



Coffs Harbour Market Update 1st Half 2023



OVERVIEW

In Q1 2023, Coffs Harbour* recorded a median house price of \$835,000, and a median unit price of \$555,000. This is an annual (Q1 2022 – Q1 2023) median price softening of -4.0% for houses and 1.1% growth for units. On a quarterly basis (Q4 2022 – Q1 2023) median house price softened marginally by -1.8% and unit median price grew by 3.3%. Cash rate hikes did translate into the market, but consumer confidence have recently returned. In the past 12 months sales declined by -28.1% (houses) and -23.8% (units), thus an undersupply of stock. For those looking for a more affordable market, time is of the essence.

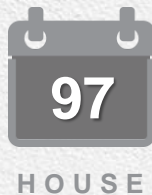
	CHANGE FROM LAST	YEAR	HALF YEAR
			
House Sales		↓	↓
House Median Price		↓	↓
House Rental Price		↑	↑
			
Unit Sales		↓	↔
Unit Median Price		↑	↑
Unit Rental Price		↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q1 2023



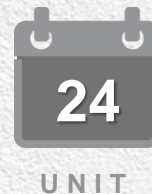
SALES AVERAGE DAYS ON MARKET Q1 2023



RENTAL MEDIAN PRICE Q1 2023

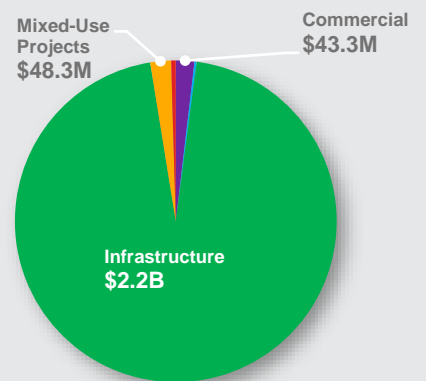


RENTAL AVERAGE DAYS ON MARKET Q1 2023



FUTURE DEVELOPMENTS

Coffs Harbour is set to see approximately **\$2.3B** worth of new projects commencing in the 1st half of 2023.



Infrastructure projects will create local jobs and stimulate the economy, and increase the liveability factor of Coffs Harbour. Combined this will have a positive spill-over impact on the real estate market.

A main commercial project planned for the 1st half of 2023 is the Clarence Street Service Station.

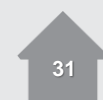
A significant infrastructure project planned is the Coffs Harbour Bypass, which involves a 14km dual carriageway upgrade of the Pacific Highway.

Key projects set to bring residential stock to Coffs Harbour include:

- Collingwood St & Edgar St Mixed-use development (35 apartments)
- Domain & Stadium Drive residential subdivision (57 lots)



49 Units/
Apartments



31
Dwellings

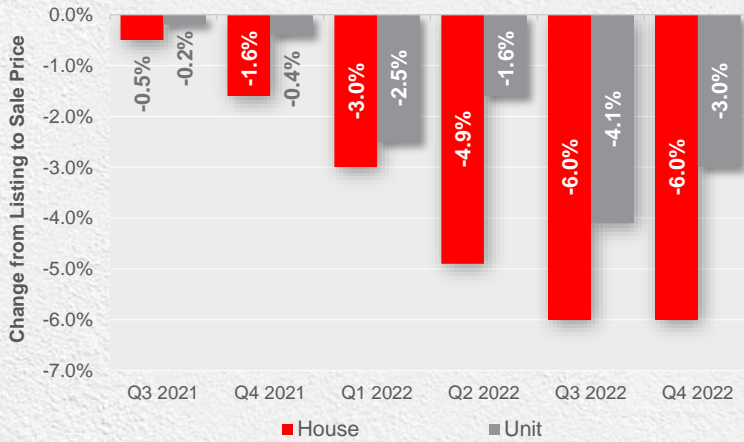


20 Lots

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.

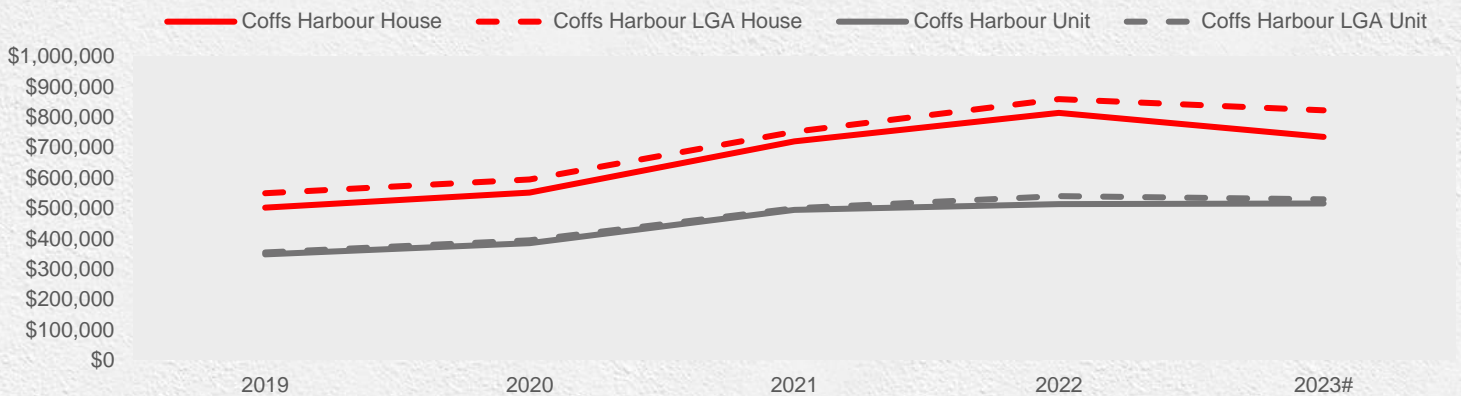
Average vendor discounts between Q1 2022 and Q1 2023 have widened to further discounts, of -6.0% for houses and -3.0% for units. Market conditions in Coffs Harbour now favour buyers, with Q1 2023 recording some of the highest average vendor discounts since 2020. That said average vendor discounts have slightly stabilised between Q4 2022 and Q1 2023, thus sellers can be more confident of market conditions



The suburb of Coffs Harbour has historically performed on par with the wider Coffs Harbour Local Government Area (LGA) in both house and unit median prices. This is a trend that has continued over the past 5 years.

The dominant proportion of homes sold in Coffs Harbour* across 2023# were in the premium price point of \$1,000,000 and above (47.5%). Interestingly units recorded a dominant more affordable price point of \$400,000-\$499,999 (25.7%). That said, the unit market shows a more balanced price point. Affordable options are increasingly available, especially in the house market where 41.4% of sales were under \$799,999.

MARKET COMPARISON

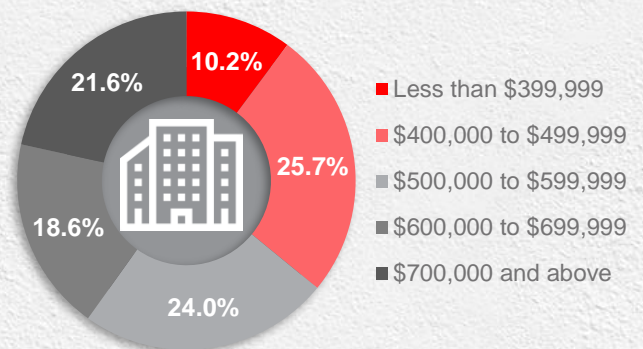
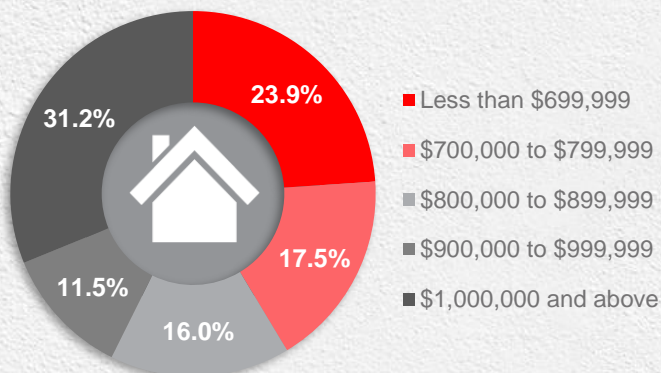


The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Coffs Harbour.

PRICE BREAKDOWN 2022/2023#

HOUSES SOLD

UNITS SOLD

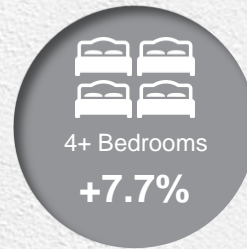
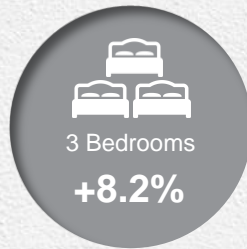


RENTAL GROWTH 2023€

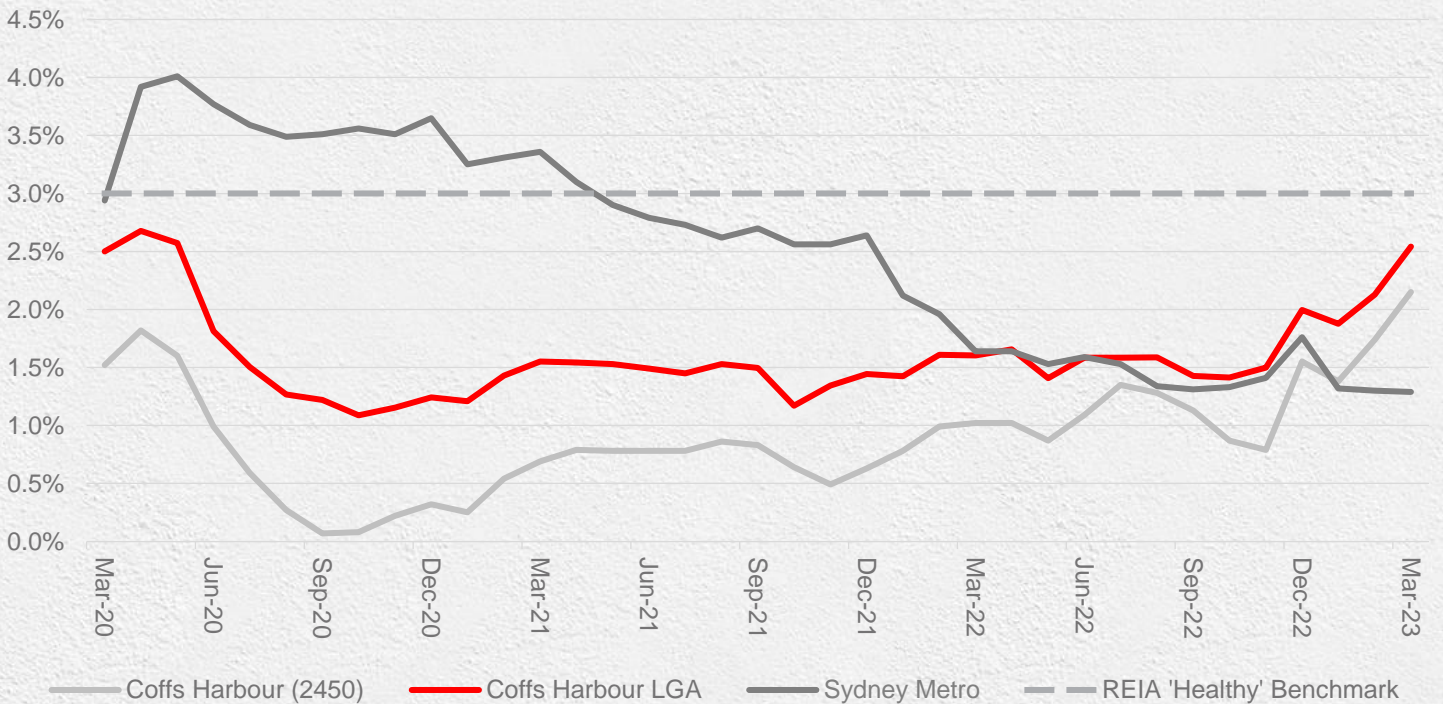
House rental yields in Coffs Harbour were recorded at 3.9% in March 2023, well above Sydney Metro (2.9%). This was paired with a 5.0% increase in median house rental price in the past 12 months to Q1 2023, and a 30.6% increase in the number of house rented. Average days on the market remained at a low 25 days in Q1 2023. Overall this represents a resilient rental market in Coffs Harbour, which has a more affordable investment entry price compared to Sydney Metro.

3 bedroom houses have provided investors with +8.2% rental growth annually, achieving a median rent of \$595 per week.

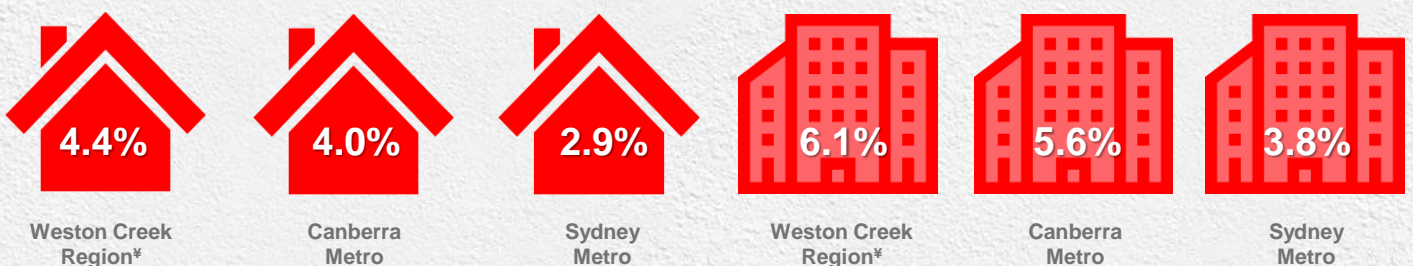
Coffs Harbour* recorded a vacancy rate of 2.2% in March 2023, which is above Sydney Metro's 1.3% average. Vacancy rates in Coffs Harbour* saw slight spike in the last 6 months, potentially due to capitalising on a tight rental market. However it is still below the Real Estate Institute of Australia's healthy benchmark of 3.0%. This suggests a conducive investment environment, especially with a more affordable house price in the past quarter and year.



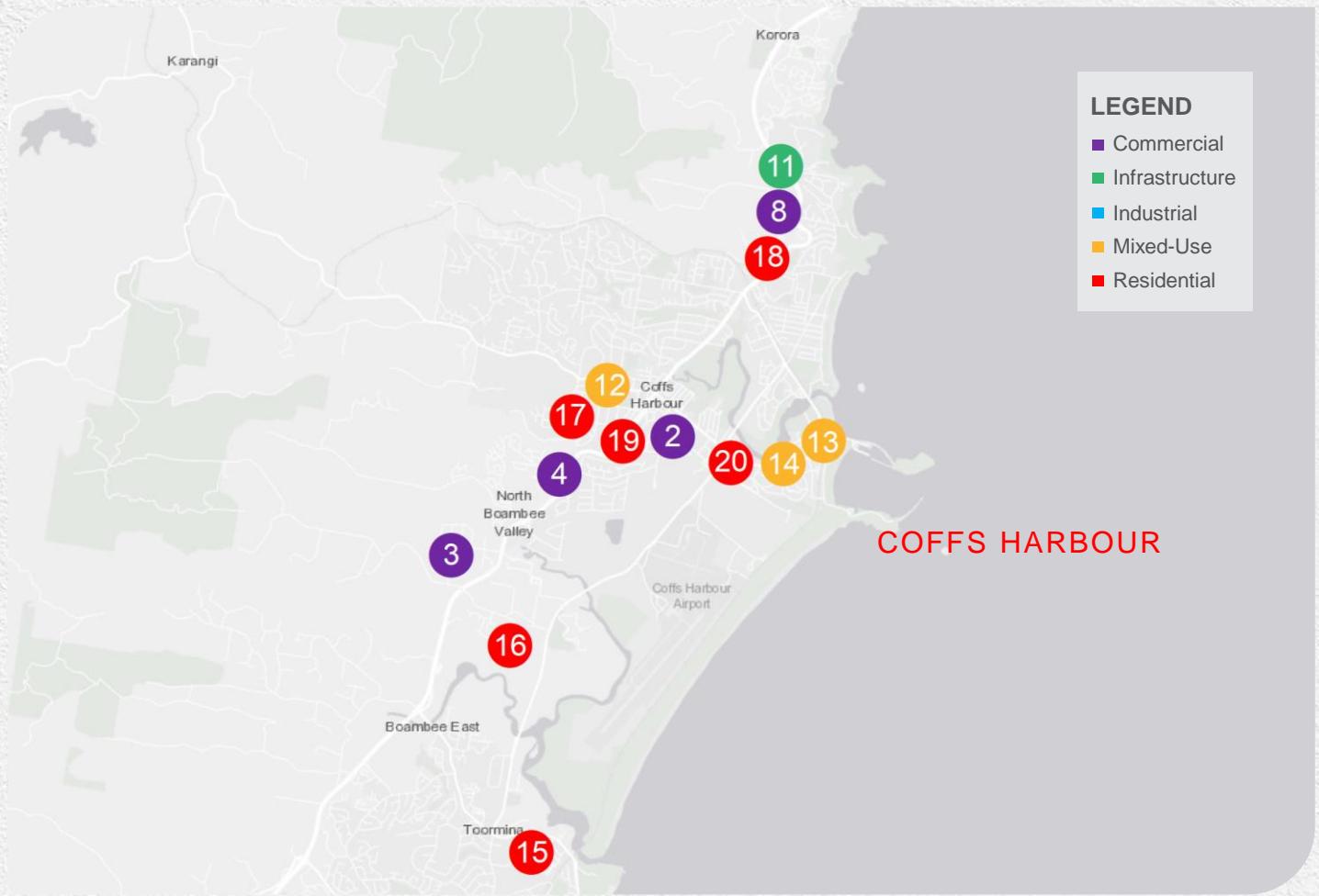
RENTAL VACANCY RATES 2023



RENTAL YIELD 2023\$



TOP DEVELOPMENTS MAP 1st HALF 2023^A



Location	Project [£]	Type	Estimated Value [Ⓜ]	Commence Date [Ⓜ]
Not Mapped	C.Ex Woolgoolga Bowling Club	Commercial	\$2,500,000	01/03/2023
2	Albany Street Boarding House	Commercial	\$1,375,000	28/03/2023
3	Coffs City Transport	Commercial	\$1,400,000	30/04/2023
4	2 Halls Road Commercial Development	Commercial	\$1,600,000	03/03/2023
Not Mapped	Clarence Street Service Station	Commercial	\$5,000,000	24/06/2023
Not Mapped	73 Fishermans Drive Emerald Beach Holiday Park Additions	Commercial	\$1,080,000	07/05/2023
Not Mapped	Beach Street Seniors Living Units	Commercial	\$20,000,000	16/03/2023
8	The Big Banana Fun Park	Commercial	\$6,300,000	27/06/2023
Not Mapped	27 Bosworth Road Storage Buildings Stages 1 & 2	Industrial	\$3,200,000	03/01/2023
Not Mapped	Solitary Island Way Roadworks	Infrastructure	\$5,637,000	11/01/2023
11	Coffs Harbour Bypass	Infrastructure	\$2,200,000,000	15/03/2023
12	99 West High Street Mixed Use Residential Development	Mixed-use	\$10,780,000	04/01/2023
13	45-47 Collingwood & 15 Edgar Streets Mixed Use Development - Sable At The Jetty	Mixed-use	\$11,349,000	08/05/2023
14	319-321 Harbour Drive Mixed Use Residential Development	Mixed-use	\$25,400,000	13/06/2023
15	12 Wybalena Crescent Townhouses	Residential	\$1,085,000	30/04/2023
16	21 Domain & Stadium Drives Residential Subdivision	Residential	\$2,200,000	10/06/2023
17	3-5 Mclean Street Townhouses	Residential	\$2,100,000	27/06/2023
18	Summit Townhouses	Residential	\$1,920,000	22/05/2023
19	20 Avenue Street Units	Residential	\$1,250,000	05/01/2023
20	Harbour Drive Townhouses	Residential	\$1,170,000	06/02/2023



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.

2023 encapsulates sales transactions for Quarter 1 (01/01/2023 – 31/3/2023) only.

€ Annual rental growth is a comparison between Quarter 1 2022 (01/01/2022 – 31/3/2022) and Quarter 1 2023 (01/01/2023 – 31/3/2023) house median rent figures.

¥ Rental market data encapsulates aggregate property conditions within the Coffs Harbour LGA.

§ Rental yields shown are as reported as of March 2023.

⌘ 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 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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