



Kyogle Market Update

2nd Half 2023



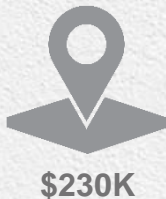
OVERVIEW

In Q2 2023 Kyogle* recorded a median house price of \$530,000, representing a -3.1% annual softening (Q2 2022 – Q2 2023). That said, on a quarterly basis (Q1-Q2 2023) median house price grew at a significant rate, of 14.0%, which is reflective of restricted supply as Q2 2023 recorded the lowest number of houses sold (15 houses). Median land price was \$230,000 as of Q2 2023, but there was only 1 sale for the quarter. Like houses this is the lowest number of vacant land sold, in contrast to 11 sales 12 months ago. Houses and land are undersupplied in Kyogle*, thus an opportunity for buyers and developers.

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

MARKET CONDITIONS

SALES MEDIAN PRICE
Q2 2023



SALES AVERAGE DAYS ON
MARKET Q2 2023



RENTAL MEDIAN PRICE
Q2 2023

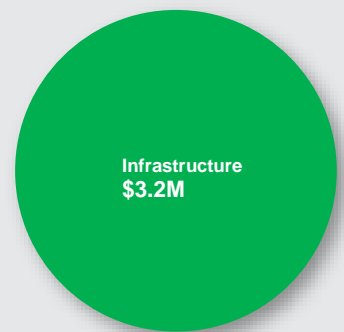


RENTAL AVERAGE DAYS ON
MARKET Q2 2023



FUTURE DEVELOPMENTS

Kyogle* is set to see approximately **\$3.2M worth of new projects commencing in the 2nd half of 2023.**



A strong focus on infrastructure projects will improve liveability factors for current residents and create employment opportunities during the construction phase. This can potentially attract a new demographic into the area, thus impacting the real estate market in terms of an increase in demand for housing.

A main infrastructure project over the 2nd half of 2023 is the Ghinni Ghinni Civil Works (\$1.0M). The project is set to improve approx. 12km of residential pavements in Kyogle*. This will benefit residents and create local jobs.

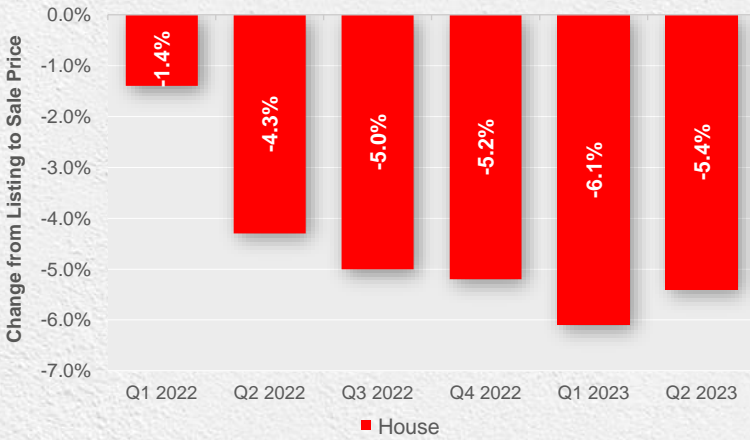
In 2023 there is still an absence in residential projects, in particular for ready-to-sell houses.

Current cash rate hikes have not been enough to act as a short-term buffer, as consumers demand now heavily outweighs supply. This is reflected in the sharp increase in median house price over the past quarter (3 months) and 6 months.



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.

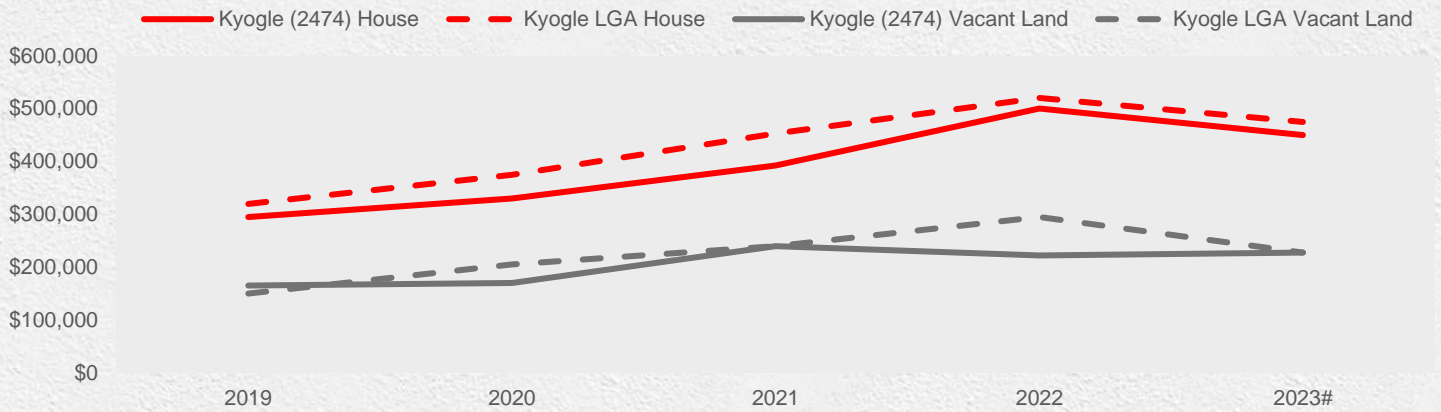


Average vendor house discounts between Q2 2022 and Q2 2023 have widened slightly, higher at -5.4%. House market conditions in Kyogle continue to favour buyers. That said, average vendor house discount in Q2 2023 is a little tighter than Q1 2023. This suggests that buyers wanting a more affordable option must act fast.

The suburb of Kyogle has historically provided a more affordable market compared to the wider Kyogle Local Government Area (LGA) in both house and land median prices. This said, 2023# has seen a return to parity for land prices in Kyogle with the wider LGA, while houses continue to present a more affordable market.

The dominant proportion of homes sold in Kyogle* across 2023# were in the more affordable price point between \$450,000-\$549,000 (32.4%), while vacant land recorded a dominant most affordable price point below \$149,000 (50.0%). This reveals that there is affordably priced stock available, in good news for house buyers.

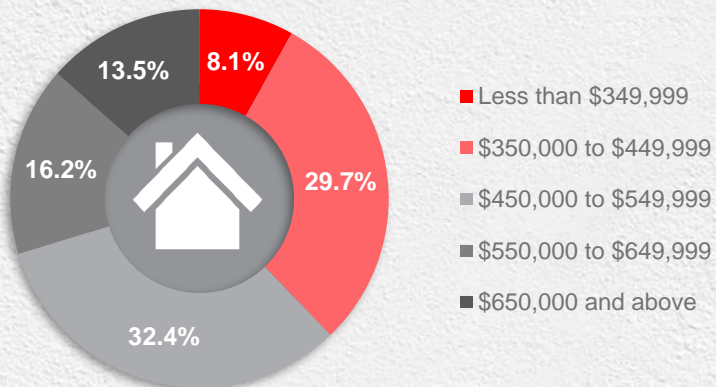
MARKET COMPARISON



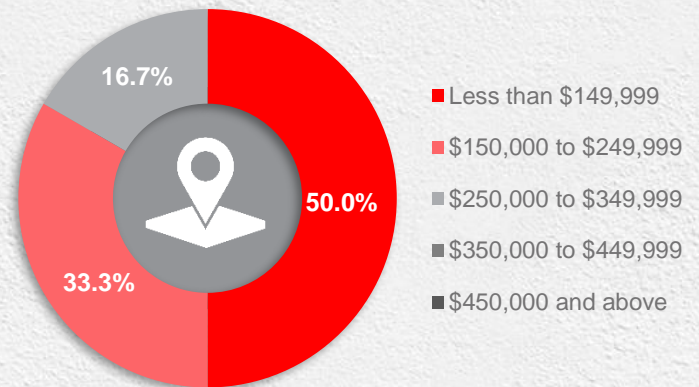
The market comparison graph provides a comparative trend for the median price of houses and vacant land over the past 5 years. The main areas profiled are chosen based on their proximity to the main suburb analysed, which is Kyogle.

PRICE BREAKDOWN 2023#

HOUSES SOLD



VACANT LAND SOLD

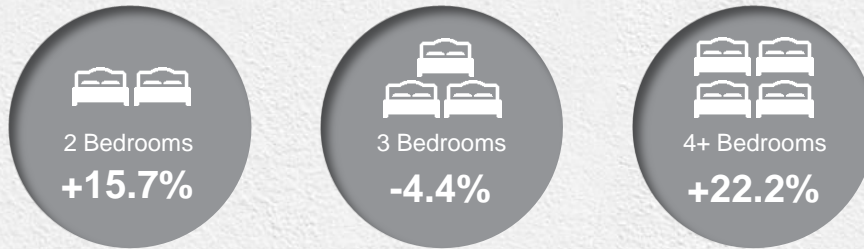


RENTAL GROWTH 2023€

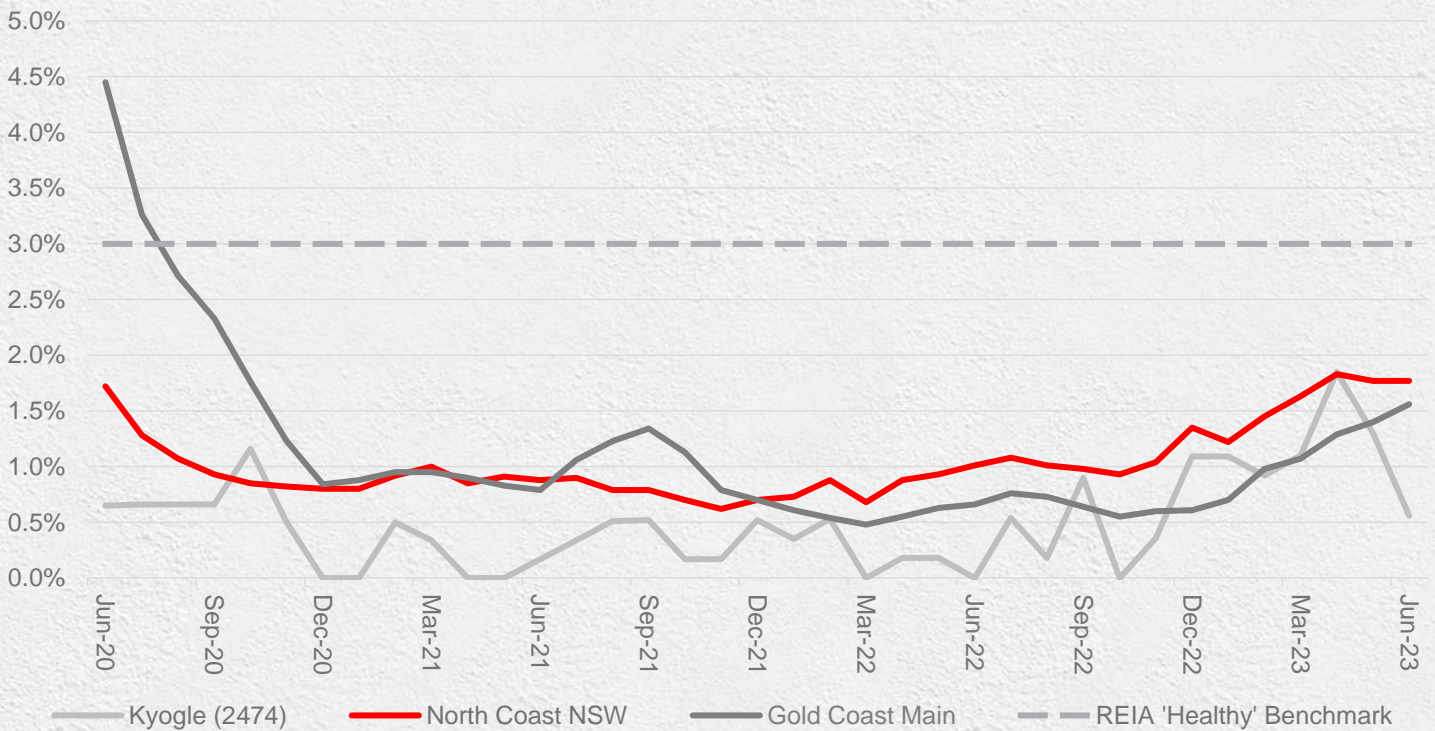
House rental yields in Kyogle[€] was 3.3% in June 2023, slightly lower than Gold Coast Main and North Coast NSW (3.8%). Median house rental price has remained relatively stable at \$430 per week, however the number of houses rented increased by +5.0% (to 21 rentals) in the 12 months to Q2 2023. This suggests a resilient rental market, with a much more affordable median house sale price compared to Gold Coast Main and Sydney Metro.

4+ bedroom houses have provided investors with +161.5% rental growth annually, with a median rent of \$550 per week.

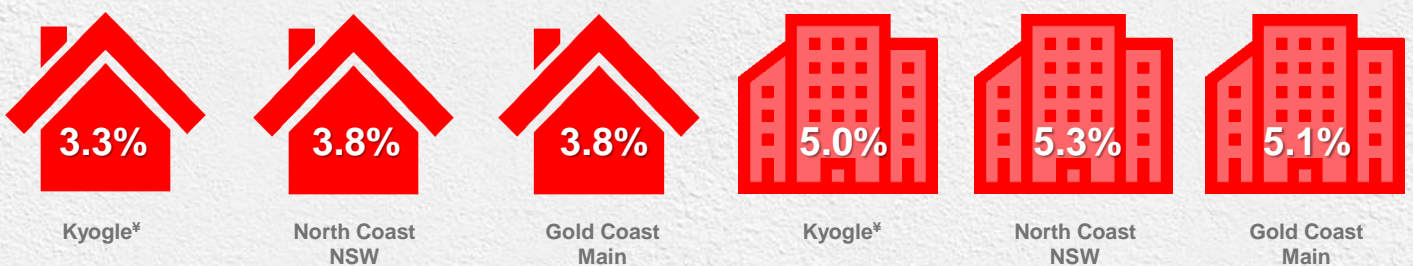
Kyogle[€] recorded a vacancy rate of 0.6% in June 2023, well below Gold Coast Main's and North Coast NSW averages (1.6% and 1.8% respectively). Vacancy rates in Kyogle[€] have fluctuated in the past 12 months, declining sharply in the past 3 months. Vacancy rates in Kyogle[€] have remained under the Real Estate Institute of Australia's healthy benchmark of 3.0% in the past 3 years, thus creating a conducive and sustainable environment for investors.



RENTAL VACANCY RATES 2023



RENTAL YIELD 2023\$



CHANGE FROM LAST

12 Months

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

KEY COMMENTS

Over the past 12 months to 2023[^], Kyogle^{***} continued to experience median price growth in both large rural residential dwellings and rural land, up by 1.2% and 5.3% respectively. Supply is very limited for both types, with only 15 large dwelling sales and 3 rural land sales in 2023[^]. This suggests an undersupplied market, more so for rural land. This can act as a buffer in a rising cash rate environment, ensuring optimum final sale prices.

In 2023[#] the dominant proportion of large dwelling sales was the price segment of \$750,000 and above, which accounts for 58.3% of sales. On the other hand rural land sales show dominant activity in the more affordable price point between \$500,000-\$599,999 (66.7%). This confirms that large rural residential dwellings have become premium stock. Buyers looking for either property types can still find affordable options. However time is limited, due to the low supply in both markets.



\$845K

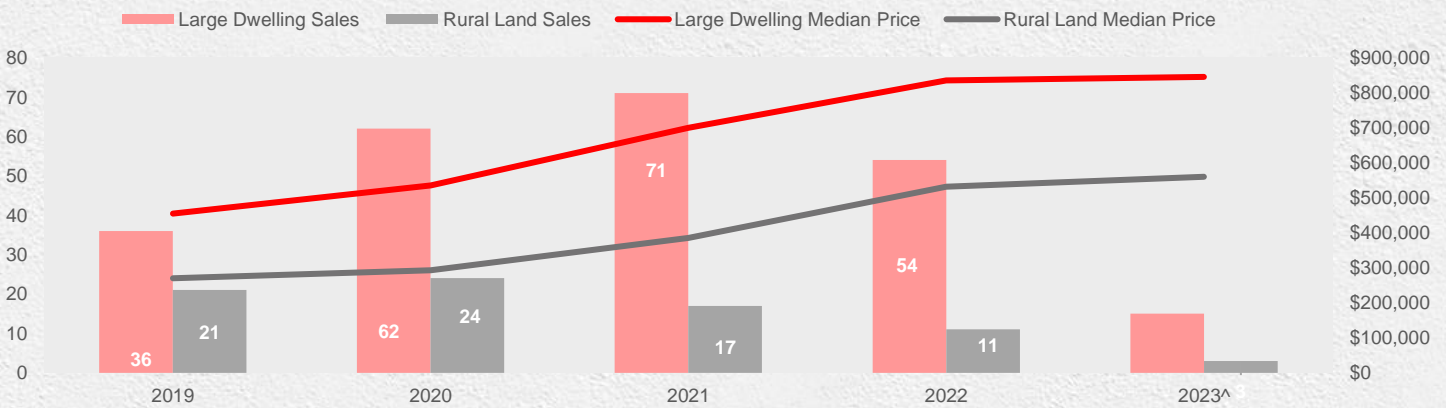
LARGE DWELLING[^]
MEDIAN PRICE



\$560K

RURAL LAND[^]
MEDIAN PRICE

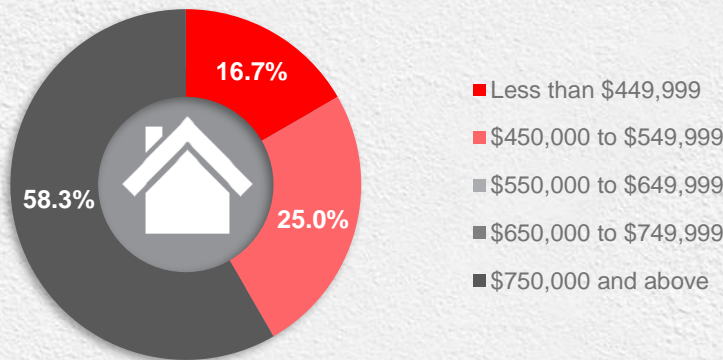
MARKET COMPARISON



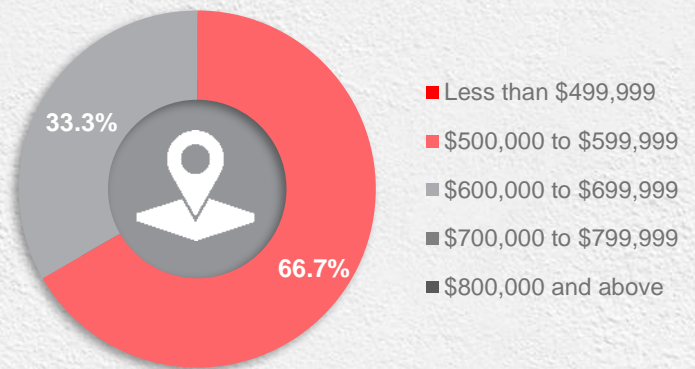
The market comparison graph provides a comparative trend for large dwelling and rural land median prices (over 2 hectares) over the past 5 years in Kyogle*.

PRICE BREAKDOWN 2023[#]

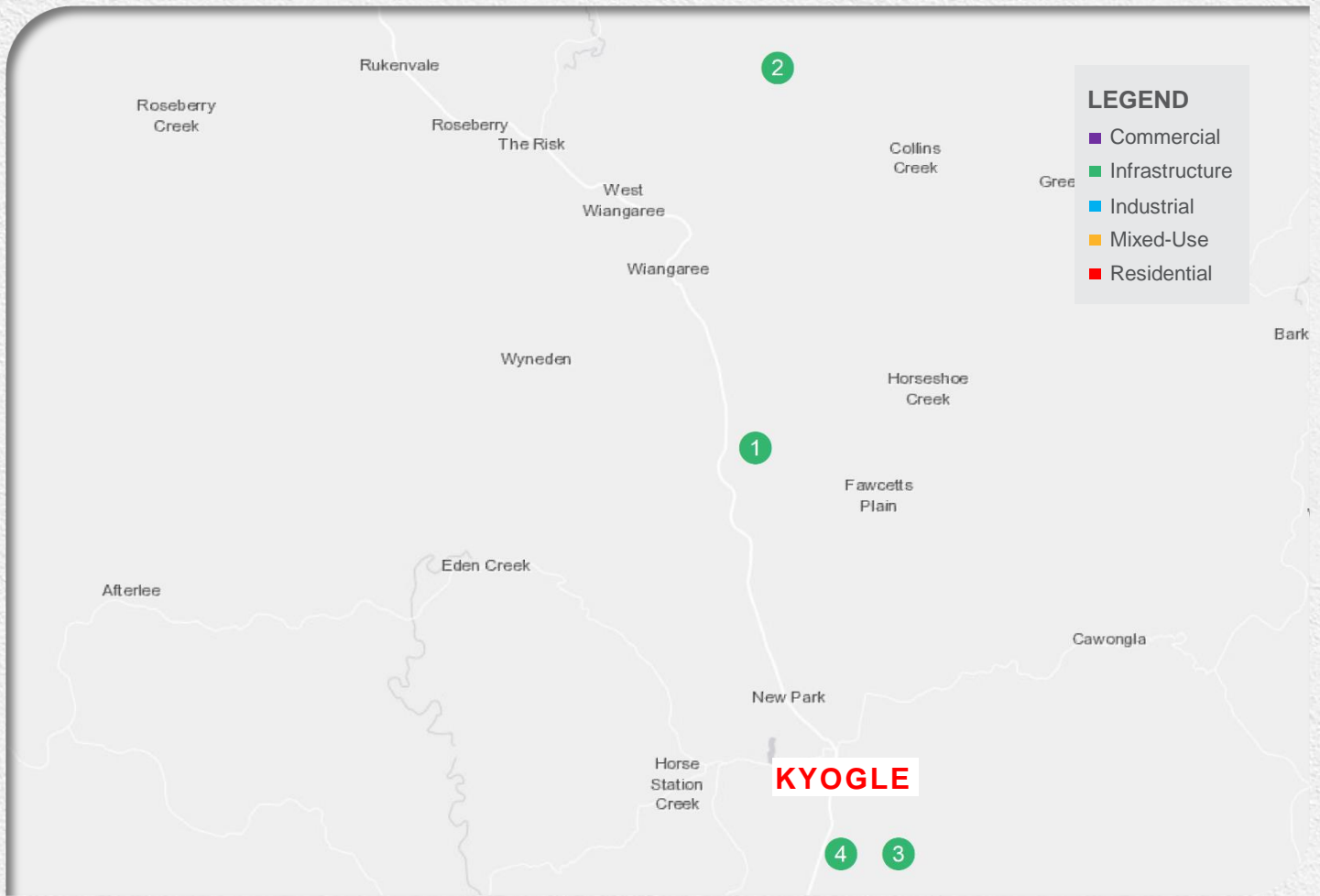
LARGE DWELLINGS SOLD



RURAL VACANT LAND SOLD



TOP DEVELOPMENTS MAP 2nd HALF 2023[Ⓐ]



Location	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Ghinni Ghinni Civil Works	Infrastructure	\$1,000,000	13/12/2023
2	Collins Valley Road Bridge Replacement	Infrastructure	\$853,000	14/07/2023
3	Kyogle Council Rock Filled Gabion & Mattresses	Infrastructure	\$850,000	14/08/2023
4	Kyogle Council Concrete Works	Infrastructure	\$500,000	01/07/2023

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

* Kyogle market data and key indicators encapsulates aggregate property conditions within the postcode of 2474, general residential properties only.

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

*** Kyogle large dwelling and rural residential data encapsulates aggregate property conditions within the postcode of 2474 for General Residential + Large Lot Residential over 20,000 sqm.

2023 encapsulates sales transactions for 2023 (01/01/2023 – 30/6/2023) only.

€ Annual rental growth is a comparison between Q2 2022 (01/04/2022 – 30/06/2022) and Q2 2023 (01/04/2023 – 30/06/2023) house median rent figures.

× Data encapsulates for Rural land and Large Dwellings with over 2 hectares in square metreage measurement only.

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

§ Rental yields shown are as reported as of June 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 Kyogle 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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