



Camden Haven
Property Factsheet
1st Half 2018





MARKET CONDITIONS

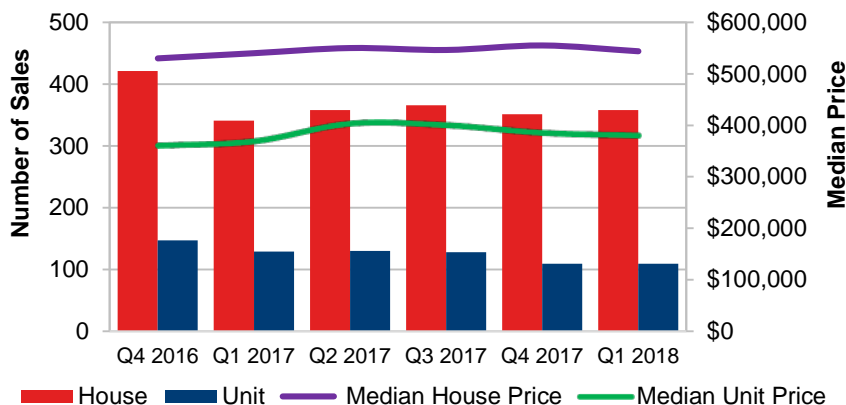
The Camden Haven* property market continues to deliver positive capital growth to home owners, with Q1 2018 reporting a median house price of \$485,000 and a median unit price of \$395,000; representing an annual price change of 1.0% and 9.7% respectively. Interestingly, sales transactions for houses increased by 18.8% and the number of units sold was stable over this period, suggesting there is real capital growth in the market.

The Port Macquarie-Hastings Local Government Area (LGA) recorded a median house price of \$543,750 and median unit price of \$380,000, representative of a 0.7% and 3.0% growth between Q1 2017 – Q1 2018. Compared to the wider Port Macquarie-Hastings LGA market, Camden Haven* provides a more affordable option for house buyers, however with higher capital growth. It offers a premium unit market with a higher entry price and capital growth.

The average vendor discounting pattern in Camden Haven* suggests now is the time for buyers to act, as it has widened for both houses and units over the past 12 months to Q1 2018. The average house vendor discount was -4.0% in Q1 2018, slightly wider than -3.7% (Q1 2017). For units it widened to -2.4% in Q1 2018, double the -1.1% recorded in Q1 2017. Sellers are willing to negotiate further from first asking price, which keen buyers need to take advantage of.

Median rent in Camden Haven* has increased by 5.4% for units, to \$295 per week in Q1 2018. There is a slight softening in the house rental market, fetching \$370 per week in Q1 2018. That said, the rental yield for Camden Haven* is at 4.2% (houses) and 4.7% (units), significantly higher than that of Sydney Metro (2.8% and 3.7% respectively).

PORT MACQUARIE-HASTINGS GROWTH



OVERVIEW

Laurieton is a coastal town on the mid north coast, approx. 365km from the Sydney CBD and 42km south of Port Macquarie. It is the largest town in the Camden Haven district. Laurieton is home to 1,986 people according to the ABS Census 2016, which is a 2.8% growth over the past 5 years.

CHANGE FROM LAST	YEAR	HALF YEAR
House Sales	↑	↓
House Median Price	↑	↑
House Rental Price	↓	↔
Unit Sales	↔	↓
Unit Median Price	↑	↓
Unit Rental Price	↑	↓

FUTURE DEVELOPMENTS**

Camden Haven* is set to see \$33.7M of projects between 2016 and the 1st half of 2018, with a main focus on increasing stock. Residential projects make up 73.0% of total project value (\$24.6M), infrastructure makes up 22.4% (\$7.5M) and commercial 4.5% (\$1.5M), which will further improve liveability aspects for current and future residents, whilst further stimulating the local economic and employment growth.

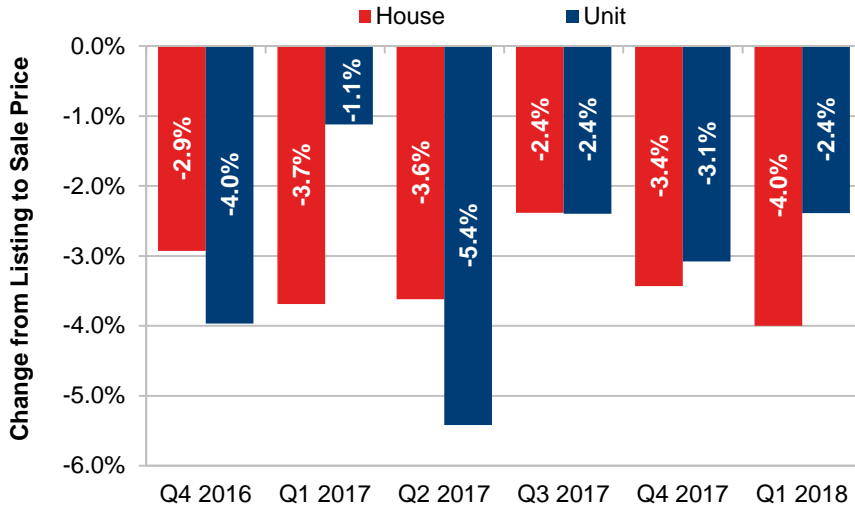
In total 545 subdivide lots/sites, 1 villa, and 3 dwellings are planned between 2016 and the 1st half of 2018. A key residential project is the Ocean Zephyr estate, estimated at approx. \$4.0M. This project will deliver a total of 72 subdivided lots over several stages. Current stock is limited, buyers are urged to act now.

Another key residential project is the First Fleet estate, which will deliver a total of 72 sites over various stages. Great opportunities for land with pleasant views of North Brother mountain are on offer to those who get in quick.

Infrastructure projects include a number of replacements to bridges, including Bulli Creek Bridge, Oneills Bridge, and Albert St Bridge; all of which should improve the liveability conditions for residents.

*Camden Haven market data and key indicators encapsulates aggregate property market conditions in the postcodes 2439 and 2443.
 **Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.
 Source: APM Pricerfinder, realestate.com.au. © Copyright PRDNationwide 2018.

AVERAGE VENDOR DISCOUNT*



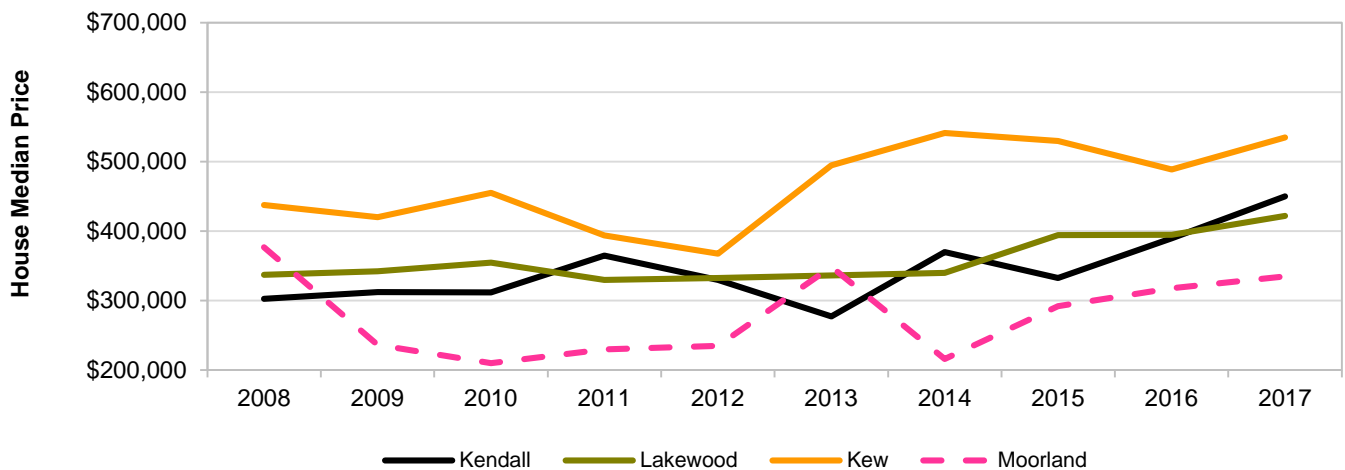
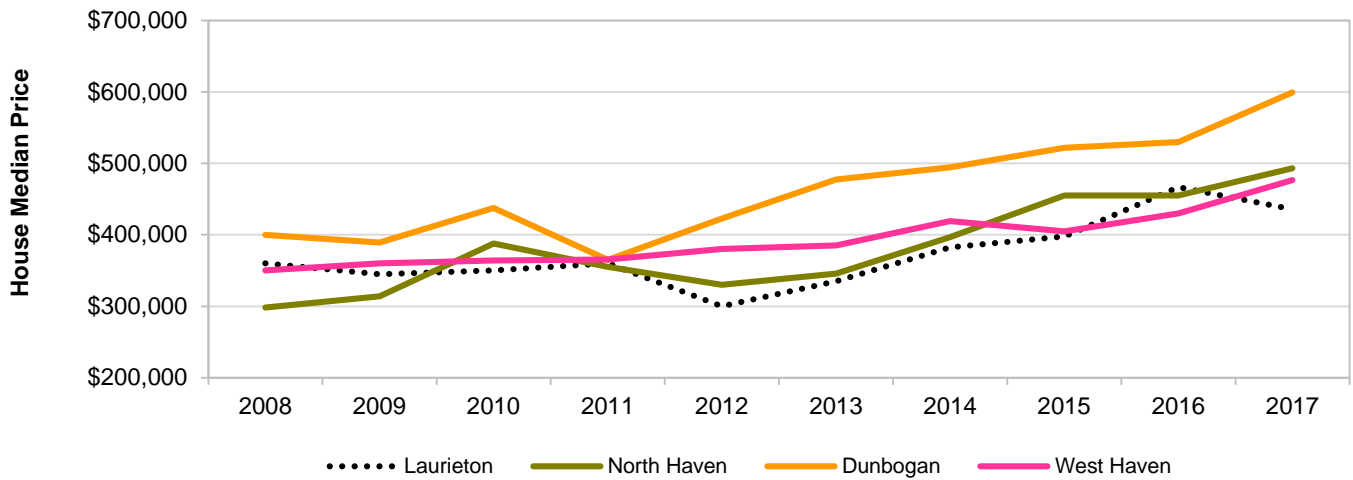
AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first list price and final sold price. A lower percentage difference (closer to 0) suggests buyers are willing to purchase close to the first asking price of a property.

MARKET COMPARISON GRAPH

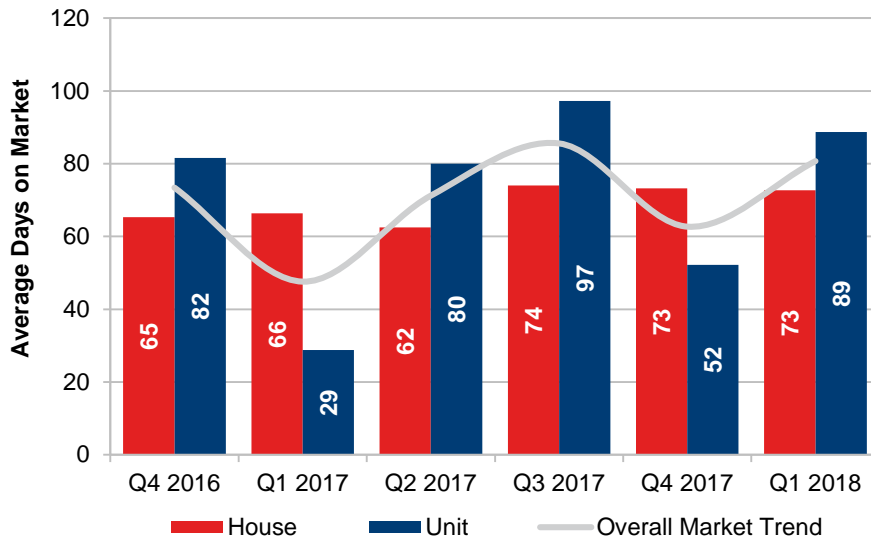
The market comparison graph provides comparative trend for median price of house and units over the past 10 years. Suburbs profiled are chosen based on proximity to the main suburb analysed in the factsheet, which is Laurieton. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON



*Camden Haven market data and key indicators encapsulates aggregate property market conditions in the postcodes 2439 and 2443. Source: APM Pricerfinder. © Copyright PRDnationwide 2018.

AVERAGE DAYS ON MARKET**



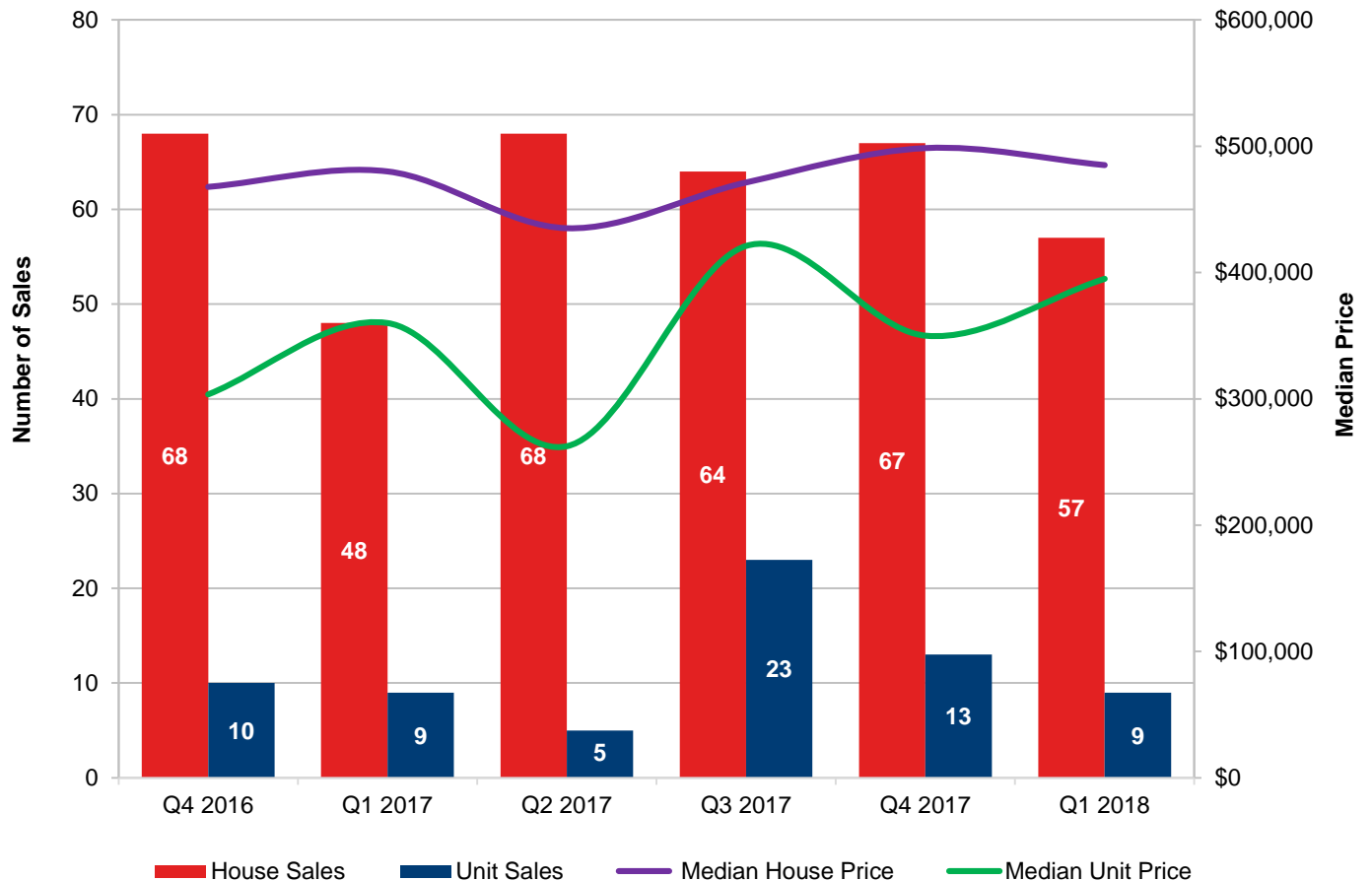
HOUSE KEY FACTS Q1 2018

Median Sale Price: \$485,000
Annual Growth: 1.0%*
Average Days on Market: 73
% Change between First Listed Price and Sold Price: -4.0%

UNIT KEY FACTS Q1 2018

Median Sale Price: \$395,000
Annual Growth: 9.7%*
Average Days on Market: 89
% Change between First Listed Price and Sold Price: -2.4%

SALES AND MEDIAN PRICE**



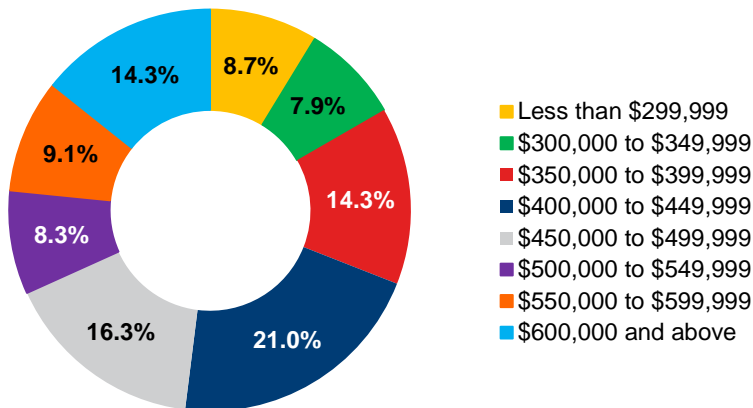
*Annual growth represents price growth for property transactions between Q1 2017 to Q1 2018 (inclusive).

**Camden Haven market data and key indicators encapsulates aggregate property market conditions in the postcodes 2439 and 2443.

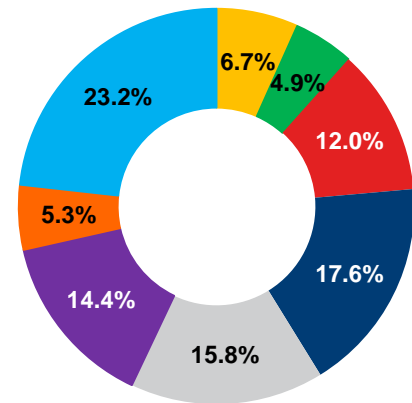
Source: APM Pricerfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

SALES PRICE POINT COMPARATIVE ANALYSIS

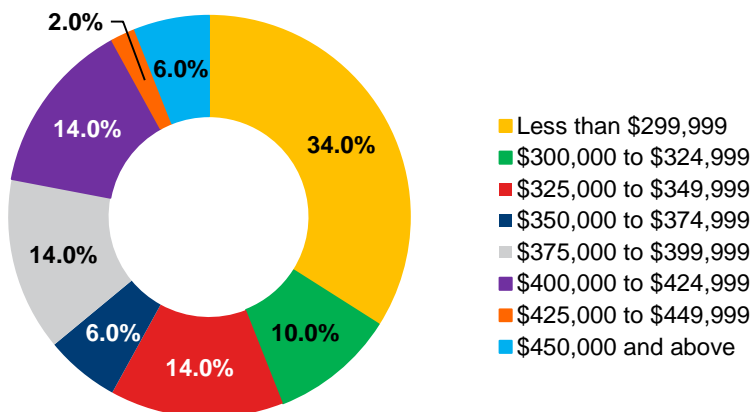
HOUSE PRICE POINT 2016



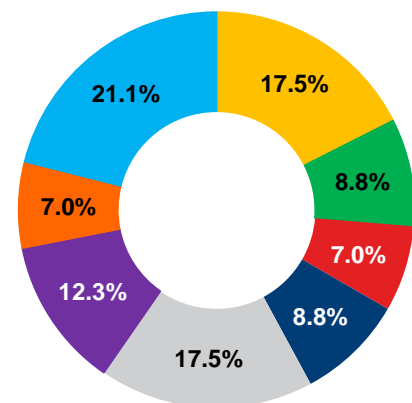
HOUSE PRICE POINT 2017



UNIT PRICE POINT 2016



UNIT PRICE POINT 2017



KEY IMPLICATIONS - HOUSE

There were some interesting dynamics occurring in the Camden Haven* house market in 2017, with many of the middle-priced bracket (between \$350K-\$500K) seeing a decrease in the proportion of sales. In 2016, 51.6% of sales occurred in this price bracket, however in 2017 this decreased to 45.4%.

The upper-priced bracket saw more action in 2017, with sales in the \$600K+ bracket increasing from 14.3% to 23.2%. This suggests there is a growing appetite for higher quality stock. Those looking for more affordable options (below \$350K) need to act fast as the pool of available stock declined from 16.6% to 11.6% in 2017.

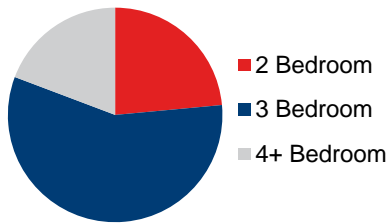
KEY IMPLICATIONS - UNIT

The Camden Haven** unit market has shifted towards a higher price range in 2017, with the dominating price bracket in 2016 (less than \$300K) declining significantly from 34.0% to 17.5% in 2017. The proportion of sales in the upper-price bracket, of \$450K and above, almost tripled between 2016 and 2017; from 6.0% to 21.1%.

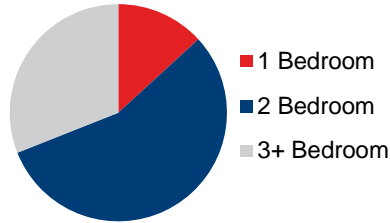
There is some stability in the mid-priced bracket, between \$325k and \$400K. Proportion of sales in this combined price bracket was 34.0% in 2016, and in 2017 it was 33.3%. Overall this suggests that there is a unit for every budget in Camden Haven*, however those looking for affordable options need to secure their units fast.

INVESTMENT ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q1 2018

Median Rent Price: \$370 per week
 Rental Yield: 4.2%
 Average Days on Market: 27
 Bedroom Breakdown:
 2 Bed: 24%, 3 Bed: 57%, 4+ Bed: 19%

UNIT KEY FACTS Q1 2018

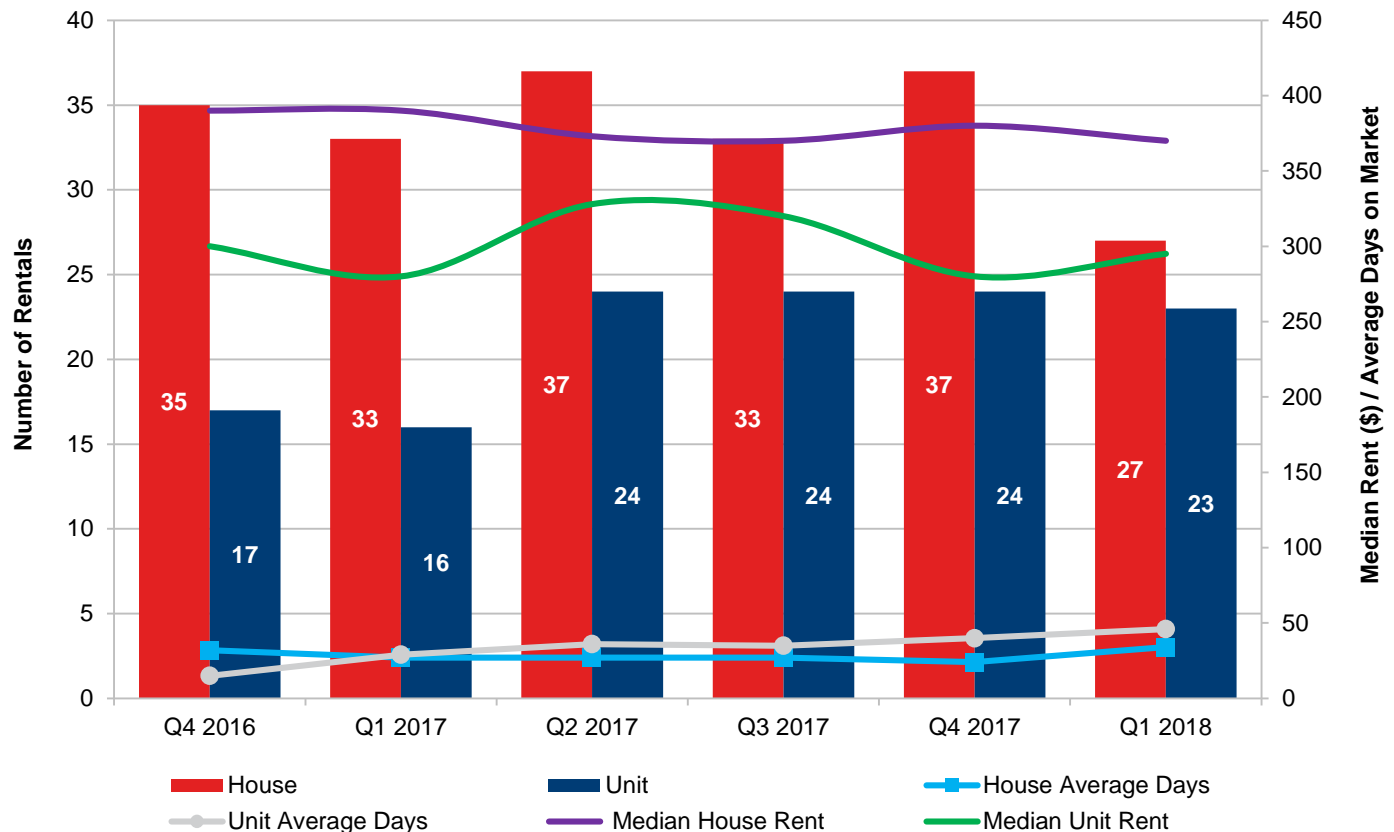
Median Rent Price: \$295 per week
 Rental Yield: 4.7%
 Average Days on Market: 23
 Bedroom Breakdown:
 1 Bed: 13%, 2 Bed: 56%, 3+ Bed: 31%

KEY COMMENTS

Unit investors will benefit from a healthy rental market, as the number of units rented has increased significantly by 43.8% over the past 12 months to Q1 2018, yet unit weekly rent increased by 5.4%. This signifies real increase in rental returns. Vacancy rates in Camden Haven* show a declining trend, suggesting a move towards a healthier rental market. This is in contrast to Sydney Metro's vacancy rates pattern which shows increasing trend. Camden Haven* is an ideal place for more affordable investment options outside the Sydney CBD.

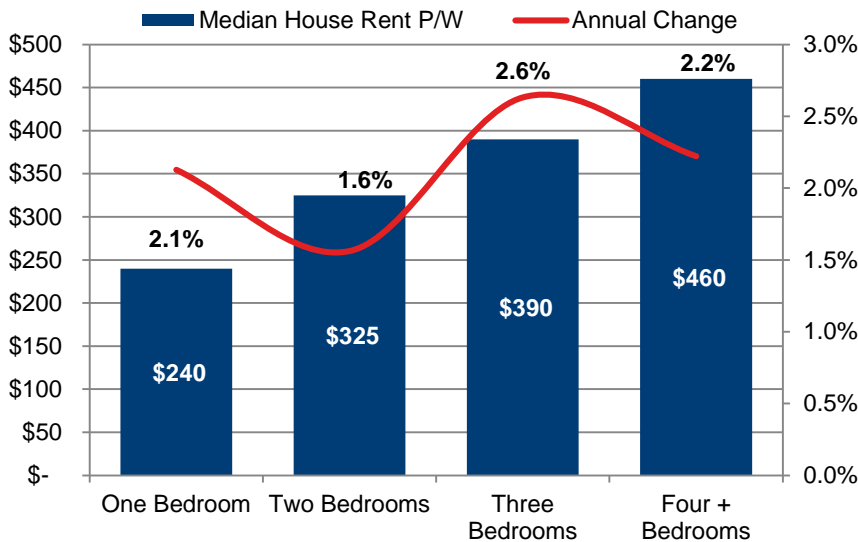


MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*Disclaimer: Camden Haven market data and key indicators encapsulates aggregate property market conditions in the postcodes 2439 and 2443. Source: APM Pricfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

RENTAL PERFORMANCE 2017*



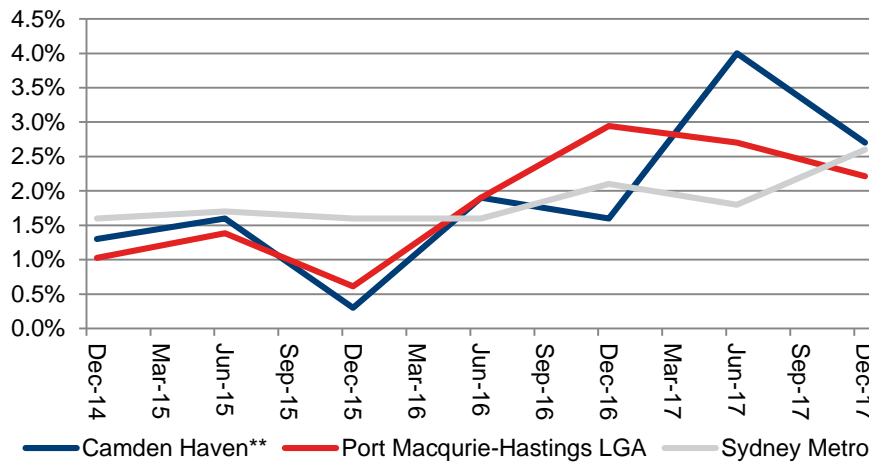
KEY COMMENTS

Rental returns are particularly strong in Camden Haven**, currently at 4.2% (houses) and 4.7% (units). This is much higher than the wide Port Macquarie-Hastings LGA and Sydney Metro rental yields, which is good news for investors.

Three+ bedroom houses provide the highest annual rental growth at 2.6%.

Vacancy rates in Laurieton** were 2.7% as of December 2017, on par with Sydney Metro (2.6%). Yet Camden Haven** vacancy rates are trending downwards, which is in contrast with Sydney Metro (trending upwards). This suggests a healthier rental demand market for astute investors.

VACANCY RATES 2017



RENTAL YIELD 2017

Suburb/Postcode/LGA	House Rental Yield	Unit Rental Yield
Camden Haven**	4.2%	4.7%
Port Macquarie-Hastings LGA	3.5%	4.1%
Sydney Metro	2.8%	3.7%

KEY HOUSING DEMOGRAPHICS

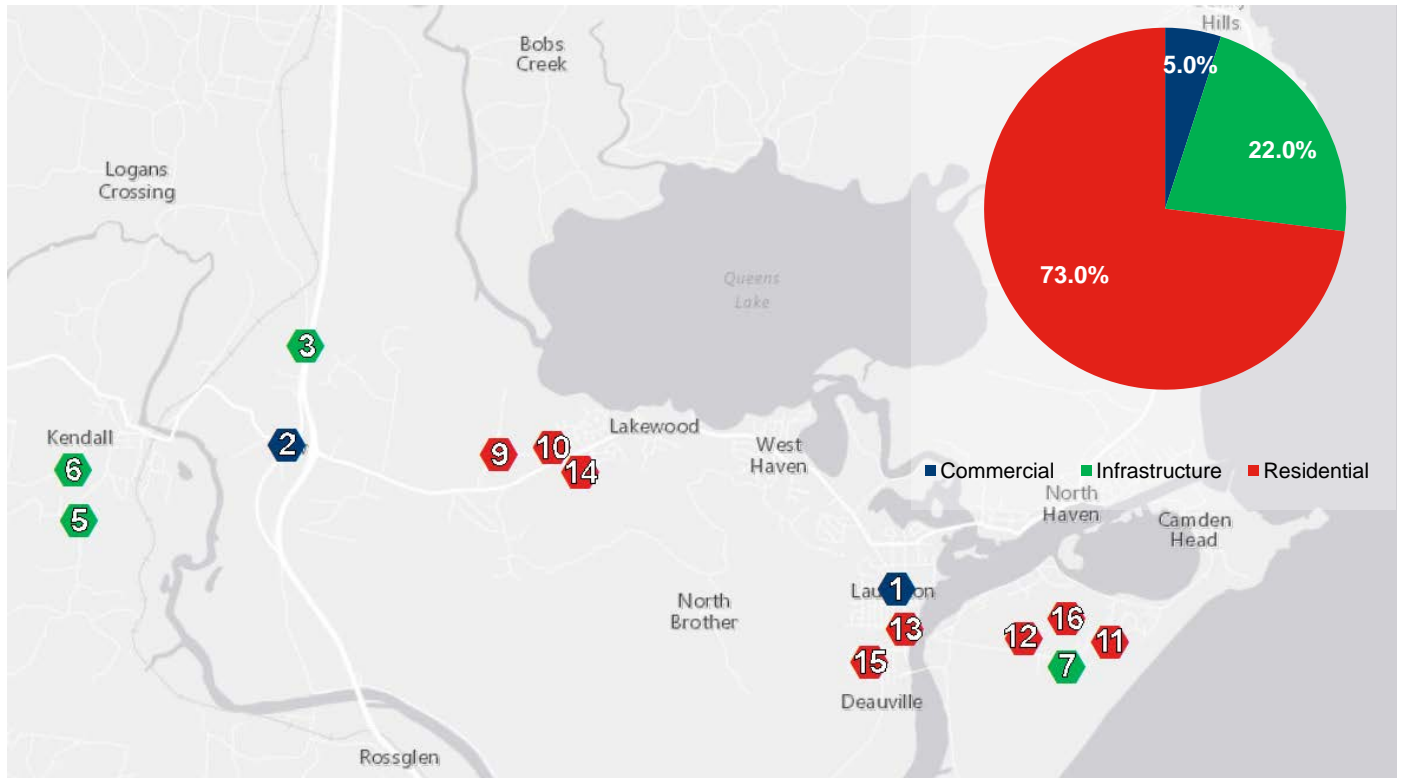
	Laurieton	Port Macquarie-Hastings LGA	New South Wales
Median weekly household income	\$716	\$1,042	\$1,486
Median monthly mortgage repayments	\$1,300	\$1,671	\$1,986
Unemployed	12.8%	6.8%	6.3%
Professionals	11.3%	19.7%	23.6%
Owned outright	53.9%	42.2%	32.2%
Owned with mortgage	9.7%	26.4%	32.3%
Rented	26.6%	26.4%	31.8%

*Rental performance graph represents aggregate house median rent prices in the postcodes 2439 and 2443. Annual change is a comparison between 2016 and 2017 median rent figures.

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Source: APM Pricerfinder, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

PROJECT DEVELOPMENT MAP 2016 - 1st HALF 2018*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Bold St Shop Top Development	Commercial	\$1,380,000	16/06/2015
2	Kenport Petroleum Carwash	Commercial	\$150,000	08/06/2016
3	Kew Waste Transfer Station	Infrastructure	\$3,605,000	28/08/2013
Not mapped	Bulli Creek Bridge	Infrastructure	\$1,780,000	19/07/2017
5	Oneills Bridge	Infrastructure	\$750,000	14/06/2017
6	Albert St Bridge	Infrastructure	\$612,000	12/07/2017
7	Dunbogan Flood Access Roadworks	Infrastructure	\$600,000	09/05/2013
Not mapped	Bulli Creek Overhead Powerlines	Infrastructure	\$200,000	29/08/2016
9	Wedgetail Dr Subdivision	Residential	\$12,000,000	26/03/2015
10	Kew Manufactured Housing Estate (301 Sites)	Residential	\$3,800,000	09/11/2010
11	Scarborough Way Residential Subdivision (77 Lots)	Residential	\$2,310,000	11/07/2012
12	Ocean Zephyr Estate (72 Lots)	Residential	\$4,000,000	01/01/2018
13	Laurie St Residential Development (3 Townhouses & 1 Villa)	Residential	\$950,000	20/07/2015
14	Bronzewing Tce Subdivision (23 Lots)	Residential	\$920,000	07/11/2012
15	Lord St Residential Development (3 dwellings & 1 Townhouse)	Residential	\$596,000	23/08/2016
16	First Fleet Estate (72 Lots)	Residential	Not Disclosed	02/05/2017

*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 developments within postcode 2439 and 2443 of the Port Macquarie Hastings LGA.

***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.

Source: Cordell Database, ESRI ArcGIS, Department of Planning and Environment NSW, The Hills Shire 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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