

# Australian Farmland Values

2022



# Contents

<b>About Rural Bank.....</b>	<b>3</b>	<b>Tasmania.....</b>	<b>36</b>
<b>About the research .....</b>	<b>3</b>	Northern .....	39
<b>Foreword .....</b>	<b>4</b>	North West .....	40
<b>Executive summary .....</b>	<b>5</b>	South .....	41
Drivers of farmland values .....	6	<b>South Australia.....</b>	<b>43</b>
<b>Queensland.....</b>	<b>8</b>	Adelaide and Fleurieu .....	46
Central.....	11	Eyre Peninsula .....	47
North .....	12	South East.....	48
South .....	13	Yorke and North .....	49
West .....	14	<b>Western Australia.....</b>	<b>52</b>
<b>New South Wales .....</b>	<b>17</b>	Central.....	55
Central.....	20	Eastern .....	56
Northern .....	21	Northern .....	57
Southern.....	22	South Coast.....	58
South East.....	23	South West.....	59
Western .....	24	<b>Northern Territory.....</b>	<b>62</b>
<b>Victoria.....</b>	<b>27</b>		
Gippsland .....	30		
Northern .....	31		
North West .....	32		
South West.....	33		



# About Rural Bank

Rural Bank is a division of Bendigo and Adelaide Bank Limited and provides exceptional financial services, knowledge and leadership for Australian farmers to grow.

## About the research

The *Australian Farmland Values* report is based on actual farm sales using data collected by the official government agency in each state and territory, which is then compiled by PriceFinder.

The *Australian Farmland Values* report is a guide to market trends of commercial farming property. To that end, where possible, transactions between family members or where one party has compulsory powers are excluded from the analysis. Further, small farms are also excluded to limit the impact of 'lifestyle farming' on the results.

As property settlement periods vary, some 2021 sales will not be captured in this report at the time of publication. The median price for the most recent year is preliminary and will be revised at least annually.

The values used in this report are based on the total sale price and therefore include the value of capital improvements. The value of water entitlements attached to a land title and therefore sold with the property will be reflected in the sale price of the land. If water entitlements are sold separately from the land, this value will not be captured in the sale price.

Median prices in the report are only a guide to market activity. They are not a valuation. Median is used rather than mean as the median is not as readily distorted by unusually high or low prices. However, the median does have limitations. The mix of property sold in a given year can cause the median price to move up or down in a way that is unrelated to a move in value. For example, a higher proportion of lower-value sales can result in a lower median and vice-versa. In areas where there have been very few sales, this effect can be especially pronounced and so in these cases the median should be used with caution and may not be indicative of an actual change in farmland value.

In order to track median price per hectare growth over a range of time periods the report uses compound annual growth rate (CAGR). Compound annual growth rate is a geometric mean that accounts for compound growth, providing a more accurate measure of an investments return compared to a simple arithmetic mean.

Farmland sales volume is reported as the number of transactions. Farms can be sold as single or multiple lots, which obscures the view of the number of farms sold, particularly in cases where one farm is sold as multiple lots to multiple buyers. Accordingly, the number of 'transactions' should not be interpreted as the number of farms sold and should only be used as a guide to market activity.

This report is not intended for use as a farm valuation tool. A qualified professional is required to assess the value of a property.

For PriceFinder terms and conditions visit: [www.pricefinder.com.au/terms-conditions/](http://www.pricefinder.com.au/terms-conditions/)

The commodity price index quoted in the report is weighted based on the gross value of agricultural production (GVP) for each commodity in the respective states. Commodities that make up the index include wheat, barley, canola, beef, wool, lamb, mutton, dairy, cotton, sugar, fruit, grapes and vegetables. Each commodity uses a specific indicator price as a point of reference for the wider categories within each commodity group. The baseline for both the commodity price index and the farmland values index is calculated using the average price between 2010–2015, in order to get a fair representation of price over time and help smooth out seasonal volatility in any one year. This methodology only applies to the commodity price comparison section of the report.



# Foreword

The value of Australian farmland has always been a hot topic, with a keen following, but interest has further intensified in recent years, along with the values themselves.

New record prices seem to be set on a weekly basis in many districts as properties are often fiercely sought by multiple competing buyers. A near perfect mix of ingredients have come together to drive a surge in demand, making the market for farmland incredibly competitive. Farmers are looking to acquire neighbouring blocks to expand scale or looking to regions further afield to diversify their landholdings. As prices have been driven higher, it brings to mind many burning questions for everyone in agriculture. How high is too high? Can prices still go higher? What impact will rising interest rates or a turn in seasonal conditions have?

When markets are in uncharted territory, it's more important than ever to seek the right information.

That's why Rural Bank's *Australian Farmland Values 2022* is essential reading to keep you informed.

This annual report – based on data of actual farm sales – has tracked every farmland transaction across Australia over the past 27 years, to provide the most in-depth analysis on farmland value available.

So, what does this latest information tell us about farmland values?

The growth in Australian farmland values accelerated in 2021. Median prices increased to new record highs in every state, except for the Northern Territory. The supply of land on the market also increased. But the strength of demand exceeded this rise in supply to drive prices higher.

Stronger agricultural commodity prices coupled with a second consecutive year of favourable seasonal conditions in most areas improved cashflows and strengthened balance sheets. Added to this was support from record low interest rates and confidence in the long-term outlook for the agricultural sector which combined to see a surge in the buying power of Australian farmers.

The rapid rise of farmland values in recent years is great news for existing landholders and those looking to sell land, but presents heightened challenges for new entrants and those seeking to increase scale to remain competitive. We cannot ignore the impact these challenges may have on the future diversity and prosperity of Australian agriculture.

As we come off the back of a strong 2021, there is still enough demand in the market to push prices higher in 2022. However, some caution is beginning to creep into buyers' minds which may temper the rapid growth seen in recent years.

Agriculture is a cyclical industry and the recent cycle of high commodity prices, low interest rates and consecutive years of favourable seasonal conditions will undoubtedly come to an end and bring about a different set of challenges for farmers to navigate.

As it currently stands, good rainfall in many regions leading up to the autumn break and confidence that high commodity prices will be sustained means 2022 is shaping up well. The attention of landholders and potential buyers will turn to interest rate outlooks and the impact this will have on their decision-making.

As always in agriculture, it is important to take a longer-term perspective. The fundamentals for Australian agriculture remain strong. Despite environmental and geo-political disruptions, growing demand for quality food and fibre products is set to continue both domestically and abroad. The addition of new trade agreements with the United Kingdom and India opens up further opportunities for Australian farmers to find markets and diversify our export markets. This should build confidence in an already optimistic outlook for Australian agriculture.

To capitalise on the sector's long-term confidence and navigate the shorter-term cyclical challenges, Australia's agricultural sector requires sound data-informed decision-making.

Rural Bank is pleased to again share our latest findings for the sector and invites you to draw on our deep expertise, to explore and discuss the findings of the *Australian Farmland Values* report and how it relates to you and your farming enterprise.

**Simon Dundon, General Manager Sales, Partnerships & Marketing, Rural Bank**



## Executive summary

The median price per hectare of Australian farmland increased by 20 per cent in 2021 to \$7,087 per hectare. This was the largest year-on-year increase in dollar terms in the last 27 years and the largest rise in percentage terms since 2005. The national median price has now increased for eight consecutive years, in which time it has risen by 123 per cent.

While the recent growth cycle captivates attention, it is important to understand the longer-term perspective of growth in farmland values. Strong growth in 2021 lifted the 20-year compound annual growth rate (CAGR) to 8.4 per cent. This is a lower growth rate compared to the last five years which had a CAGR of 12.5 per cent. However, the longer-term growth in farmland values has performed incredibly well compared to other asset classes. Firstly, growth in farmland values has exceeded residential property prices in Australian capital cities which has a lower growth rate of 5.4 per cent over the last 18 years where data has been published. Farmland value growth also outperformed the ASX200 over the last 20 years which has CAGR of 4.0 per cent.

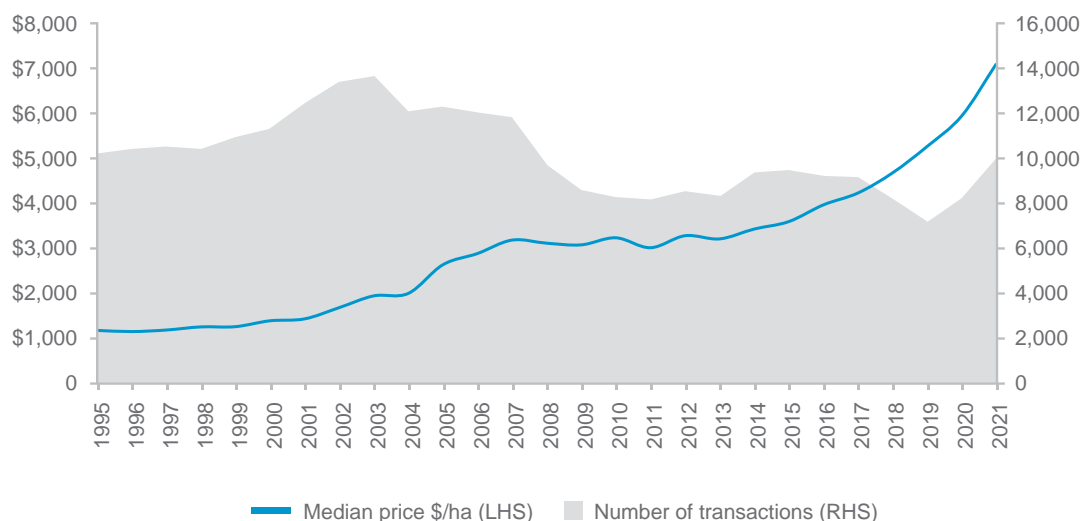
Across the states in 2021: Western Australia, Queensland and Victoria all recorded growth of more than 30 per cent in median price per hectare. This was only the third time since 1995 that more than one state or territory had recorded annual growth of over 30 per cent. Median price growth was more modest in South Australia, Tasmania and New South Wales while the Northern Territory recorded a decline.

In addition to strong price growth in 2021, it was a more active market as the number of farmland transactions in Australia increased by 22.5 per cent to 10,032. This was the largest annual increase in transaction volume in the last 27 years. In the last two years the number of transactions has increased by 40.3 per cent to fully recover from the drought-induced record low of 2019 taking the number of transactions to its highest level since 2007. Farmland transactions in 2021 equated to a total of 10.8 million hectares of land traded at a record high combined value of \$15.6 billion.

The Rural Bank Australian Farmland Values report draws on more than 270,000 transactions, accounting for 327 million hectares of land traded with a combined value of \$183 billion since 1995. Analysis of these results are broken down across 29 regions and over 350 municipalities in regional and rural Australia.

	2021 year-on-year median price growth	2021 year-on-year transaction volume growth
NSW	8.3%	29.4%
QLD	31.3%	35.7%
SA	8.4%	14.9%
TAS	7.6%	-15.2%
VIC	30.4%	12.8%
WA	36.3%	-6.0%
NT	-18.0%	96.6%
National	20.0%	22.5%

### Australia – historic performance





# Drivers of farmland values

The rapid rise of Australian farmland values in the current growth cycle has regularly been attributed to strengthening demand from various types of buyers. Broadly speaking, demand for farmland is largely the product of a combination of agricultural commodity prices, seasonal conditions and interest rates. In 2021, each of these factors were conducive to increasing the buying power of Australian farmers and making agricultural land an attractive investment. The other factor impacting prices is simply the supply of available farmland on the market. In 2021, the volume of farmland transactions reached a 14-year high. Despite this rise in supply, demand for farmland still exceeded supply.

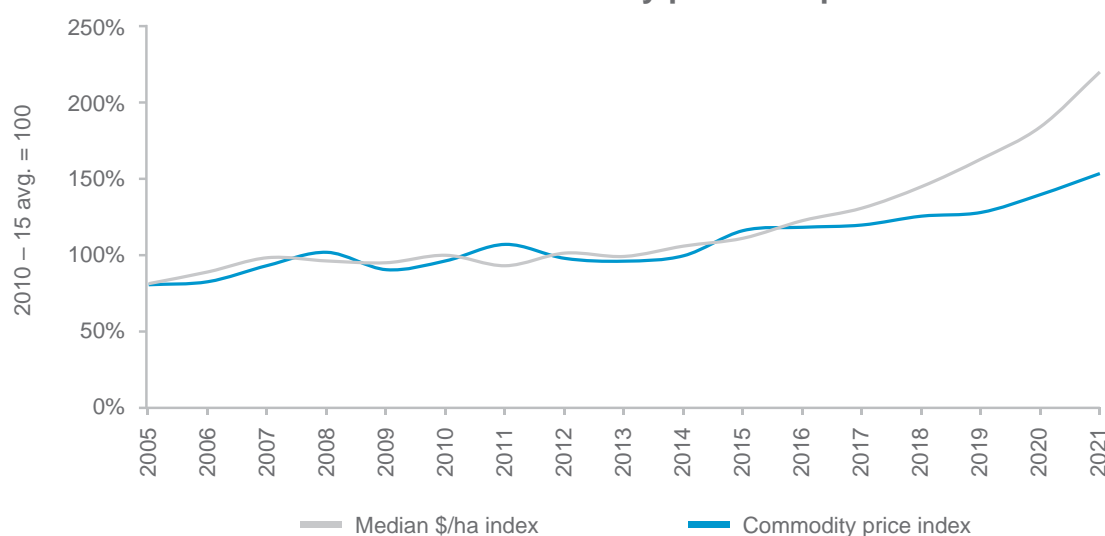
## Commodity Prices

Prices for most agricultural commodities continued to trend higher in 2021 which helped strengthen cashflows and balance sheets for many farmers across Australia, improving their buying power and feeding demand for farmland. The rise in commodity prices is measured in Rural Bank's Commodity Price Index, which combines indicator prices for major agricultural commodities into a single index by weighting each commodity by its gross value of production. In 2021, the commodity price index increased by 13.9 per cent year-on-year and reached a record high. The growth in the index was driven by increased livestock, canola, wool and cotton prices.

Despite a strong rise in commodity prices, the median price of farmland increased at an even stronger rate in 2021. This resulted in farmland values further decoupling from commodity prices. This decoupling began in 2016 following a period of strong correlation between commodity prices and farmland values. Since 2016, the gap between farmland values and commodity price trends has widened. This divergence is evident in all states except for Queensland where a strong correlation continues to exist between the state's median price per hectare and commodity price index (heavily weighted toward cattle prices).

The widening divergence between the two trends at a national level in 2021 is likely the result of continued record low interest rates and increased production resulting from a second consecutive year of favourable seasonal conditions. These factors enhanced the buying power of Australian farmers, adding to the influence of strong commodity prices.

## Australia – commodity price comparison



Looking to 2022, the strong commodity price environment is expected to continue with the commodity price index forecast to trend slightly higher as increased cropping prices are expected to add to strong livestock prices. However, the increased cost of inputs such as fuel and fertiliser will likely dilute the benefits of high commodity prices and narrow profit expectations, adding an element of caution for prospective buyers in the Australian farmland market.

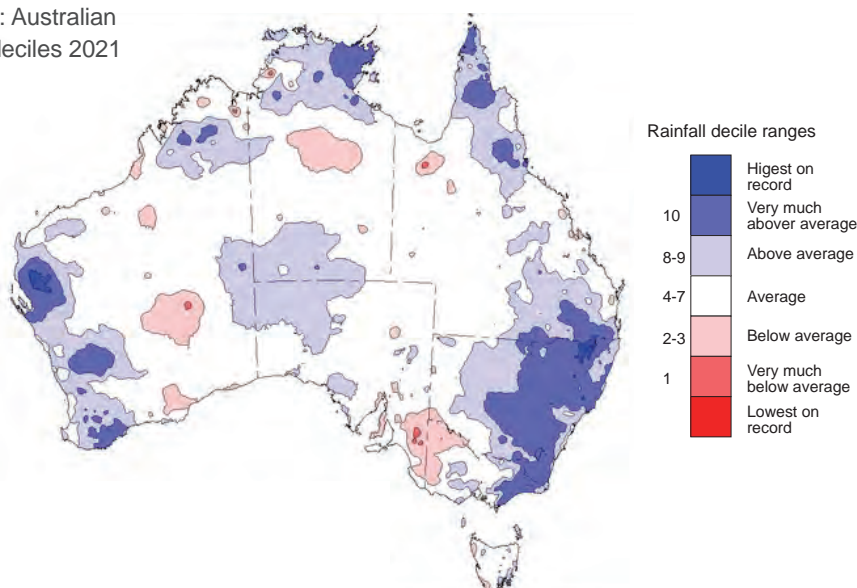
## Seasonal conditions

Most agricultural regions in Australia enjoyed favourable seasonal conditions in 2021 which added to drought-breaking rainfall in many areas in 2020 to further strengthen agricultural production. The combination of high commodity prices and improved seasonal conditions in 2020 meant more producers entered 2021 in a stronger position and with greater intent to purchase land. Confidence to buy would have been boosted further by a second year of above average rainfall in many areas. Favourable seasonal conditions coupled with higher commodity prices brought more buyers to the property market with greater buying power.

Seasonal conditions were also a factor in the uplift in transaction volume in the last two years. Dry conditions contributed to declines in farmland transaction volume in 2018 and 2019 as potential sellers held out for improved conditions to market properties. These conditions eventuated in 2020 and 2021 and led to a reversal in the downward trend of transaction volume as more sellers capitalised on improved market conditions to exit the industry.

Many buyers will have entered 2022 in an even stronger position than last year on the back of favourable conditions and higher commodity prices in 2021. In addition, a wet start to 2022 in many areas will again fuel confidence in the market. This is expected to sustain demand for farmland as the year progresses.

Figure 1: Australian rainfall deciles 2021



Source: Bureau of Meteorology

## Interest rates

Interest rates in Australia remained at low levels in 2021 with the official cash rate at a record low of 0.1 per cent. The ability to borrow money at such low rates added further strength to the buying power of farmers looking to acquire land.

Interest rates are poised to rise by June with an extended sequence of Reserve Bank of Australia (RBA) rate hikes over the next two years. The financial markets are currently factoring in roughly five rate hikes this year and at least another five next year, although this pricing assumes that inflationary pressures will remain intact for longer than the RBA have recently forecast. A more benign outcome (which would have less impact on property values) would be an official cash rate of around one per cent by year end, and two per cent by the end of 2023. Higher interest rates have the potential to reduce buying power and take some heat out of the market by softening demand.

## Supply of land

The supply of farmland on the market increased in 2021. Market conditions improved in favour of those looking for an opportune time to sell, particularly after the preceding drought period. Transaction volume in 2021 was 1.8 per cent above the 20-year average, however it remained below the heights reached in the early 2000s.

Looking ahead, the volume of farmland transactions is expected to stabilise in 2022. Consecutive years of favourable seasonal conditions and strong commodity prices means there is not much pressure for many landholders to sell and those who delayed listing properties during the drought period have likely realised opportunities to sell in the last two years. In addition, the longer-term consolidation of farms will contribute to fewer listings.

The expectation of a stable supply of farmland on the market in 2022 combined with buy-side factors supporting ongoing strong demand is likely to again drive an increase in prices paid for farmland in 2022.



**\$6,827**

Median price per hectare



**31.3%**

2021 median price growth



**4,102,958**

Hectares of land traded



**9.4%**

Compound annual growth  
over 20 years

Map shows median price movement in 2021.

North  
**15.0%**

West  
**33.6%**

Central  
**22.1%**

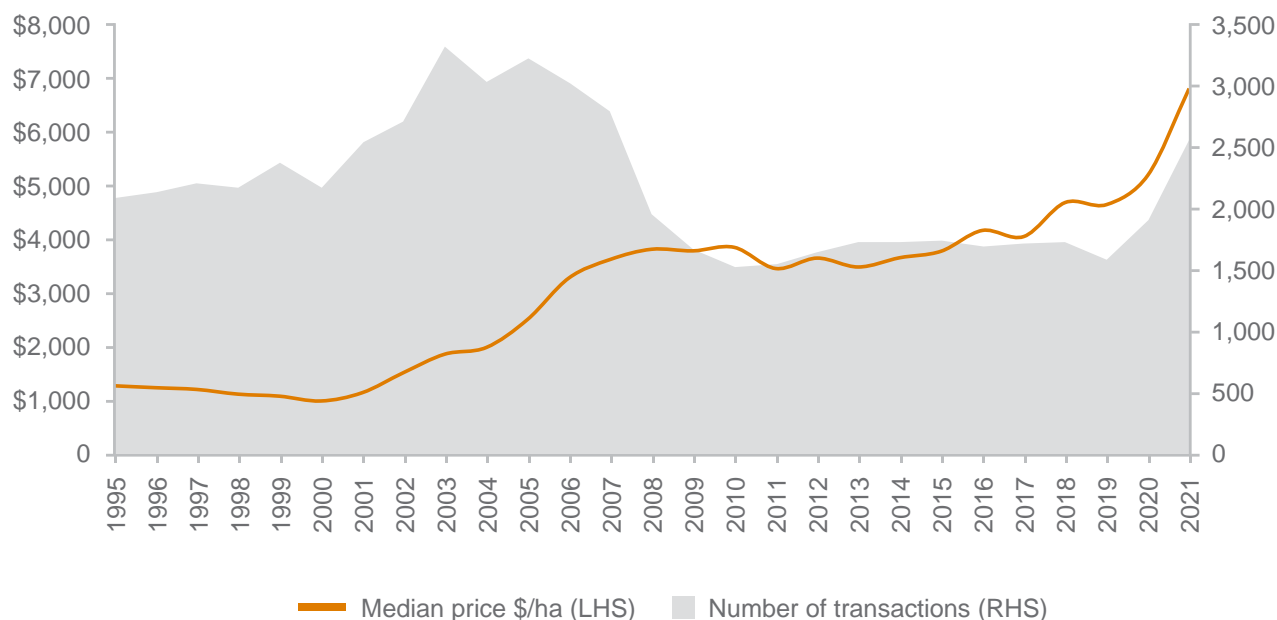
South  
**26.6%**

# Queensland



# Queensland

## Queensland – historic performance



Strong growth in Queensland farmland values accelerated in 2021 as the median price per hectare increased 31.3 per cent to a record high for a second consecutive year. Although drought saw median values decline in 2017 and 2019, Queensland has experienced growth in seven out of the past 10 years. The median price of \$6,827/ha is a 47 per cent increase on 2019, and almost double the median price in 2011. This strong upwards trend is evident in a CAGR of 10.4 per cent over five years, and despite some volatility around drought years is consistent with a 20-year CAGR of 9.4 per cent.

The median value of farmland in all Queensland regions increased year-on-year. The last time this occurred was in 2008 and for the second consecutive year, West Queensland's growth outpaced other regions to improve 33.6 per cent year-on-year following a 39.4 per cent increase in 2020. Aided by lifestyle factors, South Queensland recorded the largest acceleration of growth of any region, jumping from an increase of 2.5 per cent in 2020 to 26.6 per cent in 2021. South Queensland is a driver of overall growth in Queensland property values being the only region to see median prices increase in each of the past four years. Consistent growth in median price of Central Queensland farmland saw a 22.1 per cent increase, on par with last year's 20.5 per cent. After a decline in the median price of North Queensland farmland in 2020, a 15.0 per cent increase to median price in 2021, while the lowest of all regions, sees it retain the highest median value of all regions.

Strength in growth of price per hectare was coupled with a surge in transaction numbers as Queensland recorded the largest year-on-year increase of any state by both percentage (35.7 per cent) and number (679 transactions). This added to a significant 20.1 per cent jump in transactions in 2020 which

has accelerated again in 2021 to reach a 13 year high of 2,583. Growth in transaction numbers was strong across the regions, the lowest increases being 13.5 per cent in the West and 26.1 per cent in Central Queensland. Larger increases of over 40 per cent in the higher-priced North and South regions were strong contributors to growth at a state level.

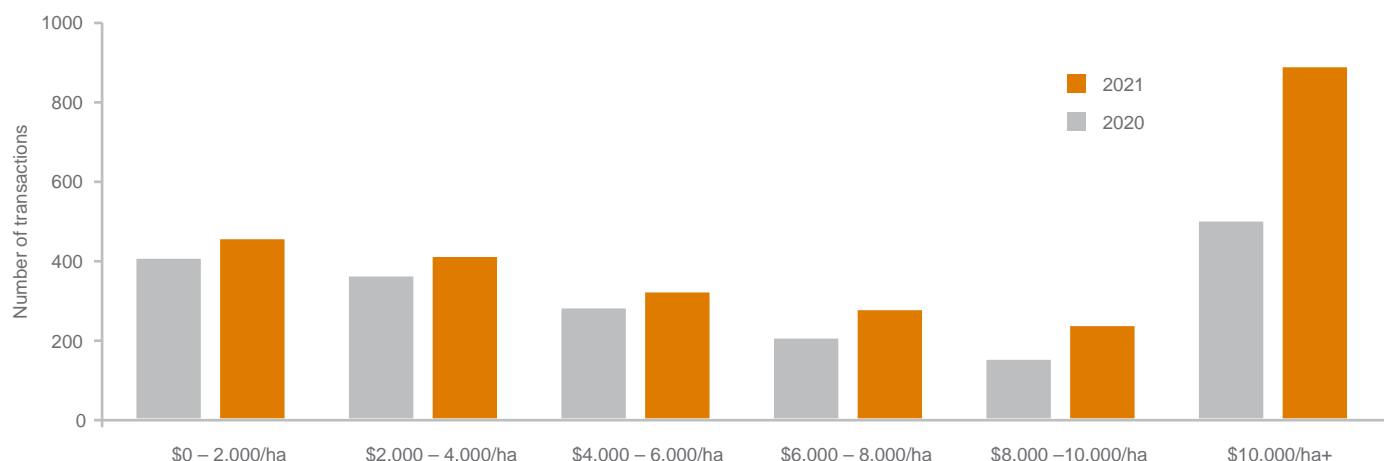
Total area traded increased to 4.1 million hectares, a 9.7 per cent year-on-year increase and on par with the five-year average, but 40 per cent below the 20-year average. A higher volume of sales in higher valued but smaller parcel sized regions resulted in the median parcel size declining by 3.9 per cent year-on-year.

### From the field

"Queensland's strong growth in 2020 accelerated in 2021, increasing in both transaction volume and value. Increased median prices were driven by strong demand for smaller, higher valued lots in prime farming land close to population centres, aided by strong commodity prices, favourable seasonal conditions and renewed interest in the rural lifestyle. Improved pasture growth and appreciating stock value saw cattle operations looking to expand in grazing regions. While growth is expected to continue, it may slow down in some districts in the coming year with the rising cost of inputs and equipment, particularly if interest rates rise and commodity prices ease."

**Andrew Smith, Rural Bank, Eastern Australia.**

## Queensland – transactions by price range



In 2021, the split of farmland sales by price range showed a clear trend of increased sales of higher-priced transactions. The number of sales above \$10,000/ha increased 78.2 per cent year-on-year and made up 35 per cent of all transactions in Queensland, exemplifying the demand for higher valued, smaller parcels of farmland.

The number of transactions by price range increased in all categories but showing a clear trend for higher valued land. Transactions in the \$8,000–\$10,000/ha range increased 57.7 per cent, \$6,000–\$8,000/ha 33.2 per cent cascading down to the \$0–\$2,000/ha range with the smallest year-on-year increase of 11.8 per cent.

Strong growth in higher-priced transactions has been a trend over the past three years which has seen the number

of transactions above \$10,000/ha more than double since 2019. Traditionally, the largest proportion of farmland sales in Queensland have been in the lowest \$0–\$2,000/ha range, averaging 26 per cent of sales over the past five years. But in 2020, the proportion of transactions in the highest price range above \$10,000/ha overtook sales in the lowest \$0–\$2,000/ha category. This trend strengthened in 2021, with transactions in the highest valued category making up 34.6 per cent of sales compared to 17.6 per cent in the lowest dollar per hectare range.

By region, this trend was strongest in the North and South regions, the two areas with the highest median dollar per hectare values, which was a strong driver of increased median value to the state.

## Performance by parcel size

Parcel size (ha)	Median \$/ha				No. of transactions	
	2021	% change	10yr CAGR	Decile	2021	YoY +/-
30-100	\$10,701	23.2%	5.0%	10.0	1,342	381
100-200	\$6,287	22.3%	6.2%	10.0	455	133
200-400	\$4,123	24.8%	6.8%	10.0	254	69
400+	\$1,465	12.1%	4.2%	10.0	532	96
Overall	\$6,827	31.3%	7.1%	10.0	2,583	679

For the first time in five years, median price per hectare increased year-on-year in all parcel size segments in 2021, and all reached record highs. By percentage, parcels sized between 200–400 hectares recorded the largest increase in median price per hectare at 24.8 per cent. But in line with the recurring theme of increased demand for smaller sized, higher valued properties, it was the 30–100 hectare segment that gained the most in dollar terms, lifting \$2,018/ha year-on-year to \$10,701/ha.

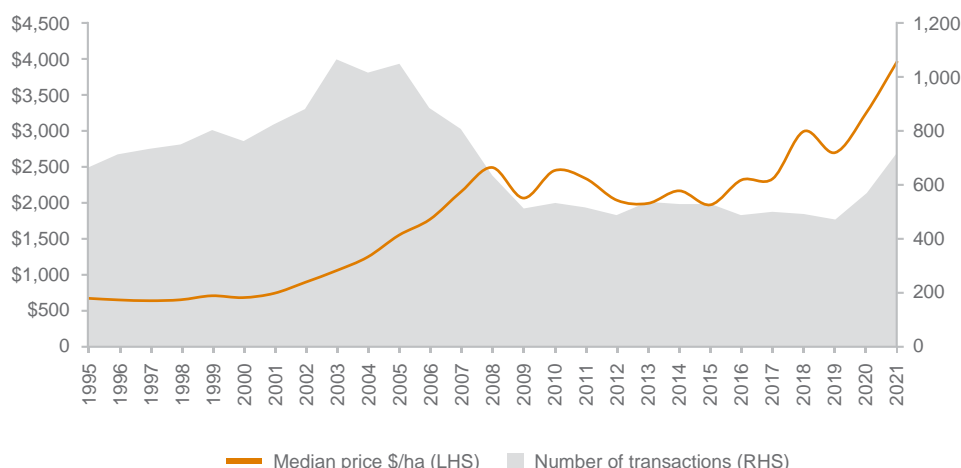
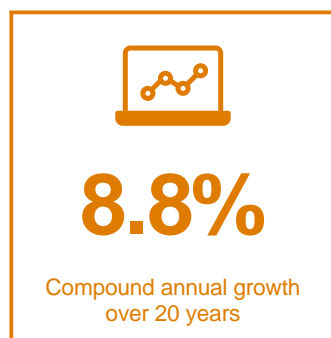
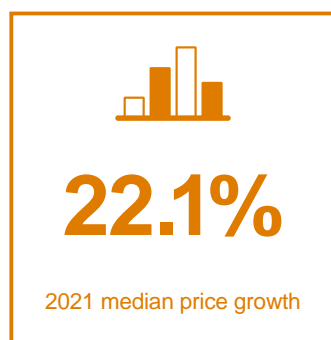
The state median price per hectare in 2021 increased more than any single parcel size range. This is primarily due to the increased number of transactions and median price per hectare of smaller properties. In 2021, sales of 30–100 hectare parcel size properties made up 52 per cent of all transactions in Queensland, the highest proportion of any parcel size category in a single year. The higher value of these smaller parcels which are 70.2 per cent above the second highest 100–200 hectare parcels means a larger proportion of higher valued, smaller land sales have driven the overall state median price higher.



QLD

## Central

### Central – historic performance



Central Queensland recorded an increase in median price per hectare of 22.1 per cent in 2021 to a record \$3,992/ha. This is the second consecutive year of growth for the region after prices increased 20.5 per cent in 2020. Increased year-on-year median price per hectare in five of the past six years has seen five-year CAGR increase to 11.4 per cent. Median prices per hectare increased in all municipalities in the region, with the most significant year-on-year gains seen in the Central Highlands and Livingstone municipalities. Favourable seasonal conditions and high cattle prices helped drive strong demand as buyers looked to capitalise on positive outlooks for agriculture.

After reasonably steady transaction volumes for the ten years prior to 2020, the number of sales has shown significant year-on-year growth in consecutive seasons. A 26.1 per cent year-on-year increase in 2021 saw the volume of transactions in Central Queensland reach a 13 year high. With the exception of Livingstone and North Burnett, all municipalities experienced higher transaction numbers year-on-year with the largest increases near larger population centres in Goondiwindi and Gladstone.

The largest increase in number of transactions by price range was in the highest \$5,000/ha and above category, accounting for 39.7 per cent of all sales, and was the main driver of increased median price per hectare in Central Queensland. However, the biggest year-on-year swing from 2020 in transactions by price range was in the lowest \$0-\$1,000/ha category which increased by 17.5 per cent in 2021.

The increased proportion of higher-priced transactions is observable in the larger number of smaller parcel sizes traded in 2021. The 30–100 hectare parcel size accounted for 36 per cent of all transactions in 2021 following an increase of five per cent. The strongest growth segment in 2021 was the 300–600 hectare parcel size, increasing 20.3 per cent year-on-year, but is also the only segment which did not achieve a record high median value. The standout performer with the highest five-year CAGR however, is the 600 hectare and above segment at 31.2 per cent.

#### From the field

“Rural property sales in Central Queensland continued to show strong growth in 2021, improving on results in 2020. Improved pasture growth, very strong cattle prices and demand for weaners allowed high turnover of cattle. Existing family or neighbour transactions were a feature in 2021, with many sales made by those retiring or looking to exit farming. Looking ahead, rising interest rates may have some impact on continued growth, but the rising cost of fuel, vehicles, inputs, equipment and building supplies is of more immediate concern to most farming operations.”

**Kate McLaren, Rural Bank, Biloela.**

## QLD North



# \$10,150

Median price per hectare



# 15.0%

2021 median price growth



# 1,180,259

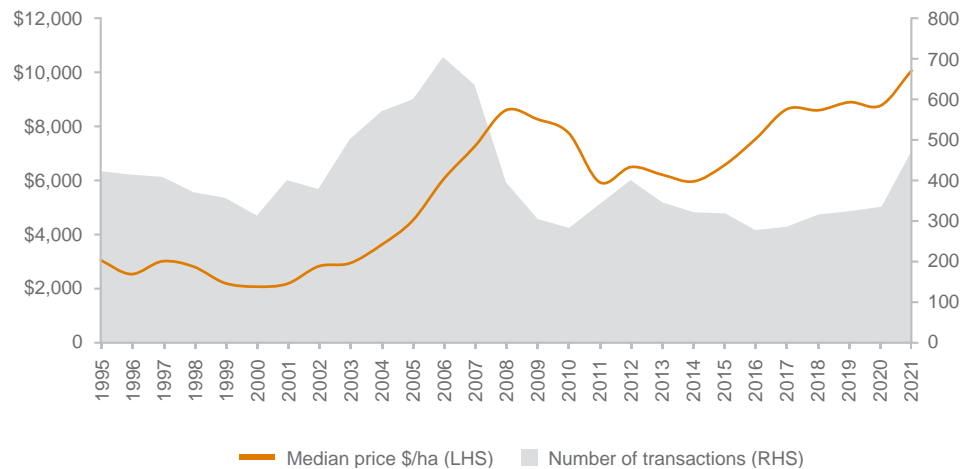
Hectares of land traded



# 7.9%

Compound annual growth  
over 20 years

### North – historic performance



Following a decline of 1.3 per cent in 2020, the North region of Queensland recorded a 15 per cent year-on-year increase to median price per hectare in 2021. Following four years of values wavering within \$8,000–\$9,000/ha, the median price per hectare in 2021 reached a record \$10,150/ha. Over the past five years the median price has increased at a CAGR of six per cent.

The number of transactions in Queensland's North region reached a 13-year high of 474 in 2021, recording the largest single year increase in more than 25 years. This represents a significant step up in a relatively steady two to three per cent year-on-year increase in transaction volume since 2016, though numbers are still down on the peak of 708 transactions in 2006. Across municipalities in the region, the number of transactions were either unchanged or increased year-on-year. The largest increase occurred in Mackay where transactions increased 60 per cent following a decline in 2020.

The increase in transaction volume was strongest for higher priced transactions. The volume of sales priced above \$15,000/ha increased 82.6 per cent year-on-year, with this segments share of all sales increasing to 26.6 per cent in 2021 from 20.5 per cent in 2020. Conversely, the proportion of sales below \$3,000/ha range declined from 16.1 per cent in 2020 to 13.5 per cent in 2021.

Growth in the North Queensland region was predominantly driven by strong demand for smaller parcels in higher valued coastal municipalities. Whilst transaction volume of all parcel sizes increased year-on-year, the largest increase was in the 30–50 hectare range. However, the strongest growth by parcel size was in the larger than 200 hectare group. While it only accounted for 17 per cent of transactions, the median value per hectare increased 32.1 per cent year-on-year. This was more than double any other parcel size for the region, and also the strongest five-year CAGR of 31.2 per cent.

### From the field

“Farmland values in North Queensland followed up growth in 2020 with even stronger growth in 2021. Increased values in eastern regions around population centres were influenced by major infrastructure, industrial and residential developments. Cattle operations benefited from increased cattle and land prices which provided the financial freedom to expand operations, and it was a similar story with horticultural properties. With record prices in many areas, farmers retiring or wanting to exit the industry took advantage of elevated land prices.”

**Simon Gilbert, Rural Bank, Innisfail.**



## QLD South



# \$9,434

Median price per hectare



# 26.6%

2021 median price growth



# 159,193

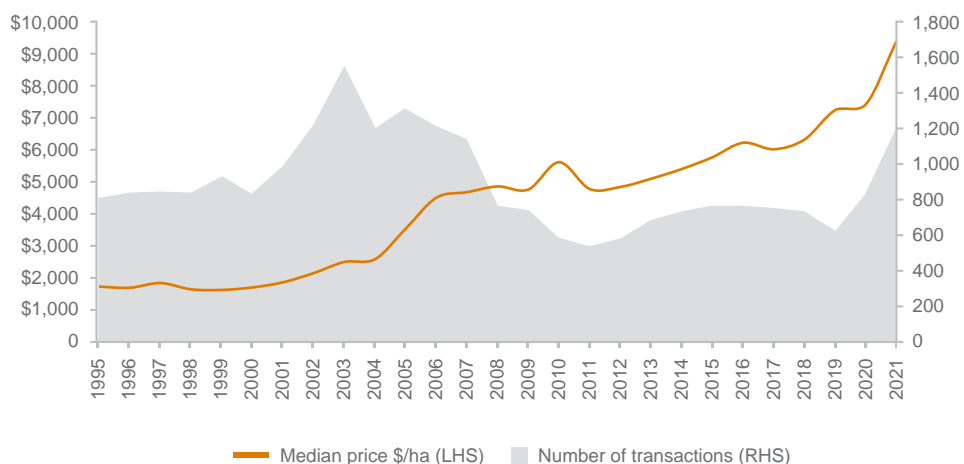
Hectares of land traded



# 8.4%

Compound annual growth over 20 years

### South – historic performance



The median price per hectare of farmland in South Queensland increased 26.6 per cent in 2021 to a record \$9,434/ha, the fourth consecutive year of growth. This saw the five-year CAGR increase to 8.6 per cent in 2021. South Queensland has the longest run of growth of Queensland's regions, experiencing year-on-year increases in nine of the past 10, and 19 of the past 22 years. All municipalities in the region recorded year-on-year growth with the exception of Moreton Bay and Sunshine Coast.

The number of transactions in the South region jumped 44.4 per cent year-on-year in the largest yearly increase in more than 25 years. Four consecutive years of declining transactions through drought years from 2016 to 2019 have been followed up by two years of record increases in 2020 and 2021. The only municipality to record a decline in the number of transactions was Moreton Bay. All other municipalities recorded increases, with all but Sunshine Coast and Bundaberg increasing by more than 35 per cent year-on-year.

Transaction volume grew for all price ranges in the state. The strongest growth was seen in the highest valued land priced above \$15,000/ha which had twice as many transactions as 2020. This resulted in this segment of the market accounting for 27 per cent of the region's transactions in 2021, up from 20 per cent in 2020. The lowest price range of less than \$5,000/ha recorded the lowest growth in transaction volume with an 8.9 per cent rise.

As with price ranges, all parcel size ranges experienced growth in transaction volume and all reached record high median prices. The largest increase in transactions was in the 50-100 hectare category which made up 36 per cent of the region's transaction. This segment also saw the largest year-on-year increase to a median price rise of 37.6 per cent to \$9,693/ha. The 30–50 hectare parcel size recorded the strongest five-year CAGR at 8.1 per cent, but the median price of \$14,955/ha is understood to have priced some buyers out of the market.

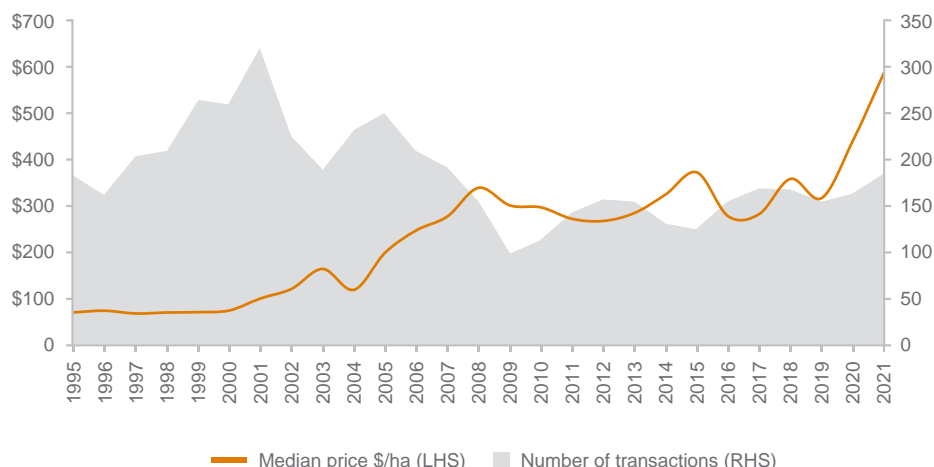
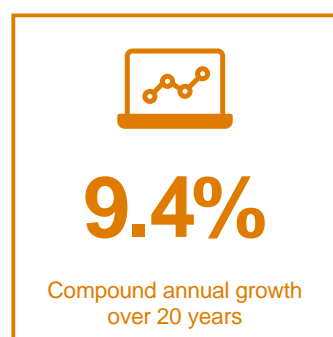
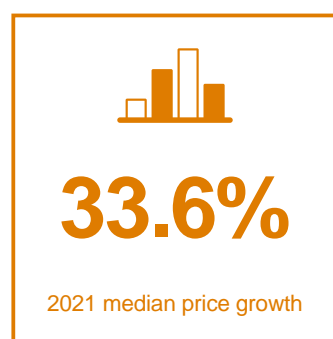
### From the field

"Positive seasonal conditions, strong commodity prices, succession plans, and increased interest in the rural lifestyle all contributed to higher land values in South Queensland. Buyers looking to secure scale had to compete with well-established corporate-family enterprises, with healthy balance sheets and the backing of lenders with an appetite to support generational transfers. An increased proportion of resales was a point of interest in the 2021 market, whether made through management decisions to consolidate, medium-term seasonal conditions or taking advantage of current market opportunities."

**Loretta Hensley, Rural Bank, Dalby.**

## QLD West

### West – historic performance



The median price per hectare of farmland value in West Queensland increased by 33.6 per cent in 2021, the highest growth rate of any region in the state. This follows strong growth in 2020 of 39.4 per cent as values recovered from drought years. Positive seasonal conditions, strong cattle prices and a rebuilding herd aided significant increases for several municipalities. Strong growth in the past two years has taken the five-year CAGR to 16.3 per cent in 2021.

Following two years of declining transaction numbers, 2020 recorded a 5.2 per cent increase which has accelerated in 2021 with a 13.5 per cent increase to 185, the highest number of sales in 13 years. Results were mixed across the region with half of the municipalities recording a rise in transaction numbers year-on-year.

The trend in 2020 of a greater proportion of higher priced transactions continued in 2021. The number of transactions over \$800/ha increased 25.5 per cent year-on-year and made up 34.6 per cent of all transactions in West Queensland compared to 31.3 per cent in 2020. Meanwhile the proportion of sales below \$400/ha declined 17.6 per cent with the proportion dropping from 45.4 per cent in 2020 to 33 per cent in 2021.

The split of sales by parcel size saw a shift toward medium sized parcels between 4,000 and 12,000 hectares. The region saw a 19.2 per cent rise in the number of transaction between 4,000–8,000 hectares and a 137.5 per cent rise in transactions between 8,000–12,000 hectares. Longreach and Barcaldine accounted for the largest increases transactions between 8,000–12,000 hectares in the region. Minor declines in transaction volumes were seen for the smallest and largest parcel size ranges.

While all parcel sizes recorded increases in median price per hectare, the most significant increase was in the 4,000–8,000 hectare range, up 74.6 per cent year on year to \$745/ha. Large parcels of land changed hands in Cloncurry and Mount Isa municipalities where there had been no transactions since 2015.

#### From the field

“Strong cattle, lamb and goat prices have aided growth in land value in the West Queensland region, but the biggest driver of demand for grazing land in 2021 was favourable seasonal conditions. The agricultural cycle is a multi-year prospect so sellers tended to have made the decision to sell or retire in recent drought years and taken advantage of the current rising market. Buyers tended to be generational or local operations looking to extend or expand their businesses.”

**Mark Pain, Rural Bank, St George.**



QLD

## Farmland sales by municipality

Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>Central</b>						
Banana	\$4,822	11.2%	6.6%	8.4%	73	18
Central Highlands	\$4,935	23.1%	9.3%	11.5%	38	7
Gladstone	\$5,008	14.6%	3.7%	7.7%	110	37
Goondiwindi	\$2,136	0.7%	2.9%	7.8%	75	31
Isaac	\$3,216	20.5%	6.7%	9.6%	38	12
Livingstone**	\$6,741	-	-	-	41	-10
North Burnett	\$3,604	5.3%	9.0%	6.8%	81	-17
Rockhampton	\$6,491	10.9%	5.8%	7.3%	64	21
Western Downs	\$2,655	3.7%	0.5%	7.9%	200	50
<b>Central</b>	<b>\$3,992</b>	<b>11.4%</b>	<b>5.4%</b>	<b>8.8%</b>	<b>720</b>	<b>149</b>
<b>North</b>						
Burdekin	\$17,884	7.7%	8.2%	5.3%	38	10
Cairns	\$14,338	5.7%	8.5%	7.9%	18	7
Cassowary Coast	\$10,148	6.0%	5.8%	3.2%	47	1
Charters Towers	\$4,634	35.5%	17.9%	10.6%	19	0
Cook	\$2,116	-10.5%	0.5%	4.6%	17	9
Croydon	\$157	30.0%	17.5%	14.0%	5	5
Douglas**	\$14,485	-	-	-	7	1
Etheridge	\$836	-8.4%	28.5%	17.9%	5	3
Hinchinbrook	\$10,229	14.7%	27.2%	5.8%	33	14
Mackay	\$10,585	5.1%	2.3%	7.3%	120	45
Mareeba**	\$10,103	-	-	-	40	7
Tablelands	\$11,559	4.3%	4.0%	7.8%	63	5
Townsville	\$8,565	0.9%	3.9%	7.9%	22	12
Whitsunday	\$6,541	23.3%	3.5%	8.8%	40	19
<b>North</b>	<b>\$10,150</b>	<b>6.0%</b>	<b>5.4%</b>	<b>7.9%</b>	<b>474</b>	<b>138</b>
<b>South</b>						
Bundaberg	\$5,481	4.8%	2.5%	7.5%	129	20
Fraser Coast	\$6,394	-0.3%	9.0%	7.5%	59	22
Gympie	\$11,923	12.1%	8.1%	8.8%	111	35
Lockyer Valley	\$11,305	5.0%	1.5%	8.9%	82	26
Moreton Bay	\$12,229	-4.9%	0.7%	4.3%	13	-4
Scenic Rim	\$14,506	6.3%	8.8%	7.8%	104	33
Somerset	\$10,930	3.8%	8.8%	8.8%	74	22
South Burnett	\$6,404	9.0%	5.4%	8.5%	140	37
Southern Downs	\$8,434	14.9%	7.8%	9.7%	160	49
Sunshine Coast	\$18,334	7.8%	6.1%	7.7%	28	1
Toowoomba	\$10,457	13.7%	8.1%	8.7%	304	129
<b>South</b>	<b>\$9,434</b>	<b>8.6%</b>	<b>7.0%</b>	<b>8.4%</b>	<b>1,204</b>	<b>370</b>

QLD

## Farmland sales by municipality

Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>West</b>						
Balonne	\$906	8.1%	10.3%	9.6%	21	10
Barcaldine	\$559	7.9%	9.0%	11.2%	23	10
Barcoo	-	27.9%	11.1%	11.0%	3	3
Blackall Tambo	\$682	9.1%	28.7%	10.4%	11	4
Boulia*	-	9.6%	0.6%	11.3%	0	-5
Bulloo*	-	28.2%	0.8%	10.4%	0	-3
Burke*	-	20.3%	23.8%	16.6%	0	-2
Carpentaria*	-	24.3%	8.6%	0.4%	0	-1
Flinders	-	27.2%	18.8%	5.2%	2	2
Longreach	\$445	9.9%	7.6%	8.6%	17	7
Maranoa	\$395	8.9%	10.0%	7.3%	13	3
Mckinlay	\$1,519	9.3%	2.5%	7.2%	53	-7
Mount Isa	\$472	15.1%	9.2%	9.1%	8	4
Murweh	-	18.6%	-	-0.6%	1	1
Paroo	\$903	33.7%	14.8%	21.4%	10	0
Quilpie	\$129	19.2%	5.7%	10.8%	11	-1
Richmond	\$120	18.2%	12.4%	4.9%	6	1
Winton	-	17.5%	11.6%	10.1%	2	-3
Winton	\$203	3.2%	-2.0%	7.7%	4	-1
<b>West</b>	<b>\$589</b>	<b>16.3%</b>	<b>8.1%</b>	<b>9.4%</b>	<b>185</b>	<b>22</b>
<b>QUEENSLAND</b>	<b>\$6,827</b>	<b>10.4%</b>	<b>7.1%</b>	<b>9.4%</b>	<b>2,583</b>	<b>679</b>

CAGR: Compound Annual Growth Rate

Price information with a small volume of transactions should be used with caution. The median price for municipalities with less than four transactions in 2021 is not reported.

\*Municipalities with no transactions in 2021 have compound annual growth rate for five, ten and twenty years presented using the 2020 median.

\*\*Newly formed municipalities don't yet have enough data to provide 5, 10 and 20 year CAGR.



**\$6,339**

Median price per hectare



**8.3%**

2021 median price growth



**2,199,808**

Hectares of land traded



**8.0%**

Compound annual growth  
over 20 years

Map shows median price movement in 2021.

Western  
**22.4%**

Central  
**-0.5%**

Southern  
**28.2%**

South East  
**18.6%**

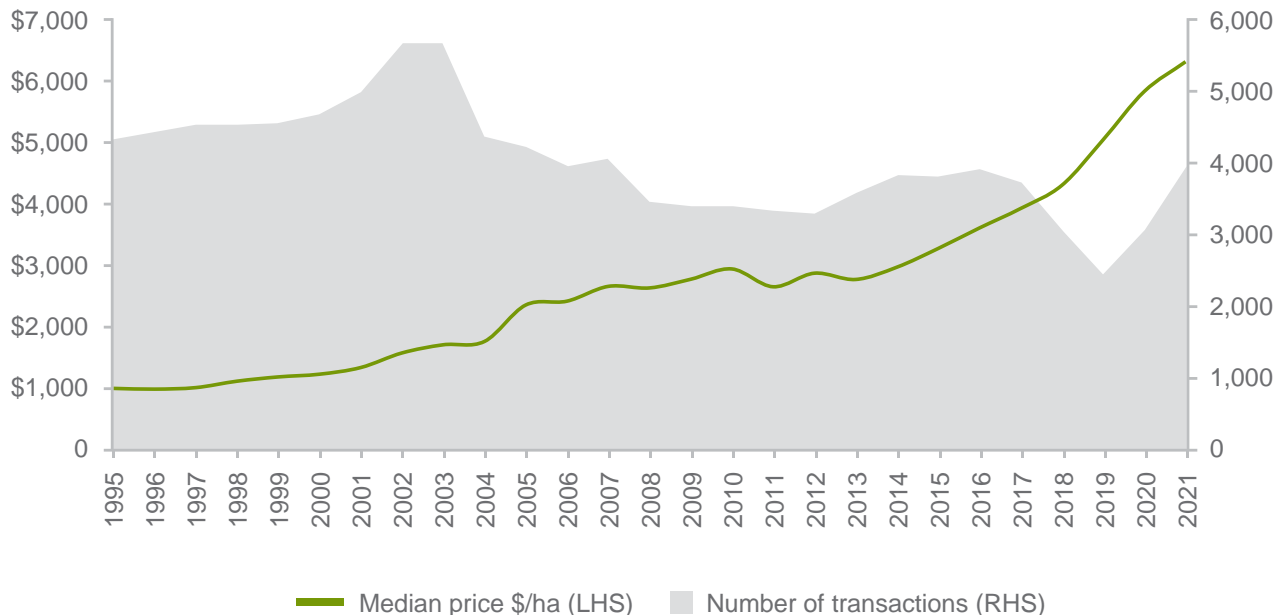
Northern  
**5.5%**

# New South Wales



# New South Wales

## New South Wales – historic performance



The median price per hectare for farmland in New South Wales saw another record year in 2021, increasing by a further 8.3 per cent to \$6,339/ha. This was the eighth consecutive year of growth and brought the CAGR for the last five years to 11.8 per cent. Record high commodity prices and low interest rates paired with excellent seasonal conditions have been the main factors that have driven this growth.

At a regional level, the Western and Southern regions recorded the highest growth in median price per hectare increasing by 22.4 and 28.2 per cent respectively. The South East region also recorded solid growth of 18.6 per cent while modest growth of 5.5 per cent occurred in the Northern region. Conversely, the Central region of the state saw a small decrease of 0.5 per cent in the median price per hectare. The relatively weaker performance of the Central and Northern regions weighed on the overall growth in the state's median price. These two regions accounted for 81.6 per cent of transactions in New South Wales and therefore have a greater influence on the state's median.

The number of farmland transactions in New South Wales increased by 29.4 per cent to 3,977. This was the second consecutive year of growth following a 37.3 per cent decline in transaction volume between 2017–2019. The total number of transactions in 2021 was also 3.9 per cent higher than the 20-year average. All regions across the state saw an increase in the number of transactions in 2021, with the Northern and Southern regions seeing the largest growth with 32.9 and 39.1 per cent respectively. The Western and South East regions saw more restrained growth in transactions with increases of 6.7 and 12.3 per cent respectively. Interestingly, the Central region saw a 30.4 per cent increase in transactions across the state, yet was the only region to see a decline in its median price per hectare.

The growth in farmland transactions saw a 53.9 per cent increase in area sold with 2.2 million hectares of farmland traded in 2021. The total value of all land sold in 2021 was \$6.1 billion, a sizeable 62.7 per cent increase from 2020. This was the third consecutive year of growth and was driven by growth in median price per hectare and the number of transactions.

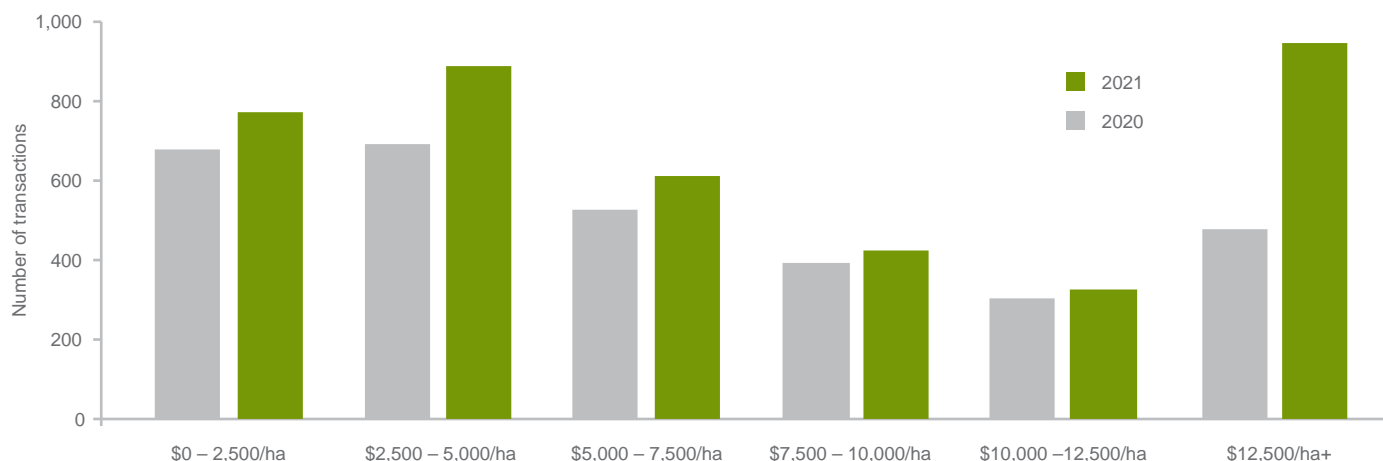
### From the field

"The New South Wales property market saw another year of growth in 2021 off the back of a strong rise in the volume of transactions and land traded. This growth was driven by supportive seasonal conditions, good commodity prices, and plenty of motivated buyers. Many regions of New South Wales saw outside interest in farmland as city-dwellers looked to move regionally.

Moving forward into the rest of 2022, the market should remain reasonably buoyant as the Central and Western regions begin to see a greater supply of properties on the market, and with irrigation storages in the Northern region being full. Interest rates, however, may start to play a stronger role and slow any further growth to farmland values."

**Andrew Smith, Rural Bank, Eastern Australia.**

### New South Wales – transactions by price range



The increase in transactions in New South Wales in 2021 occurred across all price ranges. The largest increase was for transactions priced above \$12,500/ha which nearly doubled in volume. The proportion of the state's transactions in this range increased from 16 per cent in 2020 to 24 per cent in 2021. Transactions in the \$2,500–\$5,000/ha range also saw strong growth with a 29.1 per cent increase.

Conversely, whilst transaction volume of the \$0–2,500/ha price range increased by 13.5 per cent year-on-year, it's proportion of all transactions fell to 19 per cent. A greater proportion of higher priced transactions contributed to the state's median price increasing in 2021, however the rate of growth was slowed by large increases in transaction volume also occurring in lower price ranges.

### Performance by parcel size

Parcel size (ha)	Median \$/ha				No. of transactions	
	2021	% change	10yr CAGR	Decile	2021	YoY +/-
30-50	\$12,712	24.0%	6.8%	10.0	921	151
50-150	\$7,940	9.6%	7.8%	10.0	1,268	277
150-250	\$4,942	14.2%	7.6%	10.0	474	92
250+	\$3,088	13.4%	8.7%	10.0	1,314	384
Overall	\$6,339	8.3%	9.0%	10.0	3,977	904

Across the state, the median parcel size was 126 hectares, a 9.6 per cent increase from 2020. There was a subtle shift in the distribution of parcel sizes with the proportion of transactions larger than 250 hectares rising from 30 per cent in 2020 to 33 per cent in 2021. While there were 19.6 per cent more transactions of parcels between 30–50 hectares in size, this segments proportion of total transactions fell from 25 per cent in 2020 to 23 per cent in 2021. Parcels of this size saw the largest year-on-year growth to the median price per hectare, increasing 24 per cent.

NSW

## Central



**\$5,893**

Median price per hectare



**-0.5%**

2021 median price growth



**497,736**

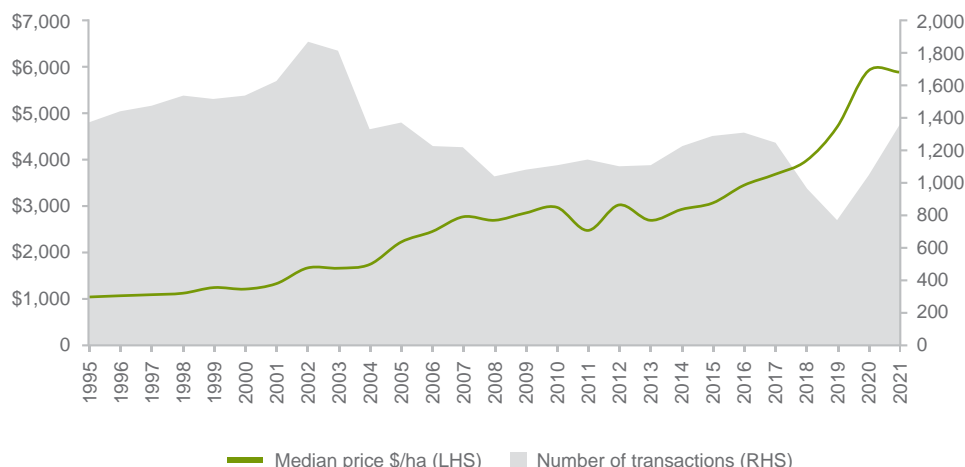
Hectares of land traded



**7.6%**

Compound annual growth over 20 years

### Central – historic performance



The median price per hectare for farmland in Central New South Wales decreased by 0.5 per cent to \$5,893/ha. This ended seven consecutive years of growth for the region after 2020 saw a 25.5 per cent increase. Despite the overall decline across the region, each of the four sub-regions of Central New South all saw an increase in their median price per hectare. The small decline in the region's median price can be attributed to a greater proportion of properties traded in the Central West sub-region larger than 400 hectares in size. These transactions had a relatively lower median price of \$2,581/ha and accounted for 20 per cent of the region's transactions in 2021, up from 16 per cent in 2020. The five-year CAGR for the region sits at a strong level of 11.2 per cent. All municipalities across Central New South Wales saw an increase to the median price per hectare, with the exception of Bathurst and Singleton.

In 2021 there was a 30.4 per cent increase in the total number of transactions across Central New South Wales with 1,365 properties sold. This followed on from the 35.3 per cent increase seen in 2020. The Central West and East Hunter both saw large growth from 2020 with 45.2 and 33.2 per cent increases in transactions respectively. This was most notable in the Mid-Coast Council which saw an additional 75 properties sold with a median price of \$11,348/ha. The only municipalities to see a decline in transactions were Dungog and Warren. There was a shift in the proportion of higher priced transactions with an 86.5 per cent increase year-on-year to transactions greater than \$12,500/ha. Despite a shift towards higher valued transactions, transactions less than \$5,000/ha still accounted for 45 per cent of all transactions.

Across the Central region, there was a noticeable increase in the size of properties traded as the median parcel size grew 30.4 per cent to 129 hectares. This uplift was largely driven by the Central West which saw the median parcel size grow 22.9 per cent to 514 hectares. Thus, the number of transactions larger than 400 hectares in size grew 72.4 per cent compared to 2020. Smaller parcels however make up the bulk of transactions, with parcels 30–200 hectares in size accounting for 60 per cent of all transactions.

#### From the field

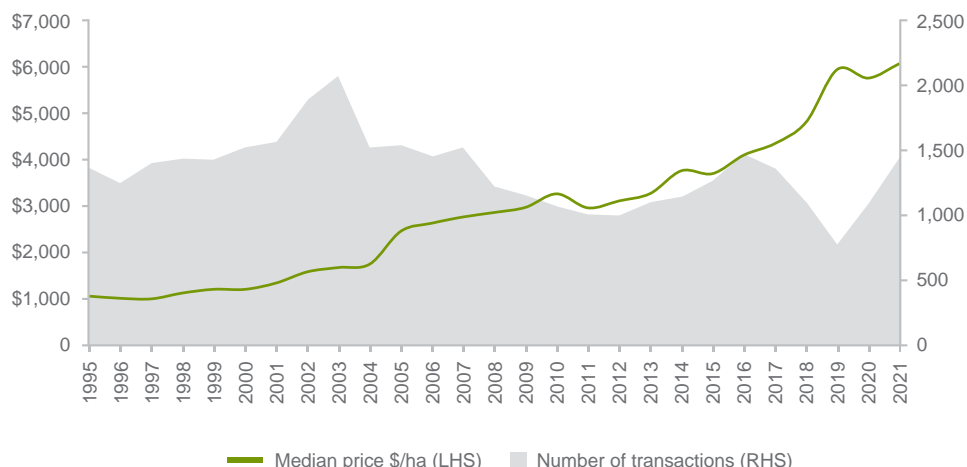
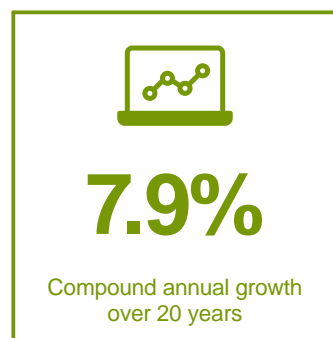
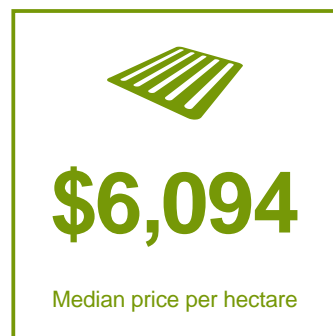
“Many farmers have been hesitant to spend money over the last five to six years due to the drought, however two consecutive seasons of good conditions have given confidence to farmers to purchase more land. This paired with strong commodity prices and lower interest rates has provided more confidence in longer term returns. Looking ahead to 2022, farmland may see prices slowing up a little bit particularly as talk on interest rate rises start to get a little louder.”

**Vikki King, Rural Bank, Dubbo.**



# NSW Northern

## Northern – historic performance



The Northern region of New South Wales resumed year-on-year growth in median price per hectare in 2021, increasing 5.5 per cent after a decline of 3.1 per cent in 2020. While last year's result broke a consecutive four year run of increases, the price per hectare of farmland in the region is on an upwards trajectory with a five-year CAGR of 8.2 per cent. Results were mixed across the region, with 44 per cent of municipalities recording year-on-year declines in median price per hectare, most significantly Tamworth, which declined 29.6 per cent. This was ultimately outweighed by the strength of growth in municipalities that gained value.

The number of transactions also saw stronger growth, increasing 32.9 per cent to 1,458, the second highest volume in 13 years. Increased transaction volume was seen across most municipalities, with 76 per cent recording higher volumes than 2020, with eight per cent unchanged and 16 per cent recording fewer transactions than 2020. Excellent seasonal conditions raised demand in border regions with the largest increases recorded in the Walgett, Inverell and Glen Innes Severn municipalities, while the largest decline in transaction numbers was in Moree Plains.

The number of transactions increased across all price ranges, but the main driver of the increased median price per hectare in the region was an almost doubling of transactions priced over \$15,000/ha. Transaction volume also increased strongly for properties priced below \$5,000/ha which rose by 31.1 per cent year-on-year. The proportion of sales by parcel size in 2021 remained relatively constant on 2020 numbers. Properties in the 50–150 hectare range made up the greatest proportion of sales at 32 per cent. However, the smallest parcel size of 30–50 hectares recorded the largest increase in value, up 12.2 per cent to \$11,750/ha. Conversely, the value of larger parcel sizes of 150–250 hectares and more than 250 hectares declined by 7.4 per cent and 11.6 per cent respectively.

### From the field

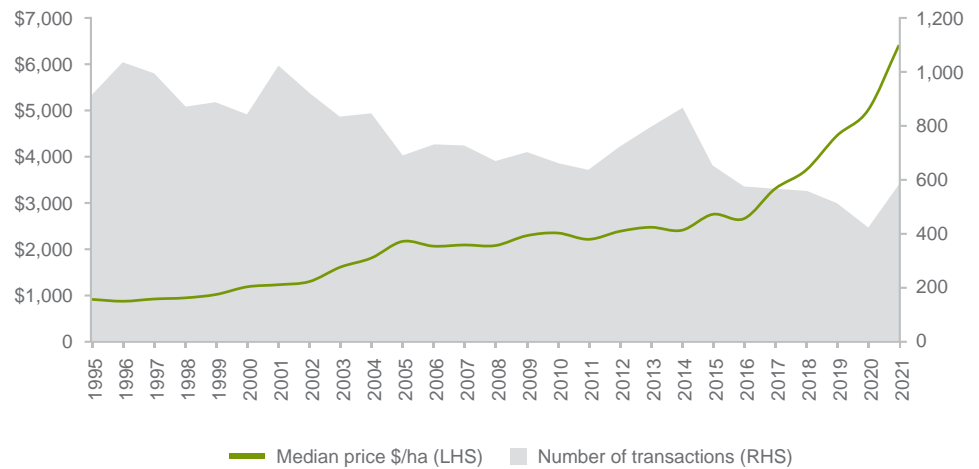
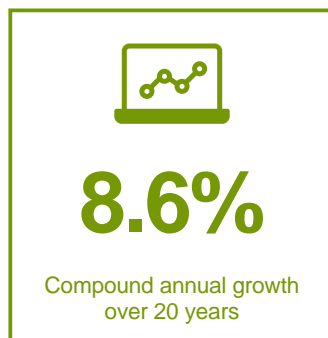
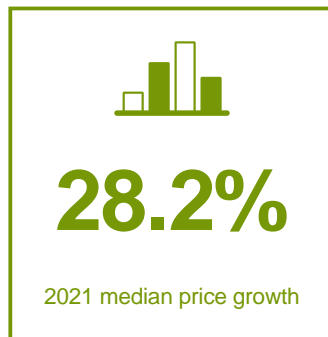
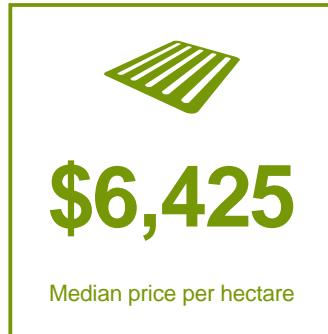
“Two consecutive seasons of good conditions, high commodity prices and improved equity positions have boosted confidence among established farmers to purchase more land which generated increased sales activity.

Within the Northern Rivers region, many farmers have needed to pay a premium to purchase any neighbouring blocks as an influx of outside buyers increased competition for rural land as lifestyle blocks, rather than farming. The psyche of outside buyers remains to be seen following recent flooding events and this may see land prices stabilise.”

**Glen Smallwood, Rural Bank, Tamworth**

## NSW Southern

### Southern – historic performance



The median price per hectare in the Southern region increased 28.2 per cent in 2021 to \$6,425/ha. This was the fifth consecutive year of growth for the region following on from the 12.4 per cent increase in 2020. Strong year-on-year median price growth has taken the five-year CAGR to 19.3 per cent. All municipalities within the region saw an increase to its median price per hectare with the exception of Junee and Leeton.

The Southern region saw strong growth in the number of transactions in 2021, turning the 17.4 per cent decline seen in 2020 into a 39.1 per cent increase. The turnaround bucked the trend of declining transactions that began in 2013. As a result, the Southern region had 587 transactions for the year, up from 422. Snowy Valleys and Leeton recorded the largest increase in transaction volume of all municipalities in the region.

There was a much larger proportion of transactions priced above \$12,500/ha in 2021 with this price range accounting for 19 per cent of the region's transactions, up from six per cent in 2020, thanks to an additional 87 transactions. Conversely, lower priced transactions declined as a proportion of total transactions. The change to the distribution of transactions in favour of higher priced transactions contributed to the rise in median price per hectare.

An increase in transaction volumes across all parcel sizes was seen in the Southern region for 2021. The largest growth was seen in properties between 250–350 hectares in size which saw a 71.4 per cent increase. Parcels larger than 350 hectares saw a decline as a total proportion of all transactions which was matched by a 2.1 per cent decline in the median price per hectare. All other parcel size ranges saw growth in 2021, most notably in the 100–250 hectare range which saw a 36.6 per cent increase.

#### From the field

"2021 saw another year of strong growth for the Southern region in farmland property prices. The Southern region is typically quite tightly held, and many farmers saw a once in thirty-year opportunity to build for the future. A lot of local farming families were looking to add to their existing holdings and were happy to pay a premium to do so. Many of these blocks had excellent improvements and were situated in high rainfall areas which resulted in prices being driven up to record levels.

The outlook going forward is buoyant for graziers whilst livestock prices remain strong. Conversely, there may be a more conservative approach from grain growers as input costs rise."

**Joann Heeney, Rural Bank, Wagga Wagga.**

## NSW South East



# \$8,761

Median price per hectare



# 18.6%

2021 median price growth



# 80,970

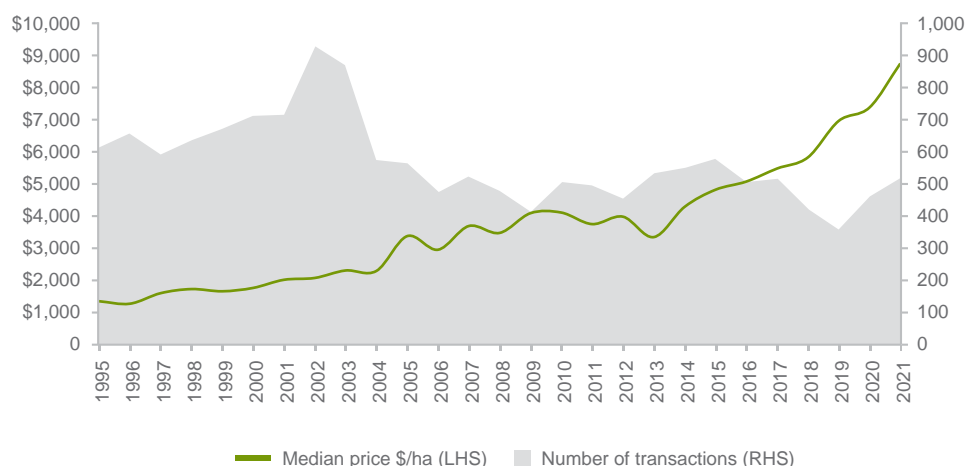
Hectares of land traded



# 7.6%

Compound annual growth over 20 years

### South East – historic performance



The median price per hectare of farmland in South East New South Wales increased 18.6 per cent in 2021 to a record \$8,761/ha, the eighth consecutive year of growth. This makes the region one of the most consistent performing areas in terms of median price growth across the state over the past 10 years. This rise saw the five-year CAGR increase to 11.5 per cent. All municipalities within the South East region recorded year-on-year growth with the exception of Bega Valley, Eurobodalla and Shoalhaven.

The number of transactions within the South East region increased by 12.3 per cent to 519 in 2021, the largest number of transactions recorded since 2015. Transaction volume continued to rebound following the near record low number of transactions seen throughout 2018 and 2019 when the state was in the midst of drought. All municipalities with the exception of the Yass Valley recorded an increase in transaction volume as a result.

The region saw a greater proportion of higher priced transactions in 2021. Transactions priced above \$10,000/ha accounted for 45 per cent of the region's sales in 2021, up from just 34 per cent in 2020. This increase in higher priced transaction coupled with a 24 per cent decline in the number of transactions priced below \$2,500/ha contributed to the region's median price shifting higher.

An increase in transaction volume was seen across all parcel size ranges in 2021, with the price per hectare of all parcels sizes also rising – with the exception being the 50–150 hectare range which declined 5.4 per cent. The proportion of transactions across the various parcel sizes remained relatively similar to 2020 with the 30–50 hectare range totalling 33 per cent of all transaction in 2021, down from 37 per cent in 2020. This small decrease in the proportion of smaller, more expensive parcels of land was offset by a significant increase in the median price per hectare of 35 per cent. Notably, the 250 hectare and above parcel size range recorded a significant jump in the median price, with a rise of 62.5 per cent in comparison to the prior year.

#### From the field

“The number of large sized properties going to auction in 2021 fell short of demand. As a result, there was a high level of competition for these properties with many being sold before auction. 2021 also saw a lot of buyers looking to move out from Sydney and Wollongong with many smaller acreages changing hands. If commodity prices and interest rates hold, expectations are that farmland values will continue to see strong growth with a bounce back expected in the south-east coast property market as it regains strength following recovery from the 2020/21 bushfires.”

**John Scarlett, Rural Bank, Goulburn.**



## NSW Western



# \$216

Median price per hectare



# 22.4%

2021 median price growth



# 817,473

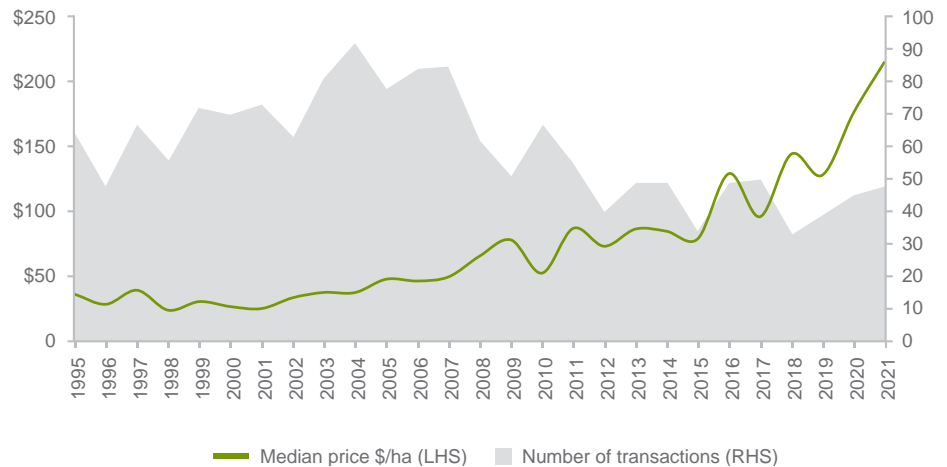
Hectares of land traded



# 11.3%

Compound annual growth  
over 20 years

### Western – historic performance



The Western region enjoyed a second consecutive year of growth in median price per hectare in 2021, increasing 22.4 per cent to \$216/ha. The increase to the median price took the 20-year CAGR to 11.3 per cent. All municipalities in Western New South Wales recorded increases in median price per hectare except for Bourke and Wentworth.

The Western region sits a little uniquely when compared to other regions in New South Wales as it primarily consists of larger grazing properties. There were 48 transactions for the region in 2021, up from 45 in 2020. There was a large shift in the size of properties traded with a 112.5 per cent increase in the number of properties greater than 15,000 hectares when compared to 2020. This resulted in the median parcel size increasing to 9,828 hectares, a jump of 12.3 per cent. In 2020, parcels less than 15,000 hectares in size accounted for 82.2 per cent of all transactions, however they accounted for only 64.6 per cent in 2021.

2021 saw a shift in the proportion of lower priced transactions towards higher prices. Transactions priced below \$100/ha accounted for 19 per cent of all transactions, a sharp decrease from the 36 per cent seen in 2020. This slack was taken up by transactions in the \$200–\$300/ha range which increased by 14 per cent and by transactions above \$500/ha which increased by seven per cent.

#### From the field

“Demand has outstripped supply in terms of the properties hitting the market. Small to medium sized expansion blocks with little to no improvements have seen the most competition at auction with lots of motivated participants.

Family operations are capitalising on existing equity that has been strengthened, particularly over the last five years with the strong growth in property prices that has been observed. These farmers are looking towards the future and are taking succession planning into consideration. They are looking at property close to their existing holdings and are willing to pay a premium.

Record low interest rates, buoyant seasonal conditions, and strong commodity prices have been observed across the Western region in 2021 and were the primary drivers behind rising property values. A weakening in any of these factors will likely be enough to soften property prices.”

**Charles Gebhardt, Rural Bank, Wagga Wagga.**

## Farmland sales by municipality

Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>Central</b>						
Bathurst	\$5,974	8.5%	4.5%	7.1%	53	3
Blayney	\$15,823	16.7%	13.5%	11.6%	12	2
Bogan	\$1,117	24.8%	11.5%	10.2%	27	2
Cabonne	\$7,297	9.4%	7.0%	7.1%	92	18
Cessnock	\$18,021	12.7%	5.3%	6.1%	42	6
Coonamble	\$2,520	19.6%	6.5%	7.8%	30	12
Cowra	\$7,722	8.0%	6.5%	6.4%	49	15
Dubbo	\$4,433	12.0%	6.8%	7.5%	75	24
Dungog	\$11,141	9.4%	4.6%	8.2%	37	-3
Forbes	\$4,443	12.4%	8.2%	8.5%	35	16
Gilgandra	\$2,966	16.4%	6.6%	8.2%	36	30
Lachlan	\$2,387	16.6%	10.7%	10.3%	66	20
Lithgow	\$14,373	14.4%	7.3%	9.6%	49	5
Maitland	-	8.9%	7.5%	6.6%	3	0
Mid-Coast	\$11,348	10.8%	5.7%	7.2%	252	75
Mid-Western	\$5,332	9.5%	7.0%	7.1%	113	18
Muswellbrook	\$13,545	11.1%	5.6%	8.3%	34	3
Narromine	\$3,940	11.3%	10.0%	9.4%	35	8
Oberon	\$10,921	16.5%	9.8%	7.7%	38	4
Orange	\$16,324	5.6%	4.0%	6.1%	10	6
Parkes	\$3,010	20.4%	9.5%	8.9%	53	5
Singleton	\$12,790	11.1%	5.0%	7.8%	54	2
Upper Hunter	\$5,863	10.5%	9.5%	7.6%	55	17
Warren	\$2,842	24.2%	11.6%	11.1%	13	-2
Warrumbungle	\$3,053	10.8%	6.8%	7.1%	84	27
Weddin	\$4,699	14.8%	7.7%	9.6%	18	5
<b>Central</b>	<b>\$5,893</b>	<b>11.2%</b>	<b>9.0%</b>	<b>7.6%</b>	<b>1,365</b>	<b>318</b>
<b>Northern</b>						
Armidale	\$7,081	17.4%	10.2%	9.4%	64	21
Ballina	\$26,177	12.8%	5.1%	10.1%	9	1
Bellingen	\$13,025	0.2%	9.5%	6.9%	24	0
Byron	\$16,263	-1.8%	10.2%	5.4%	4	1
Clarence Valley	\$8,874	9.4%	6.3%	10.6%	162	34
Coffs Harbour	\$15,279	14.4%	5.7%	7.9%	17	4
Glen Innes Severn	\$5,064	11.1%	9.5%	6.8%	69	32
Gunnedah	\$5,594	6.1%	7.1%	7.4%	46	7
Gwydir	\$2,788	8.9%	4.5%	8.3%	84	37
Inverell	\$3,824	5.3%	3.4%	7.7%	104	49
Kempsey	\$10,073	9.9%	9.9%	8.6%	60	4
Kyogle	\$9,786	13.6%	5.8%	7.2%	101	30
Lismore	\$19,227	12.4%	7.7%	8.0%	53	20
Liverpool Plains	\$6,842	10.3%	5.0%	8.2%	30	-17
Moree Plains	\$3,911	8.4%	6.3%	8.8%	35	-7
Nambucca	\$8,231	3.7%	2.5%	5.3%	39	-2
Narrabri	\$3,736	11.9%	5.7%	8.6%	57	7
Port Macquarie-Hastings	\$11,128	4.6%	6.0%	7.3%	61	21
Richmond Valley	\$7,391	9.2%	8.1%	6.3%	86	23
Tamworth	\$3,918	2.5%	3.8%	4.9%	99	10

## NSW

Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
Tenterfield	\$4,108	10.3%	7.9%	8.6%	123	45
Tweed	\$23,118	10.3%	8.0%	9.4%	25	0
Uralla	\$4,736	13.0%	3.2%	5.9%	25	12
Walcha	\$7,034	8.5%	8.2%	8.6%	36	-1
Walgett	\$2,293	39.6%	9.8%	10.5%	45	30
<b>Northern</b>	<b>\$6,094</b>	<b>8.2%</b>	<b>7.5%</b>	<b>7.9%</b>	<b>1,458</b>	<b>361</b>
<b>South East</b>						
Bega Valley	\$9,248	7.3%	6.6%	7.6%	56	19
Eurobodalla	\$7,057	-8.2%	-2.6%	2.8%	16	6
Goulburn Mulwaree	\$14,255	12.6%	9.3%	9.0%	71	2
Queanbeyan-Palerang	\$9,774	13.3%	9.3%	7.8%	86	9
Shoalhaven	\$14,491	-0.6%	-0.4%	4.2%	24	11
Snowy Monaro	\$4,795	14.9%	10.7%	9.8%	108	0
Upper Lachlan	\$6,875	12.7%	7.3%	6.9%	120	11
Yass Valley	\$11,421	20.0%	12.4%	7.6%	38	-1
<b>South East</b>	<b>\$8,761</b>	<b>11.5%</b>	<b>8.8%</b>	<b>7.6%</b>	<b>519</b>	<b>57</b>
<b>Southern</b>						
Albury	-	14.8%	30.1%	9.9%	3	3
Berrigan	\$8,533	19.9%	13.7%	8.1%	22	0
Bland	\$3,065	14.7%	11.8%	8.8%	55	20
Carrathool	\$2,858	29.9%	15.4%	9.0%	17	-1
Coolamon	\$7,411	19.1%	10.0%	9.4%	15	-6
Cootamundra-Gundagai	\$10,781	21.0%	16.8%	10.0%	32	7
Edward River	\$5,434	15.3%	13.1%	6.9%	36	11
Federation	\$9,019	20.1%	15.1%	12.3%	22	13
Greater Hume	\$12,219	19.7%	12.7%	10.5%	35	-8
Griffith	\$7,887	20.3%	14.6%	9.4%	9	4
Hay	\$432	1.1%	2.9%	4.8%	9	5
Hilltops	\$10,229	19.4%	12.8%	11.1%	66	12
Junee	\$8,337	16.1%	9.4%	8.3%	22	8
Leeton	\$5,567	18.7%	10.0%	7.2%	13	11
Lockhart	\$12,705	32.3%	17.8%	12.0%	22	14
Murray River	\$3,461	20.1%	10.8%	5.8%	53	25
Murrumbidgee	\$4,594	19.3%	16.1%	5.0%	23	2
Narrandera	\$4,855	16.0%	12.4%	9.9%	38	22
Snowy Valleys	\$6,172	16.0%	7.8%	6.9%	38	28
Temora	\$9,982	28.9%	13.1%	12.9%	22	3
Wagga Wagga	\$10,898	20.8%	13.4%	9.8%	35	-8
<b>Southern</b>	<b>\$6,425</b>	<b>19.3%</b>	<b>11.3%</b>	<b>8.6%</b>	<b>587</b>	<b>165</b>
<b>Western</b>						
Balranald	-	28.7%	22.7%	16.2%	3	1
Bourke	\$103	5.3%	3.3%	8.0%	4	-1
Brewarrina	\$353	11.6%	6.0%	6.9%	8	0
Central Darling	-	47.3%	16.1%	16.9%	1	-7
Cobar	\$217	10.8%	10.5%	11.6%	24	10
Unincorporated Far West	\$157	25.8%	-	-	6	2
Wentworth	-	45.9%	20.0%	13.4%	2	-2
<b>Western</b>	<b>\$216</b>	<b>10.8%</b>	<b>9.5%</b>	<b>11.3%</b>	<b>48</b>	<b>3</b>
<b>NEW SOUTH WALES</b>	<b>\$6,339</b>	<b>11.8%</b>	<b>9.0%</b>	<b>8.0%</b>	<b>3,977</b>	<b>904</b>

CAGR: Compound Annual Growth Rate

Price information with a small volume of transactions should be used with caution. The median price for municipalities with less than four transactions in 2021 is not reported.





**\$10,583**

Median price per hectare



**30.4%**

2021 median price growth



**256,327**

Hectares of land traded



**8.4%**

Compound annual growth  
over 20 years

Map shows median price movement in 2021.

North West  
**16.3%**

Northern  
**25.4%**

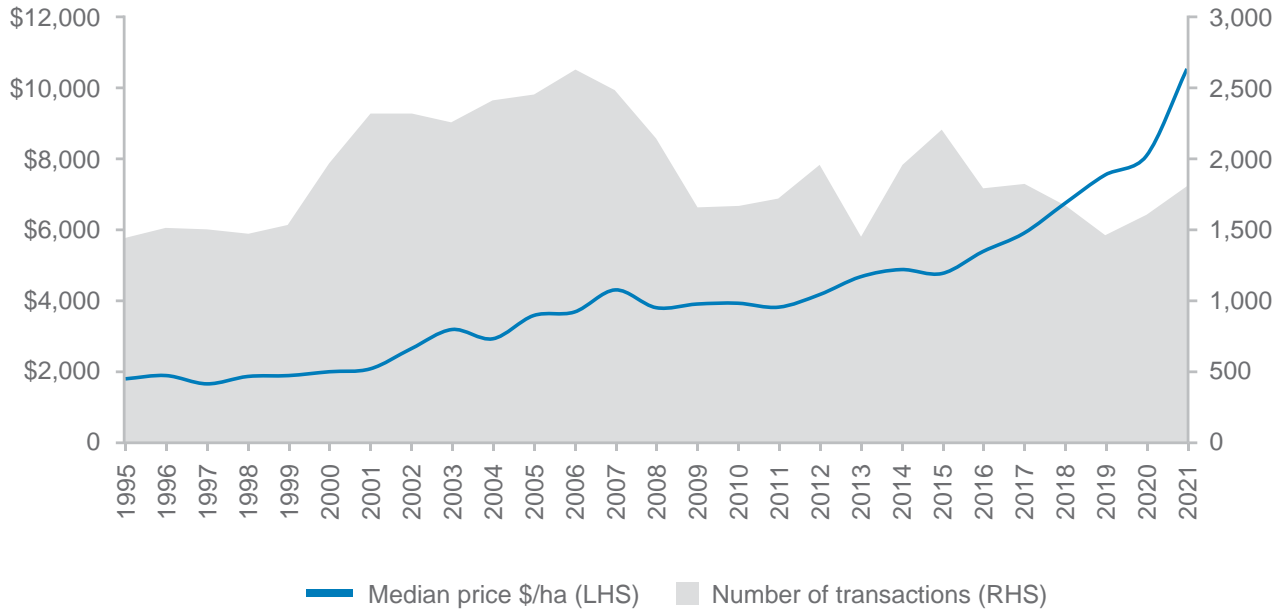
South West  
**35.2%**

Gippsland  
**28.8%**

# Victoria

# Victoria

## Victoria – historic performance



Victorian farmland values rose for the sixth consecutive year in 2021 to hit record highs, as farmers utilised strong balance sheets, high commodity prices and low interest rates to either expand or purchase new properties. The median price per hectare increased by 30.4 per cent in 2021 following a rise of 6.9 per cent in 2020. The 2021 median increase was the largest seen in the last 27 years and well above the five-year CAGR of 14.3 per cent.

The growth in median price per hectare was driven by a combination of all regions experiencing a significant increase in median price per hectare. In particular, the South West region rose by 35.2 per cent year-on-year which played a significant role in the overall increase for Victoria. The South West saw more transactions in higher price ranges which boosted the median price per hectare. The Gippsland and Northern regions also experienced significant growth in their median price per hectare, jumping 28.8 and 25.4 per cent respectively, which supported the overall rise in price for Victoria. This follows a fall in Gippsland of five per cent in 2020 and a rise in the Northern region of 0.9 per cent in the previous year. Each of the four regions had only one municipality record a decline in median price per hectare.

The volume of transactions across Victoria rose by 12.8 per cent to 1,817 in 2021, above the five-year average of 1,680 and the highest transaction volume since 2017. All regions recorded an increase in transaction volume in 2021, led by Gippsland with a 18.9 per cent rise with a large amount of these transactions coming from Wellington and East Gippsland. The South West and Northern regions also recorded significant increases of 13 per cent each while the number of transactions in the North West only rose by 0.6 per cent.

The growth in the number of farmland transactions contributed to a 27 per cent increase in the estimated area of land traded which rose to 256,327 hectares in 2021. The combined impact of growth in the area of land traded and higher prices resulted in the total value of all land sold in 2021 rising to a record high of \$2.4 billion.

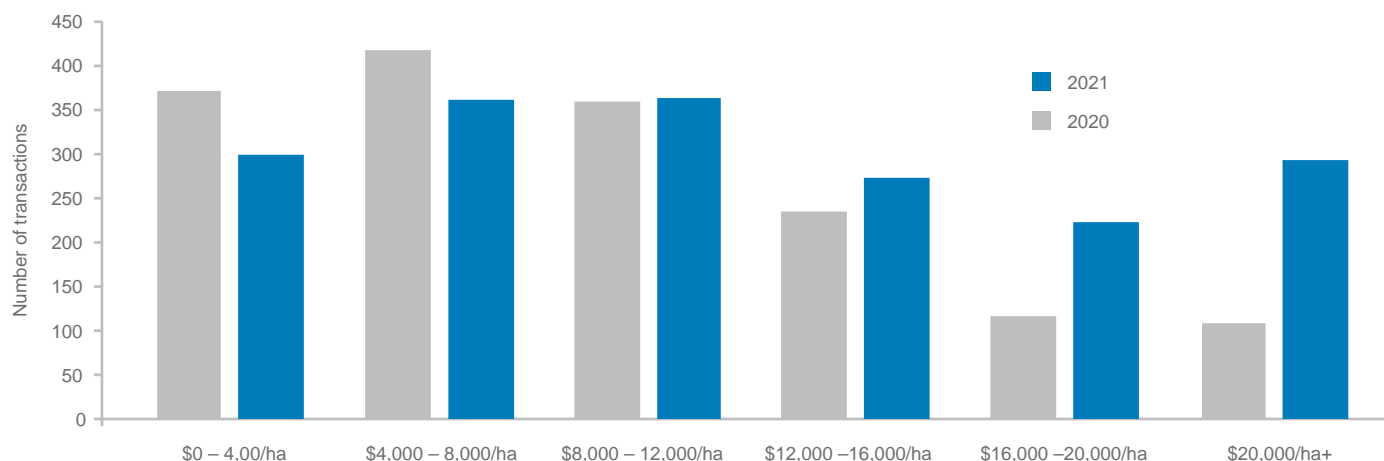
### From the field

"Victoria's property market underwent an increase in value across all regions of the state, on the back of favourable seasonal conditions across much of the state, low interest rates and strong buyer cash flows. The state saw a rise in the number of Melbourne buyers moving into regional areas and purchasing land, along with an increase in people electing to retire while land are prices so strong, capitalising on the buoyant market. Looking forward for the remainder of 2022, the market is expected to remain strong, and with healthy local demand in most districts, prices are also expected to be well above average."

**Andrew Smith, Rural Bank, Eastern Australia.**



### Victoria – transactions by price range



Victoria experienced a significant rise in the number of higher priced transactions and a fall in lower priced transactions in 2021. Properties priced below \$4,000/ha price recorded the largest fall in transaction volume with decline of 19.6 per cent. Similarly, the number of transaction in the \$4000–\$8,000/ha price range fell 14 per cent when compared to 2020.

The largest increase in transaction volume was seen for properties priced above \$20,000/ha which rose from 108 transactions in 2020 to 294 in 2021. Growth in transaction volume of properties above \$20,000/ha was strongest in the South West region. A greater proportion of higher-priced transactions applied upward pressure on the state's median price per hectare.

### Performance by parcel size

Parcel size (ha)	Median \$/ha				No. of transactions	
	2021	% change	10yr CAGR	Decile	2021	YoY +/-
30-50	\$14,655	41.5%	6.7%	10.0	550	50
50-100	\$11,671	26.2%	8.8%	10.0	578	25
100-150	\$8,590	34.2%	11.1%	10.0	271	37
150+	\$5,612	67.5%	13.5%	10.0	418	94
Overall	\$10,583	30.4%	10.7%	10.0	1,817	206

Growth in transaction volume occurred across all parcel size ranges and it was the 150 hectare and larger range that recorded the biggest increase. This resulted in a greater proportion of larger-sized transactions in 2021 with 23 per cent of the state's transactions larger than 150 hectares.

Median price growth was exceptionally strong across all parcel size ranges. Again, it was the larger parcels that led the way with the 150 hectare and above range showing the highest year-on-year price growth. Larger properties were highly sought-after and boast the highest 10-year CAGR of 13.5 per cent and highest 20-year CAGR of 9.4 per cent.

## VIC Gippsland



# \$13,463

Median price per hectare



# 28.8%

2021 median price growth



# 52,247

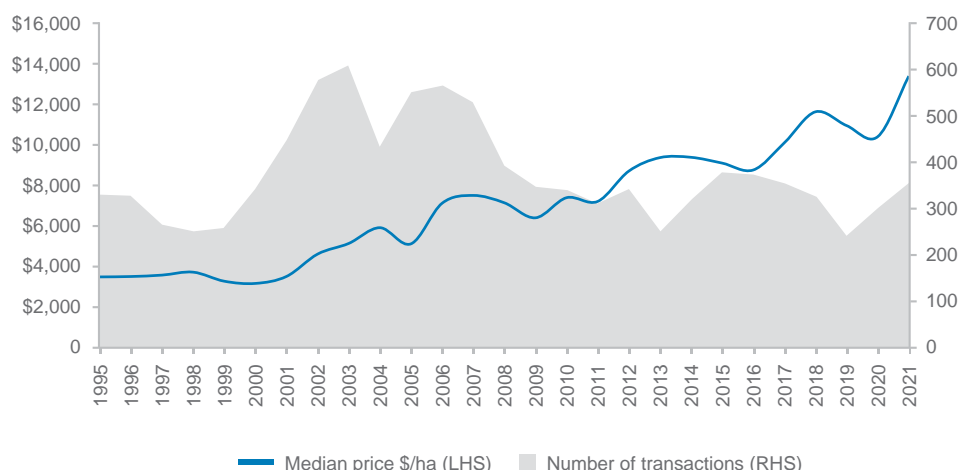
Hectares of land traded



# 7.0%

Compound annual growth over 20 years

### Gippsland – historic performance



Victoria's Gippsland region recorded a year of strong growth in median price per hectare in 2021. The region's median price rose 28.8 per cent in 2021 after a five per cent decline in 2020. This strong year-on-year growth in 2021 has taken the five-year CAGR to 8.9 per cent. All municipalities in the region recorded year-on-year growth in median price per hectare in 2021 except for Cardinia which declined by 12 per cent. East Gippsland and Wellington experienced the strongest growth in 2021.

Transaction volume in Gippsland also rose strongly in 2021 with a 18.9 per cent increase adding to the 24.3 per cent rise in 2020. Growth in the last two years took the number of transactions to 359, the highest since 2016 and 10.2 per cent above the 10-year average. Transaction volume trends were mixed across the municipalities in the region with rises in Wellington, Baw Baw and East Gippsland offsetting declines in La Trobe and South Gippsland.

The region experienced a shift toward a greater proportion of higher priced transactions. There were twice as many transactions priced above \$20,000/ha in 2021 and 44 per cent more in the \$16,000–\$20,000/ha range. This led to 42 per cent of the region's transactions being priced above \$16,000/ha in 2021, up from 28 per cent in 2020. A greater proportion of higher valued transactions contributed to the rise of the region's median price per hectare in 2021.

There was a shift in the profile of transactions by parcel size ranges in 2021 with a greater proportion of smaller and mid-size properties traded. The number of transactions smaller than 100 hectares increased by 23.5 per cent in 2021 to take this segment's share of the region's transactions to 79 per cent, up from 76 per cent in 2020. Meanwhile the number of transactions larger than 100 hectares only increased by 4.2 per cent. Median price growth was recorded across all parcel size ranges in 2021. Parcels larger than 150 hectares were in particularly strong demand with a median price rise of 77.1 per cent in 2021.

#### From the field

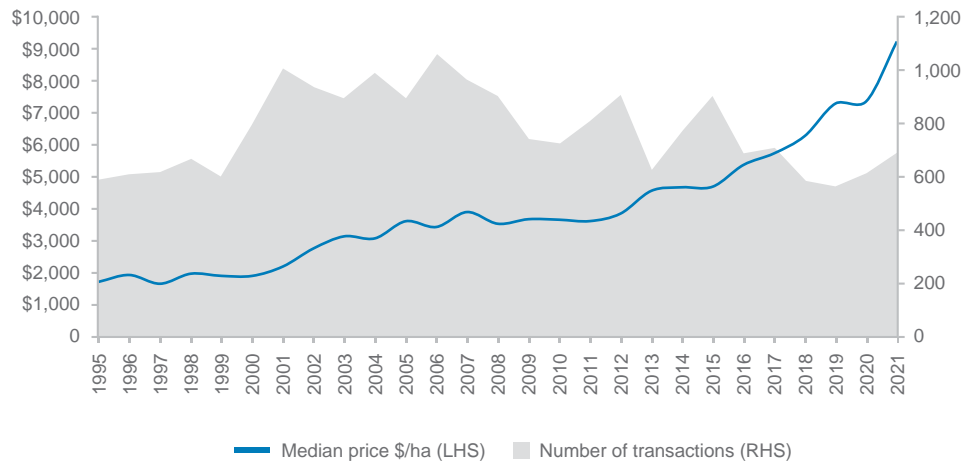
"The Gippsland region land values and property market have risen firmly in 2021, with buyers more active when compared to 2020. Throughout the past year, the region has experienced an increase of Melbourne buyers purchasing regional land, which has led to small to medium sized blocks being sold at elevated prices. The market should continue to remain strong for the rest of the year if input costs and interest rates don't rise too sharply."

**Kathryn Davies, Rural Bank, Gippsland**



## VIC Northern

### Northern – historic performance



  
**\$9,275**

Median price per hectare



**25.4%**

2021 median price growth



**74,694**

Hectares of land traded



**7.4%**

Compound annual growth  
over 20 years

The Northern region of Victoria recorded a 10th consecutive year of growth in median price per hectare of farmland in 2021, the longest run of growth out of Victoria's regions. Over that 10-year period, the median price per hectare has increased at a CAGR of 9.8 per cent. Growth in the median price per hectare in 2021 was 25.4 per cent. Median price growth was a consistent trend across the region with only the Loddon municipality falling marginally year-on-year. Indigo, Wodonga and Mitchell experienced the strongest median price growth in the region.

The number of transactions in Northern Victoria rose by 12.8 per cent in 2021, the largest percentage increase since 2015. The increase in 2021 followed an 8.6 per cent rise in transaction volume in 2020. Across the region, 56 per cent of municipalities recorded year-on-year growth in transaction volume. The largest rise occurred in Gannawarra and Campaspe where transactions rose again after lower growth in 2020.

The rise in transaction volume was concentrated in higher price ranges. In 2021 the number of transactions above \$16,000/ha more than doubled from 2020. As a result, this price range accounted for 22 per cent of the region's transactions in 2021, up from 11 per cent in 2020. At the same time, there were 19.6 per cent fewer transactions priced below \$4,000/ha and 13.9 per cent fewer in the \$4,000–8,000/ha range. A greater proportion of higher-priced transactions in Northern Victoria contributed to the median price per hectare heading upwards.

A slightly greater proportion of larger properties were traded in 2021 across the region. There were 26.7 per cent more transactions larger than 100 hectares in 2021, which took this segment of the market to 33 per cent of the region's transactions, up from 29 per cent in 2020. Growth in median prices occurred across all parcel size ranges but was strongest for parcels larger than 150 hectares which rose by 51.5 per cent. This parcel size range also has the strongest longer-term growth rates with a 10-year CAGR of 11.4 per cent and 20-year CAGR of 8.8 per cent.

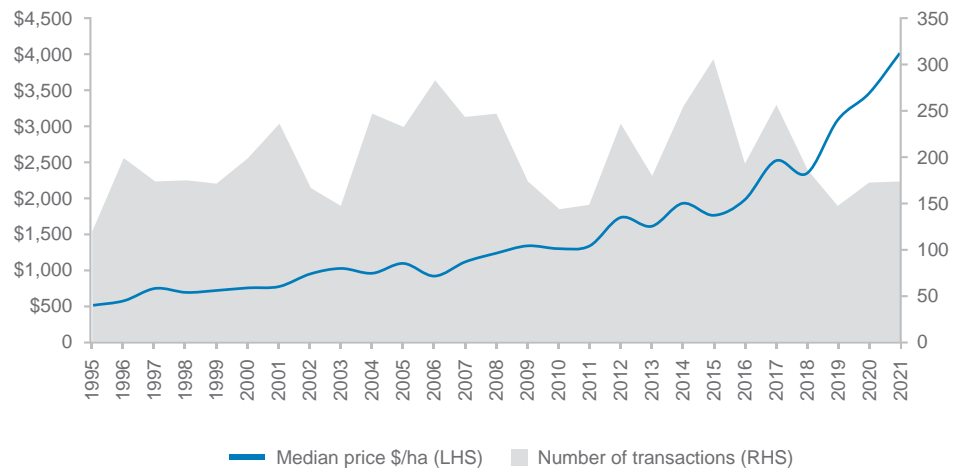
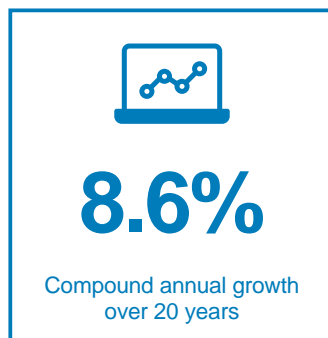
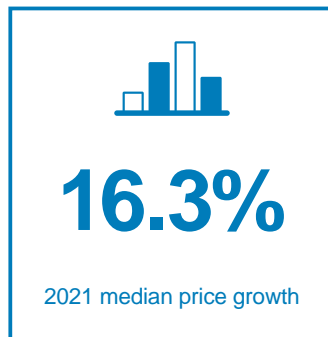
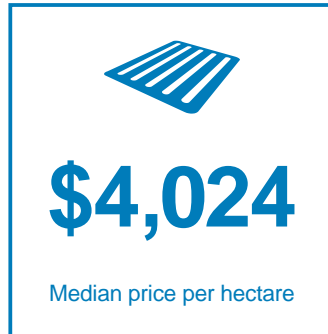
#### From the field

"Victoria's northern region property market continued to trend upwards in 2021, following a strong year in 2020. The region has seen a jump in demand for lifestyle segments and areas of land with high rainfall. The market is expected to remain firm throughout the remainder of 2022, as demand is set to remain strong due to limited properties available on the market. However, it could be weakened by a potential spike in interest rates or softening commodity prices."

**John Howard, Rural Bank, Wangaratta**

## VIC North West

### North West – historic performance



The North West region of Victoria recorded a third straight year of growth in median price per hectare of farmland in 2021 with an increase of 16.3 per cent in 2021. Despite having the state's lowest median price growth in 2021, the region's median price has increased by 71.6 per cent over the last three years, second only to the South West. Growth in median prices per hectare was relatively consistent across the region with all municipalities in the region recording year-on-year price growth in 2021, except for Swan Hill. Over the past five years the median price per hectare in the region has risen at a CAGR of 15.3 per cent.

The number of transactions in North West Victoria only rose by one in 2021 to 174. This followed a rise of 17.7 per cent in 2020. Despite this growth, the availability of land in the region is tight with transaction volume in 2021 down 17.5 per cent compared to the 10-year average. Across the region, half of the municipalities recorded year-on-year rises in transaction volume. Mildura recorded the strongest growth in transaction volume which rose for its third consecutive year. Meanwhile, Buloke experienced the strongest decline in transaction volume.

Despite overall transaction volume remaining relatively stable, there was a shift in the profile of transactions by price ranges. In 2021 there were 16.9 per cent fewer transactions priced below \$6,000/ha. At the same time, the number of transactions above \$8,000/ha rose by 147 per cent and accounted for 24 per cent of overall transactions, up from 10 per cent in 2020. A greater proportion of higher valued transactions contributed to the median price per hectare rising.

There was also a shift in the proportion of transactions by parcel size with a lower proportion of smaller properties traded in 2021. There were 31.7 per cent fewer transactions smaller than 100 hectares with this segment accounting for 16 per cent of the region's transactions, down from 24 per cent in 2020. This was offset by a 24.4 per cent rise in the number of transactions between 200–300 hectares. All parcel size ranges recorded growth in median prices per hectare with the strongest growth recorded for parcels larger than 300 hectares at 42.2 per cent.

#### From the field

"Victoria's North West region experienced a year of strong prices in the property market during 2021 with a focus on larger hectare parcel sized land transactions. This comes off the back of multiple seasons of favourable seasonal conditions across the majority of the region providing buyers with elevated cash flow available to purchase more land. Positive outlooks across most commodities should continue to support demand and keep prices supported at high levels throughout 2022."

**Greg Kuchel, Rural Bank, Swan Hill.**

## VIC South West



# \$13,363

Median price per hectare



# 35.2%

2021 median price growth



# 80,504

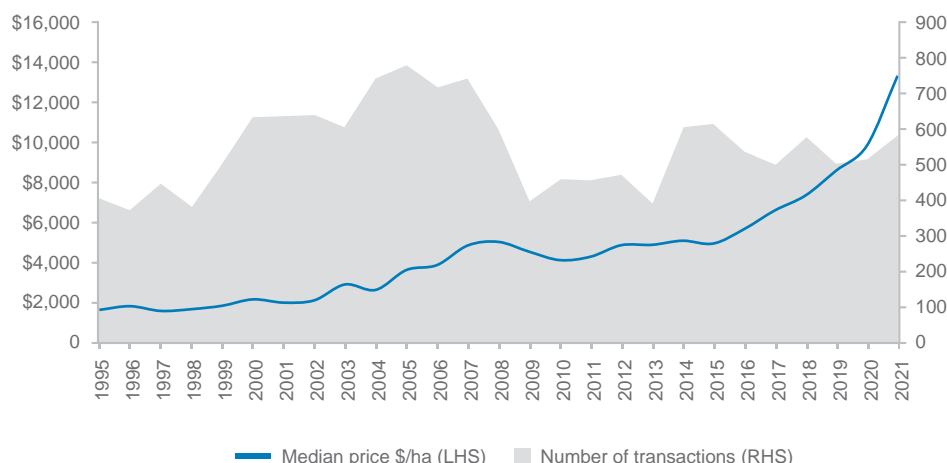
Hectares of land traded



# 9.7%

Compound annual growth over 20 years

### South West – historic performance



The South West region of Victoria recorded a sixth consecutive year of growth in median price per hectare in 2021, the second longest run of growth out of all the regions in Victoria. Over that period of six years, the median price has increased by 166 per cent. The median price grew at an accelerated rate of 35.2 per cent in 2021, the largest percentage growth of Victoria's regions. Growth in median prices per hectare was again consistent across all municipalities in the region except for West Wimmera which declined 10 per cent year-on-year.

The number of transactions in South West Victoria rose 13.3 per cent in 2021, adding to growth of 2.6 per cent in 2020. The region's 588 transactions in 2021 was the highest level since 2015 and 10.4 per cent above the 10-year average. Throughout the region, the majority of municipalities recorded year-on-year increases in transaction volume. The largest rises were observed in Corangamite, Colac and Moorabool.

The rise in transaction volumes was heavily concentrated in higher price ranges. In 2021 there were almost three times more transactions priced above \$16,000/ha compared to 2020 with this price range accounting for 36 per cent of the region's transactions, up from 14 per cent in 2020. At the same time, the number of transactions for lower priced ranges dropped significantly especially in the \$8,000–\$12,000/ha segment which had 33 per cent fewer transactions. A higher proportion of higher priced transactions contributed to the median price per hectare trending upwards.

South West Victoria recorded a greater proportion of larger parcels traded in 2021. There were 56.7 per cent more transactions larger than 150 hectares and 14.3 per cent more between 100-150 hectares in 2021. This saw the proportion of transactions larger than 100 hectares rise from 34 per cent in 2020 to 41 per cent in 2021. Significant rises in median price per hectare occurred across all parcel size ranges in 2021. Parcels larger than 150 hectares had the highest median price growth in 2021 at 66.4 per cent and the highest 10-year CAGR of 17.3 per cent.

### From the field

"Victoria's South West region experienced a strong year in the property market off the back of another year of firm commodity prices which have boosted buyers' cash flows. The region has seen a rise in the demand for lifestyle segments of land, with prices rising significantly in 2021. The property market appears set to remain relatively stable throughout the rest of 2022, however, a potential spike in interest rates along with the rising fuel and fertiliser costs could see demand begin to ease later in the year."

**Rachel Root, Rural Bank, Warrnambool.**

VIC

## Farmland sales by municipality

Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>Gippsland</b>						
Bass Coast	\$24,714	9.7%	7.1%	7.6%	15	0
Baw Baw	\$20,854	7.6%	4.5%	7.3%	40	5
Cardinia	\$17,363	-4.6%	0.6%	3.9%	8	-1
East Gippsland	\$8,570	19.2%	10.6%	9.2%	84	29
La Trobe	\$15,956	11.8%	18.7%	6.6%	23	-2
South Gippsland	\$21,722	12.6%	8.3%	9.2%	68	-4
Wellington	\$11,204	12.0%	5.5%	7.4%	121	30
<b>Gippsland</b>	<b>\$13,463</b>	<b>8.9%</b>	<b>6.4%</b>	<b>7.0%</b>	<b>359</b>	<b>57</b>
<b>North West</b>						
Buloke	\$4,217	26.9%	14.2%	8.7%	44	-7
Hindmarsh	\$6,404	16.3%	14.3%	10.4%	25	3
Horsham	\$8,160	12.8%	12.3%	10.4%	24	-2
Mildura	\$1,753	5.6%	7.7%	8.8%	39	7
Swan Hill	\$2,488	3.0%	9.1%	7.0%	22	4
Yarriambiack	\$8,995	34.6%	19.7%	11.3%	20	-4
<b>North West</b>	<b>\$4,024</b>	<b>15.3%</b>	<b>11.7%</b>	<b>8.6%</b>	<b>174</b>	<b>1</b>
<b>Northern</b>						
Alpine	\$13,824	23.1%	7.3%	9.0%	4	-4
Benalla	\$9,998	13.6%	9.0%	7.9%	38	-3
Bendigo	\$10,564	22.0%	8.9%	10.2%	42	9
Campaspe	\$8,619	6.9%	11.1%	5.7%	90	20
Gannawarra	\$4,601	10.1%	8.5%	4.4%	70	34
Indigo	\$16,637	17.4%	11.0%	9.9%	29	9
Loddon	\$4,207	15.4%	10.0%	7.5%	54	14
Mansfield	\$14,125	9.3%	9.8%	9.0%	30	-5
Mitchell	\$13,045	18.0%	19.4%	9.8%	22	-8
Moira	\$9,980	13.4%	9.2%	5.9%	72	-6
Mount Alexander	\$13,329	10.0%	13.5%	11.9%	16	4
Murindindi	\$17,023	18.4%	11.5%	10.4%	26	-4
Shepparton	\$8,714	7.8%	6.7%	3.3%	56	-14
Strathbogie	\$9,408	15.3%	8.6%	7.9%	66	13
Towong	\$10,835	20.4%	11.8%	7.1%	25	11
Wangaratta	\$13,863	10.5%	9.8%	10.2%	49	8
Wodonga	\$24,783	11.3%	10.2%	10.8%	7	1
<b>Northern</b>	<b>\$9,275</b>	<b>11.4%</b>	<b>9.8%</b>	<b>7.4%</b>	<b>696</b>	<b>79</b>



Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>South West</b>						
Ararat	\$13,941	29.6%	11.2%	12.3%	26	1
Ballarat	\$16,525	4.7%	11.9%	7.7%	6	1
Central Goldfields	\$9,541	27.2%	13.7%	9.8%	13	4
Colac - Otway	\$13,998	12.6%	5.7%	6.6%	72	18
Corangamite	\$14,782	17.6%	5.9%	7.6%	104	11
Glenelg	\$13,069	19.3%	13.0%	9.8%	34	-4
Golden Plains	\$14,909	19.5%	12.3%	10.3%	15	-6
Hepburn	\$13,499	8.1%	9.0%	5.6%	19	-3
Macedon Ranges	\$16,308	7.3%	12.3%	5.9%	21	4
Moorabool	\$20,237	14.5%	12.7%	10.4%	17	11
Moyne	\$17,270	19.0%	8.6%	10.3%	83	-6
Northern Grampians	\$6,980	21.5%	15.6%	11.4%	47	4
Pyrenees	\$8,438	15.7%	15.6%	8.2%	34	15
South Grampians	\$12,070	19.6%	19.3%	10.2%	57	11
Surf Coast	\$16,882	6.8%	11.8%	10.4%	6	-1
West Wimmera	\$6,405	18.7%	12.9%	9.7%	34	9
<b>South West</b>	<b>\$13,363</b>	<b>18.4%</b>	<b>11.8%</b>	<b>9.7%</b>	<b>588</b>	<b>69</b>
<b>VICTORIA</b>	<b>\$10,583</b>	<b>14.3%</b>	<b>10.7%</b>	<b>8.4%</b>	<b>1,817</b>	<b>206</b>

CAGR: Compound Annual Growth Rate

Price information with a small volume of transactions should be used with caution.



**\$14,730**

Median price per hectare



**7.6%**

2021 median price growth



**46,971**

Hectares of land traded



**8.9%**

Compound annual growth  
over 20 years

Map shows median price movement in 2021.

North West  
**7.8%**

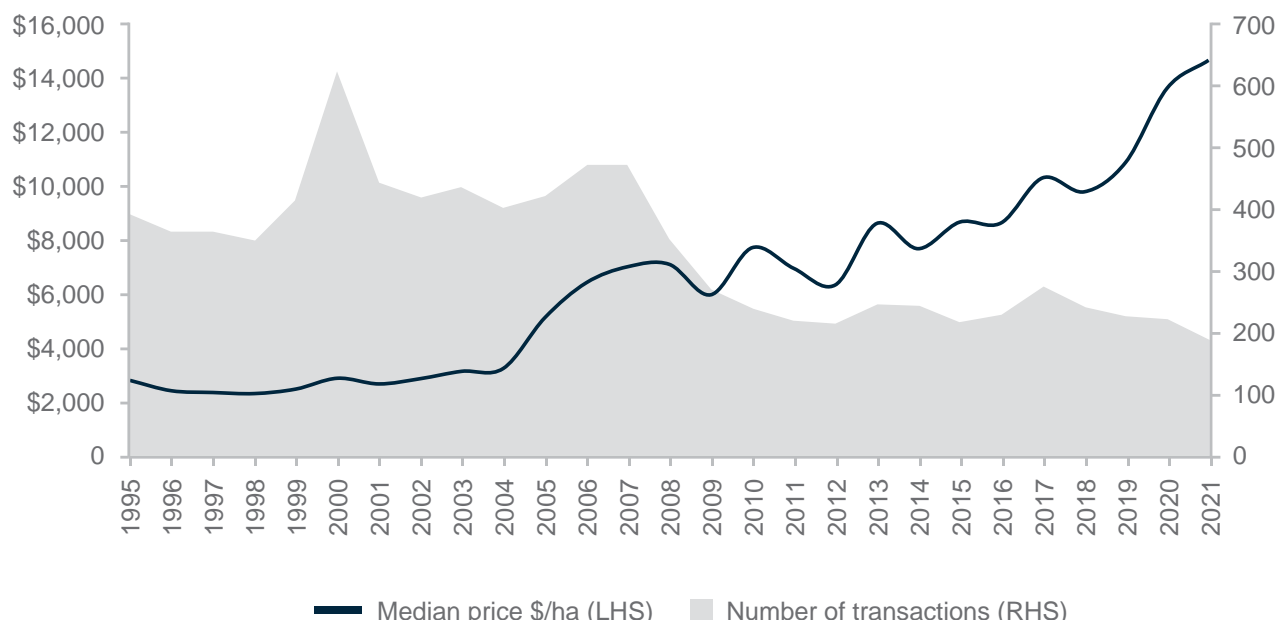
Northern  
**4.8%**

South  
**50.9%**

# Tasmania

# Tasmania

## Tasmania – historic performance



Tasmanian farmland values rose for the third consecutive year, hitting record highs again in 2021 as the constrained supply of farmland and strong demand amidst an increased appetite for expansion supported land values. This led to a 7.6 per cent rise in median price to \$14,730/ha, further pushing farmland prices into record territory following the 25.3 per cent increase recorded in 2020. Last year proved to be a year of price consolidation, particularly throughout the northern regions after the significant median price growth recorded in 2020. The increase in median price during 2021 came in well below the five-year CAGR of 11.2 per cent and is more in line with the longer-term 20-year CAGR of 8.9 per cent.

The growth in median price per hectare was observed across all regions of the state. South Tasmania recorded the largest increase in median prices as a drop off in transactions located within the lower priced Central Highlands pushed the median higher. Growth throughout the Northern and North West regions of 4.8 per cent and 7.8 per cent respectively were also recorded as strong seasonal conditions across much of the state left dairy and beef producers in a healthy position, resulting in increased demand for grazing land. Flinders Island saw prices rise, though the small number of transactions recorded across the region has seen the median remain volatile over the last few years. King Island recorded a decline in median price, albeit off a low base of transactions.

Potential buyers had to complete for even fewer properties in 2021 in comparison to 2020 with the state-wide transaction volume falling 15.2 per cent to just 189 transactions, 18.1 per cent below the 10-year average. This is the fourth consecutive year that transaction volume across the state has declined. The fall in transaction volume was seen across both the North West and South regions of the state.

The North West region fell 19.3 per cent in 2021 while the South recorded a 40.7 per cent decline. The Northern region recorded a 9.3 per cent rise in transactions.

An estimated 46,971 hectares of land was traded in 2021, a large jump from 2020 and the largest area of land sold across the state since 2008 when there were almost twice as many transactions recorded. This increase in land traded, paired with an increase in farmland prices has seen the total value of farmland traded increase by 67 per cent to a record \$536.9 million.

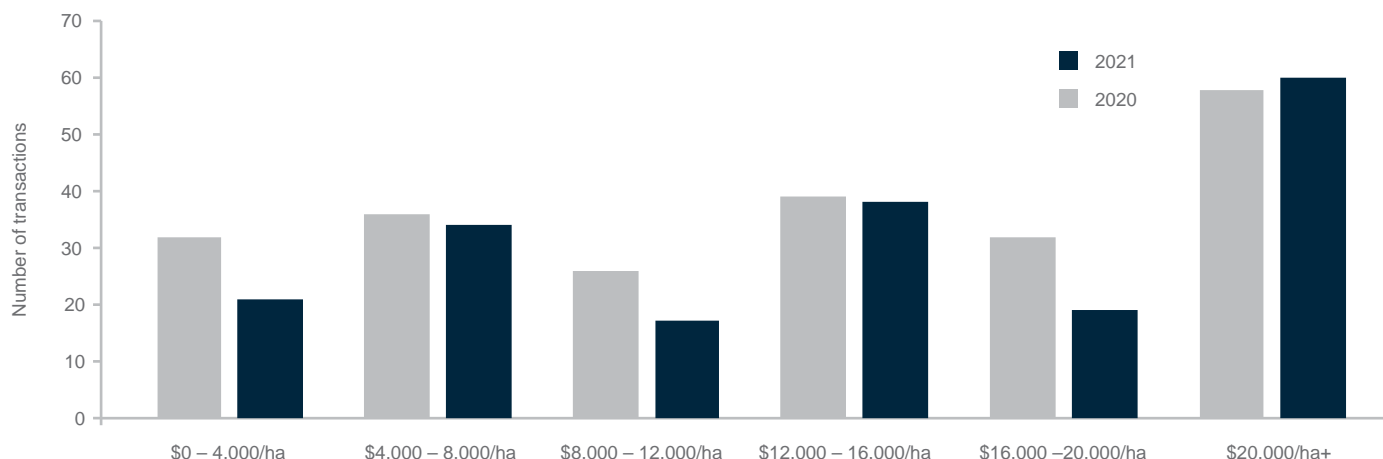
### From the field

"Farmland values across Tasmania have continued to trend higher in 2021 as constrained supply, low interest rates and rising demand supported values. This supportive macroeconomic environment has driven a continued desire for expansion amongst both large family growers and corporate farms, ensuring strong buyer competition across most of the state. The Northern and North West regions have consolidated the large median increases reported in 2020, while the South region recorded significant growth after several years of declining prices. The year ahead could potentially see more caution come into the market as underlying fundamentals become less stable."

**Dean Lalor, Rural Bank, Launceston.**



### Tasmania – transactions by price range



The overall decline in transaction volume has seen the proportion of transactions shift towards the higher end of the market in 2021, driving Tasmania's median price per hectare higher. The proportion of transactions below \$12,000/ha declined in 2021, with only 38 per cent of all transactions falling within this price range, down from 42 per cent in 2020.

The decline in lower priced transactions and subsequent increase in higher priced transactions was mainly driven by the Northern and North West regions while the South region saw the profile of transactions by price range shift away for the lower (under \$4,000/ha) and higher (above \$20,000/ha) price brackets and consolidate more towards the middling \$4,000–\$16,000/ha ranges.

### Performance by parcel size

Parcel size (ha)	Median \$/ha				No. of transactions	
	2021	% change	10yr CAGR	Decile	2021	YoY +/-
15-40	\$16,189	-12.8%	2.8%	9.5	55	-28
40-80	\$15,207	20.7%	10.4%	10.0	61	5
80-120	\$7,489	-14.9%	-2.3%	6.0	23	-12
120+	\$7,861	-23.6%	8.7%	9.5	50	1
Overall	\$14,730	7.6%	7.7%	10.0	189	-34

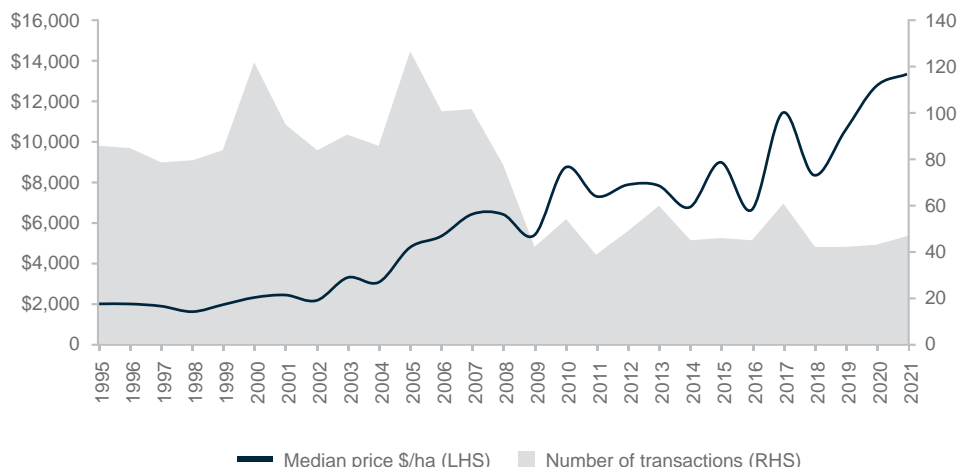
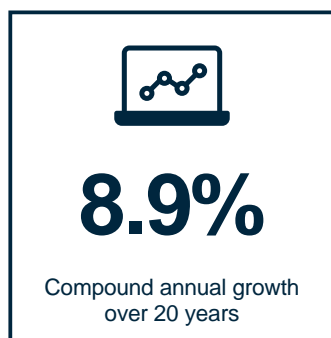
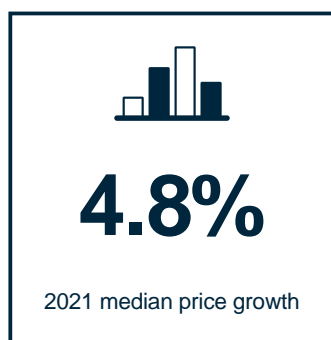
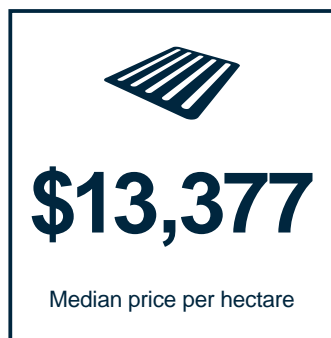
Tasmanian farmland transactions reversed the trend seen in 2020 with a greater proportion of medium to large parcel sizes and fewer small parcel transactions. This was especially prevalent throughout the Northern and North West regions and likely tempered the rise in median price across these two regions where the increase in median price per hectare was more modest compared to the South region. The South, which recorded the largest increase in median price, saw a more mixed spread of transactions with a greater proportion of transactions within both the 15–40 hectare range and the larger than 120 hectare range while the 40–120 hectare segment saw fewer transactions in comparison to 2020.

Looking ahead to 2022, strong seasonal conditions and commodity prices are likely to ensure demand remains high, at least in the short term. A large number of buyers have also missed out on purchasing properties over the past two years due to the surge in values which should keep demand strong, particularly across the less expensive areas. Underlying fundamentals are likely to place some pressure on values over the coming 12–24 months with rising interest rates and higher input costs likely to see some caution come into the market from prospective buyers.



# TAS Northern

## Northern – historic performance



The median price per hectare of farmland in the Northern region of Tasmania stabilised to some extent in 2021, increasing by a healthy 4.8 per cent following substantial rises of 21 per cent and 26.1 per cent in 2020 and 2019 respectively. These consecutive years of growth have pushed the five-year CAGR to 15 per cent with the 20-year CAGR now sitting at 8.9 per cent. The majority of municipalities across the region recorded an increase in median price with only the Northern Midlands and Break O'Day municipalities seeing a decline due to a drop off in availability of smaller, more expensive land parcels. Launceston, Dorset and Georgetown were some of the best performing municipalities.

Buyer demand across the region remained strong with a 9.3 per cent increase in transaction volume throughout 2021 as existing landholders looked to cash in on the strong demand and high farmland prices. The Northern region now accounts for 24.9 per cent of transactions across the state. All municipalities saw an increase in transaction volume with the only fall in sales observed in Dorset.

This increase in transaction volume was skewed towards larger parcel sizes, which are typically priced at a lower price per hectare. As a result, the region-wide median parcel size increased from 48 hectares in 2020 to 61 hectares in 2021. This saw the price of transactions in lower price ranges increase with a significant rise in the proportion of transactions under \$2,000/ha and a decline in transactions within the higher \$2,000–\$4,000/ha range in comparison to 2020.

As mentioned, the proportion of transaction volume throughout the Northern region saw a shift towards larger parcel sizes in 2021. Only 28 per cent of transactions were in the 15–50 hectare range compared to 40 per cent in 2020 while 30 per cent of transaction volume was over 120 hectares in comparison to only 23 per cent in 2020. This shift is a major reason for the reduced growth in median price per hectare across the region. Due to the reduced availability of smaller land parcels, the median value for these parcels rose substantially while the opposite occurred for land parcels larger than 120 hectares which saw a 3.6 per cent decline in median price per hectare.

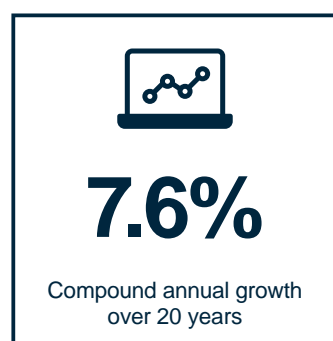
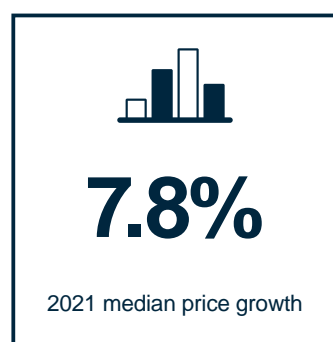
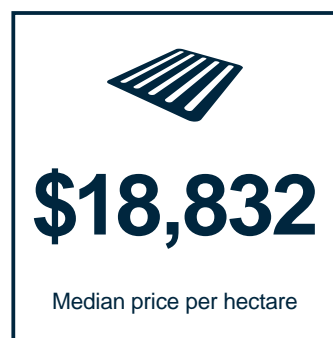
### From the field

“Northern Tasmania continues to perform well with a spread of buyers ensuring strong buyer competition across most of the region. Sales remain reasonably buoyant, especially in the central north. There remains strong demand for the premier properties however, there are limited sales in this area. The north-east also shows strong buyer support, particularly for the larger properties. In this area we are seeing consolidation of the smaller properties. Positive outlooks across the dairy and livestock industries are driving strong demand for grazing properties.”

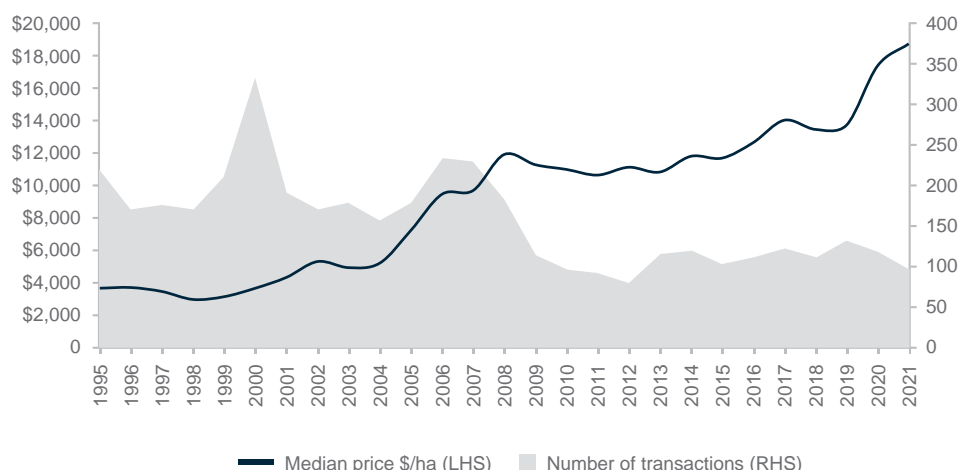
**James Cameron, Rural Bank, Launceston.**

# TAS

## North West



### North West – historic performance



North West Tasmania recorded growth in median price per hectare for the third consecutive year in 2021. A rise of 7.8 per cent in 2021 saw the median price per hectare across the region reach \$18,832/ha following a substantial jump of 26.7 per cent in 2020. This increase is in line with the five-year CAGR of 8.2 per cent. Growth in median price per hectare was relatively consistent across the region with six out of the eight municipalities recording an increase. Only Circular Head and Kentish recorded year-on-year declines in median price per hectare. A strong appetite for expansion amongst corporate buyers continued to push property values higher.

Transaction volumes across the region fell 19.3 per cent in 2021. Only 96 sales were recorded, the lowest number of transactions seen through the region since 2012. This follows a decline of 9.8 per cent in 2020, with the lack of farmland availability and strong demand, particularly from corporate buyers and large family farms, a key factor behind rising prices across the region over the past couple of years. Almost all municipalities saw transaction volumes decline, with the exception of Burnie and Devonport with no change in sale volumes from 2020.

The decline in transaction volume was concentrated on lower priced transactions in 2021 with 40.6 per cent fewer transactions below \$12,000/ha while transactions over \$16,000/ha fell by only 14.5 per cent compared to 2020. The declining proportion of lower priced transactions contributed to the region-wide median shifting higher.

Interestingly, the proportion of smaller properties traded also declined in 2021 as transactions within the 15-40 hectare range fell from 42 per cent of the regions transactions in 2020 to only 32 per cent in 2021. Meanwhile transactions within the 40-80 hectare range accounted for 41 per cent of regional transactions, up from 23 per cent in 2020. Median price growth was recorded across all parcel size ranges, led by the 40-80 hectare range. However it is the largest parcel size range of over 120 hectares that holds the highest longer-term growth rates with a 10-year CAGR of 10.8 per cent.

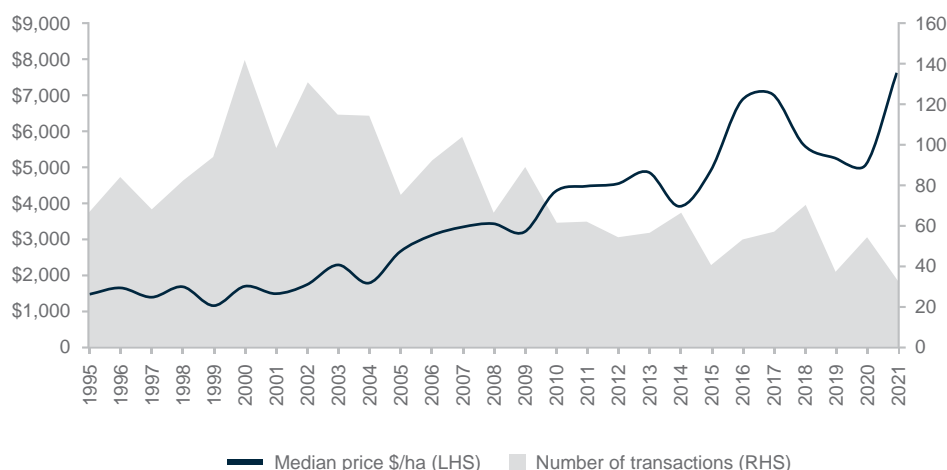
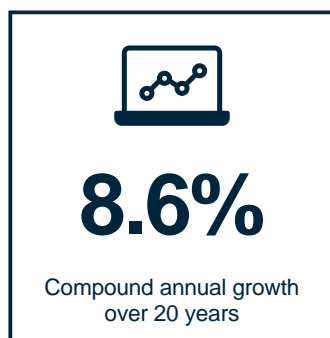
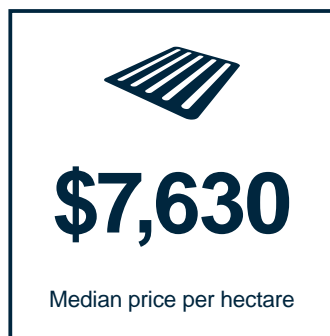
#### From the field

“The value of farmland in North West Tasmania continued to rise in 2021, driven higher by low interest rates, strong cash flow and a sustained appetite for expansion, particularly amongst corporate buyers as equity positions continue to improve. Strong seasonal conditions across the state ensured dairy and beef producers remain in a healthy position with increased demand for grazing land across the region as a result. Looking ahead, a more cautious tone throughout the region is expected in 2022 as higher fixed rates and surging input costs push buyers to take a more conservative approach.”

**James Cameron, Rural Bank, Launceston.**

# TAS South

## South – historic performance



The South region of Tasmania recorded a rebound in the median price per hectare of farmland in 2021, rising for the first time since 2017. The sustained decline in prices over the past few years has seen the five-year CAGR slip to just 2.2 per cent, though the 20-year CAGR remains strong at 8.6 per cent. Growth in the median price was at record levels in 2021, rising 50.9 per cent to \$7,630/ha. This was the largest year-on-year growth in median price seen across the region over the last 20 years in both dollar and percentage terms. Increases in median per hectare of farmland were recorded in six of the region's ten municipalities.

The number of transactions within the South region declined for the fourth year in a row with total transaction volume dropping 40.7 per cent to 32 in 2021, a record low for the region. The drop in transactions was spread across most of the region with only the Derwent Valley, one of the higher priced municipalities in the region, recording an increase in transaction volume.

The decline in transaction volume was primarily seen in the lower priced transaction ranges. The proportion of transactions under \$4,000/ha declined by 20 per cent in 2021 while the proportion of transactions between \$4,000–\$16,000/ha increased by 32 per cent. The shift in the profile of transactions in the region toward higher price ranges was one of the driving factors behind the region-wide jump in median prices.

Fewer transactions were recorded across all parcel size segments in the market but larger declines were seen in medium sized transactions between 40–120 hectares. These transactions accounted for 31 per cent of the market in 2021, down from 44 per cent in 2020. Reduced supply of land contributed to all parcel size ranges recording considerable rises in median prices per hectare in 2021. Unlike other regions in the state, the smaller parcel size ranges in South Tasmania have the highest longer-term growth rates with 10-year CAGRs of 7.5 per cent for 40–80 hectares and 4.4 per cent for 15–40 hectares.

### From the field

“The market remained strong in 2021 with high commodity prices and low interest rates again driving demand for good quality grazing properties. Of note were two major grazing properties that changed hands in the Southern Midlands. Demand remains high for irrigated grazing properties and featuring again in 2021 were high-valued orchards and vineyards. Southern Tasmania recorded a 40 per cent drop in transactions which in turn resulted in a 50 per cent increase in median farmland values. Good quality farmland remains tightly held with demand outstripping supply.”

**Nik Preece, Rural Bank, Rosny Park.**

TAS

## Farmland sales by municipality

Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>North West</b>						
Burnie	\$15,434	3.6%	3.9%	8.8%	8	0
Central Coast	\$21,120	5.4%	5.4%	6.7%	8	-6
Circular Head	\$19,615	17.1%	9.3%	7.4%	37	-3
Devonport	-	9.0%	13.5%	12.7%	3	0
Kentish	\$14,603	5.5%	8.1%	8.3%	8	-7
Latrobe	\$39,825	16.2%	7.8%	10.0%	5	-3
Meander Valley	\$18,574	7.5%	5.3%	9.3%	17	-1
Waratah-Wynyard	\$21,614	11.2%	7.0%	8.2%	10	-3
<b>North West</b>	<b>\$18,832</b>	<b>8.2%</b>	<b>5.8%</b>	<b>7.6%</b>	<b>96</b>	<b>-23</b>
<b>Northern</b>						
Break O'Day	\$5,222	18.6%	-2.3%	6.3%	6	2
Dorset	\$12,511	17.7%	6.1%	7.6%	4	-8
George Town	-	16.7%	-1.6%	11.8%	3	1
Launceston	\$23,295	26.7%	9.1%	11.6%	4	1
Northern Midlands	\$8,262	-3.6%	-2.4%	6.4%	14	4
West Tamar	\$13,917	15.6%	2.8%	9.7%	16	4
<b>Northern</b>	<b>\$13,377</b>	<b>15.0%</b>	<b>6.2%</b>	<b>8.9%</b>	<b>47</b>	<b>4</b>
<b>South</b>						
Central Highlands	\$9,227	32.5%	12.9%	12.8%	4	-6
Clarence	-	-9.3%	1.3%	7.6%	1	-1
Derwent Valley	-	34.6%	3.8%	12.2%	3	3
Glamorgan-Spring Bay	\$3,174	-6.0%	9.1%	8.8%	4	-2
Huon Valley	\$13,610	6.1%	4.0%	8.6%	5	-4
Kingborough	-	-4.5%	-2.4%	6.2%	3	-3
Sorell	-	20.4%	5.1%	8.9%	1	-3
Southern Midlands	\$5,293	24.9%	8.8%	7.9%	10	-4
Tasman	-	-5.3%	-5.8%	5.1%	1	-2
<b>South</b>	<b>\$7,630</b>	<b>2.2%</b>	<b>5.5%</b>	<b>8.6%</b>	<b>32</b>	<b>-22</b>
<b>Islands</b>						
Flinders Island	\$5,904	17.9%	10.0%	11.8%	6	2
King Island	\$9,386	6.7%	7.0%	9.3%	8	5
<b>TASMANIA</b>	<b>\$14,730</b>	<b>11.2%</b>	<b>7.7%</b>	<b>8.9%</b>	<b>189</b>	<b>-34</b>

CAGR: Compound Annual Growth Rate

Price information with a small volume of transactions should be used with caution. The median price for municipalities with less than four transactions in 2021 is not reported.





**\$5,940**

Median price per hectare



**8.4%**

2021 median price growth



**247,880**

Hectares of land traded



**7.5%**

Compound annual growth  
over 20 years

Map shows median price movement in 2021.

Eyre  
Peninsula  
**30.2%**

Yorke  
& North  
**-8.7%**

Adelaide  
& Fleurieu  
**-7.7%**

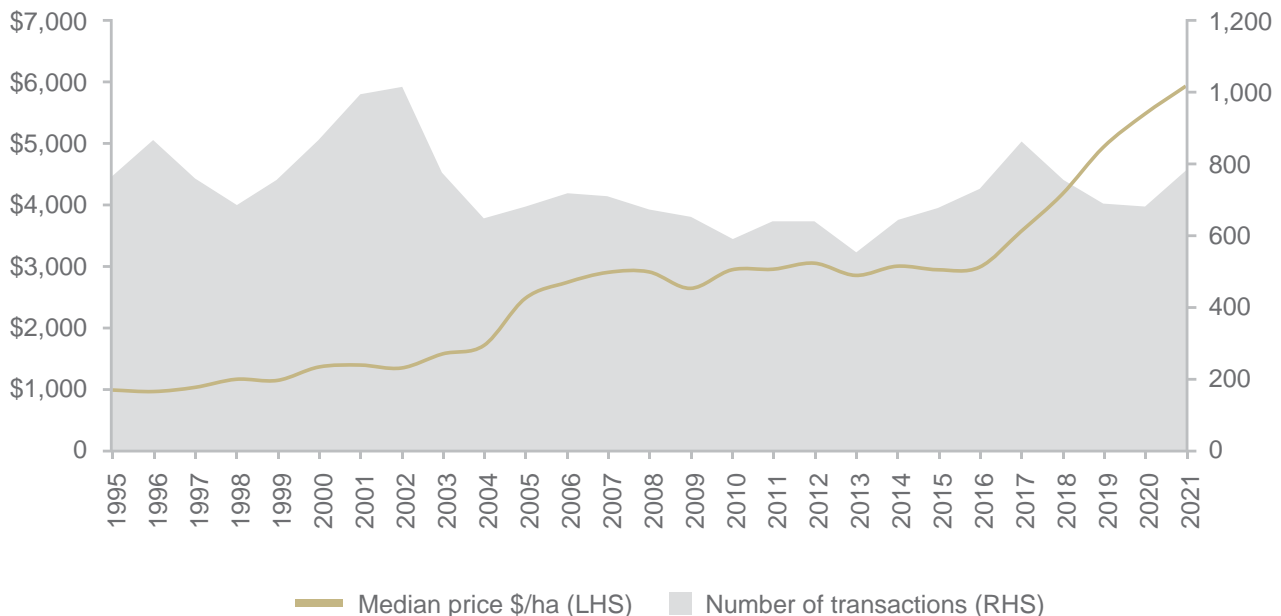
South East  
**9.0%**

# South Australia



# South Australia

## South Australia – historic performance



South Australian farmland values rose for the sixth consecutive year in 2021 as prices hit record highs, despite an increase in supply. Prices were driven higher primarily due to low funding costs, improved balance sheets and a strong appetite for expansion amongst both family farmers and corporate growers. The median price per hectare increased by 8.4 per cent in 2021 following rises of 10.9 per cent and 18.4 per cent in 2020 and 2019 respectively. While the 2021 median increase is below the five-year CAGR of 14.7 per cent, it remains well above both the 10 and 20-year CAGRs of 7.2 per cent and 7.5 per cent respectively. The median farmland price per hectare has now increased for six years in a row and is at a record \$5,940/ha.

The growth in median price per hectare was driven by the outer regions of South Australia, in contrast to 2020, whereby the more central regions drove most of the median growth. The Eyre Peninsula saw substantial median growth of 30.2 per cent on the back of strong macroeconomic fundamentals and increased demand from corporate buyers, particularly in eastern parts of the region. The South East recorded a nine per cent rise in median price with a jump in transaction volume across higher priced municipalities accounting for this increase in median. In contrast the Adelaide and Fleurieu region median price per hectare declined by 7.7 per cent with the Yorke and North region median also down 8.7 per cent due to a jump in transactions throughout lower priced municipalities across these regions. This follows substantial rises of 23.3 per cent and 29.9 per cent across these regions in 2020.

The total volume of transactions across South Australia rose by 14.9 per cent to 785 in 2021, slightly above the five-year average of 756 and the highest recorded transaction volume in the state since 2017. The Adelaide and Fleurieu region saw a 39.8 per cent rise in transaction volume with a large portion of the additional sales occurring on Kangaroo Island, the lowest priced municipality in the region, helping to push the region's median price lower. The Yorke and North region recorded a 6.4 per cent increase in transactions. The two regions that

recorded an increase in median, the Eyre Peninsula and South East, both recorded an increase in transaction volumes of 21.3 per cent and 7.8 per cent respectively, with the more expensive municipalities accounting for a large portion of the additional transactions in 2021.

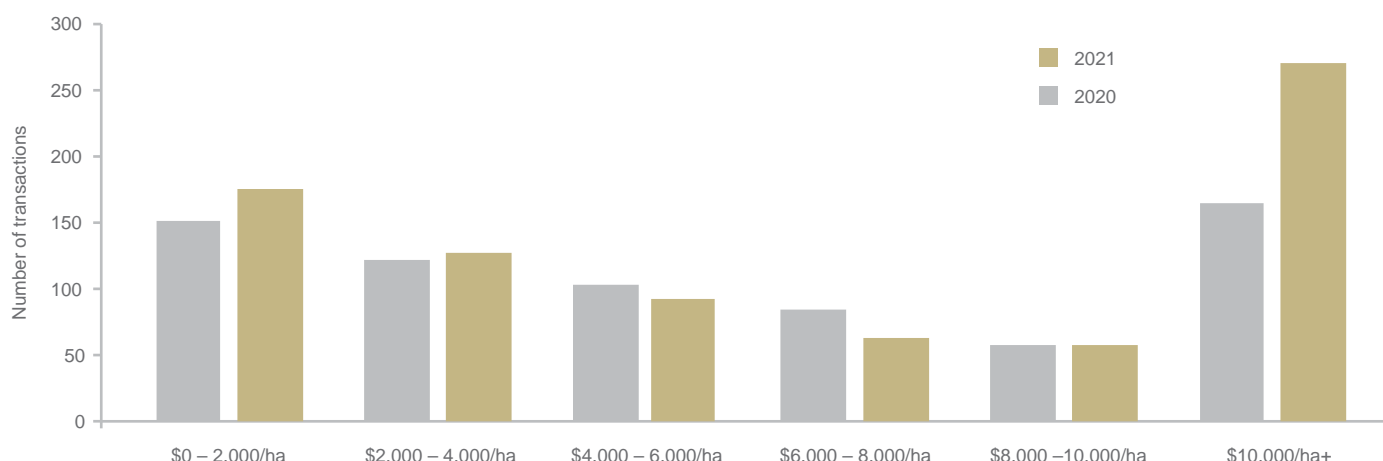
An estimated 247,880 hectares of land was traded within South Australia during 2021, an increase of 19 per cent on 2020 and the largest area traded since 2018, though still slightly below the five-year average of 255,852 hectares of traded land. The total value of land transacted increased by 38.2 per cent to a record \$1.02 billion.

### From the field

"Strong demand for farmland across South Australia continued throughout 2021. This strong demand has been driven by the low interest rate environment, rising commodity prices, and strong production throughout the state, along with farmers increased appetite for expansion. This increased demand has continued to push farmland values higher across most of the state, particularly throughout the Eyre Peninsula and South East regions – and in some cases making them unaffordable and unviable as a stand-alone operation for a number of farmers. This increased supply of farmland was observed across all regions as some farmers looked to cash in on the record high land values, which did not dampen the strong competition from buyers pushing farmland values across the state to record highs."

**Neil Verringer, Rural Bank, Adelaide.**

### South Australia – transactions by price range



State-wide transaction volume rose for the first time since 2017 with a significant increase of 64.2 per cent in transactions over \$10,000/ha as smaller, more expensive land parcels came up for sale. This rise was partially offset by a smaller increase of 15.8 per cent in the \$0–\$2,000/ha

range with a 26.2 per cent decline in transactions recorded in the \$6,000–\$8,000/ha range also helping to limit the rise in median prices. The rise in transactions within higher price ranges was a trend seen across all regions with the largest jump coming from the Adelaide and Fleurieu region.

### Performance by parcel size

Parcel size (ha)	Median \$/ha				No. of transactions	
	2021	% change	10yr CAGR	Decile	2021	YoY +/-
30-100	\$11,624	28.5%	8.5%	10.0	356	78
100-200	\$4,478	-9.1%	3.8%	9.5	161	14
200-300	\$3,846	-13.7%	5.9%	8.5	64	-1
300+	\$2,342	-3.9%	10.3%	9.0	204	11
Overall	\$5,940	8.4%	7.2%	10.0	785	102

There was a greater proportion of smaller parcels sold in 2021 with a similar proportion of larger parcels sold in comparison to 2020. The number of transactions in the 30–100 hectare range increased 28.1 per cent in 2021 with 45 per cent of the state's total transaction volume now falling within this parcel size range, compared to 41 per cent in 2020. Transactions in the 100–200 hectare range and larger than 300 hectare range rose by 9.5 per cent and 5.7 per cent respectively while transactions in the 200–300 hectare range declined by 1.5 per cent. The proportion of transactions within these parcel sizes declined slightly in comparison to last year. This saw the median parcel size of transactions in South Australia decline 14.6 per cent in 2021 to 116 hectares. The increase in both the proportion of transactions and overall transaction volumes within smaller, more expensive land parcels drove the state-wide median higher.

Looking ahead, farmland prices in South Australia are expected to continue to trend higher throughout 2022. Stronger balance sheets and ongoing capital appreciation is likely to keep appetite for expansion strong amongst existing landholders. However, expected interest rate rises and increased input costs are pushing buyers to be more cautious which is likely to keep growth lower than the significant increases in median price that have been seen over the past five years.

# SA Adelaide and Fleurieu



## \$13,152

Median price per hectare



## -7.7%

2021 median price growth



## 16,681

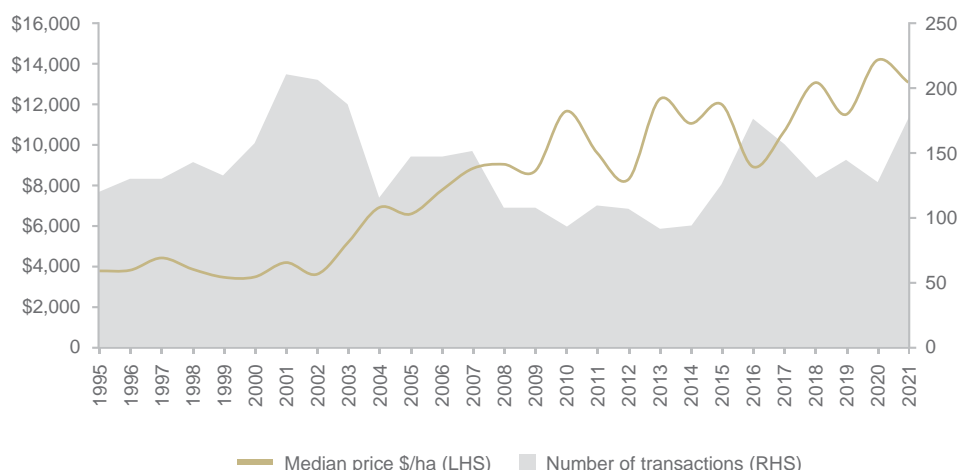
Hectares of land traded



## 5.9%

Compound annual growth  
over 20 years

## Adelaide and Fleurieu – historic performance



The median price per hectare for farmland in the Adelaide and Fleurieu region declined by 7.7 per cent in 2021 to \$13,152/ha following an increase of 23.3 per cent in 2020. Despite this drop, price trends within the region actually performed exceptionally well with all municipalities besides Barossa and Alexandria recording a rise in median price per hectare. The driving factor behind the decline in median was a greater proportion of transactions throughout lower priced municipalities, particularly Kangaroo Island, which pushed the region's overall median price lower. Longer-term growth remains strong with a CAGR of 5.9 per cent over the past 20 years.

Transaction volume across the Adelaide and Fleurieu region rose 39.8 per cent in 2021. All municipalities recorded a jump in transactions with the Barossa and Kangaroo Island recording the largest increases. The proportion of parcel sizes sold throughout the Adelaide and Fleurieu region in 2021 remained relatively steady compared to 2020. The 30–50 hectare range contained 50 per cent of all sales within the region. The only decline in transaction volume was for parcels larger than 150 hectares. This segment's share of the region's transactions fell from 19 per cent in 2020 to 12 per cent in 2021.

Kangaroo Island saw a strong rebound in the volume of transactions in 2021, recording a 72.4 per cent rise with the majority of these additional transactions being smaller parcel sizes. This followed a difficult 2020 due to the devastating bushfires across the island in late 2019. Despite this jump in volume, the median price across the municipality inched slightly higher due to the increase in sales of smaller, more expensive parcels of farmland. The Fleurieu Peninsula and Adelaide Hills both recorded strong increases in median price per hectare of 5.6 per cent and 14.4 per cent respectively. The Barossa was the only municipality to see a decline in median per hectare, declining 11.7 per cent to \$14,388/ha. An increase in farmland supply is the largest reason for the decline in median price as transaction volume more than doubled from 2020. This increase in sales can be partially attributed to the challenges the wine industry is facing with almost 30 per cent of all South Australian vineyards located within the Barossa region.

### From the field

“High commodity prices and low interest rates combined with a run of good seasonal conditions in recent years has resulted in most farmers across the Adelaide and Fleurieu region strengthening their balance sheet and increasing their borrowing capacity, further driving an increased appetite for expansion. This saw demand for farmland rise further with prices generally trending higher as a result.”

**Tom Kennedy, Rural Bank, Adelaide.**



# SA Eyre Peninsula



## \$1,962

Median price per hectare



## 30.2%

2021 median price growth



## 59,388

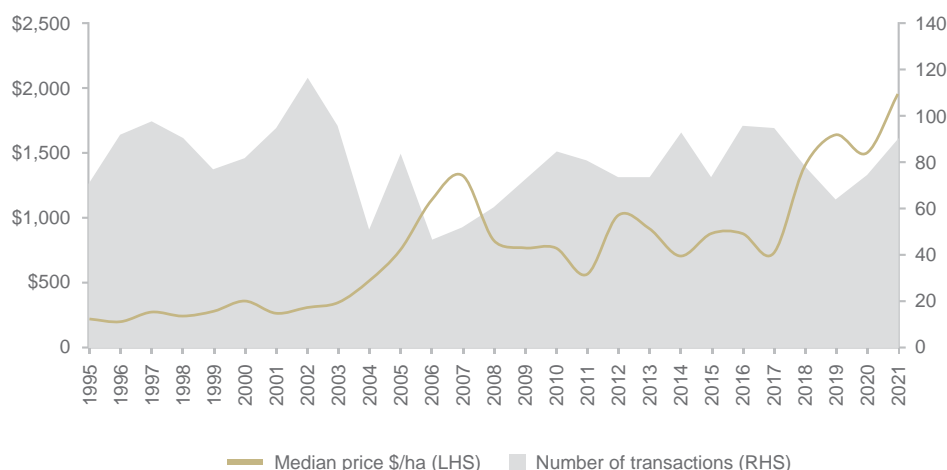
Hectares of land traded



## 10.4%

Compound annual growth over 20 years

## Eyre Peninsula – historic performance



Farmland values within the Eyre Peninsula rebounded strongly in 2021 following a small decline in 2020, with the median price surging 30.2 per cent to \$1,962/ha. A rise in transaction volume across higher priced municipalities has driven this rebound in values as corporate buyers looked to expand landholdings thanks to the supportive macroeconomic environment, improved cash flow and strong balance sheets. This continues the longer-term trend of strong growth across the region with the five- and 20-year CAGRs at 17.2 per cent and 10.4 per cent respectively. Two thirds of all municipalities within the Eyre Peninsula recorded a rise in median price per hectare in 2021.

Total transaction volume across the region rose for the third consecutive year in 2021 increasing by 21.3 per cent as landholders looked to take advantage of the strong demand and prices seen throughout the region. The spread of parcel sizes sold in 2021 trended slightly toward smaller parcels with 38 per cent of transactions sitting in the 30–300 hectare parcel range in comparison to 33 per cent in 2020. This saw the portion of sales within the larger parcel sizes decline slightly. As a result, the median parcel size across the region fell 15.1 per cent to 406 hectares. The increase in sales of smaller parcels led to a rise in transaction volume at the higher per hectare price ranges with the lower price ranges remaining steady. The number of transactions priced above \$4,000/ha increased by 115 per cent in 2021.

Looking at the individual sub-regions, the Lower Eyre Peninsula, the most expensive farmland within the region, recorded a 15 per cent increase in median per hectare. A jump in transaction volume of 65.4 per cent to levels last seen in 2018 meant there was a greater proportion of the region's transactions in this higher-priced sub-region. This was a major driver behind the strong median per hectare growth across the Eyre Peninsula as a whole. The Upper Eyre Peninsula also rebounded in 2021 with a 17.8 per cent increase in median per hectare, this follows a 16.7 per cent decline in 2020. The West Coast median price per hectare also rose by 17.8 per cent.

### From the field

“A rise in transactions across more sought after and expensive districts in 2021 has driven a significant rise in farmland prices across the Eyre Peninsula. This increased supply was matched by strong demand driven by a supportive macroeconomic environment, strong market sentiment and high levels of buyer competition. An increase in purchases made by corporate buyers was also observed, which was a factor in driving up land prices, especially in the eastern regions of the Eyre Peninsula. An increasingly challenging operating environment driven by higher input costs, supply chain challenges and rising interest rates may see market sentiment begin to cool in 2022.”

**Chris Miller, Rural Bank, Cummins.**

## SA South East



# \$4,415

Median price per hectare



# 9.0%

2021 median price growth



# 127,074

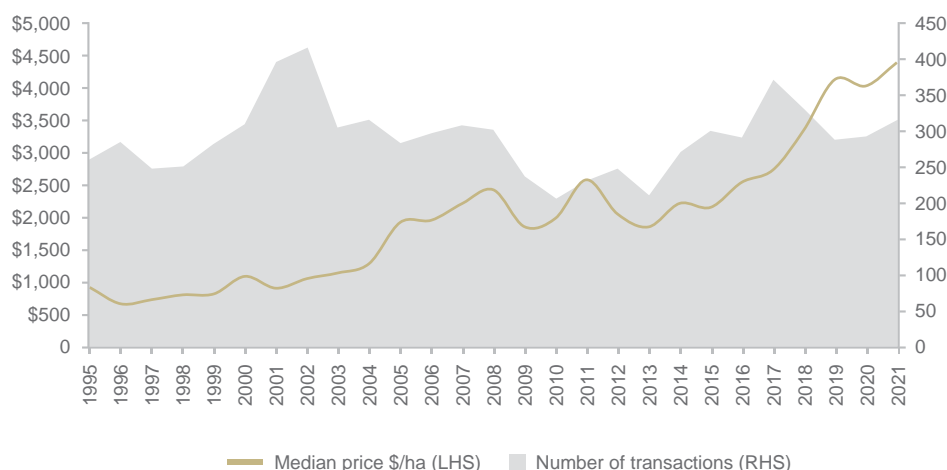
Hectares of land traded



# 8.2%

Compound annual growth  
over 20 years

### South East – historic performance



The South East region of South Australia recorded an increase in median price per hectare of nine per cent in 2021 to \$4,415/ha. This increase is slightly below the five-year CAGR of 11.6 per cent and above the 20-year CAGR of 8.2 per cent. Strong demand from both corporate buyers and larger family farms looking to expand has driven land values higher across the region. The South East is typically one of the more consistent growth regions, recording an increase in median price every year since 2015 with the exception of 2020 when the median declined by 2.4 per cent.

Transaction volume was up 7.8 per cent to 316 in 2021, the largest transaction volume recorded since 2018 and above the 20-year average of 297. The increase in transaction volume was stronger for smaller parcel sizes with the region seeing an increased proportion of transactions between 30–100 hectares. This is reflected in a near doubling of the number of transactions priced above \$10,000/ha which accounted for 30 per cent of the region's transactions in 2021, up from 16 per cent in 2020. A greater proportion of smaller and higher-priced transactions contributed to the region's median price rise in 2021.

Looking at the various sub-regions, there were only two that recorded a decline in median during 2021. The Murray and Mallee sub-region, which includes the municipalities of Loxton-Waikerie, Murray Bridge and Southern Mallee declined by 9.2 per cent with the Riverland sub-region, made up of Renmark Paringa and Berri Barmera also down by 16.6 per cent. This was not enough to offset the increase in median across the higher priced mid-South East sub-region which jumped by 19.1 per cent to \$6,053/ha following a decline in farmland availability with a 9.5 per cent drop in transaction volume. The lower South East sub-region also performed exceptionally, with the median per hectare rising 41.7 per cent to \$14,826 despite a 16.7 per cent increase in transaction volume with all municipalities including Robe, Grant, Naracoorte and Wattle Range recording a jump in median per hectare.

#### From the field

"The South East region has continued to perform well in 2021 as strong demand from both corporate and large family buyers pushed farmland values higher. Low funding costs coupled with surging commodity prices provided growers with strong cash flow and improved equity positions. This has further increased the desire amongst growers to expand their land holdings, a trend that has been especially prevalent the past couple of years. Supply has remained consistent over the year with some growers within the region looking to cash in high land values by selling a portion of their property."

**Tim Valente, Rural Bank, Robe.**

# SA Yorke and North



## \$6,205

Median price per hectare



## -8.7%

2021 median price growth



## 44,739

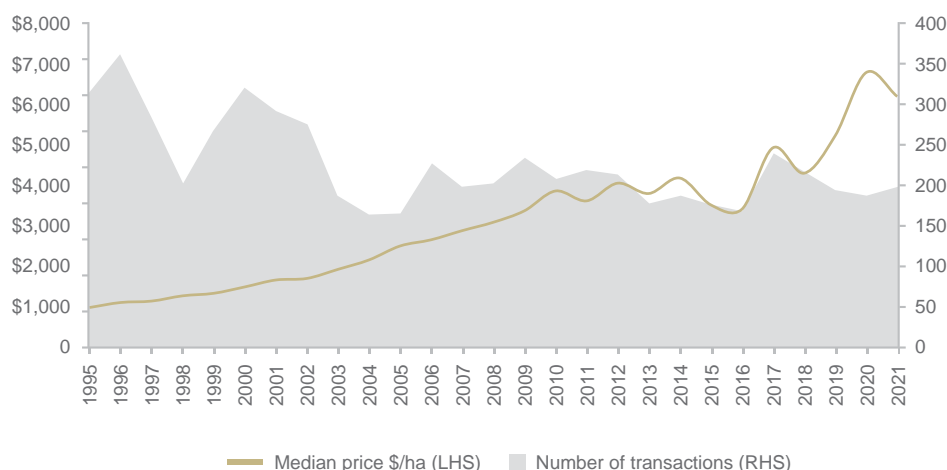
Hectares of land traded



## 6.8%

Compound annual growth over 20 years

## Yorke and North – historic performance



The Yorke and North region recorded an 8.7 per cent decline in median price per hectare in 2021 as a rise in transactions throughout the Far North region, the lowest priced area in the region, pulled the median lower. Despite this drop in median price, values remain healthy with strong livestock prices supporting demand and driving prices higher in the highly sought-after Yorke Peninsula and Lower North. The region has performed particularly well over recent years with the five-year CAGR currently sitting at a healthy 12.7 per cent.

Transaction volume across the region rose 6.4 per cent to 199 in 2021, following a 4.1 per cent decline in 2020. The majority of the additional transactions in 2021 were located within the relatively cheaper Far North. The region recorded an increased proportion of 30-100 hectare transactions in 2021 which made up 45 per cent of transactions, up from 39 per cent in 2020. Increased transactions occurred at both the lowest and highest price ranges in 2021, with greater proportions of transactions priced below \$2,000/ha and above \$10,000/ha. However, a 44.3 per cent decline in the number of transactions between \$6,000–\$10,000/ha caused the region's median price to shift slightly lower.

Closer analysis of each sub-region shows strong farmland value growth within most of the Yorke and North. The Lower North saw a 15.3 per cent rise in median per hectare to \$12,844/ha with an accompanying 2.2 per cent lift in transactions. The Yorke Peninsula also increased by 14.3 per cent to \$9,121/ha with strong demand throughout the Copper Coast municipality driving prices while transaction volume in this sub-region was unchanged from 2020. Interestingly, the Far North recorded the largest increase in median price in 2021 of 46.3 per cent to \$983/ha. An increase in transaction volume here, combined with the low value of farmland in the Far North has dragged the Yorke and North's median price lower in 2021. The Mid North was the only sub-region to record a decline in median price with a fall of 7.1 per cent to \$4,134/ha.

### From the field

"Farmland values across most of the Yorke and North region rose again in 2021 as demand exceeded supply, lower interest rates were available and family farms, which have had several good seasons with yield and prices, looked to diversify and expand operations. Livestock prices have remained strong so demand for grazing land has also supported an increase in value. Looking ahead – input costs and fixed interest rates have risen so some caution has emerged among some looking to enter the market."

**Tony Harrison, Rural Bank, Roseworthy.**

SA

## Farmland sales by municipality

Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>Adelaide and Fleurieu</b>						
Adelaide Hills	\$22,606	4.3%	-1.9%	5.8%	22	11
Alexandrina	\$15,947	7.0%	4.8%	5.9%	49	17
Barossa	\$14,388	8.6%	-0.8%	3.2%	29	15
Kangaroo Island	\$4,559	14.4%	7.4%	9.0%	50	21
Mount Barker	\$22,817	18.0%	1.4%	5.4%	12	3
Onkaparinga	-	8.8%	2.6%	6.9%	3	0
Victor Harbor	\$16,105	11.7%	5.6%	5.3%	6	-7
Yankalilla	\$16,098	8.9%	2.7%	7.3%	8	-9
<b>Adelaide and Fleurieu</b>	<b>\$13,152</b>	<b>8.0%</b>	<b>3.1%</b>	<b>5.9%</b>	<b>179</b>	<b>51</b>
<b>Eyre Peninsula</b>						
Ceduna	\$399	0.6%	5.4%	6.3%	4	-2
Cleve	\$1,254	9.7%	6.0%	6.4%	5	0
Elliston	\$1,728	20.2%	13.1%	11.8%	9	5
Franklin Harbour	\$1,245	28.3%	13.4%	13.0%	11	1
Kimba	\$1,662	26.0%	10.9%	9.8%	7	-6
Lower Eyre Peninsula	\$4,024	-4.1%	8.9%	5.7%	22	9
Streaky Bay	\$1,298	28.6%	18.5%	12.2%	9	1
Tumby Bay	\$5,695	28.4%	10.7%	13.4%	21	8
Wudinna	-	0.5%	13.9%	6.5%	3	0
<b>Eyre Peninsula</b>	<b>\$1,962</b>	<b>17.2%</b>	<b>13.1%</b>	<b>10.4%</b>	<b>91</b>	<b>16</b>
<b>South East</b>						
Berri Barmera	-	-3.7%	8.2%	1.3%	2	0
Coorong	\$3,128	9.9%	4.4%	8.4%	32	-6
Grant	\$19,684	32.9%	8.8%	9.6%	20	0
Karoonda East Murray	\$872	13.0%	5.9%	8.0%	12	3
Kingston	\$6,296	9.9%	9.4%	9.4%	9	1
Loxton Waikerie	\$928	9.6%	0.8%	6.5%	14	3
Mid Murray	\$1,922	11.0%	0.7%	6.9%	68	18
Murray Bridge	\$4,944	11.0%	6.2%	9.0%	22	-4
Naracoorte	\$12,419	18.7%	9.7%	11.0%	36	0
Renmark Paringa*	-	-0.2%	8.6%	10.2%	0	-4
Robe	\$10,806	21.6%	9.4%	9.3%	5	-5
Southern Mallee	\$2,868	24.1%	8.0%	8.1%	23	2
Tatiara	\$4,940	14.4%	6.5%	8.8%	29	-5
Wattle Range	\$15,710	18.3%	10.2%	9.2%	44	20
<b>South East</b>	<b>\$4,415</b>	<b>11.6%</b>	<b>5.5%</b>	<b>8.2%</b>	<b>316</b>	<b>23</b>



Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>Yorke and North</b>						
Adelaide Plains	\$8,816	4.1%	0.0%	6.6%	13	1
Barunga West	\$7,610	46.6%	6.5%	9.0%	10	8
Clare & Gilbert Valleys	\$13,747	13.5%	7.7%	8.0%	21	1
Copper Coast	\$11,609	9.6%	12.4%	9.5%	7	-1
Flinders Ranges	\$683	-9.4%	7.7%	0.5%	5	3
Goyder	\$1,819	-2.5%	-0.2%	2.6%	38	2
Light	\$13,509	5.1%	3.5%	6.8%	13	-1
Mount Remarkable	\$3,358	15.6%	6.3%	6.3%	18	1
Northern Areas	\$4,368	11.1%	1.0%	4.8%	12	-6
Orroroo Carrieton	\$1,267	1.3%	2.0%	10.9%	8	6
Peterborough	-	-22.7%	-6.7%	-1.0%	1	1
Port Pirie	-	0.5%	13.9%	6.5%	3	0
Wakefield	\$7,280	20.0%	6.2%	6.0%	18	2
Yorke Peninsula	\$8,485	13.1%	7.1%	8.6%	25	1
<b>Yorke and North</b>	<b>\$6,205</b>	<b>12.7%</b>	<b>5.5%</b>	<b>6.8%</b>	<b>199</b>	<b>12</b>
<b>SOUTH AUSTRALIA</b>	<b>\$5,940</b>	<b>14.7%</b>	<b>7.2%</b>	<b>7.5%</b>	<b>785</b>	<b>102</b>

CAGR: Compound Annual Growth Rate

Price information with a small volume of transactions should be used with caution. The median price for municipalities with less than four transactions in 2021 is not reported.

\*Municipalities with no transactions in 2021 have compound annual growth rate for five, ten and twenty years presented using the 2020 median.



**\$4,178**

Median price per hectare



**36.3%**

2021 median price growth



**303,909**

Hectares of land traded



**8.4%**

Compound annual growth  
over 20 years

Map shows median price movement in 2021.

# Western Australia

Northern  
**38.7%**

Central  
**28.8%**

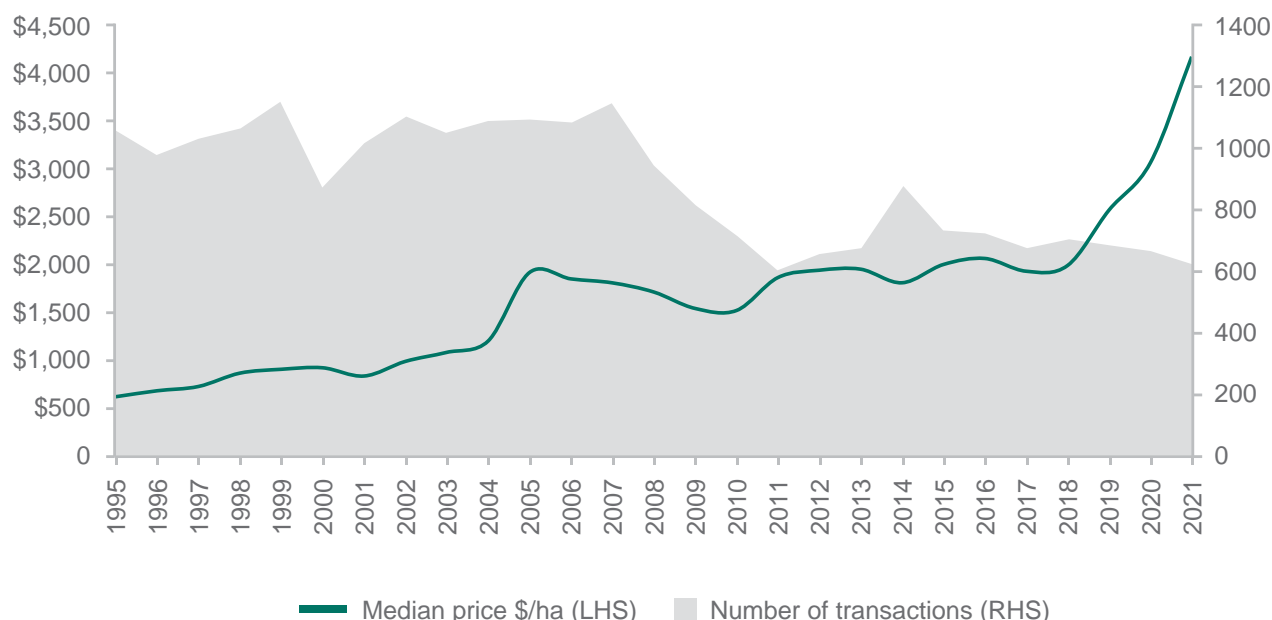
Eastern  
**31.7%**

South West  
**46.6%**

South Coast  
**28.5%**

# Western Australia

## Western Australia – historic performance



Strong growth in the value of farmland in Western Australia continued in 2021 with a 36.3 per cent increase in the state's median price per hectare, the largest increase of Australia's states. Median price growth in 2021 followed growth of 19.3 per cent in 2020 and was the fourth consecutive year of growth. The median price of \$4,178/ha in 2021 was more than double the median price in 2018, highlighting the remarkable run of growth in the last three years.

Median price growth was strong across the state with all the state's five regions recording at least a 28 per cent increase in median price. The South West region was the standout growth region with a 46.6 per cent increase in median price per hectare. Northern and Eastern Western Australia both recorded median price growth for a second year in a row with Northern rising 38.7 per cent and Eastern up 31.7 per cent. The Central and South Coast regions recorded lower, albeit still very strong, growth of 28.8 per cent and 28.5 per cent, respectively. The relatively lower growth in these regions may be a product of longer-term growth trends, with 2021 being the fifth consecutive year of growth in Central Western Australia and the fourth year of growth in the South Coast.

Western Australia was the only state other than Tasmania to record a decline in the number of farmland transactions in 2021. The number of transactions in Western Australia fell by six per cent in 2021, the third consecutive year of decline. Transaction volume in 2021 of 624 was 11.2 per cent below the 10-year average and the lowest since 2011.

Trends in transaction volume were mixed across the regions with declines in the Central and Eastern regions, small increases in Northern and South Coast and a relatively large increase in the South West. A greater proportion of transactions in the relatively higher-priced South West contributed to the overall rise in the state's median price.

The decline in the number of transactions coupled with a greater proportion of smaller properties transacted resulted in the area of farmland traded in Western Australia falling 37.1 per cent to 331,000 hectares. The total value of farmland traded also fell in 2021, down 29.4 per cent to \$702 million.

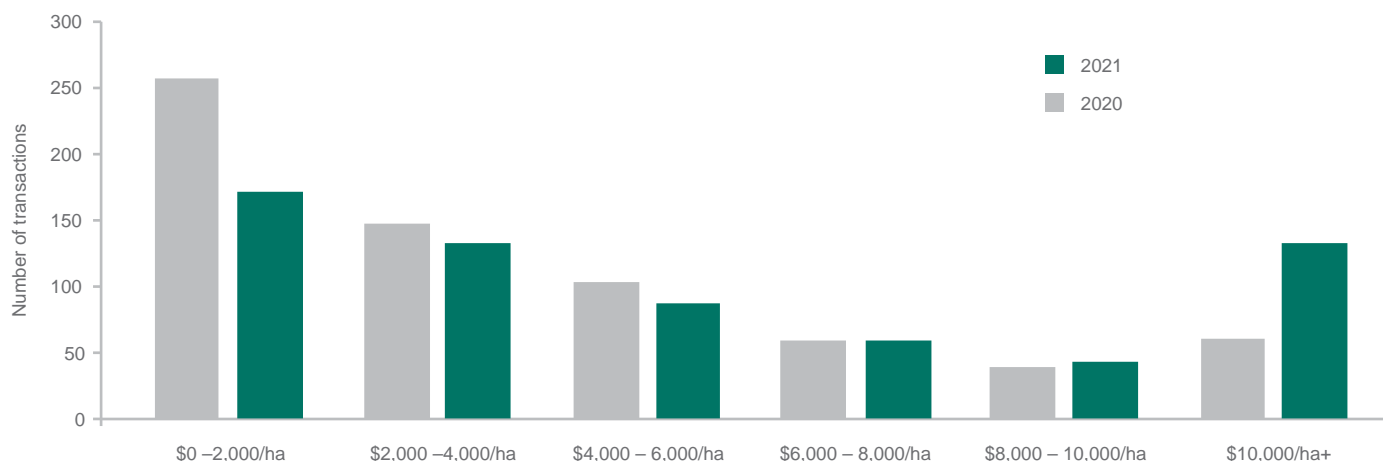
### From the field

"Western Australian farmland values continued to climb higher in 2021 off the back of another great season, particularly for the cropping sector. Favourable seasonal conditions, high commodity prices and low interest rates combined to lift the confidence and willingness of landholders to reinvest in their businesses by purchasing additional land. Many growers will continue to pursue property purchases in 2022 as financial positions have strengthened following the 2021 record harvest and confidence remains high, thanks to strong commodity prices."

**James Robinson, Rural Bank, Western Australia.**



## Western Australia – transactions by price range



The profile of farmland transactions by price range shifted in 2021 toward a smaller proportion of lower-priced transactions. Fewer low-priced transactions, coupled with an increase in transactions above \$10,000/ha pushed the median price for the state higher.

The number of transactions priced below \$2,000/ha declined by 33.1 per cent in 2021, the largest decline of any price range. This price range still accounted for the most transactions in the state, but its share of the state's transactions fell from 39 per cent in 2020 to 28 per cent in 2021. The Central region accounted for almost half the decline in transactions in this price range.

At the lower-priced end of the market, there were 12.4 per cent fewer transactions between \$2,000–\$6,000/ha. Again, the Central region accounted for the majority of the decline in this range.

While there were fewer low-priced transactions, the number of transactions above \$10,000/ha more than doubled in 2021. This price range accounted for 21 per cent of the state's transactions in 2021, up from nine per cent in 2020. Increased transaction volume in this price range was concentrated in the increasingly popular South West and South Coast regions.

## Performance by parcel size

Parcel size (ha)	Median \$/ha				No. of transactions	
	2021	% change	10yr CAGR	Decile	2021	YoY +/-
50-200	\$7,732	28.8%	5.7%	10.0	312	53
200-400	\$3,631	5.6%	6.6%	10.0	80	-9
400-600	\$1,876	-30.3%	4.1%	9.0	57	-1
600+	\$1,818	33.3%	4.9%	10.0	175	-80
Overall	\$4,178	36.3%	8.4%	10.0	624	-40

Median price per hectare growth was recorded across almost all parcel size segments in Western Australia in 2021. The 400–600 hectare segment was the only category to record a decline at a state level following three consecutive years of growth above 20 per cent. Declines in this parcel size range were seen across the state with the Central, Northern and South Coast regions also recording lower median prices for this segment. The largest parcel size range recorded the strongest year-on-year growth in median price in 2021, however the mid-size segment of 200–400 hectares has seen the strongest growth rates over five, 10 and 20 years.

The state median price per hectare recorded a larger increase than any single parcel size range largely due to a shift toward a greater proportion of smaller, but generally high value properties. This occurred due to a 31.4 per cent decline in the number of transactions larger than 600 hectares coupled with a 20.5 per cent increase in transactions between 50–200 hectares. As a result, the 50–200 hectare parcel size range accounted for 50 per cent of the state's transactions in 2021, up from 39 per cent in 2020. The relatively higher prices per hectare in this parcel size range means a greater proportion of these smaller transactions will drive the overall median price higher. The South West accounted for 39 per cent of the state's transactions between 50–200 hectares and drove the increase in transaction volume of this segment.



# WA Central



## \$4,269

Median price per hectare



## 28.8%

2021 median price growth



## 53,053

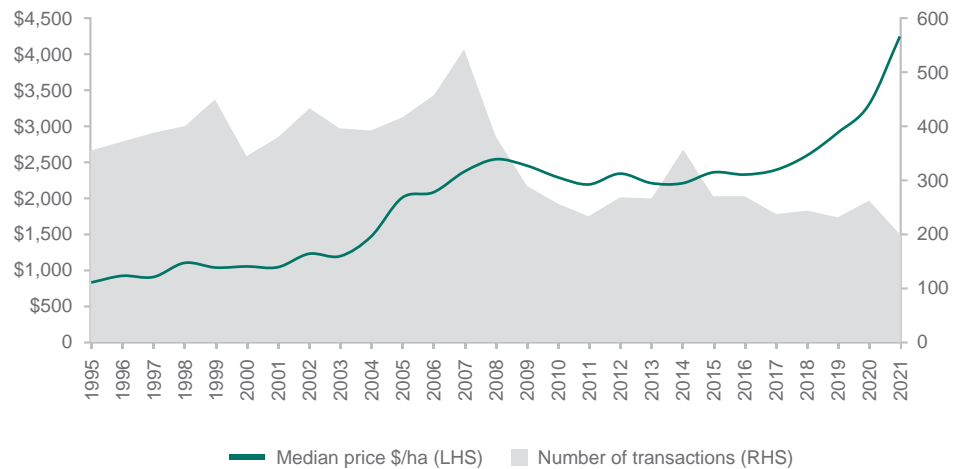
Hectares of land traded



## 7.3%

Compound annual growth over 20 years

## Central – historic performance



The Central region of Western Australia recorded a fifth consecutive year of growth in median price per hectare of farmland in 2021, the longest run of growth out of Western Australia's regions. Over that five-year period, the median price has increased at a CAGR of 12.8 per cent. Growth in the median price in 2021 occurred at an accelerated pace with a 28.8 per cent lift from 2020. Growth in median prices per hectare was relatively consistent across the region with 75 per cent of municipalities in the region recording year-on-year price growth in 2021.

The number of transactions in Central Western Australia fell 24.6 per cent in 2021 and fell below 200 for the first time. The decline in 2021 followed a 13.8 per cent rise in transaction volume in 2020 but continues the longer-term trend of steadily declining transactions. Across the region, 59 per cent of municipalities recorded year-on-year declines in transaction volume. The largest decline occurred in Northam where transaction volume fell in 2021 following a sharp rise in 2020. Meanwhile, Beverley had a third consecutive year of increased transaction volume.

The decline in transaction volume was concentrated on lower-priced transactions. In 2021 there were 42 per cent fewer transactions priced below \$4,500/ha. At the same time, the number of transactions above \$7,500/ha more than doubled. As a result, transactions priced below \$4,500/ha accounted for 52 per cent of the region's transactions in 2021, down from 68 per cent in 2020. A lower proportion of lower-priced transactions contributed to the median shifting higher.

A greater proportion of smaller properties traded in 2021 also contributed to the increased median price per hectare for the region. There were 13 per cent more transactions between 50–100 hectares in 2021 while there were 46 per cent fewer transactions above 300 hectares. Reduced supply of larger properties on the market helped drive the median price per hectare of properties larger than 300 hectares over 50 per cent higher year-on-year. This parcel size range has five-year CAGR of 14.2 per cent, the highest of all parcel size ranges in the region.

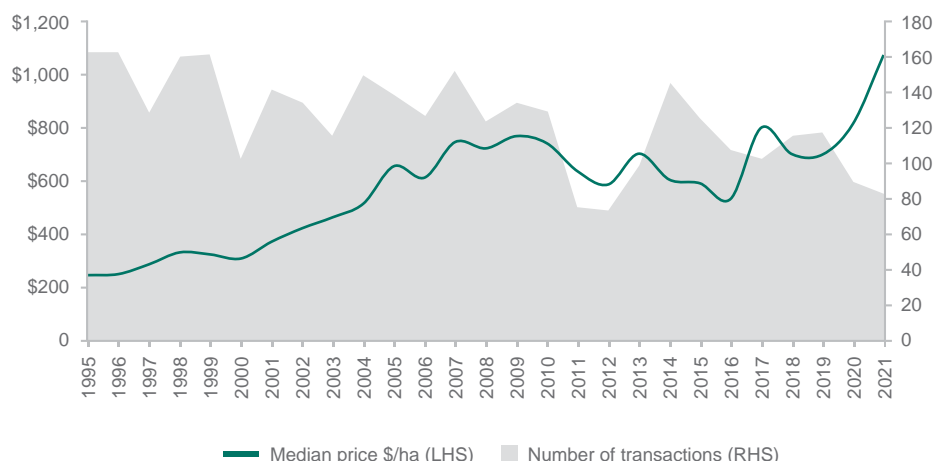
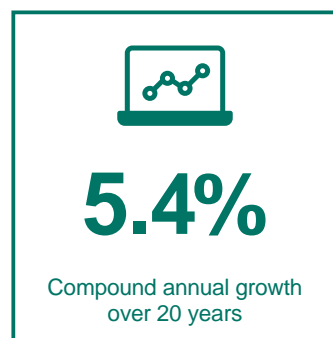
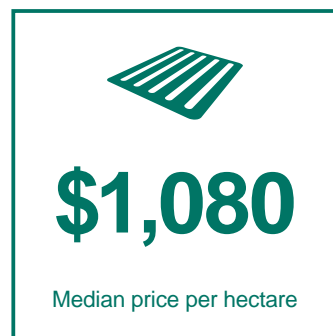
### From the field

"Price paid for farmland in Central Western Australia rose to a new level in 2021. It was a highly competitive market with multiple buyers interested in most sales, particularly in higher rainfall areas of the region. Typically, it was bigger operators who secured land. Improving balance sheets from favourable seasons and commodity prices, low interest rates, and the strong performance of farmland as an asset class all encouraged further investment in land. Fewer farmland transactions were also likely due to lower appetite to sell given those exiting the industry were often opting to lease land due to strong investment returns, rather than sell and convert the asset to cash."

**Garry Harvey, Rural Bank, Perth.**

# WA Eastern

## Eastern – historic performance



The median price per hectare of farmland in Western Australia's Eastern region increased in 2021 for the second year in a row with growth of 31.7 per cent. This followed an increase of 16.6 per cent in 2020. Strong growth in the last two years has elevated the five-year CAGR to 15 per cent. All municipalities in the region recorded year-on-year growth in median prices per hectare in 2021 with Mount Marshall and Merredin showing the largest growth.

The number of transactions in the Eastern region fell 7.8 per cent in 2021 following a 23.7 per cent decline in 2020. Two consecutive years of declining transactions took volume to the lowest point since 2012 and 21.9 per cent below the 10-year average. Transaction volume trends were mixed across the municipalities in the region with declines in Lake Grace, Kondinin, Kulin, Merredin and Koorda offsetting increases in the other municipalities, led by Mount Marshall.

Reduced transaction volume occurred in lower price ranges with a 27.8 per cent fall in the number of transaction priced below \$1,000/ha. Fewer low-priced transactions coupled with a significant increase in transactions above \$2,000/ha led to a greater proportion of higher-priced transactions in the region which contributed to an upwards shift in the median price.

The decline in transactions was also concentrated toward larger properties. There was a 30 per cent decline in the number of transactions larger than 1,500 hectares and a 3.3 per cent increase in transactions smaller than 1,500 hectares. Larger properties were highly sought after and in tighter supply, which contributed to the median price of properties larger than 1,500 hectares effectively doubling in 2021.

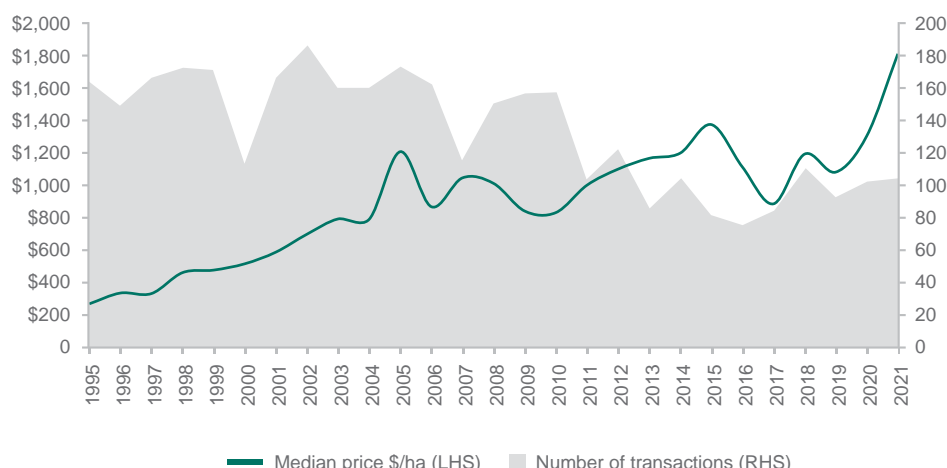
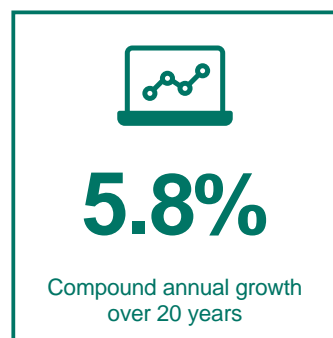
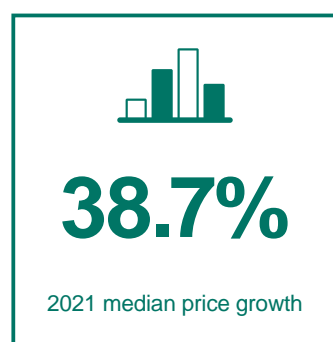
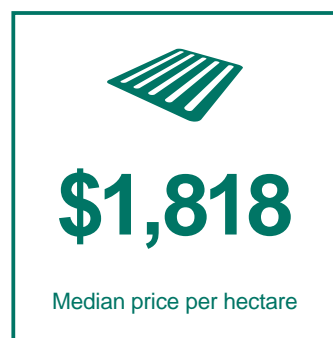
### From the field

"Strong demand across the Eastern wheatbelt of Western Australia was seen across 2021, driven by a continued low interest rate environment coupled with strong commodity prices for grain and livestock. This provided the additional confidence necessary for growers to expand their operations. We continue to see demand prevailing over supply, which is driving many growers to offer higher prices for land to ensure they are successful in securing what they need to expand operations."

**Simon O'Leary, Rural Bank, Perth**

# WA Northern

## Northern – historic performance



Northern Western Australia recorded a second consecutive year of strong growth in median price per hectare. The region's median prices rose 38.7 per cent in 2021 which was in addition to growth of 20.5 per cent in 2020. Strong year-on-year median price growth in three of the last five years has taken the five-year CAGR to 10.2 per cent.

Transaction volume in the Northern region rose modestly in 2021 with a 1.9 per cent increase adding to a 10.8 per cent lift in 2020. This continued a recent trend of rising transaction volume with the number of transactions in 2021 up 38.2 per cent from a low in 2015.

Although there was only a modest increase in the region's transaction volume there was a shift toward a greater proportion of higher-priced transactions. There were 42.4 per cent more transactions priced above \$2,000/ha in 2021 which more than offset the 17.1 per cent decline in transactions below \$2,000/ha. A greater proportion of higher-priced transactions helped drive the increase in the region's median price per hectare.

There was also a shift in the size of properties traded in 2021 with a greater proportion of smaller properties traded. A 78.1 per cent increase in the number of transactions smaller than 1,000 hectares offset 32.1 per cent fewer transactions larger than 1,000 hectares. As a result, transactions smaller than 1,000 hectares accounted for 54 per cent of the region's transactions, up from 31 per cent in 2020. A larger supply of properties smaller than 500 hectares contributed to a 7.7 per cent decline in median price per hectare of this segment while larger parcel size ranges recorded strong price growth.

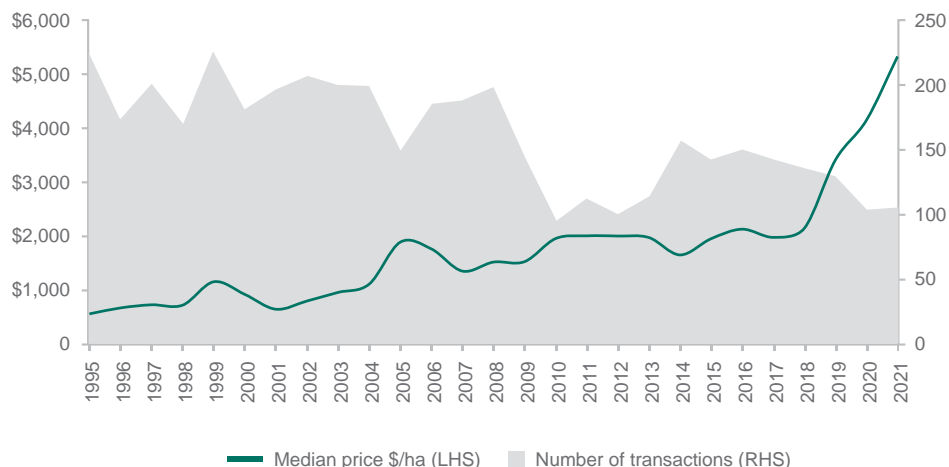
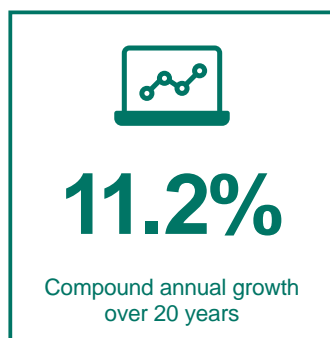
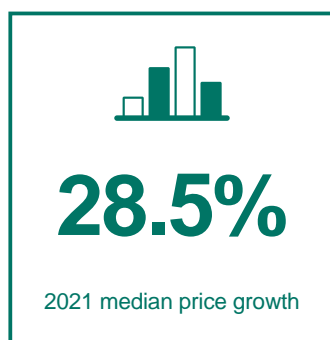
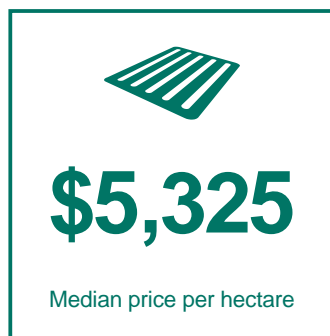
### From the field

"Farmland in the northern wheatbelt of Western Australia remains keenly sought after off the back of two excellent cropping seasons. There is a strong appetite from larger operators in the region to purchase land and expand scale. Buying activity from corporates is also helping to drive prices higher, with increasing farmland values in eastern and southern Australia demonstrating the excellent value offered by purchasing properties in Western Australia with often similar rainfall reliability and production. Prices are likely to be sustained with no shortage of farmers looking to buy, combined with an optimistic outlook for the coming cropping season off the back of strong commodity prices and good early season rainfall."

**Darren Gooding, Rural Bank, Geraldton.**

# WA South Coast

## South Coast – historic performance



The incredible run of strong growth in the South Coast's median price per hectare continued in 2021 with a 28.5 per cent rise. Four consecutive years of growth resulted in the median price in 2021 being more than 2.5 times higher than the median from 2017. Large year-on-year increases in median prices were seen across most municipalities in the region, led by Esperance, Kent and Albany.

The South Coast recorded a 1.9 per cent increase in the number of transactions in 2021 following four consecutive years of declining transactions. The modest lift meant transaction volume in 2021 was still 17.8 per cent below the 10-year average. Most municipalities recorded increased transaction volume in 2021, however declines in Gnowangerup and Ravensthorpe kept the regional growth modest.

The region continued to see an increased proportion of higher priced transactions in 2021 which contributed to the increased median price. There was a 51.6 per cent rise in the number of transactions priced above \$6,000/ha and 21.4 per cent fewer below \$6,000/ha. Of particular note was the proportion of the region's transactions above \$10,000/ha rising from 14 per cent to 25 per cent.

Also helping to drive the region's median price higher was an increased proportion of smaller properties traded in 2021. Properties smaller than 200 hectares accounted for 45 per cent of transactions in 2021, up from 35 per cent in 2020, while properties larger than 600 hectares accounted for 31 per cent of transactions, down from 43 per cent. Larger properties remained in high demand, recording a 36.4 per cent rise in median price per hectare in 2021.

### From the field

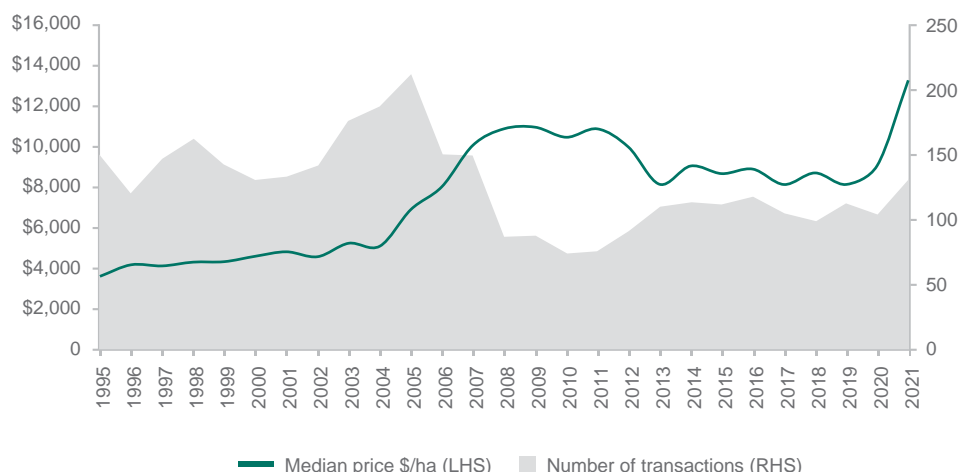
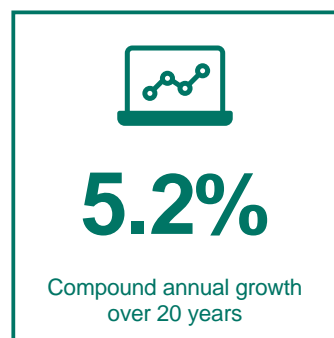
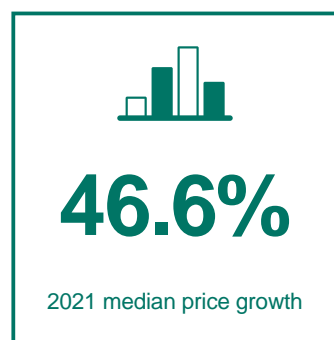
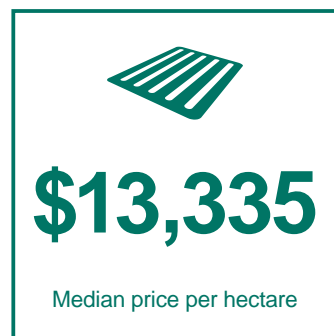
"The South Coast region continued to see strong price growth in 2021 as a highly sought-after reliable rainfall area, as well as increasing livestock and grain returns. The corporate family buyers were stronger within the region due to family restructures and the need to achieve larger operating scales. Interest from buyers outside the region also added stronger competition to the market to help drive prices higher."

**Adam Powell, Rural Bank, Albany.**



# WA South West

## South West – historic performance



The farmland market in South West Western Australia has roared back into life with the median price per hectare rising 46.6 per cent in 2021, the highest growth rate of any region in the state. The median price jumped to \$13,335/ha in 2021 after a period of eight years where the median bounced between \$8,100–\$9,100/ha. That period of stagnating prices means the region has a 10-year CAGR of only 2.0 per cent. Price growth in 2021 was strongest in Nannup, Collie and Donnybrook-Balingup.

Strong demand in the region exceeded a lift in supply with a 26.9 per cent rise in the number of transactions in 2021. This took the number of transactions to the highest level since 2007 and 20.2 per cent above the 10-year average. The only municipalities to record declines in transaction volume in 2021 were Waroona, Harvey and Collie.

The South West saw a dramatic shift in the number of transactions by price range as the increase in transaction volume occurred exclusively among transactions priced \$12,000/ha and above. Transactions priced above \$12,000/ha accounted for 62 per cent of the region's transactions in 2021, up from only 27 per cent in 2020. A greater volume of higher-priced transactions contributed to the strong increase in median price.

The increased proportion of higher-priced transactions is evident in the larger volume of smaller properties traded in 2021. The 50–75 hectare parcel size segment, which includes a mix of lifestyle and horticultural properties, accounted for almost all of the increase in the region's transaction volume in 2021. This segment of smaller parcel sizes accounted for 55 per cent of transactions, up from 37 per cent in 2020. While there were more smaller parcel trading hands in 2021, it was the larger parcel size segment of 150 hectares and larger that recorded the strongest growth in median price per hectare and holds the highest five-year CAGR of 11.3 per cent.

### From the field

"The South West has seen excellent growth in land values driven by a number of factors. Lifestyle focused buyers buoyed by strong employment opportunities have been active in the market. A continued strong red meat sector coupled with a low interest rate environment is also placing upward pressure on land prices. There has also been significant investment within the horticulture sector driving demand for properties that provide excellent water supply opportunities and capacity for intensive production. A strong agricultural outlook expected over the medium term should support ongoing firm demand within the region."

**John Reilly, Rural Bank, Bunbury.**

WA

## Farmland sales by municipality

Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>Central</b>						
Beverley	\$6,024	17.4%	5.7%	6.8%	31	11
Boyup Brook	\$5,364	8.1%	0.3%	5.7%	20	3
Brookton	-	21.6%	12.1%	7.8%	3	-3
Broomehill-Tambellup	-	-6.6%	-1.3%	3.9%	3	-2
Bruce Rock	-	8.3%	5.9%	7.3%	3	-5
Corrigin	\$3,446	16.0%	9.3%	8.6%	4	2
Cranbrook	\$5,181	18.2%	5.0%	8.4%	12	-2
Cuballing	\$5,038	33.1%	8.8%	8.6%	6	1
Cunderdin	\$3,570	17.8%	7.6%	7.8%	4	-6
Dowerin	-	19.1%	8.7%	8.9%	1	-2
Dumblebung	\$944	3.5%	-0.6%	2.2%	4	-2
Goomalling	-	10.3%	0.6%	5.9%	2	-5
Katanning	\$3,358	15.4%	3.6%	3.8%	4	-4
Kellerberrin	-	8.1%	6.5%	8.1%	2	-7
Kojonup	\$5,216	14.2%	6.0%	7.0%	12	-7
Narrogin	\$3,814	5.4%	3.1%	3.0%	8	-3
Northam	\$8,233	7.8%	17.0%	9.0%	5	-21
Pingelly	-	23.2%	9.5%	11.5%	1	-7
Quairading	\$3,961	14.9%	9.2%	8.4%	4	-3
Tammin	-	10.2%	2.2%	4.5%	1	-1
Toodyay	\$3,686	-1.1%	1.0%	2.1%	7	0
Trayning	-	9.7%	5.3%	3.8%	1	-10
Victoria Plains	\$4,295	3.1%	2.2%	6.6%	12	5
Wagin	\$4,593	19.6%	9.4%	7.9%	4	2
Wandering	-	-2.3%	1.1%	3.7%	2	-3
West Arthur	\$3,501	10.5%	1.7%	5.5%	9	-1
Wickepin	\$1,674	3.3%	0.0%	3.4%	6	1
Williams	\$5,999	16.8%	2.8%	6.9%	6	1
Wongan-Ballidu	-	31.0%	16.6%	10.5%	3	0
Woodanilling	-	29.4%	14.7%	10.4%	3	0
Wyalkatchem	\$2,008	5.7%	6.7%	4.7%	4	3
York	\$7,665	12.2%	5.3%	8.1%	12	0
<b>Central</b>	<b>\$4,269</b>	<b>12.8%</b>	<b>6.8%</b>	<b>7.3%</b>	<b>199</b>	<b>-65</b>
<b>Eastern</b>						
Kondinin	\$832	0.3%	-0.4%	3.8%	7	-8
Koorda	\$916	13.9%	6.8%	9.8%	8	-3
Kulin	-	6.1%	3.0%	5.1%	3	-7
Lake Grace	\$1,612	11.2%	4.6%	6.7%	8	-12
Merredin	\$2,080	19.2%	7.9%	8.6%	6	-5
Mount Marshall	\$1,047	17.4%	7.3%	8.1%	19	10
Mukinbudin	\$610	8.2%	5.1%	3.6%	8	5
Narembreen	\$807	3.8%	2.7%	4.0%	7	2
Nungarin	\$833	9.1%	-0.7%	3.8%	5	1
Westonia	\$1,110	21.9%	9.3%	5.5%	6	6
Yilgarn	\$424	-0.6%	-2.0%	2.5%	6	4
<b>Eastern</b>	<b>\$1,080</b>	<b>15.0%</b>	<b>5.4%</b>	<b>5.4%</b>	<b>83</b>	<b>-7</b>

Municipality	Median \$/ha				Number of transactions	
	2021	5yr CAGR	10yr CAGR	20yr CAGR	2021	YoY +/-
<b>Northern</b>						
Carnamah	-	48.3%	19.7%	8.9%	2	-1
Chapman Valley	\$2,734	8.8%	10.1%	5.9%	11	4
Coorow	\$1,062	0.6%	1.7%	4.3%	8	0
Dalwallinu	\$2,131	14.2%	6.8%	8.6%	14	4
Dandaragan	\$2,712	14.0%	9.0%	7.0%	11	-6
Greater Geraldton	\$1,839	7.6%	11.7%	5.8%	14	0
Irwin	\$2,129	6.6%	-4.3%	7.2%	4	0
Mingenew	-	20.4%	9.1%	10.0%	2	2
Moora	-	-0.2%	1.3%	4.4%	3	-4
Morawa	\$826	-3.5%	7.2%	3.9%	5	-1
Northampton	\$1,523	17.1%	14.0%	3.9%	13	2
Perenjori	\$912	1.9%	7.0%	2.1%	13	9
Three Springs	\$1,625	2.8%	1.5%	5.4%	5	-7
<b>Northern</b>	<b>\$1,818</b>	<b>10.2%</b>	<b>6.1%</b>	<b>5.8%</b>	<b>105</b>	<b>2</b>
<b>South Coast</b>						
Albany	\$11,188	9.4%	5.7%	7.9%	28	0
Esperance	\$4,737	16.3%	11.6%	11.1%	17	2
Gnowangerup	-	4.1%	-2.4%	3.4%	1	-6
Jerramungup	\$2,309	15.4%	5.4%	7.5%	6	2
Kent	\$3,012	32.7%	8.7%	9.6%	13	4
Plantagenet	\$9,298	17.4%	11.4%	8.4%	31	1
Ravensthorpe	\$2,434	18.4%	7.6%	10.6%	9	-1
<b>South Coast</b>	<b>\$5,325</b>	<b>20.2%</b>	<b>10.3%</b>	<b>11.2%</b>	<b>105</b>	<b>2</b>
<b>South West</b>						
Boddington	-	20.9%	-3.0%	5.0%	3	1
Bridgetown-Greenbushes	\$10,028	18.1%	4.0%	7.0%	15	9
Busselton	\$15,080	2.9%	1.9%	4.0%	10	4
Capel	\$12,041	4.5%	-0.4%	3.1%	7	1
Collie	-	21.4%	1.6%	3.3%	1	-2
Dardanup	\$15,451	4.1%	-0.8%	4.2%	6	3
Denmark	\$13,569	9.0%	0.0%	6.8%	21	8
Donnybrook-Balingup	\$16,323	20.7%	5.7%	5.7%	22	6
Harvey	\$10,978	-0.1%	-0.1%	4.6%	11	-4
Manjimup	\$12,363	6.5%	2.7%	5.1%	20	6
Murray	\$17,210	7.2%	3.1%	6.8%	6	1
Nannup	\$14,358	9.3%	11.8%	6.7%	6	0
Waroona	\$13,745	9.9%	1.0%	5.5%	4	-5
<b>South West</b>	<b>\$13,335</b>	<b>8.4%</b>	<b>2.0%</b>	<b>5.2%</b>	<b>132</b>	<b>28</b>
<b>WESTERN AUSTRALIA</b>	<b>\$4,178</b>	<b>15.1%</b>	<b>8.4%</b>	<b>8.4%</b>	<b>624</b>	<b>-40</b>

CAGR: Compound Annual Growth Rate

Price information with a small volume of transactions should be used with caution. The median price for municipalities with less than four transactions in 2021 is not reported.



Map shows median price movement in 2021.



**-18.0%**

2021 median price growth

Top End  
**-11.3%**

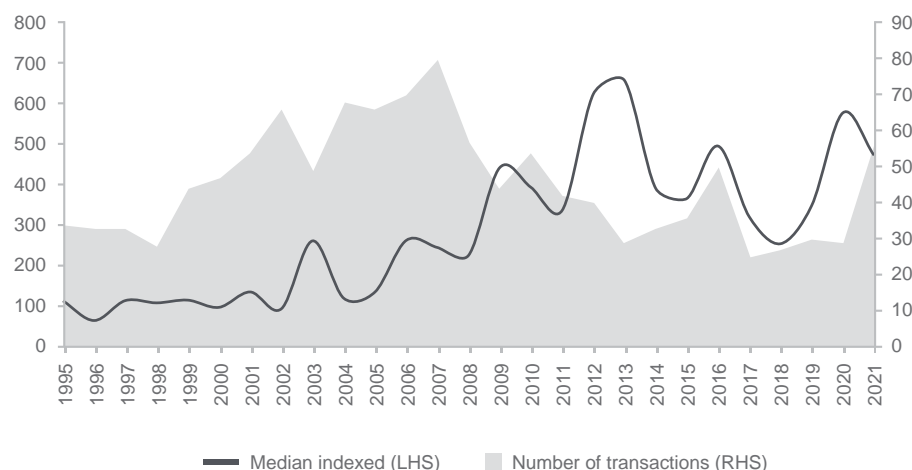
Cattle  
Regions  
**57.9%**

# Northern Territory



# Northern Territory

## Northern Territory – historic performance



The median price of farmland in the Northern Territory declined by 18.0 per cent in 2021. This followed an increase of 65.2 per cent in 2020.

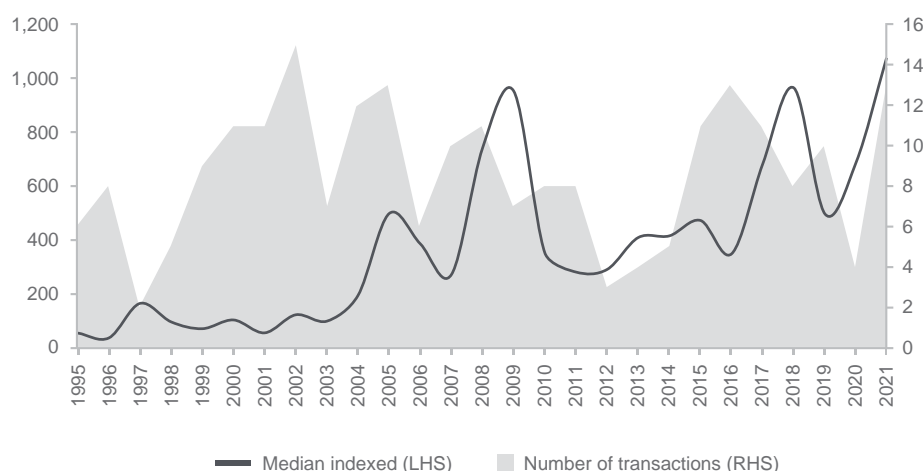
The volatility in the Northern Territory median price is largely a factor of the mix of transactions between large cattle stations and smaller properties in the Top End region as well as the low number of transactions.

In 2021, cattle regions accounted for 23 per cent of transactions in the Northern Territory, up from 14 per cent in 2020. Transactions in this region have a much lower dollar per hectare value than the Top End region, therefore a greater proportion of transactions in this region contributes to a lower median for the Northern Territory.

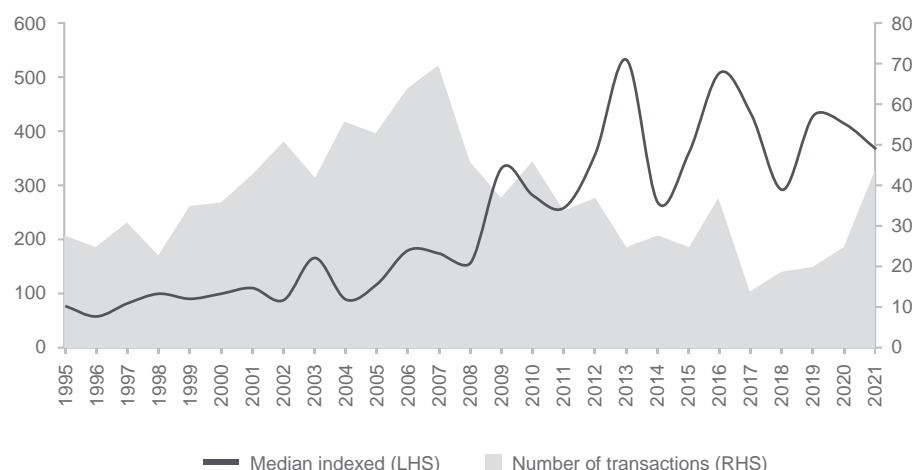
Cattle regions of the Northern Territory recorded a 57.9 per cent increase in median price per hectare in 2021. This added to growth of 39.2 per cent in 2020. There were 13 transactions in 2021, up from four in 2020.

In the Top End region, the median price per hectare of farmland fell by 11.3 per cent in 2021. This was the second consecutive year of decline following a recent peak in 2019. There were 44 transactions in the region in 2021, a 76 per cent increase from 2020 and the highest number since 2010.

## Cattle Regions – historic performance



## Top End – historic performance



Farmland values are based on the total sale price of all farmland (including improvements, stock, plant and equipment), not just arable land.

\*Indexed numbers simplify the study of disparate data, in this case the median price of Top End and Cattle Region farmland. The index base is set at 100 for the year 2000, and the performance of farmland prices in other years are shown relative to the base value. For example, if 2015 has a value of 137, then land values were 37 per cent higher in 2015 than in 2000.





(1707800-1707154) (04/22)

### For banking enquiries

Rural Bank products are available through Elders and Bendigo Bank branches.

To find out more about Rural Bank's range of specialist farm finance products and services contact your local Rural Bank Agribusiness Relationship Manager, call 1300 660 115 or visit [ruralbank.com.au](http://ruralbank.com.au)

### For report enquiries

For more detailed and in depth insights or customised reports email: [insights@ruralbank.com.au](mailto:insights@ruralbank.com.au)

### Subscribe

Visit [ruralbank.com.au/subscribe](http://ruralbank.com.au/subscribe) to receive future research and analysis to support you in making informed business decisions on your farm.