



Coffs Harbour Market Update 1st Half 2020



OVERVIEW

In Q1 2020, Coffs Harbour* recorded a median house price of \$555,000, and a median unit price of \$368,000. This represents annual (Q1 2019 – Q1 2020) median price growth of 0.9% for houses and of 13.2% for units. Total sales for houses slowed between Q1 2019 – Q1 2020, down by -6.7% for houses to 222 sales, while unit sales increased by 35.2% to 96 sales. Growth in median prices despite varying demand for available dwelling stock suggests buyers need to act now to secure property in Coffs Harbour.

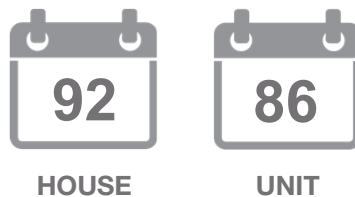
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↓
	House Median Price	↑	↑
	House Rental Price	↑	↑
	Unit Sales	↑	↓
	Unit Median Price	↑	↑
	Unit Rental Price	↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q1 2020



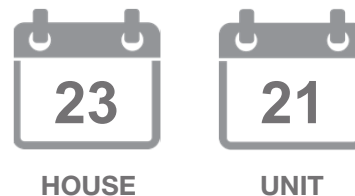
SALES AVERAGE DAYS ON MARKET Q1 2020



RENTAL MEDIAN PRICE Q1 2020

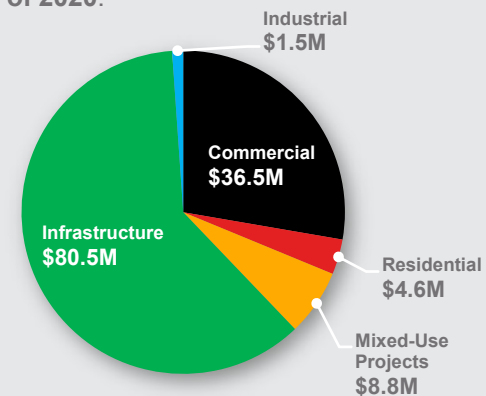


RENTAL AVERAGE DAYS ON MARKET Q1 2020



FUTURE DEVELOPMENTS

The Coffs Harbour* area is set to see approximately **\$131.9M** worth of new projects commencing in the 1st half of 2020.



A focus on infrastructure projects in Coffs Harbour* will provide residents with required services and amenities. This is set to have a positive spill-over impact on the local market.

A major infrastructure project for the 1st half of 2020 is the \$76.5M Coffs Harbour Civic and Cultural Space (\$76.5M), which is a new 6-storey building featuring a regional gallery, museum, meeting rooms, café and function space. Beach Street Senior Living Units (\$20.0M) is a key commercial project which will create 66 seniors living units.

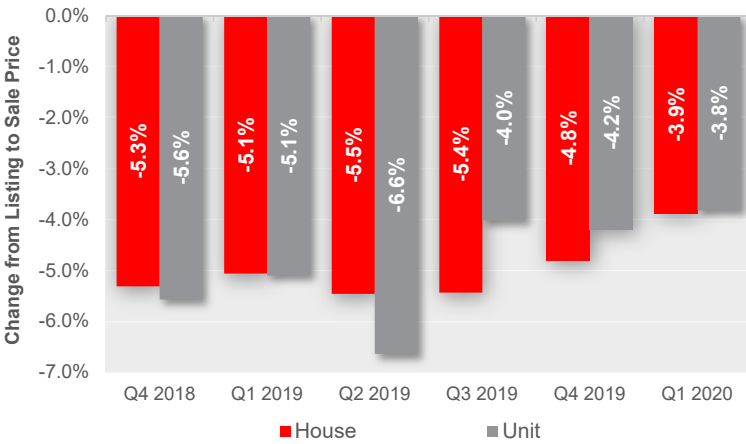


Unkn
own
Dwellings

*Coffs Harbour market data and key indicators encapsulates aggregate property market conditions within the Coffs Harbour Local Government Area.
**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, 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.

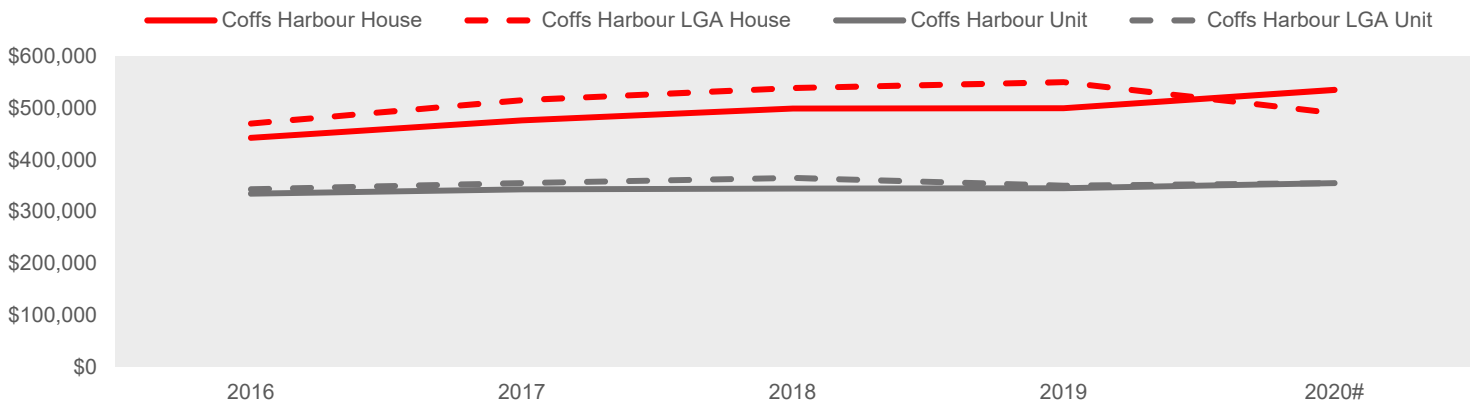


Average vendor discounts between Q1 2019 and Q1 2020 have tightened for both property types, to -3.9% for houses and -3.8% for units. Market conditions in Coffs Harbour* now slightly favour sellers, but they are still willing to negotiate below their initial listing price. Now is good opportunity for both sellers and buyers.

The suburb of Coffs Harbour has historically remained below the wider Coffs Harbour LGA in median house price. 2020# has seen a reversal in this trend, making Coffs Harbour a premium market for houses and on par for units. Now is the time to invest in Coffs Harbour.

The dominant proportion of homes sold in Coffs Harbour* across 2019^ were priced below \$450,000 (25.2%). Similarly, units recorded a dominant price point of less than \$300,000 (28.0%). This suggests Coffs Harbour* remains a highly affordable market, so buyers are encouraged to act while this is still the case.

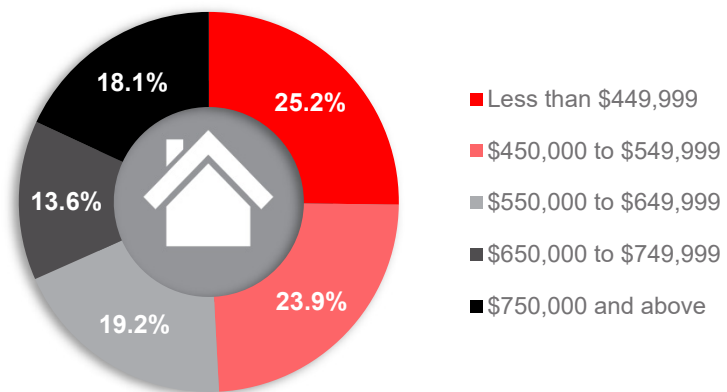
MARKET COMPARISON



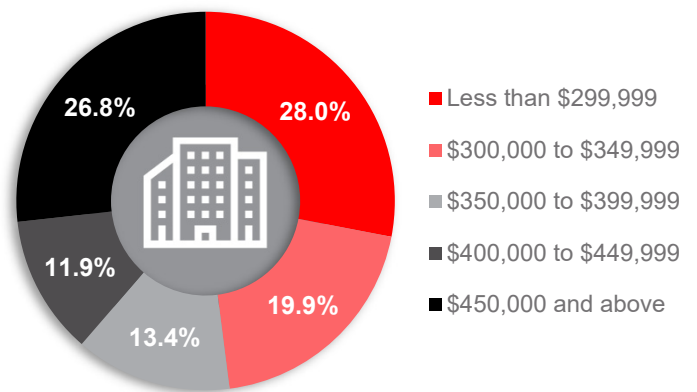
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Coffs Harbour.

PRICE BREAKDOWN 2019^

HOUSES SOLD



UNITS SOLD

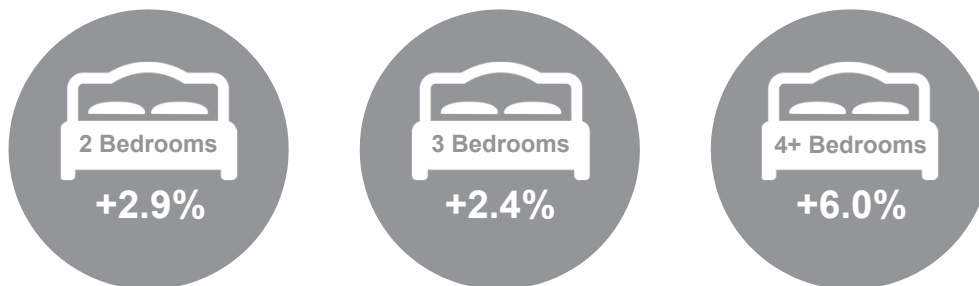


RENTAL GROWTH 2019*

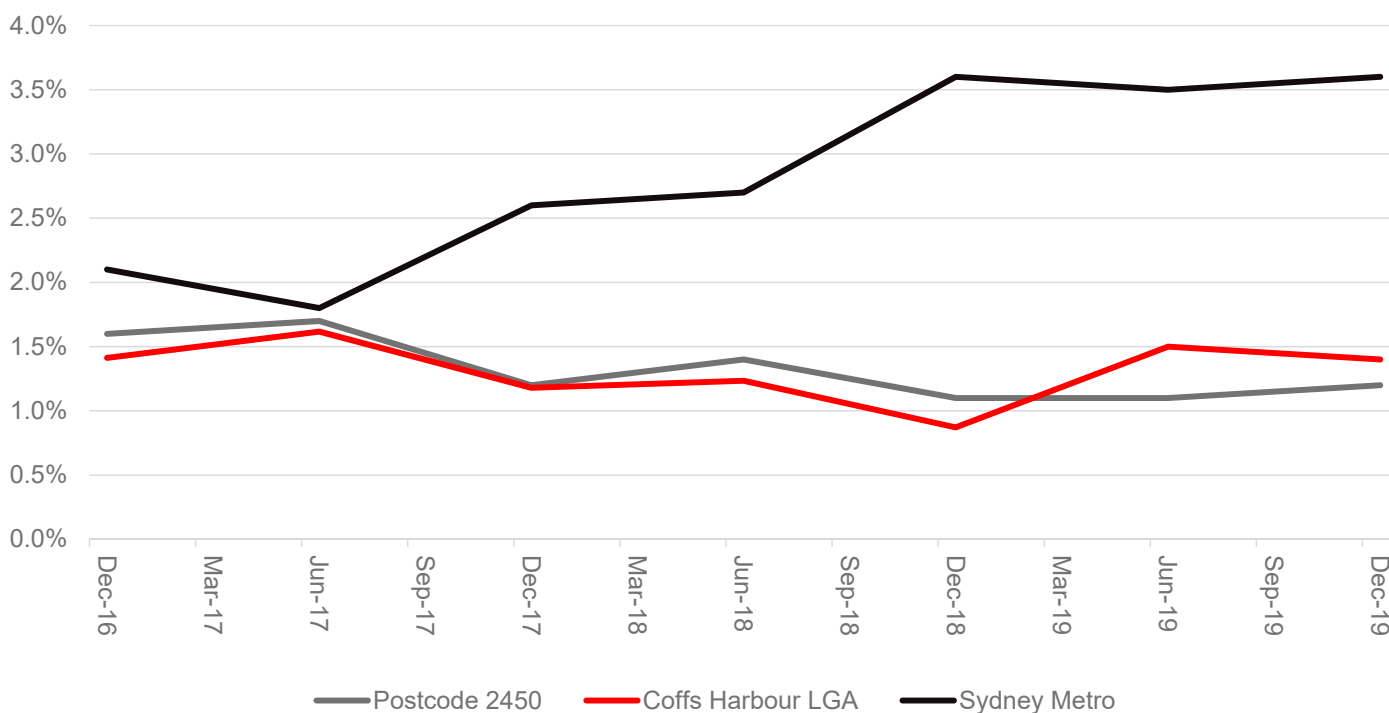
Over the past 12 months, house rental yields in Postcode 2450 continued to sit at 3.4% in December 2019. This suggests the house rental market is in a healthy position, as does the increased demand for rental properties in the area across the previous six months (up by 24.0% in the 6 months to Q1 2020).

4+ bedroom houses provided investors with +6.0% rental growth annually, achieving a median rent of \$530 per week.

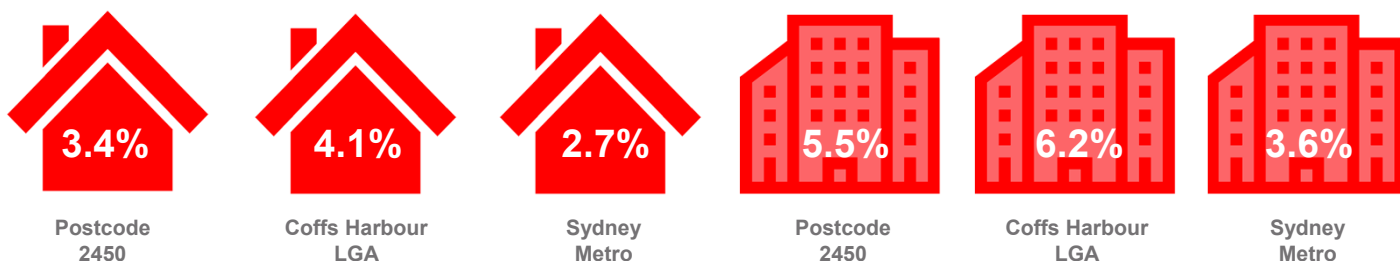
Postcode 2450 recorded a vacancy rate of 1.2% in December 2019, which represents a steady trend since December 2018. This is also well below the Real Estate Institute of Australia healthy 3.0% benchmark and below Sydney Metro's 3.6% average. This confirms there is a healthier rental demand in postcode 2450. And with Coffs Harbour recording a lower entry price to Sydney Metro, it creates an affordable conducive environment for investment.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^

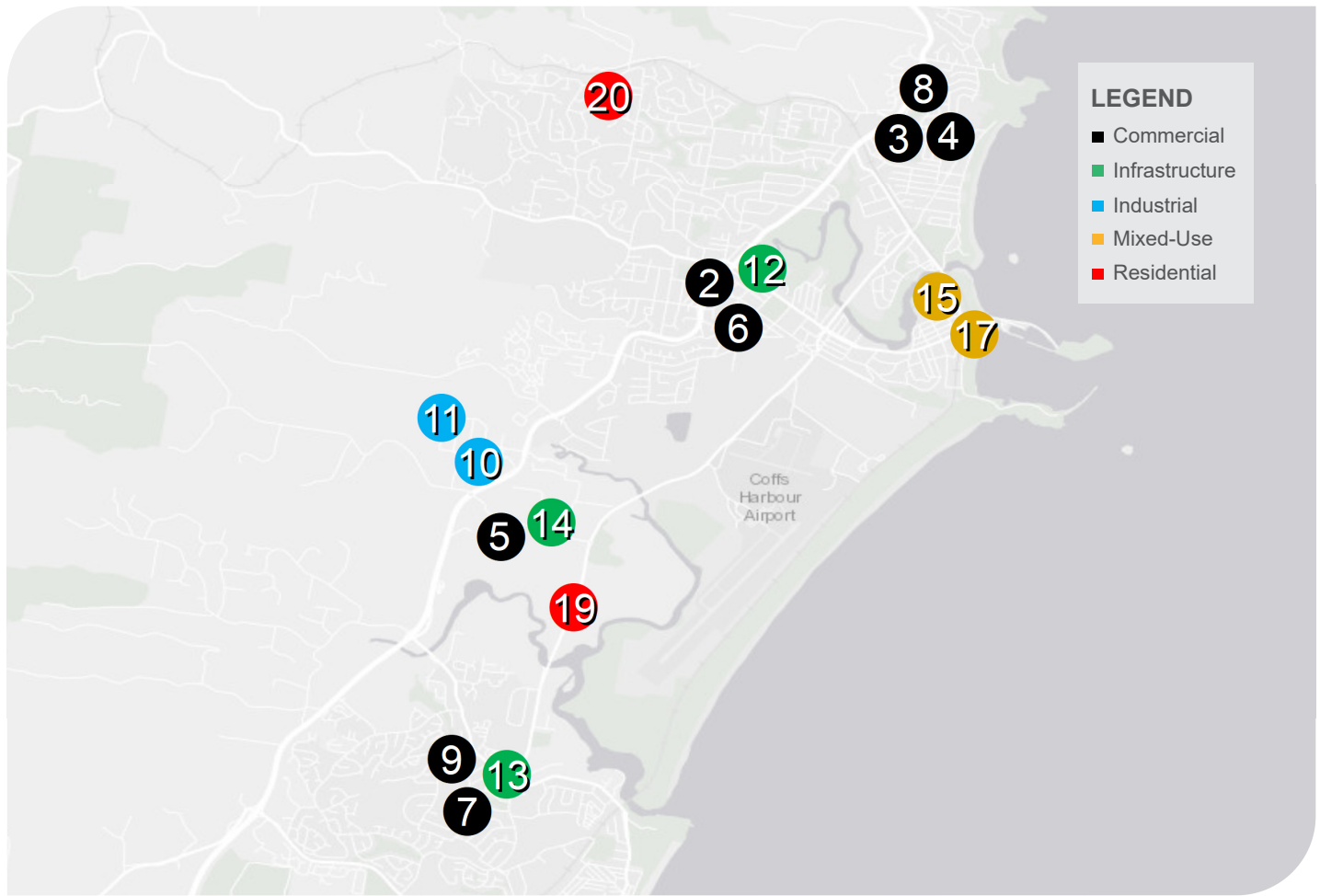


*Rental performance graph represents aggregate house median rent prices within the Coffs Harbour Local Government Area. Annual rental growth is a comparison between 2018 and 2019 house median rent figures.

^Rental yields shown are as reported at December 2019.

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

PROJECT DEVELOPMENT MAP 1ST HALF 2020*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Beach Street Seniors Living Units	Commercial	\$20,000,000	22/04/2020
2	Albany Street Office Building	Commercial	\$5,328,000	30/06/2020
3	Woolworths Park Beach Plaza	Commercial	\$3,500,000	26/05/2020
4	Aldi Coffs Harbour	Commercial	\$1,750,000	06/06/2020
5	Stadium Business Centre	Commercial	\$1,594,000	19/01/2020
6	Sawtell Surf Lifesaving Club	Commercial	\$1,500,000	09/02/2020
7	Aldi Toormina	Commercial	\$1,000,000	06/06/2020
8	Aldi Coffs Harbour	Commercial	\$1,000,000	06/06/2020
9	Pacific Vetcare Sawtell	Commercial	\$874,000	04/03/2020
10	Forge Drive Industrial Bays	Industrial	\$850,000	03/02/2020
11	Coffs Harbour Essential Energy Fleet	Industrial	\$600,000	06/02/2020
12	Coffs Harbour Cultural & Civic Space - All Welcome	Infrastructure	\$76,519,000	25/05/2020
13	Sawtell Ambulance Station	Infrastructure	\$2,500,000	13/04/2020
14	Coffs Coast Regional Sports Hub	Infrastructure	\$1,500,000	06/04/2020
15	Orlando Street Mixed Use Development (15 Units)	Mixed-use	\$4,400,000	14/03/2020
16	Wheatley Development (9 Townhouses, 1 Apartment)	Mixed-use	\$2,500,000	01/06/2020
17	Mildura & Orlando Streets Shop Top Housing (10 Apartments)	Mixed-use	\$1,850,000	18/03/2020
18	Solitary Way Multiple Dwellings (Unknown Quantity)	Residential	\$2,500,000	07/01/2020
19	Hogbin Drive Townhouses (9 Townhouses)	Residential	\$1,300,000	27/03/2020
20	Vera Drive Townhouses (5 Townhouses)	Residential	\$840,000	09/04/2020

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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