



Australian Commercial Property – Research & Forecasting Solutions

Ideal for busy executives and market analysts alike, BIS Oxford Economics' property market reports and customised research services provide clients:

- Key insights into future market prospects across sectors and cities;
- Transparent, long term forecasts of property indicators including demand, supply and vacancies, rents, yields and prices that can be relied upon when planning property investment, leasing or development decisions;
- Business strategies to identify market opportunities and risks early in the cycle and avoid making costly mistakes.

Our forecasts of Australia's property markets are fully integrated with our global modelling framework, which ensures both domestic and international drivers are considered and provides a framework to undertake wide-ranging scenario analysis.

We can support your property decisions through our off-the-shelf reports on individual markets and sectors, through customised analysis or via an interactive client workshop or presentation.

Demonstrated expertise

- **Forecasting experience.** With 30 years of experience in forecasting Australia's commercial property markets, we understand market behaviour. We provide insights into future market directions and cyclical turning points, and highlight risks and opportunities for market participants.
- **Long-range forecasting accuracy.** Respected as the pre-eminent forecaster of Australia's commercial markets, we provide well reasoned, realistic forecasts that clients can use confidently when making strategic property decisions.
- **Scenario forecasting.** We can forecast and model a range of scenarios over a 20 to 30 year horizon. The forecasts are underwritten by our long data series of market indicators dating back to the 1970s.
- **Consistency across global, national, metropolitan and centre forecasts.** Our fully integrated economic and industry sector forecasts help us understand the demand drivers across property sectors and provide the framework for our forecasts.
- **Impartial advice.** BIS Oxford Economics is part of the largest independent global economic advisory firm, Oxford Economics. This allows us to offer impartial advice to clients – to say what we think will really happen.





Subscription services

Comprehensive studies containing analysis of the current state of play and 10 year forecasts of key market variables including demand and supply, face and effective rents, yields, capital values and investment returns. Alternative scenarios are analysed.

We add value by interpreting the implications of our forecasts for clients.

■ Office sector

Australian office markets are highly cyclical. Each city has its only set of demand drivers and markets are often out of sync. Demand and supply is balanced at the metropolitan level, with detailed forecasts for CBD and major suburban markets.

Coverage: Sydney, Melbourne, Brisbane, Canberra, Adelaide, Perth, Suburban Sydney and Melbourne

Frequency: 6-monthly, quarterly employment updates

■ Retail sector

Retail Property Market draws out key trends and issues in terms of retail trading conditions and investment performance, focusing on regional, sub-regional and neighbourhood shopping centres.

Large Format Retailing assesses the outlook for this retail sub-sector within Australia. The report provides 10 year forecasts of key variables for LFR centres and freestanding stores.

Coverage: National (including state by state analysis)

Frequency: Annual, with quarterly updates

■ Industrial sector

Industrial property studies focus on the drivers of underlying demand for industrial space, the adequacy of land supply and development dynamics. Supply and demand are matched at the metro level, with forecasts of rents, yields and capital values provided for the major industrial regions within each city.

Coverage: Sydney, Melbourne, Brisbane, with high level analysis available for smaller capital city markets

Frequency: Annual

Customised research opportunities

■ Project/asset-specific market analysis

Used for internal decision making, lending applications, marketing or financing decisions, a market outlook report can provide forecasts of space demand, growth assumptions for market rents, yields and values, comparative returns against other asset classes or locations and analysis of development feasibility.

Customised reports provide a logic for property decisions and help to assess market risk.

■ Material for capital raising documents

An independent report can be prepared for inclusion in capital raising documents, drawing on the recognised expertise of BIS Oxford Economics.

■ Strategic employment reviews

We assist government agencies in assessing the role of centres as employment hubs under current and alternative planning controls, consider appropriate land uses and capacity issues.

■ Accommodation strategy

We help clients with decisions regarding their future accommodation needs by tracing the financial consequences of different own vs lease strategies.

■ Property evaluations

A property evaluation helps purchasers determine how much to pay for an asset by analysing future growth assumptions.

Our Clients

Clients to our subscriptions reports and customised research include:

- A-REITs
- Fund and Syndicate Managers
- Institutional and Private Investors
- Developers
- Local and Overseas Superannuation/Pension Funds
- Commonwealth, State and Local Government
- Real Estate Agencies

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