



Kyogle Market Update

2nd Half 2020



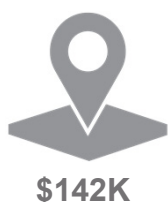
OVERVIEW

Kyogle* recorded a median house price of \$335,000 and a median land price of \$142,000 in Q2 2020. This represents annual (Q2 2019 – Q2 2020) stable growth for houses, however land softened by -33.6%. Between Q2 2019 - Q2 2020 demand increased significantly, by 84.2% for houses (to 35 sales), and by 140.0% for land (to 12 sales). Stable house prices and an increase in demand for both property types amidst COVID-19 conditions indicate a resilient market. This instils confidence for current property owners and those looking to purchase in Kyogle*. Now is the time to transact.

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

MARKET CONDITIONS

SALES MEDIAN PRICE Q2 2020



SALES AVERAGE DAYS ON MARKET Q2 2020



RENTAL MEDIAN PRICE Q2 2020

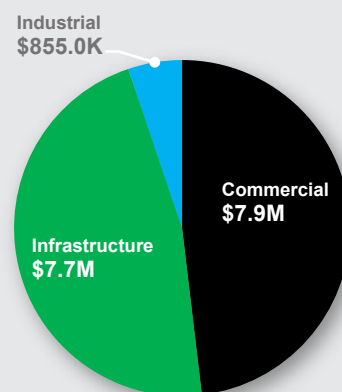


RENTAL AVERAGE DAYS ON MARKET Q2 2020



FUTURE DEVELOPMENTS

The Kyogle* area is set to see approximately **\$16.5M***** worth of new projects commence between 2016 and 2020.

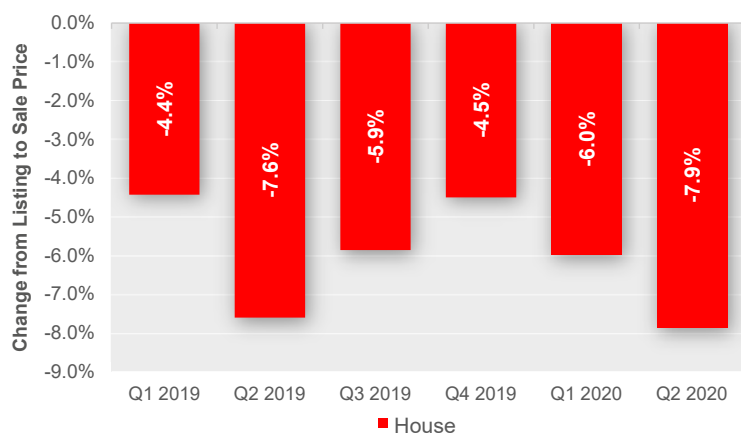


A large focus in both commercial and infrastructure expenditure will stimulate the local economy of Kyogle*, as well as an increase productivity. The construction of infrastructure and commercial projects will create new jobs as well as improve liveability aspects of the area, which can result in population growth in the near future. This strategy will have positive spill-over impact on the real estate market in Kyogle*.

A key commercial project under construction is The Whiddon Group Kyogle (\$7.9M). This project is set to deliver an aged care facility that will create local jobs and attract a diverse demographics into the area. This will potentially increase demand for other property types, which will have a positive effect on the market. There are a number of local government infrastructure projects which will improve many facilities, such as roadworks, bridge improvement, fire station upgrade, and others. These will improve the liveability aspects for residents.

MARKET CONDITIONS

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.

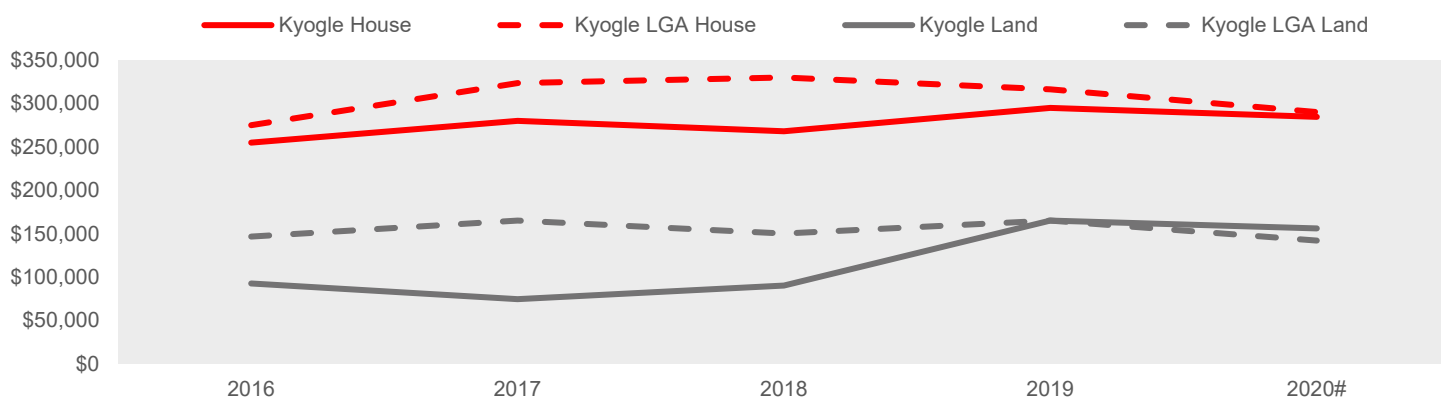


Over the 12 months to Q2 2020, average vendor discounting has widened in Kyogle*, to -7.9% for houses. This indicates that buyers are still benefiting from great discounts and negotiating below first list asking prices.

Over the past 5 years to 2020#, The suburb of Kyogle* has continued to record a more affordable market in comparison to the wider Kyogle Government Area (LGA), in both house and land median prices. There has been recent growth in the Kyogle* market that surpasses the wider LGA, which suggest there are excellent opportunity for first home buyers and investors.

The dominant proportion of houses sold in Kyogle* across 2020^ were in the mid-lower price bracket of \$250K to \$349K (38.2%). Land also saw high buyer activity within the lower price segment of \$110K to \$199K (57.1%). This indicates that there are ample opportunities for buyers with a variety of budgets.

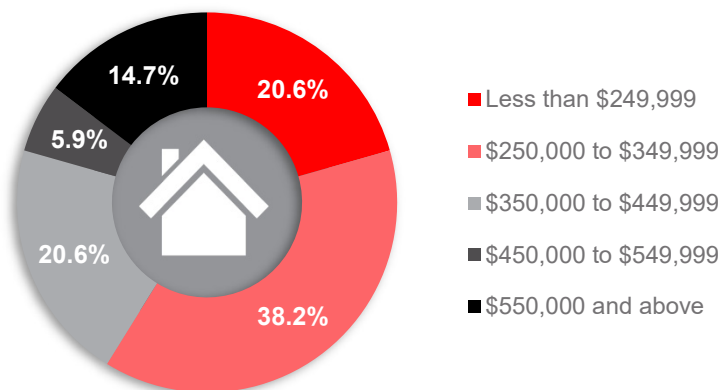
MARKET COMPARISON



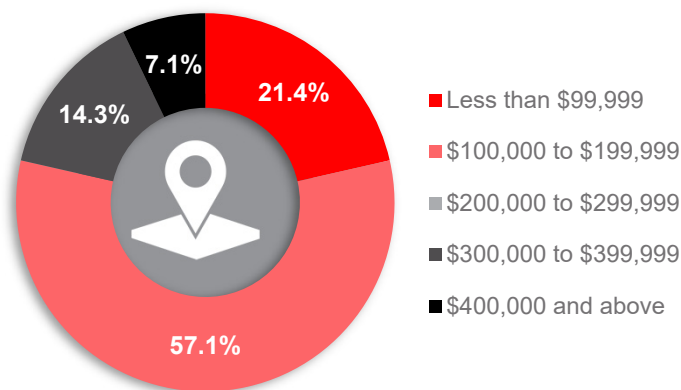
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled is chosen based on their proximity to the main suburb analysed, which is Kyogle.

PRICE BREAKDOWN 2020^

HOUSES SOLD



LAND SOLD

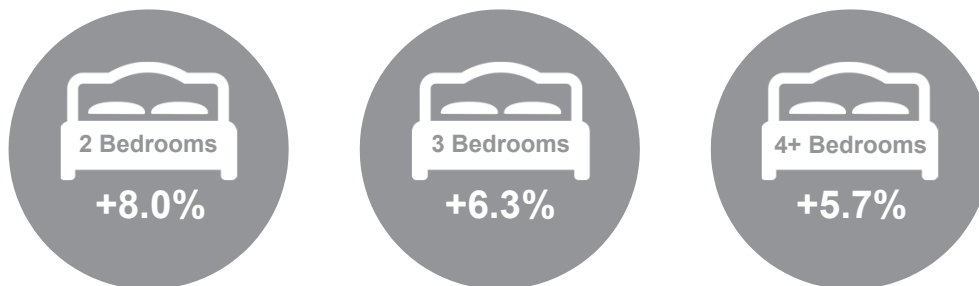


RENTAL GROWTH 2020€

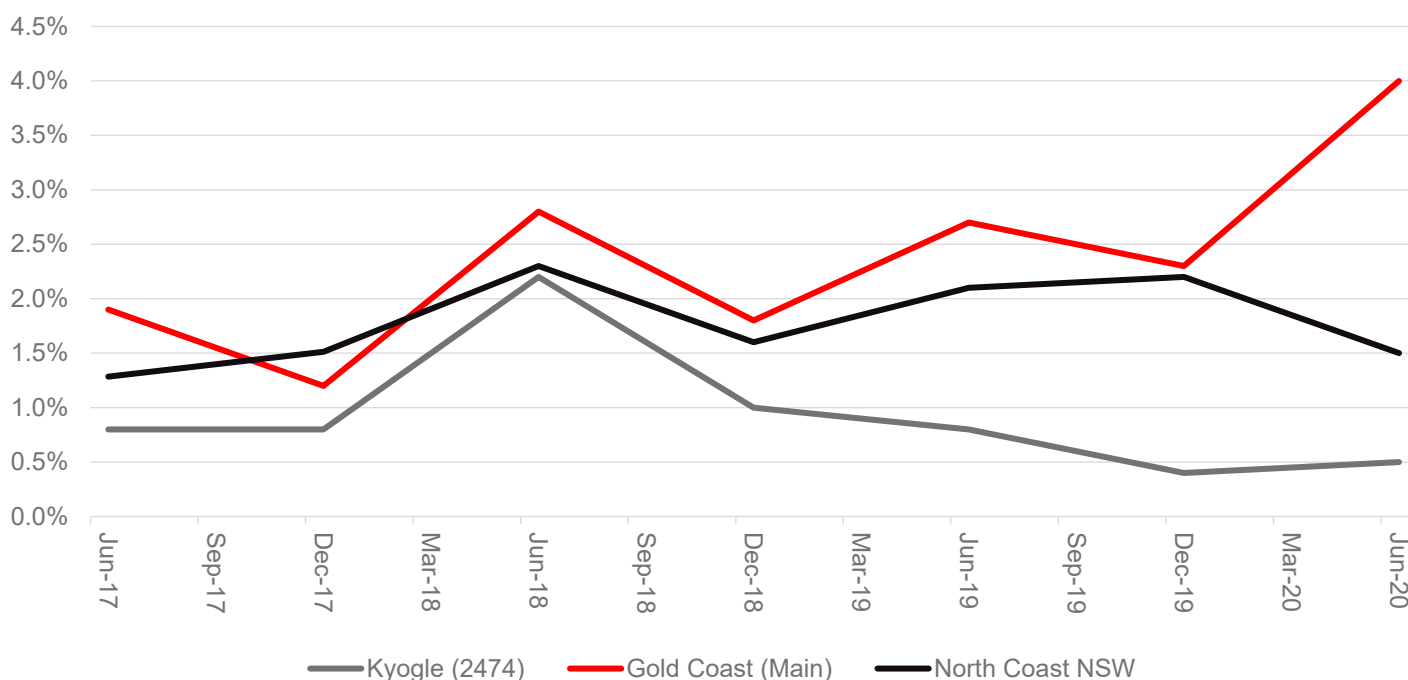
In the 12 months to June 2020, house rental yields in Kyogle* slightly softened to 2.9%. However during this time there was high unit rental demand, up by +133.3%, and a lower unit average days on the market to 20 days. Overall this represents a confident unit rental demand throughout COVID-19.

2 bedroom houses have provided investors with +8.0% rental growth annually, with a median rent of \$410 per week.

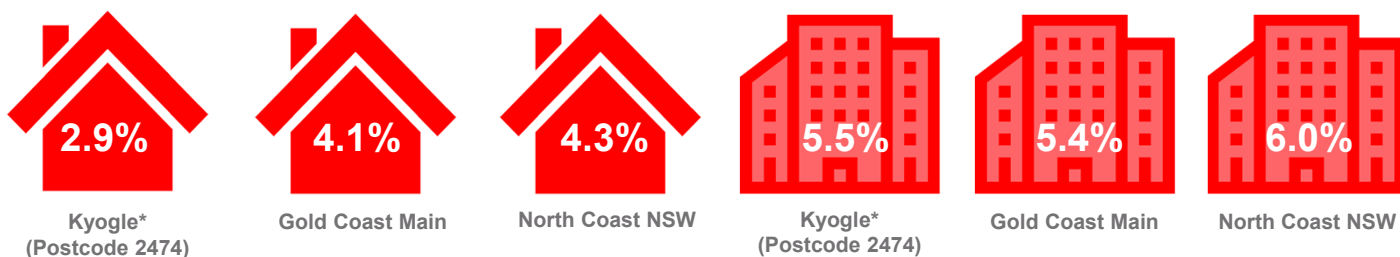
Over the June 2020 Quarter, Kyogle* recorded a low vacancy rate of 0.5%, outperforming Gold Coast Main (4.0%) and North Coast NSW (1.5%). Vacancy rates in Kyogle* have continued to be on a declining trend since June and December 2019, even amidst COVID-19 conditions. This confirms there is a healthy rental demand and investors can be confident of conducive investment environment in Kyogle*.



RENTAL VACANCY RATES 2020



RENTAL YIELD 2020\$



KEY COMMENTS

Over the past 12 months to 2020[^] there has been a high demand for large dwellings, up by 58.3%. During this time large dwelling median price experienced a high price growth of 33.8%. This provides assurance for large dwelling owners, in terms of long continued capital growth. On the other hand, Kyogle** rural land median price growth softened by -11.2% over the past 12 months to 2020[^], but demand picked up by 60.0%.

In 2020[^] the dominant proportion of rural land sales in Kyogle* was within the middle price segment of \$300K to \$349K, accounting for 33.3% of sales. However, there was a high buyer activity within the highest price segment of \$550K and above for large dwellings, accounting for 46.7% of sales. This suggests there is a great opportunity for buyers looking for rural land, as there are still ample affordable products in the area.

CHANGE FROM LAST

12 Months

- × Kyogle* Median Dwelling Sales ↑
- × Kyogle* Median Dwelling Median Price ↑
- × Kyogle* Rural Land Sales ↑
- × Kyogle* Rural Land Median Price ↓



\$535K

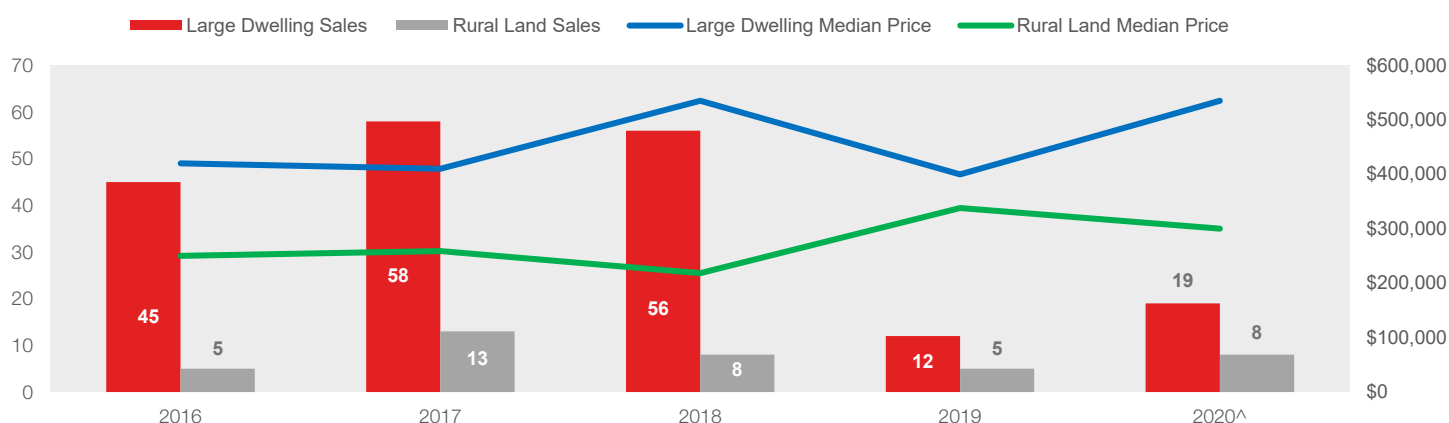
2020[^] MEDIAN DWELLING[^] PRICE



\$300K

2020[^] MEDIAN RURAL LAND[^] PRICE

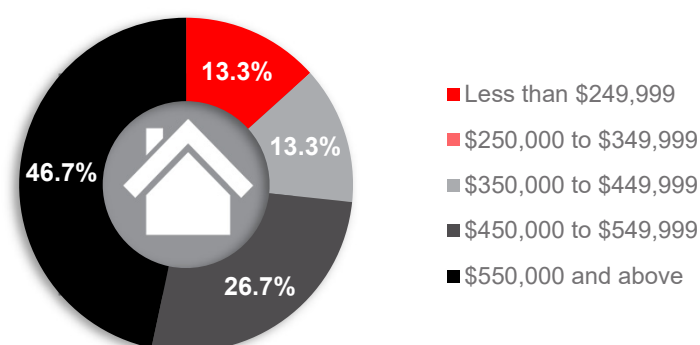
MARKET COMPARISON



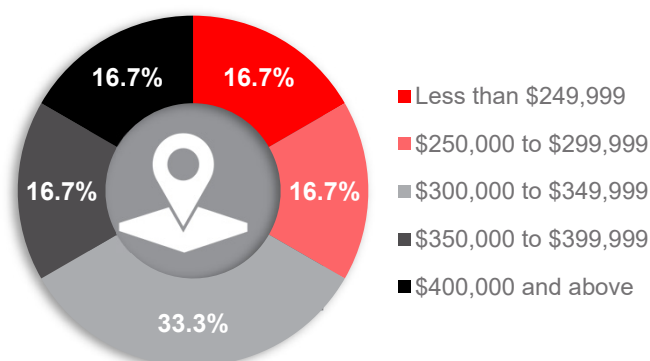
The market comparison graph provides a comparative trend for large dwelling and rural land median prices (over 2 hectares) over the past 5 years in Kyogle*.

PRICE BREAKDOWN 2020[^]

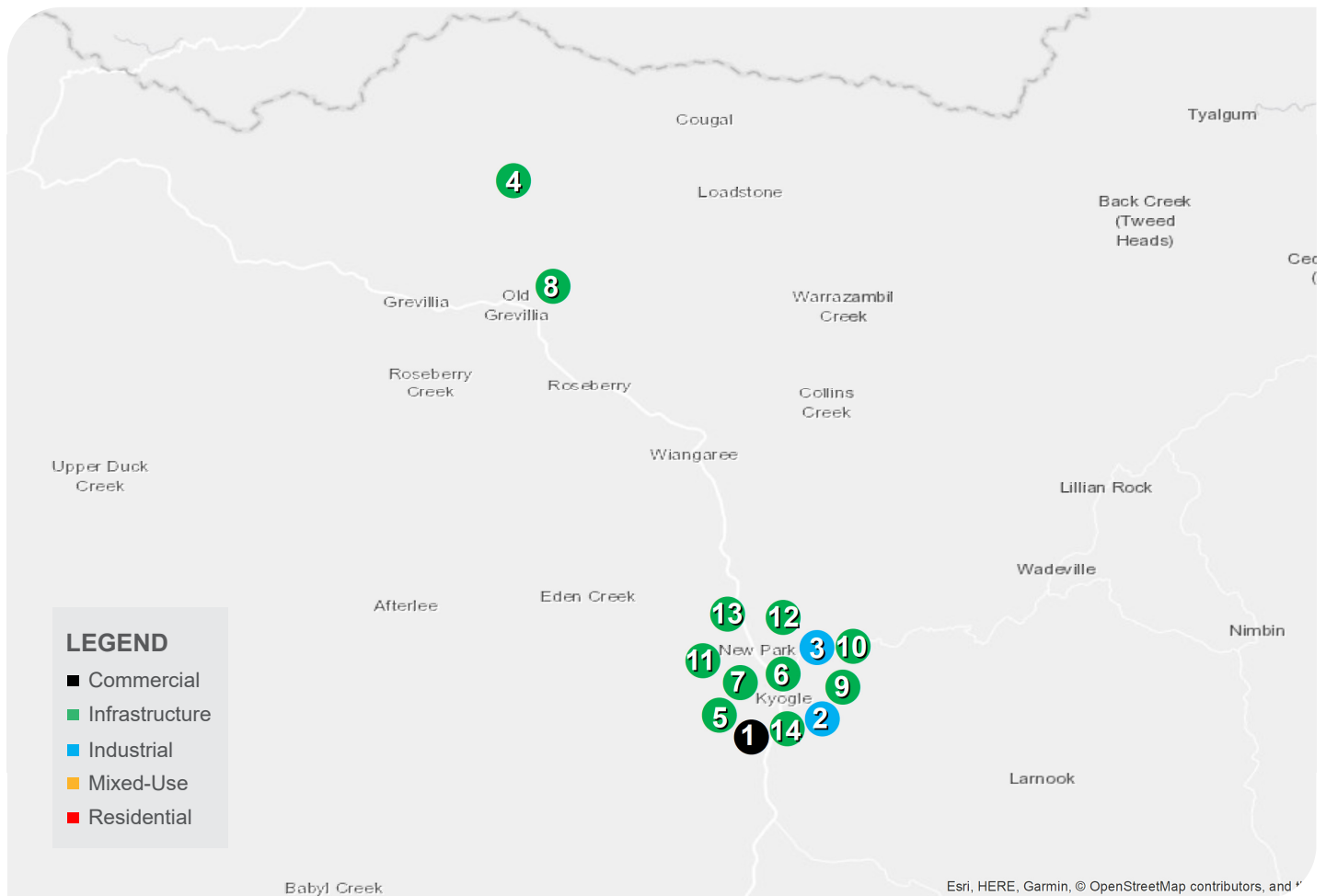
×KYOGLE LARGE DWELLINGS SOLD 2020[^]



×KYOGLE RURAL LAND SOLD 2020[^]



PROJECT DEVELOPMENT MAP 2016-2020[☆]



Location	Project [£]	Type	Estimated Value [¤]	Commence Date [¥]
1	The Whiddon Group Kyogle	Commercial	\$7,942,000	15/01/2019
2	Kyogle Agricultural Produce Industries	Industrial	\$625,000	10/09/2019
3	Fawcetts Plain Road Sheds	Industrial	\$230,000	16/12/2020
4	Kyogle Council Bridges	Infrastructure	\$1,500,000	01/12/2017
5	Kyogle Rural Fire Service Station	Infrastructure	\$1,000,000	30/11/2017
6	Robothams Bridge	Infrastructure	\$1,000,000	19/02/2018
7	Sheepstation Creek Campground Reserve	Infrastructure	\$1,000,000	10/04/2020
8	Burt Rayner Bridge	Infrastructure	\$894,000	01/10/2019
9	Little Back Creek Agricultural Produce	Infrastructure	\$720,000	05/03/2020
10	Kyogle Council Concrete Works	Infrastructure	\$500,000	15/11/2016
11	Kyogle Council Civil Works	Infrastructure	\$300,000	11/08/2017
12	Kyogle Council Civil Works	Infrastructure	\$300,000	13/09/2019
13	Kyogle Council Pile Installation	Infrastructure	\$300,000	06/07/2020
14	Kyogle SES Building	Infrastructure	\$200,000	23/01/2017

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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REFERENCES

* Kyogle market data and key indicators encapsulates aggregate property conditions within the postcode of 2474.

** Kyogle house data encapsulates aggregate property conditions within the postcode of 2474 for General Residential + Large Lot Residential Under 20,000 sqm.

*** Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.

2020 encapsulates sales transactions for 1H 2020 (01/01/2020 – 30/06/2020) only.

^ 2020 encapsulates sales transactions for 1H 2020 (01/01/2020 – 30/06/2020) only.

× Data encapsulates for Rural land and Large Dwellings with over 2 hectares in square metreage measurement only.

€ Annual rental growth is a comparison between 1H 2019 (01/01/2019 – 30/06/2019) and 1H 2020 (01/01/2020 – 30/06/2020) house median rent figures.

¥ Kyogle market data encapsulates aggregate property conditions within the postcode of 2474.

§ Rental yields shown are as reported at June 2020.

⌘ 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 suburbs of Barkers Vale, Kyogle and Woodenbong.

μ Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value.

ψ Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRD does not hold any liability to the exact date.

Source: APM Pricerfinder, Cordell Connect database, SQM Research, ESRI ARCGIS.

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