

Kyogle

Property Factsheet

1st Half 2018





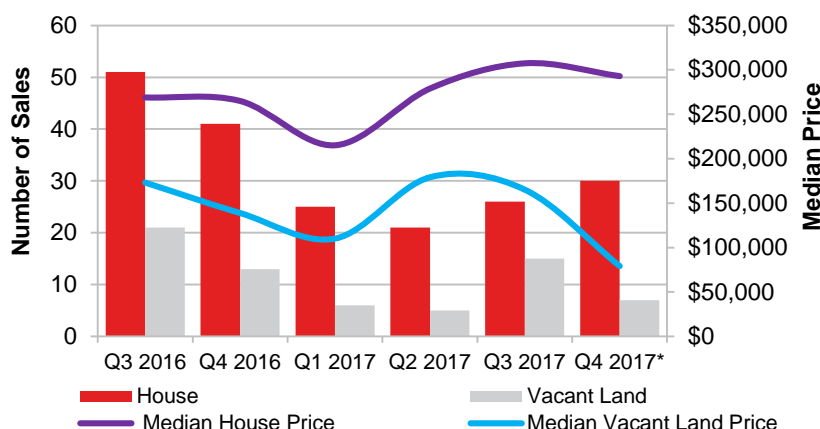
MARKET CONDITIONS

The Kyogle* property market showed exponential growth over the past 12 months to Q4 2017, recording a median house price of \$277,250 – which represents an annual price change of 15.5%. Over the same period of time house prices in postcode 2474 grew by 10.6% to \$293,000. Kyogle* house prices are below postcode 2474, providing buyers and investors with great entry price points whilst also offering higher positive capital growth.

Average days to sell in Kyogle* has increased over the past 12 months, currently at 116 days for houses in Q4 2017. Over the past 12 months the house market has slowly turned into a buyers' market, with average vendor discounting widening to -5.5% in Q4 2017. This suggests that there is more room for buyers to negotiate on first list price. That said, due to the growth in median price over the same period of time, sellers are still benefitting from capital growth; providing a happy medium between sellers and buyers.

Median rent for houses in Kyogle* has continued an upward trend over the past 12 months to Q4 2017, currently at \$300 per week. Low vacancy rates of 2.2% continue to demonstrate consistently solid rental demand in the area, which suggest that Kyogle* is conducive for investment. Astute investors are benefiting from house rental yields of 3.5%, providing investors with great conditions for profitable returns, especially when compared to returns of 2.9% in the Sydney Metro region.

POSTCODE 2474 GROWTH



OVERVIEW

Kyogle Council area is 3,589 square kilometres offering village lifestyle and old-world charm. The Kyogle town had its largest population of 2,197 in 2016. The area provides an ideal location for couples with children, single parent families, and couples who are able to take advantage of the affordable property prices.

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

FUTURE DEVELOPMENTS**

Kyogle will see approx. \$10.5M worth of new projects commencing or being delivered in the 1st half of 2018. Industrial projects account for 58.8% of total developments, with infrastructure accounting for the remaining 41.2%.

A key industrial project, valued at \$6.2M, is the Summerland Way 124 Lot Subdivision. A key infrastructure project is the Kyogle Council Bridges project, at approx. \$1.5M, which will involve the construction of 2 bridges in the Kyogle Council Local Government Area.

FARM AND RURAL SALES***

Over the past 5 years Kyogle LGA has recorded 253 Rural/Farm sales***. In 2017 there were 31 sales transactions with total value of \$15.6M, which is a decrease of 40.4% in sales and 60.6% in price over 2016.

This combined softening in the number of transactions and price could reflect either an adjustment of land values to match historical trends, or that the peak of market may have been reached in 2016.

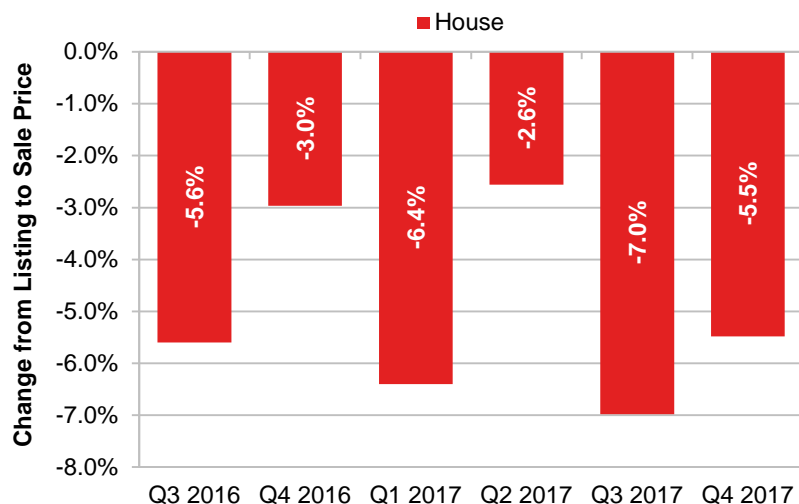
*Kyogle market data and key indicators encapsulates property market conditions in the following suburbs: Kyogle.

**Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value. Quoted construction and completion dates are estimate only, as per relevant data authority.

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

Source: APM Pricerfinder, realestate.com.au, Real Estate Institute of New South Wales. © Copyright PRDnationwide 2018.

AVERAGE VENDOR DISCOUNT*



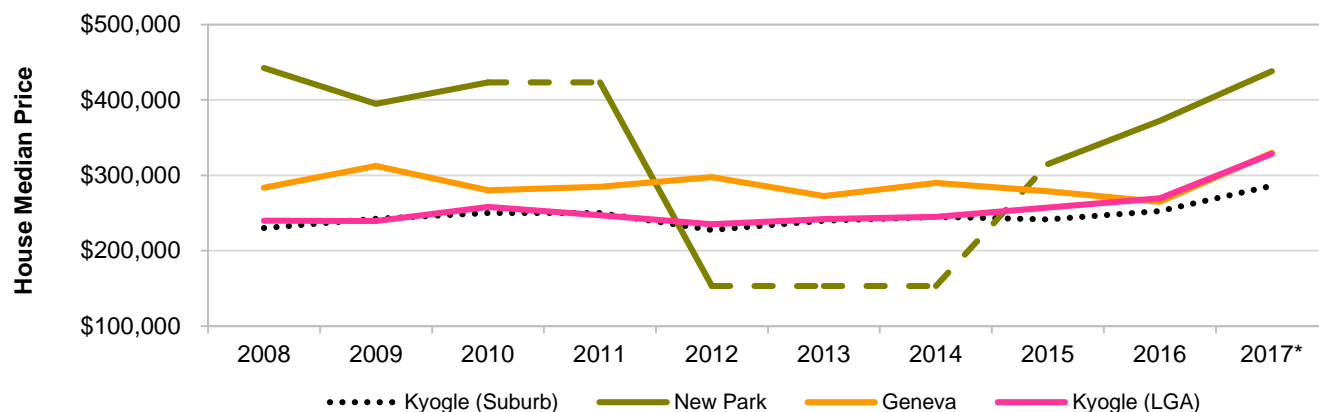
AVERAGE VENDOR DISCOUNT

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.

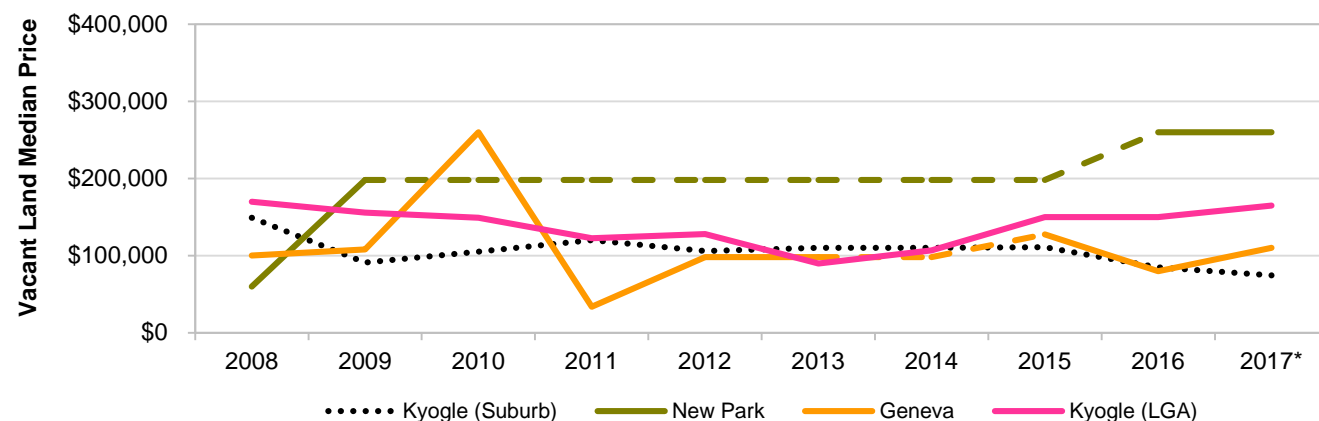
MARKET COMPARISON GRAPH

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

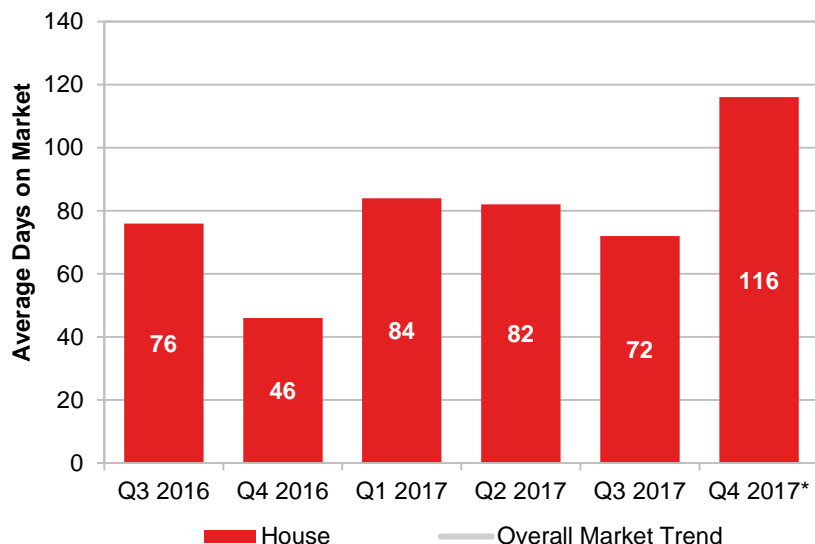


VACANT LAND MARKET COMPARISON



*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 Pricefinder, realestate.com.au, Real Estate Institute of Australia. © Copyright PRDnationwide 2018.

AVERAGE DAYS ON MARKET**

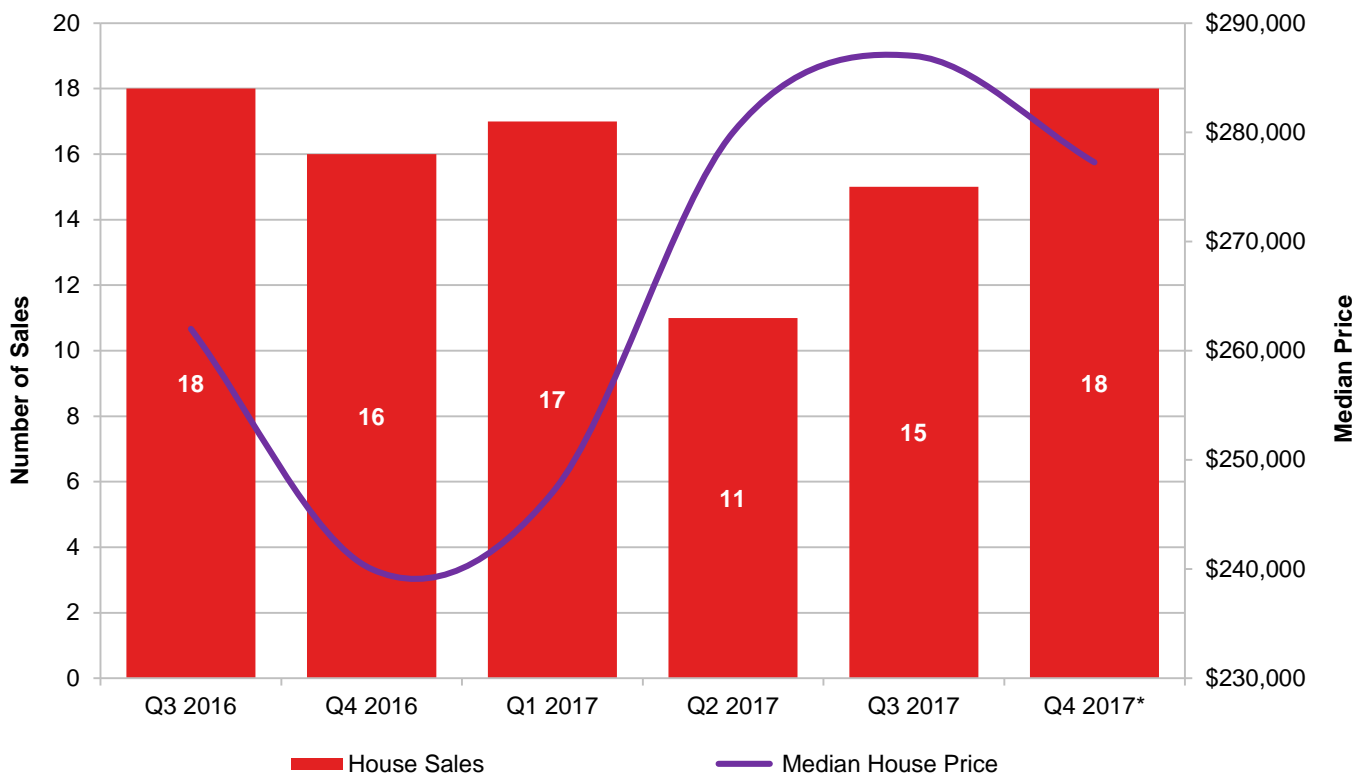


HOUSE KEY FACTS Q4 2017

Median Sale Price: \$277,250
Annual Growth: 15.5%***
Average Days on Market: 116
% Change between First Listed Price and Sold Price: -5.5%



SALES AND MEDIAN PRICE**



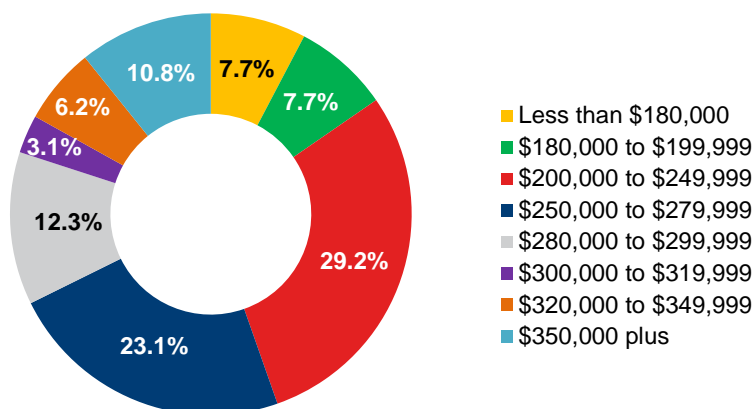
***Annual growth represents price growth for property transactions between Q3 2016 to Q4 2017 (inclusive).

**Kyogle market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Kyogle.

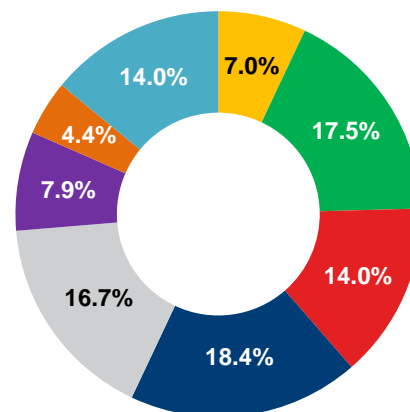
Source: APM Pricefinder, realestate.com.au, SQM Research, Real Estate Institute of New South Wales, Kyogle Council. © Copyright PRDnationwide 2018.

SALES PRICE POINT ANALYSIS

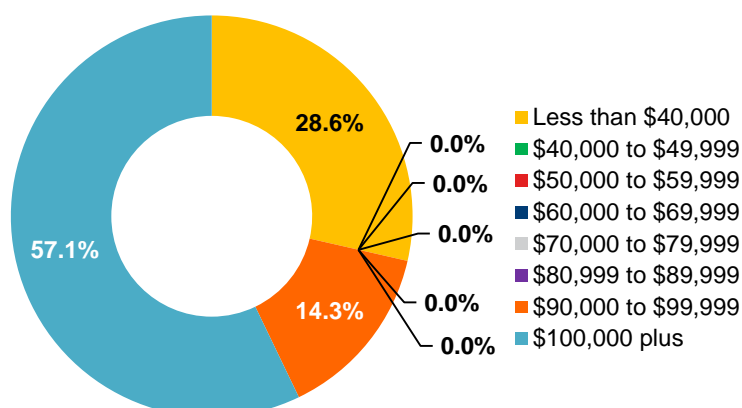
HOUSE PRICE POINT 2016



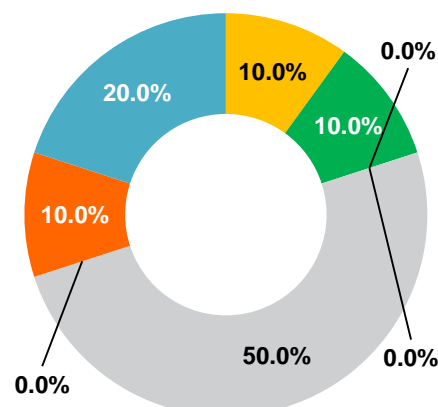
HOUSE PRICE POINT 2017



LAND PRICE POINT 2016



LAND PRICE POINT 2017



KEY IMPLICATIONS - HOUSE

The price structure of houses being sold in Kyogle in 2017 compared to 2016 shifted from a dominance of two segments (\$200K-\$250K and \$250K-\$280K) to one with more equitable distribution. Segments that expanded were \$180K-\$200K, which doubled, while the \$200K-\$250K price segment was halved.

Over the same period of time, the price segment \$350K and above, grew by 3.2%. Further, house sales within the \$300K-\$320K price segment doubled when compared to 2016. These shifts signals the filling of an underlying demand-supply gap, possibly due to increased access to finance or increased quality of stock.

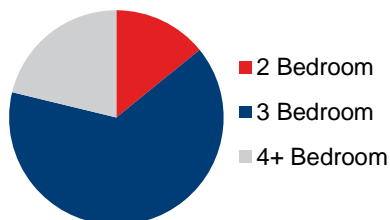
KEY IMPLICATIONS – LAND

The proportion of land being sold in Kyogle in 2017 is predominantly within the \$70K-\$80K price segment. This is a newly emerging price bracket. Kyogle experienced a significant drop (37.1%) in the number of sales in the price bracket above \$100K, recording only 20% of sales. This signals a major shift in the structure of sales in Kyogle compared to the same period in 2016.

At the same time vacant land sales within the less than \$40K price segment was halved when compared to 2016. This suggests that buyers are taking the opportunity to purchase vacant land and bear the associated costs to get them ready for constructing dwellings.

RENTAL MARKET ANALYSIS

HOUSE



HOUSE KEY FACTS Q4 2017

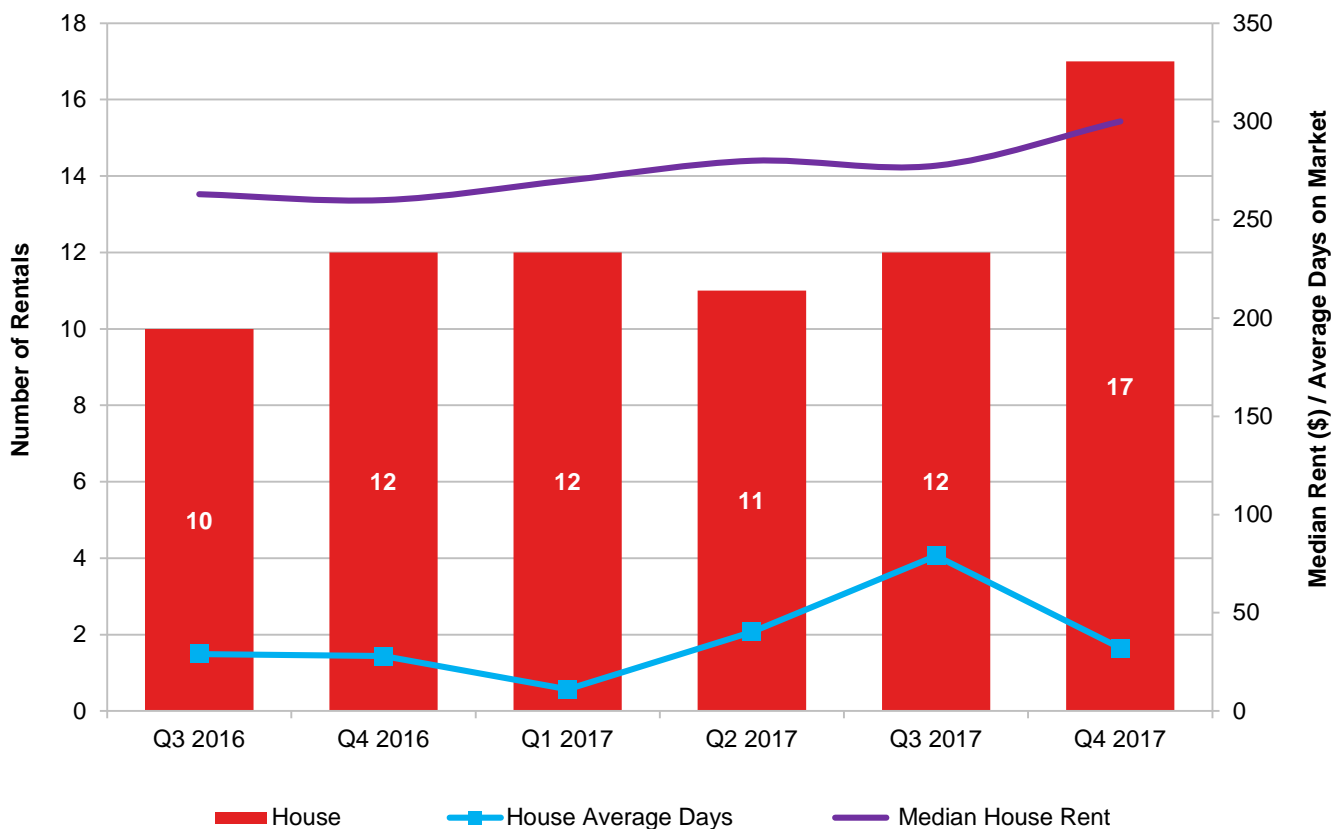
Median Rent Price: \$300 per week
Suburb Rental Yield: 3.5%
Average Days on Market: 32
Bedroom Breakdown:
2 Bed: 14%, 3 Bed: 64%, 4+ Bed: 21%



KEY COMMENTS

Interest in Kyogle* and its surrounding suburbs recorded at 77 online visits per property. Median rent for houses, currently at \$300, had an increase of 15.4% over the past 12 months to Q4 2017. Vacancy rates is currently at 2.2%, and is below Sydney Metro's 2.6%. This, combined with low average days on market (32), indicates a strong level of rental demand. Further, house rental yields in Kyogle sits at 3.5% providing conducive conditions for investment returns.

MEDIAN RENT AND AVERAGE DAYS ON MARKET*

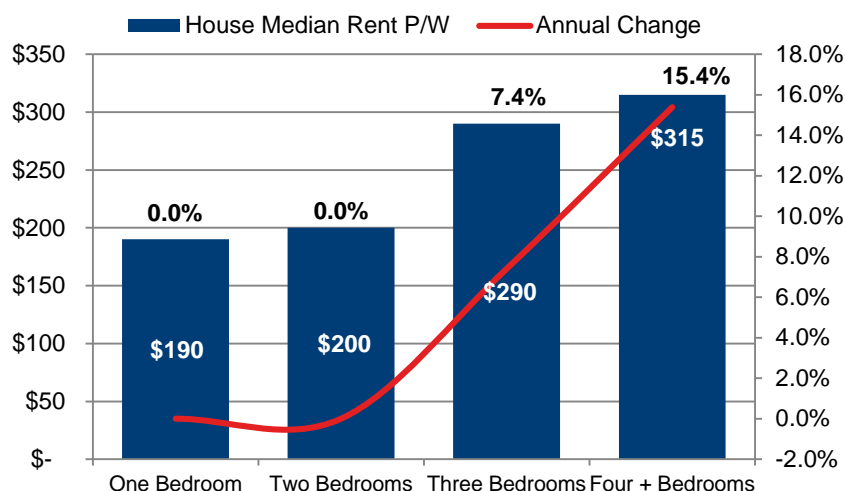


*Annual growth represents median price growth for property transactions between Q4 2016 to Q2 2017 (inclusive).

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

Source: APM Pricerfinder, Realstate.com.au, SQM Research, Real Estate Institute of New South Wales, Kyogle Council. © Copyright PRDnationwide 2018.

RENTAL PERFORMANCE 2017*



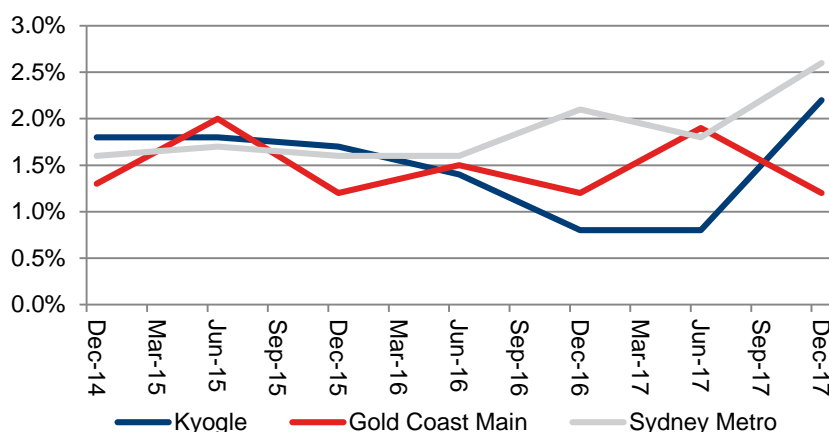
KEY COMMENTS

House rental yields in Kyogle sits at 3.5% providing investors with great conditions for profitable returns. Surrounding suburbs in NSW also performed well and are above that of Sydney Metro rental yield.

4+ bedroom houses provide the highest annual rental growth at 15.4%, currently at \$315 per week in 2017.

Kyogle's vacancy rate, currently at 2.2%, has trended upwards over the past 6 months. That said, this is below Sydney Metro's 2.6% vacancy rate, indicating a healthier rental market demand. This places Kyogle as a more affordable market for investment opportunities.

VACANCY RATES 2017



RENTAL YIELD 2017

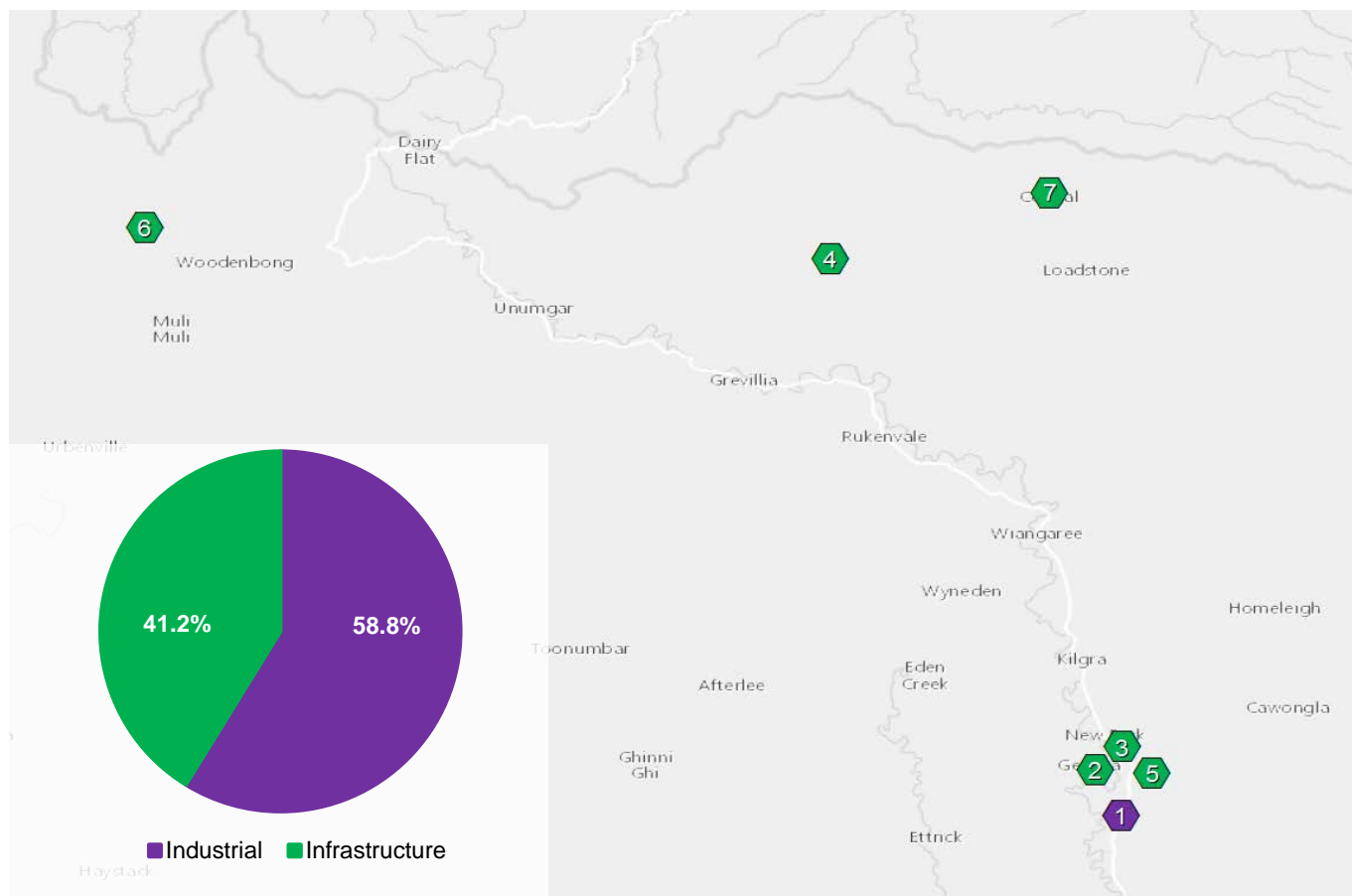
Suburb/ Postcode/ LGA	House Rental Yield	Unit Rental Yield
Kyogle (2474)	3.5%	6.6%
Woodenbong (2476)	5.9%	6.6%
Byron Bay (2481)	4.4%	6.4%
Lismore (2480)	4.1%	5.4%
Gold Coast Main QLD	4.3%	5.4%
Sydney Metro	2.9%	3.8%

KEY HOUSING DEMOGRAPHICS

	Kyogle	Kyogle LGA	New South Wales
Median weekly household income	\$814	\$832	\$1,486
Median monthly mortgage repayments	\$1,200	\$1,100	\$1,986
Unemployed	9.8%	8.7%	6.3%
Professionals	12.5%	14.2%	23.6%
Owned outright	38.2%	45.8%	32.2%
Owned with mortgage	26.6%	27.4%	32.3%
Rented	30.7%	22.3%	31.8%

*Rental performance graph represents aggregate house median rent price in the following suburbs: Kyogle. Annual change is a comparison between 2016 and 2017 median rent figures. Source: APM Pricerfinder, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

PROJECT DEVELOPMENT MAP 1ST HALF 2018*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Summerland Way 124 Lot Subdivision	Industrial	\$6,200,000	20/05/2017
2	Kyogle SES Building	Infrastructure	\$200,000	23/01/2017
3	Kyogle Rural Fire Service Station	Infrastructure	\$1,000,000	30/11/2017
4	Kyogle Council Bridges	Infrastructure	\$1,500,000	01/12/2017
5	Kyogle Council Civil Works	Infrastructure	\$300,000	11/08/2017
6	Woodenbong Waste Facility	Infrastructure	\$344,000	15/12/2017
7	Robothams Bridge	Infrastructure	\$1,000,000	19/02/2018

*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 suburbs of Kyogle only.

***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 and/or is completed. Source: Cordell Database, ESRI ArcGIS, Department of Planning and Environment NSW, Kyogle Council. © Copyright PRDnationwide 2018.

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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