



JOHNSTON RURAL GROUP RECENT RURAL PROPERTY SALES & MARKET OUTLOOK PRESS RELEASE

Date: January 21, 2020

Johnston Rural Group is pleased to announce the successful sale of both ‘Sunshine’ (4,820 ha*) and ‘Round Cowal’ (1,640 ha*) to AAM Investment Group who are based in Brisbane. Located 70km* & 55km* South West of Forbes respectively, the contiguous Lachlan Valley properties are an ideal 6,460 ha* aggregation of mixed farmland with both farms having a strong history of livestock production and cropping. Underpinning the sale are water entitlements and two stock and domestic water schemes. Whilst the sales details remain confidential at this time, the gross sale price for the total purchase exceeded \$16 million.

According to Forbes based stock and station agent Gary Johnston of Johnston Rural Group, investment in rural property in the central west region of New South Wales has remained strong over the past 12 months and will most likely continue to do so into 2020 despite the ongoing dry seasonal conditions.

Including the successful EOI campaign of Twynam’s central west property portfolio in early 2018 Mr. Johnston has exclusively sold over \$145m worth of rural property in the Lachlan Valley and describes the market as “*demonstrating resilience*” with buyers both locally, domestically and offshore “*prepared to invest and pay a premium for the right land despite the drought and a short term reduction in on-farm productivity*”.

In Gary’s opinion, private and institutional investment interest within the greater Forbes area are a result of:

- *good soils*
- *the areas mixed farming capacity*
- *confidence in the versatility of the Lachlan Valley*
- *the recently established cotton industry*
- *record high livestock and commodity markets*
- *access and proximity to the ‘state of the art’ Central West Livestock Exchange (Forbes)*
- *the districts suitability to both family farming and corporate structured models*

Gary strongly believes that the Lachlan Valley region of New South Wales is being recognised by investors as a versatile ‘*go to area*’ on a value for money basis when compared to other, more tightly held and hotly competed for regions across the state.

**Approx.*

Whilst a large portion of buyers still have their sights on higher rainfall country, which as time goes on is proving harder to find, he believes that 2020 will see an elevated focus on rural property assets with a reliable water source and secure entitlement.

Recent Johnston Rural Group central west NSW property sales include:

Property	Location	Size*	Sale Date
Jemalong Station	Forbes, NSW	13,385 ha / 33,000 ac	March 2018
Jemalong Citrus	Forbes, NSW	360 ha / 890 ac	
Merrowie	Hillston, NSW	32,730 ha / 80,875 ac	
Womboola	Forbes, NSW	825 ha / 2,040 ac	November 2018
Wowingragong	Forbes, NSW	175 ha / 430 ac	July 2019
Glenorie & Dorset	Forbes, NSW	495 ha / 1,220 ac	September 2019
Sunshine	Forbes, NSW	4,820 ha / 11,910 ac	January 2020
Round Cowal	Forbes, NSW	1,640 ha / 4,050 ac	January 2020

Mr Johnston advises that he is excited to see what 2020 has to offer and that he has genuine ongoing interest from a number of separate private and institutional investors that are actively looking for high quality rural investments either with or without irrigation water.

Unlike most stock and station agents, Gary's introduction to the business of selling rural property came later in life, off the back of a successful farming career of over 40 years, being a local Forbes farmer since his late teenage years. As a past recipient of the NSW Farmer of the Year award, Mr. Johnston currently operates two rural properties in the Lachlan Valley which enables him to keep an ear to the ground and up to date insights into agribusiness.

Gary also sets up and co-invests in rural property investment unit trusts for new entrants into rural property. Some notable acquisitions include mixed farming operation 'North Kiagarthur' in the Lachlan Valley (10,000 ha) and macadamia farm 'Longstone' (10,000 trees) in the Byron Bay region. Both are currently under lease back or share farming agreements.

Gary encourages any party considering selling or buying to get in contact with him directly for a free appraisal and advice on the sale or purchase of rural property and/or agribusiness assets.

For more information on any of the sales above or photos, please contact:

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*Approx.