Casino

Property Factsheet

2nd Half 2018

MARKET CONDITIONS

The Casino* property market recorded a median price of $307,000 (house) and $207,000 (unit) over the past 12 months to Q2 2018, which represented an annual price growth of 32.0% and 15.0%, respectively. Over the same period of time, median prices in the Richmond Valley Local Government Area (LGA) grew by 21.4% to $340,000 (house), while median unit prices fell by -10.4% to $259,750. Compared to the LGA, both houses and units can be secured at a more affordable price in the Casino* property market. Annual (Q2 2017-Q2 2018) capital growth in Casino* is at least 10.6% higher than that of surrounding suburbs, which points to a reliable market.

Further, when compared to the *Casino 1st Half 2018 Research Factsheet*, which reported a house median price and annual (Q4 2016-Q4 2017) price change of $267,500 and 7.0% (respectively); the Casino* house market has further strengthened. Thus Casino* provides a conducive environment for both affordability (compared to the LGA) and stronger positive capital growth.

Over the past 12 months to Q2 2018, average vendor discounting tightened in Casino* to -4.3% from -5.3% for houses, and to -3.2% from -6.1% for units. This suggests sellers achieved closer to their first asking price. As there is an upward trend in prices for house and unit buyers need to act now to secure their dream property before prices move beyond the reaches of affordability.

Median rent in Casino* increased for both house and units over the past 12 months to Q2 2018, currently at $320 per week (houses) and $223 per week (units). At the same time, stock on the market also increased – by 19.4% (house) and 84.6% (unit) respectively. Increases in rental prices represent real uplift in value and are not only due to scarcity. Investors benefited from rental yields of 5.9% (house) and 5.1% (unit), well above that of Sydney Metro 2.9% (house) and 3.8% (unit). This confirms Casino* as an investment hotspot.

RICHMOND VALLEY COUNCIL GROWTH
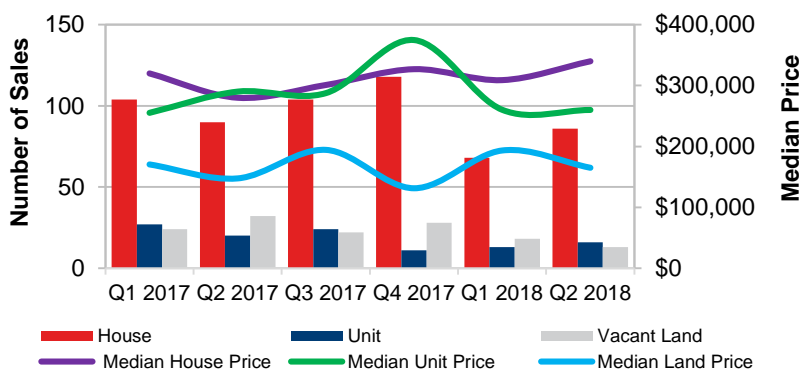
OVERVIEW

Casino* is located approximately 717 km from the Sydney CBD and 103 km from Gold Coast in Queensland. Between 2011 and 2016 its population increased by 3.4%, whilst the number of dwellings increased by 1.9%. This signals population growth outpaced housing supply. There is a great opportunity to proactively develop a vision for residential supply in Casino*.

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

FUTURE DEVELOPMENTS**

Casino* is set to see approx. $134.9M of new projects with start dates in 2017 and 2018. Infrastructure accounted for 100% of the development value ($134.9).

A significant project is the Woolgoolga to Ballina – Bridge ($80.0M). The bridge is located to the north & downstream of Broadwater incorporating a single or twin bridge structure.
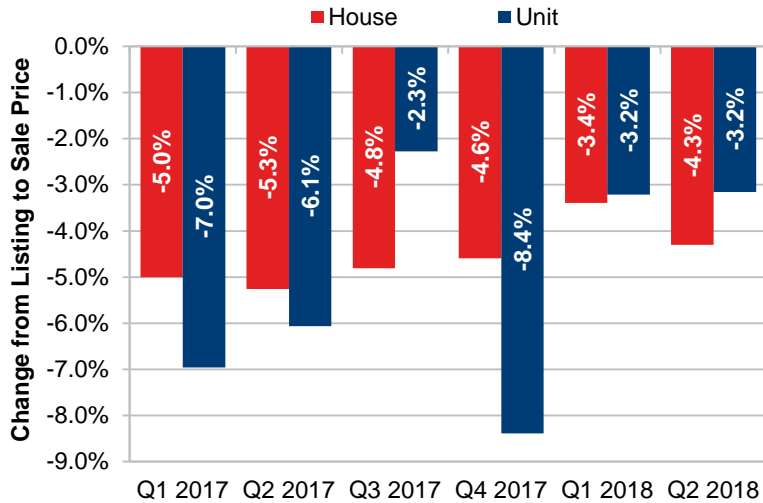
Another key infrastructure project is the Woolgoolga to Ballina project ($30.0M), which includes alignment of the Woodburn-Broadwater Service Road through the Broadwater National Park.

Spill-over effects from major infrastructure upgrades – often associated with strong demand in local markets – are likely to provide jobs and thus economic benefits for Casino* and its residents. Uplift in the property industry is also expected, which is good news for investors and occupiers.

That said due to the imbalance in housing supply and population growth, and the increasingly stronger house market, there is a need for residential development to ensure that affordability and affordable options remain for first home buyers.

AVERAGE VENDOR DISCOUNT*

Legend: ■ House ■ Unit

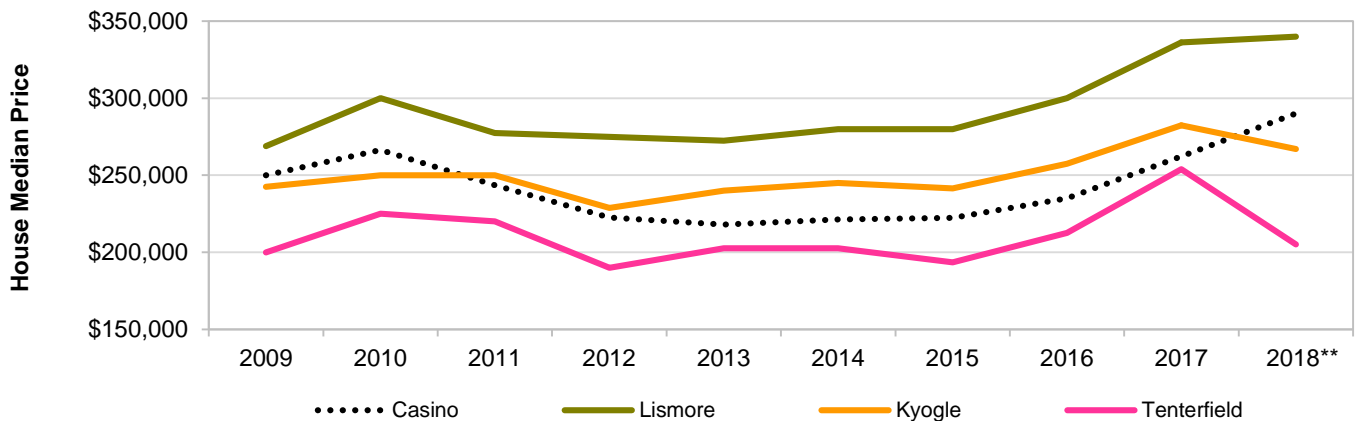| Quarter	House	Unit
Q1 2017	-5.0%	-7.0%
Q2 2017	-5.3%	-6.1%
Q3 2017	-4.8%	-2.3%
Q4 2017	-4.6%	-8.4%
Q1 2018	-3.4%	-3.2%
Q2 2018	-4.3%	-3.2%

Y-axis: Change from Listing to Sale Price

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.
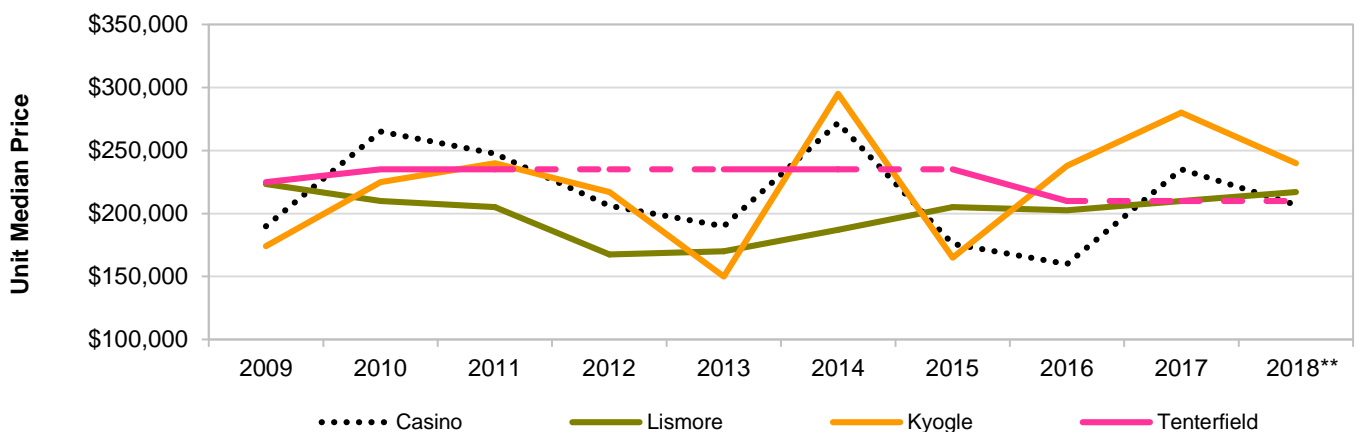
MARKET COMPARISON GRAPH

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

HOUSE MARKET COMPARISON

Y-axis: House Median Price

Legend: ······ Casino — Lismore — Kyogle — Tenterfield

UNIT MARKET COMPARISON

Y-axis: Unit Median Price

Legend: ······ Casino — Lismore — Kyogle — Tenterfield

Disclaimer: Dashed lines represent quoted data for the suburbs with no median price over a certain period of time. These periods are indicative only, based on data from the previous year due to absence of sales transactions during the specific period.
*Casino market data and key indicators encapsulates aggregate property market conditions in the following suburb: Casino.
**2018 information represents data from both Normal sales (i.e. settled sales transactions derived from Government sources) and Agents Advice sales (i.e. sales transactions not derived from Government sources).
Source: APM Pricefinder. © Copyright PRDnationwide 2018.
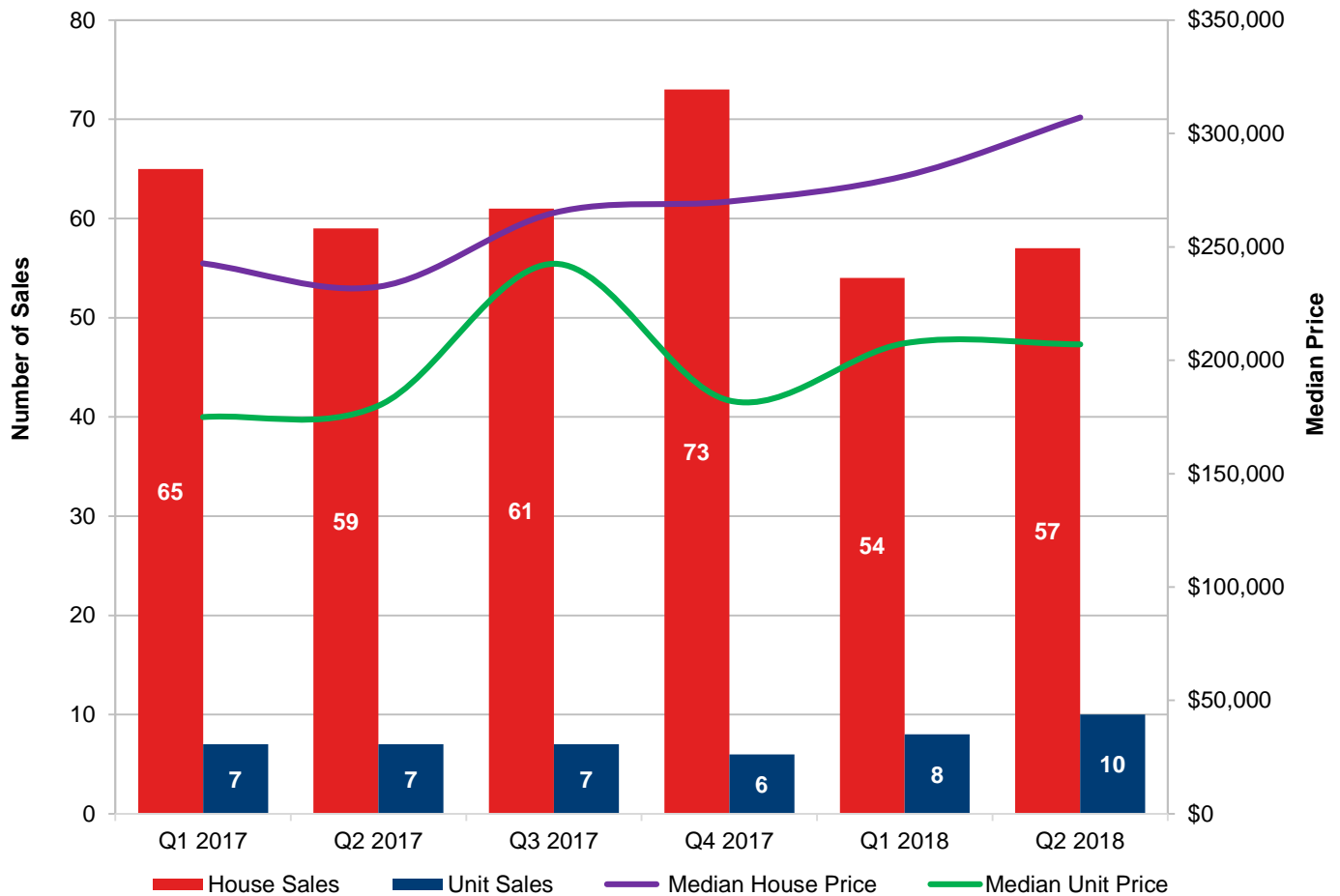
AVERAGE DAYS ON MARKET**
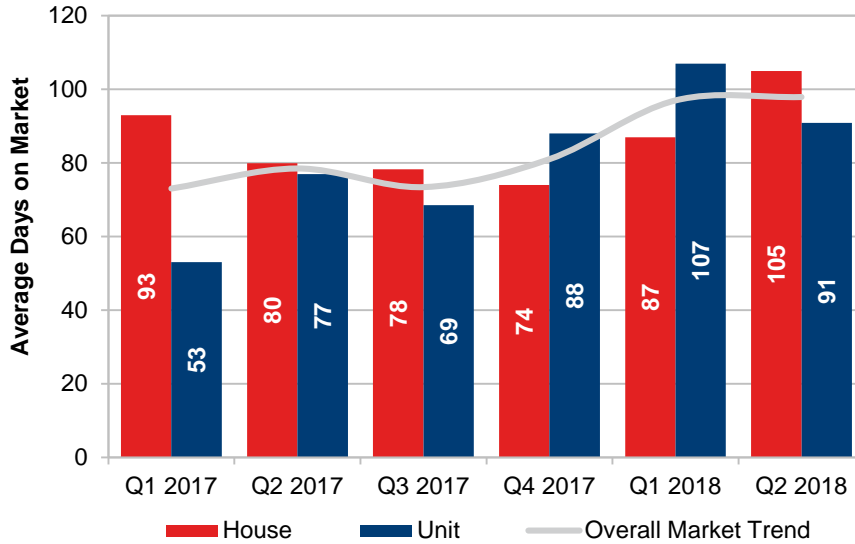
HOUSE KEY FACTS Q2 2018

Median Sale Price: $307,000
Annual Growth: 32.0%*
Average Days on Market: 105
% Change between First Listed Price and Sold Price: -4.3%

UNIT KEY FACTS Q2 2018

Median Sale Price: $207,000
Annual Growth: 15.0%*
Average Days on Market: 91
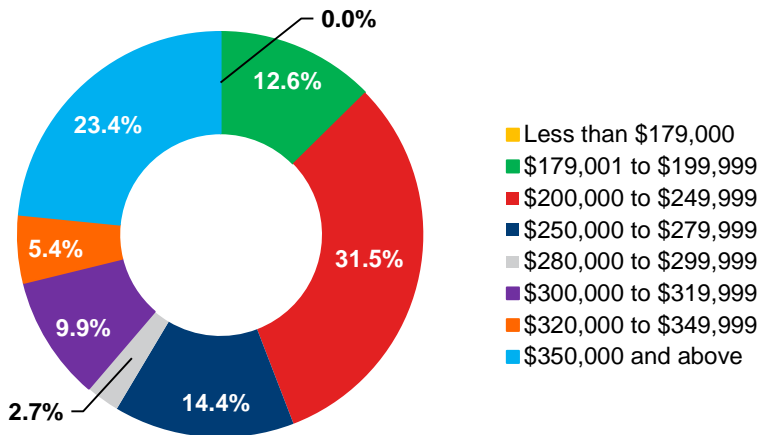**% Change between First Listed Price and Sold Price**: -3.2%
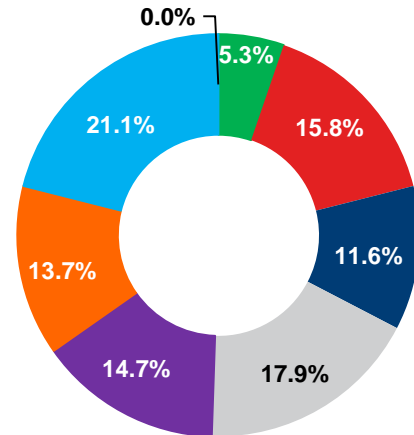
SALES AND MEDIAN PRICE**

*Annual growth represents price growth for property transactions between Q2 2017 to Q2 2018 (inclusive).
**Casino market data and key indicators encapsulates aggregate property market conditions in the following suburb: Casino.
Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.
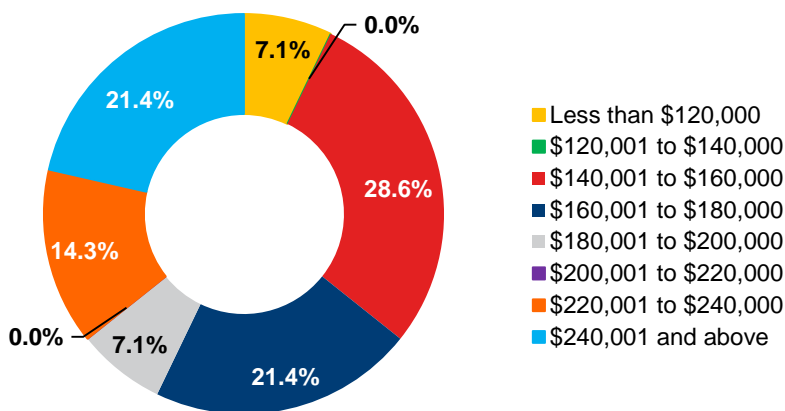
SALES PRICE POINT COMPARATIVE ANALYSIS
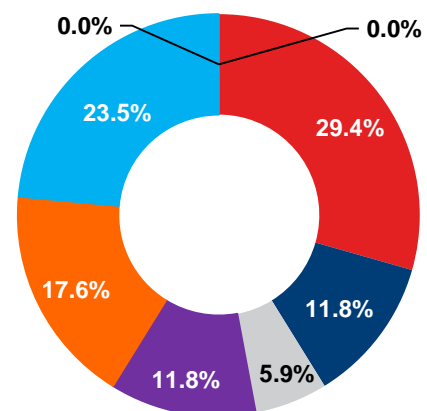
HOUSE PRICE POINT 1st HALF 2017

0.0%
12.6%
23.4%
5.4%
9.9%
2.7%
14.4%
31.5%

Less than $179,000
$179,001 to $199,999
$200,000 to $249,999
$250,000 to $279,999
$280,000 to $299,999
$300,000 to $319,999
$320,000 to $349,999
$350,000 and above

HOUSE PRICE POINT 1st HALF 2018

0.0%
5.3%
15.8%
21.1%
11.6%
13.7%
17.9%
14.7%

UNIT PRICE POINT 1st HALF 2017**

7.1%
0.0%
21.4%
14.3%
0.0%
7.1%
21.4%
28.6%

Less than $120,000
$120,001 to $140,000
$140,001 to $160,000
$160,001 to $180,000
$180,001 to $200,000
$200,001 to $220,000
$220,001 to $240,000
$240,001 and above

UNIT PRICE POINT 1st HALF 2018**

0.0%
0.0%
23.5%
29.4%
17.6%
11.8%
11.8%
5.9%

KEY IMPLICATIONS - HOUSE

The proportion of houses sold in Casino* in the 1st half of 2018 is primarily in the price bracket above $350K (21.1%), which is the top end of the market. This is a significant change from the most dominant price bracket in the 1st half of 2017, which was $200K-$250K. This represents a major shift in affordability measures.

All price brackets higher than $280K increased by at least 4.8%. In the 1st half of 2018, sales in the most affordable price bracket ($179K-$200K) fell by more than half to 5.3%, relative to the 1st half of 2017. Casino's house market has, in fact, shifted towards a more premium market. With the loss of affordable options, buyers need to act fast to secure attractive opportunities.

KEY IMPLICATIONS - UNIT

Casino's* unit market shifted in both the top end and lowest ends of the market. The highest proportion of units sold in the 1st half of 2018 was in the price bracket $140K to $160K (29.4%). While this price bracket is the most affordable price bracket in the 1st half of 2018, the most affordable price bracket (less than $120K) in the 1st half of 2017, has now disappeared.

The 2nd most dominant price bracket for units in Casino* was above $240K, which is at the top end of the market, and it grew by 2.1%. The loss of more affordable options indicates that the upward trend in unit prices are unlikely to reverse, and confirms Casino* as a premium market for units. Now is the time to buy units in this lucrative market.

INVESTMENT ANALYSIS

HOUSE

UNIT

- 2 Bedroom
- 3 Bedroom
- 4+ Bedroom

- 1 Bedroom
- 2 Bedroom
- 3+ Bedroom
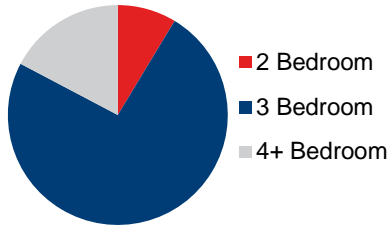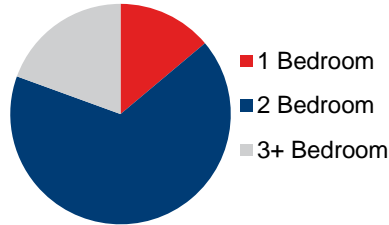
HOUSE KEY FACTS Q2 2018

Median Rent Price: $320 per week
Rental Yield: 5.9%
Average Days on Market: 2
Bedroom Breakdown:
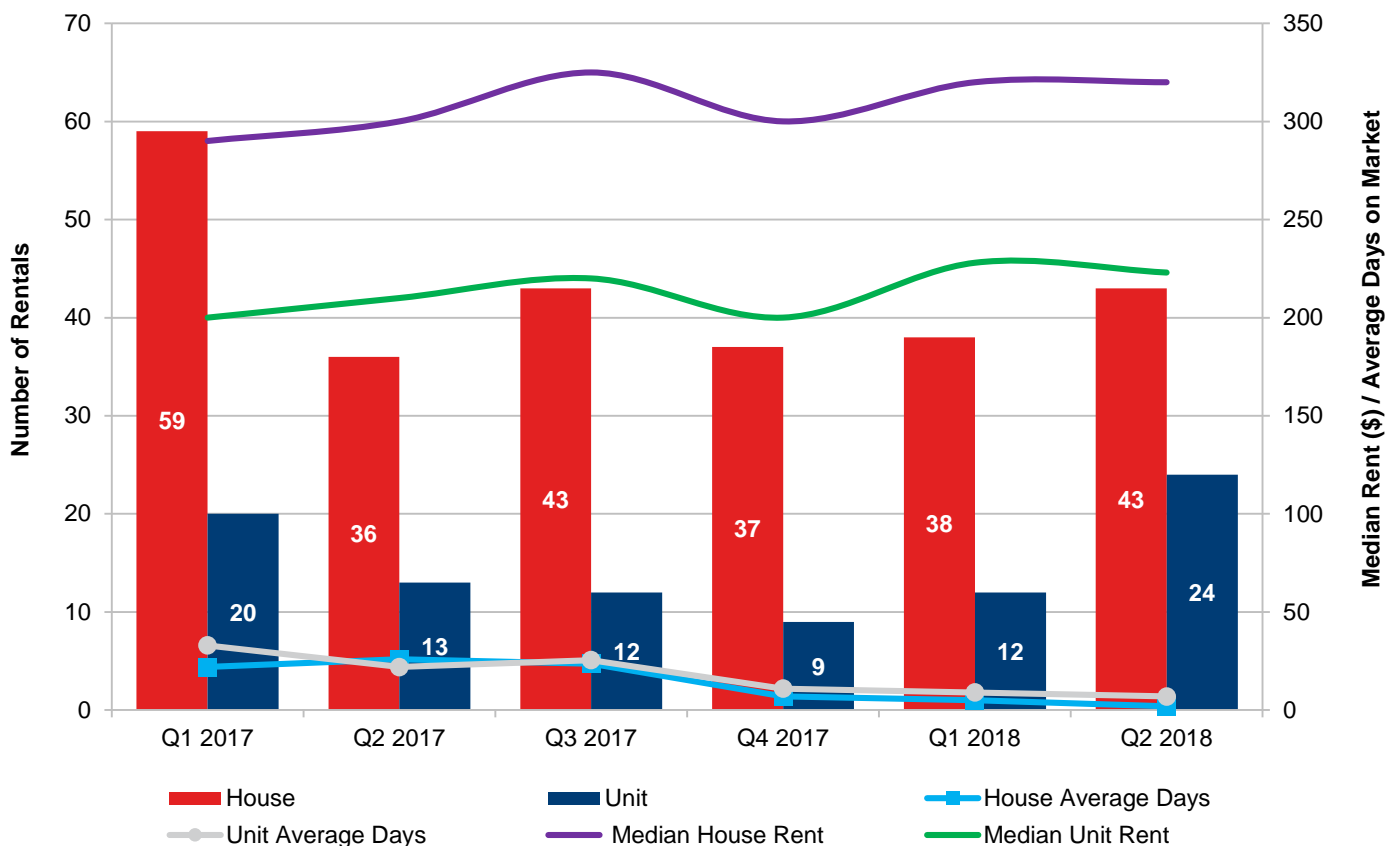2 Bed: 9%, 3 Bed: 74%, 4+ Bed: 17%

UNIT KEY FACTS Q2 2018

Median Rent Price: $223 per week
Rental Yield: 5.1%
Average Days on Market: 7
Bedroom Breakdown:
1 Bed: 14%, 2 Bed: 67%, 3+ Bed: 19%

KEY COMMENTS

Casino* recorded an average of 94 online visits per property in June 2018, a 22.1% increase since December 2017. This suggests Casino* has become a highly demanded market. Median rent prices increased by 6.7% (house) and 6.2% (units) between Q2 2017-Q2 2018. During this time there has been an exceptional demand for rental properties, not only from the increasing number of properties rented perspective but also for the fact that average days on market declined by -92.3% to 2 days (house) and by -68.2% to 26 days (units). This points to a thriving rental market, and confirms Casino* as an investment hotbed.

MEDIAN RENT AND AVERAGE DAYS ON MARKET*

Number of Rentals

Median Rent ($) / Average Days on Market

	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018
House	59	36	43	37	38	43
Unit	20	13	12	9	12	24

- House
- Unit
- House Average Days
- Unit Average Days
- Median House Rent
- Median Unit Rent

RENTAL PERFORMANCE 2018*

Legend: Median House Rent P/W — Annual Change

- 2 Bedrooms: $270, 12.5%
- 3 Bedrooms: $320, 7.4%
- 4+ Bedrooms: $370, 11.1%
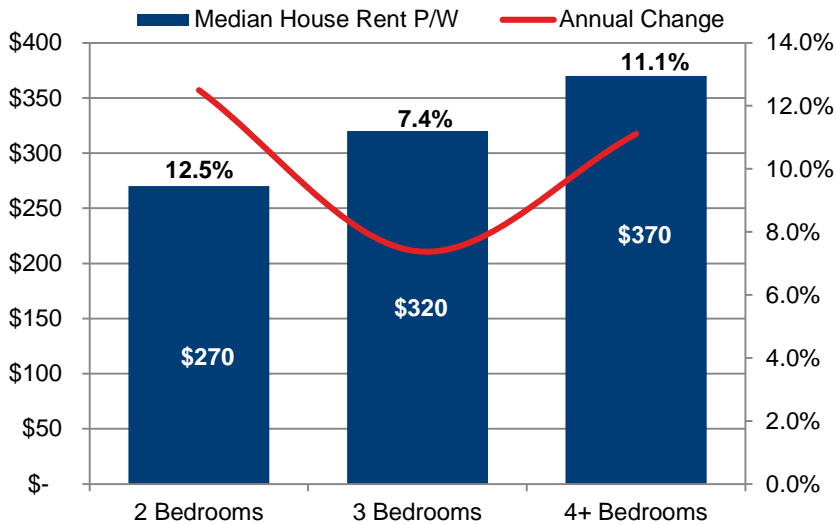
KEY COMMENTS

Casino* offers exceptional rental yields at 5.9% (house) and 5.1% (unit), well above that of Sydney Metro (2.7% for houses and 3.8% for units) and other surrounding areas such as Lismore, Tenterfield, and Kyogle.

2 bedroom houses provide the highest annual rental growth, of 12.5%, at $270 per week. This is exceptional returns in an already strong market.

Vacancy rates in Casino* are low, at 1.0% in June 2018. This is on par with Lismore (0.9%) and significantly lower than Sydney Metro (at 2.8%) over the past 1.5 years. This gives investors assurance of a healthy rental demand.

VACANCY RATES 2018

Legend: Casino — Lismore — Sydney Metro
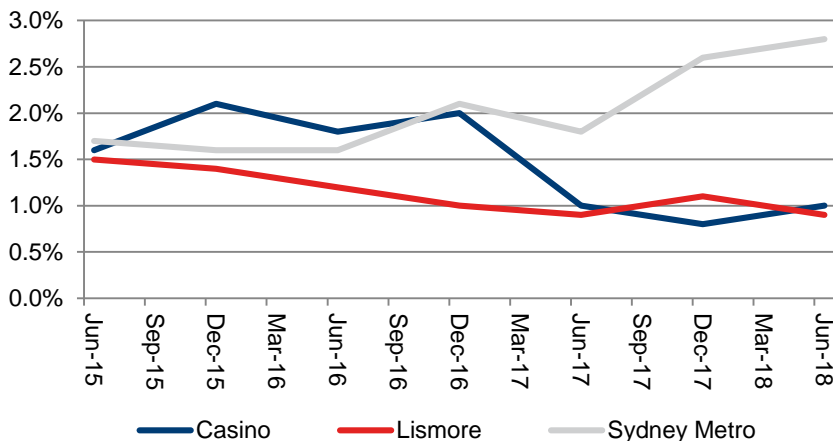
RENTAL YIELD 2018

Suburb/ Postcode/ LGA	House Rental Yield	Unit Rental Yield
Casino* (2470)	5.9%	5.1%
Kyogle (2474)	5.1%	3.6%
Tenterfield (2372)	5.5%	3.8%
Lismore (2480)	4.5%	5.9%
Sydney Metro	2.9%	3.8%

KEY HOUSING DEMOGRAPHICS

	Casino	Richmond Valley LGA	New South Wales
Median weekly rent	$240	$250	$380
Family households	2,692	5,784	1,874,524
Single or lone person households	1,398	2,507	620,778
Worked full time	1,944	4,519	2,134,521
Worked part time	1,442	3,216	1,071,151
Occupied private dwellings	4,221	8,538	2,604,320
Unoccupied private dwellings	315	843	284,741

*Rental performance graph represents aggregate house median rent prices in the following suburb: Casino. Annual change is a comparison between 1st half 2017 and 1st half 2018 median rent figures.

PROJECT DEVELOPMENT MAP 2017 - 2018*

100.0%
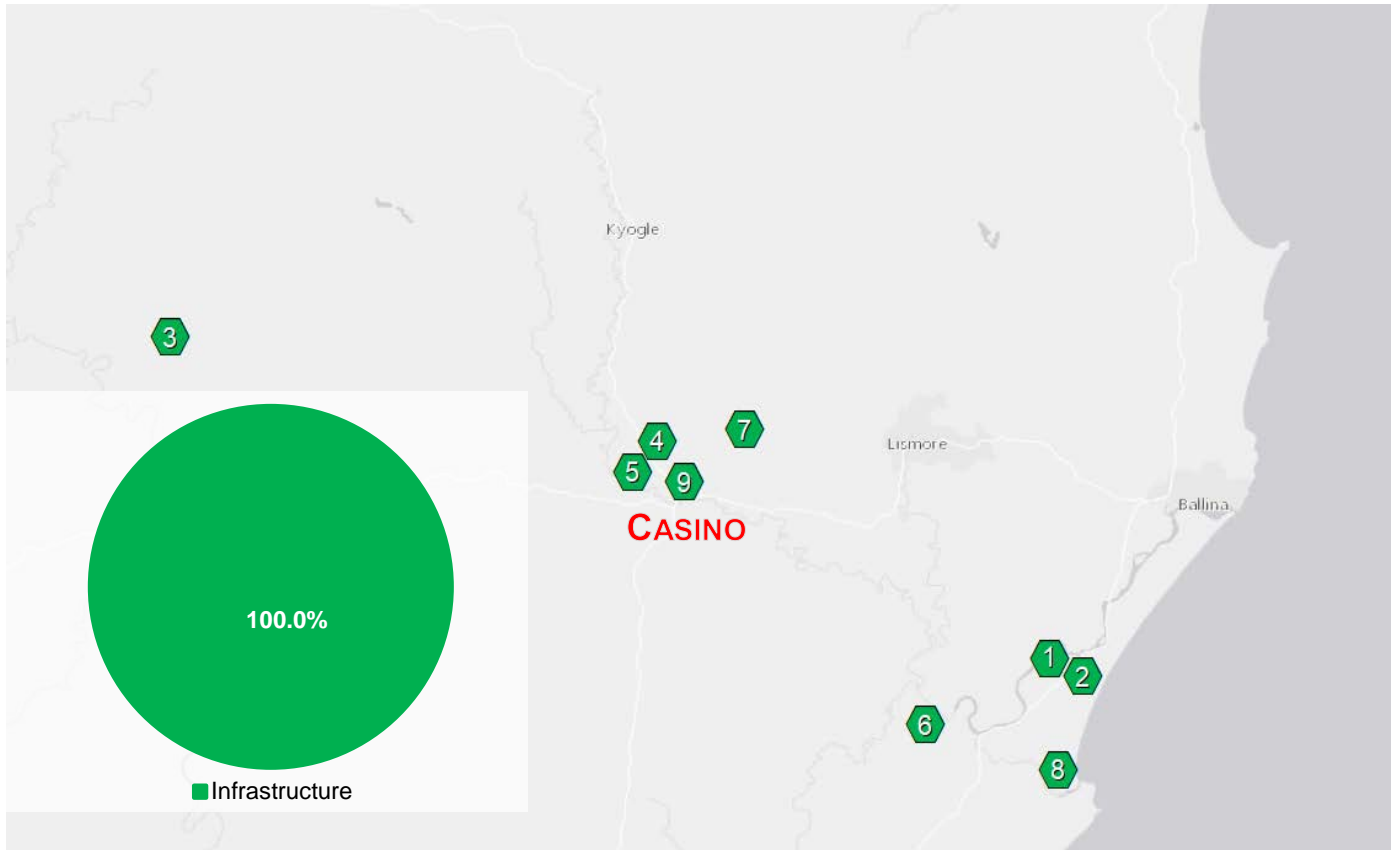
■ Infrastructure

Location	Project**	Type	Estimated Value***	Commence Date****
1	Woolgoolga To Ballina - Bridge	Infrastructure	$80,000,000	22/05/2017
2	Woolgoolga To Ballina	Infrastructure	$30,000,000	23/03/2017
3	Bonalbo Multi Purpose Service (MPS)	Infrastructure	$15,000,000	06/02/2017
4	Northern Rivers Livestock Exchange - Redevelopment	Infrastructure	$4,637,000	24/04/2017
5	Northern Rivers Livestock Exchange – Stage 2	Infrastructure	$4,000,000	03/12/2018
6	Woodburn-Coraki Road Roadworks	Infrastructure	$500,000	02/07/2018
7	Pelican Creek Bridge	Infrastructure	$344,000	03/10/2017
8	Evans Heads Aerial Bombing Range Road Maintenance Program	Infrastructure	$250,000	14/08/2017
9	Casino High School	Infrastructure	$218,000	15/05/2017

*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 the top developments within the suburbs of Broadwater, Bonalbo, Casino, Evans Head, Naughtons Gap, Swan Bay.
***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, Richmond Valley 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.

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