



# Coffs Harbour Market Update 1st Half 2021



## OVERVIEW

In Q1 2021, Coffs Harbour\* recorded a median house price of \$665,000, and a median unit price of \$445,000. This represents annual (Q1 2020 – Q1 2021) median price growth of 19.8% for houses and 23.6% for units. Between Q1 2020 – Q1 2021 total sales in both markets improved, by 19.3% for houses (to 290 sales) and by 16.7% for units (to 119 sales). Median price growth coupled with increased sales suggests there is real returns on capital investment in Coffs Harbour\*. Now is the time to transact, particularly sellers looking to benefit from a highly demanded 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 Q1 2021



### SALES AVERAGE DAYS ON MARKET Q1 2021



### RENTAL MEDIAN PRICE Q1 2021

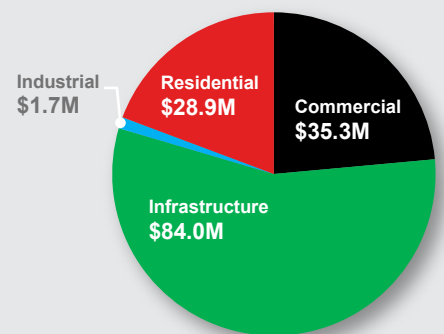


### RENTAL AVERAGE DAYS ON MARKET Q1 2021



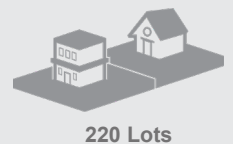
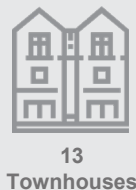
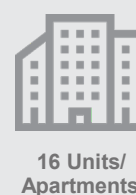
## FUTURE DEVELOPMENTS

Coffs Harbour\* is set to see approx. **\$150.0M** worth of new projects commencing in the 1st half of 2021.



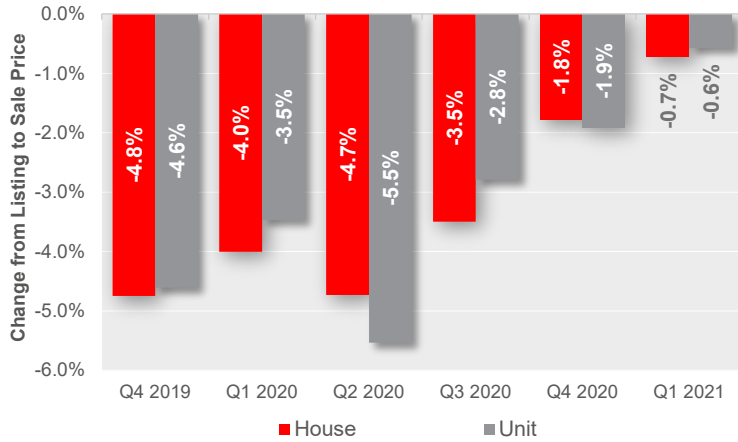
A focus on infrastructure will improve liveability for residents, whilst creating new jobs in the construction phase. Commercial projects will stimulate economic growth further and create new employment, which will have a positive spill-over impact on the real estate market.

A main commercial project over the 1st half of 2021 is the Beach Street Seniors Living Units (\$20.0M), set to create 66 seniors living units across 4 levels on the site of the existing Diggers Rest Motel. Infrastructure projects include the Coffs Harbour Cultural & Civic Space (\$76.5M), which will create a 6 level building with art gallery, library, museum, working spaces, function room, and more. Key residential projects include: Sawtell Park (\$19.4M, 220 lots), Moore Street Units (\$3.5M, 16 units), Vincent St Townhouses (\$1.4M, 6 townhouses, and Dress Circle Dwellings (\$2.0M, 6 dwellings)



# 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.

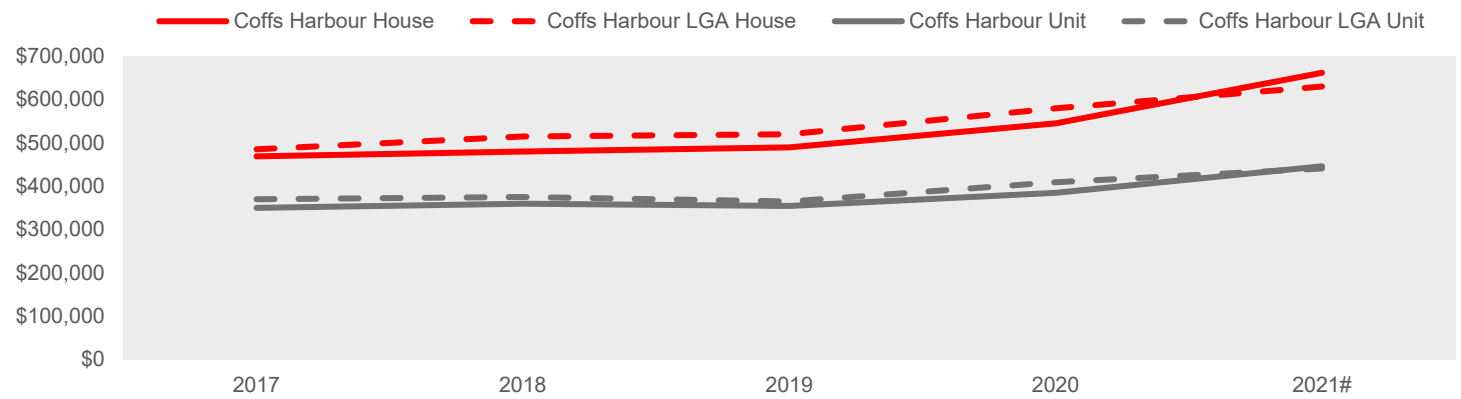


Average vendor discounts between Q1 2020 and Q1 2021 have tightened for both property types, to -0.7% for houses and -0.6% for units. Market conditions in Coffs Harbour\* moving towards a seller's market, with buyers willing to offer closer to the first list asking price. There is a discount for buyers, however limited.

The suburb of Coffs Harbour has historically performed near the wider Coffs Harbour Local Government Area (LGA) in both house and unit median prices. This continues to be the case throughout 2021#.

The dominant proportion of homes sold in Coffs Harbour\* across 2020/21^ were in the premium price bracket of above \$700K (33.8%). Similarly units also recorded a dominant premium price point of above \$400K (37.6%). There is a preference for premium stock, suggesting buyers in more affordably priced segments must act quickly to secure a property

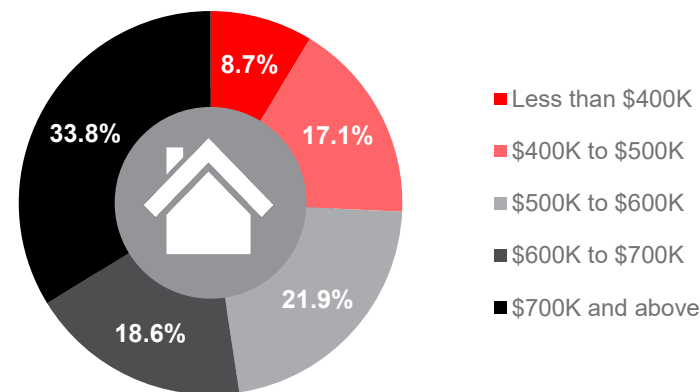
## MARKET COMPARISON



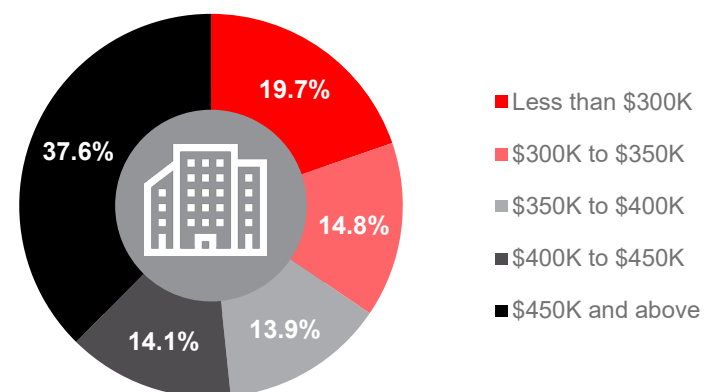
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Coffs Harbour.

## PRICE BREAKDOWN 2020/21^

### HOUSES SOLD



### UNITS SOLD

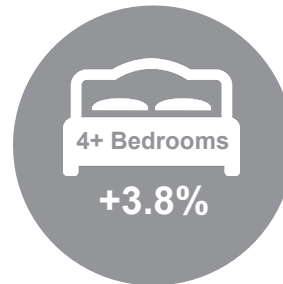
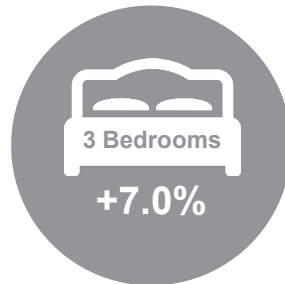
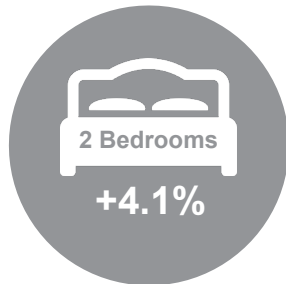


## RENTAL GROWTH 2020/21€

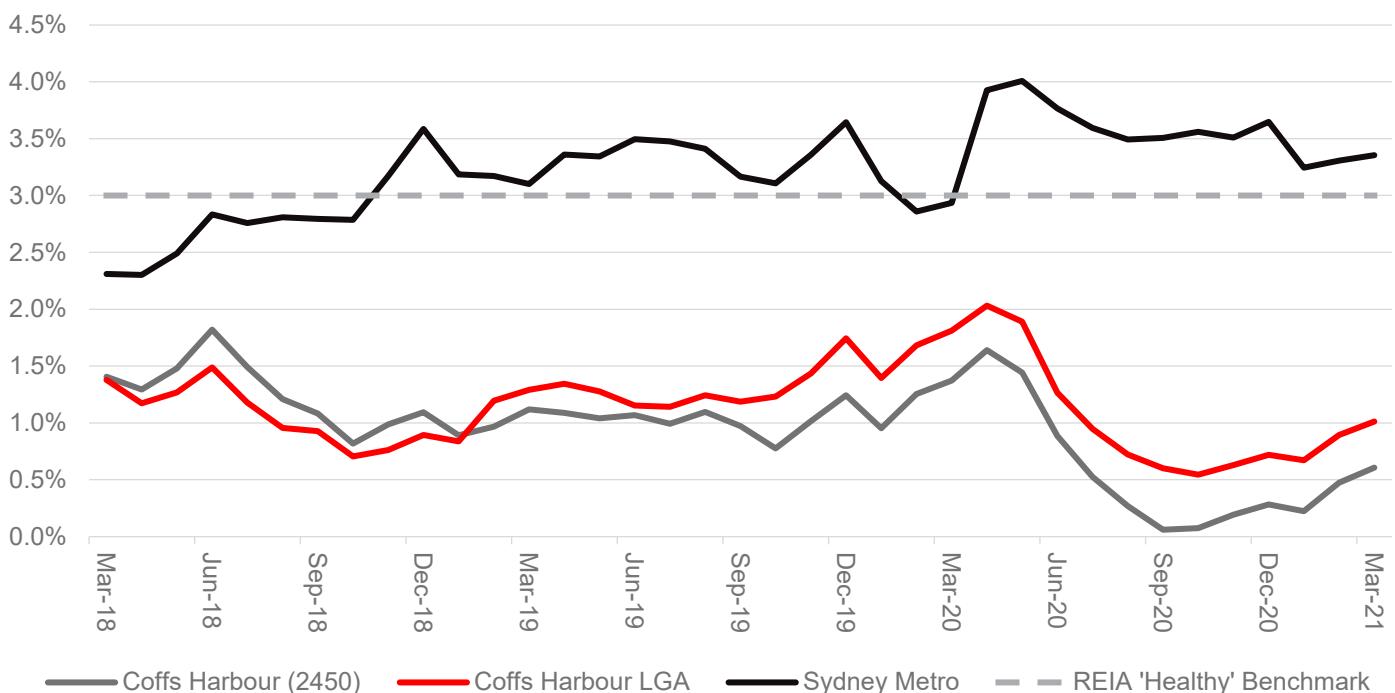
In March 2021, house rental yields in Coffs Harbour\* were recorded at 3.7%. In the 12 months to Q1 2021, the median house rental price increased by 17.0% to reach \$550 per week, while average days on the market declined sharply by -43.1% (to 15 days). Overall this highlights Coffs Harbour's rental market strength throughout COVID-19.

3 bedroom houses have provided investors with +7.0% rental growth annually, achieving a median rent of \$460 per week.

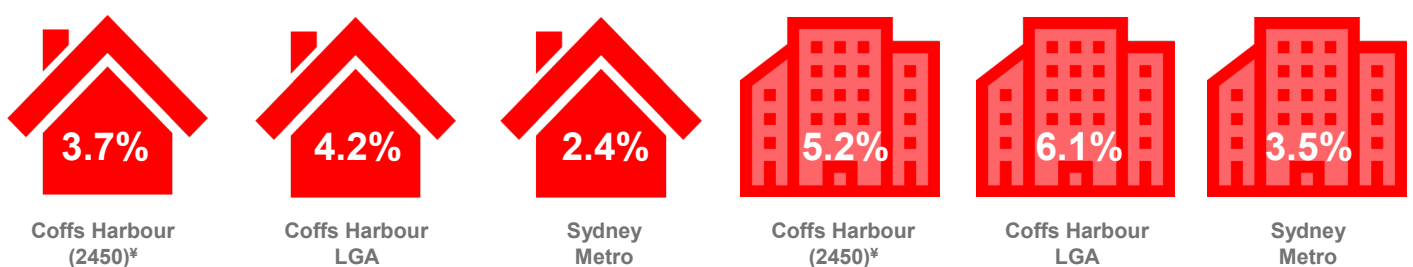
Also in March 2021, Coffs Harbour\* recorded a low vacancy rate of 0.6%, below Coffs Harbour LGA (1.0%) and Sydney Metro (3.4%). The vacancy rate in Coffs Harbour\* sharply declined after April 2020, however has started to increase since January 2021. This said, it has remained well below the Real Estate Institute of Australia's healthy benchmark of 3.0%, even amidst COVID-19 conditions. This confirms there is still a strong level of rental demand, which is good news for investors.



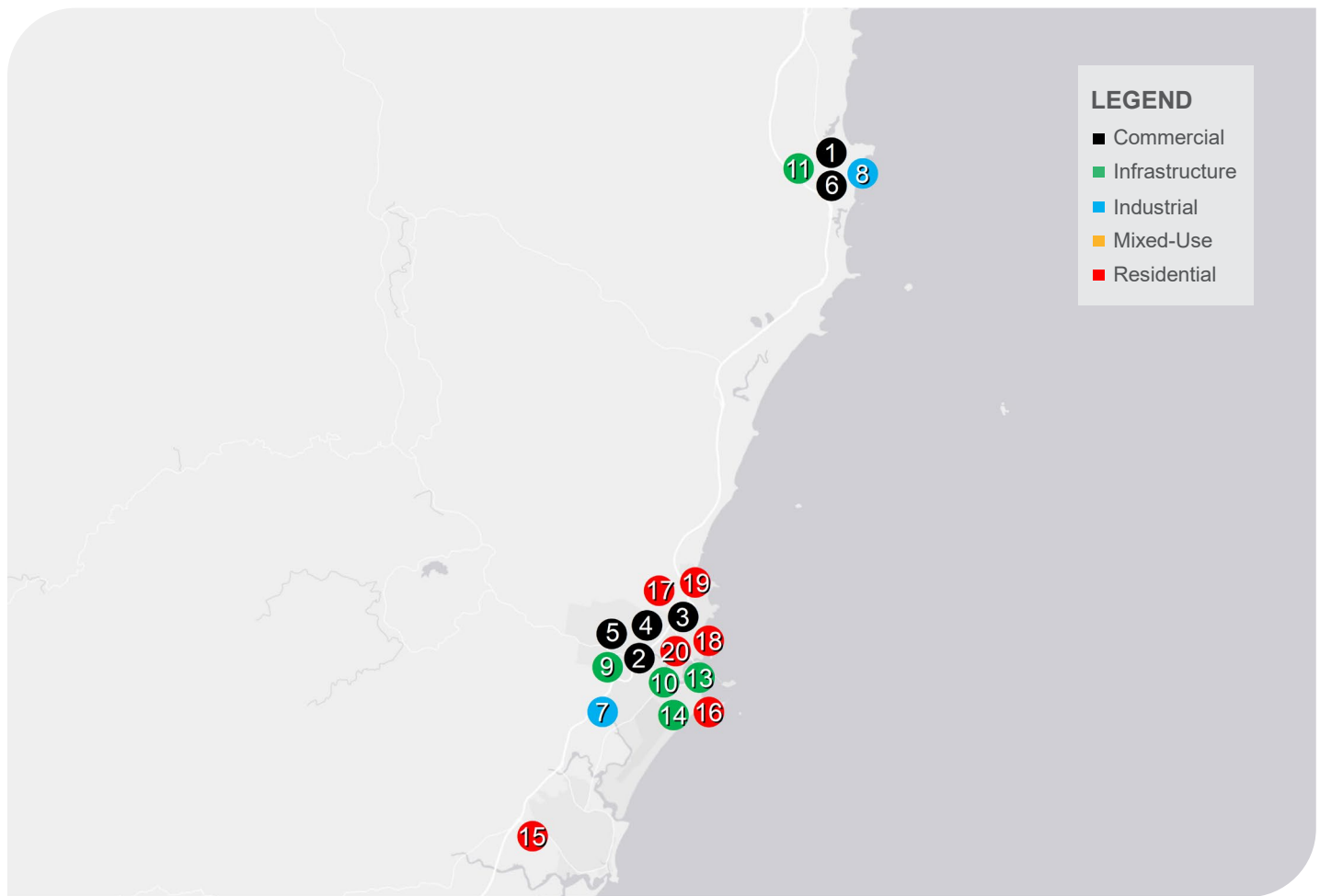
## RENTAL VACANCY RATES 2021



## RENTAL YIELD 2021§



# TOP DEVELOPMENTS MAP 1ST HALF 2021<sup>Ⓐ</sup>



Location	Project <sup>£</sup>	Type	Estimated Value <sup>Ⓜ</sup>	Commence Date <sup>Ⓜ</sup>
1	Beach Street Seniors Living Units	Commercial	\$20,000,000	18/06/2021
2	Albany Street Office Building	Commercial	\$5,328,000	13/03/2021
3	Woolworths Park Beach Plaza	Commercial	\$3,500,000	26/04/2021
4	Duke Street Office Building	Commercial	\$2,862,000	10/02/2021
5	Coffs Harbour Botanical Gardens Glasshouse	Commercial	\$1,038,000	22/02/2021
6	Featherstone Drive Industrial & Commercial Development	Commercial	\$950,000	20/06/2021
7	Bunnings Coffs Harbour	Industrial	\$900,000	02/06/2021
8	Hawke Drive Light Industrial Building	Industrial	\$810,000	10/06/2021
9	Coffs Harbour Cultural & Civic Space - All Welcome	Infrastructure	\$76,519,000	09/04/2021
10	Aboriginal Housing Coffs Harbour	Infrastructure	\$2,000,000	16/06/2021
11	Northern Beaches Multi-purpose Centre	Infrastructure	\$1,500,000	07/06/2021
12	Corindi Rural Fire Service Building	Infrastructure	\$1,000,000	10/05/2021
13	Coffs Harbour Boat Maintenance & Storage Facility & Marine Centre	Infrastructure	\$1,000,000	19/06/2021
14	Christmas Bells Road Animal Impounding Facility	Infrastructure	\$911,000	24/06/2021
15	Sawtell Park (220 Lots)	Residential	\$19,414,000	28/03/2021
16	Moore Street Units (16 Units)	Residential	\$3,500,000	15/03/2021
17	Dress Circle Dwellings (6 Dwellings)	Residential	\$2,000,000	30/03/2021
18	Vincent Street Townhouses (6 Townhouses)	Residential	\$1,400,000	28/02/2021
19	Pinnacle Way Dwellings (3 Dwellings)	Residential	\$1,328,000	16/03/2021
20	Hogbin Drive Townhouses (7 Townhouses)	Residential	\$1,300,000	12/05/2021

## 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

\* Coffs Harbour market data and key indicators encapsulates aggregate property market conditions within the Coffs Harbour LGA.

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

# 2021 encapsulates sales transactions for Q1 2021 (01/01/2021 – 31/03/2021).

^ 2020/21 encapsulates sales transactions for 2020 & Q1 2021 (01/01/2020 – 31/03/2021).

€ Annual rental growth is a comparison between 2019 (01/01/2019 – 31/12/2019) and 2020/21 (01/01/2020 – 31/03/2021) house median rent figures.

¥ Coffs Harbour market data encapsulates aggregate property conditions within the postcode of 2450.

§ Rental yields shown are as reported as of March 2021.

⌘ 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 Coffs Harbour LGA.

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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