



# LISMORE MARKET UPDATE 2nd Half 2019



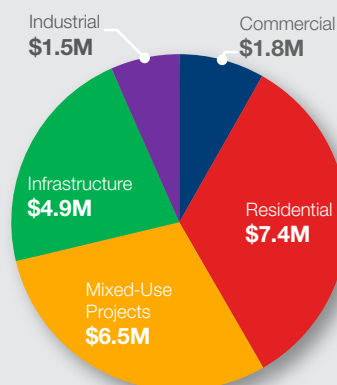
## OVERVIEW

In Q3 2019, Lismore\* recorded a median house price of \$416,000, and a median unit price of \$295,000. This represents annual (Q3 2018 – Q3 2019) median price softening of -3.0% for houses and a growth of 14.6% for units. Between Q3 2018-Q3 2019 total house sales slowed by -20.9%, to 167 sales in Q3 2019, and total unit sales remained stable, at 21 sales in Q3 2019. That said there has been a slight lift in market confidence in the past 6 months.

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

## FUTURE DEVELOPMENTS

Lismore\* is set to see approximately **\$22.0M worth of new projects commencing in the 2<sup>nd</sup> half of 2019.**



A relatively well balanced investment in different project types will stimulate economic growth and create job opportunities. This will have a positive spill-over impact on real estate demand, further uplifting confidence in the market.

A main mixed-use project over the 2<sup>nd</sup> half 2019 period is the Caldwell Avenue & College Street Mixed-use development (\$6.5M), which will add 24 units and group homes. A total of 24 units/apartments and 143 lots are planned. Key residential projects include: Apo St Subdivision (\$1.5M, 23 lots), Richmond Hill Rd Subdivision (\$1.5M, 30 lots), Misty Valley View Residential Subdivision (\$1.5M, 22 lots), and Pineapple Rd Subdivision (\$1.2M, 30 lots). A focus on opening land lots allows first home buyers to access grants and build their dream home.

## MARKET CONDITIONS

### SALES MEDIAN PRICE Q3 2019



### SALES AVERAGE DAYS ON MARKET Q3 2019



### RENTAL MEDIAN PRICE Q3 2019



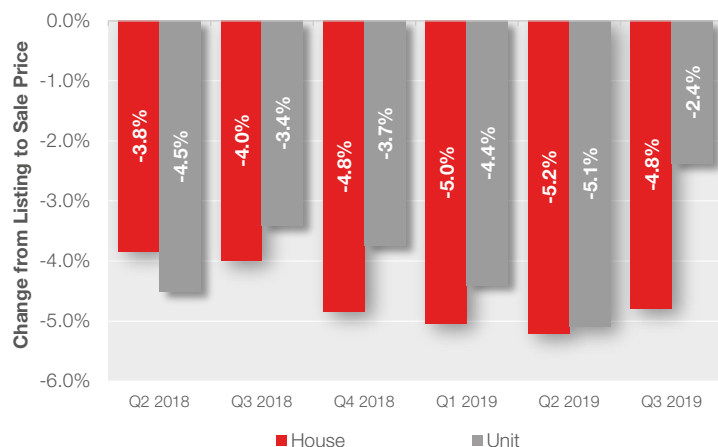
### RENTAL AVERAGE DAYS ON MARKET Q3 2019



\*Lismore market data and key indicators encapsulates aggregate property market conditions in the suburbs of City of Lismore LGA.  
\*\*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 Pricefinder, Cordell Connect database. © Copyright PRDnationwide 2019.

## AVERAGE VENDOR DISCOUNT\*

Average vendor discount reflects the average percentage difference between the first list price and final sold price. A lower percentage difference (closer to 0.0%) suggests that buyers are willing to purchase close to the first asking price of a property.



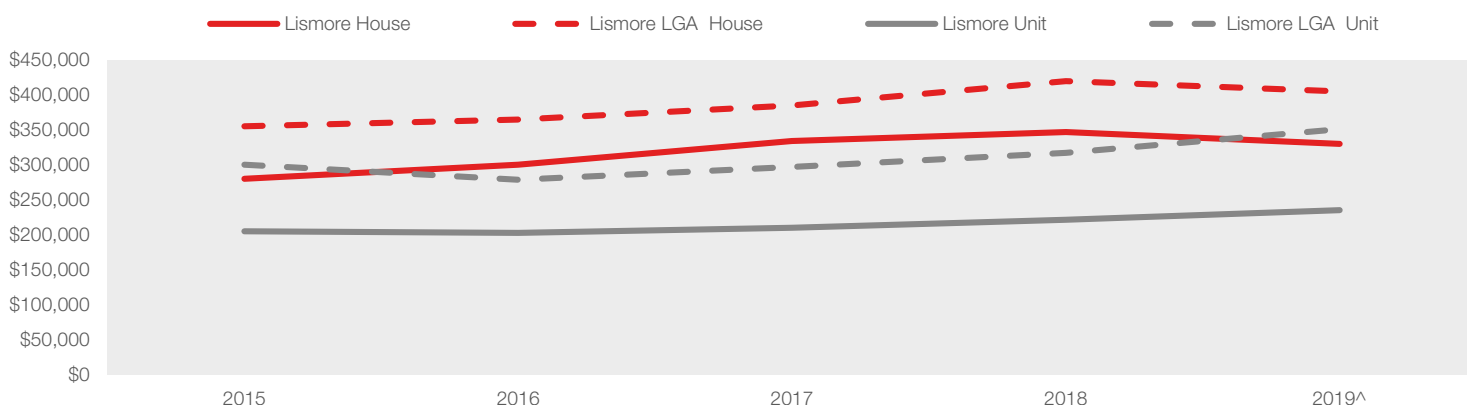
## KEY COMMENTS

Average vendor discount between Q3 2018 and Q3 2019 has widened to -4.8% for houses and tightened to -2.4% for units. Market conditions in Lismore\* have remained in the buyers favour, where sellers are willing to negotiate below their initial listing price. Now is the time to enter the market.

The suburb of Lismore has historically recorded a more affordable market in comparison to the wider Lismore Local Government Area (LGA), in both house and unit median prices. This provides an excellent opportunity for first home buyers and investors to take advantage of affordable housing stock in the suburb of Lismore.

The dominant proportion of houses sold in Lismore\* across 2019^ were priced in the lower price segment of \$350,000 to \$449,999 (34.1%). Units recorded a dominant middle range price point of \$300,000 to \$349,999 (33.3%). There is high preference towards affordable housing stock in Lismore\*, with an emerging mid-range and premium unit market.

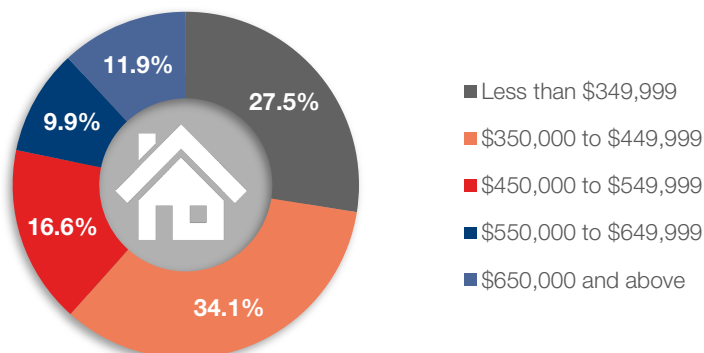
## MARKET COMPARISON



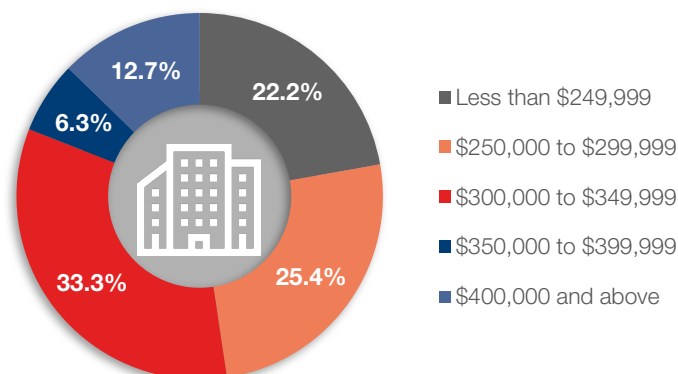
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Lismore.

## PRICE BREAKDOWN 2019^

### HOUSES SOLD



### UNITS SOLD



## RENTAL GROWTH 2019\*

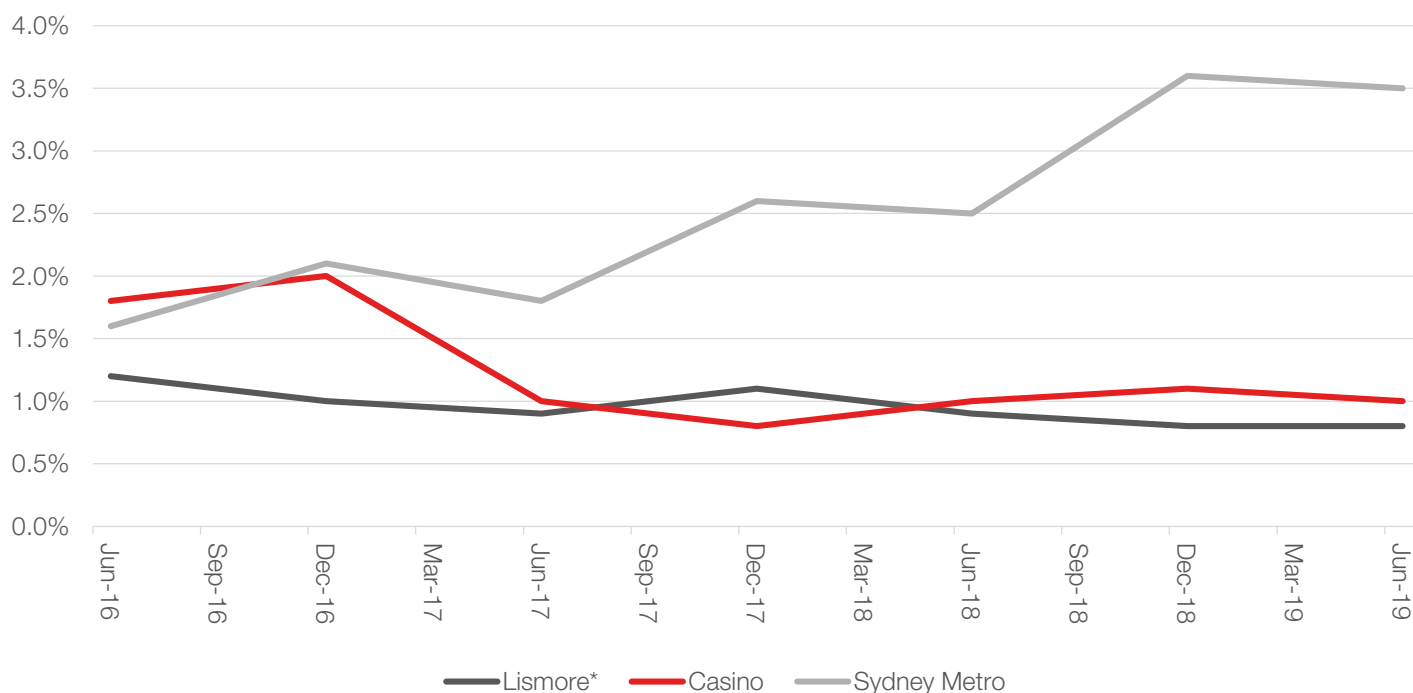
Over the past 12 months, house rental yields in Lismore\* increased significantly to reach 4.3% in June 2019. This suggests the house rental market is in a healthy position, as does the increased demand for rental properties in Lismore\* across the same time period (up by 14.2% in the 12 months to Q3 2019).

3 bedroom houses have provided investors with +3.9% rental growth annually, achieving a median rent of \$395 per week.

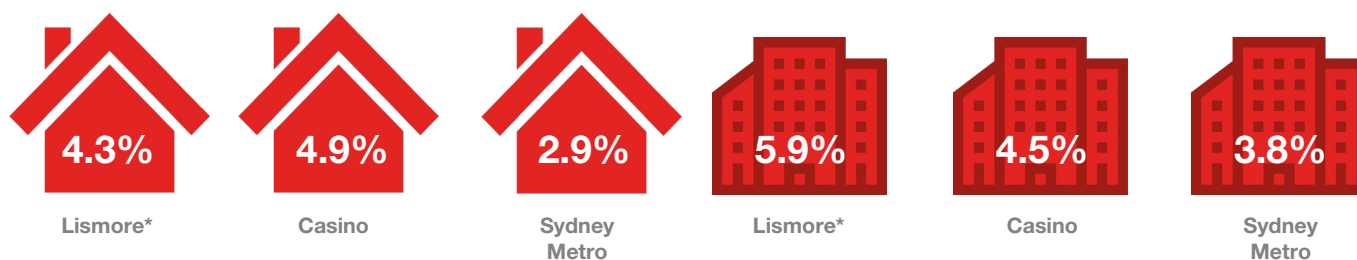
Lismore\* recorded a vacancy rate of 0.8% in June 2019, indicative of a declining trend and sitting below Casino (1.0%) and Sydney Metro (3.5%). There is a healthier rental demand in Lismore\*, benefitting investors with quicker occupancy.



## RENTAL VACANCY RATES 2019



## RENTAL YIELD 2019^

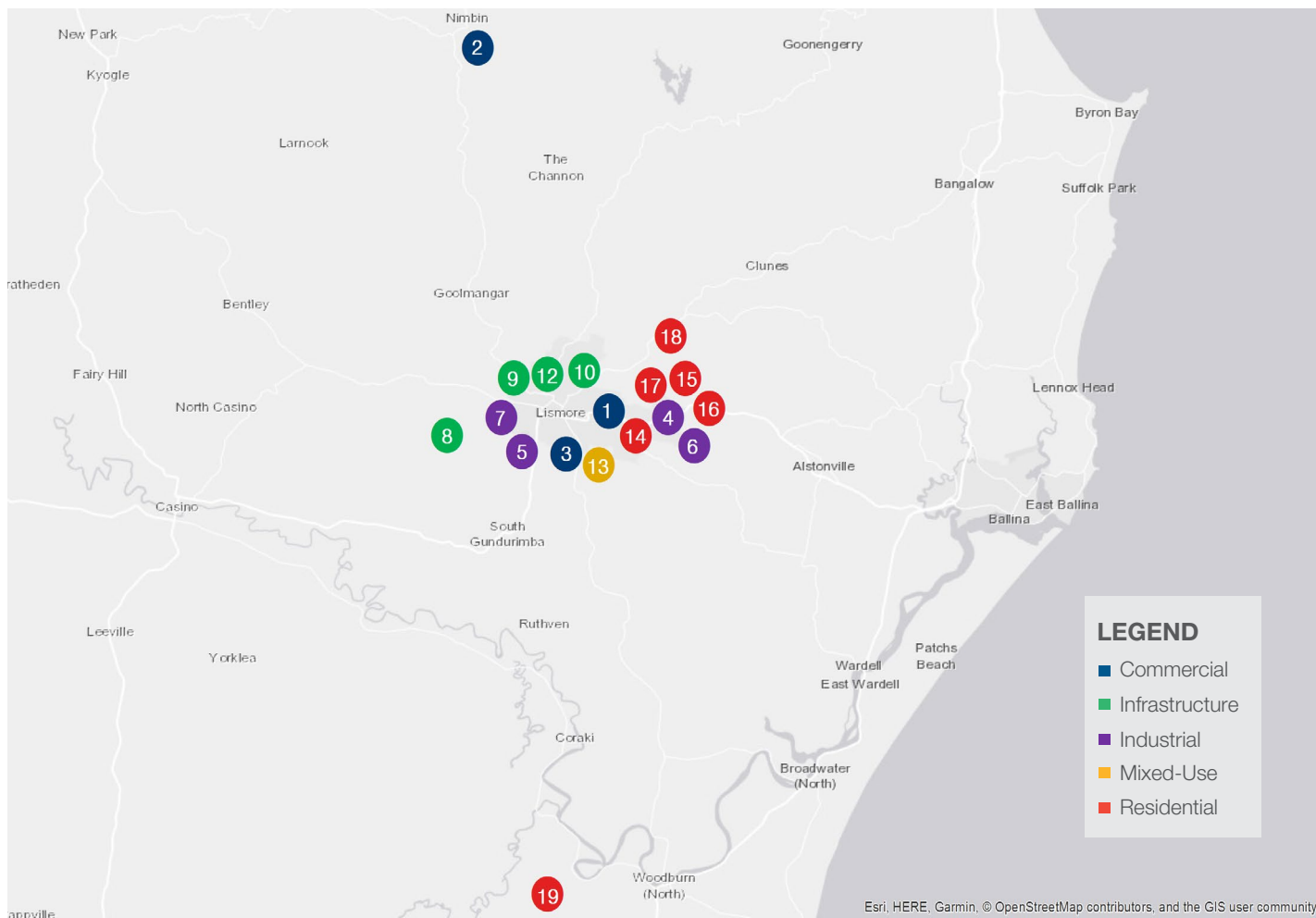


\*Rental performance graph represents aggregate house median rent prices within City of Lismore LGA. Annual rental growth is a comparison between 2018 and 2019 (Q1 – Q3) house median rent figures..

^Rental yields shown are as reported at June 2019.

Source: APM Pricerfinder, SQM Research. © Copyright PRDNationwide 2019.

# PROJECT DEVELOPMENT MAP 2ND HALF 2019\*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Mckenzie Street Boarding Houses	Commercial	\$900,000	16/11/2019
2	Rainbow Cafe	Commercial	\$656,000	30/10/2019
3	Lismore Workers Golf Club	Commercial	\$250,000	28/06/2019
4	Holland Street Storage Sheds	Industrial	\$600,000	14/10/2019
5	Lismore Airport Industrial Subdivision	Industrial	\$550,000	28/10/2019
6	Holland Street Shed	Industrial	\$154,000	07/12/2019
7	Northern Rivers Concreting Factory	Industrial	\$150,000	14/10/2019
8	Perradenya Estate	Infrastructure	\$1,639,000	09/09/2019
9	Caniaba Street Earthworks	Infrastructure	\$1,320,000	11/11/2019
10	Ballina Street Bridge	Infrastructure	\$1,000,000	27/06/2019
11	Camperdown-lismore Road Pavement Rehabilitation	Infrastructure	\$500,000	05/12/2019
12	Lismore Pipeline	Infrastructure	\$400,000	29/11/2019
13	Caldwell Avenue & College Street Mixed Use Development- (24 Units)	Mixed Use	\$6,506,000	24/09/2019
14	Apo St Subdivision- (23 Lots)	Residential	\$1,550,000	23/12/2019
15	Richmond Hill Rd Subdivision- (30 Lots)	Residential	\$1,500,000	25/07/2019
16	Misty Valley View Residential Subdivision- (22 Lots)	Residential	\$1,500,000	13/11/2019
17	Pineapple Rd Subdivision- (30 Lots)	Residential	\$1,200,000	21/12/2019
18	Bexhill Village Expansion (23 Lots)	Residential	\$1,150,000	25/06/2019
19	Reardons Lne Rural/Residential Subdivision- (15 Lots)	Residential	\$450,000	19/08/2019

## 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

## OUR KNOWLEDGE

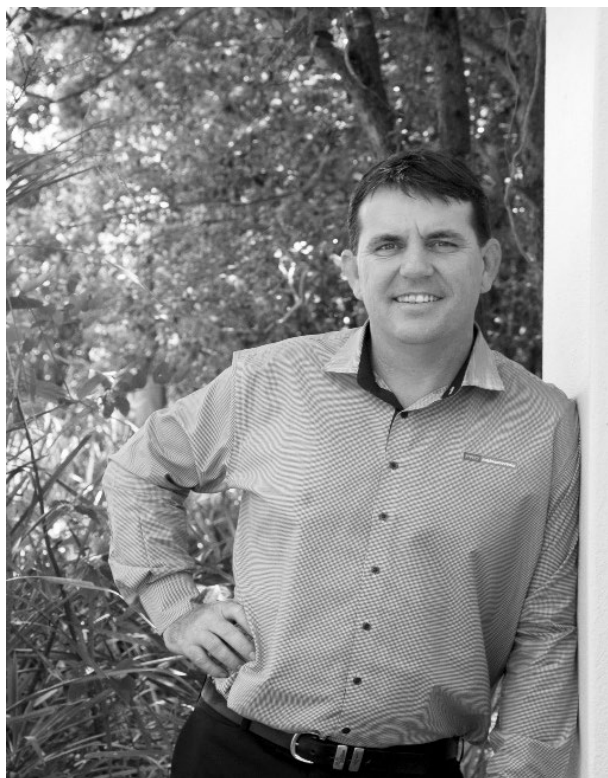
Access to accurate and objective research is the foundation of all good property decisions.

## OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis.

## OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customised products.



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