



Camden Haven
Property Factsheet
2nd Half 2018





MARKET CONDITIONS

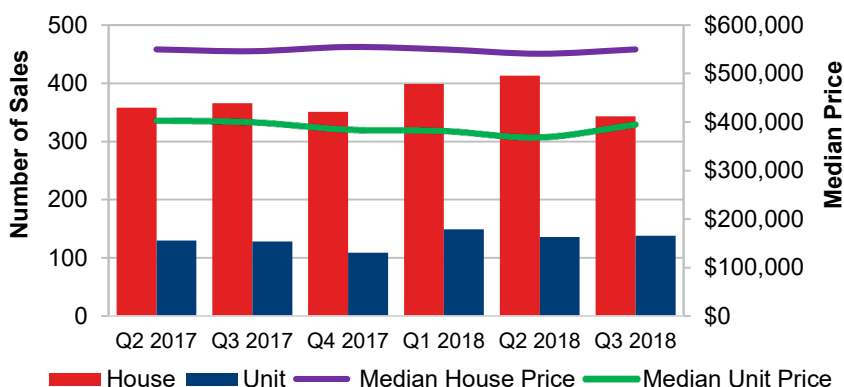
The Camden Haven* property market continues to deliver positive capital growth over the past 12 months to Q3 2018, of 11.4% to \$525,000. Median unit price has held relatively stable, at \$420,000 in Q3 2018. Compared to the *Camden Haven* 1st half 2018 Research Factsheet*, which reported an annual (Q1 2017 – Q1 2018) price change of 1.0% for houses and 9.7% for units, houses in Camden Haven* have strengthened in value whereas units have become more affordable.

The Port Macquarie-Hastings LGA recorded a median house price of \$550,000 and median unit price of \$395,000, representative of a 0.7% and a -1.1% growth between Q3 2017 – Q3 2018. Compared to Camden Haven* the wider Port Macquarie-Hastings LGA market provides for a slightly more affordable option for buyers, however with lower capital growth. Camden Haven* is a premium house and unit market, offering higher grade stock for prospective investors looking for good quality assets.

Average vendor discount in Camden Haven* continue to favour buyers, widening from -2.4% to -3.6% in Q3 2018 for houses and from -2.4% to -6.7% for units. Now is an ideal time to transact in the market as buyers are able to negotiate from first list asking price, yet the high capital growth seen in annual median sale prices suggests sellers can still benefit from their investments.

Median rent in Camden Haven* has increased by 3.1% for units, to \$330 per week in Q3 2018. The house rental market on an annual basis has remained stable, currently at \$370 per week in Q3 2018. That being said rental yields for Camden Haven* is at 3.8% (house) and 5.2% (units), significantly higher than that of Sydney Metro (2.7% and 3.7% respectively).

PORT MACQUARIE-HASTINGS GROWTH



OVERVIEW

Laurieton is the largest town in Camden Haven* district, a coastal area on the Mid North Coast of New South Wales (NSW). According to ABS Census 2016 only 8.0% of private dwellings were unoccupied, lower than the Australian average of 11.2%. This is good news for investors looking to enter the market.

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

FUTURE DEVELOPMENTS**

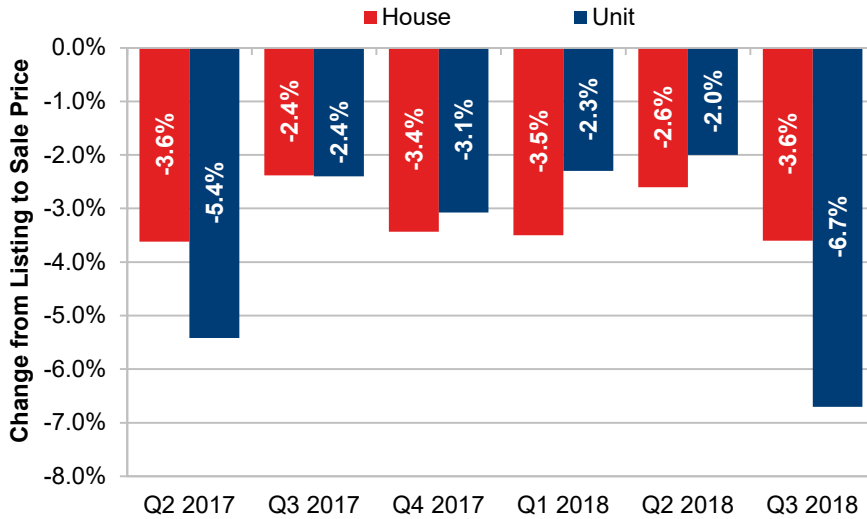
Camden Haven* is set to invest approx. \$29.2M of future development between 2016-2018, 57.4% of which are focused on residential projects. According to ABS Census 2016 the population growth in Camden Haven* was 4.8% over the past 5 years, whereas private dwelling growth was 4.3%. This suggests a slight supply imbalance in the market, thus a focus on adding stock will create an equal market and potentially assist in affordability.

A total of 2 units, 100 subdivision lots, 4 townhouses, and 3 dwellings are planned between 2016-2018. These are delivered through a mixed-use development and 5 residential projects. Notable projects include the Wedgetail Drive Subdivision, Lord St Residential Development, and Bronzewing Terrace Subdivision.

Camden Haven* has invested approx. \$6.1M on commercial projects and \$5.0M on improving infrastructure between 2016-2018. This will stimulate the local economy and have positive spill-over effects on the property market. Notable projects include Mobile Network Australia Site in Lakewood, Kew Manufactured Housing Estates, and the North Haven Bowling Club. Residents will enjoy the improved Albert st and Oneills Bridges.

*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**



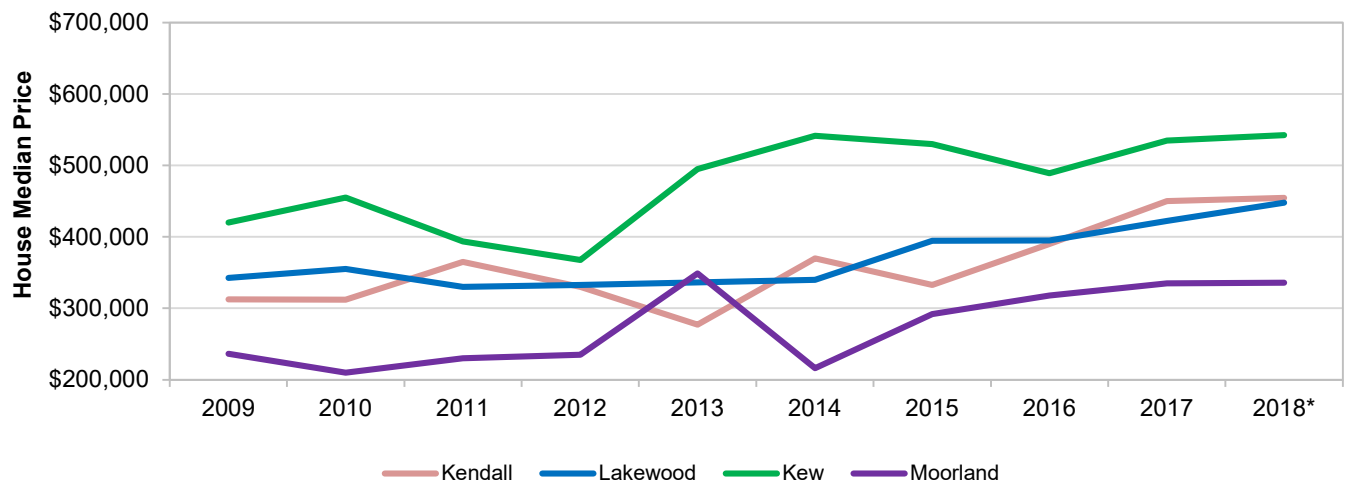
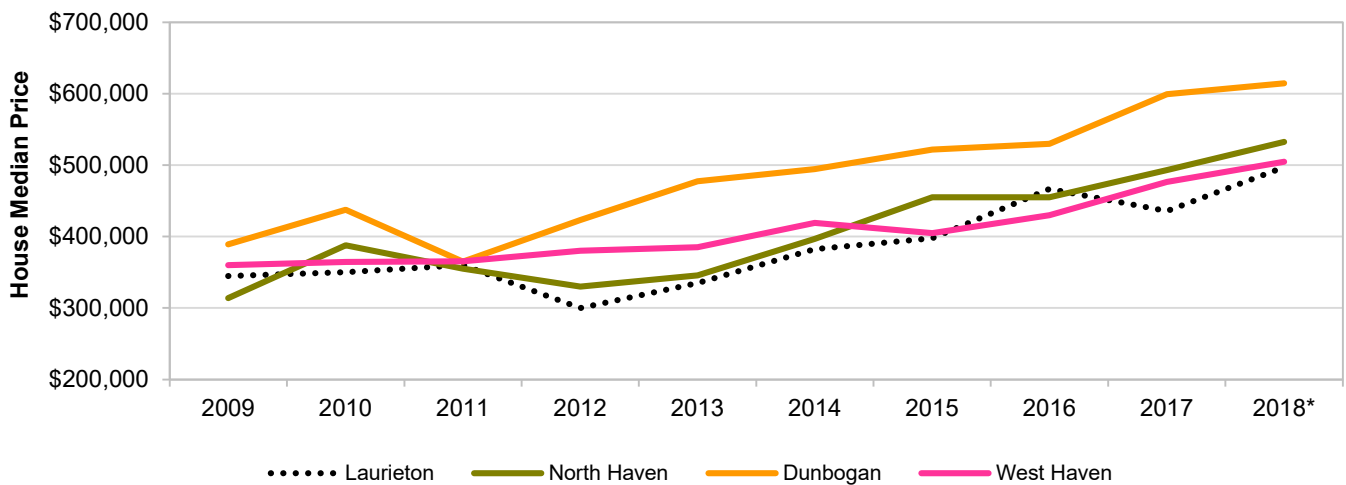
AVERAGE VENDOR DISCOUNT

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

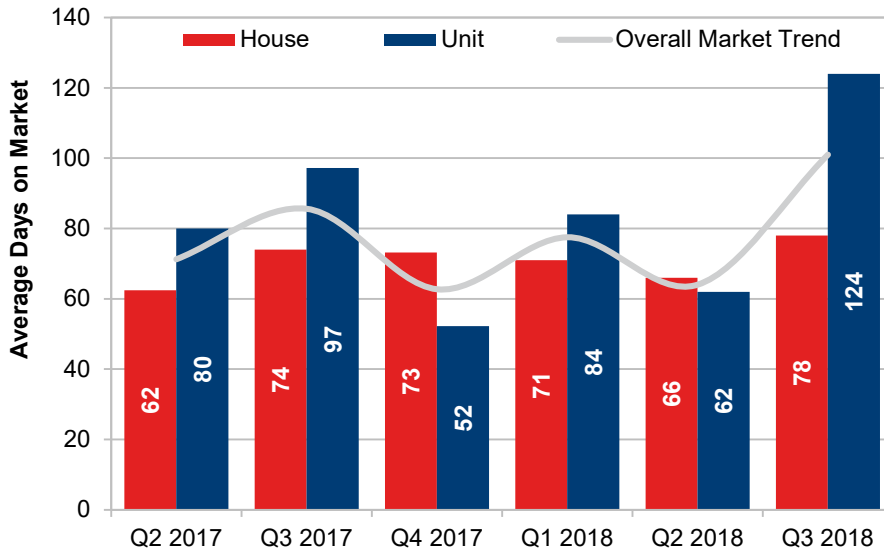


*Disclaimer: 2018 market date represents sales from 01/01/2018 to 30/09/2018.

**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 NUMBER OF DAYS ON THE MARKET**



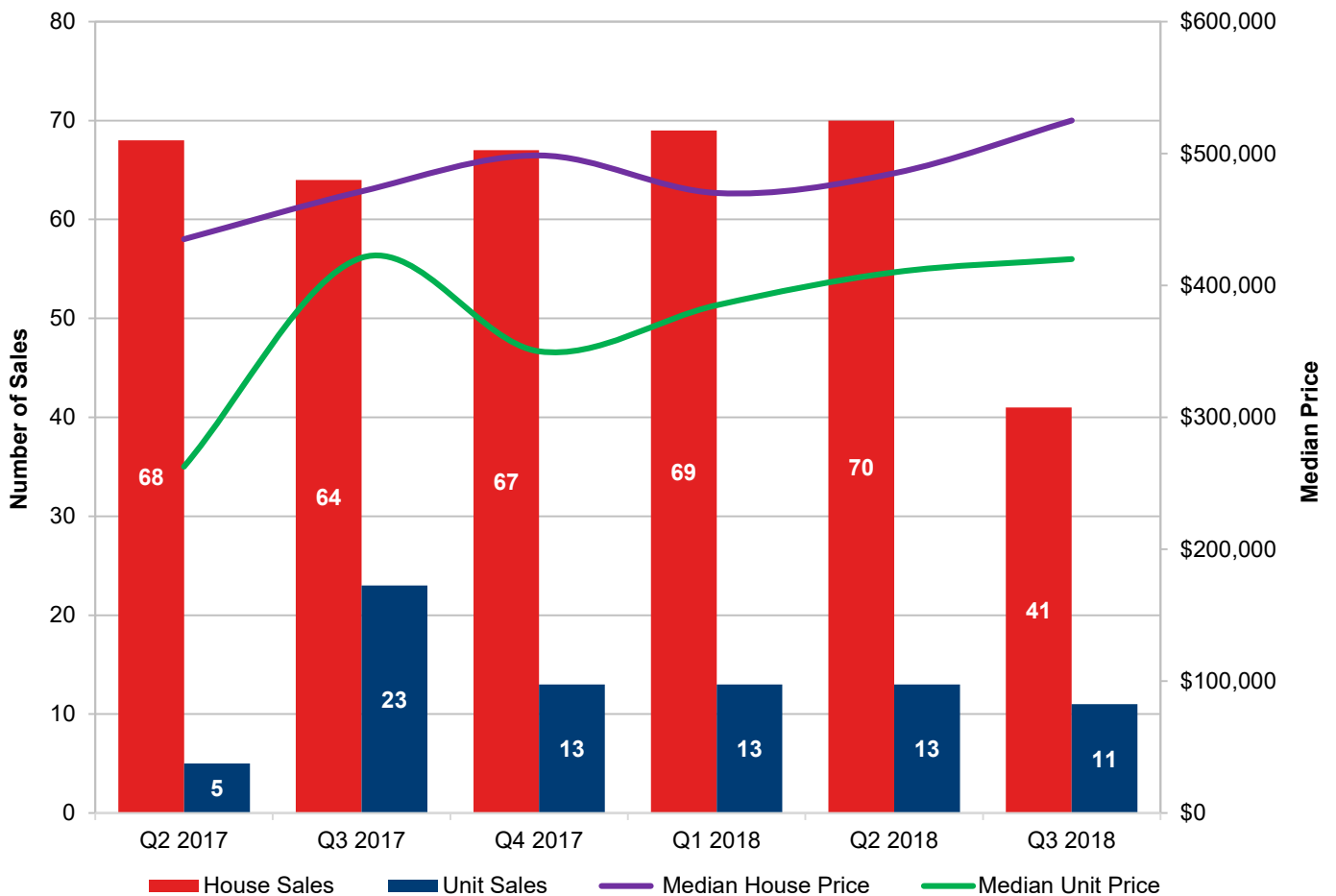
HOUSE KEY FACTS Q3 2018

Median Sale Price: \$525,000
 Annual Growth: 11.4%*
 Average Days on Market: 78
 % Change between First Listed Price and Sold Price: -3.6%

UNIT KEY FACTS Q3 2018

Median Sale Price: \$420,000
 Annual Growth: -0.2%*
 Average Days on Market: 124
 % Change between First Listed Price and Sold Price: -6.7%

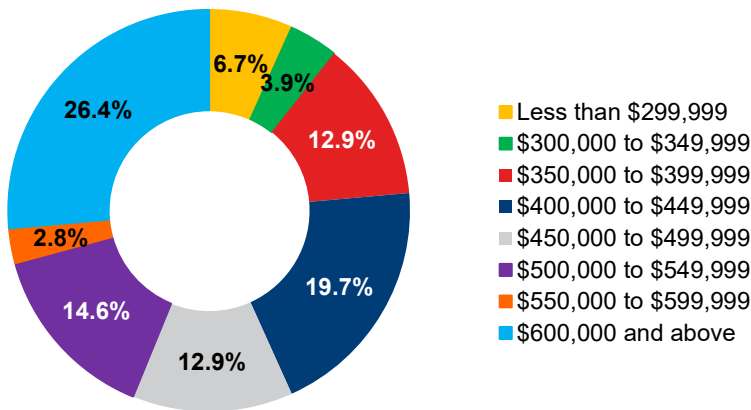
SALES AND MEDIAN PRICES**



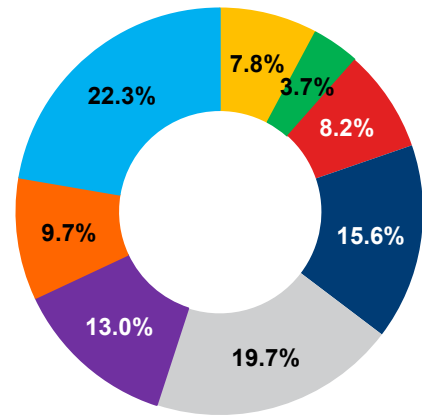
*Annual growth represents price growth for property transactions between Q3 2017 to Q3 2018 (inclusive).
 **Camden Haven market data and key indicators encapsulates aggregate property market conditions in the postcodes 2439 and 2443.
 Source: APM Pricerfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

SALES PRICE POINT COMPATIVE ANALYSIS

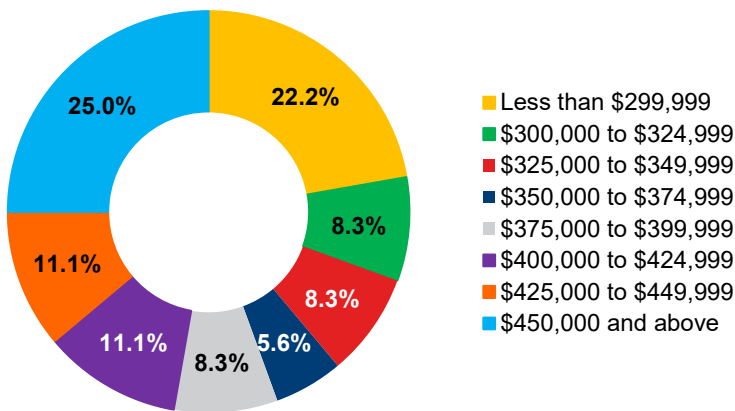
HOUSE PRICE POINT 2017



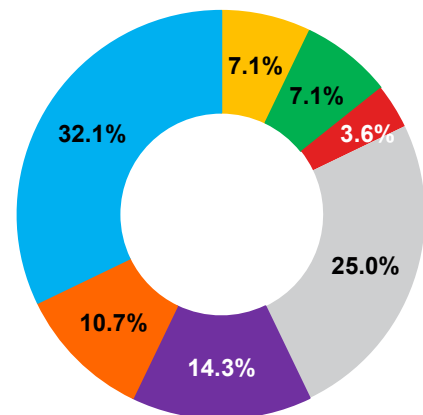
HOUSE PRICE POINT 2018



UNIT PRICE POINT 2017



UNIT PRICE POINT 2018



KEY IMPLICATIONS - HOUSE

The Camden Haven* house market in 2018 remains a premium market in 2018, with the dominant price point being \$600K and above. That said there has been a decrease in activity within this price bracket, from 26.4% in 2017 to 22.3% in 2018, which holds promise to a more affordable Camden Haven* in the near future.

This can be seen in the significant 6.9% increase of sales activity in the \$550K-\$600K bracket. The \$450-\$500K market have also increased in total sales, from 12.9% to 19.7% in 2018, creating a wider mid-range priced market. This suggests that despite a reported 11.4% annual growth between Q3 2017-Q3 2018, there is in fact an opportunity to purchase high quality stock at lower prices.

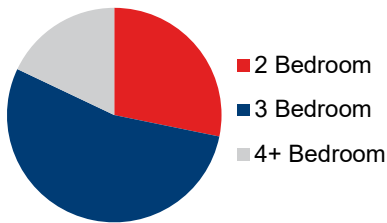
KEY IMPLICATIONS - UNIT

The Camden Haven* unit market has continued to trend towards a higher price range in 2018, with the dominating price bracket in 2017 (also \$450K and above) increasing significantly from 25.0% to 32.1% in 2018. The proportion of sales in the lower-price bracket, of less than \$300K, has decreased by 3 times between 2017 and 2018; from 22.2% to 7.1%.

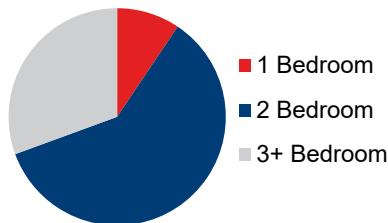
There is a strengthening in the mid-range priced bracket, between \$325K and \$400K. Proportion of sales in this combined price bracket was 22.2% in 2017, and in 2018 it was 28.6%. Thus despite a stable annual median price growth between Q3 2017-Q3 2018 Camden Haven* investors are preferring higher quality priced stock.

INVESTMENT ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q3 2018

Median Rent Price: \$370 per week
 Rental Yield: 3.8%
 Average Days on Market: 22
 Bedroom Breakdown:
 2 Bed: 28%, 3 Bed: 54%, 4+ Bed: 18%

UNIT KEY FACTS Q3 2018

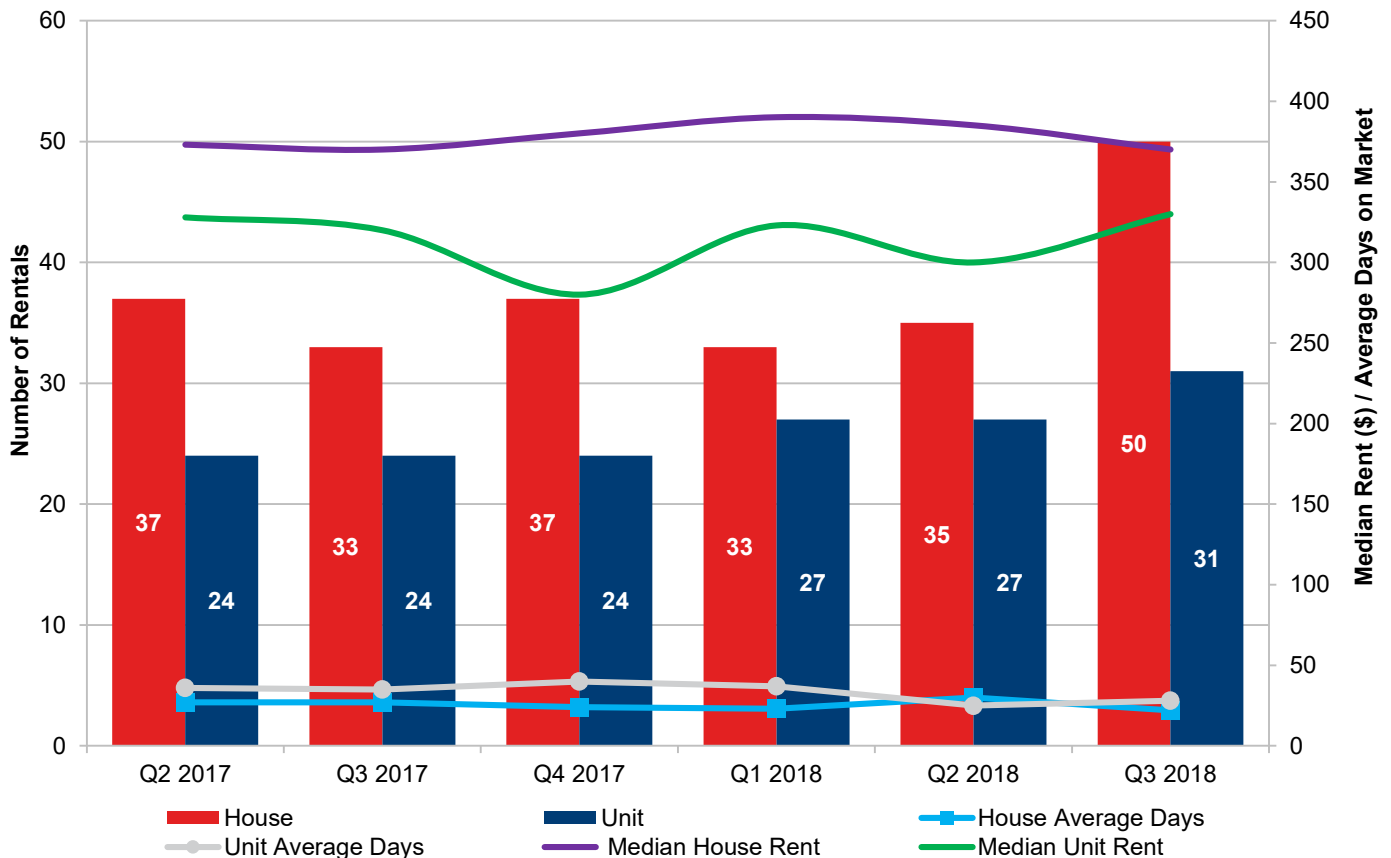
Median Rent Price: \$330 per week
 Rental Yield: 5.2%
 Average Days on Market: 28
 Bedroom Breakdown:
 1 Bed: 9%, 2 Bed: 60%, 3+ Bed: 31%

KEY COMMENTS

Unit investors in Camden Haven* will continue to benefit from a healthy rental market, as the number of units rented increased by 29.2% over the past 12 months to Q3 2018. Median unit rent price increased by 3.1% during this time, suggesting a real increase in rental return and room for more investors. The number of houses rented increased even more significantly, by 51.5%, however median house rent prices remained stable. This suggests a resilient house rental market, whereby house renters are still prepared to pay similar rent prices despite an increase in the number of rental houses available.

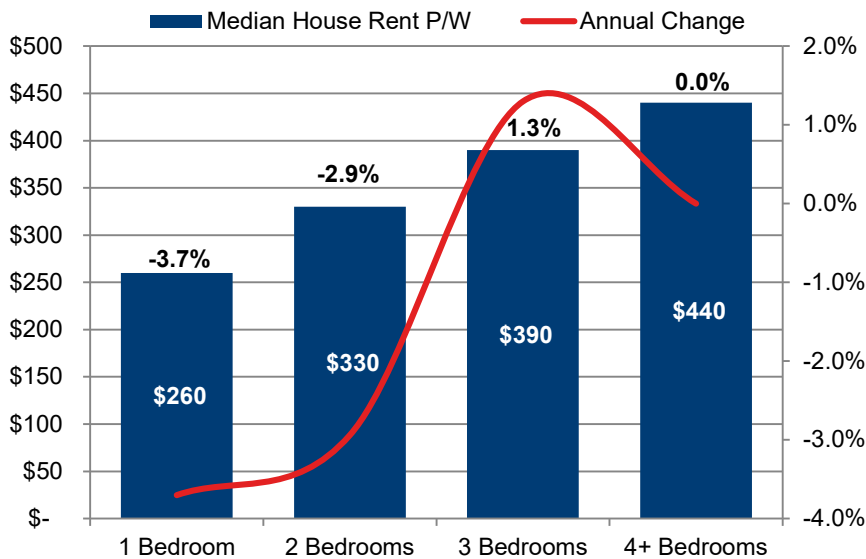


MEDIAN RENT AND AVERAGE DAYS ON THE MARKET*



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

RENTAL PERFORMANCE 2018*



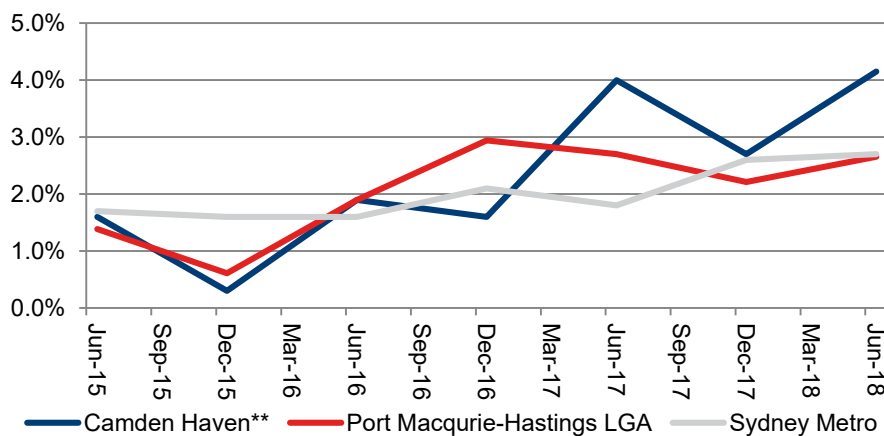
KEY COMMENTS

Rental returns are particularly strong in Camden Haven**, currently at 3.8% (house) and 5.2% (units). This is much higher than the wide Port Macquarie – Hastings LGA and Sydney Metro.

3 bedroom houses continue to provide the highest annual rental growth, at 1.3%. Prices for 4+ Bedroom houses remained stable, due to an increasing demand for houses with larger floor plans to accommodate families.

Vacancy rates in Camden Haven** was recorded at an average of 4.2% as of June 2018. This is a marginal upward trend compared to June 2017, which recorded 4.0%. Investors in Camden Haven* are advised to secure long term tenants to minimize risks.

VACANCY RATES 2018



RENTAL YIELD 2018

Suburb/Postcode/LGA	House Rental Yield	Unit Rental Yield
Camden Haven**	3.8%	5.2%
Port Macquarie-Hastings LGA	3.5%	3.8%
Sydney Metro	2.7%	3.7%

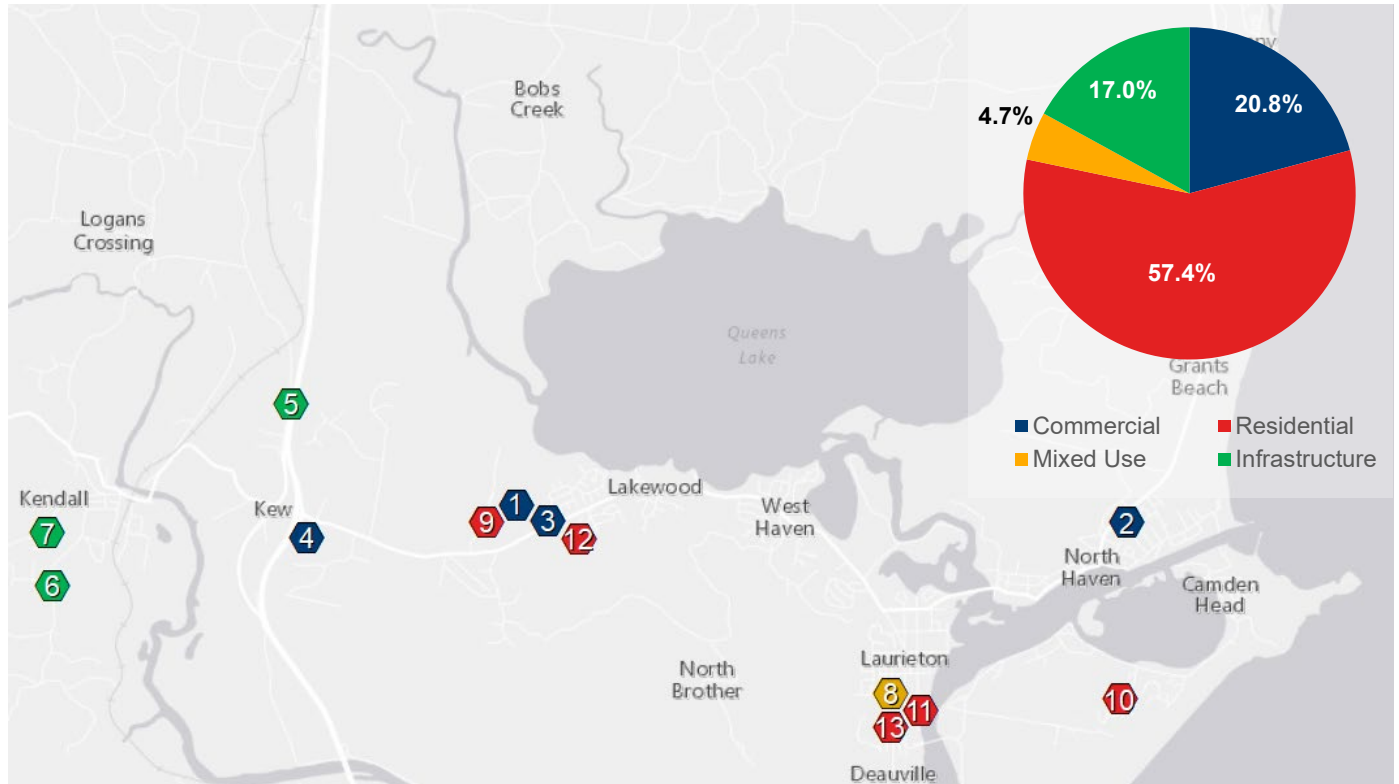
KEY HOUSING DEMOGRAPHICS (ABS CENSUS 2016)

	Camden Haven	Port Macquarie-Hastings LGA	New South Wales
Median weekly rent	\$300	\$310	\$380
Family Households	4,713	21,086	1,874,524
Single or lone person households	1,938	8,819	620,778
Worked full time	2,899	16,655	2,134,521
Worked part time	2,249	11,321	1,071,151
Occupied private dwellings	6,827	30,856	2,604,320
Unoccupied private dwellings	918	3,568	284,741

*Rental performance graph represents aggregate house median rent prices in the postcodes 2439 and 2443. Annual change is a comparison between Q1-Q3 2017 and Q1-Q3 2018 median rent figures.

**Camden Haven market data and key indicators encapsulates aggregate property market conditions in the postcodes 2439 and 2443. Source: APM Pricefinder, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

PROJECT DEVELOPMENT MAP 2016 – 2018*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Kew Manufactured Housing Estate	Commercial	\$3,800,000	26/09/2017
2	North Haven Bowling Club	Commercial	\$1,879,000	22/08/2017
3	Mobile Network Australia Site No. S0856a Lakewood	Commercial	\$250,000	30/05/2018
4	Kenport Petroleum Carwash	Commercial	\$150,000	24/07/2017
5	Kew Waste Transfer Station	Infrastructure	\$3,605,000	15/08/2016
6	Oneills Bridge	Infrastructure	\$750,000	18/09/2017
7	Albert St Bridge	Infrastructure	\$612,000	04/10/2017
8	Bold St Shop Top Development (2 Units)	Mixed-Use	\$1,380,000	10/10/2016
9	Wedgetail Dr Subdivision	Residential	\$12,000,000	12/02/2017
10	Scarborough Way Residential Subdivision (77 Lots)	Residential	\$2,310,000	11/08/2016
11	Laurie St Residential Development (3 Townhouses)	Residential	\$950,000	04/04/2016
12	Bronzewing Tce Subdivision (23 Lots)	Residential	\$920,000	10/11/2016
13	Lord St Residential Development (3 Dwellings, 1 Townhouse)	Residential	\$596,000	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 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, Port Macquarie Hastings 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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