

25 October 2023

## MIRVAC 1Q24 OPERATIONAL UPDATE

Mirvac Group (Mirvac) [ASX: MGR] today released an operational update for the first quarter of the 2024 financial year (1Q24).

Mirvac's Group CEO & Managing Director, Campbell Hanan, said: "It has been a busy start to the new financial year, with great progress made against our key strategic objectives. This includes executing on our asset disposal program, which supported the entry into a binding contract to jointly acquire the Serenitas land lease platform. The transaction marks a significant first step into land lease communities and expands our residential customer offering in a deeply undersupplied market.

"Our Investment portfolio continued to perform well over the first quarter, with high occupancy levels and good leasing activity across all sectors, and the quality enhanced by the completion of Switchyard, non-core asset sales, and increased exposure to living sectors.

"Residential sales activity remained subdued for first-home buyers, however, leads and enquiry levels were elevated, most notably at our newly released apartment projects in Melbourne. Upgrader and downsizers remained the most resilient and we saw a modest pickup in pre-sales to ~\$1.9bn. A restricted supply outlook, our pipeline of shovel ready projects, and our strong brand and reputation, position us well to take advantage of the pickup in overseas migration currently underway over time.

"Subject to no material change in the operating environment, we have maintained operating EPS guidance of 14.0-14.3cps and DPS guidance of 10.5cps for FY24."

### 1Q24 Operational Highlights

- expanded into the land lease communities sector, with the entry into binding contracts to acquire the ~\$1bn<sup>1</sup> Serenitas platform. Mirvac will acquire a ~47.5%<sup>2</sup> interest alongside partners Pacific Equity Partner Secure Assets<sup>3</sup> and Tasman Capital Partners<sup>4,5</sup>
- progressed our ~\$1.2bn asset disposal program with exchange for sale<sup>6</sup> of 60 Margaret Street, Sydney<sup>5</sup>
- maintained high occupancy of 96.5%<sup>7</sup> across our Investment portfolio, with ~44,500sqm of space leased<sup>8</sup>, and a further ~39,500sqm of Investment portfolio office space under heads of agreements
- selectively progressed developments, with the completion of Switchyard, Sydney (~98% leased<sup>9</sup>), and demolition now complete at our ~\$2.1bn<sup>10</sup> Harbourside mixed-use precinct
- achieved 262 residential sales over the quarter, with pre-sales increasing to ~\$1.9bn<sup>11</sup> and leads further strengthening to the highest level in over 12 months, above our 10-year average
- settled 192 residential lots in the quarter, with defaults remaining low at 0.5%<sup>12</sup>
- continue to actively maintain a prudent capital position via asset sales, residential settlements, and selective deployment into development projects
- Heritage Lanes, Brisbane, achieved the world's first 6 Star Green Star Buildings certified rating, a new sustainability benchmark from the Green Building Council of Australia
- released our [FY23 Sustainability Report](#) and our fifth climate resilience report, [Building Climate Resilience](#), in line with the Task Force on Climate-related Financial Disclosures (TCFD).

1. Enterprise value of ~\$1,010m (100% basis), excluding transaction costs and completion adjustments.

2. Subject to completion adjustments and final bank valuations supporting acquisition debt facilities.

3. Funds advised by PEP.

4. Existing investor in Serenitas platform.

5. Transaction occurred post 30 September 2023.

6. Subject to remaining landowner consent.

7. By area, excluding BTR, IPUC, assets held for sale (60 Margaret St, Sydney and 367 Collins St, Melbourne) and held for development.

8. Excludes BTR leasing.

9. Includes Agreement for Lease (AFL) and non-binding Heads of Agreement (HoA). Excluding HoA, Switchyard is ~96% pre-leased.

10. Represents 100% expected end value/revenue (including GST), subject to various factors outside Mirvac's control such as planning outcomes, market conditions, construction cost escalation, supply chain risks, weather and other uncertainties. Industrial expected end values are excluding the sale of any undeveloped land.

11. Represents Mirvac's share of total pre-sales and includes GST.

12. 12-month rolling default rate 30 September 2023.

Authorised for release by the Mirvac Group Continuous Disclosure Committee

ASX: MGR

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Property Trust ARSN 086 780 645

## Investment

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### Office

- sold 60 Margaret Street and MetCentre, Sydney<sup>1</sup> for \$388.6m (on a 50% basis), in line with reported June 2023 book value<sup>2</sup>, with settlement expected by the end of October 2023
- occupancy reduced to 94.7%<sup>3</sup>, with a further ~39,500sqm of new leasing deals under heads of agreements (excluding developments). Prime market CBD vacancy remained elevated at 15.9% and 16.1% in Sydney and Melbourne<sup>4</sup> respectively
- WALE of 5.6 years<sup>5</sup>, with a modest lease expiry of 4.1% over the remainder of FY24<sup>5</sup>
- executed 17 leasing deals across ~11,500sqm, with gross leasing spreads of +4.1% and improving lease tenure, with average WALE of new lease deals increasing to 6.0 years<sup>5</sup>.

### Industrial

- maintained high occupancy of 98.8%<sup>3</sup> and a WALE of 6.6 years<sup>5</sup>, with lease expiry of ~3% over the remainder of FY24<sup>5</sup>
- achieved gross leasing spreads of +15.9% across ~9,750sqm of leasing deals
- achieved practical completion at Switchyard, Sydney, ~98% leased<sup>6</sup>
- continued strong fundamentals across the sector with 0.96% vacancy in Sydney<sup>7</sup>.

### Retail

- grew total centre MAT portfolio sales by +8.4% on 1Q23, with positive foot traffic growth of +12.9%
- executed 68 leasing deals across ~23,300sqm, while maintaining positive gross releasing spreads of +1.0% on renewals (-0.4% across all deals)
- productivity remained elevated at \$11,218/sqm on occupancy costs of 13.7%, with our urban focused centres benefiting from the pickup in tourism, return of students, and broader population growth in major cities.

### Build to Rent

- improved portfolio occupancy of 78.4%<sup>8</sup> (FY23: 71.9%<sup>9</sup>) across 805 operational apartments at LIV Indigo, Sydney (97% occupied<sup>8</sup>) and LIV Munro, Melbourne (68% leased<sup>8</sup>, FY23: 62%<sup>9</sup>)
- positive market fundamentals remain, with tight east coast residential vacancy of 1.1%<sup>10</sup>, rent growth of >19%<sup>11</sup>, positive overseas migration, and restricted future supply. Penetration rates remain low, with completed and mooted BTR supply just 0.4% of total housing stock<sup>12</sup>.

## Funds

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- extended our relationship with leading Japanese real estate company, Daibiru, through their investment in the Mirvac Wholesale Office Fund (MWOFF)
- MWOFF continues to perform solidly, with the fund outperforming the benchmark over the 2, 3, and 5 year periods, a high credit rating reaffirmed, and ~\$600m of debt successfully raised.

1. Subject to remaining landowner consent.

2. Transaction occurred post 30 September 2023.

3. By area, excluding IPUC, assets held for sale (60 Margaret St, Sydney and 367 Collins St, Melbourne) and for development.

4. Source: JLL Research, September 2023.

5. By income, excluding IPUC and assets held for development, as at 30 September 2023.

6. Includes Agreement for Lease (AFL) and non-binding Heads of Agreement (HoA). Excluding HoA, Switchyard is ~96% pre-leased.

7. Source: SA1, September 2023.

8. By apartment number, as at 30 September 2023, excludes display apartments.

9. By apartment number, as at 30 June 2023, excludes display apartments.

10. Source: SQM Research September 2023. Vacancy rate (all dwellings, seasonally adjusted), Sydney, Melbourne & Brisbane.

11. Source: Domain Group/APM Research August 2023, Sydney/Melbourne/Brisbane Capital Cities, 3-month unit median.

12. Source: Urbis Apartment Essentials Aug 2023, ABS, EY Build to Rent Housing report 2022.

## Development

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### **Commercial & Mixed Use**

- progressed our ~\$1.2bn<sup>1</sup> BTR development pipeline, with LIV Anura, Brisbane (396 apartments), LIV Aston, Melbourne (474 apartments) and LIV Albert Fields, Melbourne (498 apartments) all under construction
- progressed construction at Aspect Industrial Estate, Kemps Creek, expected to be our first carbon neutral embodied carbon development, which is currently ~64% pre-leased and has firm tenant engagement on the remaining space
- commenced early works at our Harbourside mixed-use precinct. The residential component is expected to be launched to market 2H24, with completion expected in 2027
- progressed civil works at 55 Pitt Street, Sydney, with ~20% of space pre-leased, including agreements for lease and heads of agreements.

### **Residential**

- settled 192 residential lots during the quarter, with defaults remaining low at 0.5%<sup>2</sup>. Major settlements were driven by masterplanned communities projects, including Smiths Lane, VIC, Everleigh, QLD, and Woodlea, VIC
- commenced first settlements at Sydney apartment projects, NINE and The Langlee, in late September, while first settlements at Green Square are expected to commence in 2Q24
- exchanged 262 lots, with owner-occupiers continuing to drive demand, along with 45% upgraders or right-sizers and predominantly domestic buyers (96%); leads at the highest levels in the past 12 months
- released over 490 lots, including two new apartment projects in Melbourne, The Albertine and Prince & Parade, each achieving solid interest and sales to date
- pre-sales increased to ~\$1.9bn<sup>3</sup>, with continued encouraging sales rates across established apartment precincts with Green Square, Sydney, Isle at Waterfront and Charlton House Ascot Green in Brisbane all ~92% pre-sold, and Trielle Yarra's Edge, Melbourne ~29% pre-sold.

Further information on Mirvac's 1Q24 operational performance is contained in the Mirvac Group 1Q24 presentation, which was released to the market today and is available on the group website [www.mirvac.com](http://www.mirvac.com)

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### **About Mirvac**

Founded in 1972, Mirvac is an Australian Securities Exchange (ASX) top 100 company. We own and manage assets across office, retail, industrial and build to rent in our investment portfolio, with ~\$26 billion of assets under management. Our integrated design and construction capability spans commercial, mixed-use and residential, and our ~\$29 billion development pipeline enables us to deliver innovative and high-quality property for our customers, while driving long-term value for our securityholders.

1. Represents forecast value on completion, incorporating a stabilisation allowance and subject to various factors outside of Mirvac's control such as planning outcomes, market conditions, construction cost escalation, supply chain risks, weather and other uncertainties.

2. 12-month rolling default rate 30 September 2023.

3. Represents Mirvac's share of total pre-sales and includes GST.

# 1Q24

## Operational Update

25 October 2023



# Executing on our strategic objectives



*Expanded living sectors exposure*



The Outlook at Albany, Western Australia

~\$1bn<sup>1</sup> Serenitas land lease transaction<sup>2,3</sup>



*Progressed development pipeline*



Switchyard, Sydney

Completed Switchyard industrial development

Green Square, Sydney  
(artist impression, final design may differ)

Residential pre-sales increased to ~\$1.9bn



*Maintained balance sheet flexibility*



60 Margaret Street and MetCentre, Sydney

\$388.6m<sup>4</sup> disposal of 60 Margaret Street & MetCentre, Sydney<sup>3,5</sup>



*Continued leadership in sustainability*



Heritage Lanes - 80 Ann Street, Brisbane

Achieved world's first 6 Star Green Star Buildings rating at Heritage Lanes, Brisbane

## FY24 GUIDANCE

Subject to no material changes to the operating environment, Mirvac is targeting:

Operating EPS of	Distribution of
<b>14.0-14.3c</b>	<b>10.5c</b>

1. Enterprise value of ~\$1,010m (100% basis), excluding transaction costs and completion adjustments. 2. Entered into binding contracts to jointly acquire the platform with Pacific Equity Partner Secure Assets and Tasman Capital Partners. 3. Transaction occurred post 30 September 2023. 4. Represents a 50% basis. 5. Settlement expected to complete by the end of October 2023.

# Maintained robust Investment portfolio performance

	Office	Industrial	Retail	Build to Rent	Total <sup>1</sup>
Occupancy <sup>2</sup>	94.7%	98.8%	97.5%	78.4% <sup>3</sup>	<b>96.5%</b>
WALE <sup>4</sup>	5.6 yrs	6.6 yrs	3.1 yrs	n/a	<b>5.1 yrs</b>
NLA leased	11,488sqm	9,754sqm	23,258sqm	n/a	<b>44,500sqm</b>
No. of lease deals	17	2	68	n/a	<b>87</b>
Gross re-leasing spreads	+4.1%	+15.9%	-0.4%	+8.8% <sup>5</sup>	

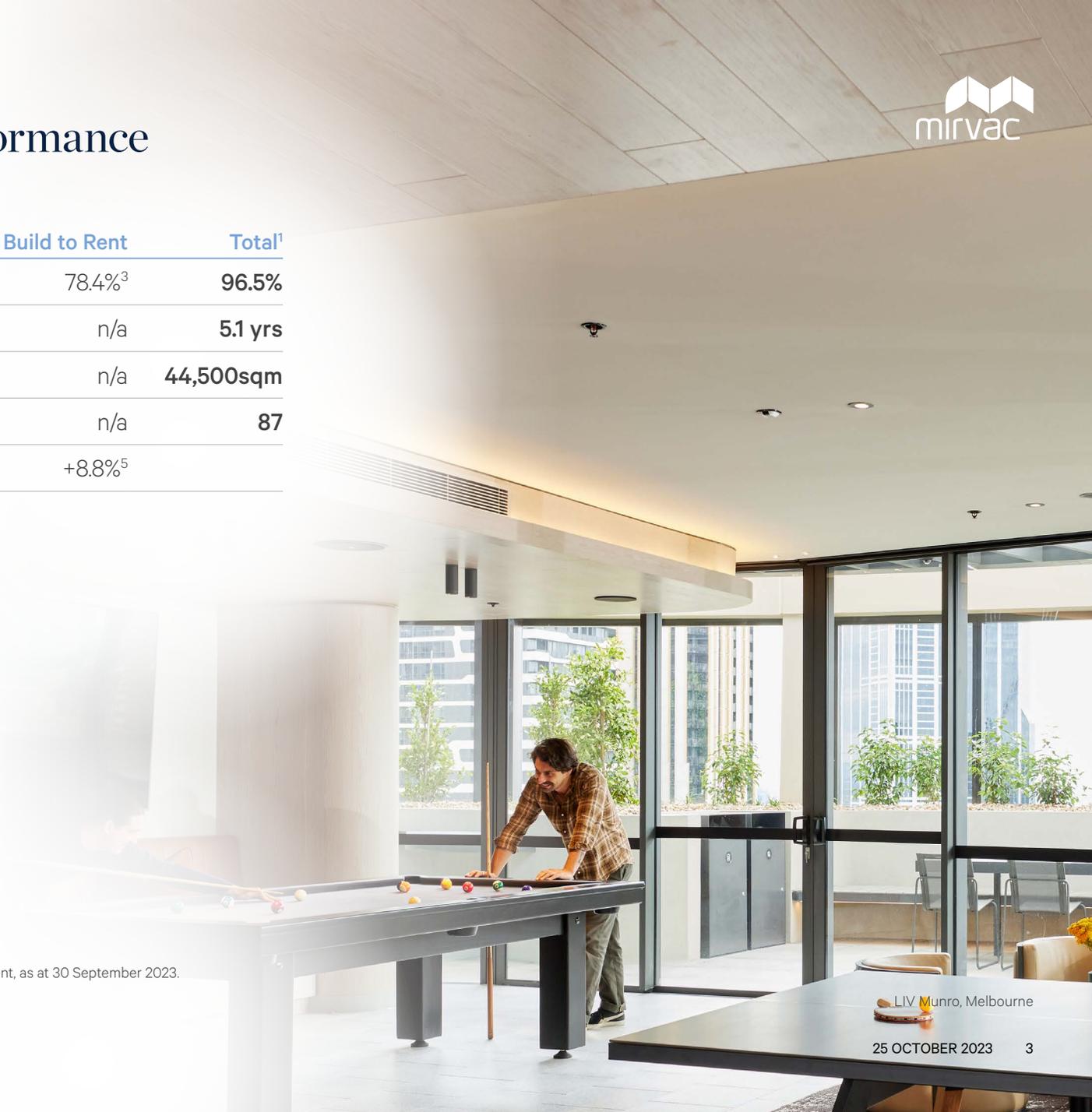
1. BTR excluded from total Investments calculations, as at 30 September 2023.

2. By area, excluding assets held for sale (60 Margaret St, Sydney and 367 Collins St, Melbourne), IPUC and assets held for development, as at 30 September 2023.

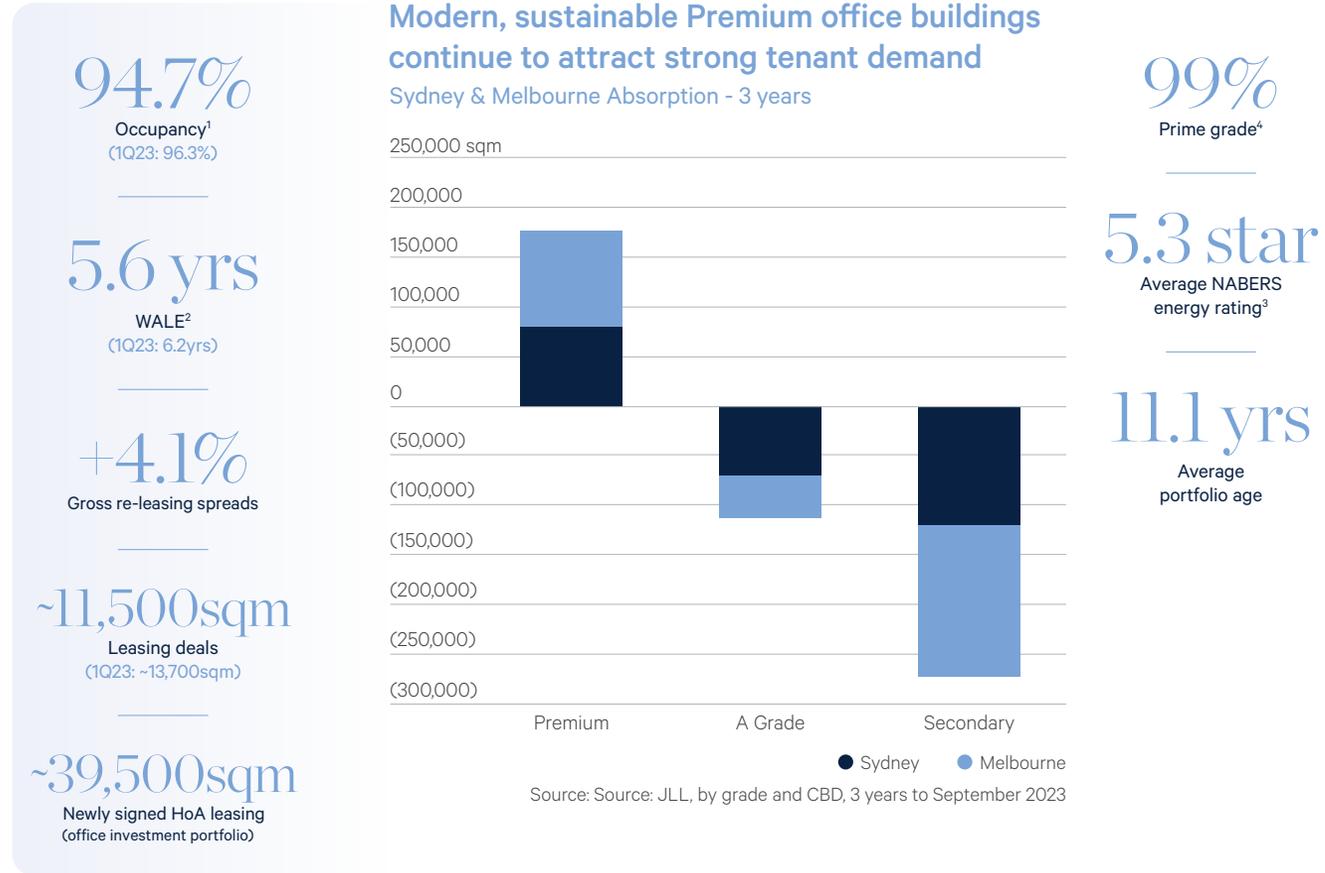
3. By apartment number, excluding display apartments, as at 30 September 2023.

4. By income, excluding IPUC and assets held for development, as at 30 September 2023.

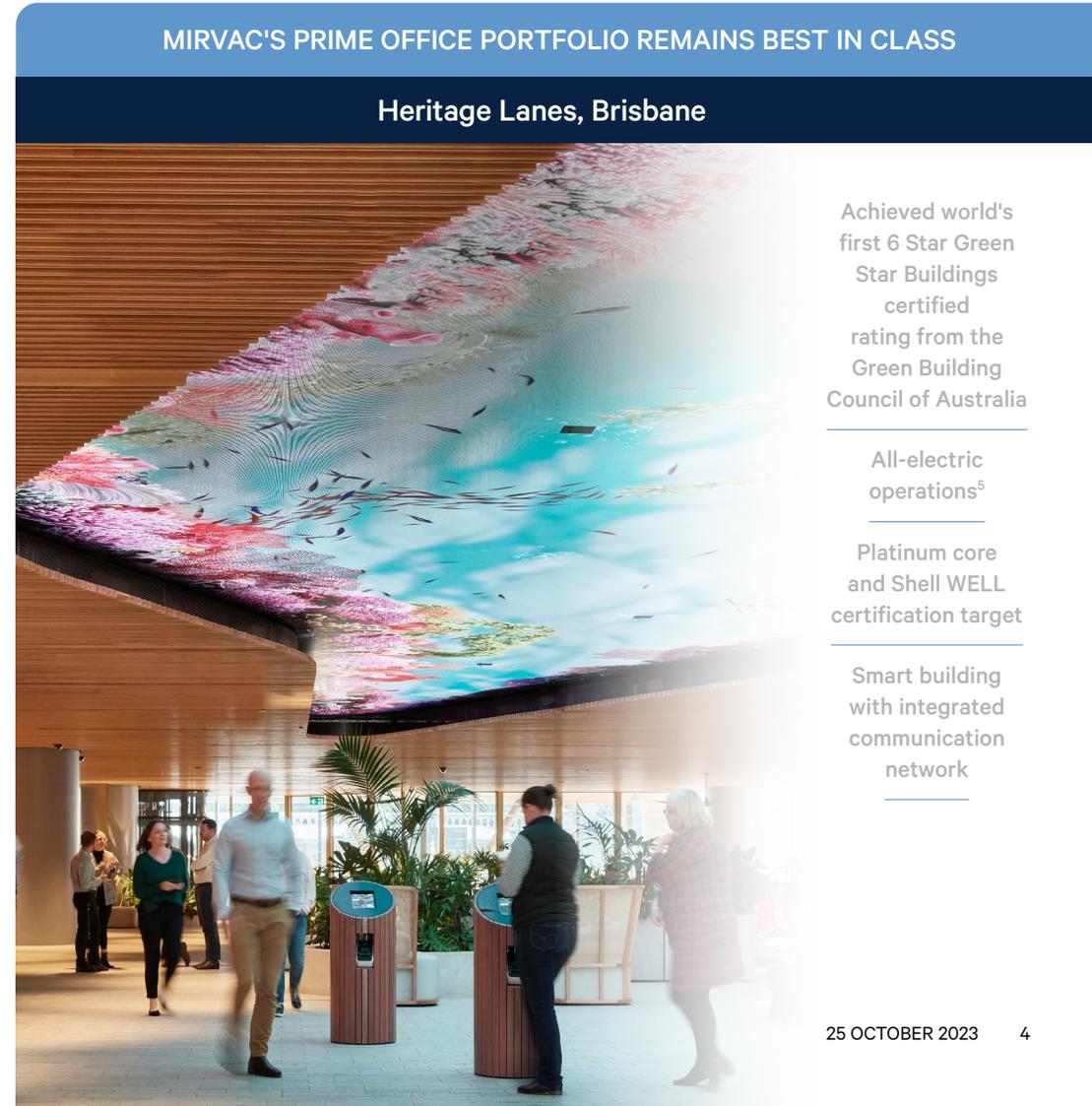
5. Net re-leasing spreads.



# Sustainable, modern, resilient Office portfolio



1. By area, excluding assets held for sale (60 Margaret St, Sydney and 367 Collins St, Melbourne), IPUC and assets held for development, as at 30 September 2023.
2. By income, excluding IPUC, assets held for development, as at 30 September 2023.
3. Average for Mirvac office assets (excluding MWOFF assets).
4. By portfolio valuations, as at 30 June 2023, excluding IPUC, co-investment equity values, and properties being held for development.
5. Excludes 3 retail tenancies.



MIRVAC'S PRIME OFFICE PORTFOLIO REMAINS BEST IN CLASS

## Heritage Lanes, Brisbane

Achieved world's first 6 Star Green Star Buildings certified rating from the Green Building Council of Australia

All-electric operations<sup>5</sup>

Platinum core and Shell WELL certification target

Smart building with integrated communication network

# 100% Sydney Industrial portfolio benefiting from tight conditions

**98.8%**  
Occupancy<sup>1</sup>  
(1Q23: 100%)

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**6.6 yrs**  
WALE<sup>2</sup>  
(1Q23: 6.5yrs)

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**+15.9%**  
Gross re-leasing spreads  
(1Q23: 4.7%)

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**~9,800sqm**  
Leasing deals  
(1Q23: ~21,100sqm)



**COMPLETED SWITCHYARD, SYDNEY**  
~72,000 SQM STATE OF THE ART INDUSTRIAL DEVELOPMENT

## Switchyard, Sydney

Leased on completion: 98%<sup>3</sup>

Benefiting from \$16.8bn of road upgrades, including Westconnex

Superior 'last mile' location, with access to >3.7m people within a 40 minute drive

High quality architectural design, and best-in-class amenity offering

Sustainable estate: targeting 5 Star Green Star Australian sustainability rating and certification, solar panels

EV charging, recycled rainwater, SMART building initiatives

1. By area, as at 30 September 2023.  
2. By income, as at 30 September 2023.  
3. Includes Agreement for Lease (AFL) and non-binding Heads of Agreement (HoA). Excluding HoA, Switchyard is ~96% pre-leased.

# Urban Retail portfolio seeing resumption of students, tourists and CBD workers

97.5%

Occupancy<sup>1</sup>  
(1Q23: 97.5%)

~23,300sqm

Leasing deals<sup>2</sup>  
(1Q23: ~21,600sqm)

-0.4%

Gross re-leasing spreads  
(1Q23: -1.9%)

8.4%

MAT growth  
(1Q23: 12.6%)

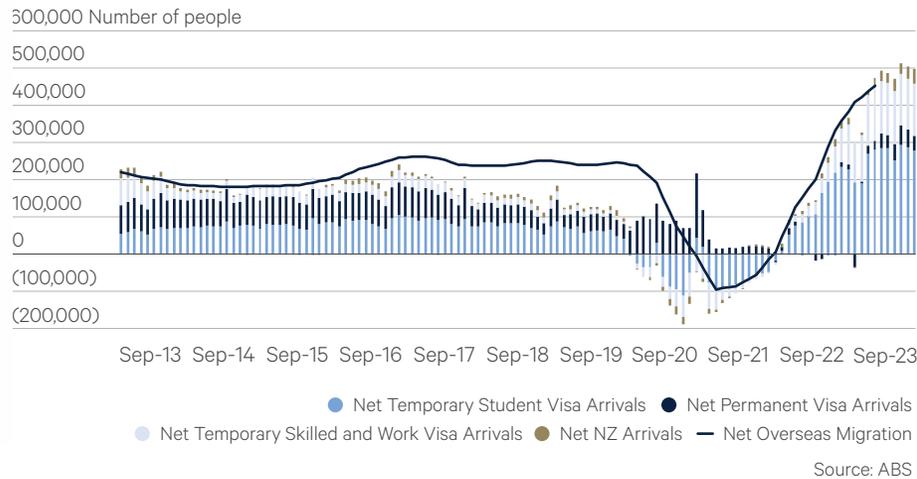
\$11,037/sqm

Specialty sales

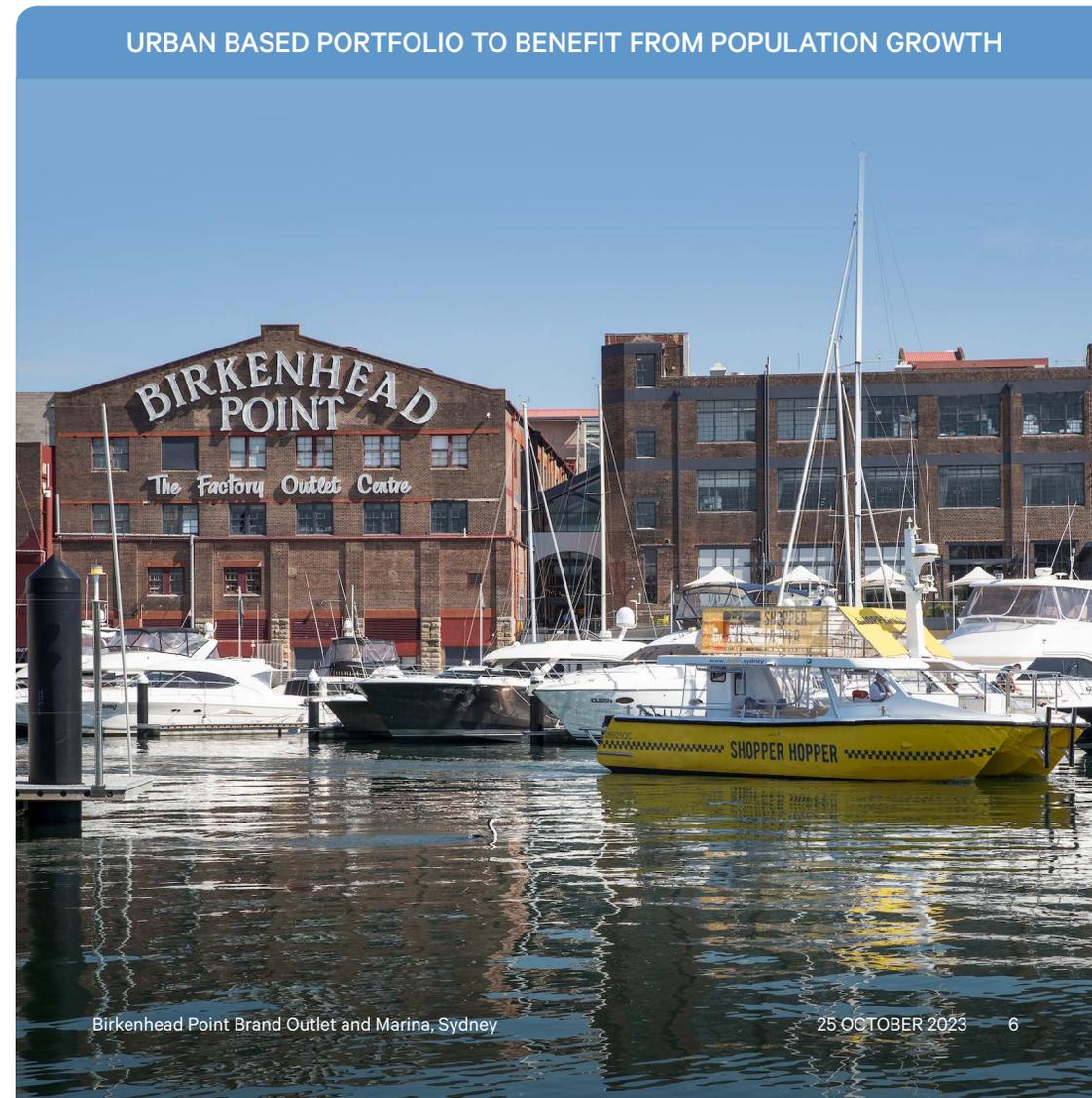
## Retail Sales by category

	1Q24 Comparable MAT	1Q24 Comparable MAT growth
Supermarkets	\$1,018m	7.6%
Discount department stores	\$210m	1.6%
Mini-majors	\$581m	1.9%
Specialties	\$916m	11.2%
Other retail	\$230m	27.9%
<b>Total</b>	<b>\$2,955m</b>	<b>8.4%</b>

## Australia – Net Visa Arrivals vs Net Overseas Migration Rolling annual



## URBAN BASED PORTFOLIO TO BENEFIT FROM POPULATION GROWTH

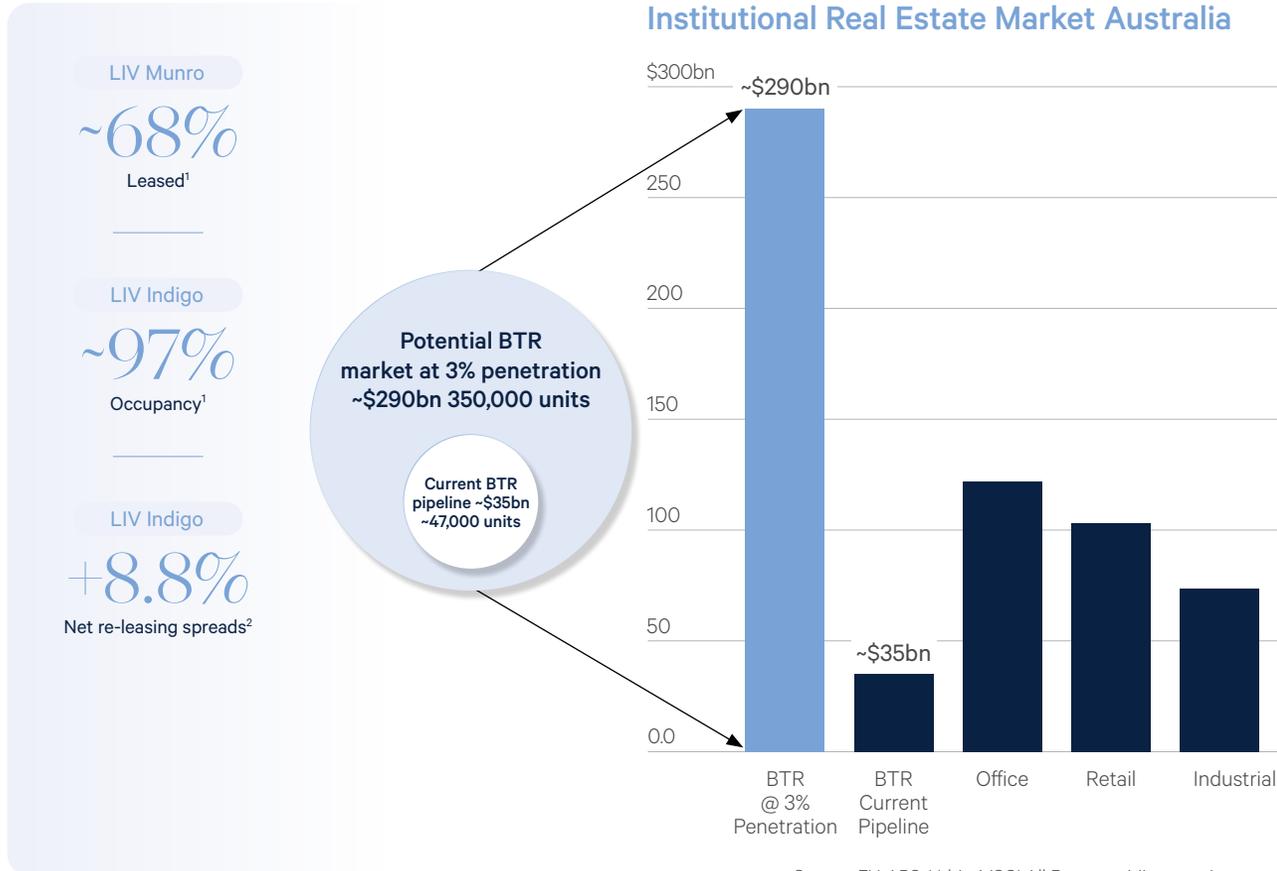


Birkenhead Point Brand Outlet and Marina, Sydney

1. By area, as at 30 September 2023.

2. Leasing deals FYTD 30 September 2023.

# BTR presents a material scale opportunity in Australia



Source: EY, ABS, Urbis, MSCI All Property, Mirvac estimates

1. By apartment number, excluding display apartments, as at 30 September 2023.
2. Net re-leasing spreads.
3. Source: SQM Research September 2023. Vacancy rate (all dwellings, seasonally adjusted), Sydney, Melbourne & Brisbane.
4. Source: Domain Group/APM Research August 2023, Sydney/Melbourne/Brisbane Capital Cities, 3-month unit median.
5. Source: Urbis Apartment Essentials Aug 2023, ABS, EY Build to Rent Housing report 2022.
6. Represents forecast value on completion, incorporating a stabilisation allowance and subject to various factors outside of Mirvac's control such as planning outcomes, market conditions, construction cost escalation, supply chain risks, weather and other uncertainties.

## ROBUST UNDERLYING MARKET FUNDAMENTALS SUPPORT UPCOMING DEVELOPMENTS



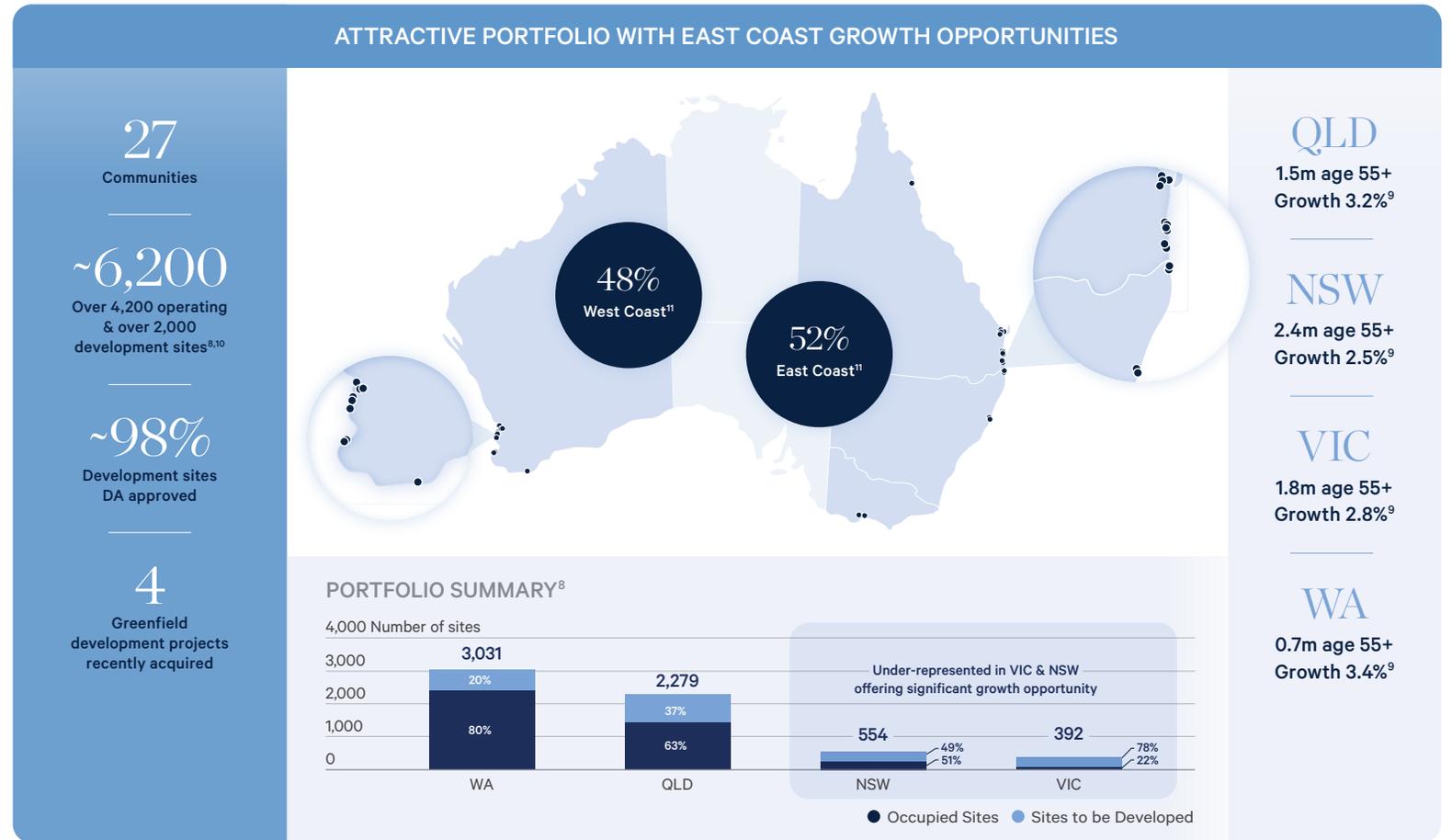
# Accelerated exposure to Land Lease via Serenitas transaction

- > Execution of documents to acquire the Serenitas Land Lease platform in partnership with PEP<sup>1</sup> and Tasman<sup>2</sup> for an enterprise value of approximately \$1,010 million<sup>3</sup> (100% basis)
- > Mirvac to acquire ~47.5%<sup>4</sup> stake, alongside funds advised by PEP (~47.5%<sup>4</sup>) and balance by Tasman via acquisition vehicle
- > ~\$300m initial investment, with ~\$240m<sup>4</sup> funded by Mirvac on settlement and \$60m<sup>5</sup> deferred 12 months, target settlement by 3Q24
- > Scalable platform with 27 communities over 6,200 sites, including 4,200 operational sites (5.4% portfolio WACR) and over 2,000 development sites (98% DA approved)
- > Experienced management team with strong track record and established platform
- > Affordable mid-market product offering – average sale price ~\$460,000<sup>6</sup>, ~20% discount to local median house price<sup>7</sup>

Above  
hurdle  
returns

EPS  
Accretive

from FY25



1. Funds advised by Pacific Equity Partners Secure Assets (PEP). 2. Tasman Capital Partners (Tasman) - existing investor in Serenitas platform. 3. Excluding transaction costs and completion adjustments. 4. Subject to completion adjustments and final bank valuations supporting acquisition debt facilities. 5. Final deferred consideration subject to Tasman exercising its 12-month option to increase its combined investment in Serenitas to up to 19.99%. 6. YTD August 2023. Excludes GST. Excludes 2 projects currently under external development service agreements. 7. For Development projects. Local median house price (Corelogic Data Oct 22) vs forecast new Land Lease sales pricing. 8. As at 31 August 2023. 9. ABS data. CAGR from 2016 to 2021. 10. Includes 2 projects currently under external development service agreements. 11. By number of sites.

# Funds Management – strong momentum underway across multiple sectors

## BTR VENTURE

**\$1.8bn**  
VENTURE<sup>1</sup>



- > 2 operational assets
- > 3 developments underway
- > Capital exploring new opportunities to expand the pipeline, to reach medium term target of 5,000 apartments

## PROGRESSING NEW INDUSTRIAL VENTURE

**~\$0.4bn**  
SEED ASSET<sup>1</sup>



- > Switchyard, Sydney completion and fully settled in MIV
- > Aspect North, Sydney targeted to be sold into the venture in FY24

## CAPITAL PARTNERING



- > Commenced discussions with capital partners on 55 Pitt Street, Sydney

## MWOF CONTINUES TO PERFORM

**~\$7.2bn**  
FUND<sup>3</sup>



- > The fund has outperformed the benchmark over 2, 3, and 5 year periods
- > Credit rating reaffirmed
- > ~\$600m of debt successfully raised
- > Daibiru invested into the fund

1. These values are 100% of completion end value.  
 2. Artist impression, final design may differ.  
 3. Gross assets as at 30 September 2023.

# Progressing our development pipeline

**MIXED USE / OFFICE**  
Harbourside, Sydney<sup>1</sup>

**~\$2.1bn**  
END VALUE<sup>2</sup>

- > Demolition of the centre complete, awaiting next stage approvals
- > Expect Residential launch in 2H24

**INDUSTRIAL**  
Switchyard, Sydney

**~98%**  
PRE-LEASED<sup>3</sup>

- > Practical completion achieved

**BUILD TO RENT**

LIV Anura, Brisbane<sup>1</sup>

**396**  
APARTMENTS

- > Construction progressing
- > Target completion mid 2024

**~\$1.2bn**  
BTR DEVELOPMENTS  
UNDERWAY<sup>4</sup>

LIV Aston, Melbourne<sup>1</sup>

**474**  
APARTMENTS

- > Construction has topped out
- > Target completion mid 2024

55 Pitt St, Sydney<sup>1</sup>

**~\$2.0bn**  
END VALUE<sup>2</sup>

- > ~20% pre-leased<sup>3</sup>
- > Progressing civil works

Aspect, Kemps Creek, Sydney

**~64%**  
PRE-LEASED<sup>3</sup>

**~\$0.7bn**  
END VALUE<sup>2</sup>

- > Construction progressing
- > Completion of first warehouse expected 1H24

LIV Albert Fields, Melbourne<sup>1</sup>

**498**  
APARTMENTS

- > Construction commenced

1. Images are artist impressions only, final design may differ. 2. Represents 100% expected end value/revenue (including GST), subject to various factors outside Mirvac's control such as planning outcomes, market conditions, construction cost escalation, supply chain risks, weather and other uncertainties. Industrial expected end values are excluding the sale of any undeveloped land. 3. Includes Agreement for Lease (AFL) and non-binding Heads of Agreement (HoA). Excluding HoA, Aspect is ~64% and Switchyard is ~96% pre-leased. 4. Represents forecast value on completion, incorporating a stabilisation allowance and subject to various factors outside of Mirvac's control such as planning outcomes, market conditions, construction cost escalation, supply chain risks, weather and other uncertainties.

# Residential well placed for under supplied market

- > 262 lots exchanged in Q1. Market conditions remain subdued, impacted by rising interest rates, fewer product launches and lower first-home buyer activity
- > Leads remain elevated, above 10-year average
- > Pre-sales balance increased modestly to ~\$1.9bn<sup>1</sup>
- > 192 settlements, including first settlements at NINE, Willoughby and The Langlee, Waverley commenced in early September, with Green Square expected to commence in the December quarter.
- > Good early sales momentum at recently launched Melbourne apartment projects - Prince & Parade, The Albertine, Trielle (with ~30% repeat customer sales rate)
- > Defaults remain low at 0.5%<sup>2</sup>
- > Flexible launch program in place ready to take advantage of pickup in activity

**1.1%**

Residential vacancy<sup>3</sup>

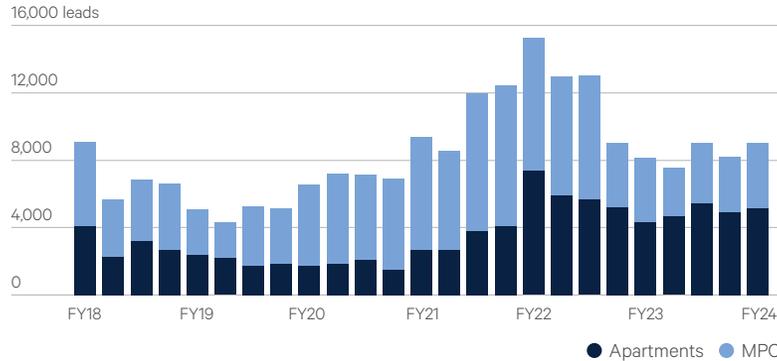
**>40%**

Discount between apartment and established house price<sup>4</sup>

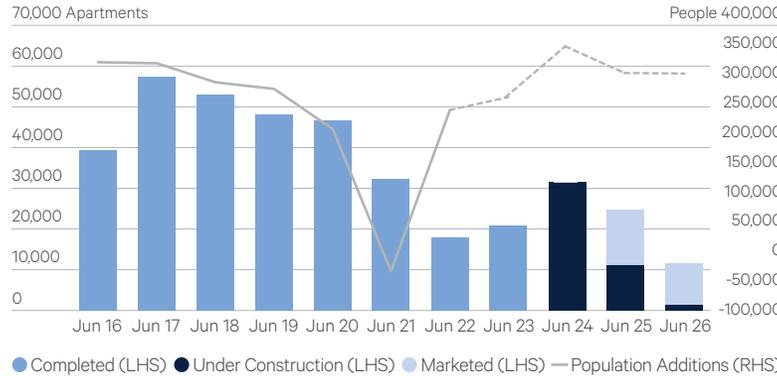
**>2.5%**

Total Australian 15+ population growth<sup>5</sup>

## New residential leads improving



## Population additions vs capital city unit supply



Source: <sup>1</sup>ABS; Centre for Population; Population Estimate 2022 (Dec 22), Budget 2023-24 Projection (May 23) NSW, QLD, VIC  
<sup>2</sup>Charter Keck Cramer: Brisbane, Melbourne, Sydney (June 2023)

### FIRST SETTLEMENTS COMMENCED

NINE, Willoughby

The Langlee, Waverley

### APARTMENTS IN ESTABLISHED PRECINCTS SELLING WELL

Underlying market fundamentals remain supportive

**92% PRE-SOLD**

Green Square, NSW

**29% PRE-SOLD**

Trielle Yarra's Edge, VIC

**92% PRE-SOLD**

Waterfront Isle, QLD

**92% PRE-SOLD**

Ascot Green, QLD

Note: All images are artist impressions, final design may differ.

1. Represents Mirvac's share of total pre-sales and includes GST. 2. 12-month rolling default rate as at 30 September 2023. 3. Source: SQM Research September 2023. Vacancy rate (all dwellings, seasonally adjusted), Sydney, Melbourne & Brisbane.  
 4. Source: Domain, Greater Sydney, 3 month median to June 2023. 5. Source: ABS, year on year change to September 2023.

# Thank you

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**Authorised for release by**

The Mirvac Group Continuous Disclosure Committee

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