

Lauders  
capital.

# Quarterly Project Report

December  
Quarter

DECEMBER 2020

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Map showing Lauders Capital  
Development and Investment Projects



## Introduction

The closing of the 2020 calendar year has coincided with both the Australian and global financial market being abundant with liquidity; sophisticated investors and family offices are demonstrating the enthusiasm and capacity to invest.

The overall market is particularly appealing to investors due to low interest rates, low inflation rates and record government stimulus, however the associated low returns circa 1-2% on non-risk assets is unacceptable to many. The market is looking for asset classes that provide a greater return, such as: equities; commodities; currency or real estate (all of which will have exposure to some degree of price volatility) yet provide an acceptable level of security to the investor. Of these options the Australian real estate market presents a convincing case for investment.

There are numerous indicators that Australia's economic recovery from Covid\_19 is on track. Australian Prudential Regulation Authority data -released on 29 January 2021 shows the value of deferred home loans fell \$7bn in December to \$43bn, a large reduction from the peak total in May of \$192bn.

Federal Treasurer Josh Frydenberg reported that "As more households and businesses resume loan repayments, banks are in an even stronger position to continue lending in support of the economic recovery by helping those wanting to buy a home, invest or grow their business." This recovery is supporting a boom in the Victorian property market with Melbourne property prices set to soar to record levels. This record landmark surge is also occurring in growth

corridors in the urban fringes of Melbourne. The move from centralised Melbourne is being influenced by the increased capacity to work remotely across many sectors.

The Australian property market offers a good option for investors looking for an asset investment: The position of Australia being a safe harbor for investment is based on a history of government stability, market resilience, population growth on the back of strong immigration, extensive land corridors gazetted for development, strict legislation guiding development and construction, policies that embrace international investors and a robust economy that has been sustained through the challenges of COVID\_19 during 2020. Indications are that Australian real estate in 2021 is shaping up to be a very positive year and provide opportunities for both domestic and overseas investment in Australia.

Lauders Group has a proven track record of intuitive purchasing and delivering forecast returns for Australian and international investors. We are pleased to present our December Quarter 2020 update on current projects.



# Sunbury

Sunbury is an established vibrant community that has a rich history and a forward-looking council. The Sunbury South PSP envisages residential, education and community uses on the subject properties. A waterway and parkland corridor traverse the area and a shopping centre / activity centre proposed.

Lauders Capital now secures almost 500 lots in the Sunbury South Buckland Way corridor, neighbouring Sunbury's prestigious Jacksons Hill Estate.

## 20 Buckland Way Planning Permit Issued!

The Sunbury South Precinct Structure Plan (PSP) was gazetted in early 2020, greatly reducing the planning risk associated with the project. The final PSP proved beneficial to the project as additional area was identified as potentially developable, subject to a hydrological report showing levels to be below the 100-year flood limit. This hydrological work was undertaken and as a result the project is now able to deliver an additional 10 lots to the original feasibility model. These factors were considered in a recent independent sworn valuation which showed a land value increase of 17% from the valuation of only 12 months earlier. This is good news for investors particularly as this valuation was undertaken prior to a planning permit being issued.

Several large estates have launched in the north east of the Sunbury South PSP and this is creating a

renewed awareness of Sunbury in the land buyer marketplace. Sunbury is being tagged as the new 'hot spot' for both new home buyers and investors and the project will benefit greatly by leveraging this marketing vibe. The Buckland Way precinct, as distinct from the competing large estates in the Sunbury South PSP, is located to the west of the Jacksons creek valley and this provides easy access to the Calder Freeway and Melbourne CBD and also easy access and extremely close proximity to the future Sunbury South train station.

The planning permit for 20 Buckland Way was received from Council in October 2020; the project team are scheduling to launch the project in early 2021.



# Sunbury

There is an opportunity to invest in this project via **Lauders Capital**, as either debt or equity and we invite you to connect with us about this opportunity.

## 60 Buckland Way

60 Buckland way enjoys the same positive aspect of positioning and marketing as does 20 Buckland with the added bonus that 60 Buckland borders the established and prestigious Jackson Hill Estate. It also boasts magnificent views along the Harper Creek valley to the Melbourne skyline.

The project at 60 Buckland Way site was secured in the September quarter, and preliminary planning works have commenced. With up to two years to settle the property, the project feasibility allows 12 months to achieve the 160-lot subdivision permit with an option to settle early. This creates optimal timing to launch this project to the market on the back of the marketing momentum gained from the 20 Buckland.

## 35 Watsons Road

Lauders Capital have secured a further 100 lot subdivision project in the Buckland Way precinct and have now entered an unconditional contract.

The contract terms are favourable and will complement the projects at 20 & 60 Buckland Way. Lauders Capital offers both debt and equity investment opportunities in what we believe is one of the most favourably located development precincts in the Sunbury South PSP.

Please contact us for details relating to the current opportunities.



# Beveridge

Beveridge settled in the 1850's has retained authentic elements of its fascinating heritage. Infrastructure planning includes a new town centre, schools, and railway station and within ten minutes' drive to metropolitan activity centre including hospital, university campus and major retail facilities. It offers the best of Melbourne's evolving north.

Lauders Capital projects make strong headway and were the first to deliver titled lots in the Beveridge Township/Beverage Central PSP! The first 53 of Lauders Capital projects 580 lots in Beverage titled in November 2020.

Minton Place  
Glenmore  
Whiteside St



Minton Pl.  
Prior to  
construction



Stage 1  
construction  
completed,  
all lots sold and  
titles by November.

# Beveridge

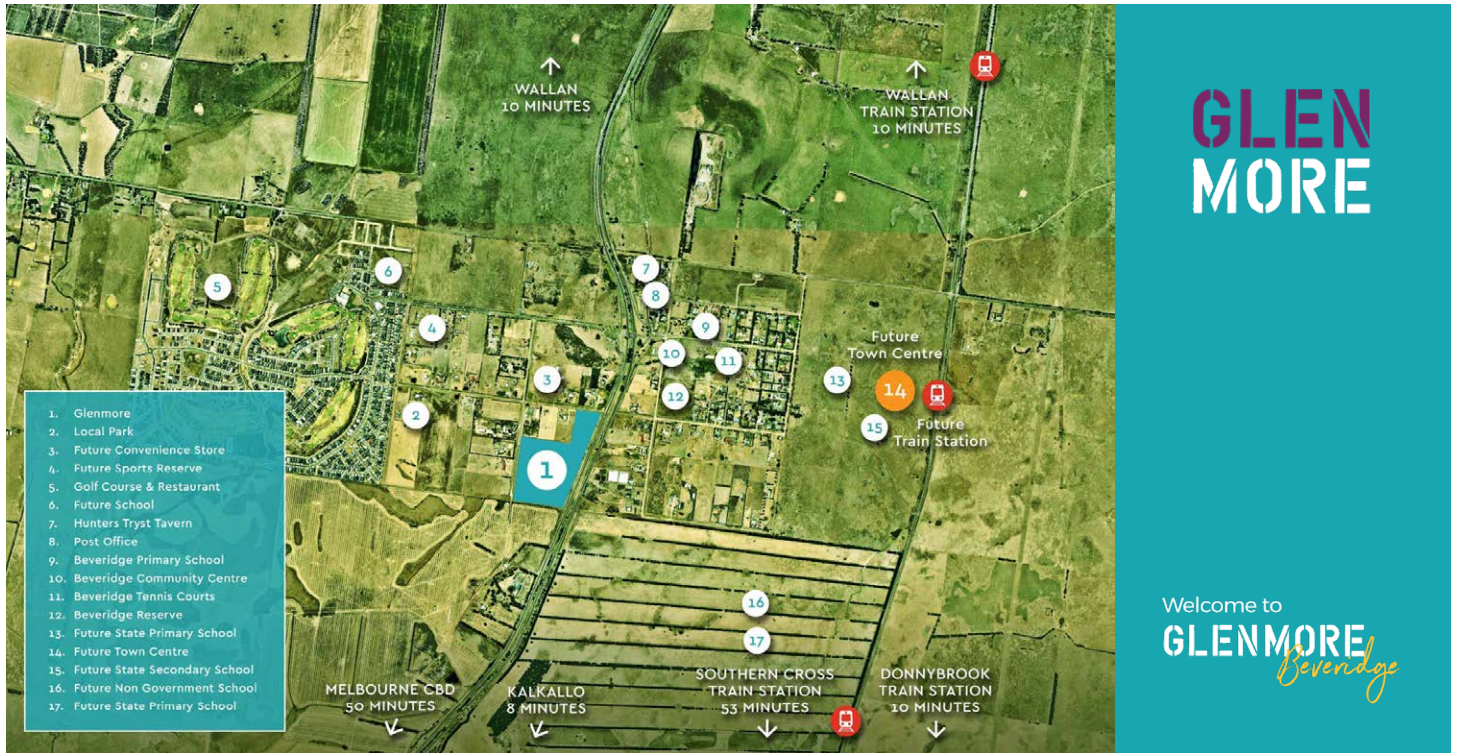
We are excited to announce that Stage 1 at Minton Place titled in November 2020

## Minton Place

Minton Place has been extremely popular in the market with strong sales being achieved despite the COVID-19 lockdowns. Eligible purchasers having access to the governments \$45,000 FHOG and HomeBuilder grants has certainly added to the level of enquiry.

The Nankeen Release titled in November 2020 and the majority of lots were settled by the end of the quarter. The majority of lots have been sold in the next stage (Peregrine Release) and construction is due to be completed ahead of schedule (first quarter 2021). It is anticipated that Peregrine SOC will be achieved in February and titles in March 2021. Construction on the third stage (Sparrowhawk) is projected to commence by April 2021.

The development at Minton Place has provided great outcomes for our investors with early returns of mezzanine funding and overall returns to be well above the original forecast.



# Beveridge

Sales and demand have increased, and the project has secured an offer for construction finance.

## Glenmore

Sales and demand have increased, and the project has accepted a conditional offer for construction finance. As at December, 59 of the 69 stage 1 lots have been contracted.

Sales prices achieved have been above original forecast and this has translated into an overall improved project performance.

## 17 Whiteside Street

This project is geographically very close to our Glenmore project and is a permitted 52 lot subdivision. We are currently investigating the potential to develop this project as a build form project (house and land packages).

Lauders Capital has, in recent times, received several investor enquiries related to build form as well as land development alone. For those who would like further information on this House & Land investment opportunity please contact us directly.



# Rockbank South PSP

Rockbank South PSP is located in Melbourne's west adjacent to the very popular Rockbank PSP and moments from the established hubs of Caroline Springs and Rockbank. Easy access to major arterials and public transport networks.

## 995 Greigs Rd

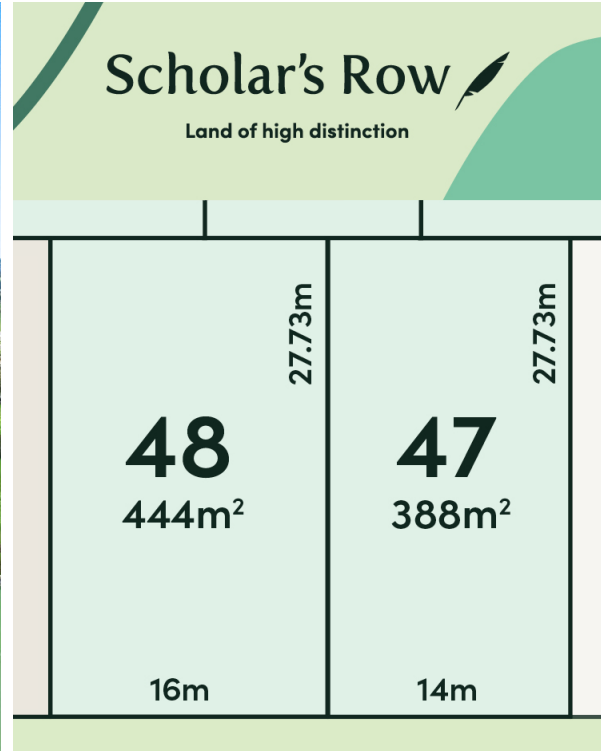
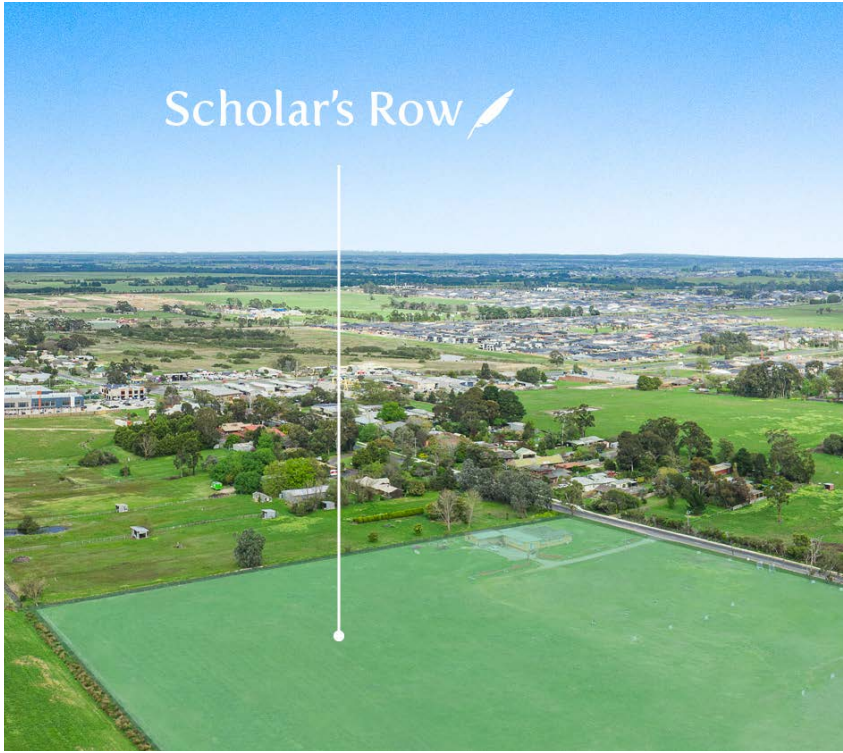
This project offers exceptional midterm investor opportunities: The Rockbank South Precinct Structure Plan is a Victorian Planning Authority (VPA) identified PSP. Our early entry into this project ensures the opportunity for our highly skilled project manager's to contribute and influence the development of the PSP. There is a projected four-year timeline for the completion of the PSP; with planning permit and development to follow.

This outstanding investor opportunity is framed by the projects unique position that offers the highly sought-after balance of natural lifestyle and city appeal. The project has been secured on very good terms and this is an excellent early entry development project.

The early entry into the project also provides numerous opportunities for investors as stages of development progress – including going to market once the PSP has been achieved optimising profit on the associated increased land value.

Without a doubt, there will be an uplift in land value as this project progress along with the PSP process and this projected uplift will be able to return the initial equity early and move the project into the next stages.





# Officer

Officer previously located within a greenbelt is now open for development and is one of the South-East's most sought-after suburbs. Adjacent to Beaconsfield and Berwick both established high socio-economic areas. Officer also boasts several private/independent schools and a specialist school. Within five minutes from freeway access to the city.

## Scholar's Row

Scholar's Row is a prime development in Officer – located in the established area of town and close to the freeway. This boutique development of 54 lots provides a brand-new community an opportunity in the most desirable part of Officer. The first two releases have sold out and the final stage has been released to market.

Finance is approved and construction is projected to commence early 2021 and completion is set for late 2021.



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# Neerim South

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Victoria's south east Gippsland region is rapidly becoming a popular corridor for both tree and sea changers; beautiful rural and regional areas flanked by exquisite coastline.

## Neerim South

Our proposed project in Neerim south is in a regional setting with large allotments (1.0 acre lots). Presenting the ideal opportunity for buyers looking for larger blocks with a rural feel, city convenience and easy access to coastline.

Permit Application is underway, and approval anticipated by 12 March 2021 and marketing to start in late 2021.

# The team

With an enviable track record, Lauders Capital has the holistic expertise to understand risks, solve problems and deliver projects on time and as planned.



## Craig Bass

*Managing Director  
Lauders Group & Lauders Capital*

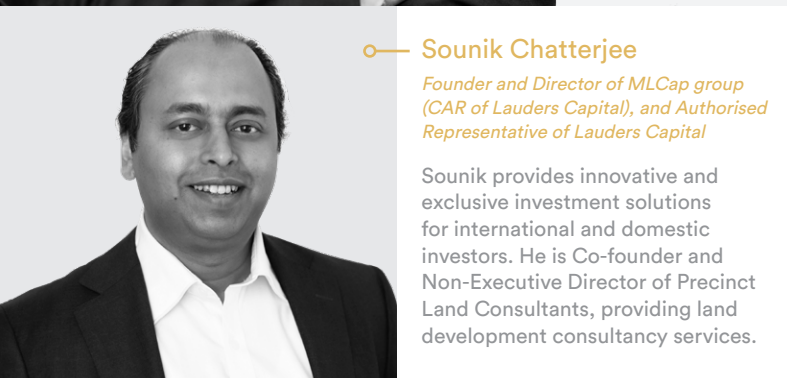
The foundation of Craig's success is his understanding of business, investment and finance, an unqualified commitment to integrity-based relationships and a belief in shared success.



## Clinton Burke

*Director Development  
Lauders Group*

Clinton is renowned for his end-to-end knowledge of the development process, a hardearned reputation for reliability and a seemingly endless well of energy.



## Sounik Chatterjee

*Founder and Director of MLCap group  
(CAR of Lauders Capital), and Authorised  
Representative of Lauders Capital*

Sounik provides innovative and exclusive investment solutions for international and domestic investors. He is Co-founder and Non-Executive Director of Precinct Land Consultants, providing land development consultancy services.



## Shona Bass

*Executive Officer  
Lauders Capital*

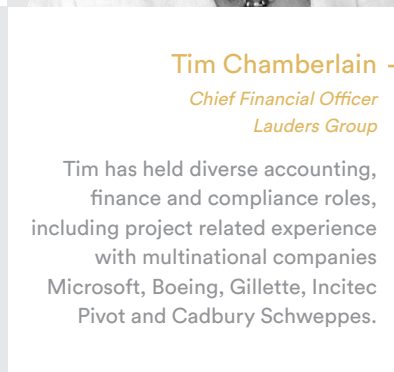
Shona is a successful leader, consultant, businesswoman, professor, author and educator with extensive experience across the medical, education, health and sport sectors.



## Nick Gils

*Senior Development Manager  
Lauders Group*

Nick's success in property development is underpinned by experience in all facets of the property sector and an intuitive ability to work strategically to deliver superior outcomes.



## Tim Chamberlain

*Chief Financial Officer  
Lauders Group*

Tim has held diverse accounting, finance and compliance roles, including project related experience with multinational companies Microsoft, Boeing, Gillette, Incitec Pivot and Cadbury Schweppes.



## Sabah Gill

*Accountant  
Lauders Group*

In addition to her technical skills, Sabah has an ability to handle multiple tasks with superior attention to detail throughout every aspect of work.



## Elaine Lin

*Accountant  
Lauders Capital*

Elaine is known for her excellent accounting, compliance and reporting skills.



Potential investment in:  
Neerim South Gippsland



# Outlook looking forward

The easing of Melbourne's Covid\_19 lockdown heralded us into the December quarter which was met with a great sense of relief across the community. Lauders Group (like many others in the development and construction sectors) was able to continue with civil construction work on their projects. This coincided with strong sales which exceeded expectations in all corridors. This strong demand appears as if it will continue into 2021 and Victoria is leading the nation; Victorians have committed to \$1.17bn in new housing construction loans in December alone (Australian Bureau of Statistics 2021). This commitment has been bolstered by substantial government economic stimulus support. This investment is spring boarding the Victorian recovery as the property sector accounts for 27.9% of wages and salaries paid to Victorian workers.

The Victorian Government's investment in property development will translate to building activity in 2021/22 that will challenge the nation's strongest year for home building on record (Housing Industry Association 2021). This boom in the Victorian property market is facilitating the soaring property prices in Melbourne. This record landmark surge is also occurring in growth corridors in the urban fringes of Melbourne.

The move from centralised Melbourne is being influenced by the increased capacity to work remotely across many sectors. "People are looking for sea and tree change areas" (Housing Industry Association 2021). "Internal migration data shows more people are leaving Sydney and Melbourne for regional areas, resulting in a transition of activity from the metro regions to the outer fringe and regional markets. Housing affordability and lifestyle upgrade was drawing homeowners out of the cities, along with the advent of remote working arrangements." (Corelogic research director Tim Lawless, The Urban Developer 2021). This regional migration parallels the strongest annual growth rate in 16 years with regional house prices surging by 7.9% in the year to January (The Urban Developer February 3, 2021).

In 2020 there were 185 land projects within Victoria listed on Realestate.com.au (Australia's largest online real estate destination). The listing from Lauders Group for Shoalhaven had very strong interest and was consistently within the top 15% of most viewed and enquired Land project profiles. With 85% year on year growth for enquiries for project profiles this is a strong market indication of consumer demand and interest in land developments within the Victorian market. Lauders Group is well placed to take advantage of this emerging regional trend having secured a number of projects in both urban fringe communities and greater south east Gippsland.

# Lauders capital.

Lauders Capital is a leading provider of wealth creation opportunities, primarily through Australian residential property. With an enviable track record, Lauders Capital has the holistic expertise to understand risks, solve problems and deliver projects on time and as planned.

[lauderscapital.com.au](http://lauderscapital.com.au)

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