



# Kogarah

Property Factsheet

1st Half 2017





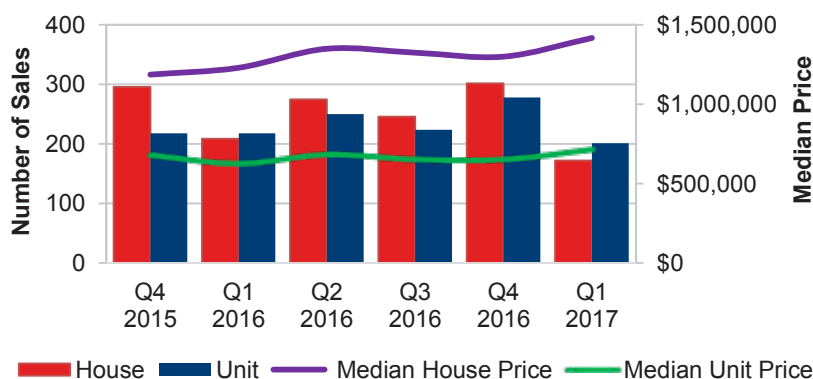
## MARKET CONDITIONS

The Kogarah\* property market witnessed a record-setting median house price of \$1,415,000 and \$663,000 for units in Q1 2017, resulting in exceptional annual growth figures of 20.4% and 9.6% respectively. In comparison, houses in the Georges River Council area grew by 15.2% to \$1,425,000 and units by 14.1% to \$738,000. Kogarah\* presents a unique opportunity, whereby their house price point closely mirrors that of the greater LGA area however with the potential of stronger capital growth. Combined with record-setting median prices and positive growth trend, Kogarah\* is a sought after market by buyers.

Average days to sell in Kogarah\* have improved over the past 12 months, decreasing to 49 for houses and 42 for units in Q1 2017. A strong trend has emerged for house vendor discounting, pivoting to 7.2% above the listing price and indicating a sellers' market. Units are following a similar trend, however slightly lower, sitting at 0.8%. This signifies that the Kogarah\* property market has been skewed significantly towards a sellers market. Buyers are increasingly willing to pay more to secure the ideal properties, showing the high level of demand and competition present within the market.

Median rents have remained relatively stable, whereby houses have witnessed a slight increase in median rent to \$635 and units softening slightly to \$480 over the past 12 months. Astute investors however are still benefiting from low vacancy rates of 1.2% and healthy rental yields of 2.5% for houses and 3.8% for units.

## GEORGES RIVER COUNCIL GROWTH



## OVERVIEW

Kogarah is located 14km south of the Sydney CBD. This welcoming area is well known for its sporting history, picturesque parks and foreshore, family-oriented lifestyle and diverse demographics and cultures.

Change from Last	Year	Half Year
	↔	↓
House sales	↔	↓
House median	↑	↑
House rents	↑	↑
Unit sales	↔	↓
Unit median	↑	↑
Unit rents	↔	↔

## FUTURE DEVELOPMENTS\*\*

Kogarah\* is set to see approx. \$139.9M\*\* of new projects commencing in the area. Mixed use development accounted for the majority of estimated value at \$102.5M\*\* (73.3%), followed by residential projects, which accounted for approx. \$20.0M\*\* (14.3%), commercial projects which contributed \$13.5M\*\* (9.6%), and lastly infrastructure contributing \$3.9M\*\* (2.8%).

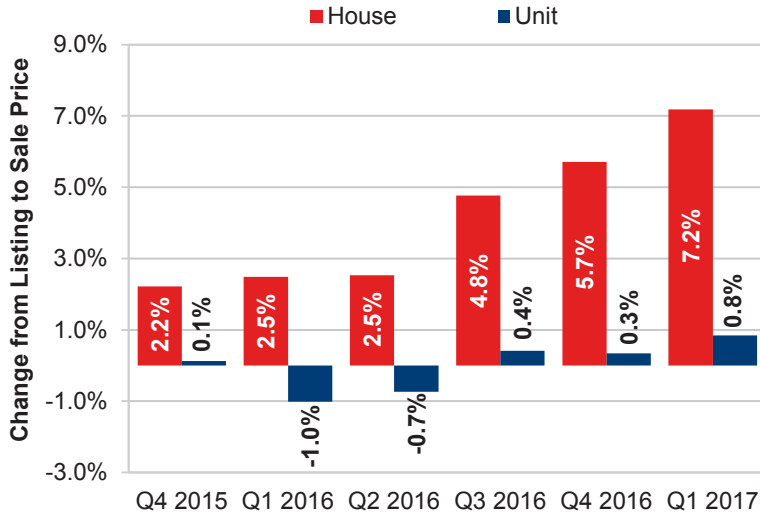
Currently the largest development underway is the Kogarah RSL Club mixed development (\$83.0M\*\*). The construction of two 11 storey buildings will add a total of 220 apartments to the Kogarah\* unit market as well as construction of additional retail facilities such as an RSL club development.

The main residential projects for 1<sup>st</sup> half 2017 include the Forest Road residential development (\$6.8M\*\*), which will add 6 townhouses and 1 dwelling; as well as the Bembridge Street apartments (\$5.8M\*\*) which will add 23 apartments to the market. The focus on mixed use and residential projects reflects the high interest and demand within the area.

\*Kogarah Development figures encapsulate aggregate development market conditions for the following suburbs: Kogarah, Rockdale, Carlton, Beverley Park, Bexley, Monterey, Kogarah Bay.

\*\*Total project value represents the aggregate estimate value of all residential, commercial, industrial, and infrastructure projects scheduled to commence in the first half of 2017.  
Source: Cordell Database, RealEstate.com.au, APM Pricefinder.

## AVERAGE VENDOR DISCOUNT



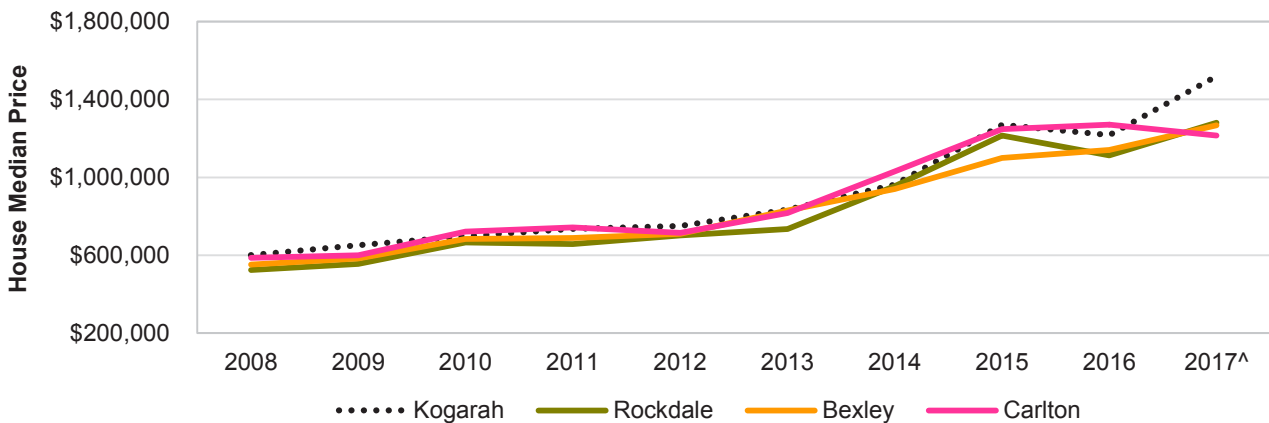
### AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first list price and final sold price. A lower percentage difference (closer to zero) suggests buyers are willing to purchase close to the first asking price of a property.

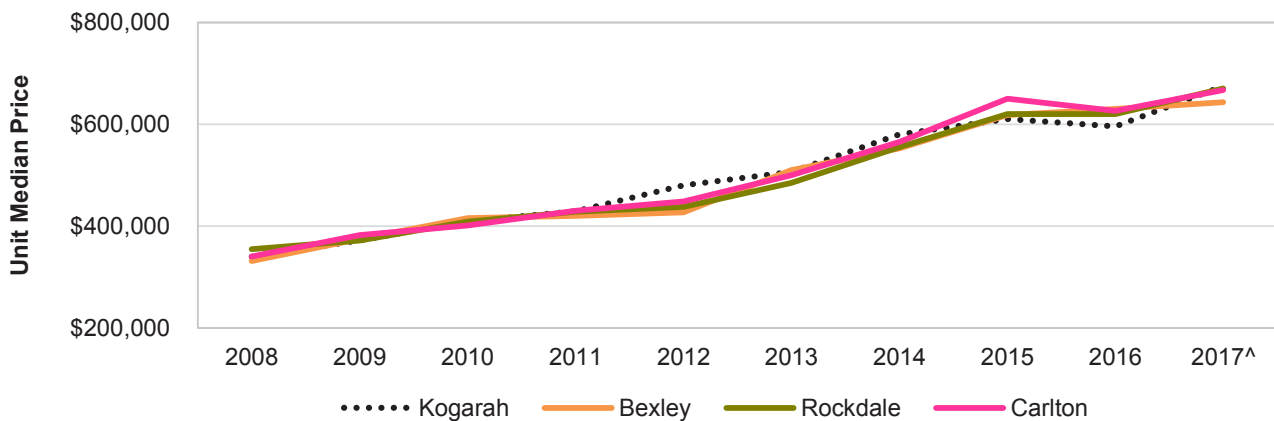
### MARKET COMPARISON TABLE

The market comparison graph provides the comparative trend for median price of house and units over the past 10 years. Suburbs profiled are chosen based on proximity to the main suburb analysed in the factsheet, which is Kogarah. The main suburb is highlighted through a dotted black line graph.

## HOUSE MARKET COMPARISON

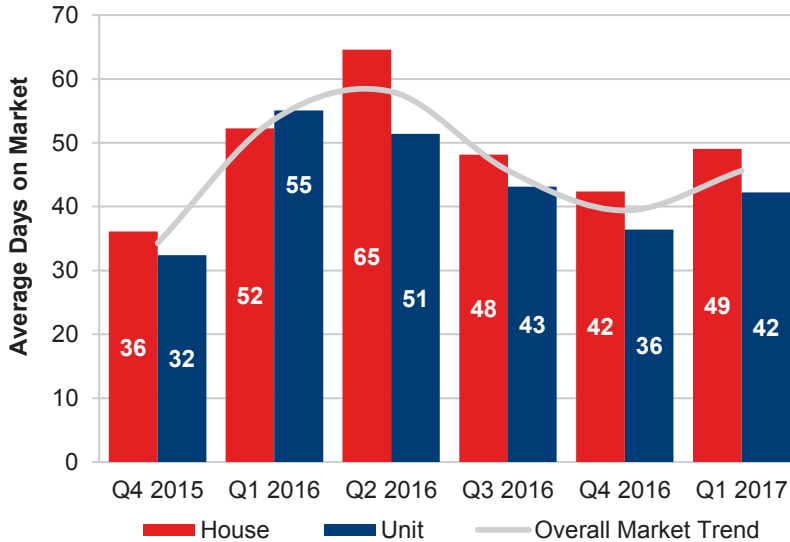


## UNIT MARKET COMPARISON



\*Disclaimer: 2017 data encapsulates Q1 2017 only, quoted data represents both settled transaction (i.e. government data) and agents' advice.  
 \*\*Dashed line in median line price graph is due to no sales records for that period of time and median price displayed is approximate only based on previous known median price and trend.  
 Source: APM Pricefinder, Realestate.com.au, Real Estate Institute of Australia.

## AVERAGE DAYS ON MARKET\*\*



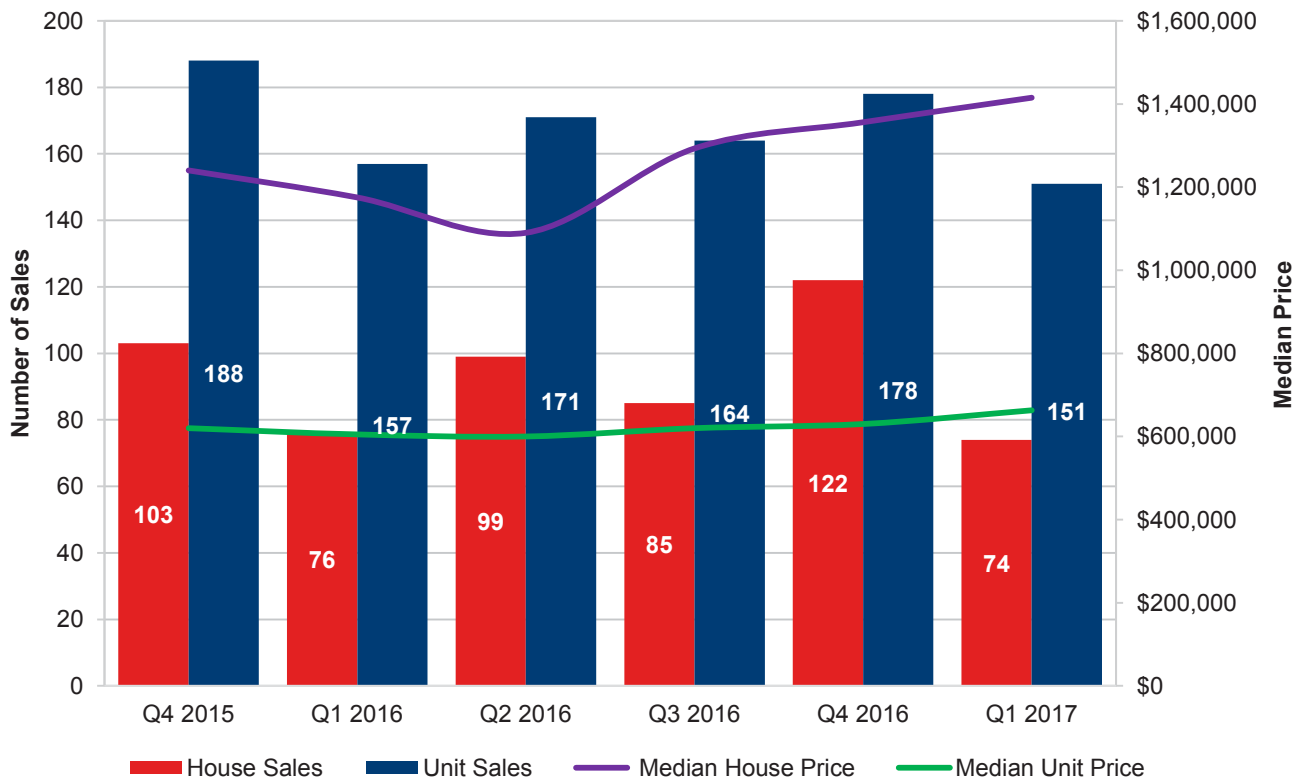
### HOUSE KEY FACTS Q1 2017

Median Sale Price: \$1,415,000  
Annual Growth: 20.4%\*  
Average Days on Market: 49  
% Change between First Listed Price and Sold Price: 7.2%

### UNITS KEY FACTS Q1 2017

Median Sale Price: \$663,000  
Annual Growth: 9.6%\*  
Average Days on Market: 42  
% Change between First Listed Price and Sold Price: 0.8%

## SALES AND MEDIAN PRICE\*\*



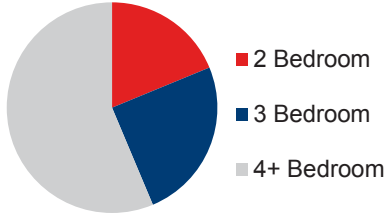
\*Annual growth represents price growth for property transactions between Q1 2016 to Q1 2017 (inclusive).

\*\*Kogarah market data and key indicators encapsulates aggregate property market conditions in the suburbs: Kogarah, Rockdale, Carlton, Beverley Park, Bexley, Monterey, Kogarah Bay.

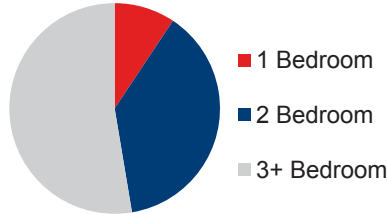
Source: APM Pricerfinder, Realestate.com.au, SQM Research.

## RENTAL MARKET ANALYSIS

### HOUSE



### UNIT



#### KEY COMMENTS

Interest in Kogarah\* and its surrounding suburbs is recorded at 1163 online visits per property, which is well above the NSW average of 774. Median rent for houses and units have remained relatively stable over 12 months, increasing by 5.8% to \$635 per week and softening slightly by -1.0% to \$480 per week respectively. Vacancy rates in the Kogarah\* are currently situated at a low level of 1.2%, lower than the Sydney's 1.7%. This is indicative of the strong level of rental demand in the area.

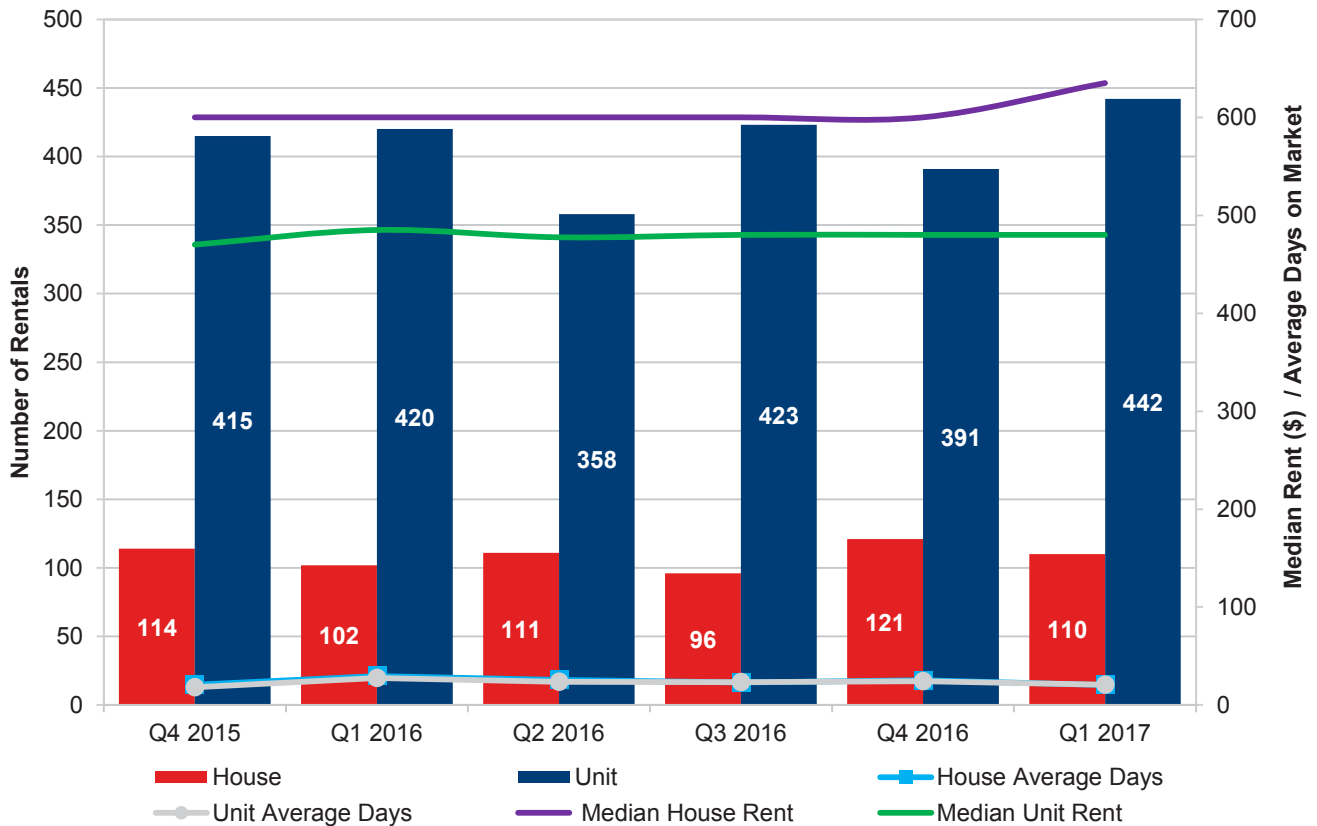
#### HOUSE KEY FACTS Q1 2017

Median Rent Price: \$635 per week  
Suburb Rental Yield: 2.5%  
Average Days on Market: 20  
Bedroom Breakdown:  
2 Bed: 18.8%, 3 Bed: 24.9%, 4+ Bed: 56.3%

#### UNITS KEY FACTS Q1 2017

Median Rent Price: \$480 per week  
Suburb Rental Yield: 3.8%  
Average Days on Market: 21  
Bedroom Breakdown:  
1 Bed: 9.3%, 2 Bed: 38.0%, 3+ Bed: 52.6%

## MEDIAN RENT AND AVERAGE DAYS ON MARKET\*



\*Kogarah market data and key indicators encapsulates aggregate property market conditions in the suburbs: Kogarah, Rockdale, Carlton, Beverley Park, Bexley, Monterey, Kogarah Bay.  
Source: APM Pricer, Realestate.com.au, SQM Research.

## PROJECT DEVELOPMENT MAP 1<sup>st</sup> HALF 2017\*



Location	Project**	Type	Estimated Value***	Commence Date^
1	Homewood Care Facility	Commercial	\$7,149,000	05/06/2017
2	St George Hospital Cancer Care Centre	Commercial	\$3,000,000	16/04/2017
3	Bp Service Station Rockdale	Commercial	\$1,430,000	20/02/2017
4	7 Eleven Service Station Kogarah	Commercial	\$986,000	15/05/2017
5	Bexley North Hotel	Commercial	\$600,000	24/04/2017
6	Scalabrini Village Bexley	Commercial	\$334,000	14/02/2017
7	Rockdale Centenary Village Building	Infrastructure	\$3,862,000	01/02/2017
8	Kogarah Rsl Club Mixed Development - Veridian (220 Apartments)	Mixed Use	\$83,000,000	03/06/2017
9	Princes Hwy Mixed Development (40 Units)	Mixed Use	\$11,536,000	12/06/2017
10	Railway Lands Care Facility & Commercial Building	Mixed Use	\$8,000,000	29/04/2017
11	Forest Road Residential Development (6 Townhouses & 1 Dwelling)	Residential	\$6,882,000	05/06/2017
12	Bembridge Street Apartments (23 Apartments)	Residential	\$5,795,000	02/05/2017
13	Ocean Street Townhouses (8 Townhouses)	Residential	\$2,400,000	15/05/2017
14	Green St Townhouses (8 Townhouses)	Residential	\$1,756,000	12/06/2017
15	Haig St Dwellings (8 Dwellings)	Residential	\$1,639,000	20/02/2017
16	Warialda St Units (8 Units)	Residential	\$1,540,000	01/05/2017

\*Disclaimer: Project development map showcases a sample of upcoming projects only, due to accuracy of addresses provided by the data provider for geocoding purposes.

\*\*Projects refers to the top developments within the Kogarah area, with scheduled commencement dates between Q1 2017 (January 1<sup>st</sup> 2017) to end of Q2 2017 (June 30<sup>th</sup>, 2017). For a full list of projects please contact PRDnationwide Research.

\*\*\*Estimated value is the value of land and construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value.

^Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRDnationwide does not hold any liability to the exact date in which each project commences and/or is completed.

Source: Cordell Database, BatchGeo, Department of Planning and Environment NSW.

## ABOUT PRDnationwide RESEARCH

**PRDnationwide's research division provides reliable, unbiased, and authoritative property research and consultancy to clients in metro and regional locations across Australia**

Our extensive research capability and specialised approach ensures our clients can make the most informed and financially sound decisions about residential and commercial properties.

### OUR KNOWLEDGE

**Access to accurate and objective research is the foundation of all good property decisions**

As the first and only truly knowledge based property services company, PRDnationwide shares experience and knowledge to deliver innovative and effective solutions to our clients.

We have a unique approach that integrates people, experience, systems and technology to create meaningful business connections. We focus on understanding new issues impacting the property industry; such as the environment and sustainability, the economy, demographic and psychographic shifts, commercial and residential design; and forecast future implications around such issues based on historical data and fact.

### OUR PEOPLE

**Our research team is made up of highly qualified researchers who focus solely on property analysis**

Skilled in deriving macro and micro quantitative information from multiple credible sources, we partner with clients to provide strategic advice and direction regarding property and market performance. We have the added advantage of sourcing valuable and factual qualitative market research in order to ensure our solutions are the most well considered and financially viable.

Our experts are highly sought after consultants for both corporate and government bodies and their advice has helped steer the direction of a number of property developments and secured successful outcomes for our clients.

### OUR SERVICES

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

We have the ability and systems to monitor market movements, demographic changes and property trends. We use our knowledge of market sizes, price structure and buyer profiles to identify opportunities for clients and provide market knowledge that is unbiased, thorough and reliable.



#### OUR SERVICES INCLUDE:

- Advisory and consultancy
- Market Analysis including profiling and trends
- Primary qualitative and quantitative research
- Demographic and target market Analysis
- Geographic information mapping
- Project Analysis including product and pricing recommendations
- Rental and investment return analysis

**Nick Reskakis, Sales Manager  
PRDnationwide Kogarah**

120 Railway Parade  
Kogarah NSW 2217  
Australia

T +61 2 9588 2977

F +61 2 9588 2799

M +61 414 223 372

E [nick@prdkogarah.com.au](mailto:nick@prdkogarah.com.au)

[www.prd.com.au/kogarah](http://www.prd.com.au/kogarah)

# *Sell Smarter!*

**Over 40 Years of Leading  
Property Industry Research**

**Contact us:**

PRDnationwide Corporate Head Office

**P** +61 7 3229 3344

**E** [info@prd.com.au](mailto:info@prd.com.au)

**Address:**

GPO Box 2750

Brisbane QLD 4001

**PRD**.com.au

