

MARKET OUTLOOK

WILLOUGHBY

Willoughby is an established residential suburb in the affluent Lower North Shore of Sydney boasting access to transport, amenity, and major employment centres such as the Chatswood (2km) and Sydney (6km) CBD's.

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& Lifestyle

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Residential Market

Prepared exclusively for

Mirvac

October 2021



LOCATION & LIFESTYLE

For the purpose of this market profile, the Willoughby Study Area refers to the suburbs of Willoughby, Artarmon, and Naremburn.

Transport connectivity continues to improve with the new Sydney Metro rail line connecting residents to key employment centres such as Macquarie Park, North Sydney, and the Sydney CBD. The region is also home to a network of leading schools such as Shore, St Pius X College, Willoughby Girls High School, Monte Sant' Angelo Mercy College, North Sydney Girls and North Sydney Boys High School.

POPULATION & DEMOGRAPHICS

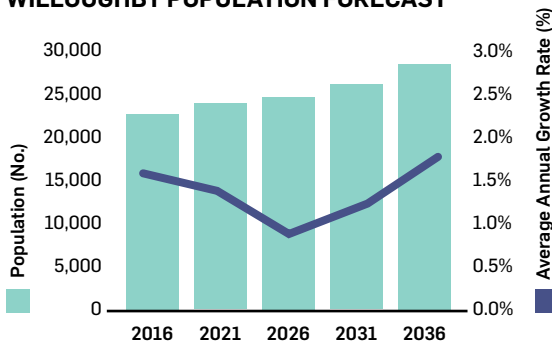
Willoughby is characterised by a high proportion of well-educated residents with managerial/professional occupations and high household incomes. Almost half of the adult Willoughby population have a bachelor's degree or higher compared to 28% for Greater Sydney. Given the highly skilled workforce, average per capita incomes for people aged 15-64 in Willoughby are 46% above that of Greater Sydney.

WHO LIVES IN WILLOUGHBY?	Willoughby	Greater Sydney
Average Household Size	2.6	2.8
Couple family (kids >15)	29%	24%
Renters	41%	36%
Managers and Professionals	61%	41%
Bachelor's Degree or Higher	49%	28%
Average Household Income	\$135,519	\$106,502
Per Capita Income (Persons aged 15-64)	\$73,346	\$50,309

Prepared by Urbis; Source ABS Census 2016

According to Transport for NSW population forecasts, the population is expected to grow by an average of 1.2% per annum over the next 15 years.

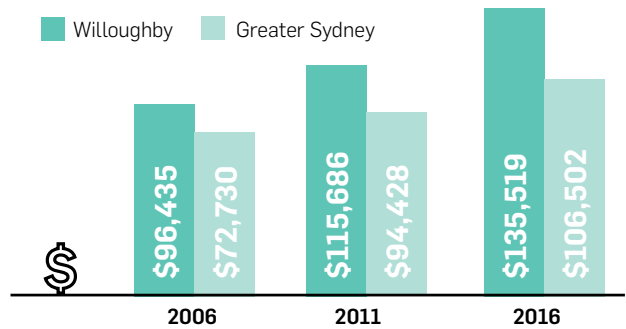
WILLOUGHBY POPULATION FORECAST



Prepared by Urbis; Source: ABS; Transport for NSW

Willoughby has recorded strong average annual household income growth of 3.5% per annum over the last decade, highlighting the increasing affluence of the population. In 2016, the average household income in Willoughby was 27% higher than that of Greater Sydney.

WILLOUGHBY AVERAGE HOUSEHOLD INCOME



Prepared by Urbis; Source: ABS

INFRASTRUCTURE & INVESTMENT

Significant infrastructure investment in health, education, retail, and office will support jobs growth going forward.

SYDNEY METRO – CITY & SOUTHWEST (2024) \$15.5b

Construction of Stage 2 of the metro line will improve connectivity to residents with direct access to Macquarie Park, Chatswood, Crows Nest Interchange, North Sydney, Barangaroo and Martin Place when it opens in 2024.

ROYAL NORTH SHORE HOSPITAL HERBERT STREET PRECINCT

Proposed development including apartments, health-related commercial uses, and new educational facilities.

CHATSWOOD CHASE REDEVELOPMENT (2025) \$228m

Expansion of the retail offering at Chatswood Chase shopping centre and the addition of co-working space.

NORTH SHORE HEALTH HUB (2022) \$112m

Construction of a 16,000 sq.m health hub adjacent to Royal North Shore Hospital including specialists, day surgery, physiotherapy, dentistry and research and education.

CHATSWOOD EDUCATION PRECINCT (2023) \$50m

New building and refurbishment works at Chatswood Public School and Chatswood High School.

The NSW State Budget has also announced plans for additional schools in Chatswood and St Leonards to cater for the growing population.

WILLOUGHBY LEISURE CENTRE REDEVELOPMENT (2023) \$38m

Redevelopment of the existing centre to include additional pools and a new health club.

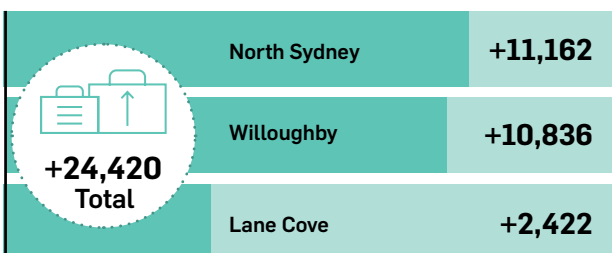


EMPLOYMENT

The new infrastructure investment in office space, health care, retail and education in the area will likely be a catalyst for employment. Over 24,400 jobs are expected to be created across the Lane Cove, North Sydney and Willoughby LGA's over the next decade according to Transport for NSW forecasts. Growth industries include professional services, education, and health with growth projected in the major centres of North Sydney, Chatswood and Artarmon.

In addition to local employment opportunities, the region is well connected to significant employment hubs via bus and rail lines including Macquarie Park, Chatswood CBD and the Sydney CBD.

JOBS GROWTH 2021-31



Prepared by Urbis; Source; Transport for NSW

1. NINE by Mirvac

HEALTH

- Royal North Shore Hospital Precinct
- Mater Hospital

EDUCATION

- Willoughby Public School
- St Thomas Catholic Primary School
- Willoughby Girls High School
- Artarmon Public School
- Cammeraygal High School
- North Sydney Girls High School
- North Sydney Boys High School
- Wenona School
- Marist Catholic College North Shore
- Shore School
- Monte Sant' Angelo Mercy College
- ACU North Sydney
- TAFE St Leonards
- St Pius X College

RETAIL, CBDS, & STATIONS

- Sydney CBD
- North Sydney CBD
- Crows Nest Town Centre
- Chatswood Interchange
- Chatswood Chase
- Westfield Chatswood
- Northbridge Plaza
- Artarmon Station
- St Leonards Station
- Willoughby high street retail strip

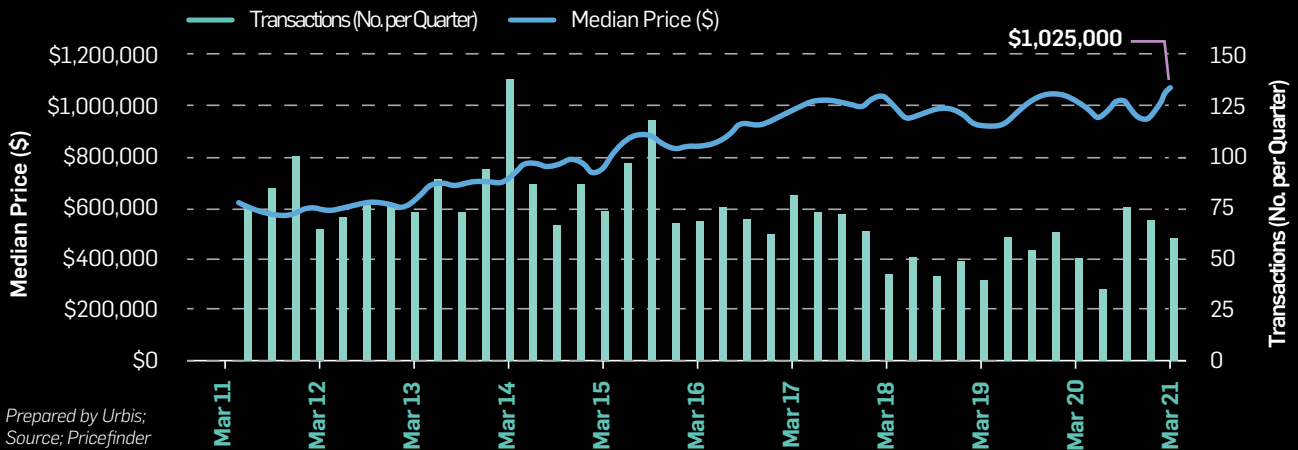
PARKS & RECREATION

- Willoughby Leisure Centre
- Northbridge Golf Club
- Cammeray Golf Club
- Hallstrom Park
- Flat Rock Gully Walking Track
- Naremburn Park
- Artarmon Reserve
- Gore Hill Park
- North Sydney Oval

RESIDENTIAL APARTMENT MARKET

Willoughby is an established residential market with apartments accounting for half of dwellings, compared to 28% across Greater Sydney. The existing apartment stock is dated, with less than 20% of apartments built in the last 20 years. The median apartment price within Willoughby was \$1,025,000 in Q1 2021. Prices recorded strong growth from 2013-2017, averaging 10.5% growth

per annum before falling slightly in 2018 and 2019 in line with the broader Sydney market. Prices have shown renewed strength in the March 2021 quarter as the Sydney housing market has picked up. Overall, price growth over the last decade in the area has averaged 4.9%, above the Sydney average of 3.8%.



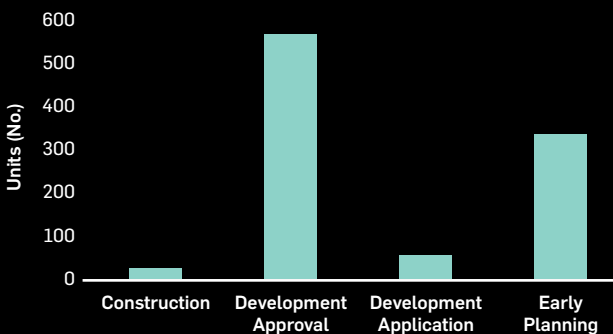
10 YEAR MEDIAN APARTMENT PRICE GROWTH

Apartments	
 Willoughby	4.9%
 Greater Sydney	3.8%

Prepared by Urbis; Source: Pricefinder

There are around 720 units in the development pipeline within the Willoughby Study Area. Approximately 60% of future supply is within NINE by Mirvac, indicating relatively low levels of local competition.

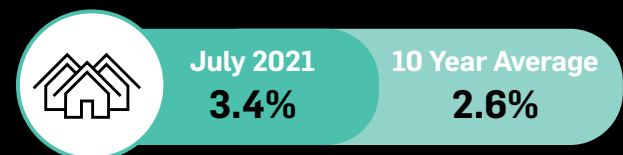
FUTURE SUPPLY PIPELINE



Willoughby has a growing rental market with around 41% of households renting as at 2016. The rental market is supported by young professionals with relatively high income.

Vacancies in the residential market have been low over the past decade, averaging 2.0% between 2011 to the end of 2018.

RESIDENTIAL VACANCY RATES FOR SURROUNDING POSTCODES



GROSS APARTMENT RENTAL YIELDS

February 2021

	Yield
Artarmon	2.7%
Naremburn	2.9%
Willoughby	3.4%

Source: Pricefinder; Urbis

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