the last five quarters of survey data. It is worth noting that the weighted average price, which takes into account the average sale price of each product type in each development as well as the number of sales, over this period ranged from \$589,000 to \$733,000 highlighting the extent of the differential to 3 bedroom prices (\$1.3 million to \$1.7 million). While some three bedroom apartments will likely offer a superior aspect, in this survey, we are relying on the description of the developer and therefore have classified as three bedroom or penthouse according to the developer's description.

Price by Product Type 2015

Q4 2014 – Q4 2015

– CHART 2.8

WEIGHTED AVERAGE PRICE BY PRODUCT TYPE - MELBOURNE					
PRODUCT	2014 Q4	2015 Q1	2015 Q2	2015 Q3	2015 Q4
STUDIO	N/A	N/A	\$358,000	\$337,000	\$331,000
1 BED 0 CAR	\$435,000	\$450,000	\$473,000	\$471,000	\$540,000
1 BED 1 CAR	\$474,000	\$554,000	\$531,000	\$482,000	\$455,000
2 BED 1 BATH	\$604,000	\$64,000	\$662,000	\$604,000	\$617,000
2 BED 2 BATH	\$721,000	\$866,000	\$854,000	\$797,000	\$810,000
3 BED 2 BATH	\$1,294,000	\$1,401,000	\$1,380,000	\$1,511,000	\$1,449,000
3 BED 3 BATH	\$1,493,000	N/A	\$1,500,000	\$1,665,000	N/A
4 BED	N/A	N/A	N/A	N/A	\$1,900,000
PENTHOUSE	N/A	N/A	\$3,661,000	\$2,944,000	\$2,835,000

Source: Urbis Apartment Essentials

2.2.2 FUTURE SUPPLY ANALYSIS

In addition Urbis tracks future supply, with the Q4 2015 report monitoring some 79,000 apartments in the pipeline at various stages of application, approval, presales or construction. Looking ahead, the product mix in projects in application and approved continues to follow this narrative.

Supply in Melbourne by Product Type as at Q4 2015

ACROSS 400 PROJECTS

– CHART 2.9

FUTURE SUPPLY BY DEVELOPMENT STATUS BY PRODUCT						
DEVELOPMENT STATUS	Studio	One Bed	Two Bed	Three Bed	Four Bed	Penthouse
DEVELOPMENT APPLICATION	1.7%	14.0%	15.6%	1.6%	0.0%	0.1%
DEVELOPMENT APPROVAL	0.3%	12.7%	13.1%	1.0%	0.0%	0.0%
PRESALES	1.0%	6.9%	9.5%	0.7%	0.0%	0.1%
UNDER CONSTRUCTION	0.1%	9.4%	11.2%	1.3%	0.0%	0.0%
TOTAL	3.0%	42.9%	49.4%	4.5%	0.0%	0.2%

Source: Urbis Apartment Essentials

The information in this section provides a useful summary of the key drivers of the apartment market in inner Melbourne. However, this study requires some additional testing to determine whether there is sufficient evidence to justify a radical change to the product mix in Glen Waverley. In particular the prospect of providing 20% three bedroom product for The Glen, as opposed to the 4.5% that is being supplied in Inner Melbourne and other comparable suburbs undergoing substantial high density

development represents a substantial change and would require compelling local market evidence to justify this level of provision.

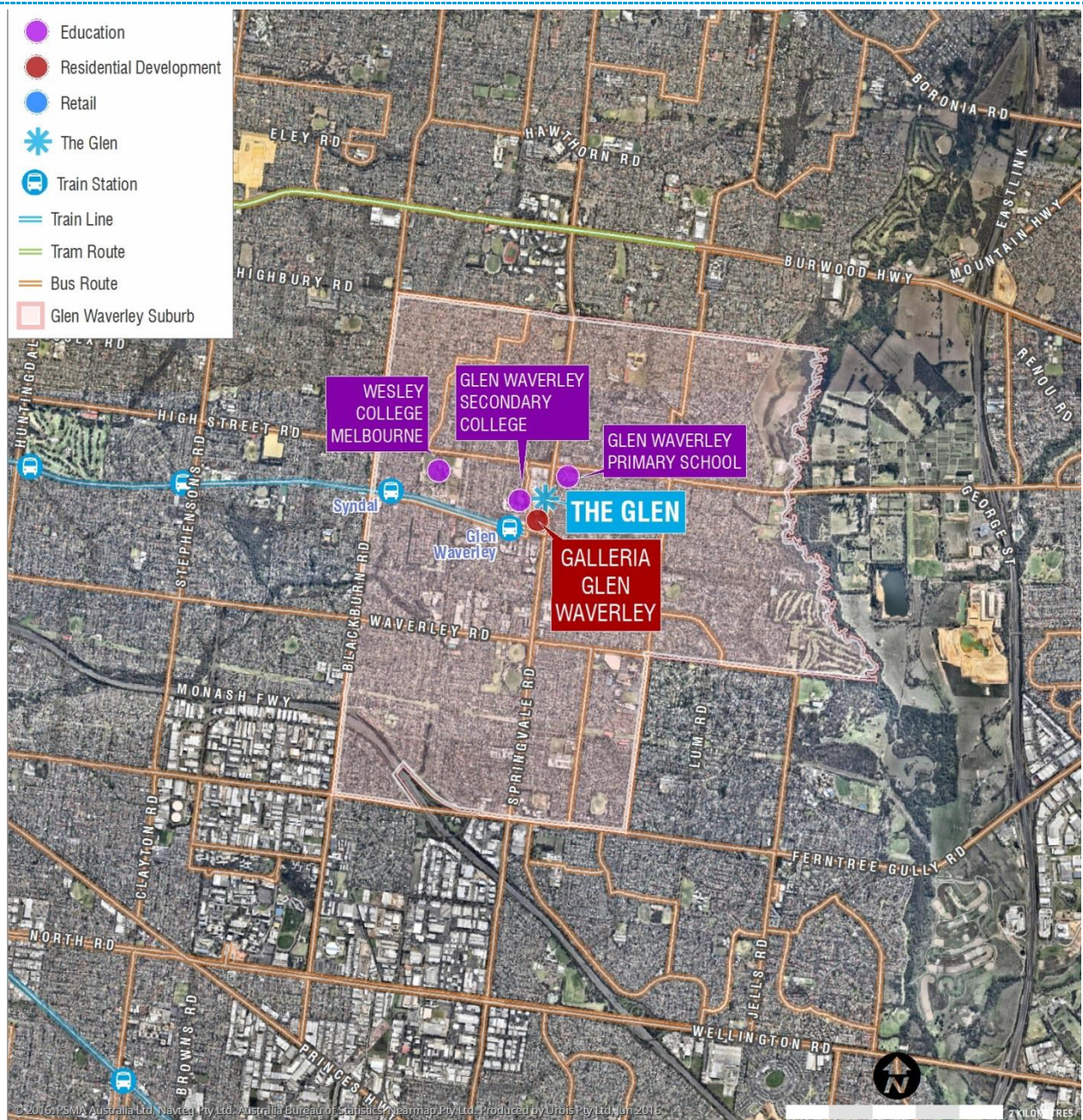
3 Site Location & Context

The Glen is located at 235 Springvale Road, Glen Waverley, and is 19 kilometres to the east of the Melbourne CBD. Frasers' proposed residential development will be located above the existing shopping centre, which is owned by Vicinity Centres. To the north of the site is High Street Road, which runs directly through to St Kilda Road in inner Melbourne. The east of the site abuts Springvale Road. Both bordering major arterials consist of bus routes and link to the Monash Freeway, providing strong road access to the site. Glen Waverley train station is located approximately 200 metres from The Glen, providing nearby public transport and a 35 minute train ride into the Melbourne CBD.

Given the proposed development is above The Glen shopping centre, there is a substantial local retail and entertainment amenity offering. In terms of education, Glen Waverley Secondary College is located directly to the west of the site, and Glen Waverley Primary School is located directly to the east across Springvale Road. These schools are well regarded and require residents to be located within the school zone, making residential property nearby highly sought after by families with young children. The Glen is located within this zone.

THE GLEN SITE CONTEXT MAP

MAP 3.1



4 Local Project Analysis

4.1 GLEN WAVERLEY PROJECT ANALYSIS

Major projects that have been developed recently or are currently selling have been geared towards two bedroom product, such as IKON Glen Waverley and Galleria.

Project Analysis

GLEN WAVERLEY

– CHART 4.1

	Total Yield	Proportion Of Total	Avg. Size (Internal sq.m)		Avg. Price Range		Price Per Square Metre	
			Min	Max	Min	Max	Min	Max
One Bedroom	123	29.0%	48	55	\$ 432,500	\$ 512,444	\$ 8,767	\$ 9,669
Two Bedroom	299	70.5%	62	72	\$ 597,500	\$ 657,944	\$ 9,068	\$ 9,963
Three Bedroom	2	0.5%	-	-	-	-	-	-
Other	-	0.0%	-	-	-	-	-	-
Total	424							

One bedroom apartments accounted for 29% of stock which is less than the inner Melbourne average provision of 39% over the course of 2015.

There is limited evidence of local 3 bedroom apartment provision in Glen Waverley or the surrounding suburbs; while the 2 bedroom demand is evident in Glen Waverley as it is in the wider Melbourne apartment market.

In Glen Waverley, 3 bedroom product is currently restricted to provision in smaller developments such as The Kingsley apartments which is a development of 41 apartments which offered very few 3 bedroom apartments (penthouse style over 2 levels), with the remainder 2 bedroom apartments. The low provision reflects the requirement to provide greater choice and affordability in the housing market, which has traditionally been dominated by larger detached housing, with limited offering of conveniently located, low maintenance and more affordable housing options. The recent Ikon and Galleria projects successfully showcase demand for this type of housing in the Glen Waverley activity centre

Development profiles for projects in Glen Waverley are included in Appendix A.

4.1.1 REAL ESTATE AGENT FEEDBACK

Urbis contacted real estate agents at Castran and Gross Waddell Residential operating in the area to gain insight into the local off-the-plan market. Below is a list of key themes amongst the responses:

- The current price per square metre in Glen Waverley is approximately \$9,000-\$10,000.
- Generally, the market is absorbing all supply that is above 45 square metres.
- A recent shift in policy means Glen Waverley Secondary College aren't accepting students that are living in a one bedroom apartment as it is not classified as a family home, meaning the market for one bedroom apartments isn't as big as it was, as reflected in the recommended mix of this report. There will always be some demand for one bedroom product; however, the school being a big driver of demand would be expected to act as a dampener for the demand for one bedroom apartments in The Glen.
- A large majority of sales within Galleria at Glen Waverley have come from buyers within approximately eight kilometres, suggesting there is a large local owner-occupier market.
- The 2 bedroom 2 bathroom product generally sold best, followed by two bed one bath, then one bed with a study. The slowest sales were generally one bedroom units with no study.

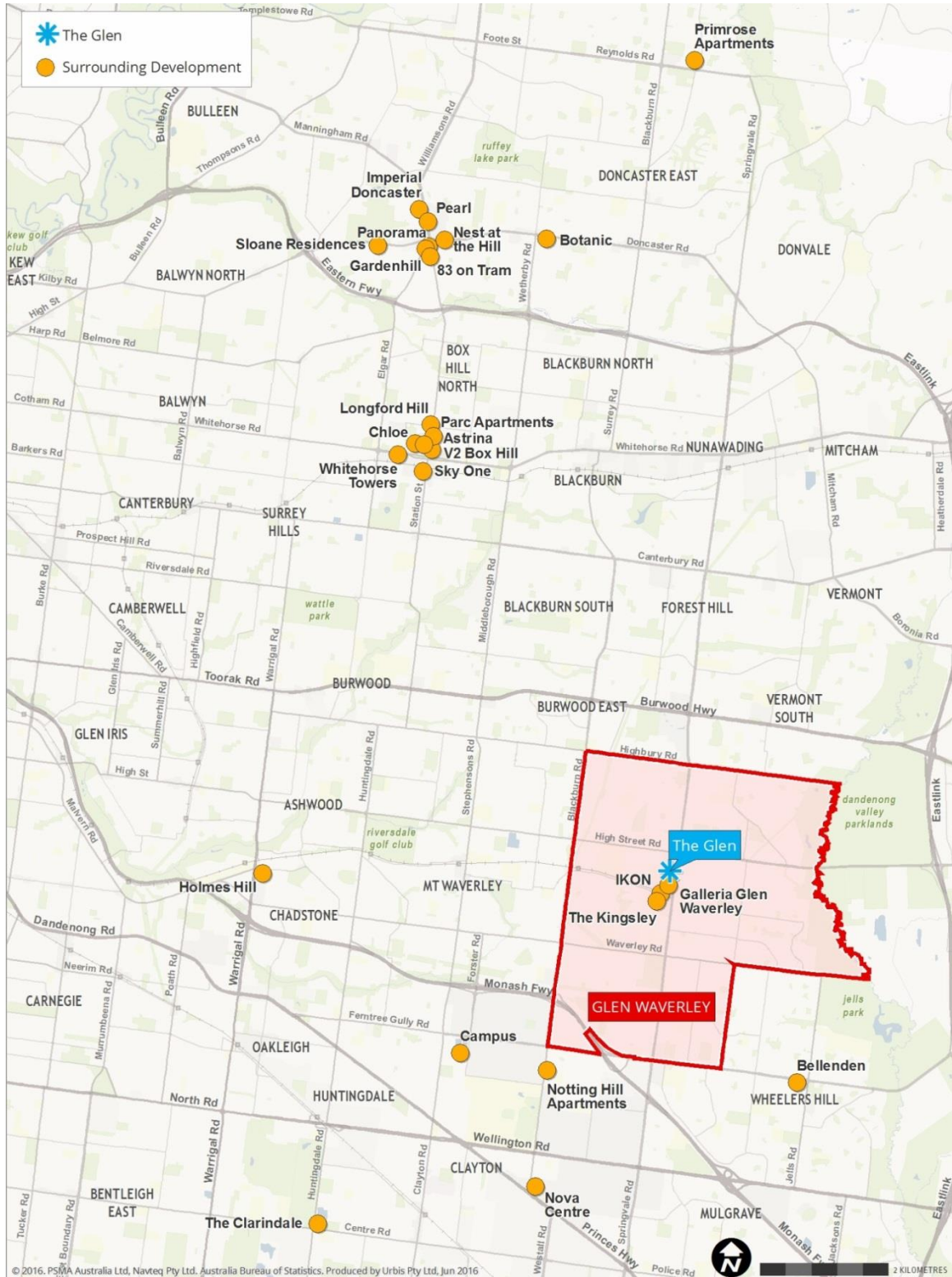
5 Case Studies from Eastern Suburbs

Given the limited project evidence in Glen Waverley, particularly in projects of comparable size and significance as that proposed at The Glen, Urbis has reviewed a number of case study developments that are actively selling or recently completed in a wider study area. Development profiles are for Doncaster, Box Hill and other local areas are included in Appendix B, C and D respectively.

Project Locations

CASE STUDY DEVELOPMENTS

– MAP 5.1



The results demonstrate that in terms of product mix, the market in the Eastern suburbs is operating in a consistent manner to the data from the Urbis Essentials data for inner Melbourne. From a sample of 25 projects, the product mix is heavily skewed to 2 bedroom apartments, which are achieving the greatest rates per square metre and agents report are selling well.

Three bedroom apartments remain a modest proportion of the market overall (3.2%) and are achieving a similar average rate per sq.m to one and two bedroom apartments. There is little evidence to support excess demand for 3 bedroom apartments on the basis of take up or price; while 2 bedroom 2 bathroom product remains a highly popular product type across all markets.

One bedroom apartments make up a smaller share of supply in Glen Waverley (29%) and the wider case study sample of eastern suburb developments (31%), than in inner Melbourne (39%).

Project Analysis

MAJOR PROJECTS IN EASTERN SUBURBS

– CHART 5.2

	Total Yield	Proportion Of Total	Avg. Size (Internal sq.m)		Avg. Price Range		Price Per Square Metre	
			Min	Max	Min	Max	Min	Max
One Bedroom	1,276	30.5%	45	56	\$ 363,392	\$ 431,675	\$ 7,682	\$ 8,025
Two Bedroom	2,692	64.3%	59	90	\$ 478,400	\$ 710,453	\$ 7,896	\$ 8,134
Three Bedroom	132	3.2%	96	124	\$ 728,633	\$ 1,023,000	\$ 7,597	\$ 8,252
Other	86	2.1%	N/A	N/A	N/A	N/A	N/A	N/A
Total	4,186							

* Size and Price based on averages for projects with full min and max data

5.1 DONCASTER & BOX HILL CASE STUDIES

Whilst Glen Waverley has experienced limited high density activity to date, its shared characteristics with Doncaster and Box Hill provide an opportunity to gain insight from development surrounding the activity centres in these locations.

CASE STUDY LOCATION COMPARISON

TABLE 5.1

CHARACTERISTICS	GLEN WAVERLEY	DONCASTER HILL	BOX HILL
Distance to CBD	– 20 km	– 17 km	– 14 km
Socio-Economic Status	– Middle to High Income	– Middle to High Income	Middle to High Income
Quality High School	Glen Waverley Secondary College	– Doncaster High	Box Hill High School
Proximity to Shopping Centre	– The Glen	– Westfield Doncaster	– Box Hill Central
Demographics	High Proportion of Asian born residents	High Proportion of Asian born residents	– High Proportion of Asian born residents
Freeway Access	– Monash Freeway	– Eastern Freeway	Easily accessible to the Eastern Freeway
Public Transport	Train Station and Major Bus Interchange	– Major Bus Interchange	Train Station & Tram

The case studies of major developments surrounding the activity centre at Doncaster (see Appendix B) demonstrate an established weighting of apartments to two bedroom product. Within the Nest at the Hill project, there are a total of 19 three bedroom (8% of all apartments); although this remains a low volume overall.

Whilst the market for 3 bedroom apartments overall remains limited, the greatest provision of 3 bedroom product in the market is offered at Sky One; representing 34 dwellings out of 440 (or 8%), and is spread throughout the building.

At this stage of sales, we understand the Sky One development has been selling at an average of approximately \$10,000 per sq.m which implies a price point in the region of \$900,000 for the 3 bedroom 2 bathroom apartments and over \$1 million for the larger 3 bedroom apartments. It is worth noting that at 92 sq.m the 3 bedroom 2 bathroom apartments at Sky One are smaller than the three bedroom apartments provided in the other case studies (across Doncaster & Box Hill) which typically exceed 100 sq.m.

While we do not have full sales disclosure at this stage, the development is 70% sold. Of the 30% that remains unsold, around 1/5th (19%) are three bedroom apartments (note this doesn't include the six three bedroom penthouses, which remain 80% unsold. The agent reports that 2 bedroom 2 bathroom product has been the most popular.

5.2 EASTERN SUBURB CASE STUDY CONCLUSIONS

Consistent with the wider Melbourne market analysis from the Urbis Apartment Essentials; the case study assessment from comparable eastern suburb activity centres demonstrates a preference for 2 bedroom apartments, followed by one bedroom apartments and a relatively thin market for three bedroom apartments.

This is reflected, not only in the levels of provision, but also, more often than not, in the rates per square metre achieved, as demonstrated in appendices A-D.

6 Future Supply Analysis

Urbis has conducted an analysis of the future supply pipeline of medium and high density residential development in the study area through to 2020. The pipeline consists of all projects that are either in the development application phase, or have received development approval and are yet to settle.

Projects are deemed to be at development application if there is an application with the respective council awaiting a decision. If there is an application for an amendment to approved plans, it is considered to be at the development application stage. Development approval includes all projects that have received approval for the plans and either launching imminently, are in presales, have begun construction and are still selling, or have begun construction and are sold out.

6.1 FUTURE SUPPLY SUMMARY

6.1.1 GLEN WAVERLEY

There are 1,051 dwellings in the future supply pipeline within Glen Waverley itself through to 2020, across 45 projects.

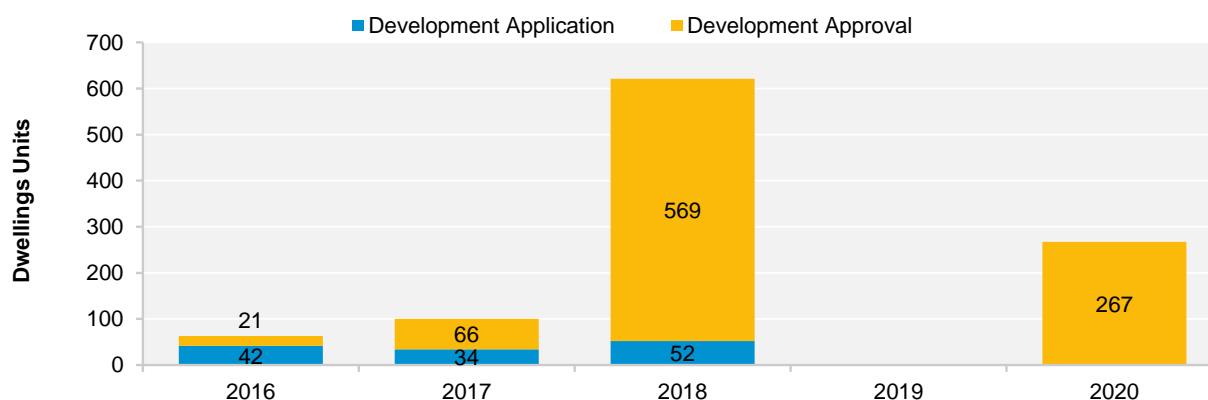
Besides Galleria Glen Waverley, which is already sold out, there is no future supply pipeline beyond 2018. Additionally, the existing proposal for The Glen, of 515 apartments currently listed in Cordell construction tender database to be completed in 2018, makes up 49% of the total future supply pipeline in Glen Waverley, excluding the already sold out Galleria development.

At this point a more realistic time frame for The Glen would appear to extend beyond 2018, subject to the practical staging options above the retail centre. Assuming a sales launch occurs in 2017, the project would not be expected to be completed until beyond 2019.

Future Supply Summary

GLEN WAVERLEY, BY PROJECT STAGE

– CHART 6.1



Source: Cordell, Urbis

Future Supply Summary

GLEN WAVERLEY, BY PROJECT STAGE

– CHART 6.2

Project Stage	Estimated Year of Completion					Total
	2016	2017	2018	2019	2020	
Development Application	42	34	52	0	0	128
Development Approval	21	66	569	0	267	923
Total	63	100	621	0	267	1,051

Source: Cordell, Urbis

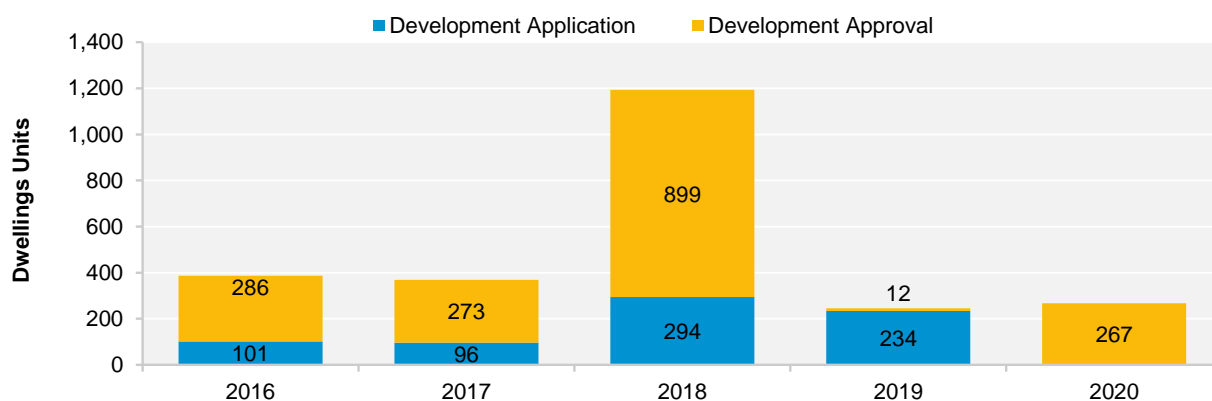
6.1.2 STUDY AREA

The future supply pipeline for the study area consists of a total of 2,462 dwellings spread across 125 projects. Similarly to Glen Waverley, the majority of the future supply pipeline has received development approval, with 71% of dwellings in the pipeline approved to be built. Additionally, the majority of new supply that is approved is estimated to be complete during 2018, with The Glen accounting for 43% of the study area future supply currently listed to complete during 2018. However, as noted above, a project of this size would benefit from staging, assuming this can be achieved above the retail centre redevelopment, the first stage would be anticipated in 2019/2020.

Future Supply Summary

STUDY AREA

– CHART 6.3



Source: Cordell, Urbis

Future Supply Summary

STUDY AREA

– CHART 6.4

Project Stage	Estimated Year of Completion					Total
	2016	2017	2018	2019	2020	
Development Application	101	96	294	234	0	725
Development Approval	286	273	899	12	267	1,737
Total	387	369	1,193	246	267	2,462

Source: Cordell, Urbis

6.1.3 MAJOR PROJECTS

There are twelve projects in the pipeline within the study area that are greater than or equal to 25 dwellings. They account for a total of 1,817 dwellings and 74% of the total future supply pipeline. This suggests that the pipeline is highly dependent on several major projects. Chart 6.5 shows that many of the major projects are currently listed to complete in 2018, while the pipeline is thinner in 2019 and 2020.

We note there are further prospective developments that are earmarked for future activity, such as the Council car park site at Coleman Parade, however, at the time the research was conducted, there were no firm plans within the five year timeframe presented.

Future Major Projects

SURROUNDING SUBURBS

– CHART 6.5

Project	Suburb	Status	Estimated Year of Completion					Total
			2016	2017	2018	2019	2020	
Galleria	Glen Waverley	Registration & Sales	0	0	0	0	267	267
Kubix	Wantirna South	Under Construction	236	0	0	0	0	236
431-439 Burwood Highway	Vermont South	Planning Assessment	0	0	0	137	0	137
Wheeler's View Apartments	Wheeler's Hill	Planning Assessment	0	0	131	0	0	131
The Glen	Glen Waverley	Approved	0	0	515	0	0	515
Bellenden	Wheeler's Hill	Registration & Sales	0	0	104	0	0	104
Hansworth Street Dwellings	Mulgrave	Planning Assessment	0	0	100	0	0	100
500 Burwood Highway	Wantirna South	Planning Assessment	0	0	0	97	0	97
Knoxia Apartments	Wantirna South	Under Construction	0	94	0	0	0	94
613-615 High Street Road	Mount Waverley	Planning Assessment	0	0	70	0	0	70
The Kingsley	Glen Waverley	Registration & Sales	0	0	41	0	0	41
Garden Apartments	Glen Waverley	Planning Assessment	0	0	25	0	0	25
Total			236	94	986	234	267	1,817

Source: Cordell, Urbis

7 Study Area Demand Drivers

In order to test broader demand drivers a study area of surrounding suburbs has been defined as Glen Waverley, Mount Waverley, Wantirna South, Burwood East, Notting Hill, Mulgrave, Wheelers Hill, Vermont South and Scoresby.

7.1 POPULATION

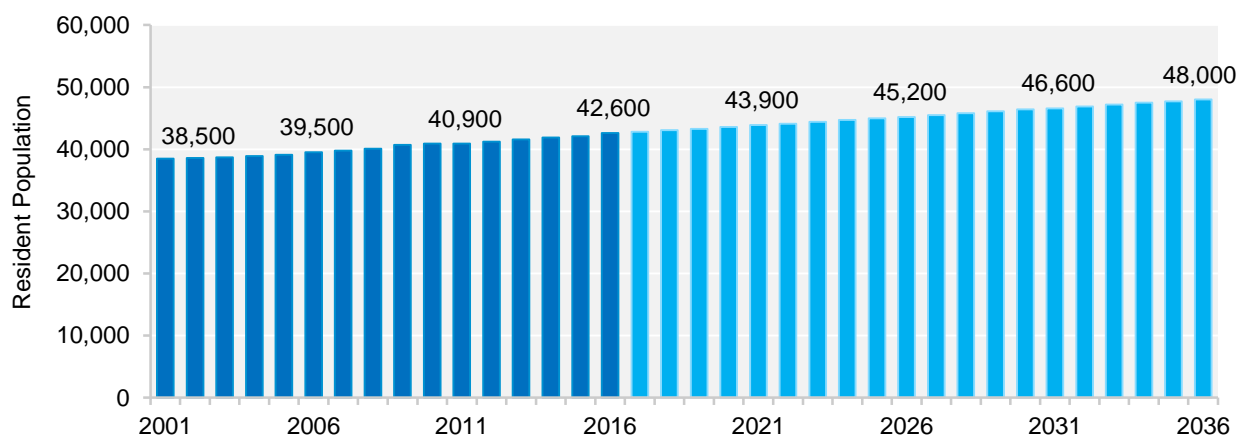
7.1.1 GLEN WAVERLEY

The historic and forecast population in Glen Waverley is shown in chart 7.1. Since 2001, the population grew at an annualised rate of 0.6%. This rate is forecast to continue through to 2036. The population registered 38,500 in 2001, which grew to 42,600 in 2016, and is forecast to grow to 48,000 in 2036 – implying the addition of **5,400 residents; or an average of 270 per annum**.

Population Forecast

GLEN WAVERLEY

– CHART 7.1



Source: ABS, ForecastID, Urbis

7.1.2 STUDY AREA

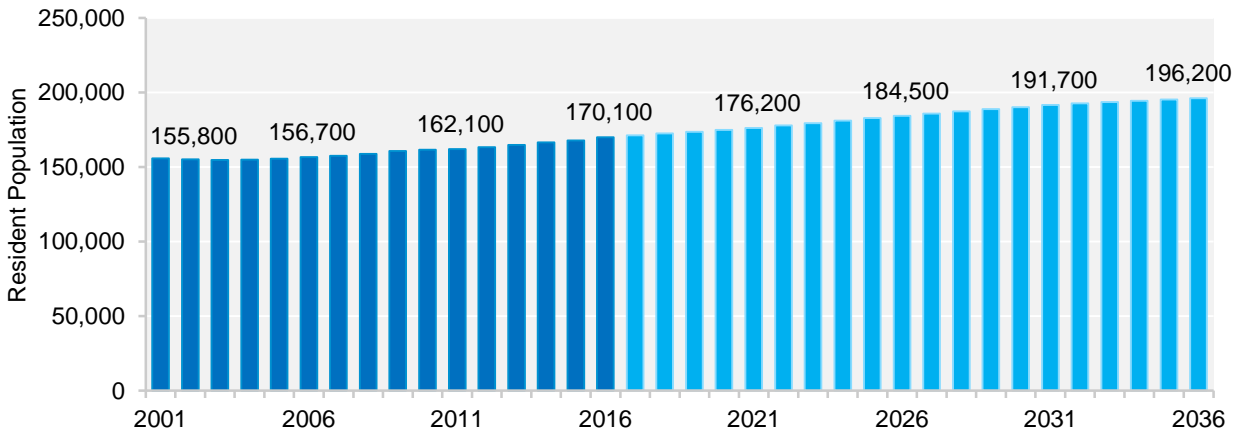
Chart 7.2 shows the forecast and historic population for the study area as a whole. In 2001, the study area registered a population of 155,800. This grew to 170,100 in 2016, representing an annualised growth of 0.7%.

The population is forecast to grow to 196,200 in 2036, representing a slowed annualised growth rate of 0.5%. **The addition of 26,100 residents in the next two decades would equate to an annual average addition of 1,300 residents per year.**

Population Forecast

STUDY AREA

– CHART 7.2



Source: ABS, ForecastID, Urbis

7.1.3 KEY SUBURBAN DEVELOPMENT MARKETS

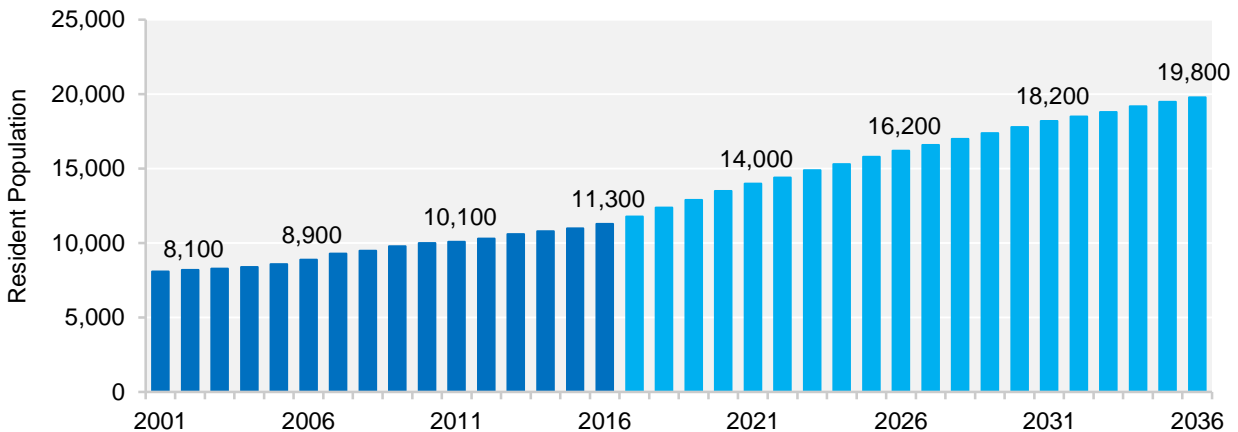
Chart 7.3 and 7.4 show the forecast and historic population for Box Hill and Doncaster respectively, providing context to the level of predicted population growth in suburbs that are able to absorb significant supply.

The population in Box Hill is forecast to grow at an annualised rate of 2.8%, adding an average of 345 residents per annum (or 6,900 in total over the next 20 years).

Population Forecast

BOX HILL

– CHART 7.3



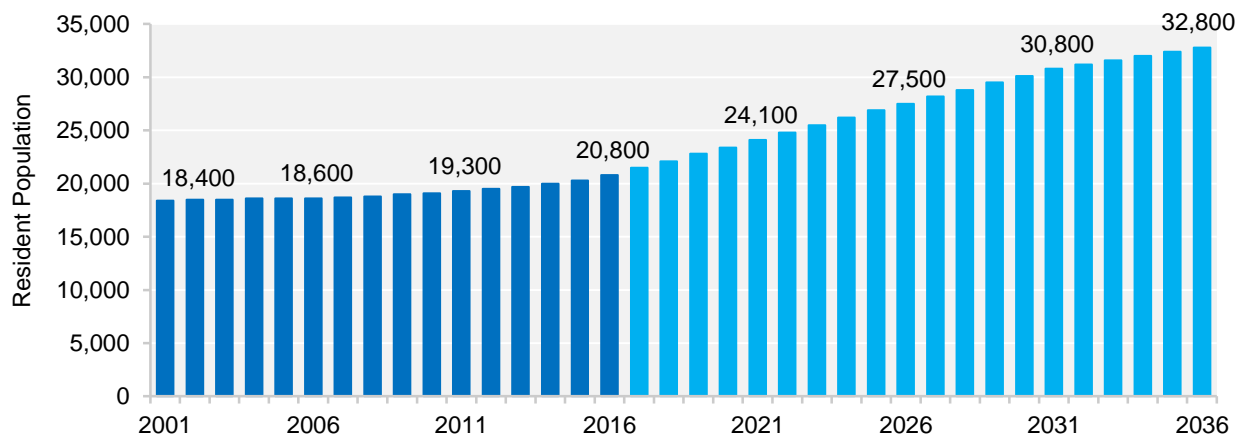
Source: ABS, ForecastID, Urbis

Doncaster is predicted to grow at a rate of 2.2% through to 2036, adding 10,000 residents (500 per year).

Population Forecast

DONCASTER

– CHART 7.4



Source: ABS, ForecastID, Urbis

7.1.4 POPULATION SUMMARY

Whilst the population in Glen Waverley is forecast to grow at a rate that is slightly above the study area, it is still considerably below that of major development markets such as Box Hill and Doncaster. Additionally, forecasts indicate that the population in Glen Waverley will grow at a rate consistent with recent past, reflecting the limited pipeline of high density development. Table 2 summarises the annualised population growth rates.

Given the absence of a major supply pipeline and the skew of existing dwelling structure to larger dwelling types, this reinforces the opportunity to provide smaller dwelling types.

TABLE 2 – HISTORIC AND FORECAST ANNUALISED POPULATION GROWTH RATE

	GLEN WAVERLEY	STUDY AREA	BOX HILL	DONCASTER
Historic Annualised Growth Rate	– 0.6%	– 0.7%	– 2.2%	– 0.8%
Forecast Annualised Growth Rate	– 0.6%	– 0.5%	– 2.8%	– 2.2%

Source: ABS, Forecast ID, Urbis

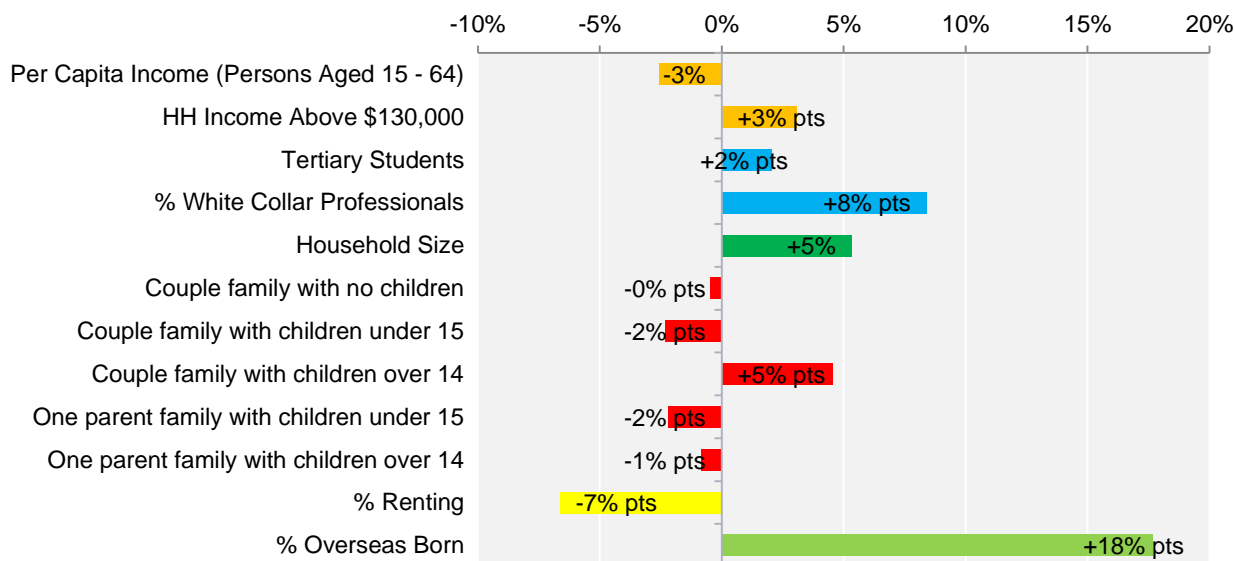
7.2 KEY DEMOGRAPHICS

Key demographics from the most recent census, which are shown in chart 7.5, indicate that there are a relatively high proportion of households in Glen Waverley that are earning above \$130,000 per annum compared to Greater Melbourne. This suggests households have greater spending capacity, leading to an ability to spend more on residential property. Of the employed residents in Glen Waverley, 81% are working in white collar jobs. This proportion is higher than that of Greater Melbourne with 72%, and supports the high proportion of households earning annual income of \$130,000 or greater. Over half of the resident population in Glen Waverley were born overseas, with 51%. More specifically, 35% of Glen Waverley residents were born in Asia, indicating that there is a heavy Asian influence in the Glen Waverley residential market.

Key Demographics

GLEN WAVERLEY VARIATION FROM MELBOURNE AVERAGE

– CHART 7.5



Source : ABS, Urbis

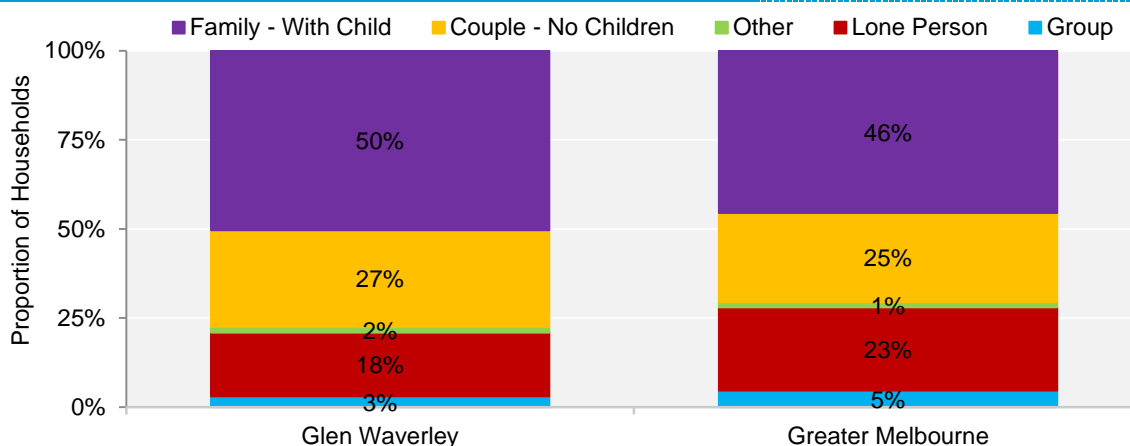
7.3 HOUSEHOLD STRUCTURE

The average household size in Glen Waverley is 2.8, which is higher than Greater Melbourne with 2.6. This is supported by the high proportion of households made up of families, as shown in chart 7.6. The low proportion of lone person households is identified as a concern in the Monash Housing Strategy 2014, with MacroPlan suggesting that “the decrease in lone person households was the result of inadequate housing supply at appropriate prices, and that the slow increase of one parent families indicated that they were ‘locked out’ of the market due to affordability issues.”

Household Structure

2011

– CHART 7.6



Source: ABS, Urbis

7.4 DWELLING STRUCTURE

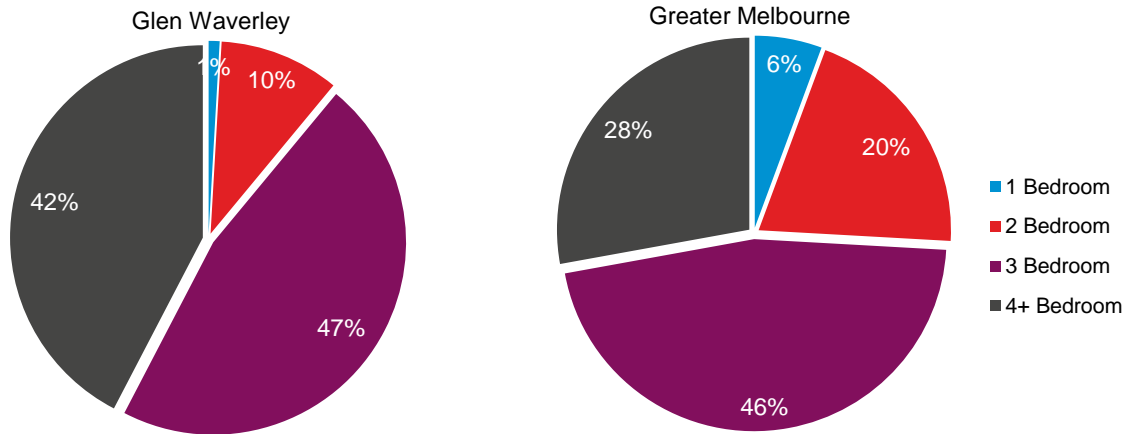
There are a particularly large proportion of dwellings with 4+ bedrooms in Glen Waverley compared to Greater Melbourne, whilst there are proportionately few one and two bedroom dwellings. Overall, 89% of dwellings consist of three or more bedrooms. Whilst this is high, it is indicative of the existing residential market in Glen Waverley, which is primarily made up of low density detached housing, as shown in chart

7.8. As indicated by the objectives of the Monash Housing Strategy, there is a requirement to “encourage the provision of a variety of housing types to accommodate future housing needs”, including one and two bedroom options which are currently less well represented in the overall dwelling composition.

No. Bedrooms

2011

– CHART 7.7

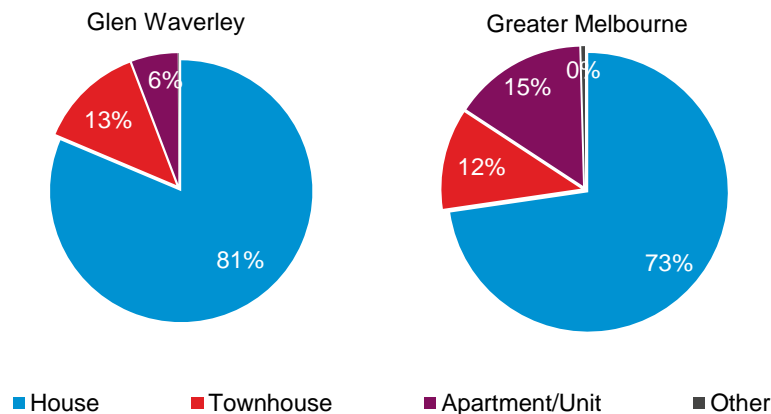


Source: ABS, Urbis

Dwelling Structure

2011

– CHART 7.8



Source: ABS, Urbis

7.5 IMPLIED NEW DWELLING REQUIREMENT

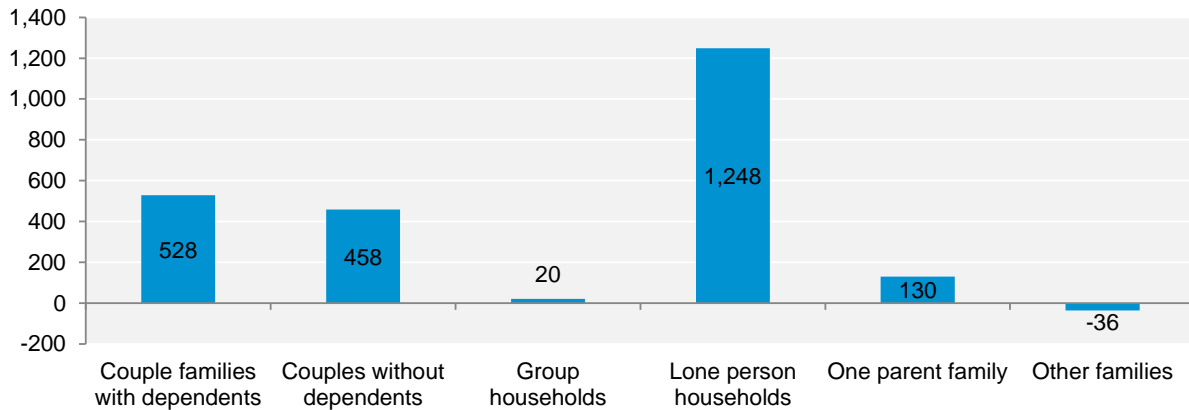
For the purposes of identifying future product demand it is important to note that the greatest forecast change in households is set to be smaller households, a combination of lone person households and couples without dependents.

Based on Forecast ID, forecast household changes in Glen Waverley, an additional 1,750 – 2,000 small household types drives a requirement for smaller dwellings. By contrast only a share of the 500 additional family households, which itself makes up 22% of the total forecast additional households, will require larger dwelling types. It is probable that some of this demand could also be accommodated by 2 bedroom 2 bathroom dwellings or indeed townhouse developments in the local area.

Forecast Household Change 2011 - 2036

GLEN WAVERLEY

– CHART 7.9



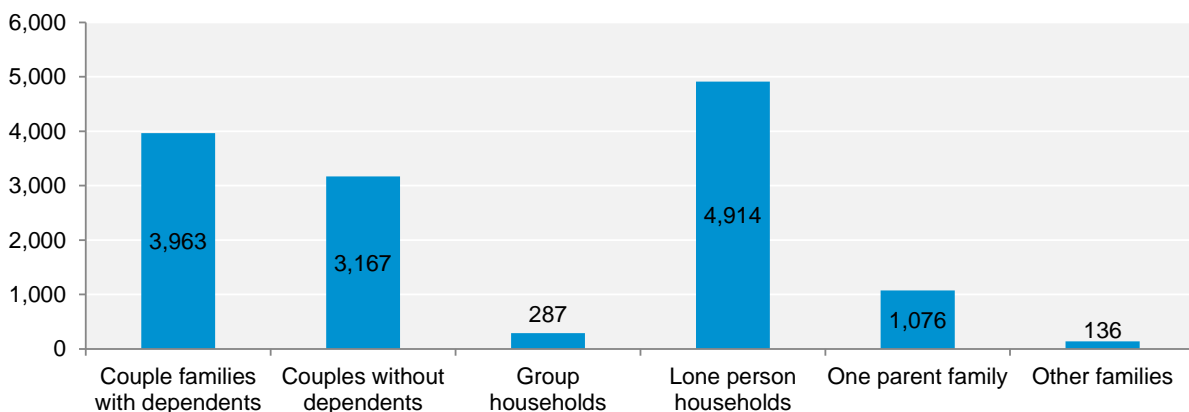
Source: Forecast ID, Urbis

This equally applies to the wider study area where 70% of additional households are forecast to be non-family households between now and 2036.

Forecast Household Change 2011 - 2036

STUDY AREA

– CHART 7.10



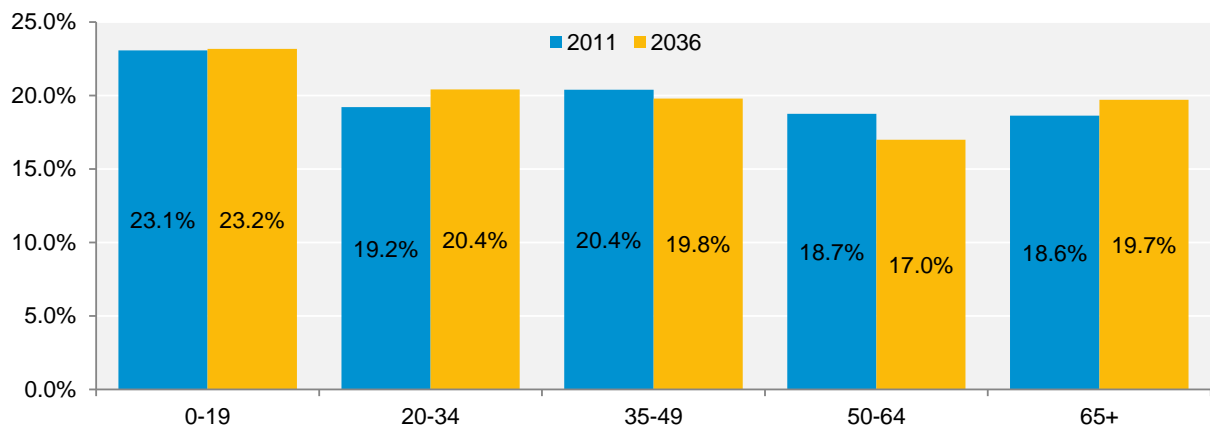
Source: Forecast ID, Urbis

Relative to the existing age distribution of Glen Waverley, forecasts indicate a shift towards a greater proportion of residents aged 20-34 and 65+ by 2036. This means a significant proportion of residents aged 50+ could benefit from downsizing options in the coming years, while growth in the resident base aged 20-34 requires suitable entry housing for newly forming households.

The projections for smaller household types indicates there will be proportionately fewer households suitable to large dwellings in the future within Glen Waverley.

Age Distribution GLEN WAVERLEY

– CHART 7.11



Source: ABS, Forecast ID, Urbis

7.6 DEMOGRAPHIC CONCLUSIONS

Analysis of the demographic and socio-economic characteristics of residents presents a profile that is not yet typical of Melbourne suburbs experiencing a shift to major high density residential development. Largely the current resident profile is influenced by the available dwelling stock, which is skewed towards larger detached dwellings and has traditionally accommodated mainly family households. In this regard, the local area is already well equipped with larger dwelling types.

The influence of new households, in particular the increasing share of 20-34 year old residents and a high proportion of Asian born residents is expected to support a continued shift to higher density dwelling take-up in Glen Waverley in the future. The key target market segments likely to influence the success of this project are:

Owner Occupier Demand

- Small households without children, including young professional residents; many of whom appear to have been moving out of Glen Waverley in recent years; although provision of apartment dwellings may provide an incentive for the growing cohort of young residents to continue living in Glen Waverley (20.4% of residents are forecast to be aged 20-34 years in 2036).
- There is also a significant volume of residents currently aged 50+, who over the next 5 – 10 years may seek to downsize their accommodation to a more manageable dwelling that offers the prospect of equity release or a more convenient location and lifestyle.
- Households with children seeking an address within local school catchment areas. The shift in policy at Glen Waverley Secondary College could have an impact upon 1 bedroom stock demand and increase the appeal of 2 bedroom apartments.
 - 3 bedroom apartments would be expected to compete with townhouses and detached housing, given that for the price to be relatively more attractive would require smaller living spaces.

Investor Demand

- Although historically there has not been a substantial rental market in Glen Waverley, the provision of new smaller dwellings in this location would be expected to attract interest from both domestic and overseas investors.
- The established and growing Asian community provides opportunities to attract both domestic and overseas investment; while we understand that Galleria was sold mostly to local purchasers.

Until recently there have been very few local high density living options, so it is likely that a lack of supply has masked latent demand for this type of accommodation in the catchment area. The earlier Ikon development and subsequent Galleria developments at Glen Waverley demonstrated there is clearly demand for one and particularly two bedroom apartments in Glen Waverley, since the developments sold out extremely quickly, upon release.

Looking ahead the key household requirements forecast are for smaller household types as opposed to larger household types, presenting a more urgent need to provide appropriate housing stock at a price point that appeals to this market.

8 Research Summary & Conclusions

8.1 KEY FINDINGS

Key findings from this report are:

- Across a major apartment market study sales across this wider market have been dominated by 2 bedroom apartments, with 3 bedroom sales making up a lower contribution each quarter than their contribution to available supply on the market.
- In Glen Waverley there is ample supply of larger housing stock in the area and high performing projects providing 1 and 2 bedroom apartments in recent times.
- Across 25 developments including in Glen Waverley, surrounding suburbs, Box Hill and Doncaster, 1 bedroom apartments account for an average of 31% of apartments, 2 bedroom 64%, 3 bedroom apartments make up 3% and other product types make up the remaining 2% out of 4,186 apartments.
- Taking into account the wider Melbourne apartment trends, recent Glen Waverley examples and eastern suburb case studies, we believe the appropriate strategy would be to present a mix in line with the wider market acceptance.

TABLE 3 – GLEN WAVERLEY STAGE 1- INDICATIVE MIX

	ONE BED	2 BED, 1 BATH	2 BED, 2 BATH	3 BED
Recommended Mix	15% - 20%	20%	55% - 60%	<5%

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Appendix A

Development Profiles – Glen Waverley

Galleria Glen Waverley

52 O'SULLIVAN ROAD, GLEN WAVERLEY

Developer	Australia Nan Xin Investment Pty Ltd
Status	Registration & Sales
Floors	15
Total Yield	267
Car Parks	315
Expected Completion Date	Mar-20



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	39	46	54	\$385,000	\$525,888	\$8,462	\$9,739
Two Bedroom + 1 Bath	52	59	64	\$515,000	\$615,888	\$8,803	\$9,623
Two Bedroom + 2 Bath	176	68	78	\$570,888	\$715,888	\$8,395	\$9,178
Three Bedroom	0	N/A	N/A	N/A	N/A	N/A	N/A

COMMENTS

85% sold within the first 48 hours of launch and the project completely sold out in three weeks. All apartments have at least one car space. Galleria is located next to The Glen, and falls within the Glen Waverley Secondary College School Zone. The project includes 15 retail outlets.

Source: Urbis; External

IKON

57-59 KINGSWAY, GLEN WAVERLEY

Developer	Consolidated Properties
Status	Complete
Floors	10
Total Yield	116
Car Parks	N/A
Expected Completion Date	Dec-13



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	84	50	55	\$480,000	\$499,000	\$9,073	\$9,600
Two Bedroom	32	66	75	\$680,000	\$700,000	\$9,333	\$10,303
Three Bedroom	0	N/A	N/A	N/A	N/A	N/A	N/A

COMMENTS

The project sold out within 7 days.

Source: Urbis; External

Appendix B

Development Profiles – Doncaster

Nest at the Hill

642 DONCASTER ROAD, DONCASTER

Developer	Sin Heng Chan
Status	Registration & Sales
Floors	12
Total Yield	243
Car Parks	352
Expected Completion Date	Aug-19



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	40	53	54	\$401,000	\$450,000	\$7,566	\$8,333
Two Bedroom + One Bath	41	58	70	\$520,000	\$560,000	\$8,000	\$8,966
Two Bedroom + Two Bath	143	51	82	\$561,000	\$616,000	\$7,512	\$11,000
Three Bedroom	19	105	105	\$726,000	\$800,000	\$6,914	\$7,619
Penthouse	10	129	218	N/A	N/A	N/A	N/A

COMMENTS

Nest at the hill is a high end residential development. Amenities include a pool, gym, two function rooms and two rooftop BBQ terraces.

Source: Urbis; External

Panorama

101 TRAM ROAD, DONCASTER

Developer	CBD Development Group
Status	Under Construction
Floors	13
Total Yield	221
Car Parks	257
Expected Completion Date	Dec-16



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	56	42	57	\$298,000	\$364,000	\$6,386	\$7,095
Two Bedroom + One Bath	85	55	60	\$412,000	\$595,000	\$7,491	\$9,917
Two Bedroom + Two Bath	74	61	99	\$558,000	\$710,000	\$7,172	\$9,148
Three Bedroom	6	107	111	\$765,000	\$765,000	\$6,892	\$7,150

COMMENTS

The project includes 3 commercial tenancies.

Source: Urbis; External

Gardenhill

5 ELGAR COURT, DONCASTER

Developer	Beulah International & Fajarbaru Builder Group
Status	Under Construction
Floors	11
Total Yield	136
Car Parks	136
Expected Completion Date	Jan-17



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	13	40	46	\$360,000	\$405,000	\$8,804	\$9,000
Two Bedroom + One Bath	60	59	65	\$505,000	\$575,000	\$8,559	\$8,846
Two Bedroom + Two Bath	63	70	87	\$575,000	\$745,000	\$8,214	\$8,563
Three Bedroom	0	N/A	N/A	N/A	N/A	N/A	N/A

COMMENTS

The 2 bedroom 2 bath apartments sold quickest.

Source: Urbis; External

Pearl

1 GROSVENOR STREET, DONCASTER

Developer	Ho Bee Land
Status	Complete
Floors	10, 4, 3, 3, 3
Total Yield	185
Car Parks	201
Expected Completion Date	Feb-16



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	70	42	58	\$308,000	\$443,000	\$7,333	\$7,638
Two Bedroom + One Bath	52	55	68	\$438,000	\$560,000	\$7,964	\$8,235
Two Bedroom + Two Bath	54	65	79	\$533,000	\$590,000	\$7,468	\$8,200
Three Bedroom	0	N/A	N/A	N/A	N/A	N/A	N/A
Townhouses	9	135	203	\$715,000	\$875,000	\$4,310	\$5,296

COMMENTS

The project comprises of 2 apartment buildings with a total of 176 apartments, as well as 3 separate townhouse buildings, with 3 levels and 3 townhouses each. Internal amenities include a communal pool and residential lounge facility.

Source: Urbis; External

Appendix C

Development Profiles – Box Hill

Whitehorse Towers

850 WHITEHORSE ROAD, BOX HILL

Developer	Asian Pacific Group
Status	Under Construction
Floors	36, 26
Total Yield	547
Car Parks	531
Expected Completion Date	Sep-17



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	107	43	51	\$321,800	\$399,800	\$7,484	\$7,839
Two Bedroom	430	53	88	\$440,800	\$838,800	\$8,317	\$9,532
Three Bedroom	10	88	118	\$778,800	\$1,088,000	\$8,850	\$9,220

COMMENTS

The project sold out in 5 weeks. Amenity includes commercial space, retail, restaurants, a gym and a pool.

Source: Urbis; External

Sky One

545 STATION STREET, BOX HILL

Developer	Golden Age Group
Status	Registration & Sales
Floors	36
Total Yield	440
Car Parks	325
Expected Completion Date	Apr-20



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	64	44	50	\$447,000	\$459,000	\$9,180	\$10,159
Two Bedroom + Two Bath	336	66	100	\$581,000	\$980,000	\$8,803	\$9,800
Three Bedroom + Two Bath	31	92	92	\$922,000	\$1,180,000	\$10,022	\$12,826
Three Bedroom + Three Bath	3	100	120		\$1,560,000	\$0	\$13,000
Penthouse	6	103	139	\$1,315,000	\$1,880,000	\$12,767	\$13,525

COMMENTS

70% of the project is sold as at May 2016. The project has achieved an average price per square metre of \$10,200. This sales information is for remaining stock as at May 2018. Pricing in this project is for unsold product as at May 2016

Source: Urbis; External

Chloe

15 IRVING AVENUE, BOX HILL

Developer	Cubick Property
Status	Registration & Sales
Floors	9
Total Yield	96
Car Parks	N/A
Expected Completion Date	Nov-18



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	23	49	64	\$398,000	\$539,000	\$8,106	\$8,409
Two Bedroom + One Bath	12	58	63	\$563,000	\$649,000	\$9,774	\$10,237
Two Bedroom + Two Bath	61	60	82	\$553,000	\$819,000	\$9,232	\$9,939
Three Bedroom	0	N/A	N/A	N/A	N/A	N/A	N/A

COMMENTS

The project is 70% sold as at May 2016.

Source: Urbis; External

Astrina

5 IRVING AVENUE, BOX HILL

Developer	Desyne Developments
Status	Under Construction
Floors	9
Total Yield	98
Car Parks	97
Expected Completion Date	Sep-17



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	41	44	64	\$365,000	\$500,000	\$7,837	\$8,314
Two Bedroom + One Bath	7	57	67	\$490,000	\$545,000	\$8,134	\$8,566
Two Bedroom + Two Bath	45	68	83	\$505,000	\$700,000	\$7,481	\$8,424
Two Bedroom Townhouse	5	89	107	\$698,000	\$748,000	\$7,017	\$7,878

COMMENTS

The project sold out in 7 months, with 24% of sales coming from foreign investors.

Source: Urbis; External

V2 Box Hill

712 STATION STREET, BOX HILL

Developer	Vicland Development
Status	Under Construction
Floors	9
Total Yield	100
Car Parks	N/A
Expected Completion Date	Dec-16



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	58	40	54	\$375,000	\$425,000	\$7,870	\$9,375
Two Bedroom + One Bath	37	56	65	\$453,000	\$563,000	\$8,089	\$8,662
Two Bedroom + Two Bath	5	64	77	\$591,000	\$615,000	\$7,987	\$9,234
Three Bedroom	0	N/A	N/A	N/A	N/A	N/A	N/A

COMMENTS

The project includes three commercial spaces.

Source: Urbis; External

Parc Apartments

740 STATION STREET, BOX HILL

Developer	McLaren Developments
Status	Under Construction
Floors	4
Total Yield	47
Car Parks	N/A
Expected Completion Date	N/A



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	15	44	53	\$325,000	\$365,000	\$6,887	\$7,386
Two Bedroom + One Bath	18	54	68	\$465,000	\$505,000	\$7,426	\$8,611
Two Bedroom + Two Bath	14	69	77	\$515,000	\$599,000	\$7,464	\$7,779
Three Bedroom	0	N/A	N/A	N/A	N/A	N/A	N/A

Source: Urbis; External

Appendix D

Development Profiles – Additional
Local Case Studies

The Clarindale

1213 CENTRE ROAD, SOUTH OAKLEIGH

Developer	Ausco
Status	Registration & Sales
Floors	4
Total Yield	126
Car Parks	N/A
Expected Completion Date	N/A



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Average	Average	Min	Max	Average	Average
One Bedroom	10	53		\$324,400		\$6,091	
Two Bedroom	116	61		\$405,609		\$6,627	
Three Bedroom	0	N/A		N/A		N/A	

COMMENTS

The project is 95% sold as at May 2016.

Source: Urbis; External

Holmes Hill

70 BATESFORD ROAD, CHADSTONE

Developer	CBD Development Group
Status	Under Construction
Floors	6
Total Yield	212
Car Parks	N/A
Expected Completion Date	Dec-16



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	N/A	51	63	\$325,000	\$345,000	\$5,476	\$6,373
Two Bedroom	N/A	66	103	\$430,000	\$615,000	\$5,971	\$6,515
Three Bedroom	0	N/A	N/A	N/A	N/A	N/A	N/A

COMMENTS

Ground floor retail, including a supermarket.

Source: Urbis; External

Notting Hill Apartments

658-660 BLACKBURN ROAD, NOTTING HILL

Developer	N/A
Status	Complete
Floors	4
Total Yield	257
Car Parks	257
Expected Completion Date	N/A



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	88	44	54	\$325,000	\$375,000	\$6,957	\$7,386
Two Bedroom + One Bath	0	N/A	N/A	N/A	N/A	N/A	N/A
Two Bedroom + Two Bath	169	68	79	\$400,000	\$450,000	\$5,703	\$5,900
Three Bedroom	0	N/A	N/A	N/A	N/A	N/A	N/A

Source: Urbis; External

Bellenden

820 FERNTREE GULLY ROAD, WHEELERS HILL

Developer	Ouson Group
Status	Registration & Sales
Floors	4
Total Yield	104
Car Parks	N/A
Expected Completion Date	Jul-18



PRODUCT MIX AND PRICE POINTS

	Yield	Size (Internal sq.m)		Price Range		Price Per Square Metre	
		Min	Max	Min	Max	Min	Max
One Bedroom	12	45	45	\$355,000	\$365,000	\$7,906	\$8,129
Two Bedroom	32	62	69	\$485,000	\$555,000	\$7,772	\$8,032
Three Bedroom	6	84	90	\$650,000	\$650,000	\$7,238	\$7,701
Two Bedroom Townhouse	11	128	128	\$680,000	\$680,000	\$5,313	\$5,313
Three Bedroom Townhouse	38	150	211	\$745,000	\$745,000	\$3,527	\$4,967
Four Bedroom Townhouse	5	220	220	\$950,000	\$950,000	\$4,310	\$4,310

COMMENTS

Amenities include a gym and an indoor pool.

Source: Urbis; External

Appendix E

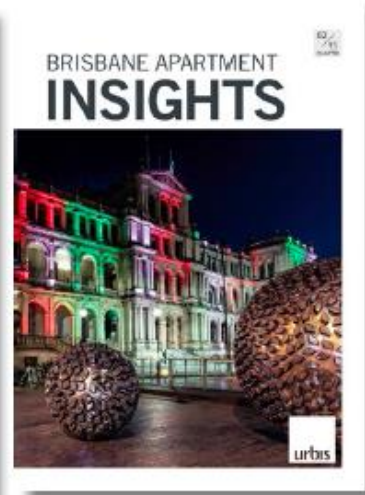
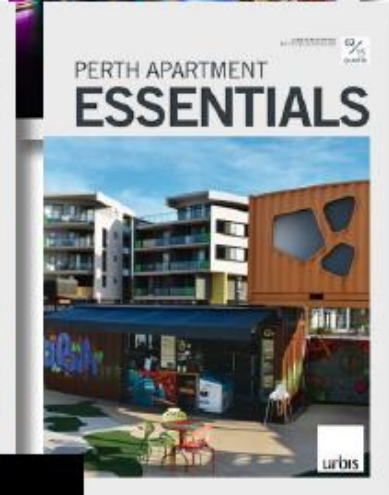
Development Mix Sample

The following developments were sampled to determine the typical product mix for apartments in the Eastern Suburbs market:

SUBURB	DEVELOPMENT
Glen Waverley	– IKON
	– Galleria
	– Kingsley
– Doncaster	– Panorama
	– Garden Hill
	– Sloane
	– 83 on Tram
	– Imperial
	– Pearl
	– Nest at the Hill
	– Botanic
	– Primrose Apartments
– Box Hill	– Astrina
	– Whitehorse Towers
	– Sky One
	– V2
	– Parc Apartments
	– Chloe
– Box Hill North	– Longford Hill
– Wheelers Hill	– Bellenden
– Clayton	– Nova Centre
– Chadstone	– Holmes Hill
– Clayton North	– Campus
– South Oakleigh	– The Clarindale
– Notting Hill	– Notting Hill Apartments

Appendix F

Urbis Apartment Essentials



The independent Urbis Apartment Essentials reports capture the largest sample of project sales across Melbourne, Sydney, Brisbane, the Gold Coast and Perth. The reports provide all the essential sales data for the new and off the plan apartment market nationally.

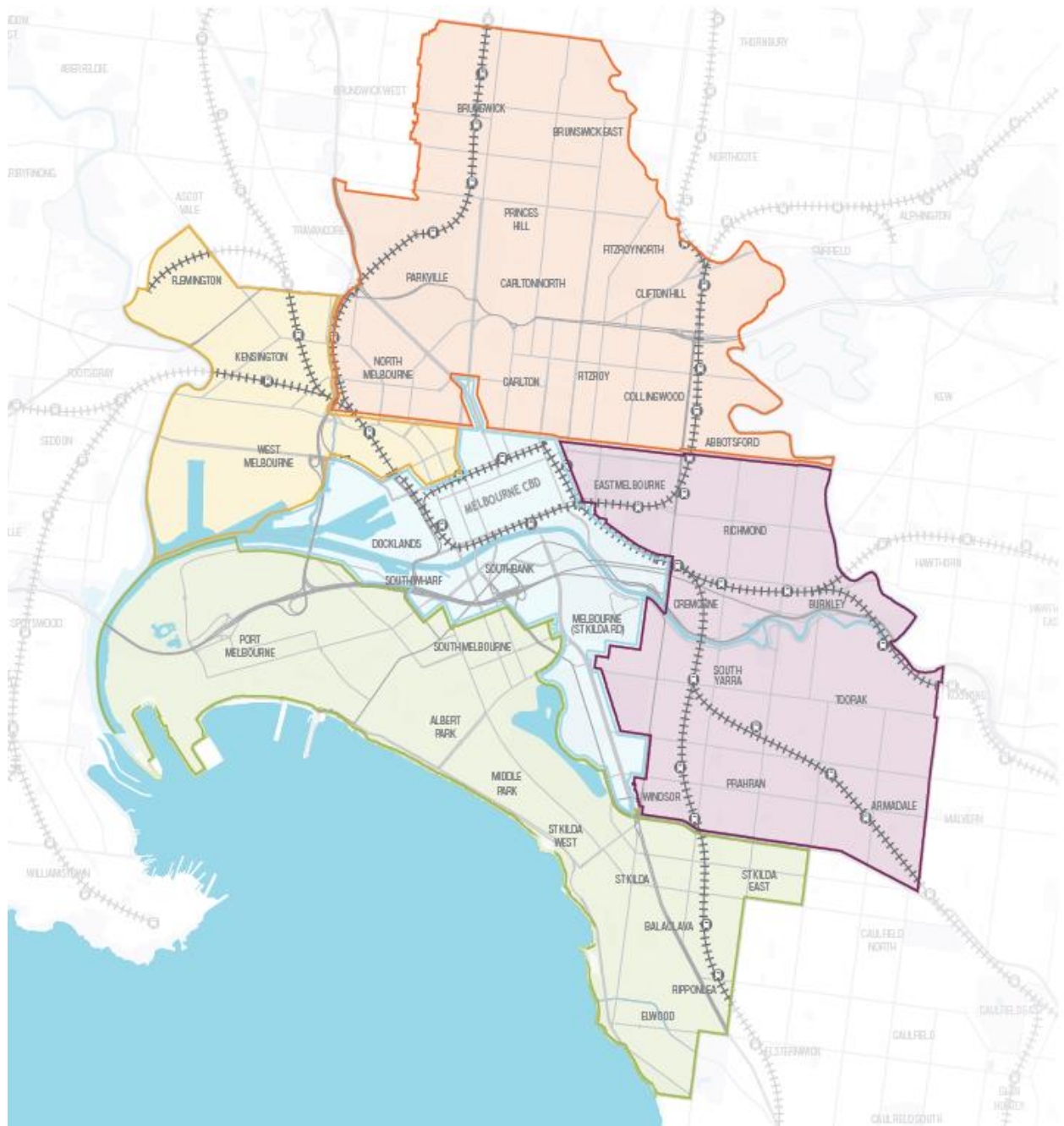
URBIS
QUARTERLY PUBLICATIONS

Urbis Apartment Market Reports

MELBOURNE, SYDNEY, BRISBANE, GOLD COAST, PERTH.

Every quarter, the national Urbis Economics and Market Research teams undertake an independent sales survey of apartments that are off-the-plan or recently completed new apartments. This information is analysed and compiled into the published Apartment Essentials Reports.

The Apartment Essentials Reports analyse sales trends taking into account price, size, precinct, apartment type and buyer profile. Additionally, the reports monitor future supply by tracking project applications and approvals.



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