

NOVEMBER 2021





Market Analysis

Handford Heights

This Market Analysis has been prepared to support the advertised prices of Townhomes at Handford Heights, 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:

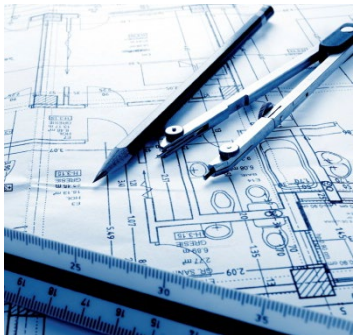
- Builder's warranty,
- Tax deduction incentives; and
- No wear and tear

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.

GST and New Residential Property.

From 1st July 2018, all new residential premises sales are to include GST payable to the Australian Taxation Office and therefore all Contract prices of Heran new product includes GST payable. According to the Australian Property Institute (API) article dated 27th June 2018, API recommends Valuers to consider GST when valuing new residential property for mortgage security purposes.



Market Analysis

Handford Heights- 281-295 Handford Road, Taigum

Handford Heights 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
- Mix of Four and Three bedroom and two & half bathroom units
- On-Site Manager
- Six year structural guarantee

64/258 Church Road, Taigum



Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
28 July 2021 Resale	\$475,000	Yes	Three bedrooms Two bathrooms Single Garage	2013	1.0 km from Handford Heights	Very Inferior Age Very Inferior Features Comparable Location Inferior Size Very Inferior Overall

2/30 Slade Street, Carseldine



Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
31 July 2021 Resale	\$570,000	Yes	Four bedrooms Two bathrooms Single Garage	2013	4 km from Handford Heights	Very Inferior Age Inferior Features Comparable Location Slightly Superior Size Comparable Overall

30/28 Sedgemoor Street, Carseldine



Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
25 October 2021 Resale	\$547,000	Yes	Four bedrooms Two bathrooms Single Garage & Undercover Spot	2016	3.9 km from Handford Heights	Inferior Age Inferior Features Comparable Location Slightly Inferior Size Slightly Inferior Overall

4/16 Muller Road, Boondall



Sale Date	Price	Local Buyer	Features	Year Built	Location	Comparison
4 August 2021 Resale	\$555,000	Yes	Three bedrooms Two bathrooms Single Garage	2017	2.8 km from Handford Heights	Inferior Age inferior Features Comparable Location inferior 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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