



# Casino Market Update 1st Half 2020



## OVERVIEW

In Q4 2019 Casino\* recorded a median house price of \$275,000 and a median unit price of \$239,000. This represents annual (Q4 2018 – Q4 2019) median price softening of -7.3% for houses and -22.9% for units. Over the same period, demand slightly increased for houses by 6.0% (to 53 sales), however units declined in sales by -28.6% (to 5 sales). Property prices in Casino\* are currently more affordable, indicating that now is an ideal time for first home buyers 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		↑	↑

## MARKET CONDITIONS

### SALES MEDIAN PRICE Q4 2019



### SALES AVERAGE DAYS ON MARKET Q4 2019



### RENTAL MEDIAN PRICE Q4 2019

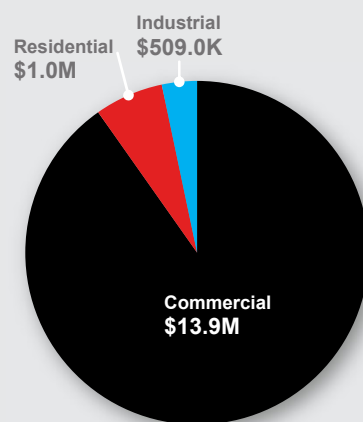


### RENTAL AVERAGE DAYS ON MARKET Q4 2019



## FUTURE DEVELOPMENTS

The Casino\* area is set to see approximately **\$15.4M worth of new projects commencing in the 1st Half of 2020.**



A large focus on commercial projects is a key strategy for Casino\*, as this will stimulate local economic activity and employment. This is expected to have a positive spill-over impact on the real estate market and will potentially encourage demand and an increase in prices.

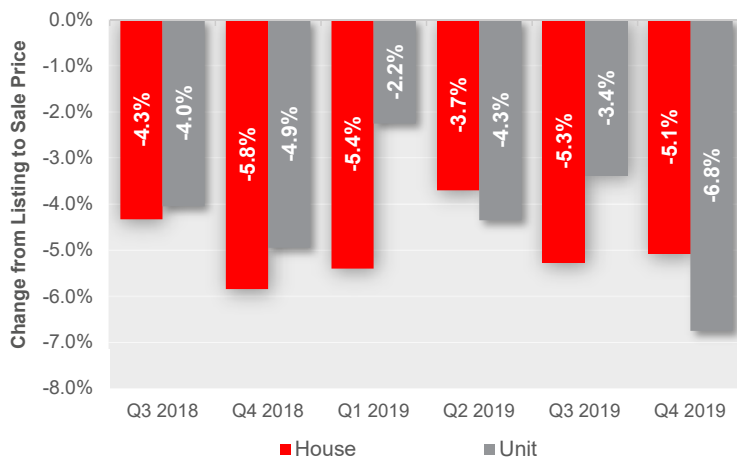
A main Commercial project for the 1st half of 2020 is the Memorial Airport Drive Manufactured Houses (\$12.7M). This project will construct communal facilities and clubhouse building, bowling green, and an outdoor swimming pool. Manufactured homes will attract a different demographic into the area, which potentially increases demand for other property types with other families visiting. 10 lots will be added to the residential market, providing buyers the opportunity to build their home.



\*Casino market data and key indicators encapsulates aggregate property market conditions within the suburb of 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 Pricefinder, Cordell Connect database. © Copyright PRD 2020.

## AVERAGE VENDOR DISCOUNT\* KEY COMMENTS

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.

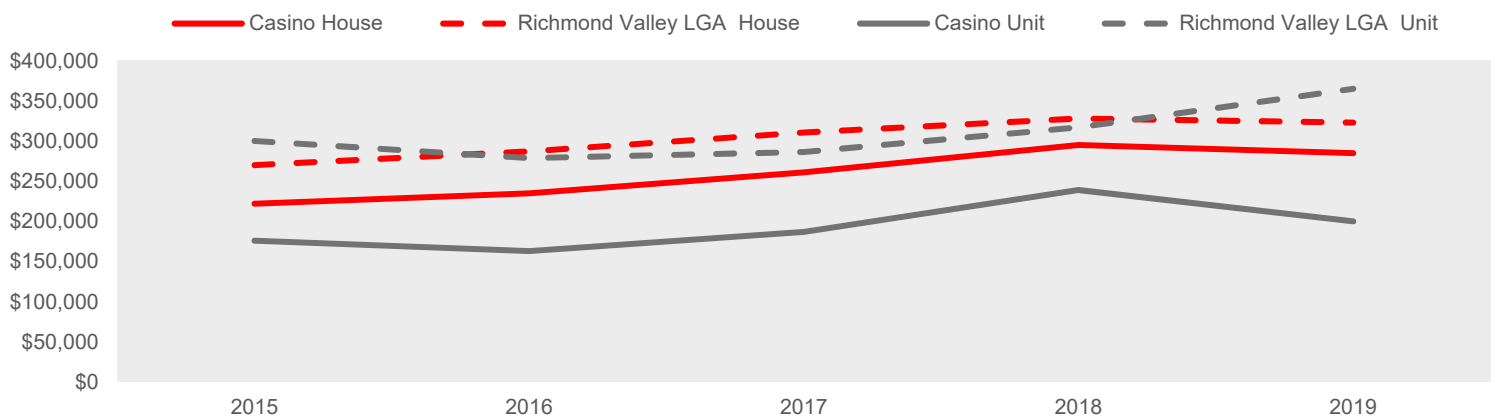


Average vendor discounting between Q4 2018 and Q4 2019 has tightened for houses to -5.1% and widened for units to -6.8%. The current housing market conditions in Casino\* have now shifted to favour vendors, where buyers are willing to negotiate closer to the initial listing price. Unit buyers can capitalise on larger discounts.

Over the past 5 years to 2019, the suburb of Casino\* continued to provide a more affordable option compared to the Richmond Valley LGA area.

The dominant proportion of houses sold in Casino\* across the 2<sup>nd</sup> half of 2019 were priced in the mid-lower price bracket of \$250K- \$299K (33.2%). The unit market saw high activity in the lower priced segment of less than \$199K (42.9%). There is a high volume of affordable properties in Casino, and first home buyers are encouraged to take this opportunity to enter the market.

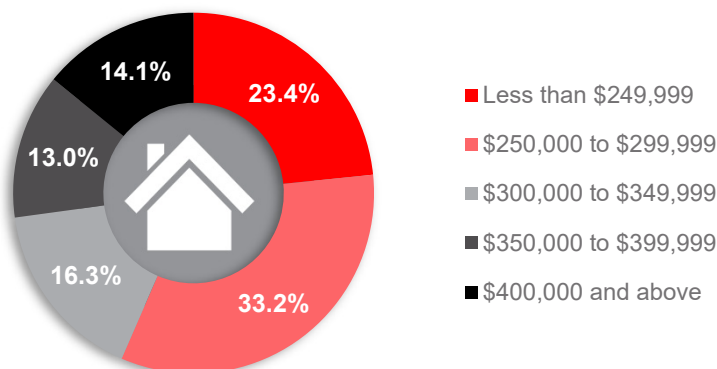
## MARKET COMPARISON



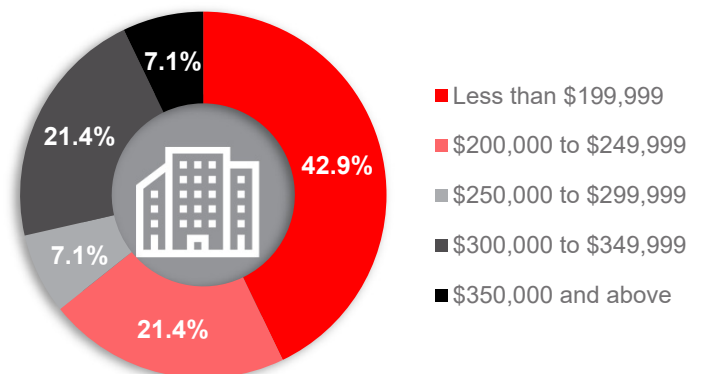
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled are chosen based on their proximity to the main suburb analysed, which is Casino.

## PRICE BREAKDOWN 2019^

### HOUSES SOLD



### UNITS SOLD

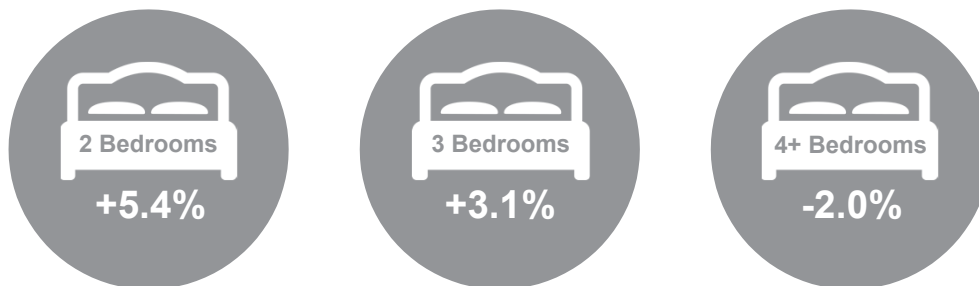


## RENTAL GROWTH 2019\*

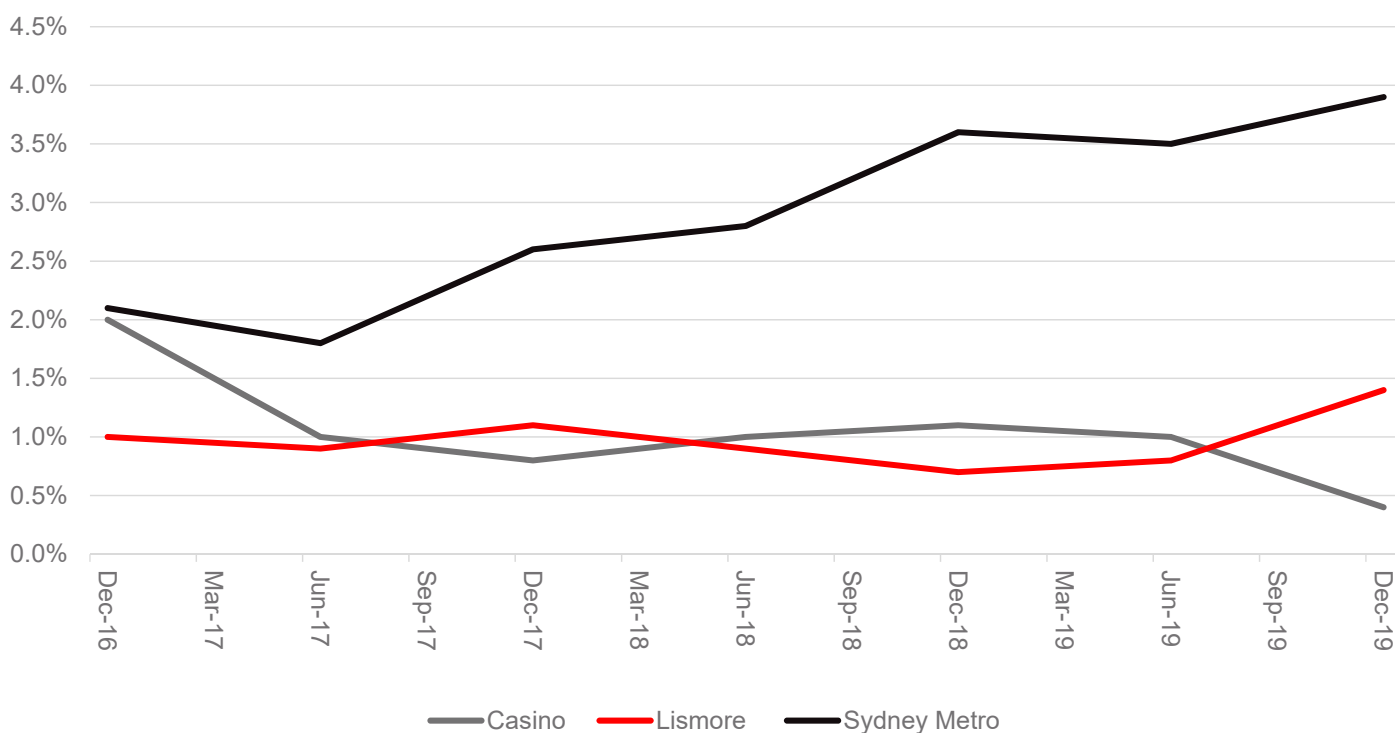
House rental yields in Casino\* were recorded at 4.6% in December 2019, well above Lismore (3.9%) and Sydney Metro (2.7%). Over the 12 months to Q4 2019 house rental median price were stable at \$330 per week, and unit rental median price grew by 9.1% to \$240 per week respectively. This suggests that the rental market is in a healthy position.

2-bedroom houses have provided investors with +5.4% rental growth annually, resulting in a median rent of \$293 per week.

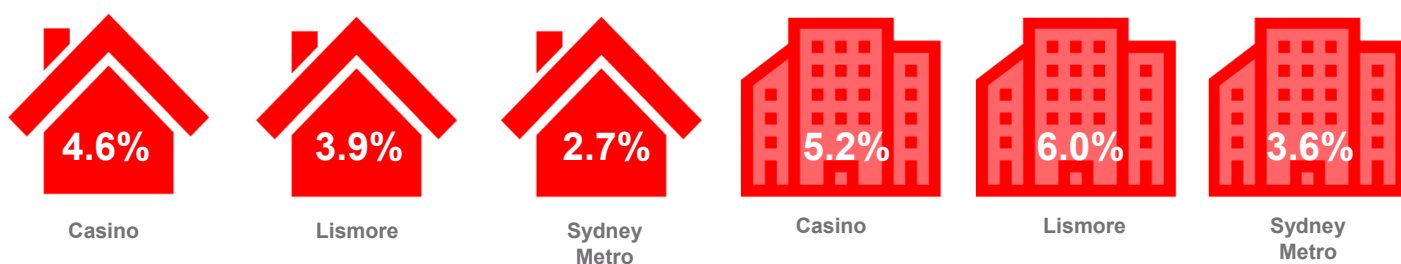
Casino\* recorded a low vacancy rate of 0.4% in December 2019, a lower rate than Lismore (1.4%) and Sydney Metro (3.9%). This further indicates that there is a healthy demand for properties in Casino\* and should build investor confidence. With lower median property prices, higher rental yield, and lower vacancy rates; Casino\* is an ideal place for investment.



## RENTAL VACANCY RATES 2019



## RENTAL YIELD 2019^

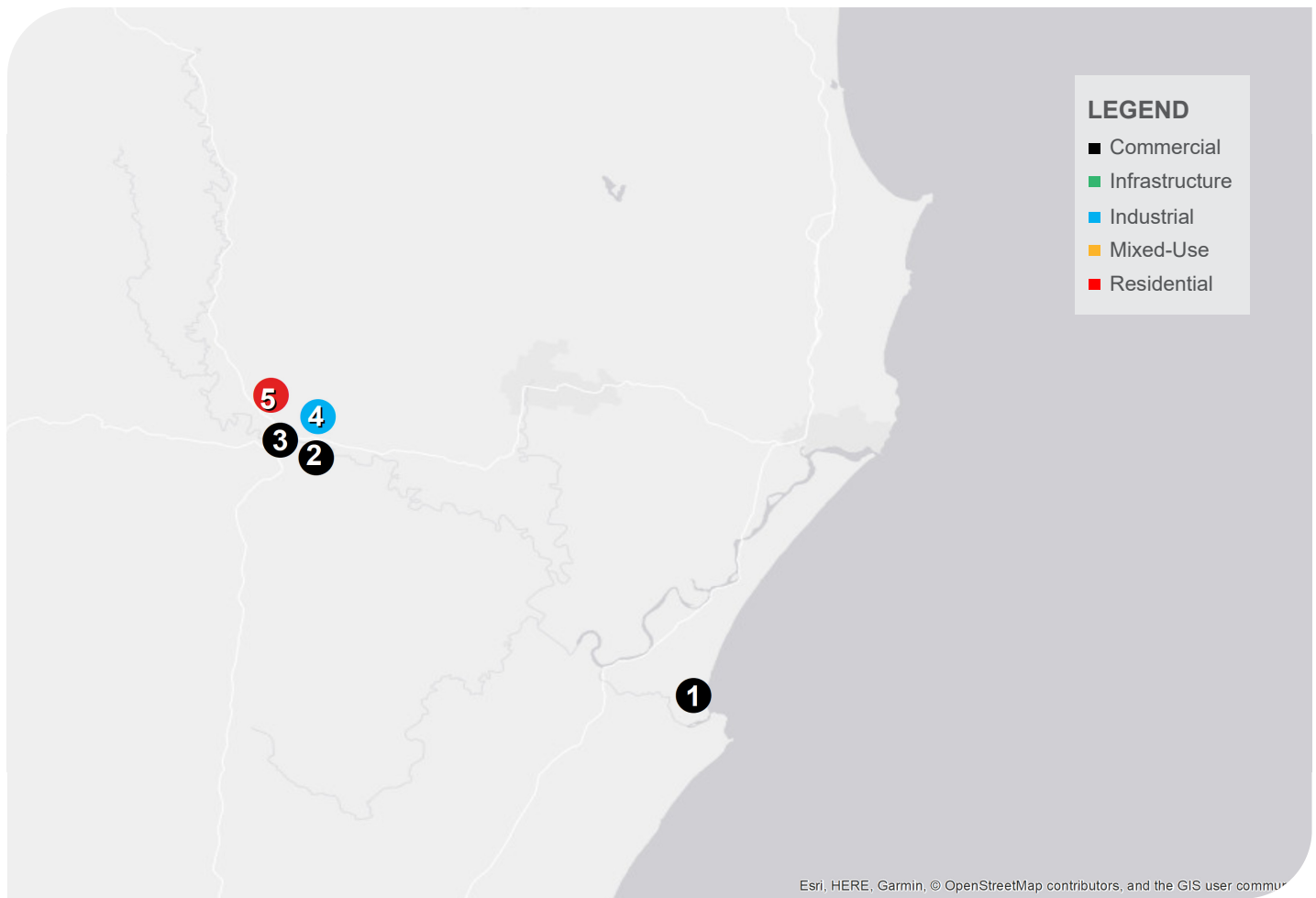


\*Rental performance graph represents aggregate house median rent prices within the suburbs of Casino. Annual rental growth is a comparison between 2<sup>nd</sup> half 2018 and 2<sup>nd</sup> half 2019 house median rent figures.

^Rental yields shown are as reported at December 2019.

Source: APM Pricefinder, SQM Research. © Copyright PRD 2020.

# PROJECT DEVELOPMENT MAP 1ST HALF 2020\*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Memorial Airport Drive Manufactured Housing Estate	Commercial	\$12,744,000	16/05/2020
2	Irving Drive Truck Depot	Commercial	\$820,000	25/03/2020
3	Canterbury Street Medical Centre	Commercial	\$371,000	10/05/2020
4	Casino Drive Self Storage Sheds	Industrial	\$509,000	22/04/2020
5	Canning Drive Residential Subdivision- (10 Lots)	Residential	\$1,000,000	02/03/2020

## 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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