



Coffs Harbour Market Update 2nd Half 2021



OVERVIEW

In Q3 2021, Coffs Harbour* recorded a median house price of \$730,000, and a median unit price of \$530,000. This represents annual (Q3 2020 – Q3 2021) median price growth of 21.7% for houses and 37.7% for units. Between Q3 2020 – Q3 2021 total sales slowed for houses down, by -7.6% to 326 sales. Sales picked up for units, by 12.6% to 116 sales. The unit market shows real returns in capital investment as price growth is accompanied by higher sales. The house market is undersupplied, less sales causing strong price growth. Overall, these trends suggest now is an ideal time to sell in Coffs Harbour*.

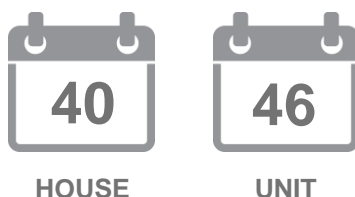
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↓
	House Median Price	↑	↑
	House Rental Price	↑	↑
	Unit Sales	↑	↓
	Unit Median Price	↑	↑
	Unit Rental Price	↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q3 2021



SALES AVERAGE DAYS ON MARKET Q3 2021



RENTAL MEDIAN PRICE Q3 2021

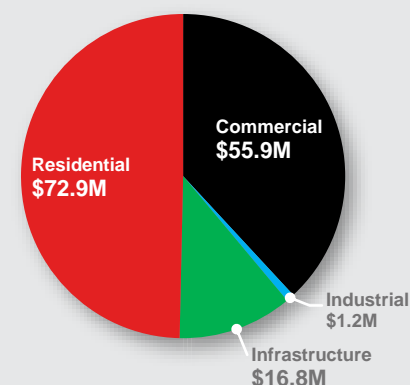


RENTAL AVERAGE DAYS ON MARKET Q3 2021



FUTURE DEVELOPMENTS

Coffs Harbour* is set to see approximately **\$146.7M** worth of new projects commencing in the 2nd half of 2021.



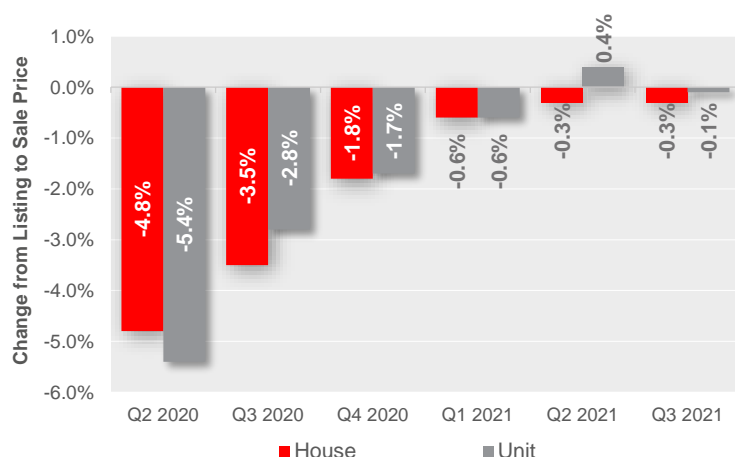
These projects will stimulate economic growth and create large employment opportunities in Coffs Harbour*. A large focus on residential projects will replenish supply and ensure a more sustainable price growth for locals.

A main commercial project that has commenced over the 2nd half of 2021 is The Shoreline. This will see the construction of an 11 storey, 57 bedroom seniors home (\$28.5M) and a 4 storey, 22 independent units seniors home (\$19.5M). The most influential project that has commenced in 2021 is the development of 105 new residential lots in the Moonee Parklands Subdivision (\$50.0M). First home buyers can utilise many government grants to build their dream home, which will ease the pressure on housing supply. More ready-to-sell stock is welcomed, as there is currently a high demand.



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.

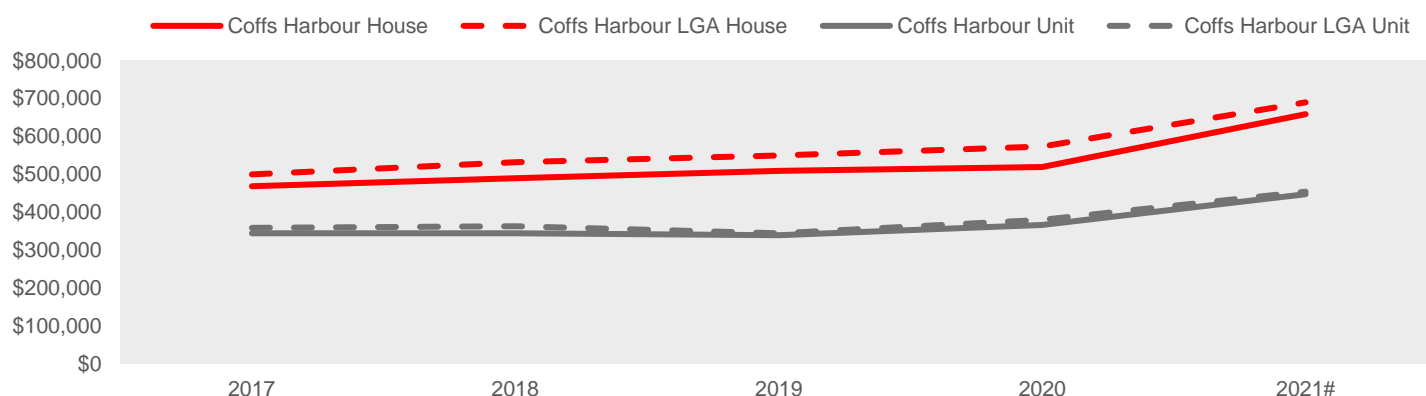


Average vendor discounts between Q3 2020 and Q3 2021 have tightened for both property types, to -0.3% for houses and -0.1% for units. Market conditions in Coffs Harbour* have shifted towards a seller's market. Buyer's bargaining power in Coffs Harbour* has decreased since the start of 2020 as the final sale price is almost the same as initial listing price.

The suburb of Coffs Harbour has historically provided a slightly more affordable house option than the wider Coffs Harbour Local Government Area (LGA) and on-par median price for units. This continues to be the case in 2021#.

The dominant proportion of homes sold in Coffs Harbour* in 2021^ were in the premium price bracket of \$850,000 and above (27.9%). Units recorded a dominant mid-price point of \$400,000 - \$500,000 (26.4%). There is a relatively balanced percentage of sales in all price brackets, in good news for buyers.

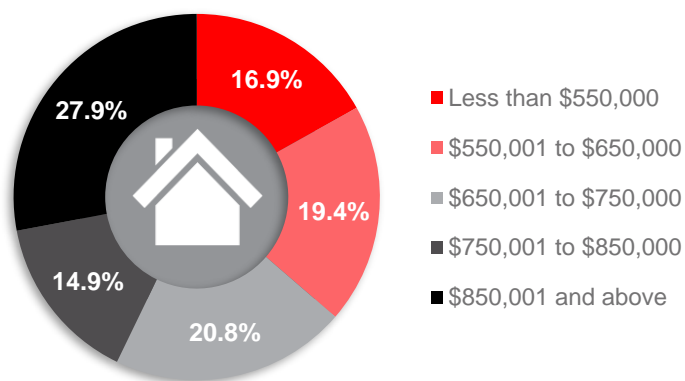
MARKET COMPARISON



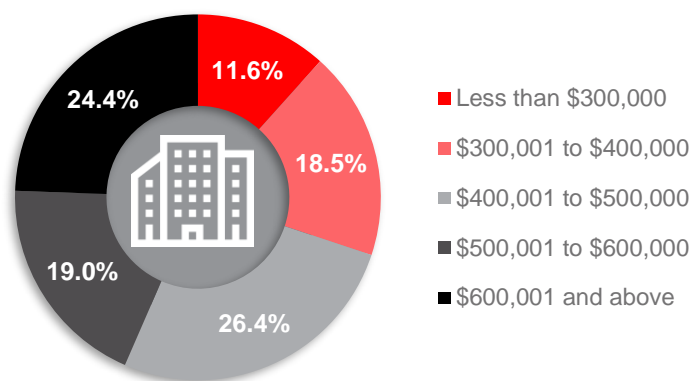
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Coffs Harbour.

PRICE BREAKDOWN 2021^

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2021€

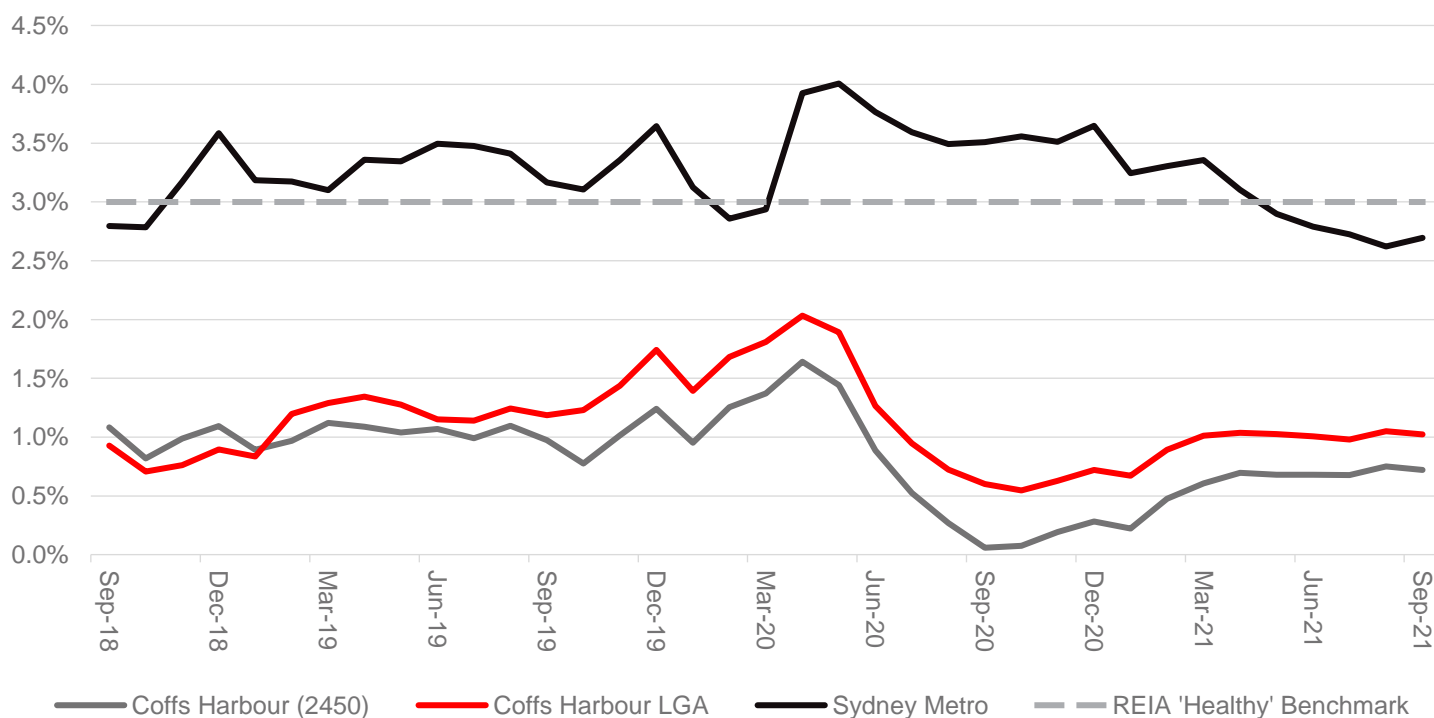
In September 2021, house rental yields in Coffs Harbour* were recorded at 3.9%. In the 12 months to Q3 2021, the median house rental price increased by 16.7% to reach \$560 per week, while average days on the market increased by 28.6% (from 14 to 18 days). Despite the increase in days to let, the rental market has remained resilient throughout the COVID-19 period.

3 bedroom houses have provided investors with +17.3% rental growth annually€, with a median rent of \$528 per week.

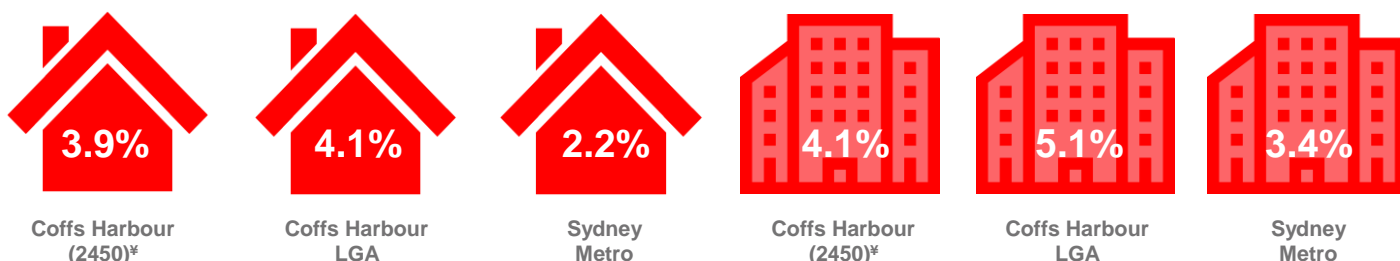
Also in September 2021, Coffs Harbour* recorded a vacancy rate of 0.7%, slightly below that of Coffs Harbour LGA (1.0%) and well below Sydney Metro (2.7%). Vacancy rates in Coffs Harbour* have held relatively stable in the past 6 months and are well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. This confirms there is a healthy level of rental demand and investors can be confident of a conducive investment environment in Coffs Harbour*.



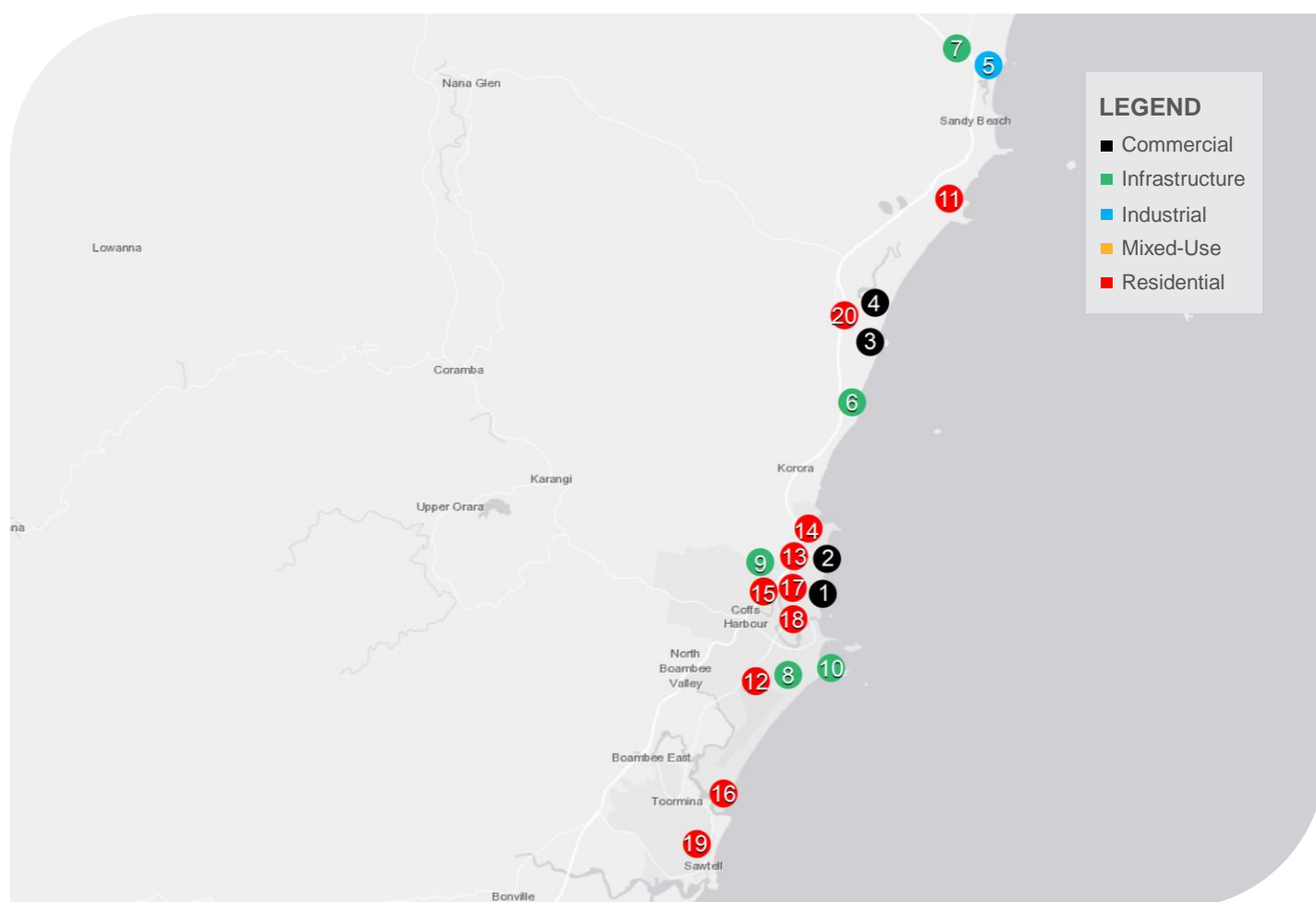
RENTAL VACANCY RATES 2021



RENTAL YIELD 2021\$



TOP DEVELOPMENTS MAP 2ND HALF 2021[▲]



Location	Project [£]	Type	Estimated Value [¤]	Commence Date [¤]
1	The Shoreline	Commercial	\$28,460,000	29/08/2021
2	The Shoreline	Commercial	\$19,500,000	30/07/2021
3	Moonee Market Shopping Centre	Commercial	\$2,000,000	06/08/2021
4	Moonee Beach Road Seniors Living Units	Commercial	\$4,300,000	05/10/2021
5	Tonnage Place Industrial Units	Industrial	\$850,000	26/11/2021
6	Moonee To Sapphire Bikeway	Infrastructure	\$1,000,000	11/11/2021
7	Northern Beaches Multi-purpose Centre	Infrastructure	\$1,500,000	05/11/2021
8	Airport Enterprise Park	Infrastructure	\$2,000,000	08/10/2021
9	Coffs Harbour Bypass	Infrastructure	\$5,000,000	15/10/2021
10	Coffs Harbour Boat Ramp	Infrastructure	\$6,815,000	15/07/2021
11	Dammerel Crescent Townhouses (3 Townhouses)	Residential	\$950,000	18/09/2021
12	Veduta Road Residential Subdivision (29 Lots)	Residential	\$1,750,000	08/11/2021
13	Pinnacle Way & Dress Circle Dwellings (3 Dwellings)	Residential	\$1,350,000	03/08/2021
14	Dress Circle Dwellings (5 Dwellings)	Residential	\$1,260,000	12/08/2021
15	Park Beach Road Units (8 Units)	Residential	\$1,200,000	18/10/2021
16	Sawtell Road Units (3 Units)	Residential	\$1,100,000	07/07/2021
17	Prince Street Apartments (40 Units)	Residential	\$11,500,000	01/10/2021
18	Boulwood Street Units (6 Units)	Residential	\$990,000	27/09/2021
19	Honeysuckle Terraces (8 Townhouses)	Residential	\$2,750,000	16/09/2021
20	Moonee Parklands Subdivision (105 Lots)	Residential	\$50,000,000	05/07/2021

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 2021 (01/01/2021 – 30/09/2021) only.

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€ Annual rental growth is a comparison between 2020 (01/01/2020 – 30/09/2020) and 2021 (01/01/2021 – 30/09/2021) 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 September 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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