



Kyogle Market Update 1st Half 2022



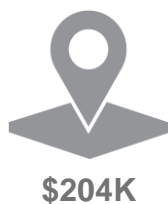
OVERVIEW

In Q4 2021, Kyogle* recorded a median house price of \$490,000 and a median land price of \$204,000. This represents annual (Q4 2020 – Q4 2021) median price growth of 23.4% for houses and 20.0% for land. Between Q4 2020 – Q4 2021 total sales slowed, by -17.2% (to 48 sales) for houses, however sales for land increased by +50.0% (to 18 sales). Owner occupiers can benefit from real returns on capital investment, as median price growth has been fuelled by high demand and lower stock levels. The market is still undersupplied, creating an opportunity for developers to enter the market.

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

MARKET CONDITIONS

SALES MEDIAN PRICE Q4 2021



SALES AVERAGE DAYS ON MARKET Q4 2021



RENTAL MEDIAN PRICE Q4 2021

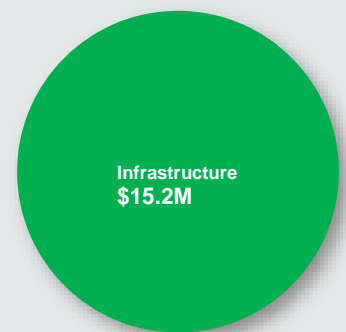


RENTAL AVERAGE DAYS ON MARKET Q4 2021



FUTURE DEVELOPMENTS

Kyogle* is set to see approximately **\$15.2M** worth of new projects commencing in the 1st half of 2022.



A strong focus on infrastructure projects will improve liveability factors for current residents and create employment opportunities during the construction phase. This can potentially impact the real estate market in terms of an increase in demand for housing. An absence of residential projects raises a concern, which may result in first home buyers being priced out. Now is the time for more land to be unlocked and/or rezoned, to attract developers into the area.

There is a total of 20 bridge upgrades in Kyogle*, a government initiative to increase safety and productivity in the area.

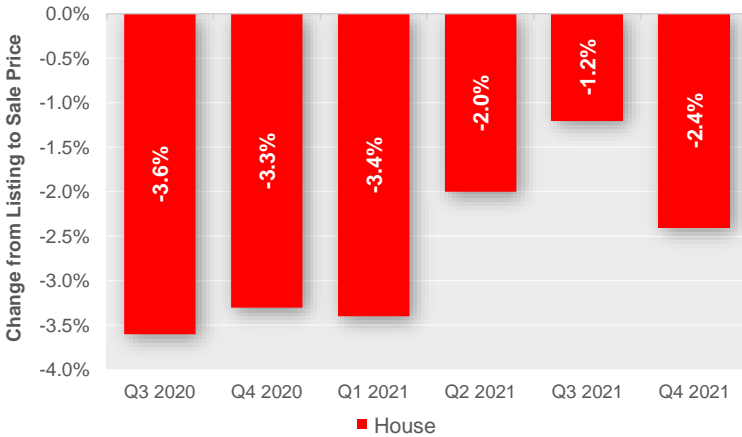
A main infrastructure project in the 1st Half of 2022 is The Mahoneys Lane No.1 Bridge (\$1.8M). This project involves the replacement of timber bridge with concrete bridge.

There is still an absence in residential projects, in particular for ready-to-sell houses. Now is an ideal time for developers to enter the Kyogle* market and create unique new housing solutions.

Vacant land sales grew by 50% in the past 12 months, indicating a demand for new home builds. An undersupply of housing also opens unique opportunities for the local government to unlock land supply.

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.

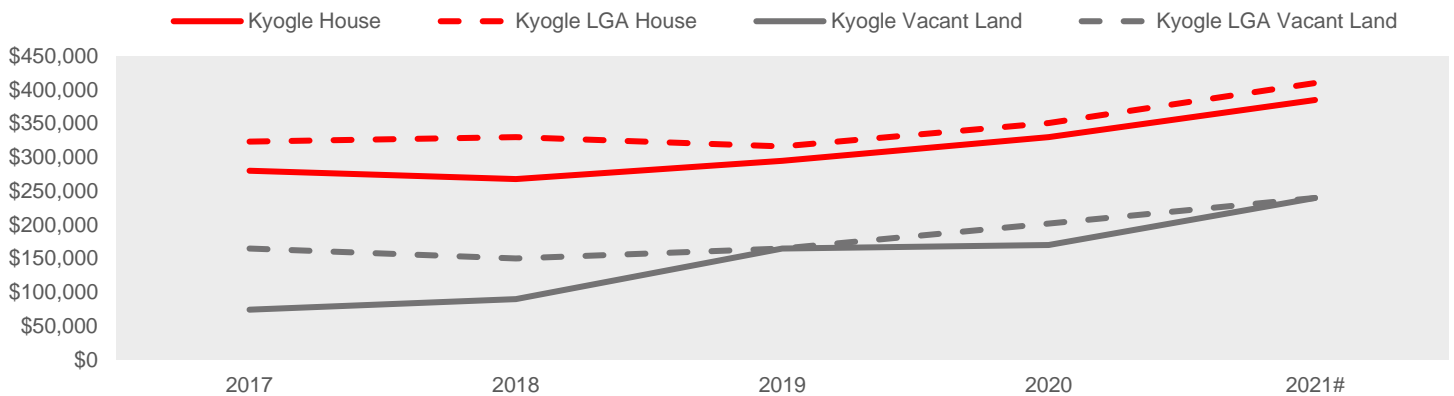


Average vendor discounts between Q4 2020 and Q4 2021 have tightened to -2.4% for houses. Market conditions in Kyogle* offers a unique opportunity. Sellers are able to achieve a final sale price that is closer to their first list asking price, thus maximising their investment, however buyers can still negotiate.

The suburb of Kyogle continues to record a more affordable market in comparison to the wider Kyogle Local Government Area (LGA) for both property types. However in 2021# vacant land median price in Kyogle is on par with the wider Kyogle LGA.

The dominant proportion of homes sold in Kyogle* across 2021^ were in the premium price bracket of \$550,000 and above (31.1%). Vacant land recorded a dominant middle price bracket, of \$200,000 to \$299,999 (57.7%). There is an even spread of house prices, but affordable options are shrinking. Those wanting to build need to act quickly and secure affordable land options

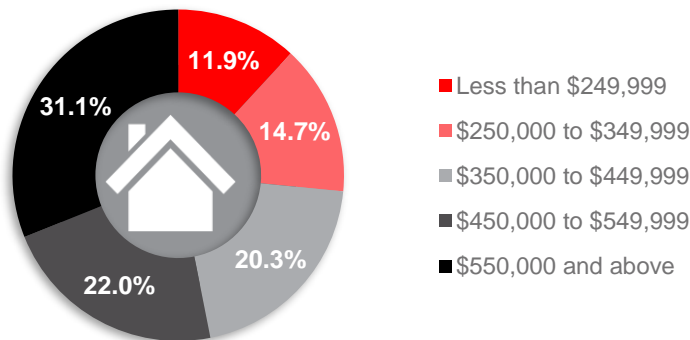
MARKET COMPARISON



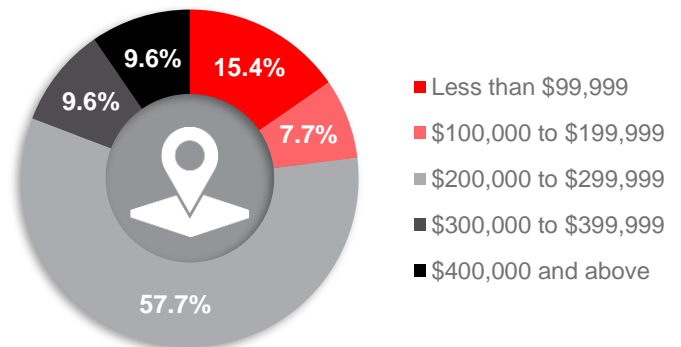
The market comparison graph provides a comparative trend for the median price of houses and land over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Kyogle.

PRICE BREAKDOWN 2021^

HOUSES SOLD



LAND SOLD

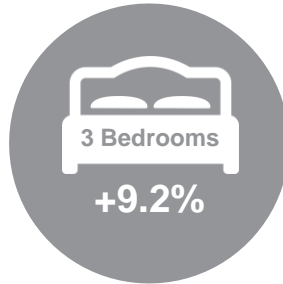


RENTAL GROWTH 2021€

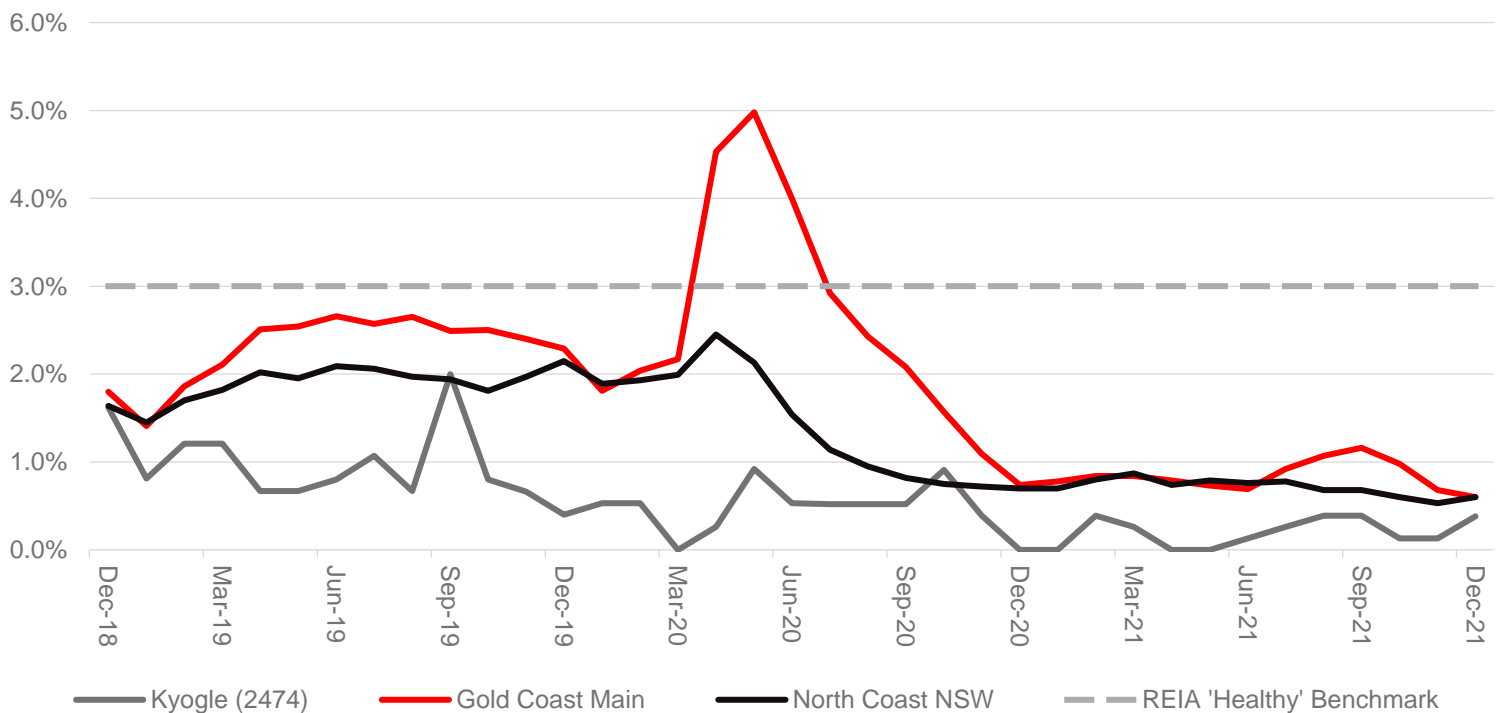
In December 2021, house rental yields in Kyogle[‡] were recorded at 2.7%. In the 12 months to Q4 2021, the median house rental price increased by 33.3% to reach \$400 per week, while average days to let on the market remained at 24 days. A strong annual increase in median rental price, higher than median sale price (25.9%), suggests Kyogle[‡] remains a strong rental market that provides high rental returns for investors.

4+ bedroom houses have provided investors with +25.0% rental growth annually[€], with a median rent of \$450 per week.

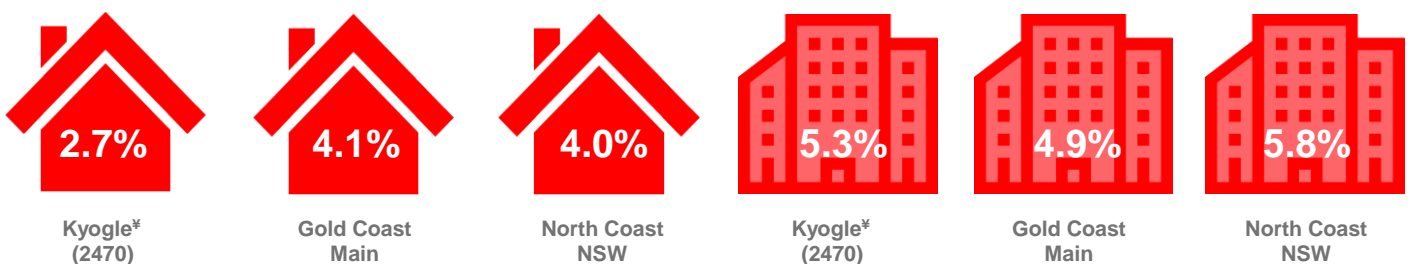
Also in December 2021, Kyogle[‡] recorded a vacancy rate of 0.4%, below that of Gold Coast Main (0.6%) and North Coast (0.6%). Vacancy rates in Kyogle[‡] has trended below 1.0% for the past 27 months, remaining well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. Continuous low vacancy rates confirm there is a healthy level of rental demand and investors can be confident of a conducive investment environment.



RENTAL VACANCY RATES 2021



RENTAL YIELD 2021§



CHANGE FROM LAST

12 Months

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



\$675K

2021[^] MEDIAN DWELLING[^] PRICE



\$385K

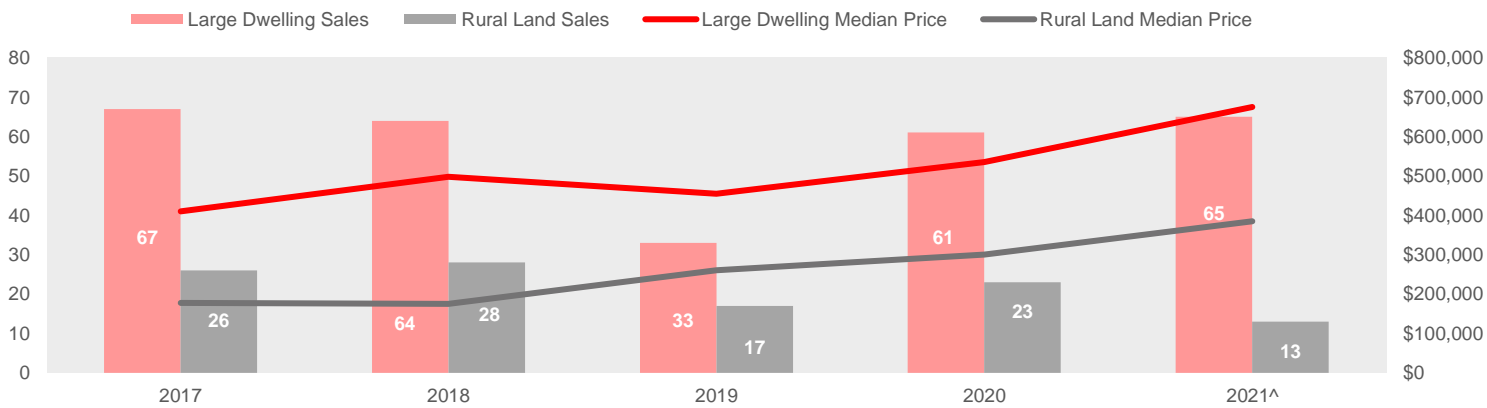
2021[^] MEDIAN RURAL LAND[^] PRICE

KEY COMMENTS

Over the past 12 months to 2021[^], Kyogle** continued to experience exponential median price growth in both large rural residential dwellings and rural land, up by 26.2% and 28.3% respectively. Supply is very limited for land, which further combined with high demand and a low interest rate environment has resulted in a price growth surge. Vendors are encouraged to sell, as there is a higher chance of achieving final sale prices closer to their expectations.

In 2021[^] the dominant proportion of rural land sales was within the premium price segment of above \$700,000, accounting for 50.0% of sales. There was an equal distribution of high buyer activity for large rural residential dwellings within the highest price segment of \$450K and above (36.4%) and \$350,000 to \$399,999 (36.4%). This shows a move towards premium market pricing. That said first home buyers looking for rural land are still encouraged to enter the market as there are still affordable options.

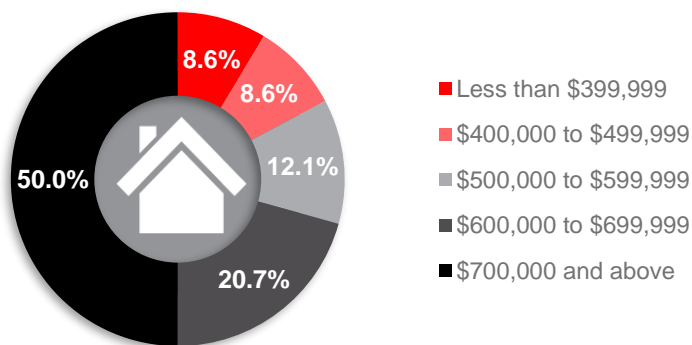
MARKET COMPARISON



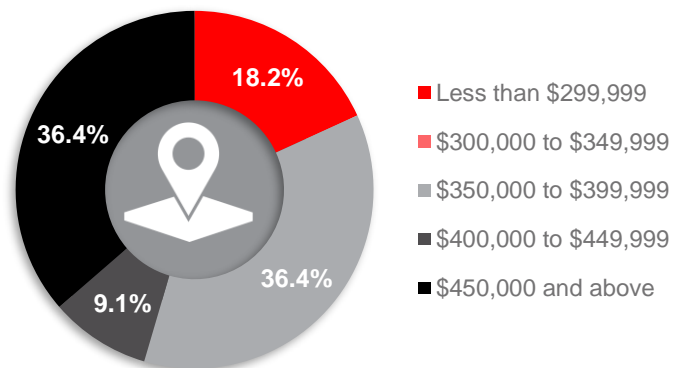
The market comparison graph provides a comparative trend for large dwelling and rural land median prices (over 2 hectares) over the past 5 years in Kyogle*.

PRICE BREAKDOWN 2021[^]

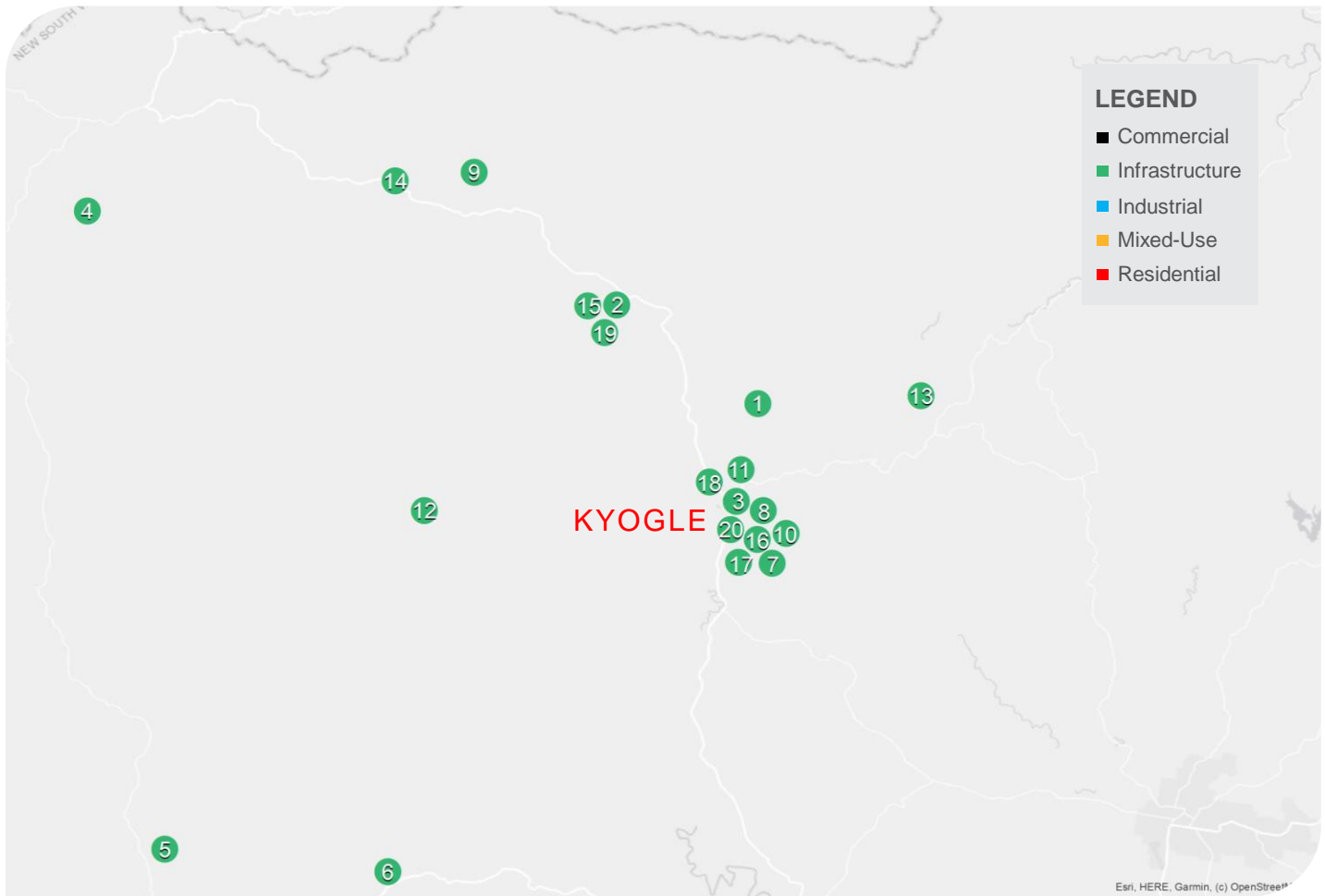
*KYOGLE LARGE DWELLINGS SOLD 2021[^]



*KYOGLE RURAL LAND SOLD 2021[^]



TOP DEVELOPMENTS MAP 1st HALF 2022[▲]



Location	Project [£]	Type	Estimated Value [¶]	Commence Date ^ψ
1	Mahoneys Lane No.1 Bridge	Infrastructure	\$1,824,000	18/04/2022
2	Allens No.2 Bridge	Infrastructure	\$451,000	11/04/2022
3	Clark Bridge	Infrastructure	\$458,000	11/04/2022
4	Castille Road Bridge	Infrastructure	\$458,000	05/04/2022
5	Hansens Bridge	Infrastructure	\$458,000	11/04/2022
6	Scofields Bridge	Infrastructure	\$458,000	11/04/2022
7	Eight Day Creek Bridge	Infrastructure	\$458,000	05/04/2022
8	Armstrongs Bridge	Infrastructure	\$458,000	18/04/2022
9	Levers Road Bridge	Infrastructure	\$458,000	12/04/2022
10	Secombes No.1 Bridge	Infrastructure	\$483,000	18/04/2022
11	Wintertons Bridge	Infrastructure	\$557,000	18/04/2022
12	Iron Pot Creek Road 2 & Rf Oreillys Bridges	Infrastructure	\$623,000	11/04/2022
13	Barker Bridge	Infrastructure	\$718,000	18/04/2022
14	Mongomerys Road Bridge	Infrastructure	\$780,000	05/06/2022
15	Gears Bridge	Infrastructure	\$780,000	11/04/2022
16	Yabbra Road Bridge	Infrastructure	\$823,000	18/04/2022
17	Gambleys Road Bridge	Infrastructure	\$1,129,000	18/04/2022
18	Back Creek Bridge	Infrastructure	\$1,755,000	05/04/2022
19	Bodycotes No.2 Bridge	Infrastructure	\$421,000	11/04/2022
20	Cooks Bridge	Infrastructure	\$421,000	18/04/2022

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, general residential properties only.

** Kyogle house data encapsulates aggregate property conditions within the postcode of 2474 for General Residential + Large Lot Residential over 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.

2021 encapsulates sales transactions for 2021 (01/01/2021 – 31/12/2021) only.

^ 2021 encapsulates sales transactions for 2021 (01/01/2021 – 31/12/2021) 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 2020 (01/01/2020 – 31/12/2020) and 2021 (01/01/2021 – 31/12/2021) house median rent figures.

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

§ Rental yields shown are as reported as of December 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 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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