

Casino Market Update

2nd Half 2020



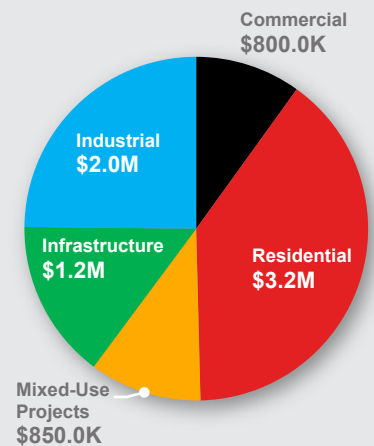
OVERVIEW

Casino* recorded a median house price of \$298,000 and a median unit price of \$224,000 in Q2 2020. This represents annual (Q2 2019 – Q2 2020) median price growth of 3.1% for houses, and high growth of 12.0% for units. Between Q2 2019 - Q2 2020 sales were stable for house (at 42 sales), but declined for units (to 2 sales). A softening in demand was expected due to COVID-19, however price growth for both property types showed market resilience. Now is an ideal time for first home buyers to enter the market, with less competition and government incentives at hand.

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

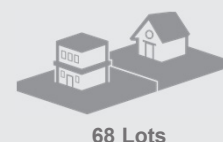
FUTURE DEVELOPMENTS

The Casino* area is set to see approximately **\$8.1 worth of new projects in the 2nd half of 2020.**



A large focus in residential expenditure will ensure ample supply for the growing population of Casino*, as well as first home buyers wanting to take advantage of current government incentives. Infrastructure projects improve liveability aspects for residents. The construction phase of multiples projects will create new jobs in the area, having positive spill-over impact on the real estate market.

A key industrial project for the 2nd half of 2020 is the New World Foods (\$2.0M). This project will construct an industrial warehouse, spurring further economic activity into the area and creating local employment opportunities. A total of 68 lots will be constructed in the 2nd Half of 2020 in Casino*, which is the Broadwater Quarry Road Subdivisions (\$3.1M, 68 Lots). New subdivision lots opens the door for first home buyers to enter the market and build their dream home, utilising a number of government incentives available.

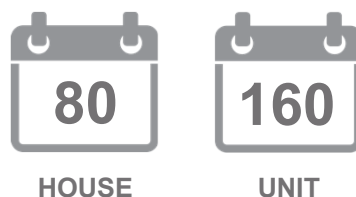


MARKET CONDITIONS

SALES MEDIAN PRICE Q2 2020



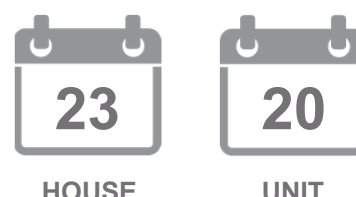
SALES AVERAGE DAYS ON MARKET Q2 2020



RENTAL MEDIAN PRICE Q2 2020

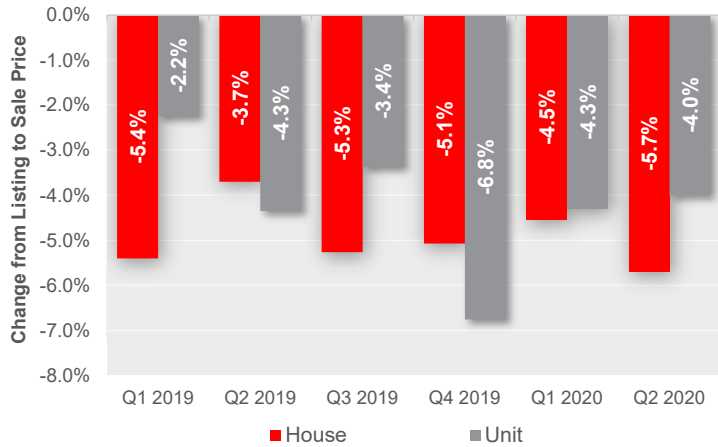


RENTAL AVERAGE DAYS ON MARKET Q2 2020



AVERAGE VENDOR DISCOUNT

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.



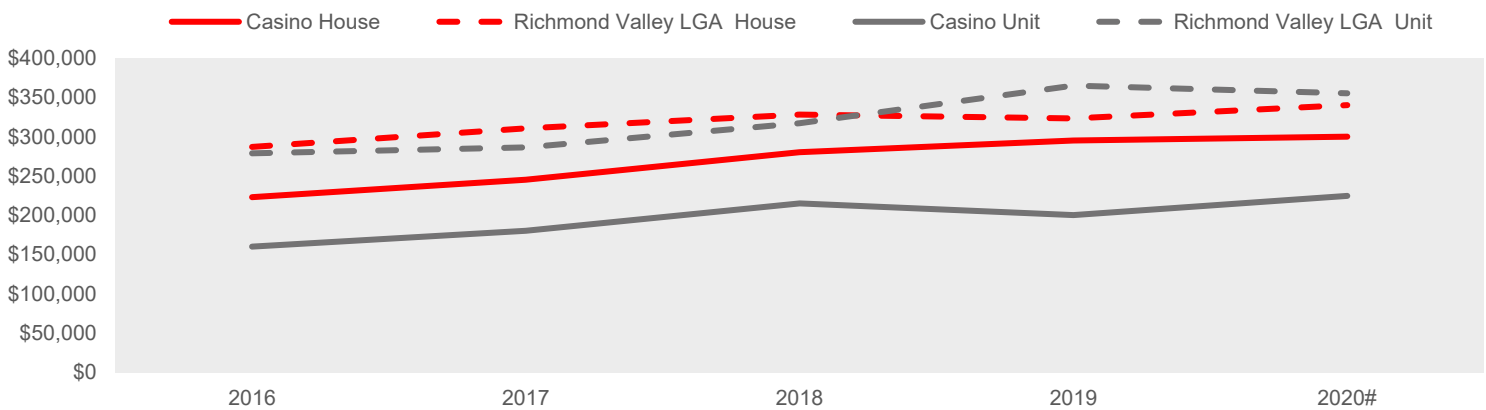
KEY COMMENTS

Over the 12 months to Q2 2020, average vendor discounting in Casino* has widened to -5.7% for houses and tightened to -4.0% for units. Overall, this indicates that buyers are still benefiting from discounts and negotiating below first list asking prices.

Over the past 5 years to 2020#, The suburb of Casino has continued to record a more affordable market in comparison to the wider Richmond Valley Local Government Area (LGA), in both house and unit median prices. This provides an excellent opportunity for first home buyers and investors.

The dominant proportion of houses sold in Casino* across 2020^ were in the mid-lower price bracket of \$250K to \$299K (27.0%). Units saw high activity in both the premium market of \$225K and above (28.6%) and most affordable of \$150K to \$175K (28.6%). There are ample opportunities for buyers with a variety of budgets.

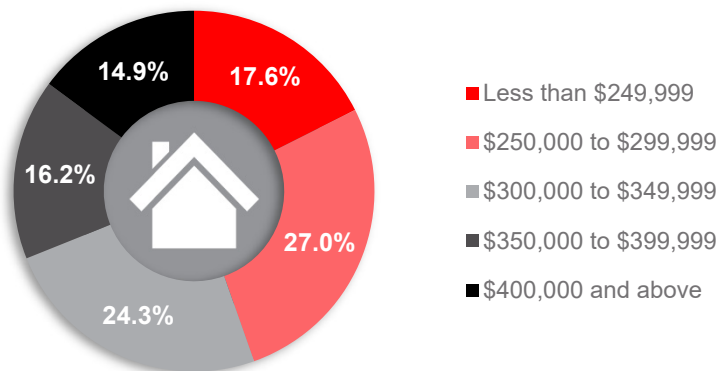
MARKET COMPARISON



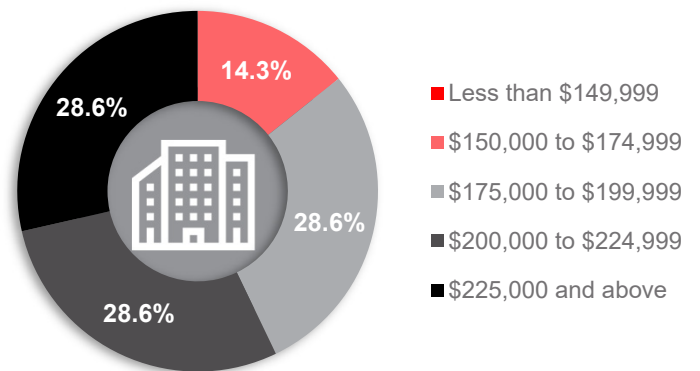
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled is chosen based on their proximity to the main suburb analysed, which is Casino.

PRICE BREAKDOWN 2020^

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2020€

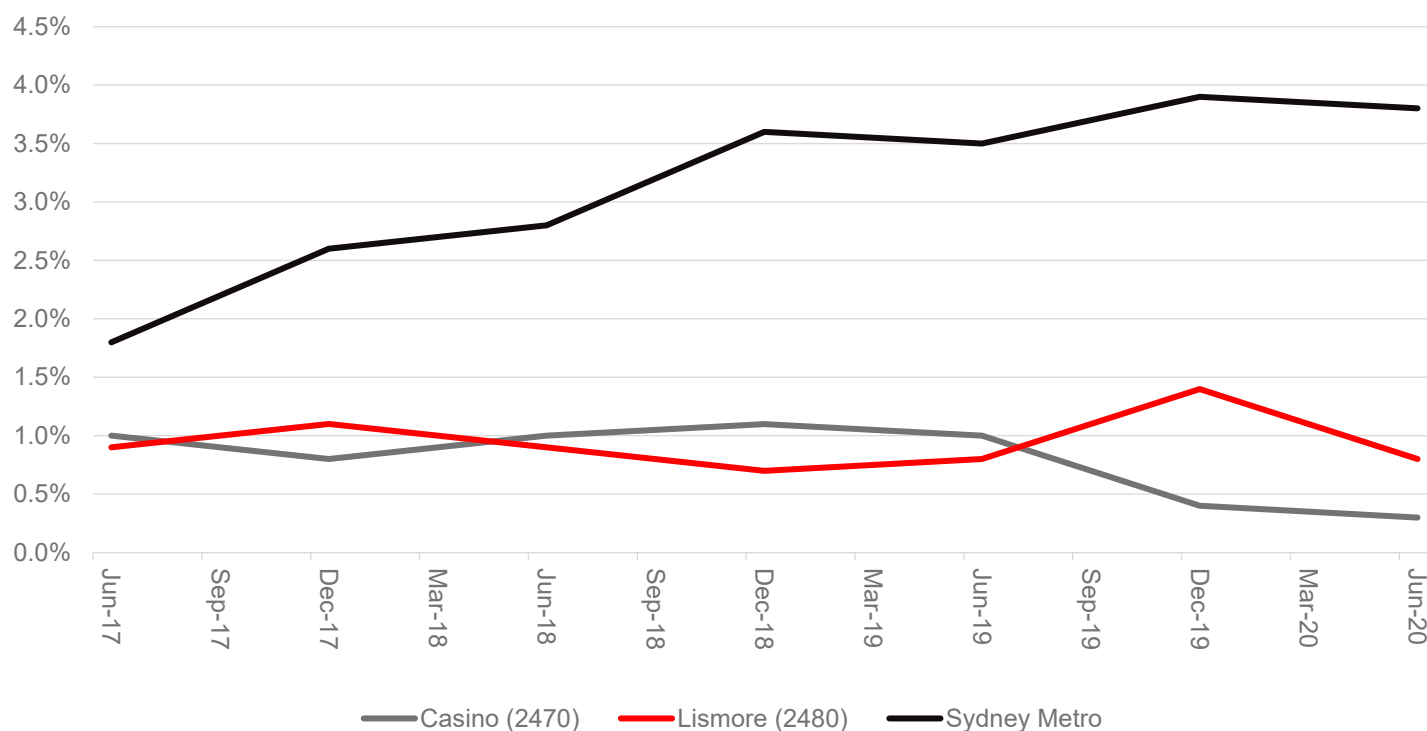
In June 2020, house rental yields in Casino[¥] was recorded at 5.2%. In the 12 months to Q2 2020 median house rental price grew by 1.5% to \$335 per week and median unit rental price grew by 4.3% at \$240 per week. This further indicates Casino^{*} is a resilient rental market even throughout COVID-19 conditions.

4+ bedroom houses have provided investors with +15.5% rental growth annually, with a median rent of \$410 per week.

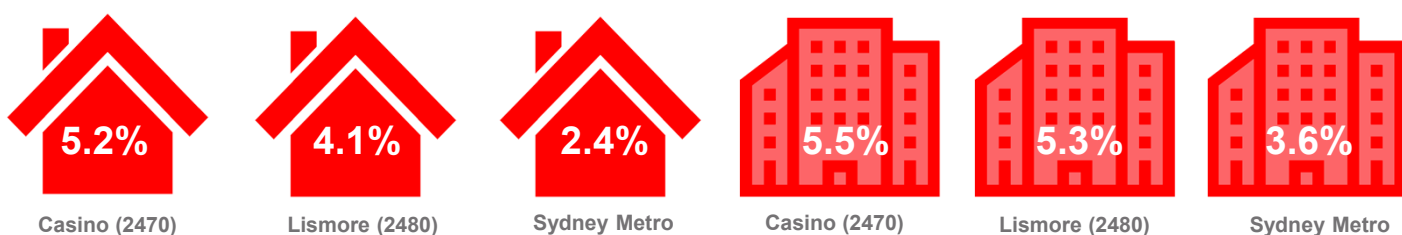
Over the June 2020 Quarter, Casino[¥] recorded a low vacancy rate of 0.3%, significantly below Lismore (0.8%) and Sydney Metro (3.8%). Vacancy rates in Casino[¥] have continued to be on a declining trend since June and December 2019, even amidst COVID-19 conditions. This confirms there is a healthy rental demand and investors can be confident of conducive investment environment in Casino[¥].



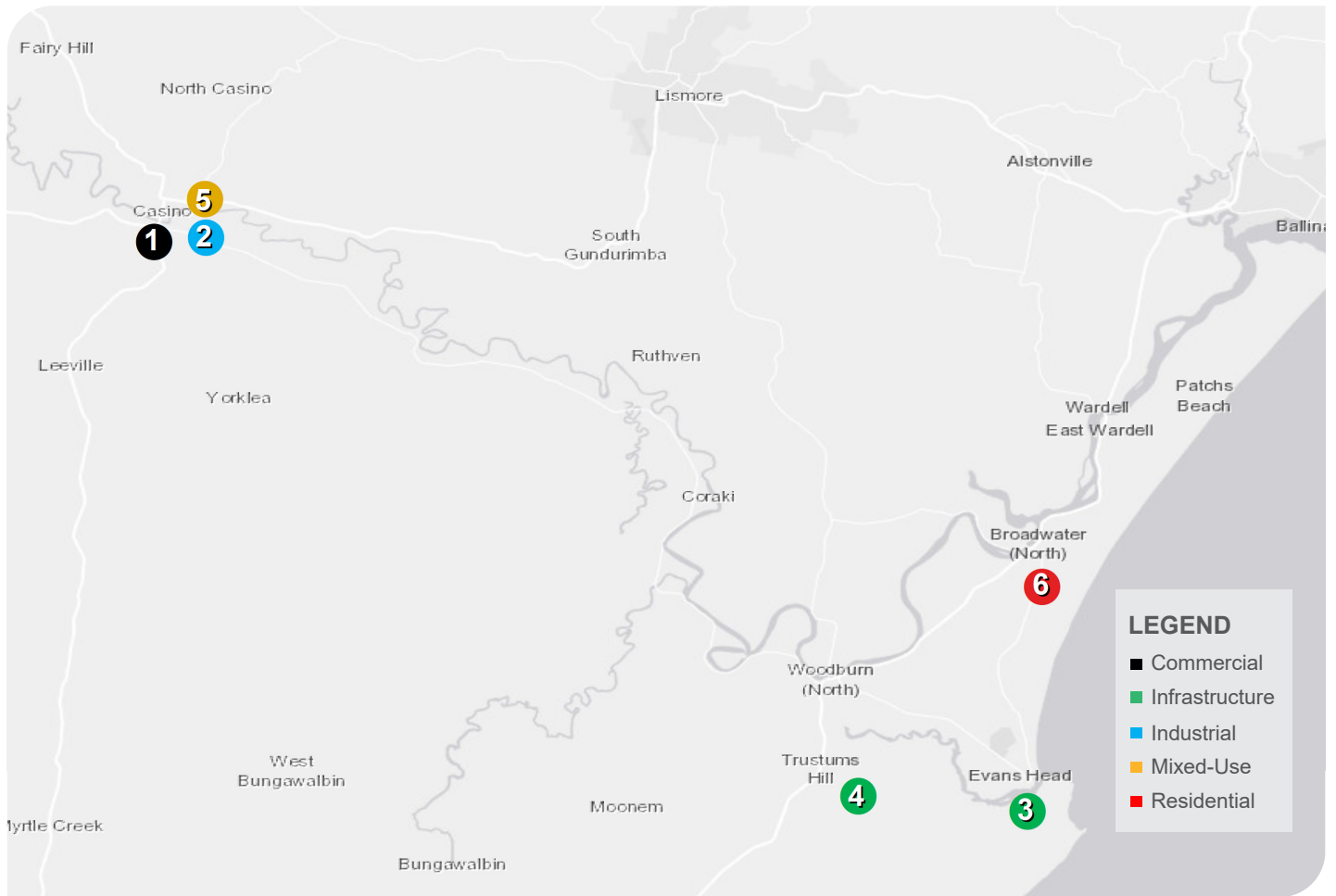
RENTAL VACANCY RATES 2020



RENTAL YIELD 2020\$



PROJECT DEVELOPMENT MAP 2nd HALF 2020[Ⓐ]



Location	Project [€]	Type	Estimated Value [Ⓜ]	Commence Date [Ⓜ]
1	Canterbury Street Medical Centre - Maria Clinic	Commercial	\$800,000	21/10/2020
2	New World Foods	Industrial	\$2,000,000	04/10/2020
3	Woodburn Street Office	Infrastructure	\$882,000	24/12/2020
4	Brickella Road Concrete Batching Plant	Infrastructure	\$325,000	20/10/2020
5	Commonwealth Hotel	Mixed Use	\$850,000	03/08/2020
6	Broadwater Quarry Road Residential Subdivision- (68 Lots)	Residential	\$3,194,000	17/08/2020

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

* Casino market data and key indicators encapsulates aggregate property conditions within the suburb of Casino.

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

2020 encapsulates sales transactions for 1H 2020 (01/01/2020 – 30/06/2020) only.

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€ Annual rental growth is a comparison between 1H 2019 (01/01/2019 – 30/06/2019) and 1H 2020 (01/01/2020 – 30/06/2020) house median rent figures.

¥ Casino market data encapsulates aggregate property conditions within the postcode of 2470.

§ Rental yields shown are as reported at June 2020.

⌘ 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 Richmond Valley Local Government Area.

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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