

We are real estate strategists specialising in new residential development advice. We come from a market's viewpoint. In short we help make residential work.



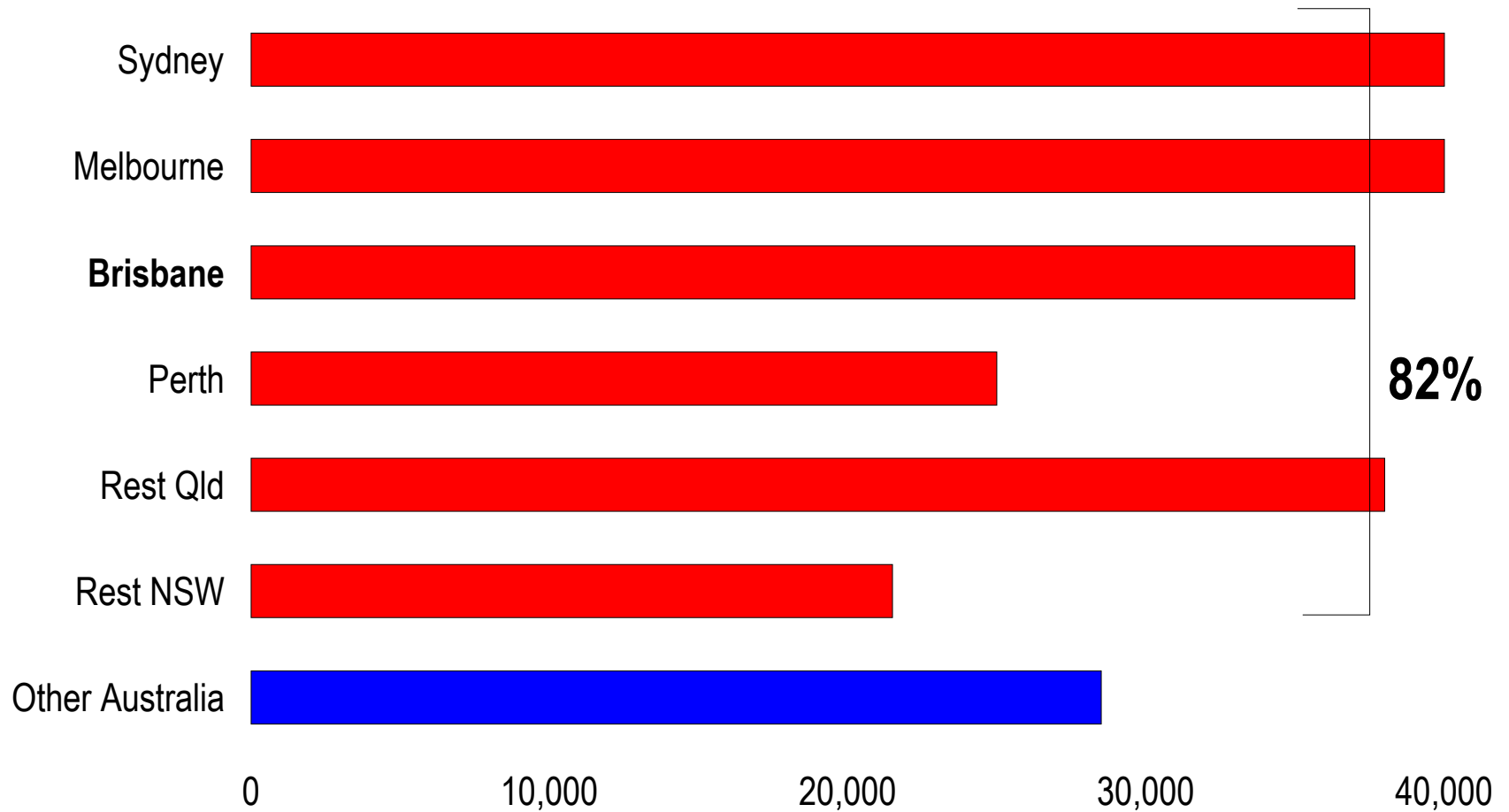
queensland

- ❖ population growth = 82,400 pa or 1,600 per week,
- ❖ full-time job creation = 100,000 or 35% oz total
- ❖ 38,000 new dwellings starts last year, new market undersupplied by 10%, up to 15% by years end
- ❖ vacancy rate under 2%, and falling
- ❖ 25% lift in investment activity; 19% lift in owner-occupier demand
- ❖ 50% investors looking to buy; 42% hold in 2007
- ❖ residential prices currently rising 7% to 10% pa
- ❖ long-term rents rising by 10% to 12% pa

strong fundamentals

Estimated annual population growth

Major growth areas - next ten years



Matusik Property Insights, and ABS.

housing affordability - australia

State/territory	% detached house affordable	
	2001	2006
New South Wales	55%	18%
Victoria	72%	42%
Queensland	83%	27%
South Australia	86%	52%
Western Australia	80%	13%
ACT	60%	16%
Australia	71%	29%

Source: Matusik Property Insights, RBA, ATO and RPData. Used with permission.

migration

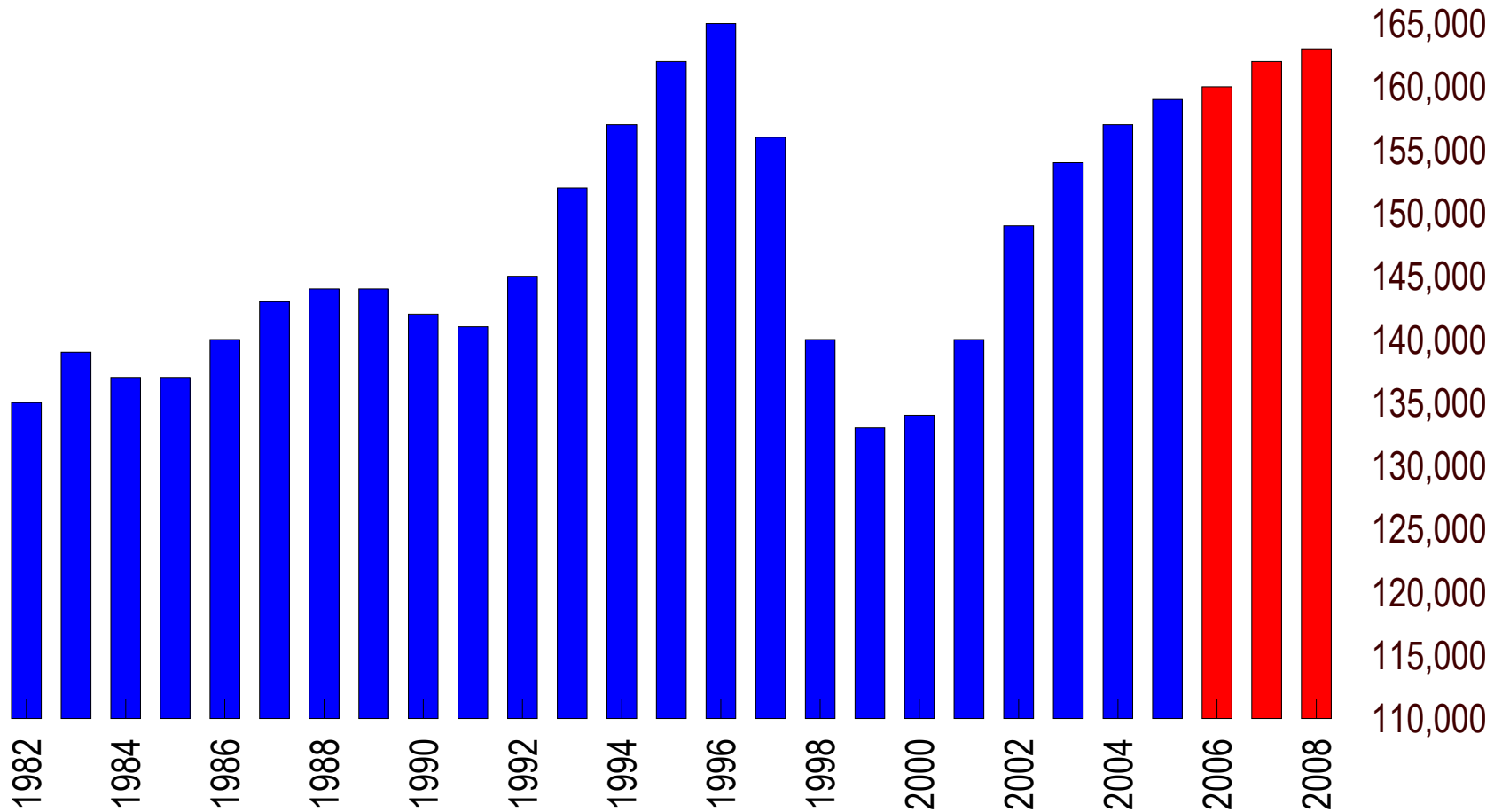
2007/08

- ❖ 153,000 permanent skilled migrants
- ❖ 71,000 temporary visas
- ❖ 112,000 working visas
- ❖ 190,000 student visas
- 496,000 total**



Underlying housing demand

Australia



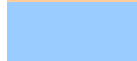


Matusik Property Insights & ABS & Economics@ANZ. Financial years.

Underlying dwelling demand v. supply - 2007

Australia

	Underlying demand	Anticipated supply	Balance
New South Wales	47,400	29,200	-18,200
Victoria	41,200	37,200	-4,000
Queensland	42,900	38,700	-4,200
South Australia	9,500	10,500	1,000
Western Australia	21,900	25,000	3,100
Tasmania	2,500	2,900	400
Northern Territory	1,500	1,100	-400
Canberra	2,600	2,000	-600
Australia	169,500	146,600	-22,900

	Undersupplied
	Oversupplied
	Balanced

next 12 years:

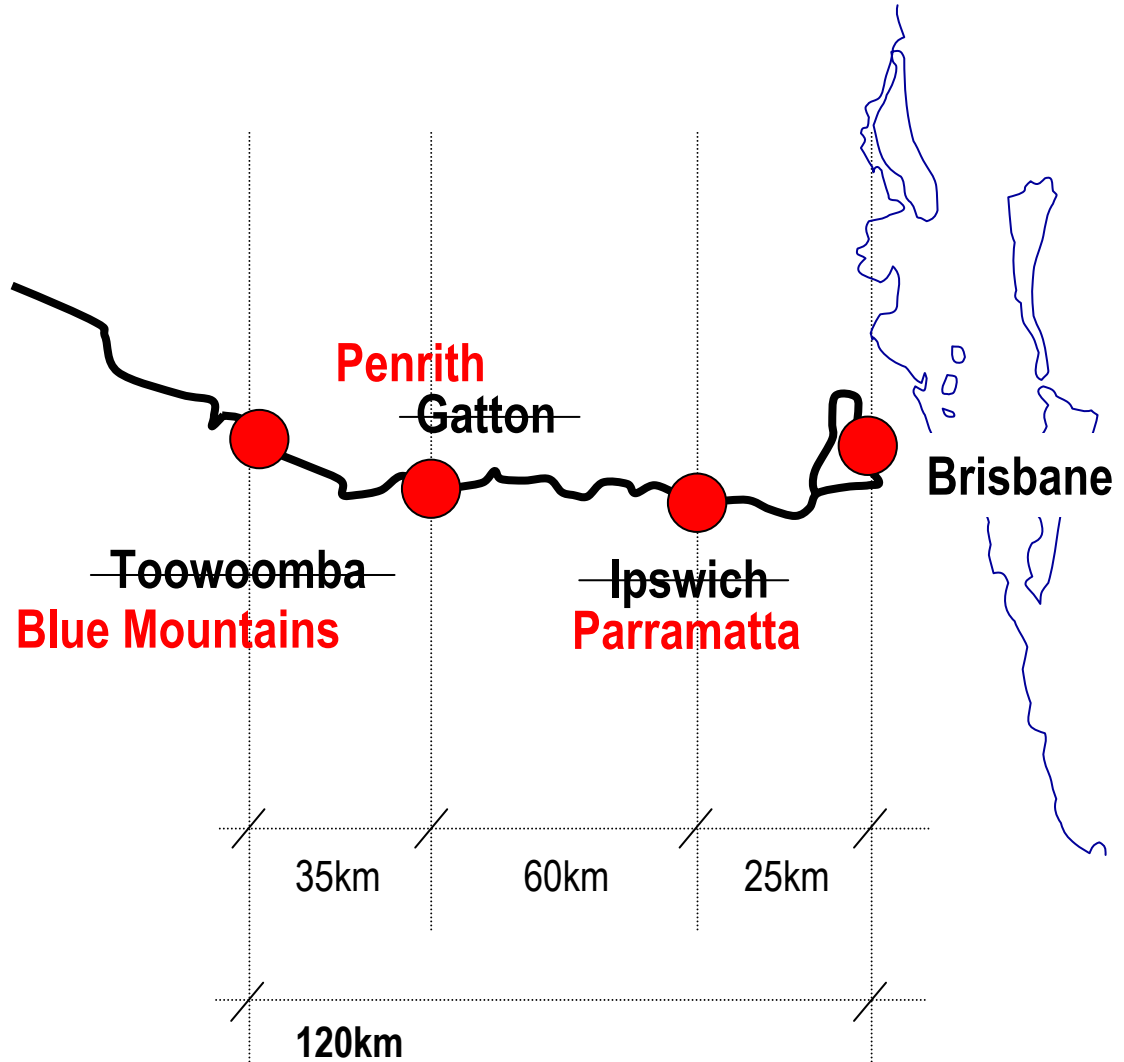
- ❖ total dwelling target for **SEQ** = 27,000pa – 25% in brisbane city; 24% on the gold coast and 13% in ipswich.
- ❖ ipswich's total dwelling target is 42,000 (or 3,500pa) of which 36,000 is greenfield and 6,000 infill.
- ❖ **ipswich has the second largest bank of greenfield development (after the gold coast)**

currently 40 major projects have just been completed, are either under construction or committed to start over the next five year across ipswich city. this equates to **\$10.6 billion** worth of new development.

this is up 60% on last years commitments!!!!

Source: Qld State Dev – Projects Qld Issue 25, 2005/06.

**Within next
15/20 years!!!!**



ipswich sales/prices – 2007

- ❖ **land** sales 1,800 (down 17%); average land price is \$211,000, up 17%
- ❖ **house** sales 5,100 (up 9%); average house price is \$275,000, up 3%
- ❖ **attached dwellings** just 450 sales last year

housing affordability - seqld

location	% detached house affordable	
	2001	2006
Noosa	57%	3%
Maroochy	75%	4%
Caloundra	75%	2%
Caboolture	94%	21%
Redcliffe	89%	21%
Pine Rivers	96%	27%
Outer Brisbane	86%	32%
Ipswich	99%	56%
Logan	95%	42%
Redland	84%	15%
Gold Coast	62%	9%
Qld average	83%	27%

Source: Matusik Property Insights, RBA, ATO and RPData. Used with permission.

Housing prices

Percentage change year to March Qtr 2007

Capital City	APM (1)	Residex (2)	RPData/ Rismark (3)	ABS (4)
Sydney	-1%	2%	1%	2%
Melbourne	4%	7%	5%	7%
Brisbane	7%	8%	9%	10%
Adelaide	8%	5%	7%	6%
Perth	21%	13%	23%	32%
Canberra	5%	7%	6%	9%
Hobart	4%	3%	n/a	11%
Darwin	16%	-1%	11%	15%
Australia	5%	7%	5%	9%

Matusik Property Insights, APM, RBA, Residex, RPData/Rismark and ABS.

(1) = Mix-adjusted index. (2) = Repeat-sales index. (3) = Hedonic index. (4) = index, 2003/04 = 100.

Potential established house price growth

	2006 (actual)	2007	2008
Sydney	-0.1%	2%	10%
Melbourne	8.1%	5%	10%
South east Qld	7.1%	5%	10%
Adelaide	6.4%	5%	8%
Perth	36.9%	0%	8%
Hobart	7.1%	5%	10%
Darwin	17.6%	8%	10%
Canberra	9.2%	5%	10%
Average	8.3%	4.5%	9.5%

Matusik Property Insights , ABS. Calendar years.