





Market Analysis

Menser Views

This Market Analysis has been prepared to support the advertised prices of Townhomes at Menser Views; another quality **Heran Building Group** development. We price our developments using the most recent and relevant market evidence available using mediums like RP Data and PDS Live. These programs contain information provided by the Queensland Government Department of Environment and Resource Management; the department responsible for keeping sales transaction records and updating ownership Title documents.

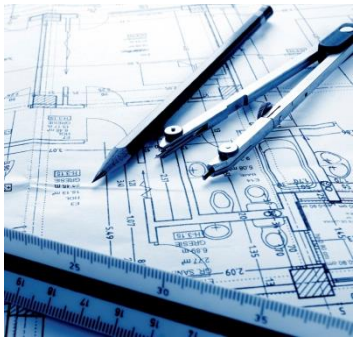
Benefits of Buying a Brand New Product

History shows that savvy investors are willing to pay a little extra when compared to the price of a second hand property to secure the benefits of buying a brand new product. The most important benefits of buying brand new products include:

- Builder's warranty,
- Tax deduction incentives; and
- No wear and tear

How to Compare

We believe in using a mixture of re-sales (two to three years old product) and developer sales (brand new product) in order to obtain the fair market value (subsequent list price) of our Townhomes. Re-sales are those sales of second hand properties; this gives a good indication of the local area's suitability for investments and its resilience against economic and property market conditions. Developer sales are generally considered to be the most comparable sales evidence; it is the only way to compare 'apples with apples'. Developer sales of new properties remove any doubt caused by previous occupants, wear and tear, depreciation and dated design techniques. The best way to find the market value of a brand new product is to compare it with another brand new product that has recently sold. Lastly, we also like to find out what else is available for sale in the market place.



Market Analysis

Menser Views – 45 Menser Street, Calamvale

Menser Views features a range of architecturally designed Townhomes with options to please every buyer. The key features of the development are:

- Two storey townhomes
- Communal open space and swimming pool
- Visitors car parking
- Air-conditioning
- Three bedrooms and two & half bathrooms to every unit
- On-Site Manager
- Six year structural guarantee
- Six month maintenance guarantee

47/35 Jaffa Crescent, Calamvale



Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
15 th January 2019	\$480,000	Yes	Four bedrooms Two bathrooms Single Garage	2018	1.5 km from Menser Views	Comparable Age Slightly Superior Features Slightly Inferior Location Comparable Size Comparable Overall



15/53 Injune Circuit, Calamvale

Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
Resale 15 th April 2019	\$400,000	Yes	Three bedrooms Three bathrooms Single Garage	2015	1.4 km from Menser Views	Slightly Inferior Age Inferior Features Slightly Inferior Location Slightly Superior Size Inferior Overall



31/25 Yarrowonga Street, Calamvale

Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
9 th April 2019 Settled 26 th June 2019	\$419,900	Yes	Three bedrooms Two bathrooms Single Garage	2018	Within Menser Views	Comparable Age Comparable Features Comparable Location Comparable Size Comparable Overall



23/192 Nottingham Road, Parkinson

Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
17 th May 2019	\$440,000	Yes	Four bedrooms Two bathrooms Single Garage	2016	0.5 km from Menser Views	Slightly Inferior Age Comparable Features Comparable Location Slightly Superior Size Comparable Overall



25/338 Algester Road, Calamvale

Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
5 th November 2018	\$449,000	Yes	Three bedrooms Three bathrooms Single Garage	2017	1 km from Menser Views	Slightly Inferior Age Comparable Features Comparable Location Slightly Inferior Size Slightly Inferior Overall



10/35 Clarence Street, Calamvale

Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
23 rd November 2018 Settled 10 th April 2019 Resale	\$440,000	Yes	Three bedrooms Two bathrooms Double Garage	2010	0.2 km from Menser Views	Inferior Age Inferior Features Comparable Location Superior Size Slightly Inferior Overall



16/43 Doulton Street, Calamvale

Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
9 th February 2019 Resale	\$390,000	Yes	Three bedrooms Two bathrooms Single Garage	2013	1.7 km from Menser Views	Inferior Age Inferior Features Inferior Location Comparable Size Inferior Overall



Advice to Banks/Finance Providers

In the current climate it is imperative the property valuer be aware they are providing a valuation 'as-at' today's date for mortgage purposes, and not what they think may happen to the distant future value of the property under a worst-case scenario.

The bank/financier must ensure it provides appropriate valuation instructions to the property valuer such that they will 'act in a fair and reasonable manor and provide a current fair market valuation of the property based upon the valuation standards set out in the Australian Property Institute – Professional Practice Manual now renamed the Australia and New Zealand Valuation and Property Standards ("API Standards")'.

These instructions (as per the API Standards), should advise the valuer to assume a normal sales and marketing campaign has occurred, that the sale of the property is between a willing buyer & a willing seller and that the valuation is for mortgage security purposes and is not a valuation of the property based upon the forced sale requirements of a mortgagee in possession.

Further instructions should advise the valuer to consider recent and relevant sales evidence of similar style, quality and age property within the locality to both owners and investors alike.





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