



Coffs Harbour
Property Factsheet
2nd Half 2017





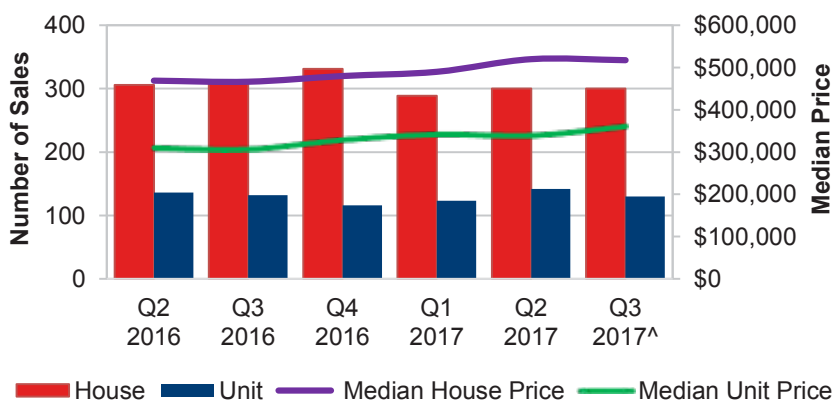
MARKET CONDITIONS

The Coffs Harbour* property market recorded a median house price of \$500,000 and \$350,000 for units in Q3 2017, representing an annual price growth of 11.8% and 17.6% respectively. Over the same period of time house prices in Coffs Harbour LGA have grown by 10.9% to \$517,500 and unit prices grew by 18.3% to \$362,500. Median prices in the Coffs Harbour area* sit just below the wider LGA, indicating a slightly more affordable market for investors and occupiers without compromising on capital growth.

Average days to sell in Coffs Harbour has improved over the past twelve months, currently at 63 days for houses and 62 for units in Q3 2017. Rental average days on market have remained stable, sitting at 28 days (houses) and 31 days (units). Over the past 12 months to Q3 2017 average vendor discounts for house have partially widened to -3.5% for houses, but has tightened to -3.2% for units. This suggests a more competitive unit market where buyers are more willing to offer closer to the first list price.

Median rents in Coffs Harbour* increased slightly for both house and units over the past twelve months to Q3 2017, currently at \$420 and \$330 per week, respectively. A low vacancy rate of 1.3% continues to demonstrate the strong demand in the area. Astute investors are benefiting from 4.4% (house) and 4.9% (units) rental yield, higher than Sydney's rental yield of 2.9% (houses) and 3.8% (units). The combination of low vacancies and high rental yields provide attractive conditions for strong returns on investment.

CITY OF COFFS HARBOUR GROWTH



OVERVIEW

Located on the Mid North Coast of New South Wales is the beautiful city of Coffs Harbour. The city benefits from strong and ongoing economic growth and convenient accessibility via road or plane. Coffs Harbour hosts three major shopping centres, a campus of Southern Cross University, and a marine national park.

Change from Last	Year	Half Year
House Sales	↓	↑
House Median Price	↑	↑
House Rental Price	↑	↔
Unit Sales	↓	↓
Unit Median Price	↑	↑
Unit Rental Price	↑	↑

FUTURE DEVELOPMENTS**

Coffs Harbour is set to see approx. \$91.4M of new projects commencing in 2nd half of 2017. Residential accounted for the majority of development value (71.6%), totaling an estimated \$65.5M of projects. This is followed by infrastructural developments (11.3%), commercial projects (9.7%), mixed Use (4.2%), and industrial developments (3.3%). This spread of projects provides opportunities for employment and economic growth.

A major Mixed Use project commencing in 2017 is the Beach St Tavern/Serviced apartments. The project involves a two storey construction, including a tavern, retail uses and 4 residential apartments.

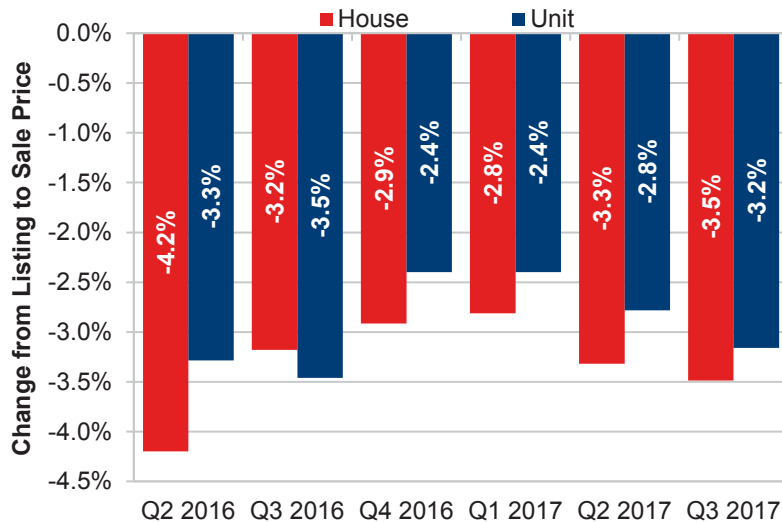
A major Residential Project in 2017 is the Moonee Waters residential Subdivision. Estimated at \$35.0M this will add 213 lots with the inclusion of walkways and picnic areas to Moonee Beach. Coffs Harbour is set to add a total of 578 lots, 27 townhouses, 17 dwellings and 4 apartments spread over 16 residential projects commencing in 2nd half 2017.

*Coffs Harbour market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Coffs Harbour, Sawtell, Toormina, Woolgoolga, Korora, Sapphire, Coramba, Boambee, Bonville, Boambee East.

**Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.

^Q3 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice.
Source: APM Pricefinder, realestate.com.au, Cordell Connect, Georges River Council.

AVERAGE VENDOR DISCOUNT*



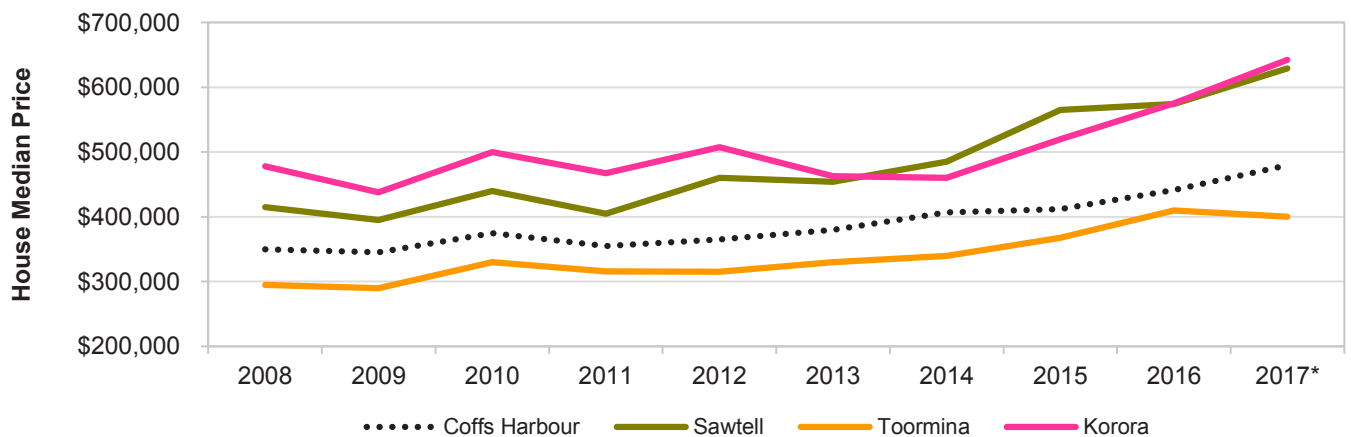
AVERAGE VENDOR DISCOUNT

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.

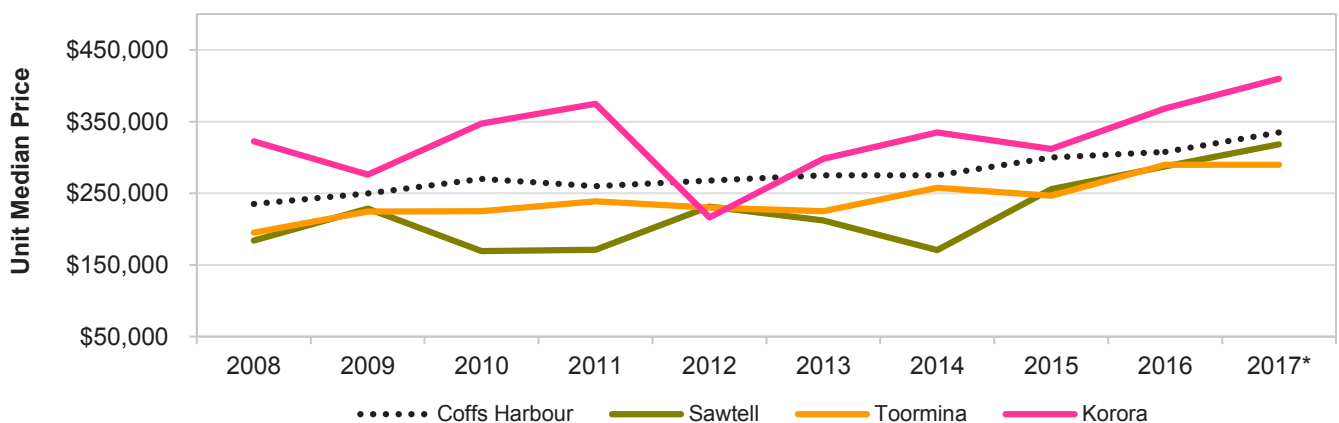
MARKET COMPARISON GRAPH

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 Coffs Harbour. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON

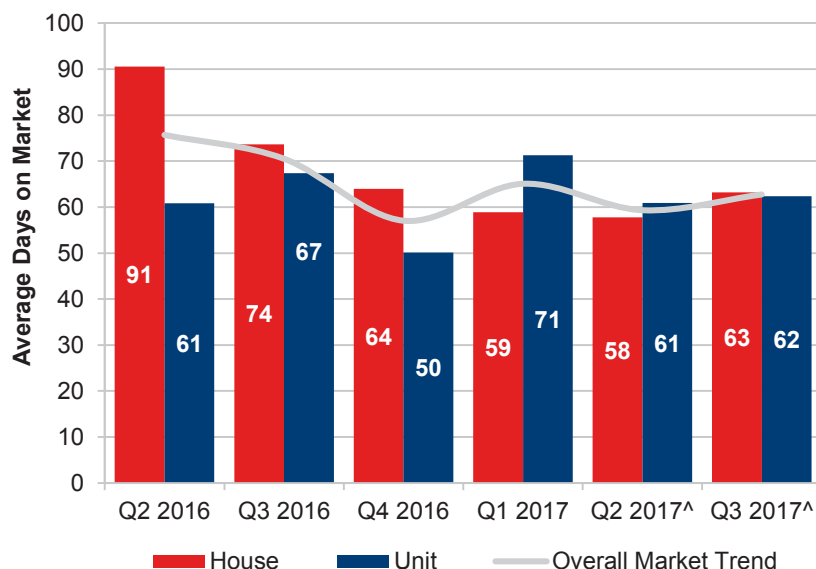


UNIT MARKET COMPARISON



*2017 data encapsulates data up to Q3 2017 only, quoted data represents both settled transactions (i.e. government data) and agents' advice.
Source: APM Pricefinder.

AVERAGE DAYS ON MARKET**



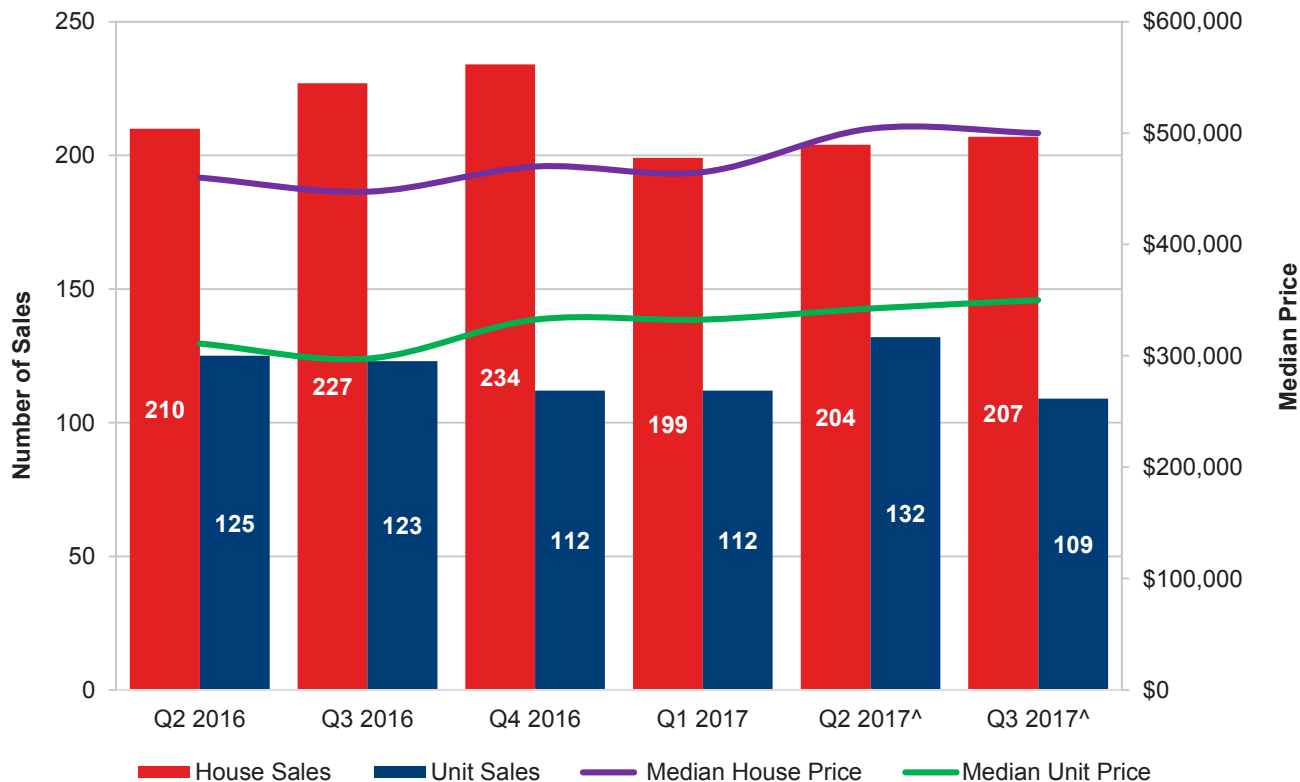
HOUSE KEY FACTS Q3 2017

Median Sale Price: \$500,000
Annual Growth: 11.8%*
Average Days on Market: 63
% Change between First Listed Price and Sold Price: -3.5%

UNITS KEY FACTS Q3 2017

Median Sale Price: \$350,000
Annual Growth: 17.6%*
Average Days on Market: 62
% Change between First Listed Price and Sold Price: -3.2%

SALES AND MEDIAN PRICE**



*Annual growth represents price growth for property transactions between Q3 2016 to Q3 2017 (inclusive).

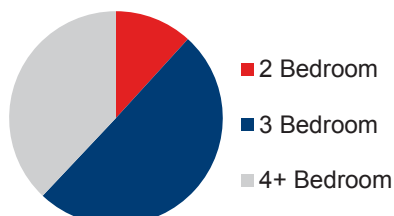
**Coffs Harbour market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Coffs Harbour, Sawtell, Toormina, Woolgoolga, Korora, Sapphire, Coramba, Boambee, Bonville, Boambee East.

^Q2 2017 and Q3 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice.

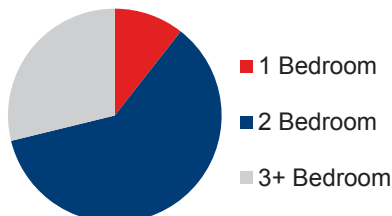
Source: APM Pricefinder, Coffs Harbour City Council.

RENTAL MARKET ANALYSIS

HOUSE



UNIT



KEY COMMENTS

Strong interest in the Coffs Harbour area* has been recorded, at an average of 458 online views. House and unit rental prices have experienced growth over the last 12 months to Q3 2017. Vacancy rates for the postcode 2540 have remained low at 1.3%, indicating a strong level of rental demand. Rental yields in the Coffs Harbour area (4.4% and 4.9%) are higher than that of Sydney Yields (2.9% and 3.8%), providing conducive conditions for strong investment returns.

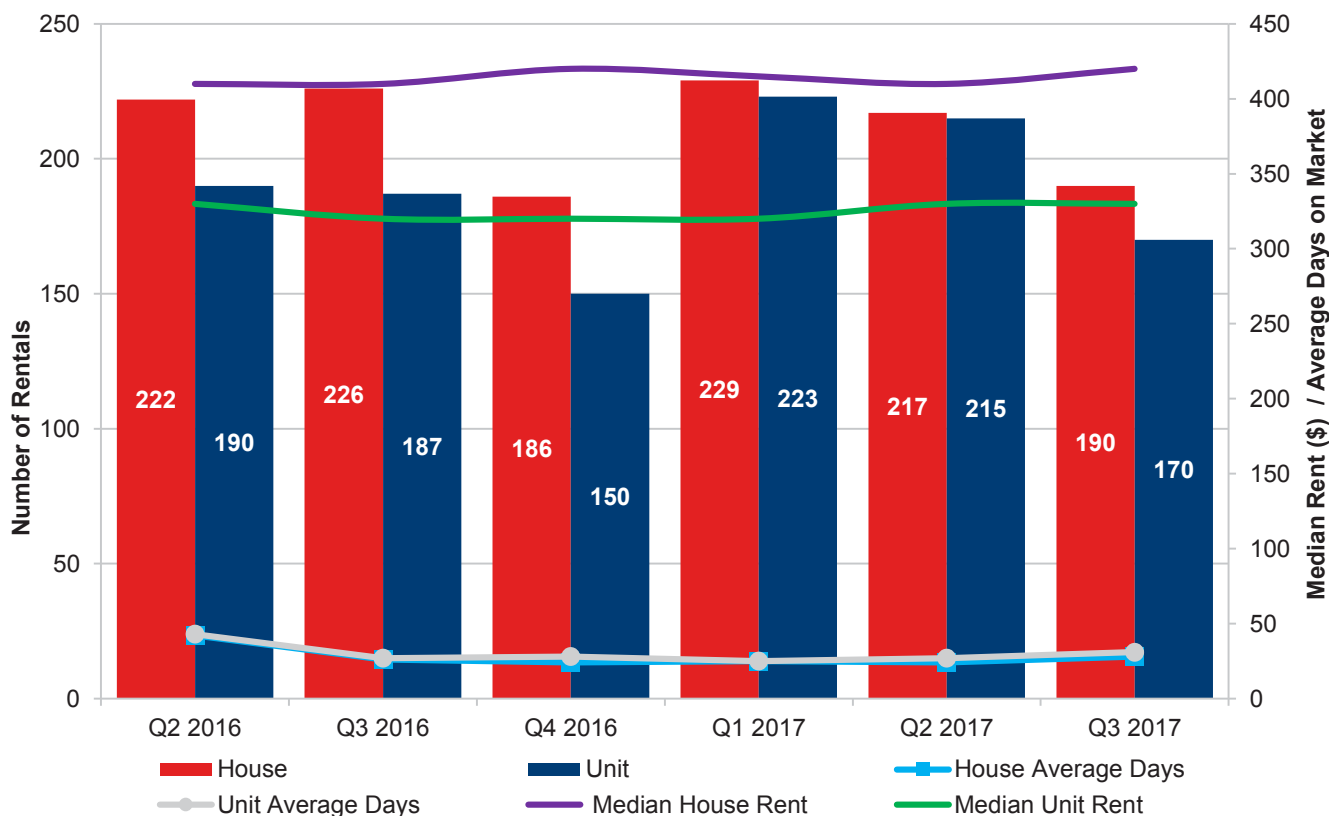
HOUSE KEY FACTS Q3 2017

Median Rent Price: \$420 per week
Suburb Rental Yield: 4.4%
Average Days on Market: 28
Bedroom Breakdown:
2 Bed: 12%, 3 Bed: 50%, 4+ Bed: 38%

UNITS KEY FACTS Q3 2017

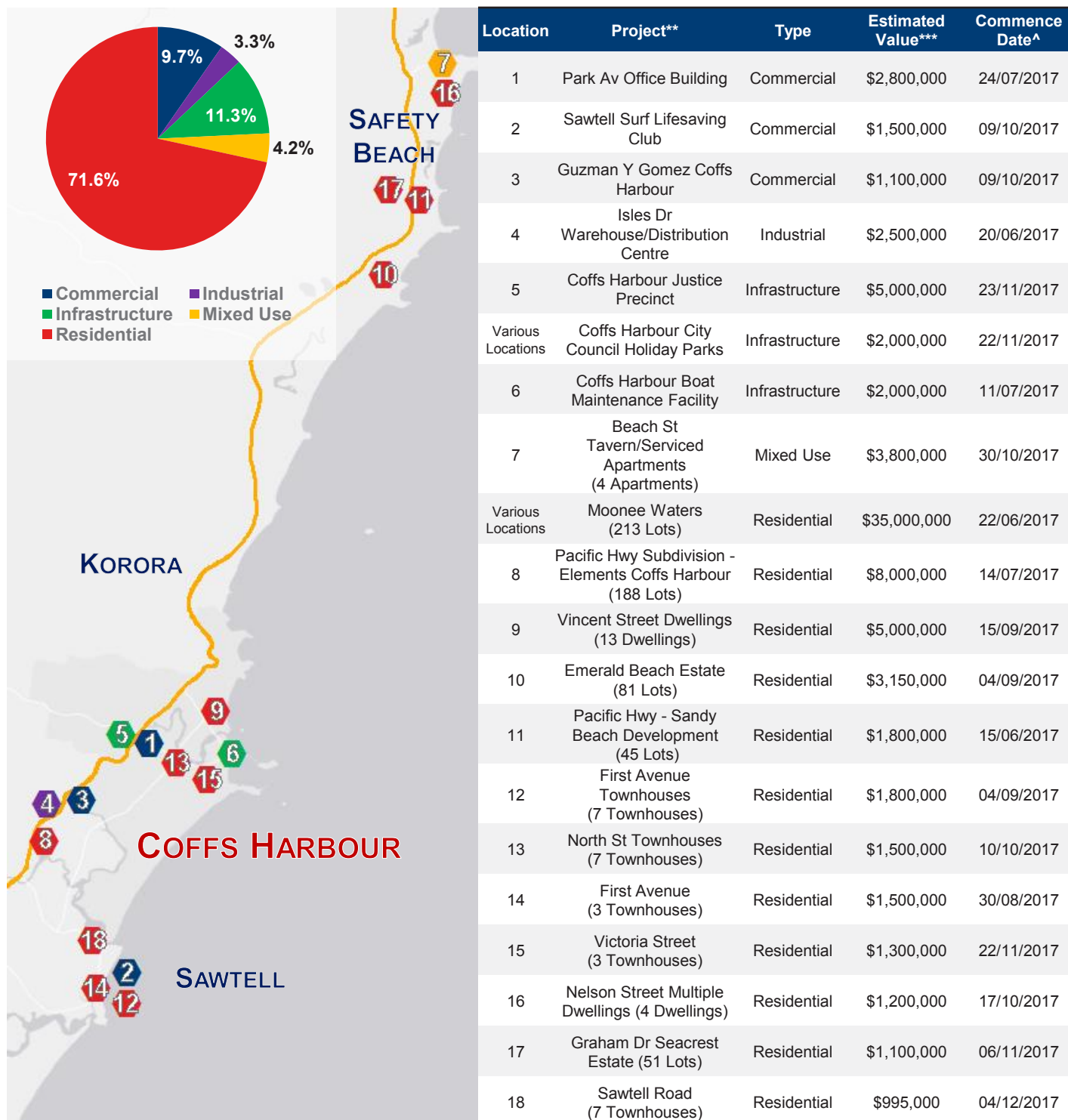
Median Rent Price: \$330 per week
Suburb Rental Yield: 4.9%
Average Days on Market: 31
Bedroom Breakdown:
1 Bed: 11%, 2 Bed: 61%, 3+ Bed: 29%

MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*Disclaimer: Coffs Harbour market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Coffs Harbour, Sawtell, Toormina, Woolgoolga, Korora, Sapphire, Coramba, Boambee, Middle Boambee, Bonville, Crossmaglen, Boambee East.
Source: APM Pricefinder, SQM Research, Realestate.com.

PROJECT DEVELOPMENT MAP 2nd HALF 2017*



*Disclaimer: Project development map showcases a sample of upcoming projects only, due to accuracy of addresses provided by the data provider for geocoding purposes.

**Projects refers to the top developments within the Coffs Harbour City Council area.

***Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value.

^Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRDnationwide does not hold any liability to the exact date in which each project commences.

Source: Cordell Database, ESRI ArcGIS, Department of Planning and Environment NSW, Coffs Harbour City Council.

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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