



Nagambie Market Update

2nd Half 2022



OVERVIEW

In Q3 2022, Nagambie* recorded a median house price of \$565,000, and a median land price of \$265,000. This represents annual (Q3 2021 – Q3 2022) median price growth of 6.3% for houses and 10.4% for land. However on a quarter-by-quarter basis (Q2 2022 – Q3 2022) median price growth softened by -2.2% for houses and remained stable for land. This reflects interest rate hikes translating into the market. Total sales decreased between Q3 2021 – Q3 2022, by -34.8% (to 15 sales) for houses and by -33.3% for land (at 10 sales). Market conditions suggest new opportunities for sellers and buyers.

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

MARKET CONDITIONS

SALES MEDIAN PRICE
Q3 2022



SALES AVERAGE DAYS ON MARKET Q3 2022



RENTAL MEDIAN PRICE
Q3 2022

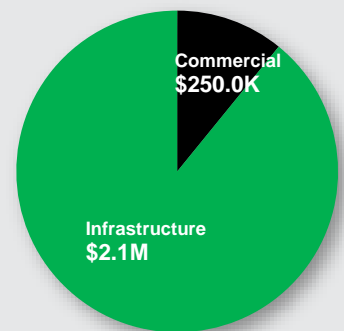


RENTAL AVERAGE DAYS ON MARKET Q3 2022



FUTURE DEVELOPMENTS

Nagambie* is set to see approximately **\$2.3M worth of new projects commencing in the 2nd half of 2022.**



Infrastructure projects will improve liveability for current residents have the potential of new local jobs during and post construction phase. The absence of residential projects, especially new land lots is concerning, as there is high demand in the market. Higher prices in the near future is possibility, which is a challenge to local first home buyers.

A variety of infrastructure projects are due to commence construction in the 2nd half of 2022.

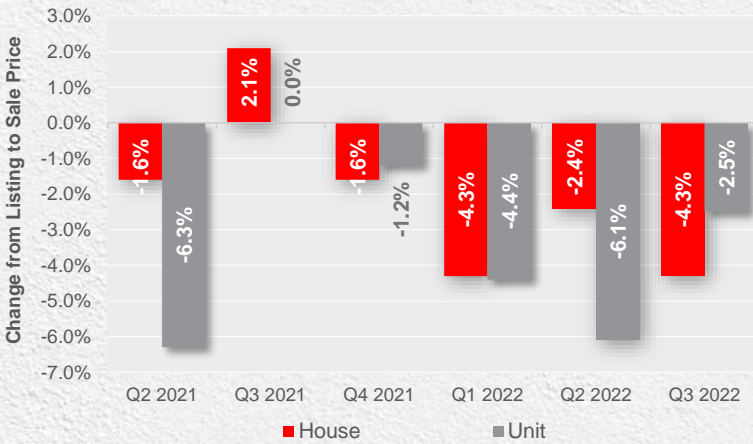
- Locksley Road Roadworks (\$500.0K)
- Nagambie Waterway Solar Pump Stations (\$450.0K)
- Murchison Rail Trail Bridge (\$400.0K)
- Weir Road Road works (\$400.0K)

Exciting infrastructure that holds a potential for jobs post-construction include Nagambie Waterway Solar Pump Station, which will upgrade the current stations.

There are no new property stock on the horizon for Nagambie and its surrounding areas. Current cash rate conditions may allow for stock to be absorbed, however this is not sustainable in the long run, given the level of demand for housing.

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.

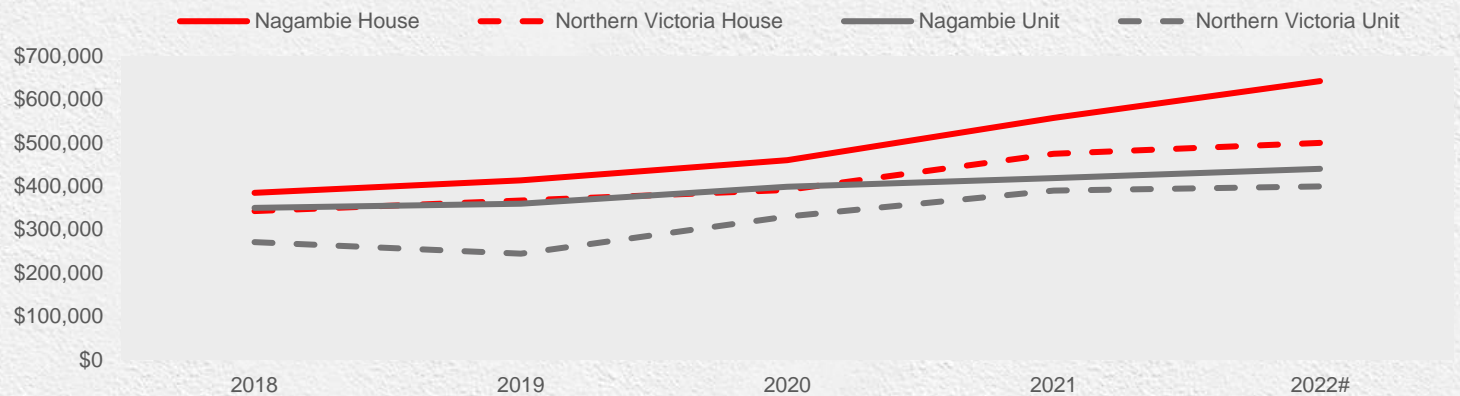


Average vendor discounts between Q3 2021 and Q3 2022 have swung to a discount for both property types, of -4.3% (houses) and -2.5% (land). Market conditions in Nagambie* have shifted to favour buyers, as sellers are willing to negotiate below their initial listing price. Q3 2022 average vendor discount pattern is akin to that of Q2 2021, signalling a return to "normal market".

The suburb of Nagambie has historically outperformed the wider Northern Victoria Local Government Area (LGA) in both house and land median prices. This said, 2022# has seen a return to parity for land prices, closer with the wider region. Houses continue to present a premium market, despite a slower growth in price.

The dominant proportion of homes sold in Nagambie* across 2022# were in the most affordable price bracket of less than \$599,000 (57.9%). Vacant land recorded a dominant premium price point of \$700,000 and above (25.0%). Overall the affordable to middle price points outweigh the premium markets, good news for buyers.

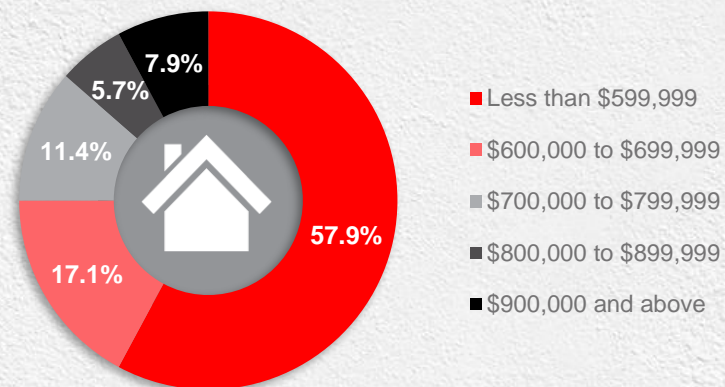
MARKET COMPARISON



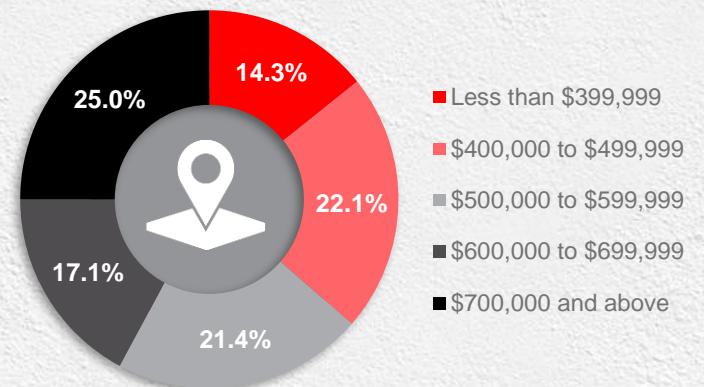
The market comparison graph provides a comparative trend for the median price of houses and vacant land over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Nagambie.

PRICE BREAKDOWN 2022#

HOUSES SOLD



VACANT LAND SOLD

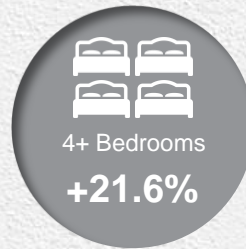


RENTAL GROWTH 2022€

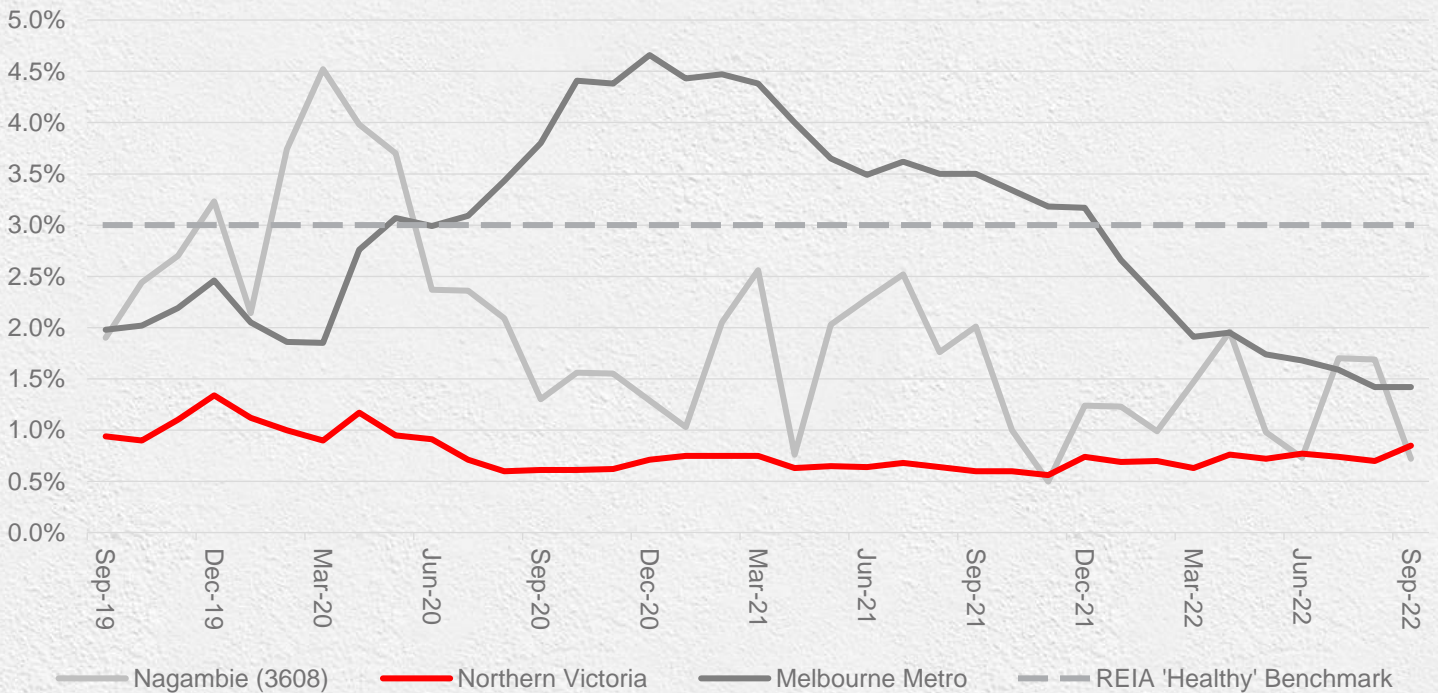
House rental yields in Nagambie* was 4.4% in September 2022, much higher than Melbourne Metro's 2.6%. This was paired with a 6.3% increase in median house rental price in the 12 months to Q3 2022, as well as a -34.8% decrease in the number of houses rented. The same pattern can be seen in Nagambie's* unit rental market. A market undersupply is clear, which creates opportunities for investors looking for a more affordable investment option when compared to Melbourne.

4+ bedroom houses have provided investors with +21.6% rental growth annually, achieving a median rent of \$450 per week.

Nagambie* recorded a vacancy rate of 0.7% in September 2022, which is well below Melbourne Metro's 1.4% average. Vacancy rates in Nagambie* have fluctuated over the past 12 months, however remaining within the 2.0% rate, below the 3.0% Real Estate Institute of Australia's healthy benchmark. These key indicators create a conducive and sustainable environment for investors, especially with the median house price slight downturn experienced between Q2 2022 – Q3 2022.



RENTAL VACANCY RATES 2022



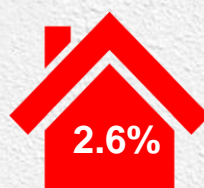
RENTAL YIELD 2022\$



Nagambie
(3609)*



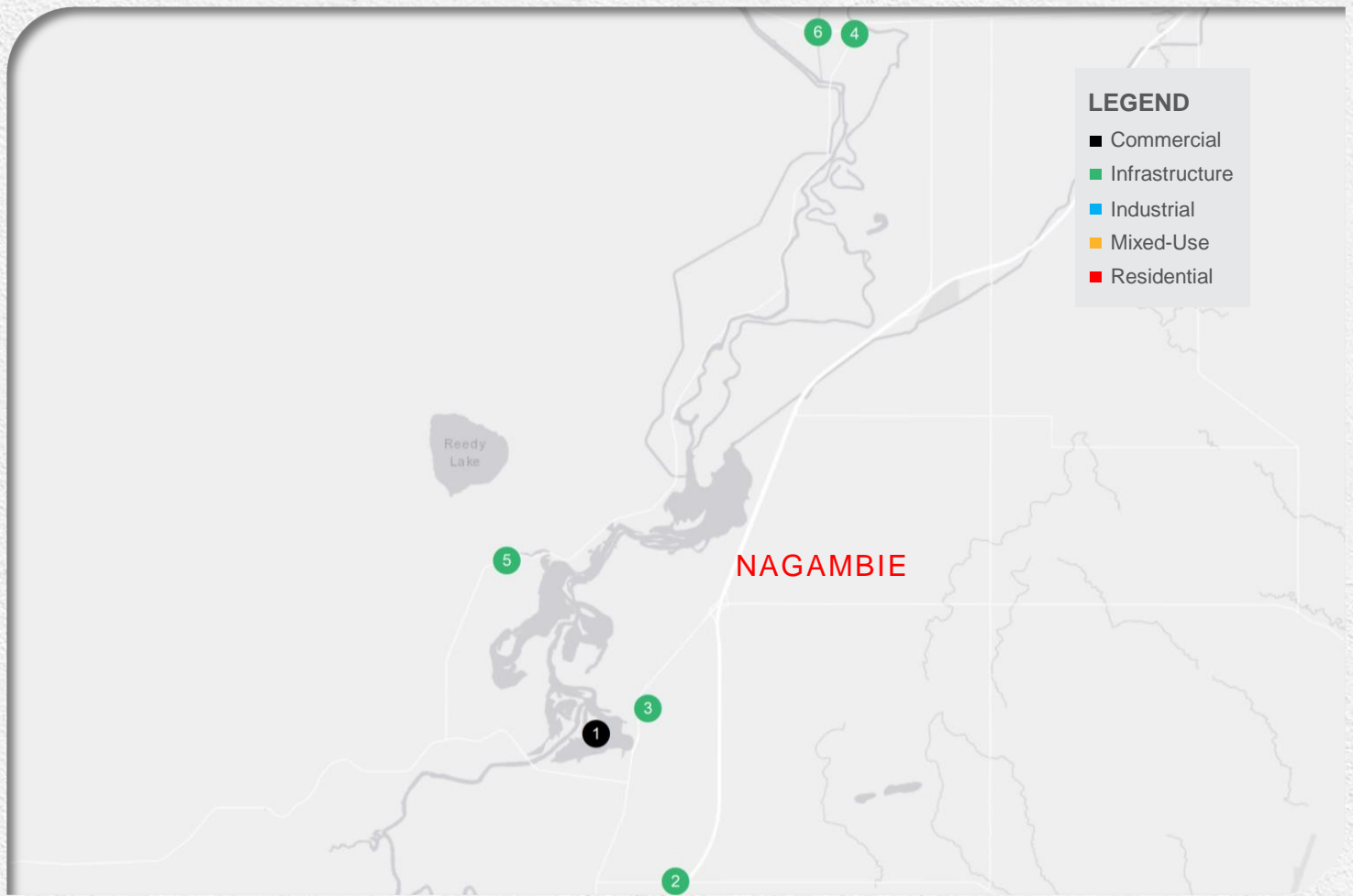
Northern
Victoria



Melbourne
Metro



TOP DEVELOPMENTS MAP 2nd HALF 2022[Ⓐ]



Location	Project [£]	Type	Estimated Value [Ⓜ]	Commence Date [Ⓜ]
1	Nagambie Lake Foreshore Boardwalk	Commercial	\$250,000	15/11/2022
2	Nagambie-locksley Road & Morningside Road Roadworks	Infrastructure	\$500,000	24/11/2022
3	Nagambie Waterway Solar Pump Stations	Infrastructure	\$450,000	17/10/2022
4	Murchison Rail Trail Bridge Stage 1	Infrastructure	\$400,000	18/08/2022
5	Weir Road & Reedy Lake Road	Infrastructure	\$400,000	27/10/2022
6	MURCHISON Mena SHED	Infrastructure	\$300,000	31/08/2022



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

*Nagambie market data and key indicators encapsulates aggregate property market conditions within the suburbs of Nagambie, Avenel, Murchison, Kirwans Bridge

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

2022 encapsulates sales transactions for 2022 (01/01/2022 – 30/09/2022) only.

€ Annual rental growth is a comparison between 2021 (01/01/2021 – 30/09/2021) and 2022 (01/01/2022 – 30/09/2022) house median rent figures.

¥ Nagambie market data encapsulates aggregate property conditions within the postcode of 3608.

§ Rental yields shown are as reported as of September 2022.

⌘ 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 postcodes of 3608, 3612 and 3610

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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