



Kyogle

Property Factsheet

2nd Half 2017





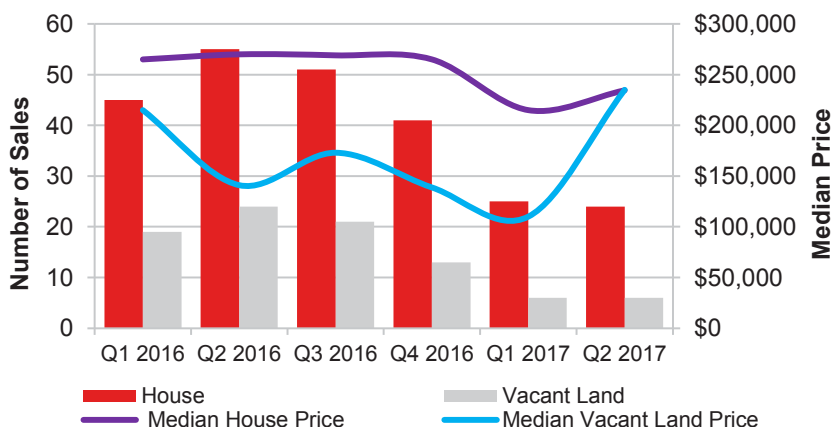
MARKET CONDITIONS*

The Kyogle property market recorded a median house price of \$265,000 over the past 12 months to Q2 2017, representing an annual price change of 9.1%. Over the same period of time house prices in Kyogle LGA (postcode 2474 only) softened by -13.1% to \$234,500. This suggests that the main suburb of Kyogle is a premium area, both from a median price and capital growth perspective, relative to other localities within the Kyogle LGA area.

Average days to sell in Kyogle has improved over the past 12 months, currently at 56 days for houses in Q2 2017. Within the same timeframe, rental average days on market has improved by 53.7%, currently at 25 days. Average vendor discounting for units has tightened over the past 12 months from -8.1% to -4.8% in Q2 2017, suggesting increased competition whereby sellers are achieving closer to their first asking price.

Median rents for houses in Kyogle improved over the past twelve months by 11.5% in Q2 2017, currently at \$290 per week. Low vacancy rates of 0.8% continue to demonstrate the strong demand in the area, especially when compared to Lismore (1.0%) or Sydney (2.2%). Furthermore, astute investors are currently benefiting from 3.5% rental yield. This further confirms Kyogle as an ideal investment area for those looking at options outside of Sydney and just across the border from Queensland.

POSTCODE 2474 GROWTH



OVERVIEW

Kyogle is situated in the Northern Rivers region in NSW, approximately 44km north west of Lismore and 750km north of Sydney. Kyogle's main sources of income include dairy farming, forestry and cattle grazing, with tourism forming part of the local economy as Kyogle serves as the entry point to National Parks such as the Border Ranges and Toonumbar.

KEY MARKET INDICATORS**

Change from Last	Year	Half Year
House Sales	↓	↓
House Median Price	↑	↑
House Rental Price	↑	↑
Farm and Rural Sales	↑	↓
Farm and Rural Median Price	↑	↑

FARM & RURAL SALES***

Over the past 5 years Kyogle LGA has recorded 225 Rural/Farm sales***. There were 54 sales transactions amounting to a total of \$38.4M in 2016, which is a 2.0% increase over 2015. This is indicative of strengthening in pastoral land values.

The number of sales transactions increased by 57.1% to 11 sales for the 1st half of 2017, relative to the first half of 2016 (7 sales). Also farms and rural properties have seen a major shift upwards in the median price, from \$410,000 in the first half of 2016 to a record \$725,000 in the first half of 2017.

These figures indicate that the Kyogle farm and rural market is growing exponentially in terms of price growth, and sustainably in terms of demand. With commodity prices increasing, improved seasonal conditions, and low interest rates, there is an expectation for increased economic activity to drive demand in the near future.

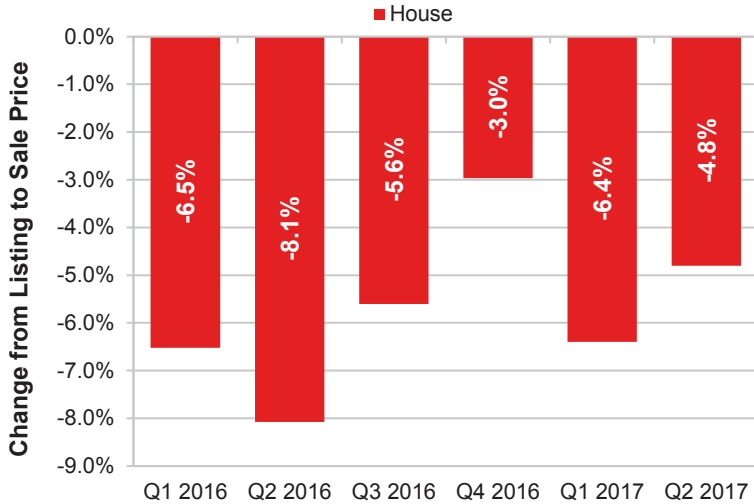
*Note: Q2 2017 captures sales from 1st April 2017, up to and inclusive of 30th June 2017.

**Key Market Indicators are for the suburb of Kyogle only.

***Rural/Farm sales data is based on sales data that has been zoned appropriately.

Source: APM Pricfinder, Real Estate Institute of New South Wales, Kyogle Council, Realestate.com.au, Australian Financial Review.

AVERAGE VENDOR DISCOUNT*



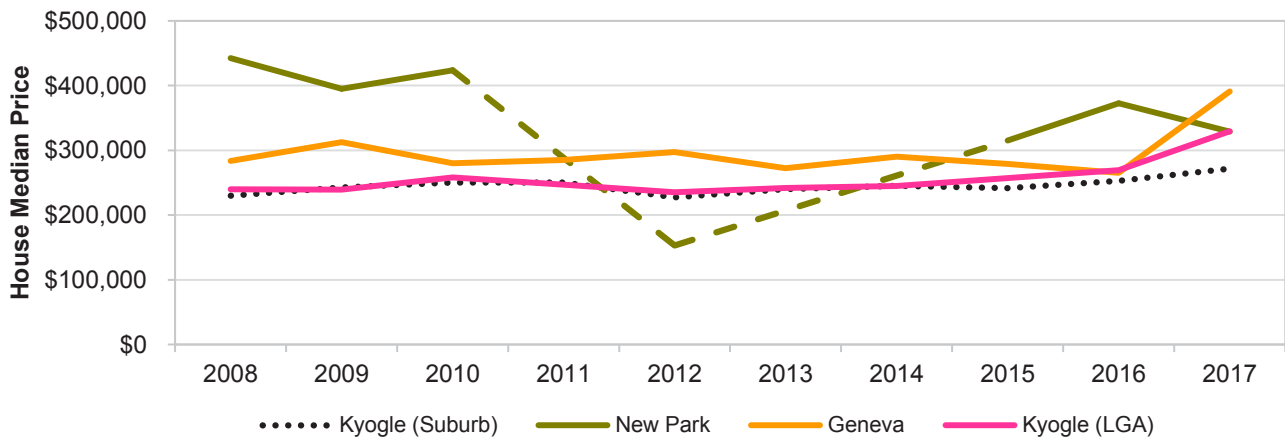
AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first list price and final sold price. A lower percentage difference (closer to zero) suggests buyers are willing to purchase close to the first asking price of a property.

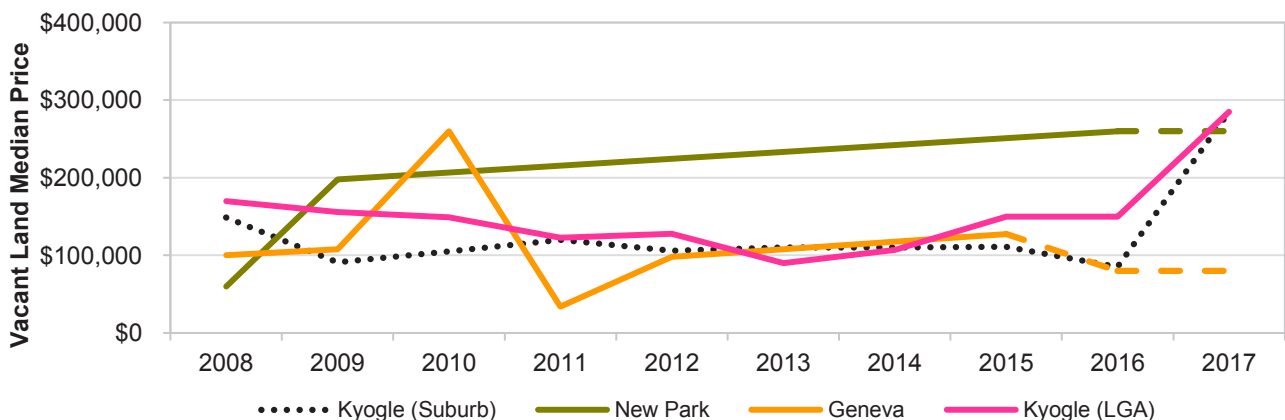
MARKET COMPARISON GRAPH

The market comparison graph provides comparative trend for median price of house and units over the past 10 years. Suburbs profiled are chosen based on proximity to the main suburb analysed in the factsheet, which is Kyogle. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON*

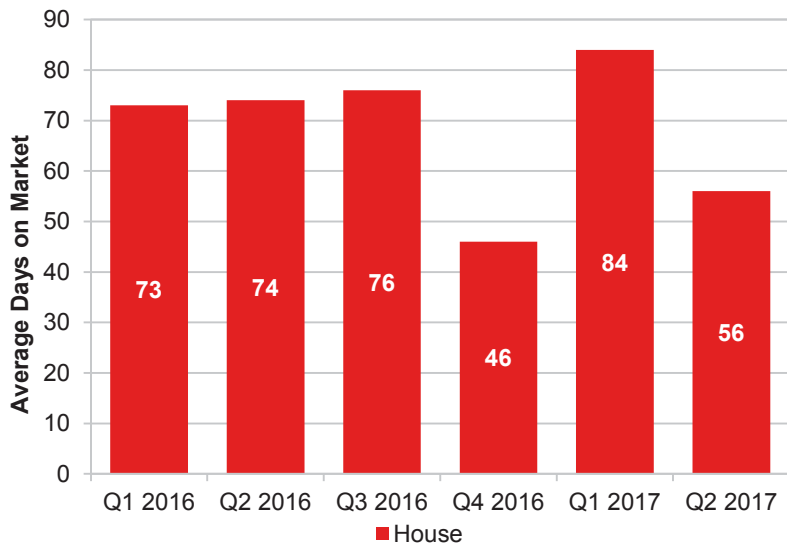


VACANT LAND MARKET COMPARISON*



*Dashed line in median line price graph is due to no sales records for that period of time and median price displayed is approximate only based on previous known median price and trend. Source: APM Pricerfinder, Realestate.com.au, Real Estate Institute of Australia.

AVERAGE DAYS ON MARKET

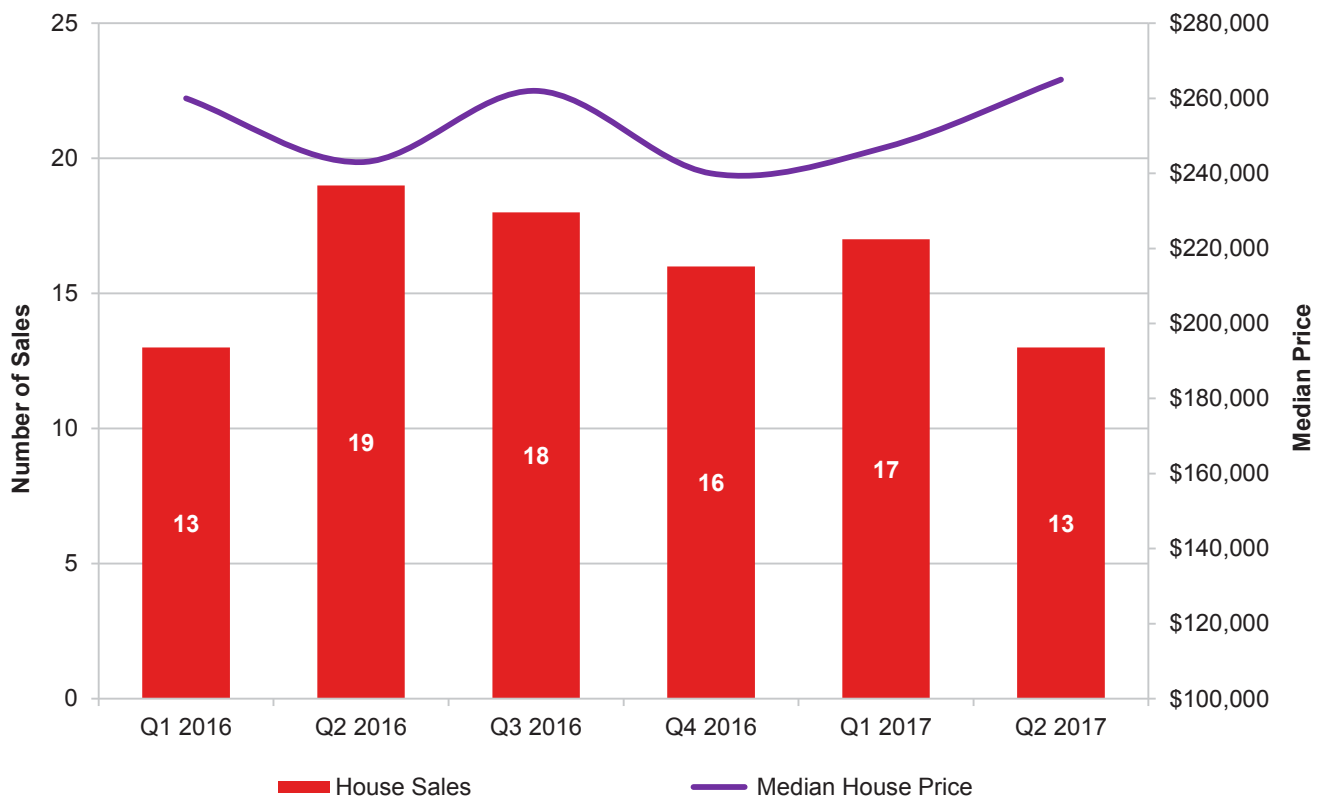


HOUSE KEY FACTS Q2 2017

Median Sale Price: \$265,000
 Annual Growth: 9.1%*
 Average Days on Market: 56
 % Change between First Listed Price and Sold Price: -4.8%

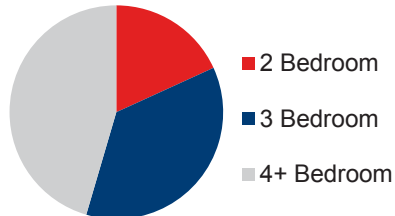


SALES AND MEDIAN PRICE



*Annual growth represents price growth for property transactions between Q1 2016 to Q2 2017 (inclusive).
 Source: APM Pricer, Realestate.com.au, Domain.com.au, SQM Research, Real Estate Institute of New South Wales, Kyogle City Council.

RENTAL MARKET ANALYSIS HOUSE



HOUSE KEY FACTS Q2 2017**

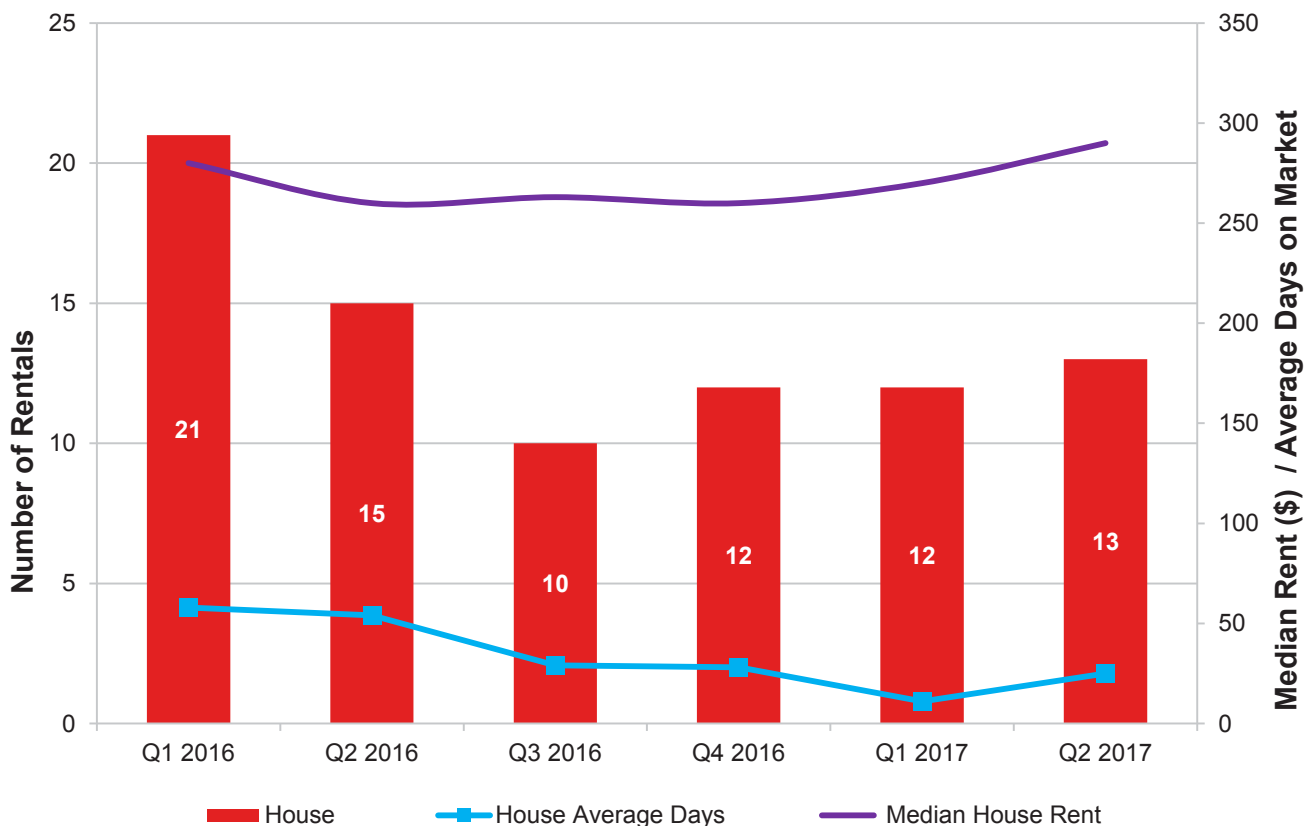
Median Rent Price: \$290 per week
 Suburb Rental Yield: 3.5%
 Average Days on Market: 25
 Bedroom Breakdown:
 2 Bed: 18.2%, 3 Bed: 36.4%, 4+ Bed:
 45.5%



KEY COMMENTS

Interest in Kyogle* and its surrounding suburbs is recorded at 58 online visits per property. Median rent for houses saw an 11.5% increase over the past 12 months to Q2 2017. Vacancy rates are currently at 0.8%, slightly lower than Lismore Council (1.0%) and lower than Sydney (2.2%). This, combined with low average days on market (25), indicates a strong level of rental demand. Rental yields in Kyogle sits at 3.5% providing conducive conditions for investment returns.

MEDIAN RENT AND AVERAGE DAYS ON MARKET*

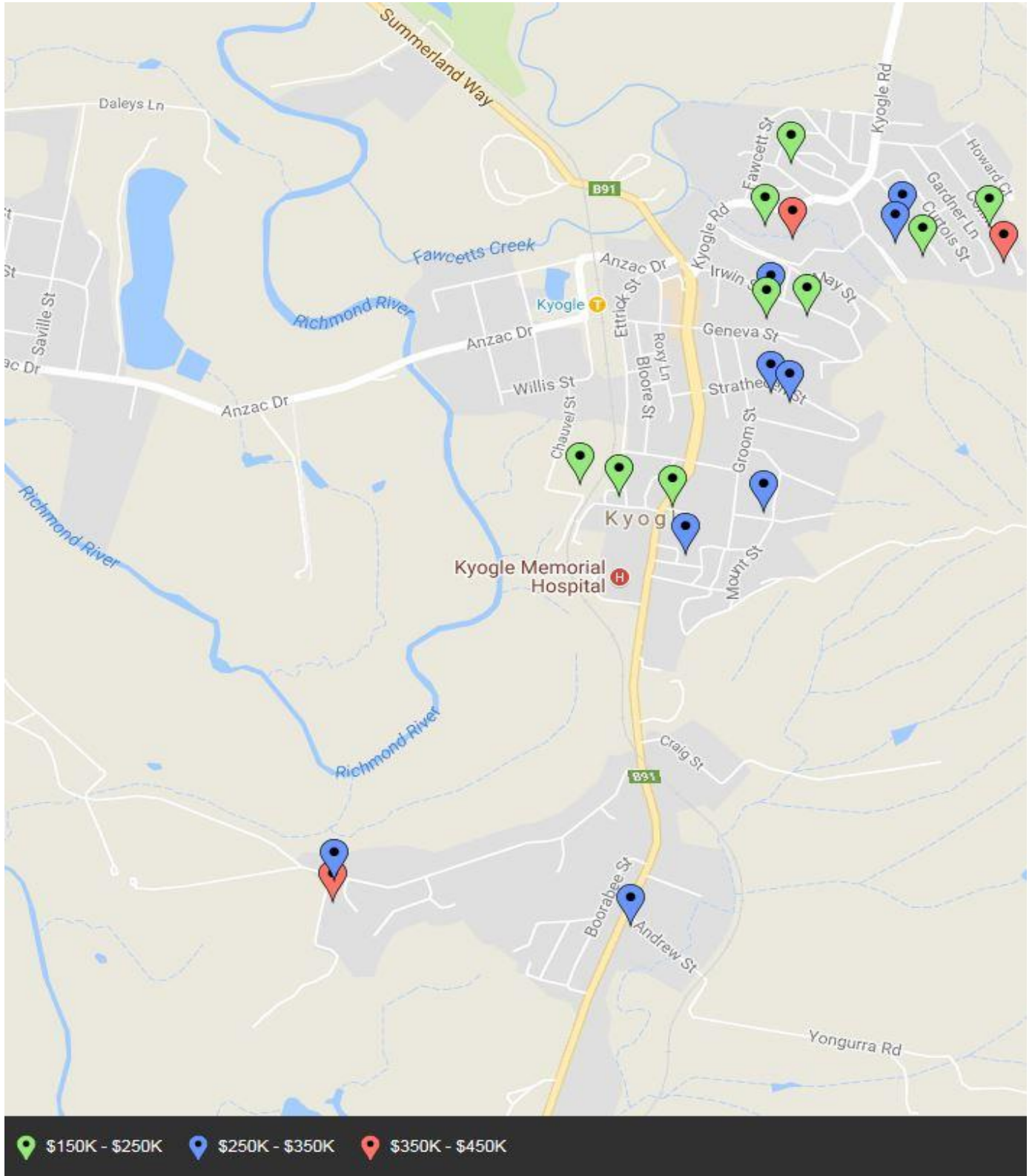


*Annual growth represents median price growth for property transactions between Q1 2016 to Q2 2017 (inclusive).

**Key Facts are for the suburb of Kyogle only.

Source: APM Pricefinder, Realestate.com.au, SQM Research, Real Estate Institute of New South Wales, Kyogle City Council.

HOUSE SALES BY PRICE MAP 2017*



*Disclaimer: Map captures house sales with complete addresses that were accurate for geo-coding purposes only, within the time period specified in the title of the Map (sales from 1st January 2017 up to and inclusive of 30th June 2017). It does not represent all sales, due to some sales having inaccurate addresses for mapping purposes.
Source: APM Pricefinder, GoogleMaps, BatchGEO.

ABOUT PRDnationwide RESEARCH

PRDnationwide's research division provides reliable, unbiased, and authoritative property research and consultancy to clients in metro and regional locations across Australia

Our extensive research capability and specialised approach ensures our clients can make the most informed and financially sound decisions about residential and commercial properties.

OUR KNOWLEDGE

Access to accurate and objective research is the foundation of all good property decisions

As the first and only truly knowledge based property services company, PRDnationwide shares experience and knowledge to deliver innovative and effective solutions to our clients.

We have a unique approach that integrates people, experience, systems and technology to create meaningful business connections. We focus on understanding new issues impacting the property industry; such as the environment and sustainability, the economy, demographic and psychographic shifts, commercial and residential design; and forecast future implications around such issues based on historical data and fact.

OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis

Skilled in deriving macro and micro quantitative information from multiple credible sources, we partner with clients to provide strategic advice and direction regarding property and market performance. We have the added advantage of sourcing valuable and factual qualitative market research in order to ensure our solutions are the most well considered and financially viable.

Our experts are highly sought after consultants for both corporate and government bodies and their advice has helped steer the direction of a number of property developments and secured successful outcomes for our clients.

OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customized products

We have the ability and systems to monitor market movements, demographic changes and property trends. We use our knowledge of market sizes, price structure and buyer profiles to identify opportunities for clients and provide market knowledge that is unbiased, thorough and reliable.



OUR SERVICES INCLUDE:

- Advisory and consultancy
- Market Analysis including profiling and trends
- Primary qualitative and quantitative research
- Demographic and target market Analysis
- Geographic information mapping
- Project Analysis including product and pricing recommendations
- Rental and investment return analysis

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