

# Lismore Market Update

## 1<sup>st</sup> Half 2024



### OVERVIEW

In Q1 2024, Lismore\* recorded a median house price of \$525,000, and a median unit price of \$500,000. This is an annual (Q1 2023 – Q1 2024) price softening of -12.5% for houses, but price growth of 3.0% for units. During this time total sales increased by 34.1% (to 240 sales) for houses and 120.0% (to 33 sales) for units. The market has regained confidence, with high demand for both property types. This provided a buffer to higher interest rates, evident in the latest quarterly (Q4 2023 – Q1 2024), median price growth, 5.7% for houses and 17.6% for units. This suggests the market is entering a recovery phase; thus, buyers must act fast.

#### CHANGE FROM LAST YEAR HALF YEAR



	YEAR	HALF YEAR
HOUSE SALES	↑	↓
HOUSE MEDIAN PRICE	↓	↑
HOUSE RENTAL PRICE	↑	↑

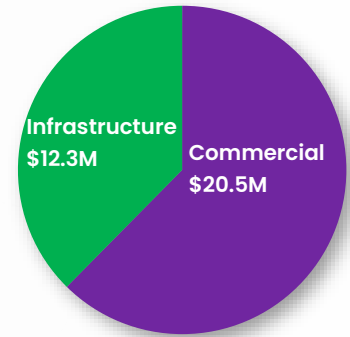


UNIT SALES	↑	↔
UNIT MEDIAN PRICE	↑	↑
UNIT RENTAL PRICE	↑	↑



### FUTURE DEVELOPMENTS

Lismore\* is set to see approximately **\$32.8M worth of new projects commencing in the 1<sup>st</sup> half of 2024.**



These projects are focusing solely on commercial and infrastructure developments, which will stimulate economic growth and create new local employment opportunities in Lismore. This has the potential of attracting more people to live in the area, which would mean a higher demand for housing – whether to rent or buy.

A main commercial project in the 1st half of 2024 is Lismore Workers Club Alterations & Additions (\$15.5M). This project involves extending the existing first floor of the club, expanding the bistro area through to the current void space.

Lismore To Bentley Rail Trail (\$7.8M) is a main infrastructure project that will construct a rail trail connecting Lismore to Bentley. This adds to the recreational experiences of residents.

There are no new residential projects planned, which will lead to an anticipated shortage of ready-to-sell properties such as new units and houses. This suggests a reliance on available on-the-market and owned stock. Thus, now is an ideal time for buyers to act, as the forthcoming undersupply may result in higher property prices.



### MARKET CONDITIONS

MEDIAN PRICE  
Q1 2024



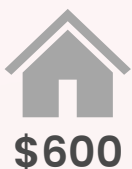
**SALES**



AVERAGE DAYS  
ON MARKET Q1 2024



MEDIAN PRICE  
Q1 2024



**RENTALS**



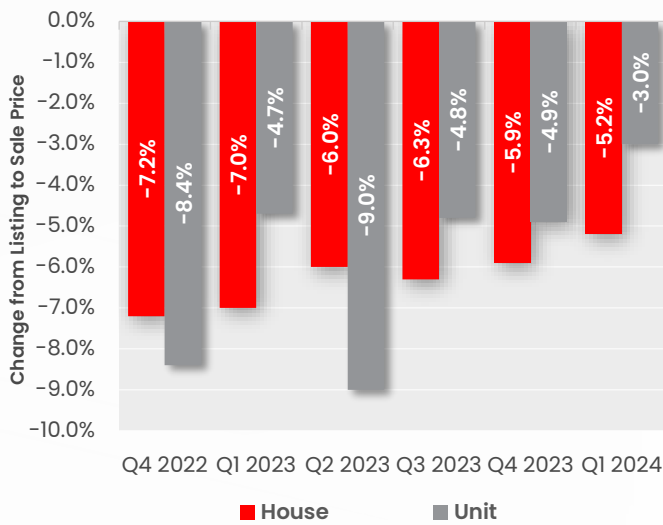
AVERAGE DAYS  
ON MARKET Q1 2024





## 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.



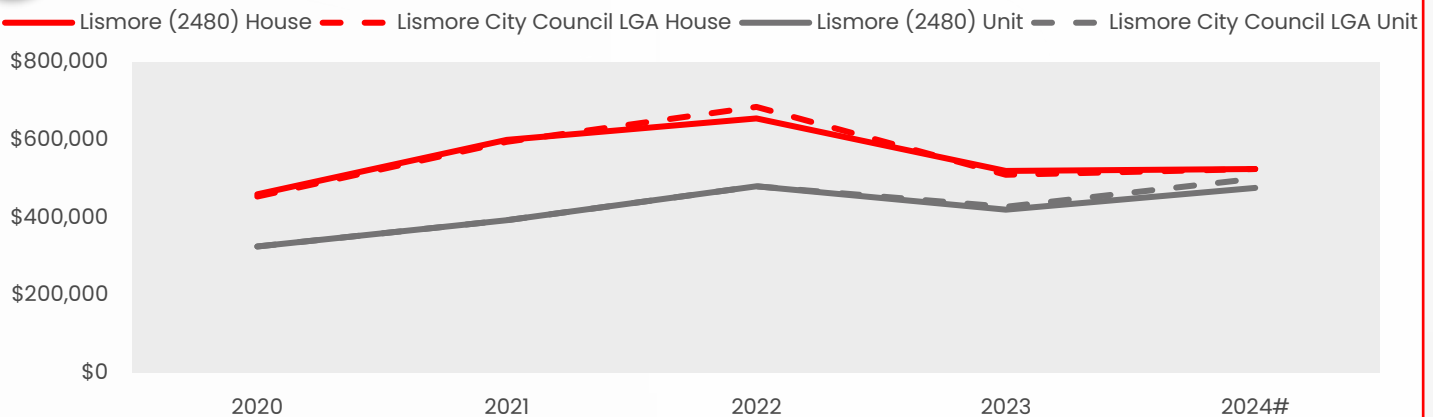
Average vendor discounts between Q1 2023 and Q1 2024 have tightened to -5.2% for houses and -3.0% for units. The peak discount periods have passed for both property types (in Q4 2022 and Q2 2023 respectively). While market conditions in Lismore\* still favour buyers, as sellers are willing to accept prices below the initial listing prices, the trend is shifting towards a market recovery. Buyers need to act fast to access available discounts.

The wider Lismore City Council Local Government Area has historically performed on-par with the suburb of Lismore in both house and unit median prices. 2024# saw this trend continue, with prices in the suburb and LGA trending in the same direction.

Most of the homes sold in Lismore in 2023 and 2024# were in the most affordable price point of less than \$399,999 (38.9%). Most of the units sold, 40.3%, were in the \$350,000 to \$449,999 price bracket. That said this large percentage is skewed, due to the high number of government buy-backs of flooded properties. The premium market is strong, with 26.3% of houses sold above \$700,000 and 16.1% of units sold above \$650,000; in good news for homeowners.



## MARKET COMPARISON

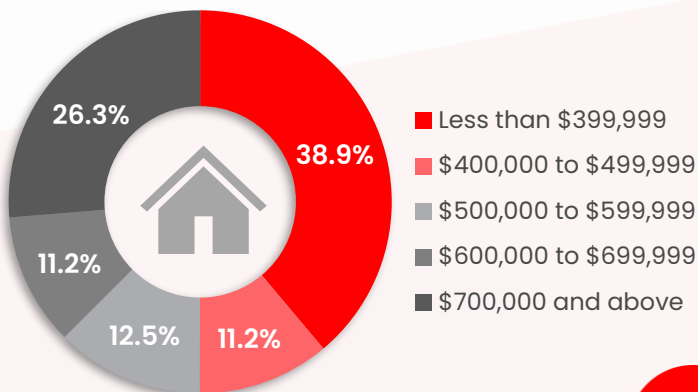


The market comparison graph provides a comparative trend of median houses and units prices over the past 5 years. The main LGA profiled is chosen due to their proximity to the main suburb analysed, which is Lismore.

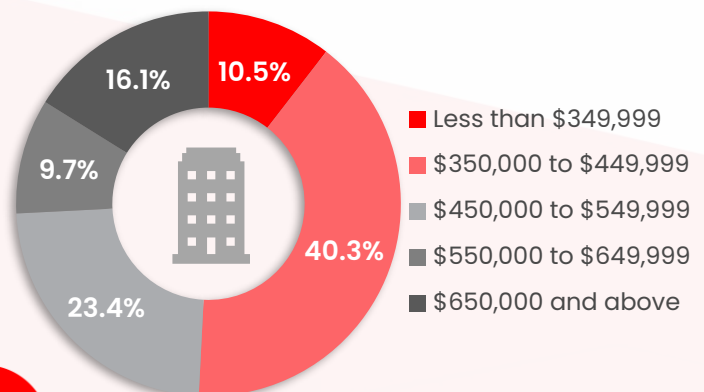


## PRICE BREAKDOWN 2023-2024#

### HOUSES SOLD



### UNITS SOLD





## RENTAL GROWTH 2024€

House rental yields in Lismore<sup>€</sup> were 4.0% as of April 2024, higher than Lismore City LGA (3.3%) and Sydney Metro (2.9%). This was paired with a 9.1% increase in median house rental price in the past 12 months to Q1 2024, at \$600 per week. The number of houses rented declined by -28.6% (to 120 rentals) and the average days in the market decreased to a historical low of 23 days. The same pattern also can be seen in the unit market. Combined, this indicates a rental undersupply in Lismore<sup>€</sup>, creating an opportunity for investors.

2+ bedroom houses have provided investors with +6.8% rental growth annually, achieving a median rent of \$470 per week.

Lismore<sup>€</sup> recorded a vacancy rate of 0.8% in April 2024, below the Lismore City LGA's and Sydney Metro's 1.2%. Vacancy rates in Lismore<sup>€</sup> decreased in the last 12 months, indicating an even tighter rental market. Further, a 0.8% vacancy rate is significantly below the Real Estate Institute of Australia's healthy benchmark of 3.0%, which suggests quicker occupancy of rental properties. This confirms there is a conducive environment for investors in Lismore<sup>€</sup>.

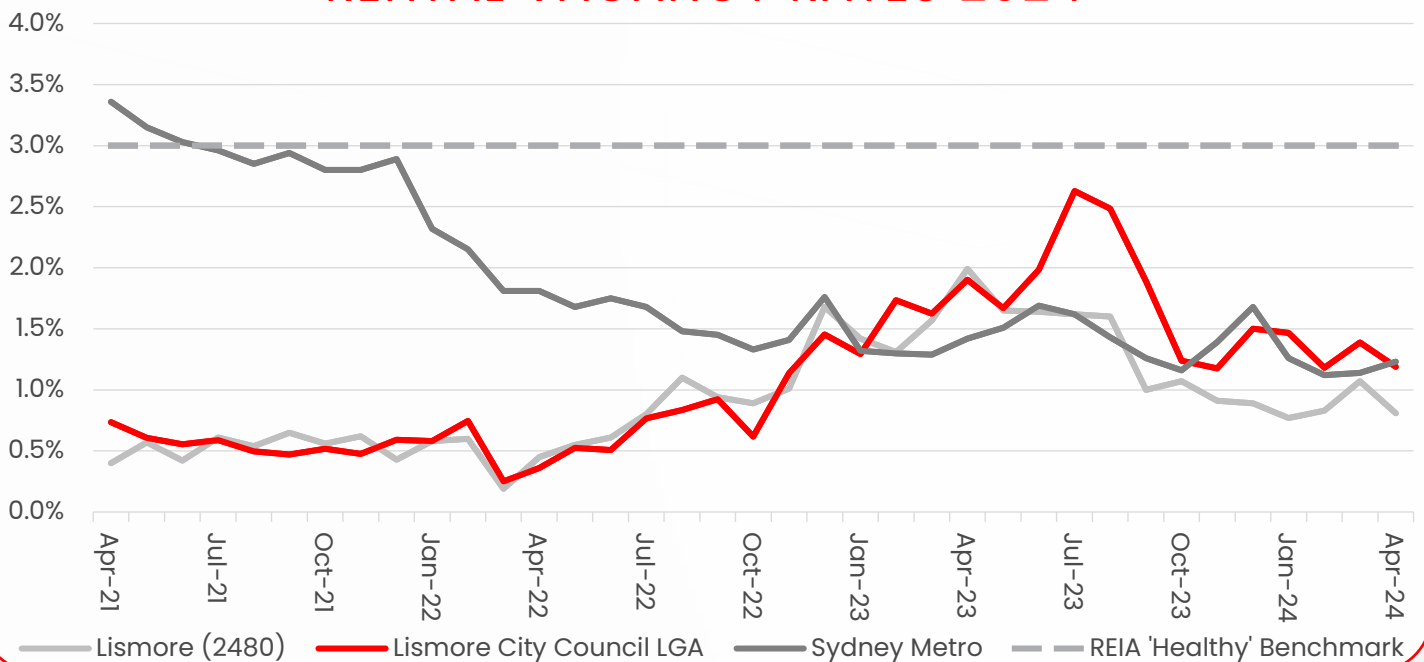
2 BEDROOMS  
**+6.8%**

3 BEDROOMS  
**+1.0%**

4 BEDROOMS  
**+3.4%**



## RENTAL VACANCY RATES 2024



## RENTAL YIELD 2024§



**4.0%**

Lismore<sup>€</sup>



**3.3%**

Lismore City Council LGA



**2.9%**

Sydney Metro



**4.7%**

Lismore<sup>€</sup>



**4.8%**

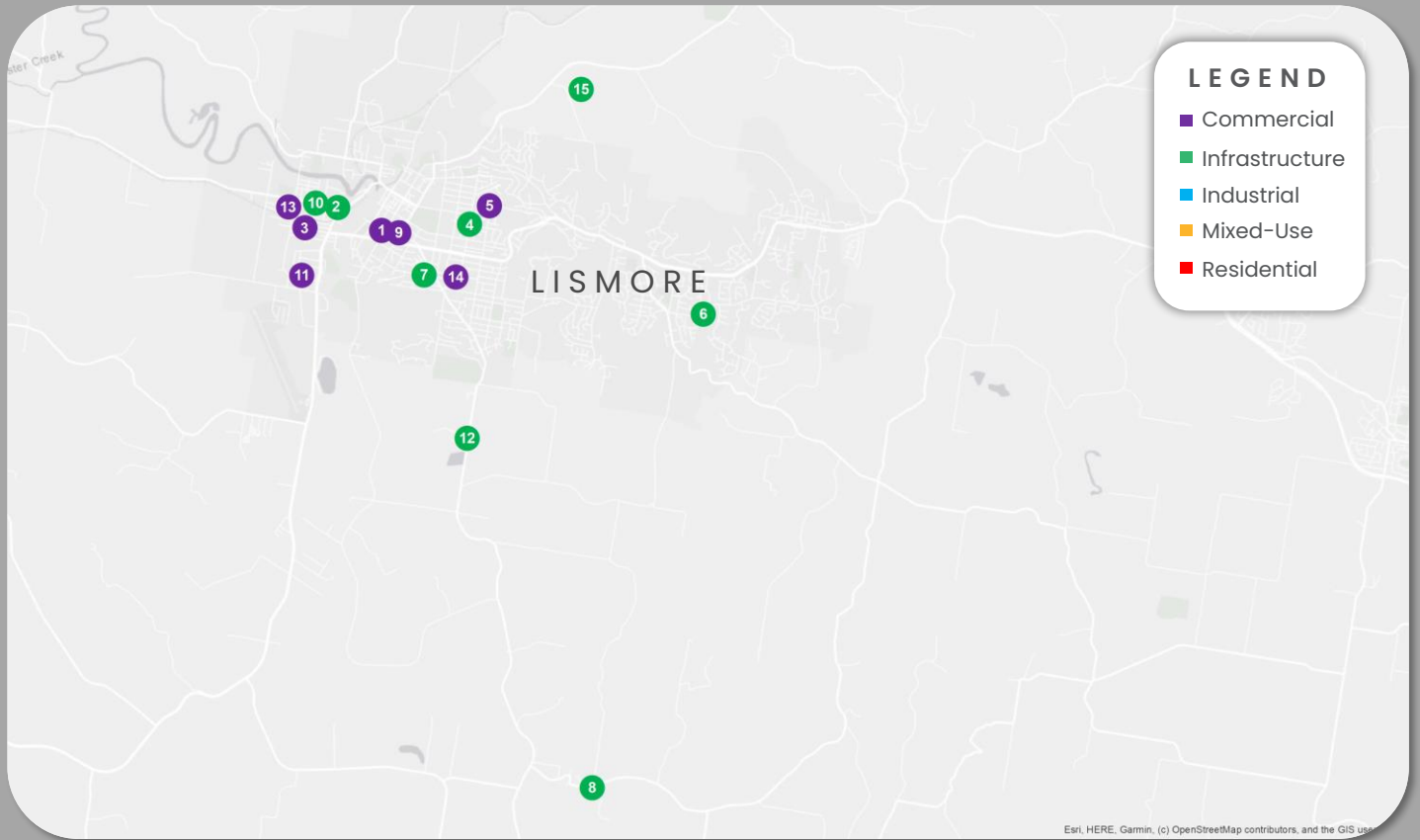
Lismore City Council LGA



**4.6%**

Sydney Metro

# PROJECT DEVELOPMENT MAP 1<sup>st</sup> HALF 2024<sup>A</sup>



#	Project <sup>£</sup>	Type	Estimated Value <sup>µ</sup>	Commence Date <sup>ψ</sup>
1	Lismore Workers Club Alterations & Additions	Commercial	\$15,500,000	2024-06-04
2	Lismore To Bentley Rail Trail (Local Government)	Infrastructure	\$7,841,732	2024-02-12
3	135-139 Union Street Service Station & Shop	Commercial	\$2,110,402	2024-02-28
4	Nimbin Rainbow Road Walking Track Construction (Local Government)	Infrastructure	\$1,575,525	2024-02-10
5	82 Uralba Street Co-living Housing (developed by the Roman Catholic Church Diocese of Lismore)	Commercial	\$1,540,000	2024-05-06
6	Lismore City Council Concreting Works (Local Government)	Infrastructure	\$800,000	2024-05-06
7	Esmonde Street Reservoir Wall Remediation Works (Local Government)	Infrastructure	\$706,102	2024-03-25
8	Wyrallah Slip Pipeline Replacement (State Government)	Infrastructure	\$592,381	2024-04-08
9	192-192A Keen & Conway Streets Demolition - TAFE Lismore	Commercial	\$499,920	2024-01-08
10	Lismore Rail Trail Stage 1 (Local Government)	Infrastructure	\$300,000	2024-02-04
11	13 -17 Snow Street Office	Commercial	\$291,000	2024-01-19
12	Lismore Animal Care Facility Refurbishment (Local Government)	Infrastructure	\$285,706	2024-02-29
13	182 Wilson Street Depot	Commercial	\$281,810	2024-02-09
14	51 Avondale Avenue Medical Centre Conversion	Commercial	\$240,000	2024-03-01
15	Wilsons River Source Low Lift Pump Station Electrical Switchboard Remediation Works (State Government)	Infrastructure	\$232,084	2024-03-18

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## RESEARCH SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customised products, and 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

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## OUR PEOPLE

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## REFERENCES

- \* Lismore sales market data and key indicators encapsulates aggregate property market conditions within the city of Lismore LGA.
- \*\* Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.
- # 2024 encapsulates sales transactions for Q1 2024 (01/01/2024 – 31/03/2024) only, other years encapsulates sales transactions for the full year (i.e 01/01 to 31/12 of the relevant year).
- € Annual rental growth is a comparison between Q1 2023 (01/01/2023 – 31/03/2023) and Q1 2024 (01/01/2024 – 31/03/2024) house median rent figures.
- ¥ Lismore rental market data encapsulates aggregate property conditions within the postcode of 2480.
- § Rental yields shown are as reported as of April 2024.
- ▲ 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 Local Government Area of Lismore.
- 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 Pricfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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