



# 2023 Economic Futures Forum

## *The Path Ahead*

**Annette Smith**, State Director Regional Operations (North)

**Acumentis**  
DECISION CERTAINTY



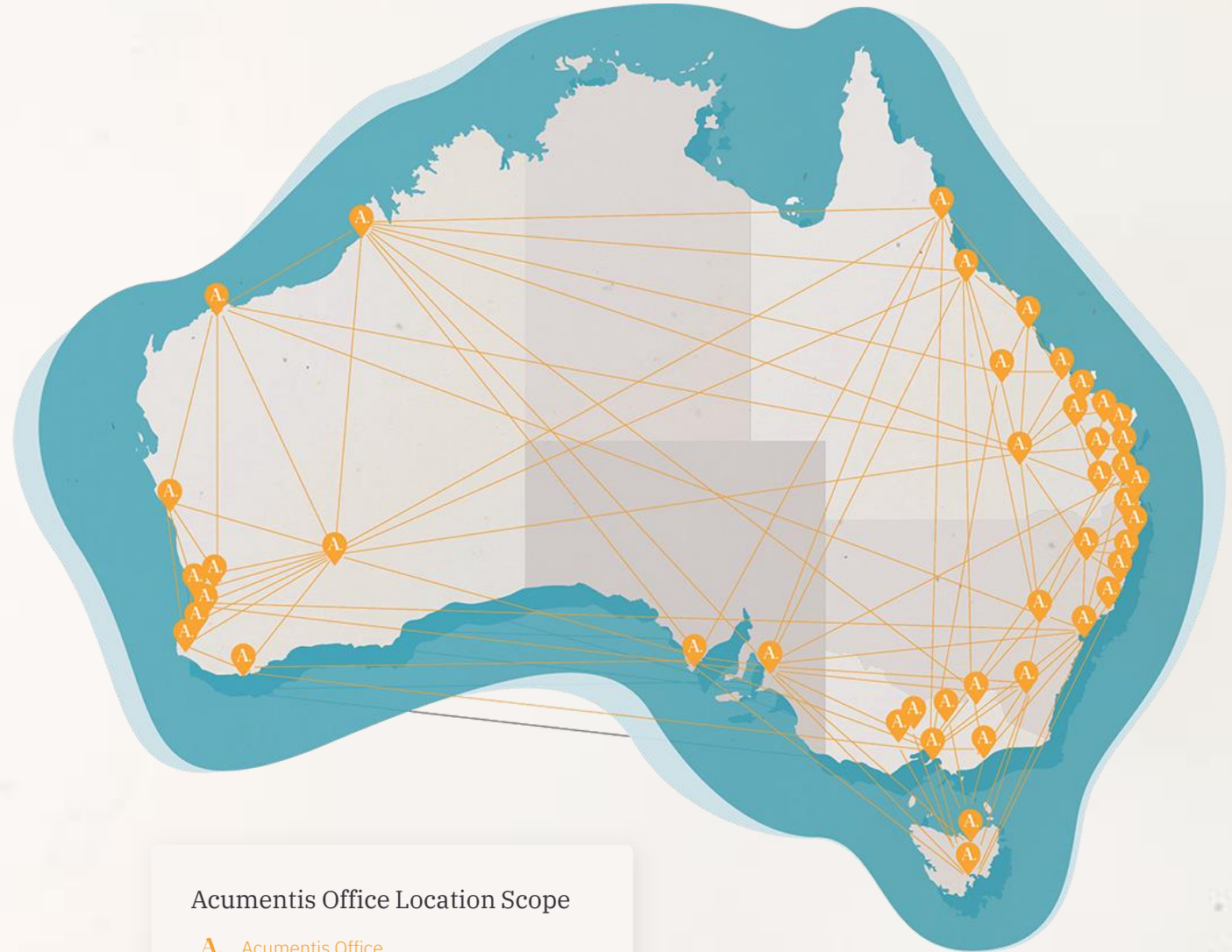


# Acumentis Offices

45 offices across Australia, supported by satellite valuers to support our regional coverage.

Over 90% of instructions fall in our existing service area

Growth plans - NT (Darwin/Alice Springs) and Residential to join existing commercial in NSW Central West



# Our Market

- Residential – 10 year cycle and 12 month overview
- Commercial Trends
- Industrial Trends
- The Path Ahead

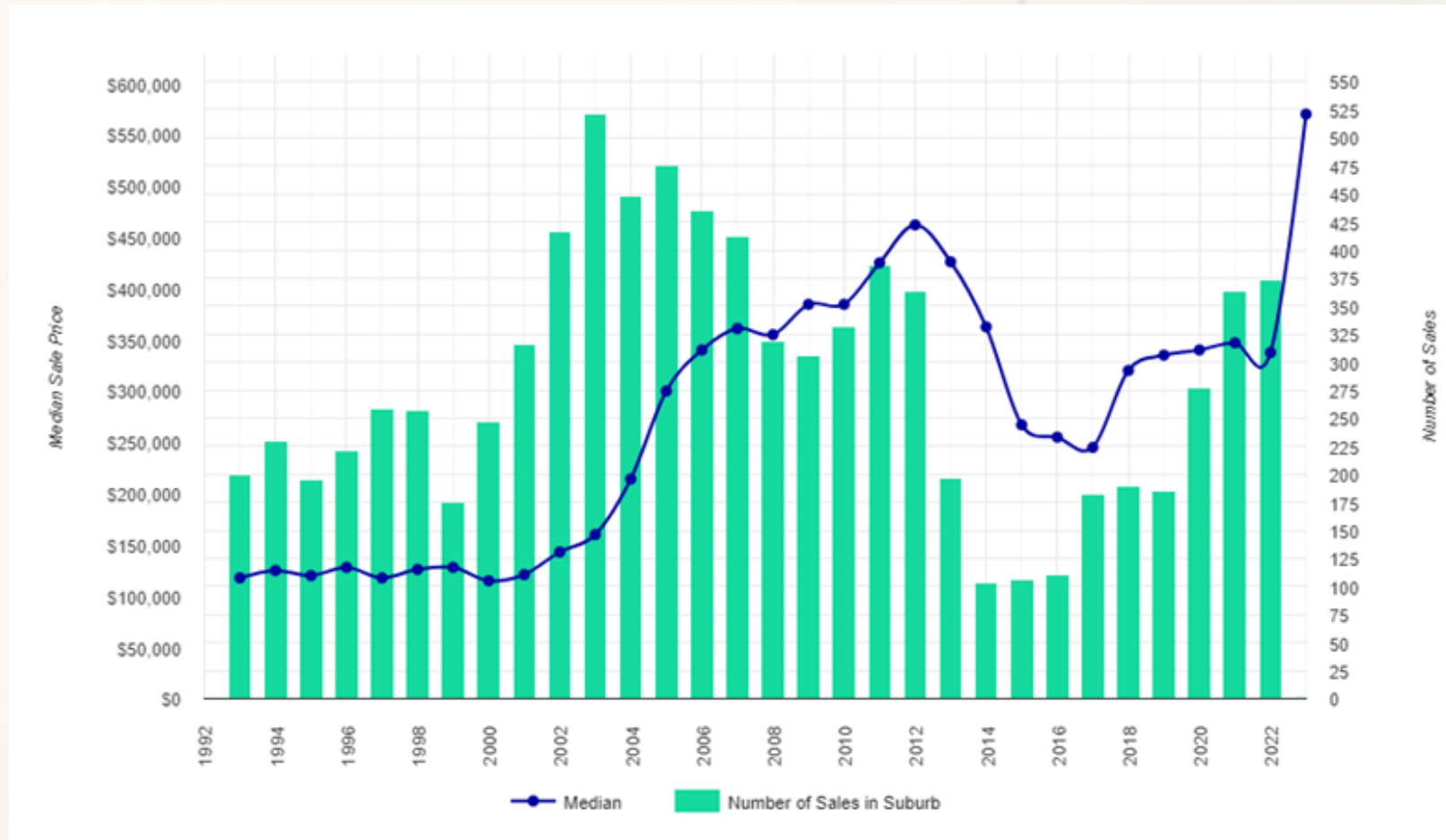


An aerial photograph of a suburban neighborhood during autumn. The houses are arranged in a grid pattern, with various roof colors including red, grey, and brown. The trees are in various stages of fall, with some showing bright yellow and orange, while others are still green. The streets are paved and have some parked cars. The overall scene is a typical residential area.

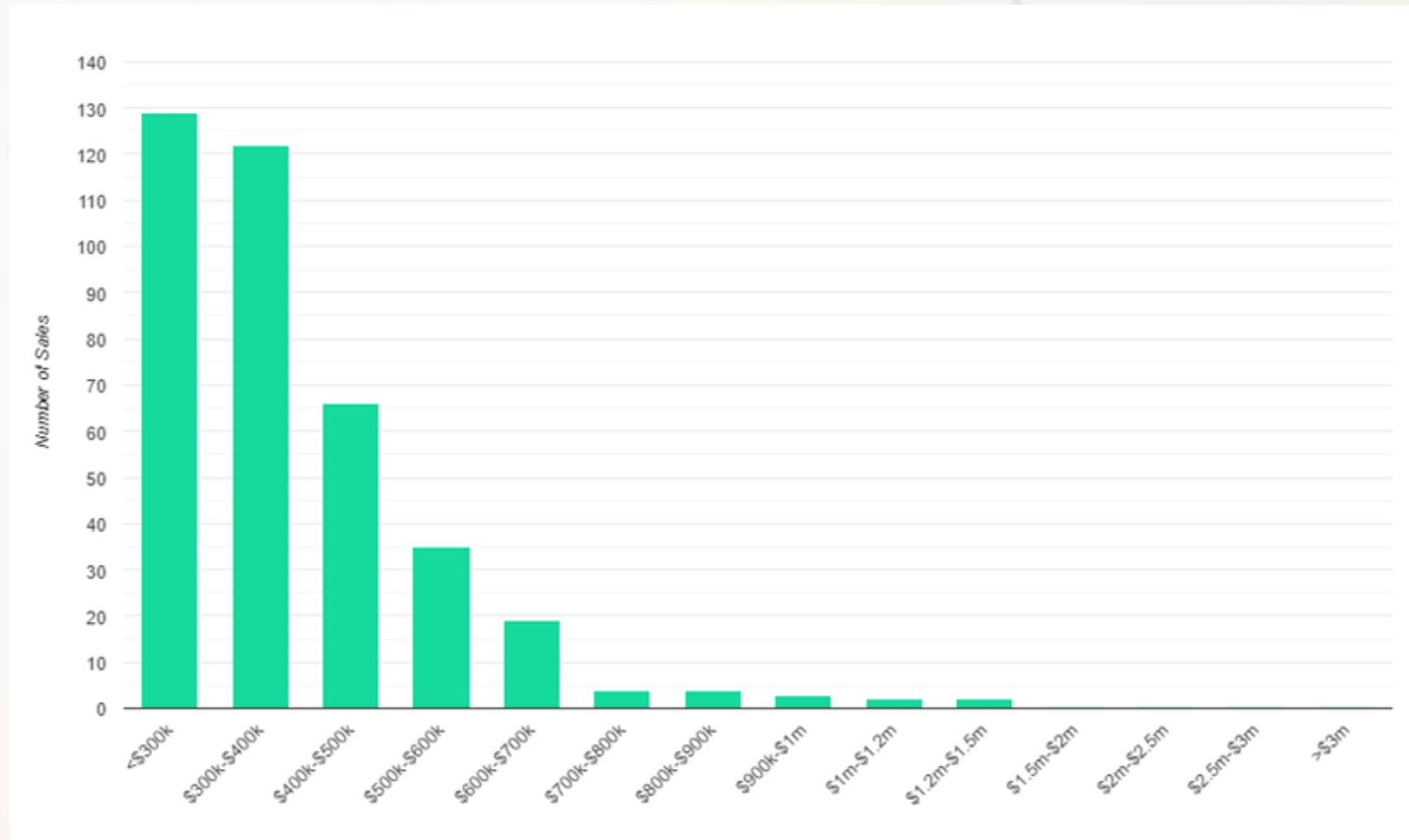
# *Houses*

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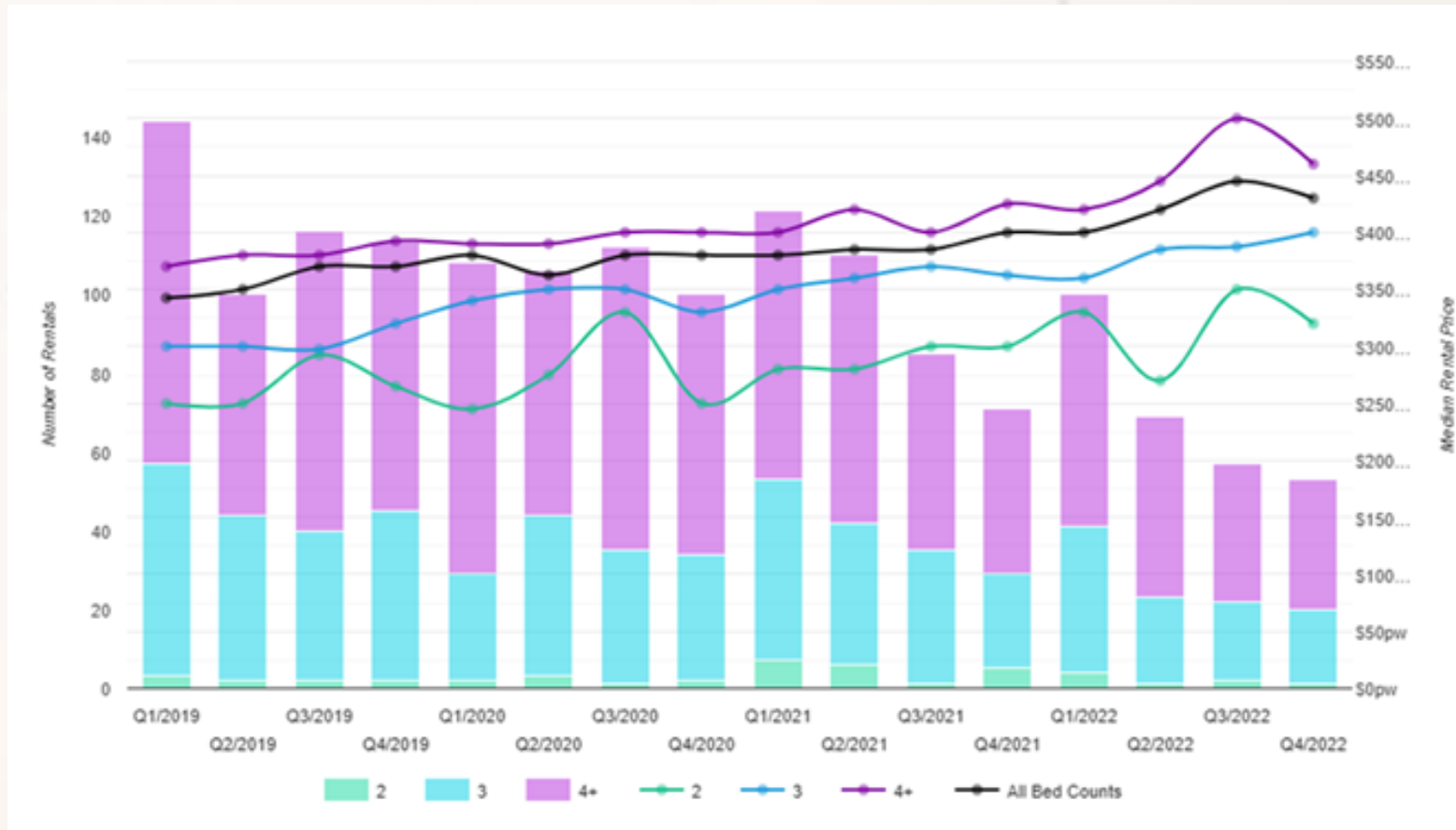
# Sales & Growth Chart for Emerald



# Price Range Segmentation (Last 12 Months)



# Rental & Growth Chart for Emerald





# The Lower End

EXPERT IN ALL ASSET CLASSES

- Lowest House sale at \$165,000
- 14 Sales in the last 12 months under \$200,000
- Limited Mortgagee in Possession circumstances

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# The Upper End

EXPERT IN ALL ASSET CLASSES

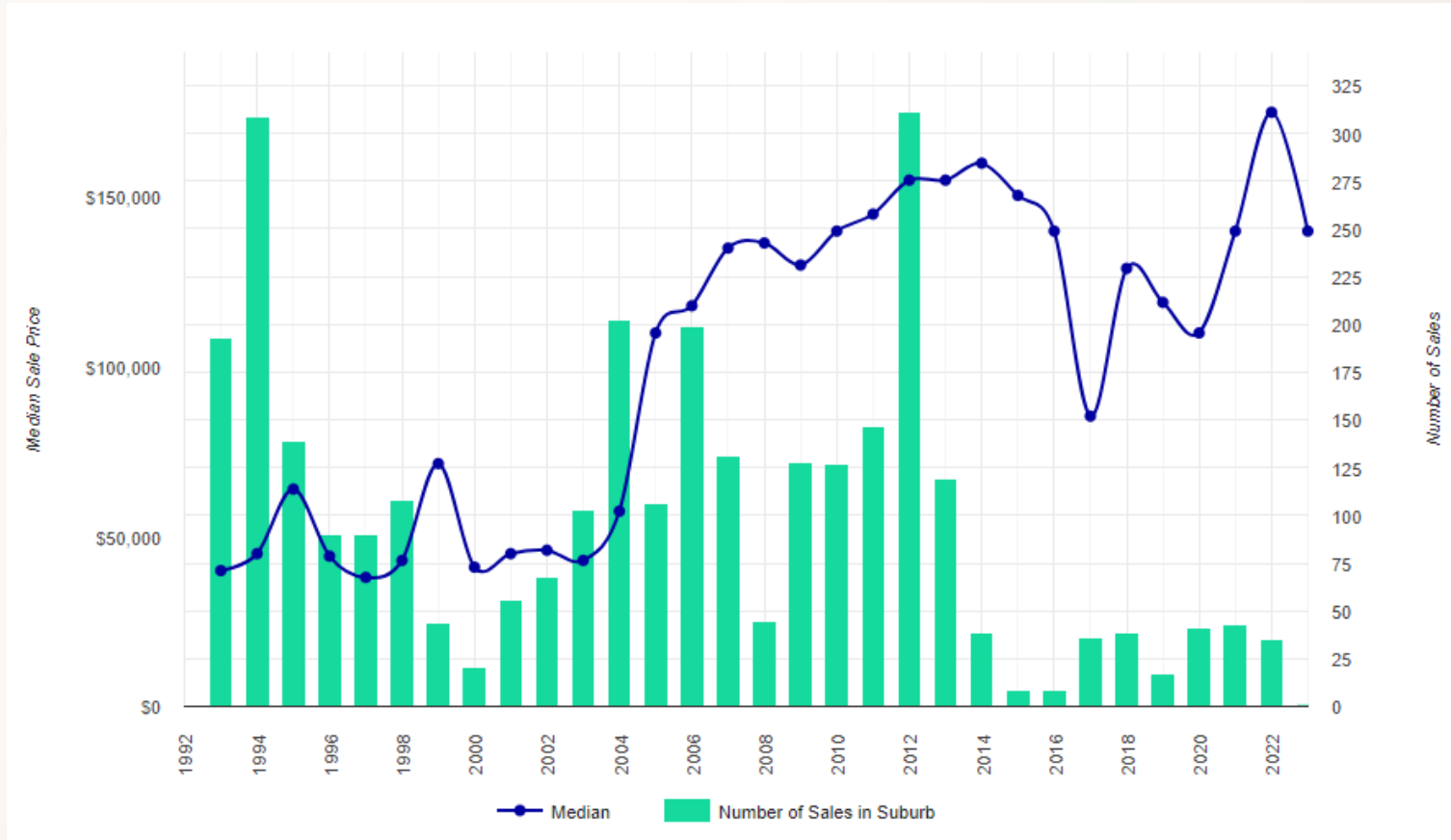
- 6 sales in the past 12 months above \$800,000

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VACANT LAND

# Sales & Growth Chart for Emerald



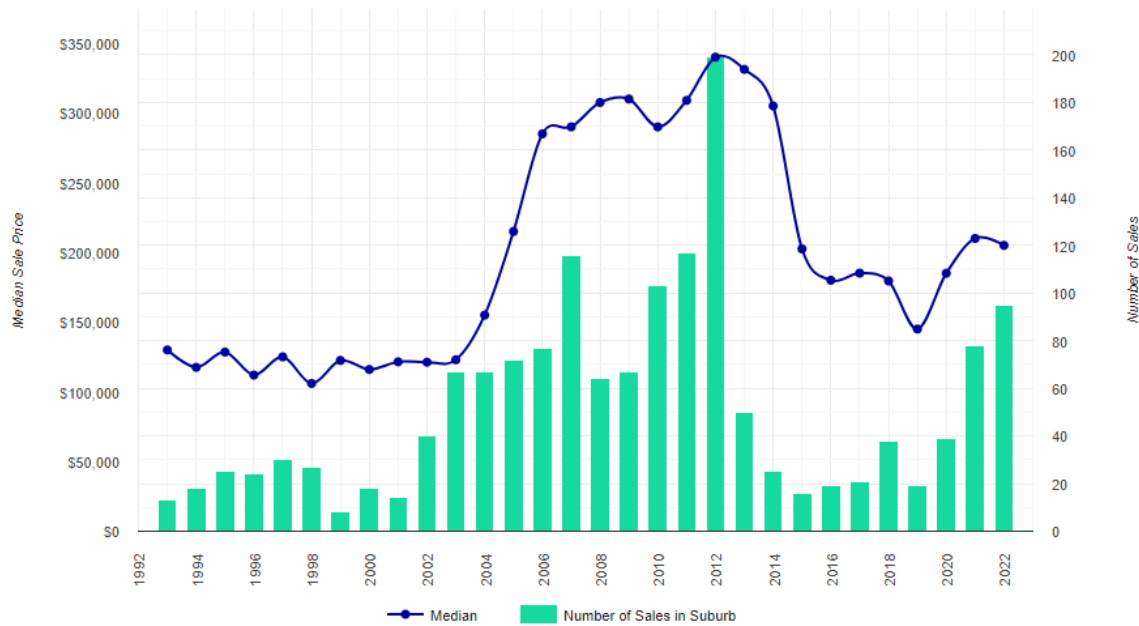
# Emerald Vacant Land Sale Volumes & Median Prices

<b>Year</b>	<b>No of Sales</b>	<b>Median Price (Rounded)</b>
<b>2014</b>	32	\$152,500
<b>2015</b>	3	\$121,500
<b>2016</b>	2	\$75,000
<b>2017</b>	18	\$66,500
<b>2018</b>	18	\$80,000
<b>2019</b>	9	\$84,300
<b>2020</b>	22	\$86,400
<b>2021</b>	26	\$97,115

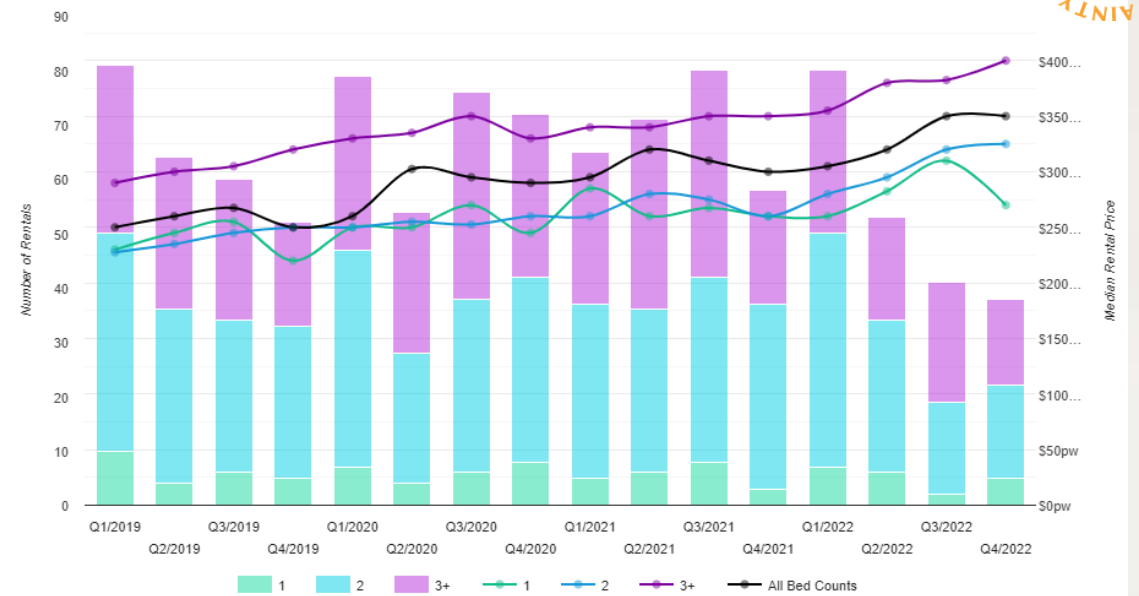


# Unit Market

Sales & Growth Chart for EMERALD



Rental & Growth Chart for EMERALD



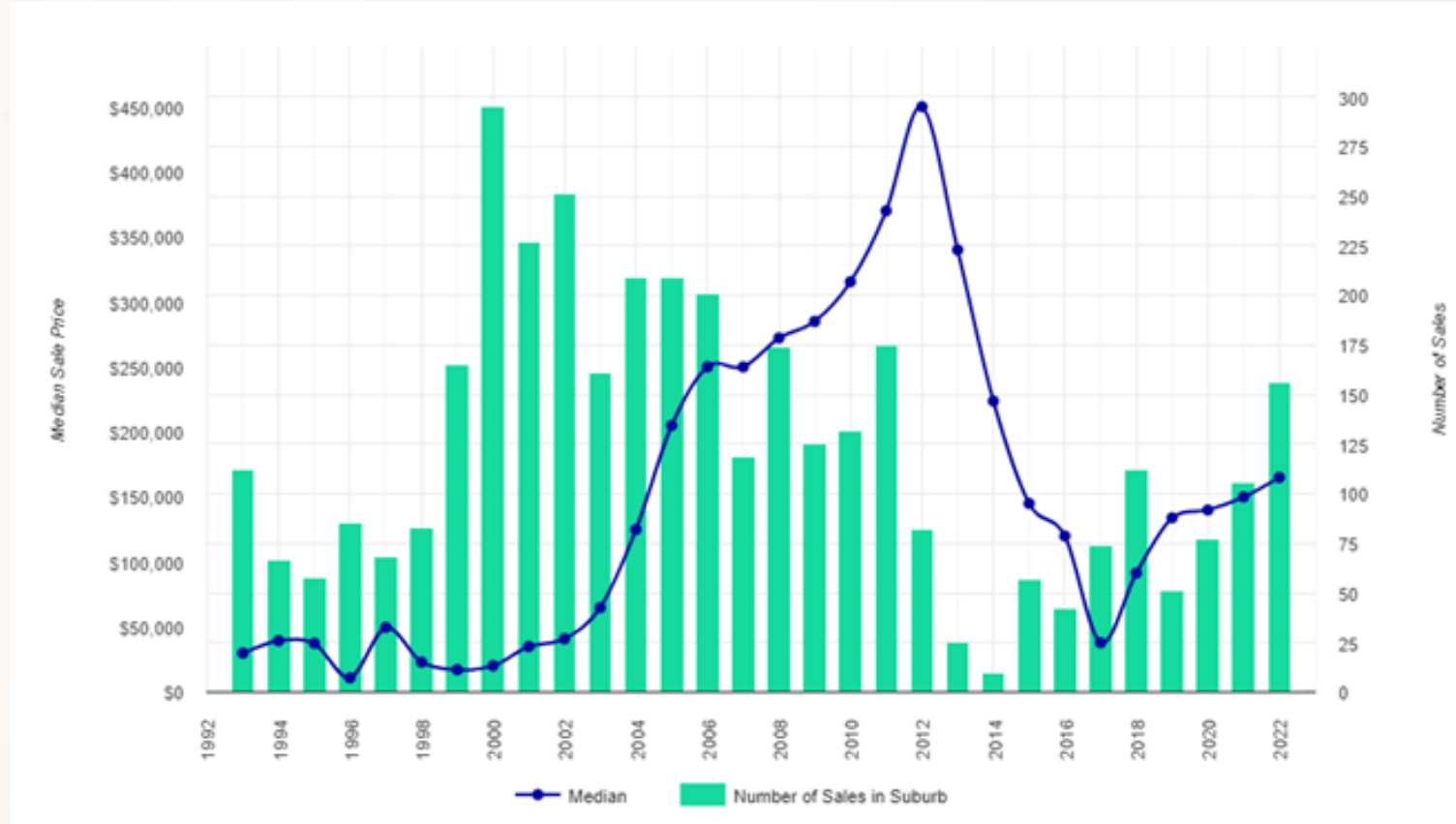
An aerial photograph of a wide, reddish-brown dirt road winding through a sparse, arid landscape. The terrain is covered in low-lying, scrubby vegetation and patches of light-colored soil. In the center of the road, a blue SUV is parked, and a person is standing nearby. The overall scene conveys a sense of isolation and exploration in a remote, desert environment.

# *Other Towns*

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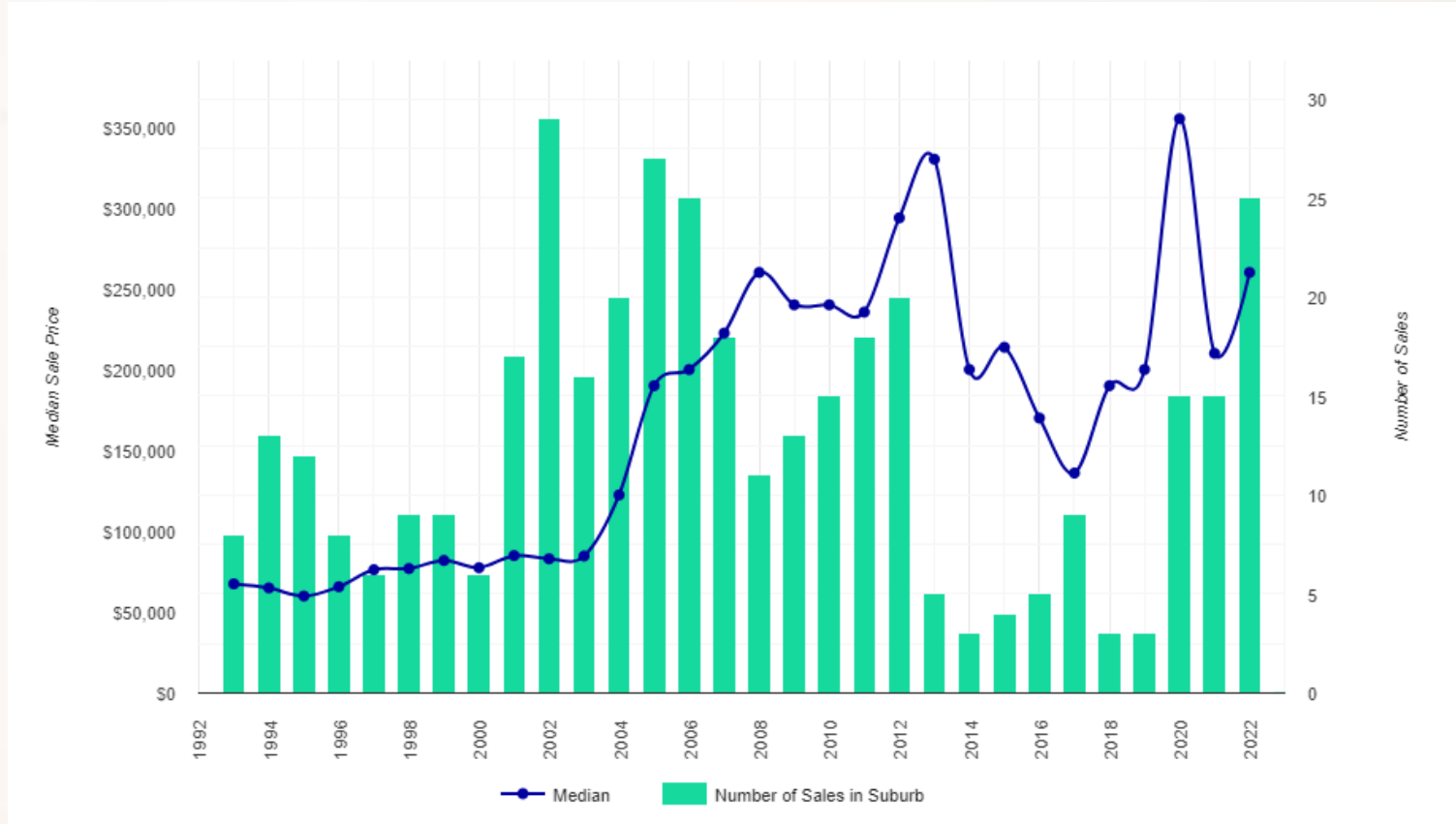
OTHER TOWNS

# Sales & Growth Chart for Blackwater



OTHER TOWNS

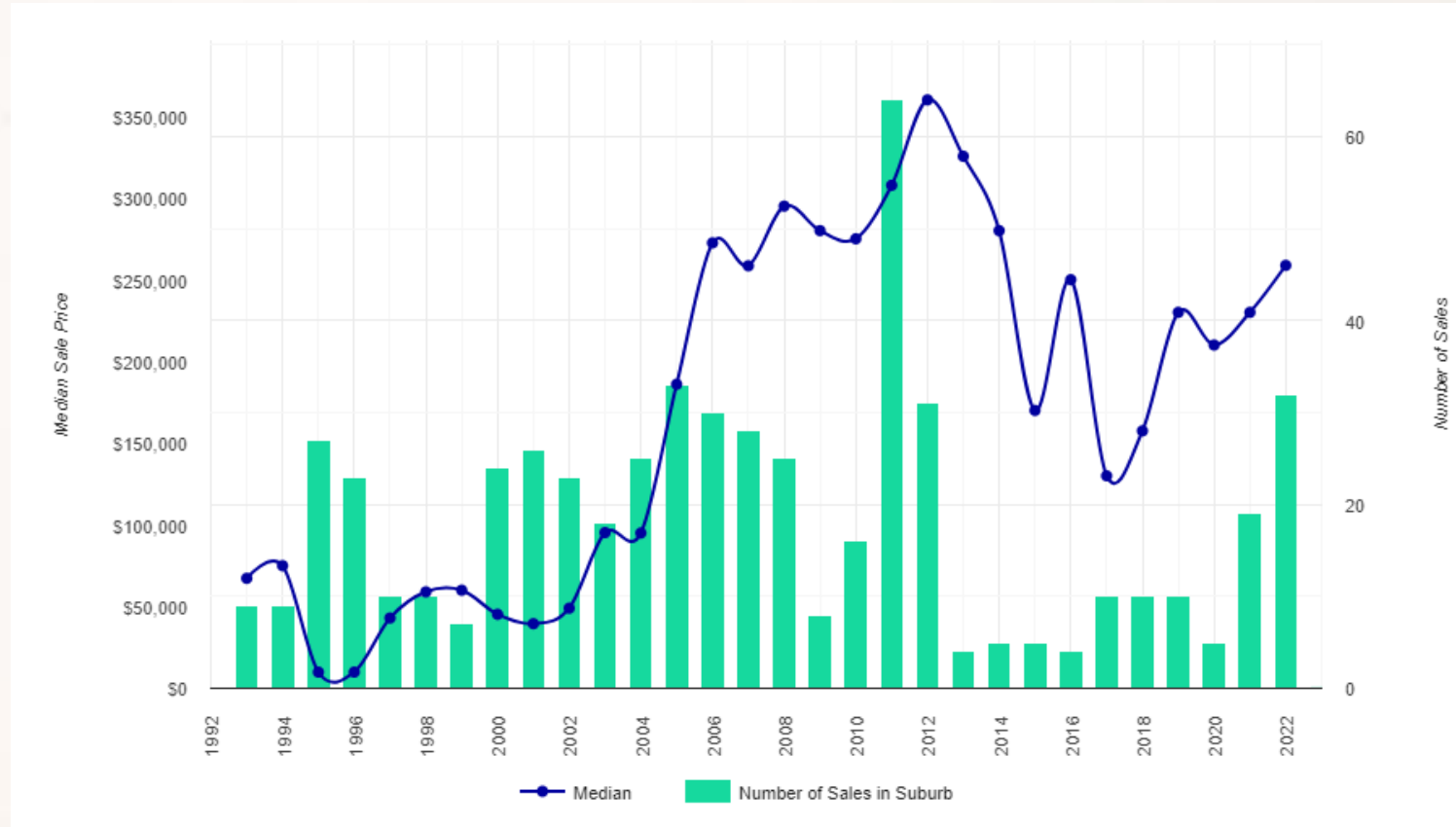
# Sales & Growth Chart for Springsure





OTHER TOWNS

# Sales & Growth Chart for Capella



An aerial photograph of an industrial construction site. In the foreground, several large, cylindrical storage tanks with corrugated metal roofs are visible, some with steel scaffolding structures on top. A yellow drilling rig stands on a dirt area in the middle ground. The background shows a paved area with several semi-trailers, a brick building, and a line of trees. The overall scene is a busy industrial construction project.

# *Commercial*

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*decision certainty*



# *Industrial*

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*decision certainty*



*The Path Ahead*

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# Hindsight & Forecast

**TIGHTER LENDING PRACTICES**

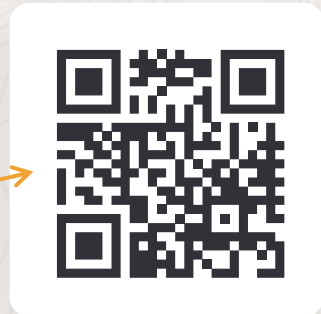
**RENTAL SHORTAGE & GROWTH**

**COVID-19**

# THE LAST 30

We have taken the liberty to send you market trends, updates and industry insights via our monthly market insight report - The Last 30.

*Scan me to  
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# Thank you

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