



Casino
Property Factsheet
1st Half 2019





MARKET CONDITIONS

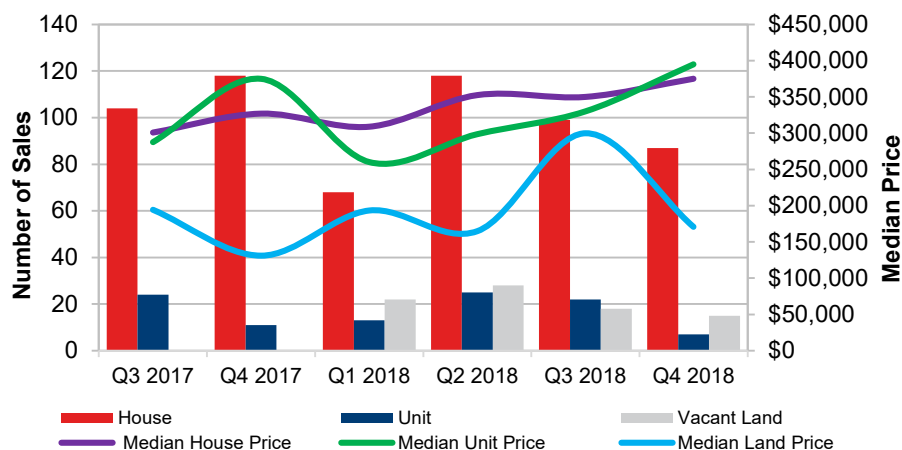
The median house price in Casino* for Q4 2018 was \$315,000 and the median unit price was \$317,000. It is quite unusual for a median unit price to sit above a median house price; in this case it is attributed to just 5 unit sales in Q4 2018. These median prices represent annual (Q4 2017 – Q4 2018) price growth of 16.7% and 73.9% respectively. Again the large spike in unit median price growth is attributed to low sales volume in Q4 2018. The *Casino 2nd Half 2018 Research Factsheet* reported annual (Q2 2017 – Q2 2018) price growth of 32.0% (house) and 15.0% (unit). This means that by comparison, houses in Casino* have become more affordable, while units have become more expensive.

The wider Richmond Valley Local Government Area (LGA) recorded a median house price of \$375,000 for houses and \$395,000 for units. Again, a low sales volume contributed to the sharp rise in median unit price. This positions Casino* as a more affordable property market within the wider LGA for both houses and units.

Average vendor discounting sat at -5.5% for houses and -3.7% for units in Q4 2018. For houses, this represents a slight widening over the past 12 months, whilst for units it has become significantly tighter. Buyers of both houses and units are able to achieve discounts below the initial list price when purchasing property. With this knowledge buyers can thus act now to secure property in Casino*.

The median house rental price in Casino was \$330 per week as of Q4 2018, while units achieved a median of \$220 per week. This represents annual (Q4 2017 – Q4 2018) price growth of 10.0% (houses) and 11.1% (units). At the same time, rental demand grew by 45.9% (houses) and 10.0% (units). This indicates a healthy rental market in Casino*, as does a low vacancy rate of just 1.1% (as of December 2018); far below Sydney Metro's 3.6%. This should help investors identify value in Casino*.

RICHMOND VALLEY LGA GROWTH



OVERVIEW

Positioned approximately 230km south of Brisbane, Casino* is housed within the Richmond Valley LGA in New South Wales. The preferred method of sale in Casino is private treaty, with evidence of this in the low auction count of just 2 for Q4 2018, and a 40.0% clearance rate for the wider Casino LGA in the same period.

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

FUTURE DEVELOPMENTS**

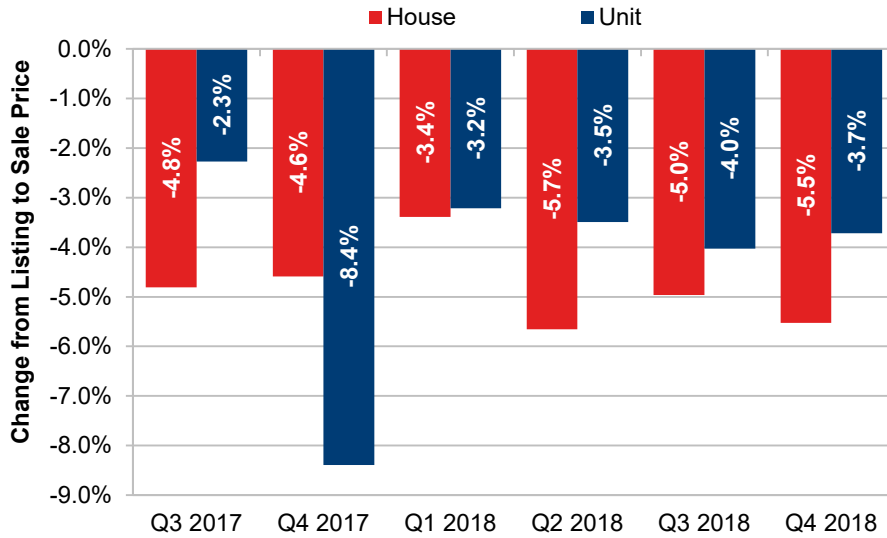
From the 2nd half of 2018 to the 1st half of 2019, the Richmond Valley LGA is set to invest approximately \$72.7M in projects. A majority of this is commercial, at \$53.0M (72.9%), while \$11.4M (15.7%) is residential. A further \$8.3M (11.4%) is to be spent on infrastructure.

Richmond Valley Council is ready, willing and able to cater for new investment; from start-ups to expansion of an existing business. Council's strong focus on community capacity building, economic development, strategic planning and youth employment goes a long way in promoting the Valley as a genuine place to do business, which in turn helps local establishments to succeed and be profitable. The Council has a proactive philosophy to help develop, promote and support all businesses, industries and agriculture sectors with a view to providing local employment opportunities.

Council has an Economic Development team to help your business grow in the Richmond Valley, no matter what sector or size of business. Whether it's cutting through red tape, introducing you to people that can help or directing you to grants, funding sources or skills.

*Casino market data and key indicators encapsulates aggregate property market conditions in the suburb Casino.
**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 2019.

AVERAGE VENDOR DISCOUNT



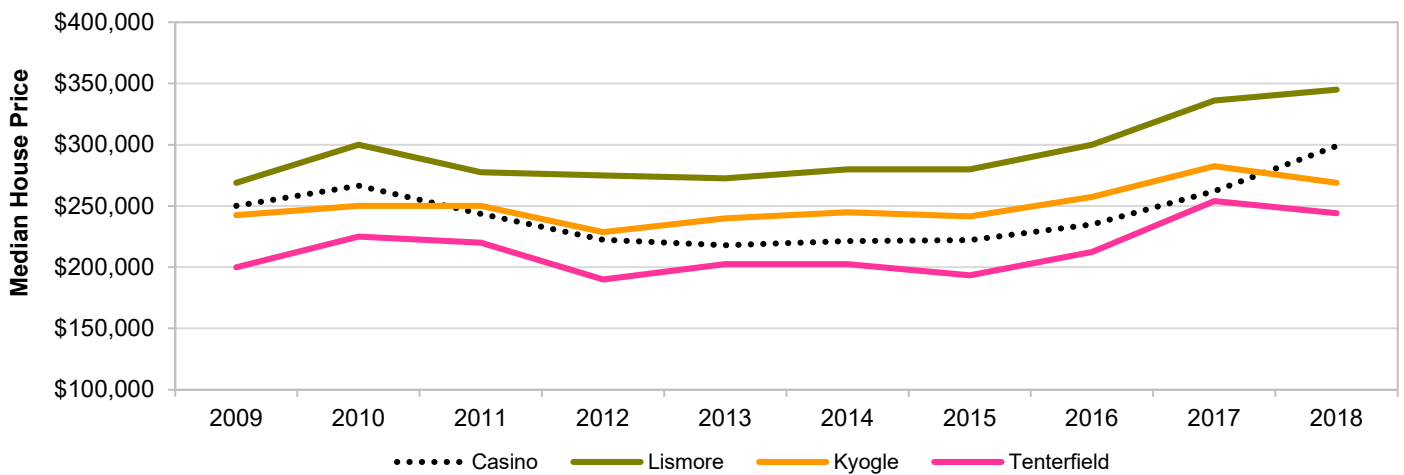
AVERAGE VENDOR DISCOUNT

The average vendor discount reflects the average percentage difference between the first list price and the 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.

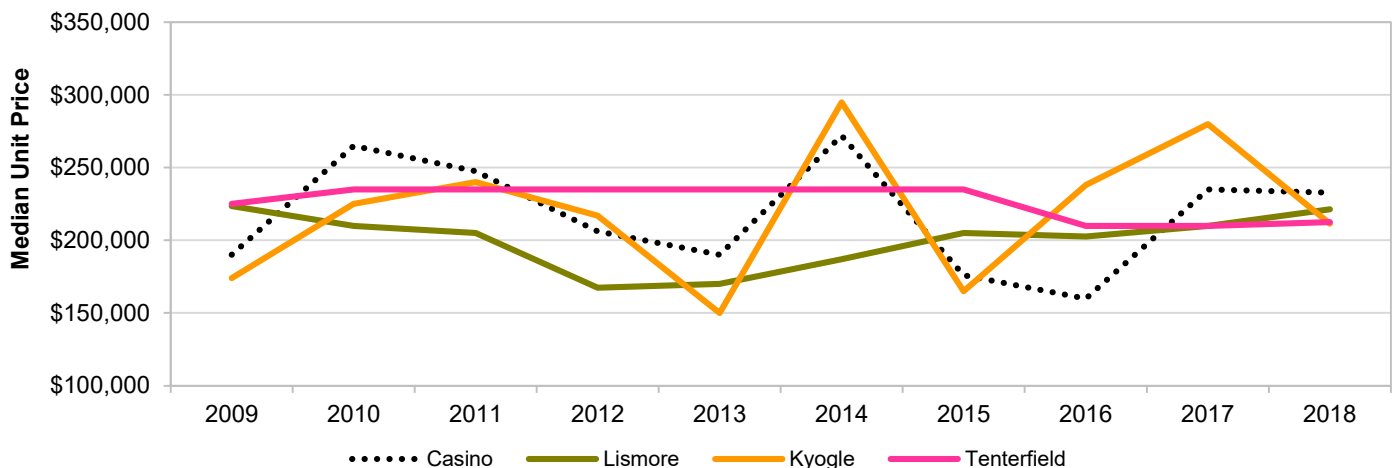
MARKET COMPARISON GRAPH

The market comparison graph provides a comparative trend for the median price of houses and units over the past 10 years. Suburbs profiled are chosen based on their proximity to the main suburb analysed in this Factsheet, which is Casino. The main suburb is shown as a dotted black line in the graphs below.

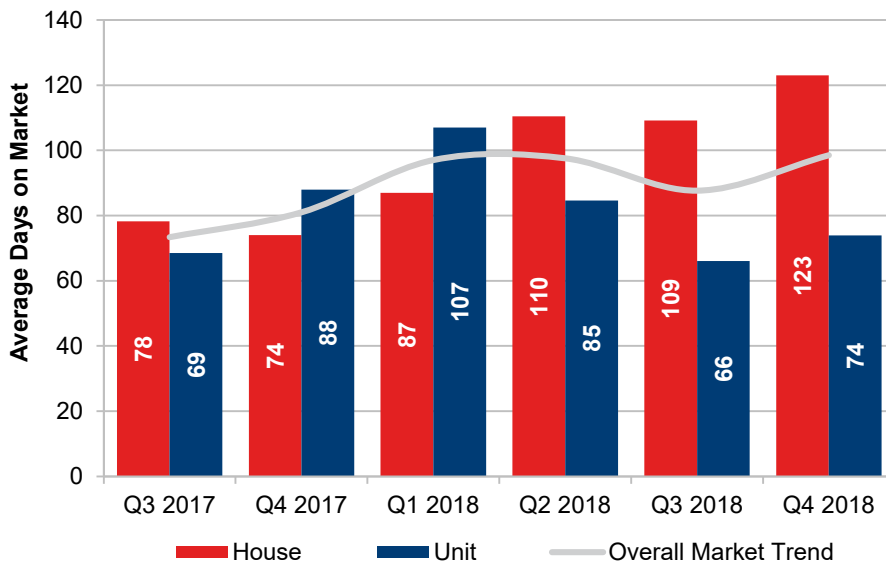
HOUSE MARKET COMPARISON



UNIT MARKET COMPARISON



AVERAGE NUMBER OF DAYS ON THE MARKET**



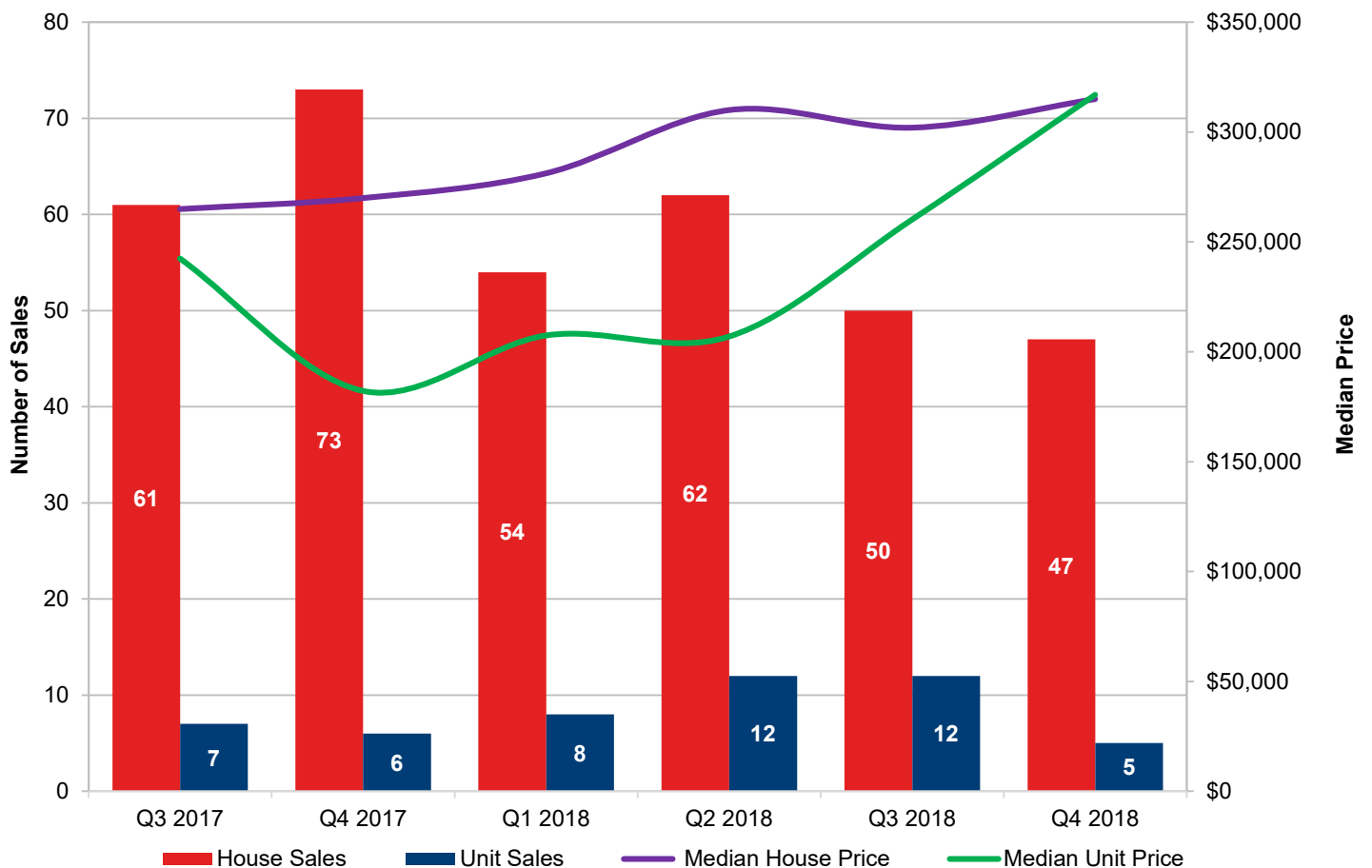
KEY HOUSE FACTS Q4 2018

Median Sale Price: \$315,000
 Annual Growth: 16.7%*
 Average Days on Market: 123
 % Change Between First Listed Price and Sold Price: -5.5%

KEY UNIT FACTS Q4 2018

Median Sale Price: \$317,000
 Annual Growth: 73.9%*
 Average Days on Market: 74
 % Change Between First Listed Price and Sold Price: -3.7%

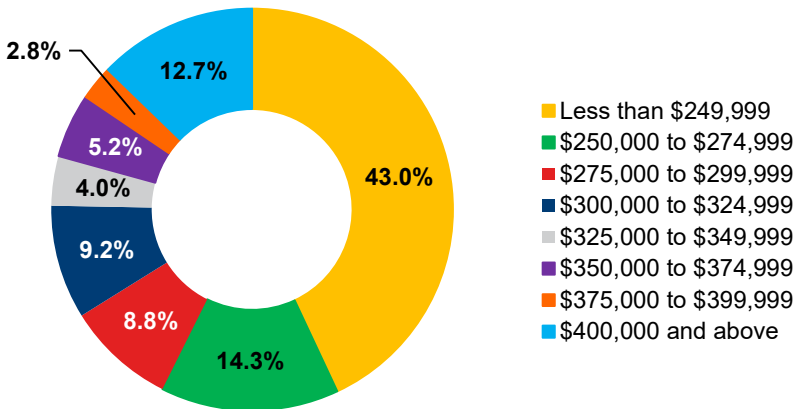
SALES AND MEDIAN PRICES**



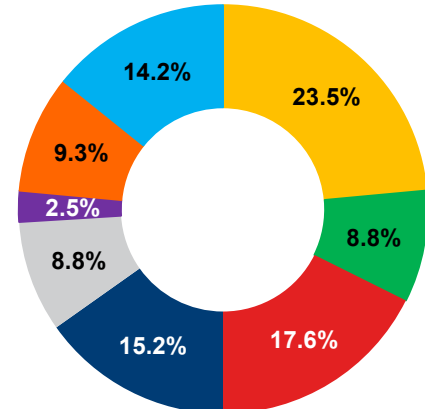
*Annual growth represents price growth for property transactions between Q4 2017 to Q4 2018 (inclusive).
 **Casino market data and key indicators encapsulates aggregate property market conditions in the suburb Casino.
 Source: APM Pricerfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2019.

SALES PRICE POINT COMPARATIVE ANALYSIS

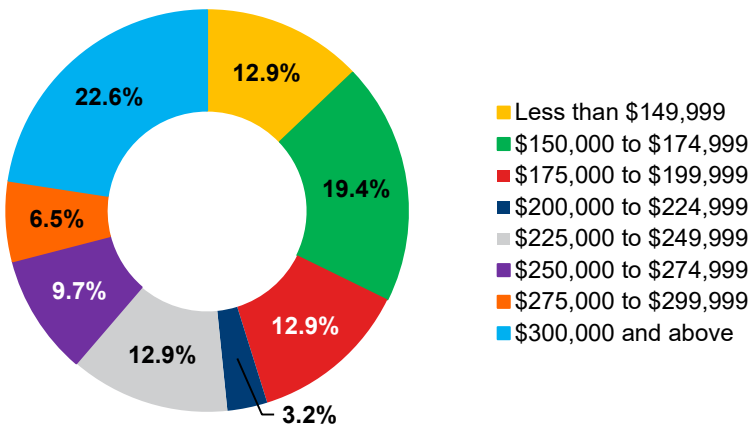
HOUSE PRICE POINT 2017



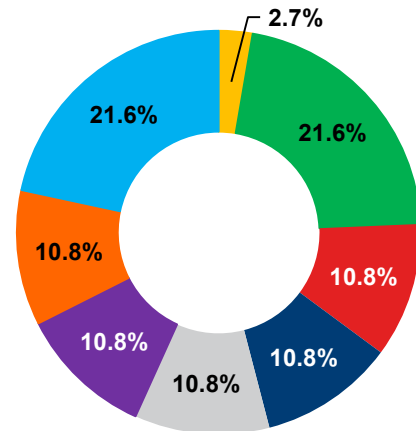
HOUSE PRICE POINT 2018



UNIT PRICE POINT 2017



UNIT PRICE POINT 2018



KEY IMPLICATIONS - HOUSES

In 2018*, the dominant price point for house sales in Casino* was within the less than \$250K price bracket, with 23.5% of total sales. This price point was also the dominant price in 2017, however fell from 43.0% of sales across the period. This indicates a significant increase in affordable housing options in Casino*.

At the other end of the spectrum, houses priced \$375K and above grew from 15.5% to 23.5% of total sales across 2017 to 2018. This indicates a growing preference for premium housing stock. This change in market sentiment is further supported by the large drop in affordable housing stock. Buyers should thus act quickly to secure affordable property options in Casino*.

KEY IMPLICATIONS - UNITS

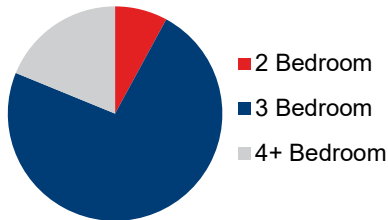
Casino* saw jointly dominant price points of \$150K-175K and \$300K+ in 2018, each with 21.6% of total sales. The distribution of sales across other brackets was even, with the exception of the less than \$150K range. This price bracket saw a sharp drop from 12.9% in 2017 to just 2.7% in 2018, limiting extremely affordable options.

In 2017, the dominant price point was also \$300K+, though it was slightly higher at 22.6%. It is also important to note that limited transaction numbers make unit sales analysis difficult. This said, there is still a preference for premium unit products, and affordable options are quickly diminishing. Buyers can use this knowledge to act quickly while the most affordable options are still available.

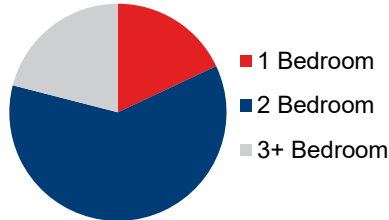
*Disclaimer: Casino market data and key indicators encapsulates aggregate property market conditions in the suburb Casino. Source: APM Pricefinder. © Copyright PRDnationwide 2019.

INVESTMENT ANALYSIS

HOUSE



UNIT



KEY HOUSE FACTS Q4 2018

Median Rent Price: \$330 per week
Rental Yield: 4.7%
Average Days on Market: 26
Bedroom Breakdown:
 2 Bed: 8%, 3 Bed: 74%, 4+ Bed: 19%

KEY UNIT FACTS Q4 2018

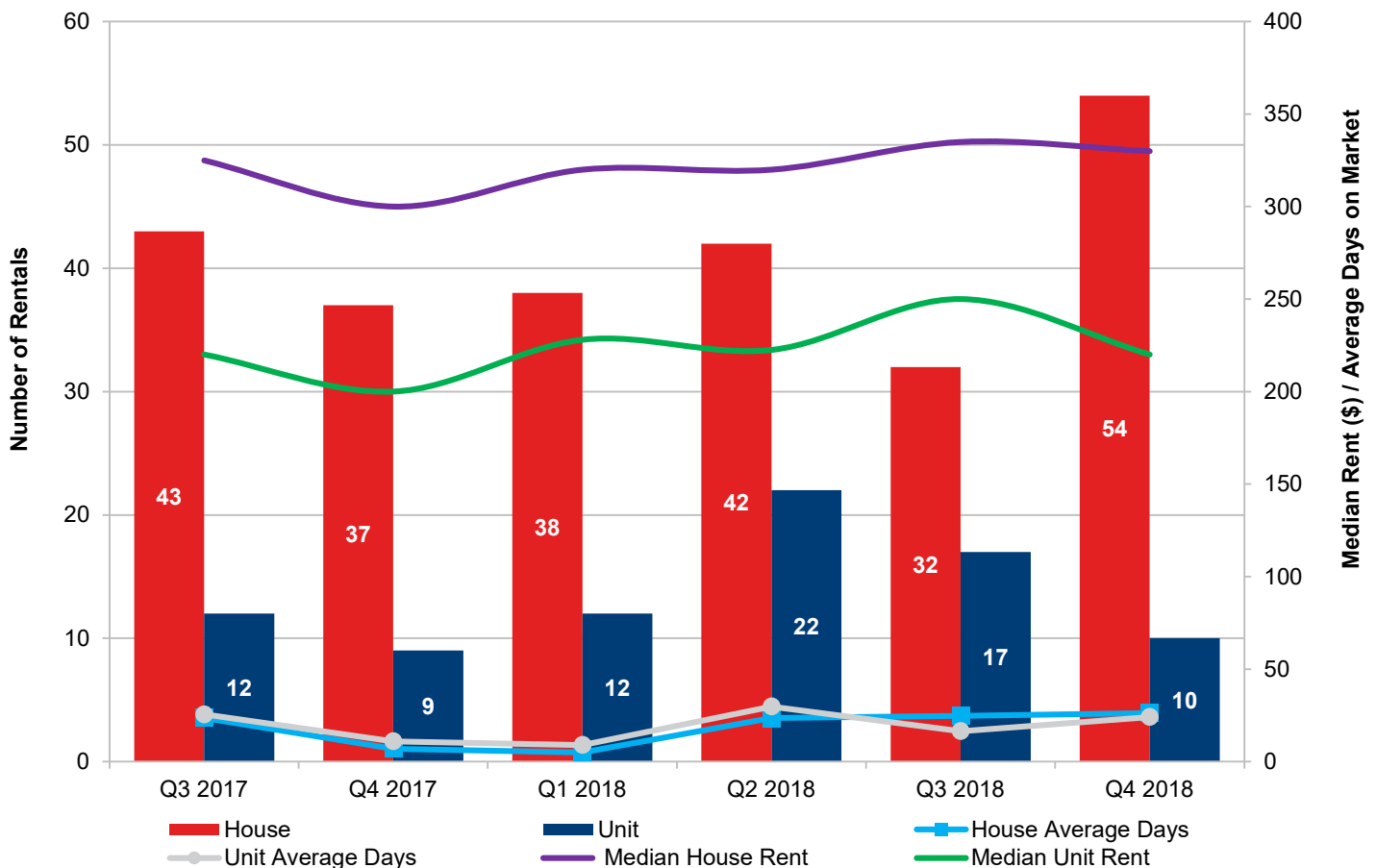
Median Rent Price: \$220 per week
Rental Yield: 5.7%
Average Days on Market: 24
Bedroom Breakdown:
 1 Bed: 18%, 2 Bed: 61%, 3+ Bed: 21%



KEY COMMENTS

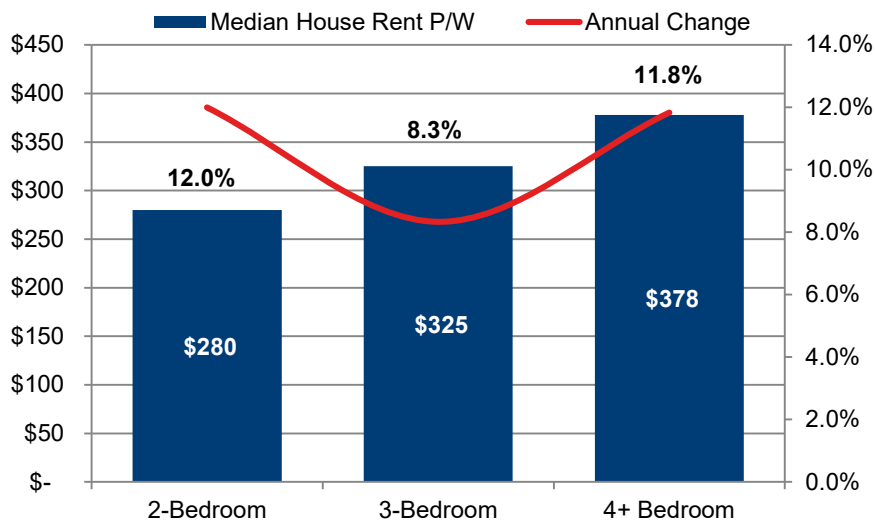
The median house rental price in Casino* was \$330 per week as of Q4 2018. This represents annual (Q4 2017 – Q4 2018) price growth of 10.0%. At the same time, units achieved a median rental price of \$220 per week, also up by 11.1%. Demand in both markets also increased, with house rentals up by 45.9% and unit rentals up by 10.0%. This suggests that the Casino* rental market is in demand and that there are real rental returns to be made. Considering that the median entry price to Casino* is much lower than Sydney Metro areas, savvy investors should be considering Casino* as an affordable alternative for investment.

MEDIAN RENT AND AVERAGE DAYS ON THE MARKET*



*Disclaimer: Casino market data and key indicators encapsulates aggregate property market conditions in the suburb Casino. Source: APM Pricer, realestate.com.au, SQM Research. © Copyright PRDnationwide 2019.

RENTAL PERFORMANCE 2018*



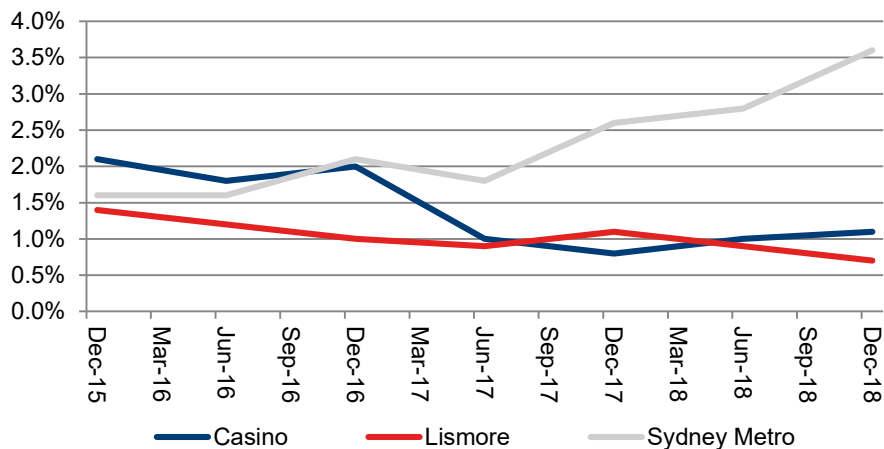
KEY COMMENTS

Rental returns in Casino* remained solid, at 4.7% for houses and 5.7% for units. These exceeded levels seen in multiple competing areas nearby, as well as Sydney Metro (at 2.9% for houses and 3.8% for units).

2-Bedroom houses provided the highest annual rental growth at 12.0%.

Vacancy rates continued to remain in a healthy position, at a low 1.1% in December 2018. By comparison, Sydney Metro has seen vacancy rates inflate to 3.6%. This suggests a healthier rental demand in Casino*, which is suitable for investors looking for an alternative regional purchase.

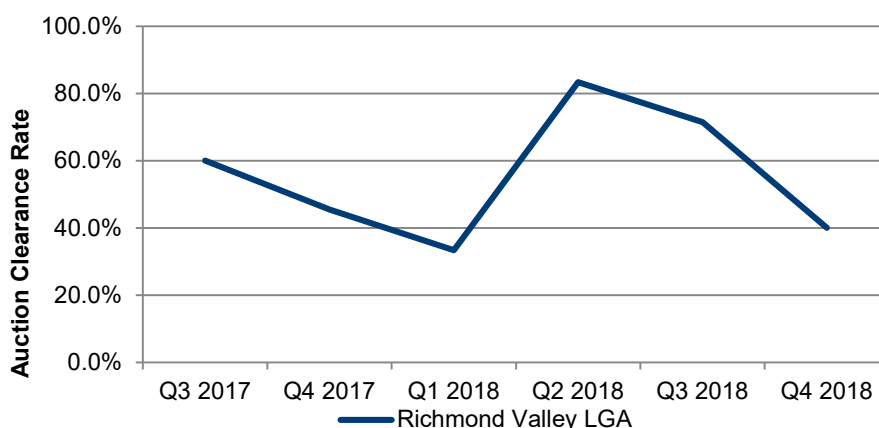
VACANCY RATES 2018



RENTAL YIELD 2018

Suburb/Postcode/LGA	House Rental Yield	Unit Rental Yield
Casino* (2470)	4.7%	5.7%
Kyogle (2474)	3.2%	4.5%
Tenterfield (2372)	4.5%	3.4%
Lismore (2480)	4.3%	5.6%
Sydney Metro	2.9%	3.8%

AUCTION CLEARANCE RATES 2018**



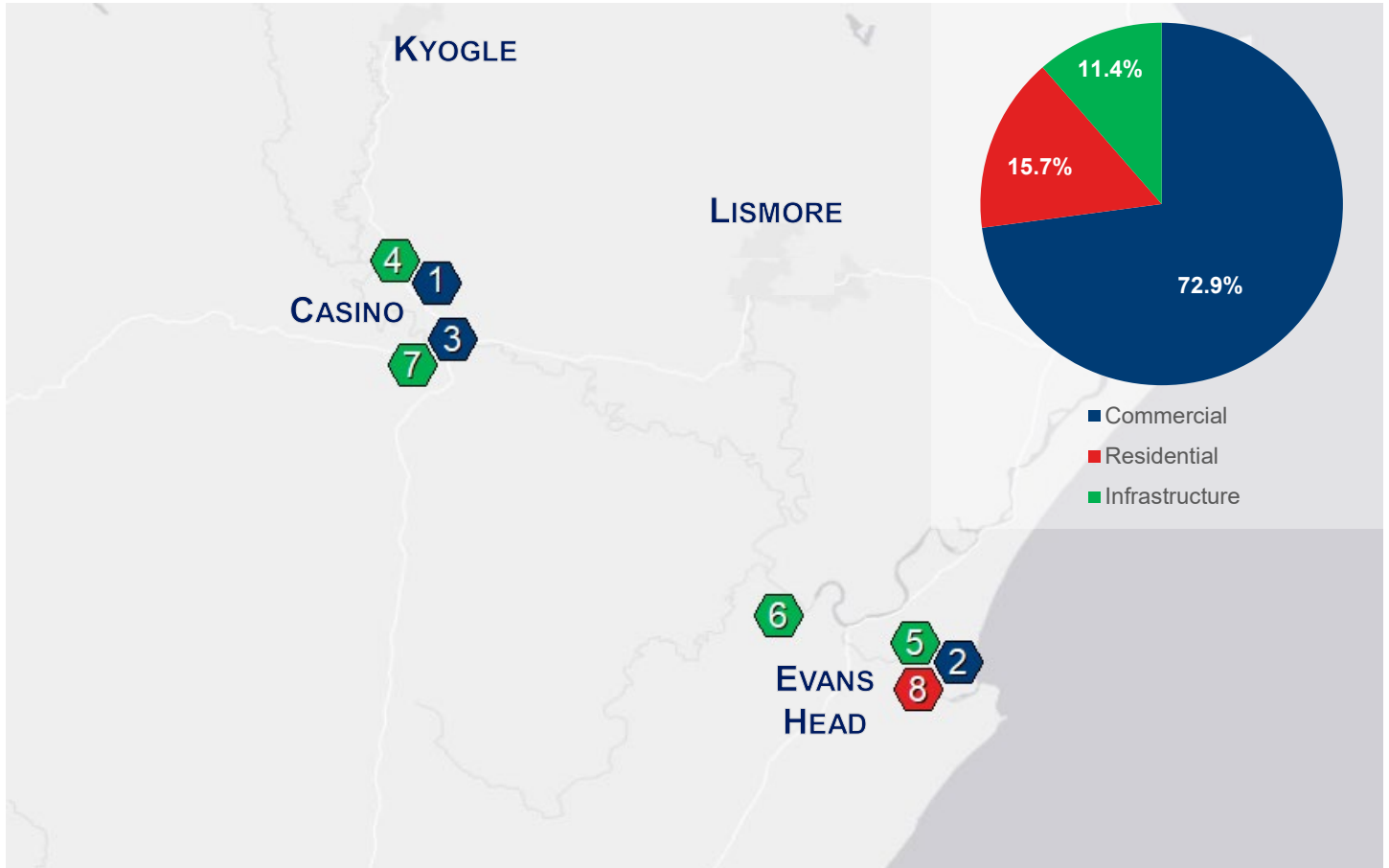
Q4 18 COMPARISON

Suburb/Postcode/LGA	Auction Clearance Rate
Casino**	N/A (no auctions in Q4 2018)
Richmond Valley LGA	40.0%
Sydney Metro^	44.3%

*Rental performance graph represents aggregate house median rent prices in the following suburbs: Xxx, Xxx and Xxx.

**Auction Clearance rates for Xxx are for all residential auctions held in the suburbs Xxx. ^Capital city data obtained by accumulating Domain's weekly auction clearance results. Annual change is a comparison between 2017 and 2018 median rent figures. Source: APM Pricerfinder, Domain, SQM Research. © Copyright PRDnationwide 2019.

PROJECT DEVELOPMENT MAP 2nd HALF 2018 – 1st HALF 2019*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Pacific Intermodal And Industrial Hub	Commercial	\$40,000,000	20/05/2019
2	Memorial Airport Drive Manufactured Housing Estate	Commercial	\$12,744,000	18/02/2019
3	Centre Street Restaurant	Commercial	\$224,000	17/05/2019
4	Northern Rivers Livestock Exchange	Infrastructure	\$6,500,000	01/10/2018
5	Evans Head Holiday Park Riverside Precinct	Infrastructure	\$1,000,000	24/11/2018
6	Woodburn-Coraki Road Roadworks	Infrastructure	\$500,000	02/07/2018
7	Casino Showgrounds	Infrastructure	\$320,000	08/02/2019
8	Iron Gates Subdivision (178 Lots)	Residential	\$11,395,000	21/04/2019

*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 Richmond Valley Local Government 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.
 Source: Cordell Database, ESRI ArcGIS, Department of Planning and Environment NSW. © Copyright PRDnationwide 2019.

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
- Primary qualitative and quantitative research

Mark Formaggin

Principal

M +61 418 623 779

E markformaggin@prd.com.au

Kel Gunther

Director

M +61 418 623 779

E kelgunther@prd.com.au

PRDnationwide Casino

92 Walker Street
Casino NSW 2470
Australia

T +61 2 6662 5555

PRD.com.au/casino

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