



Ramsgate Beach

Property Factsheet

2nd Half 2017





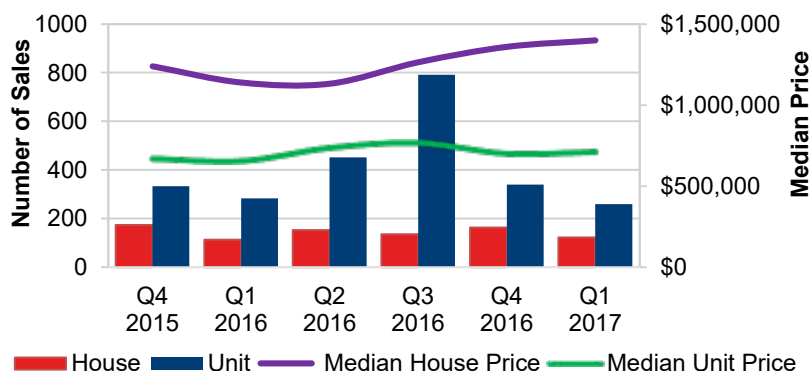
MARKET CONDITIONS

The Ramsgate Beach* property market recorded a house median price of \$1,508,000 and \$726,250 for units in Q3 2017, representing an annual price change of 1.9% and 12.6% respectively. Over the same period of time house prices in Bayside Council grew by 5.8% to \$1,406,500 and unit prices grew by 5.0% to \$740,000. Ramsgate Beach* house market proves to be a premium market in comparison to the wider LGA. The unit market provides more affordability when compared to the LGA yet with a higher capital growth rate. This should be a focus for those wanting to enter the market.

Overall the average days to sell in Ramsgate Beach have remained stable over the last 12 months to Q1 2017, sitting at 42 days (house) and 39 days (units). Average vendor discounting for houses has demonstrated a pivot towards a buyers market over the past 12 months, whereby sellers are willing to negotiate lower than first list asking price. For the first time in six quarters average vendor discount for units is above zero (0.3%), indicating increased demand as buyers are willing to offer above first list asking price.

Median rents in Ramsgate Beach* have experienced double digit growth over the past 12 months to Q3 2017, currently at \$700p/w for houses (13.8% growth) and \$520p/w for units (11.8% growth). Low vacancy rates of 1.2% continue to demonstrate the strong rental demand in the area, especially when compared to greater Sydney's vacancy rates of 2.0%. Astute investors are enjoying rental yields of 2.2% for houses and 3.4% for units.

ROCKDALE CITY COUNCIL GROWTH



OVERVIEW

Ramsgate Beach is a coastal suburb located 16km south of Sydney CBD. It is mostly a residential suburb with two shopping strips. Median family income in Ramsgate Beach is \$1,834; 3.0% higher than the average New South Wales. Most dwellings are owned outright (39.8%).

Change from Last	Year	Half Year
House Sales	↓	↓
House Median Price	↑	↓
House Rental Price	↑	↑
Unit Sales	↓	↓
Unit Median Price	↑	↔
Unit Rental Price	↑	↑

FUTURE DEVELOPMENTS**

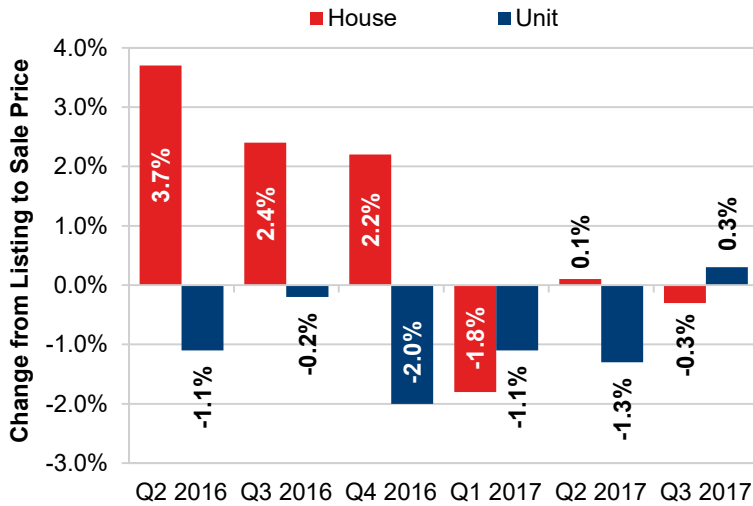
Ramsgate Beach* is set to see approx. \$114.9M of new projects commencing in the 2nd half of 2017. Mixed use account for the majority of development value (94.7%), totaling an estimated \$108.9M of projects. This is followed by commercial (3.9%) and residential projects (1.3%). There is a focus in replenishing dwelling stock – to answer to growing demand – however balancing it out with increasing commercial activity to ensure local job creation and sustainable growth.

A key project is the Kogarah RSL Club Mixed Development – Veridian, which is anticipated to commence in July 2017. The project will see an estimated 220 units being added to the market as well as the addition of an RSL club and training facilities.

Another substantive project commencing over the 2nd half of 2017 is the Railways Parade Mixed Development, anticipated to commence in late 2017. The project will add 45 units as well as approximately 175sqm retail space to the local market.

*Ramsgate Beach market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Sans Souci, Sandringham, Monterey, Kogarah, Kyeemagh, Ramsgate Beach.
**Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value. Quoted construction and completion dates are estimate only, as per relevant data authority.
Source: APM Pricerfinder, realestate.com.au, RP Data, Real Estate Institute of NSW.

AVERAGE VENDOR DISCOUNT*



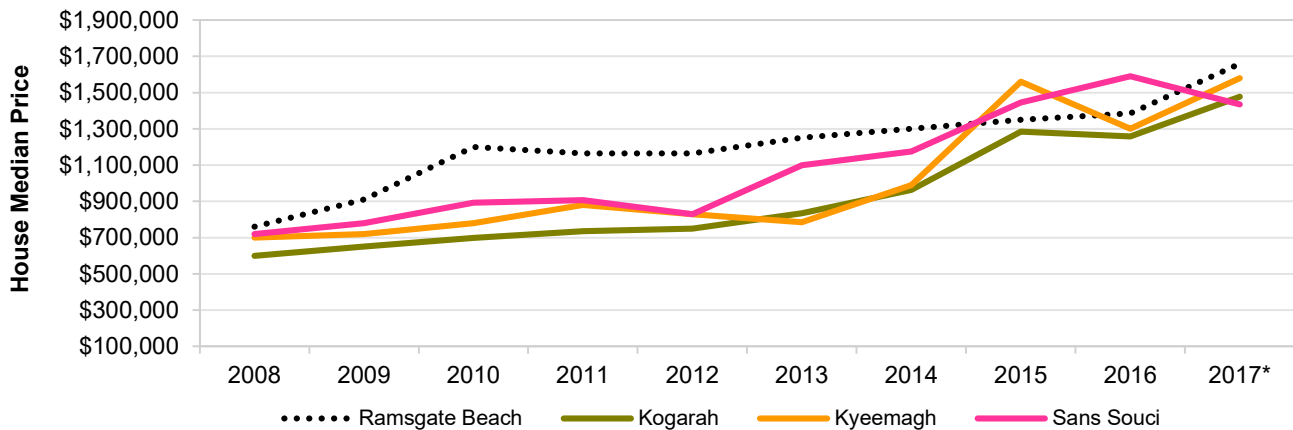
AVERAGE VENDOR DISCOUNT

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.

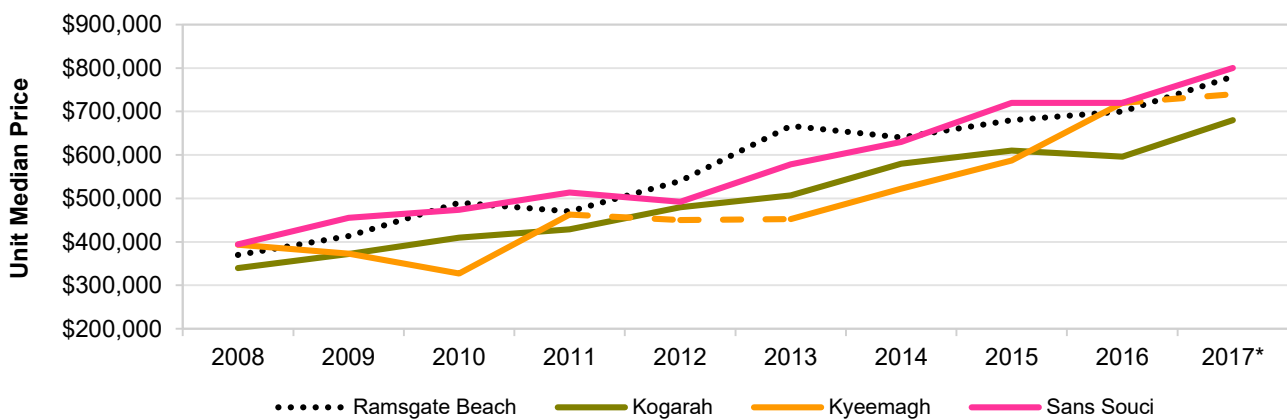
MARKET COMPARISON GRAPH

The market comparison graph provides 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 Ramsgate Beach. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON

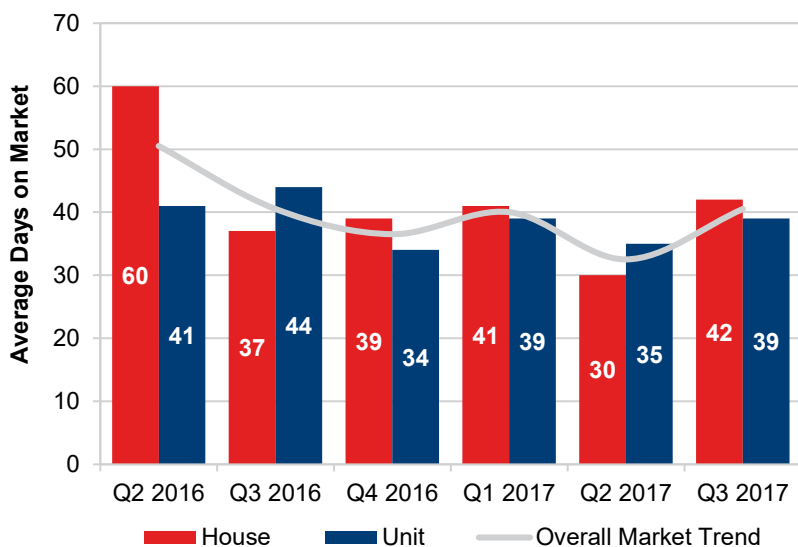


UNIT MARKET COMPARISON*



*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**



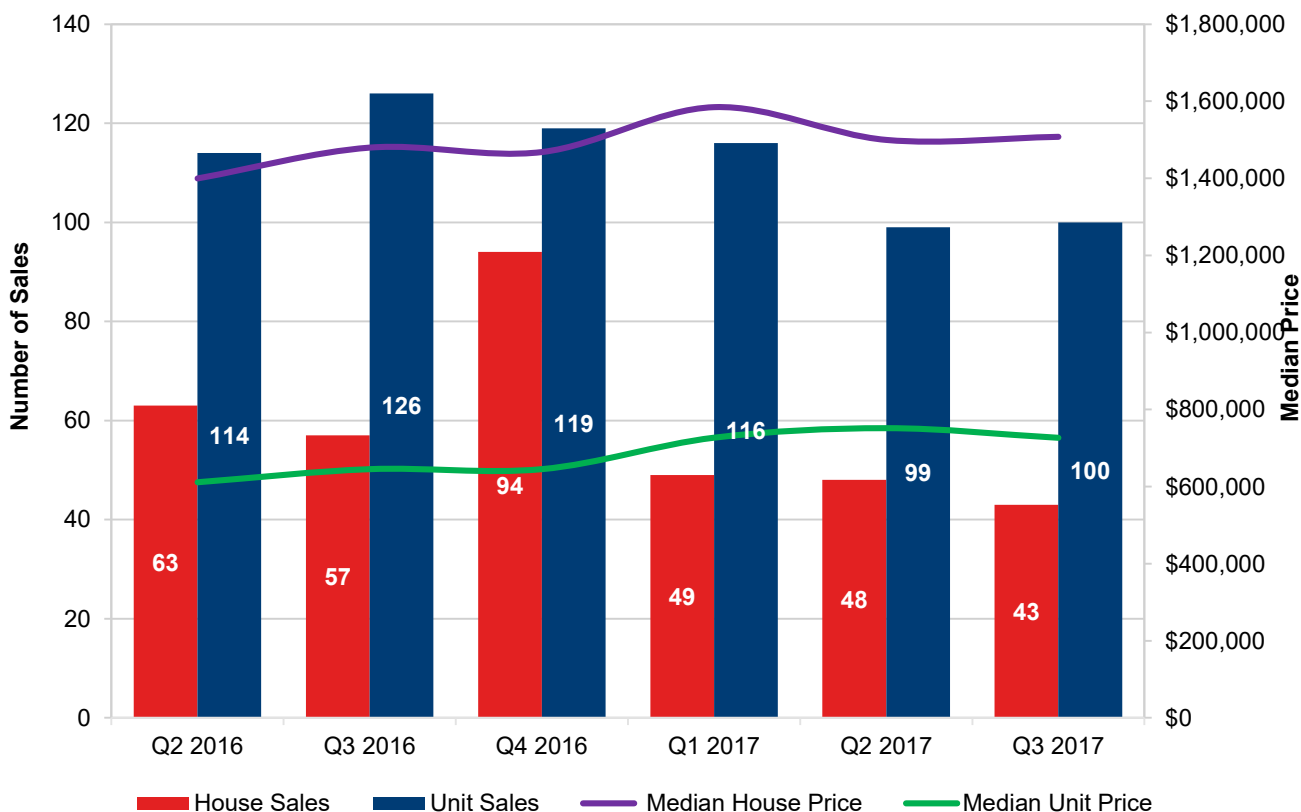
HOUSE KEY FACTS Q3 2017

Median Sale Price: \$1,508,000
 Annual Growth: 1.9%*
 Average Days on Market: 42
 % Change between First Listed Price and Sold Price: -0.3%

UNITS KEY FACTS Q3 2017

Median Sale Price: \$726,250
 Annual Growth: 12.6%*
 Average Days on Market: 39
 % Change between First Listed Price and Sold Price: 0.3%

SALES AND MEDIAN PRICE**



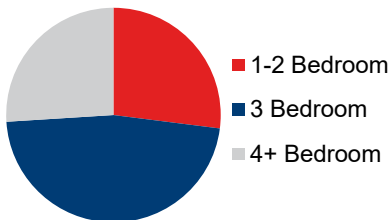
*Annual growth represents price growth for property transactions between Q3 2016 to Q3 2017 (inclusive).

**Ramsgate Beach market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Sans Souci, Sandringham, Monterey, Kogarah, Kyeemagh, Ramsgate Beach.

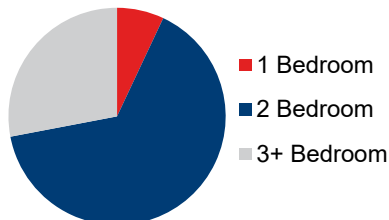
Source: APM Pricerfinder, realestate.com.au, Real Estate Institute of New South Wales.

RENTAL MARKET ANALYSIS

HOUSE



UNIT



KEY COMMENTS

Interest in Ramsgate Beach* and its surrounding suburbs is recorded at 1129 online visits per property, suggesting a high demand market. Median rent for houses and units have increased by double digit percentage figures, which is good news for investors. Vacancy rates show a declining trend, currently at 1.2% and significantly lower to Sydney's 2.0%. This suggests strong rental demand in the area., creating a conducive for sustainable investment returns in the long run.

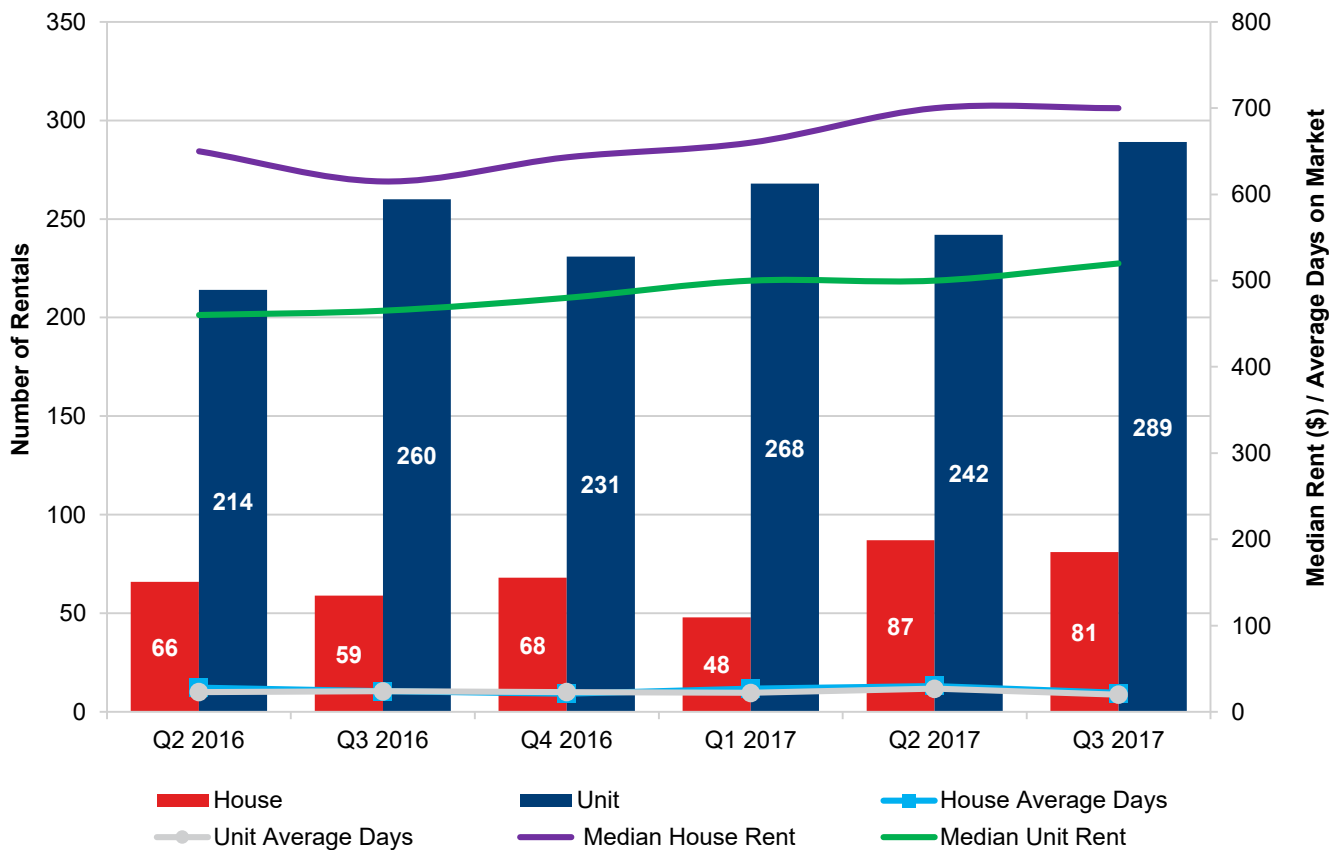
HOUSE KEY FACTS Q3 2017

Median Rent Price: \$700 per week
Suburb Rental Yield: 2.2%
Average Days on Market: 22
Bedroom Breakdown:
1-2 Bed: 27%, 3 Bed: 47%, 4+ Bed: 26%

UNITS KEY FACTS Q3 2017

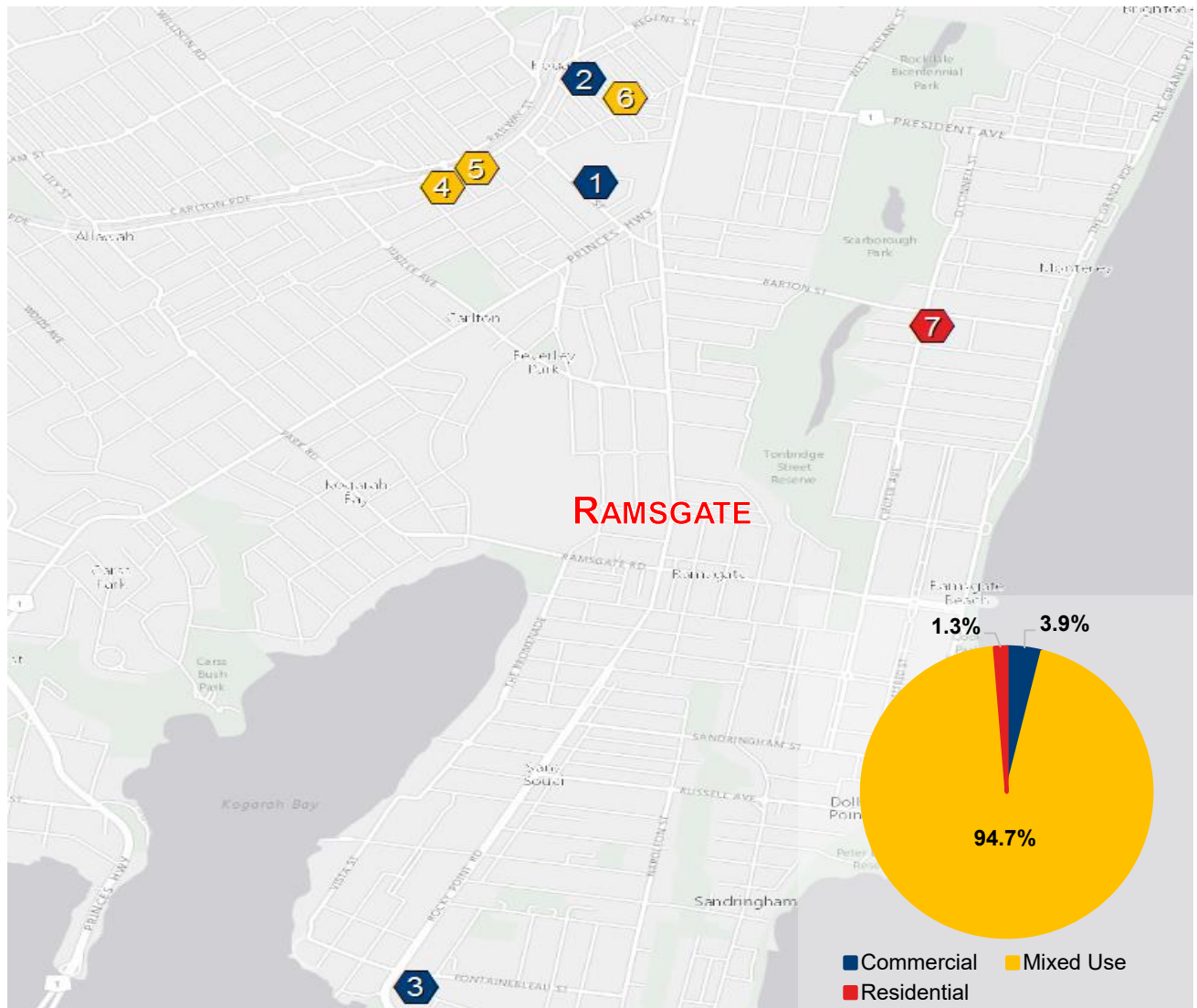
Median Rent Price: \$520 per week
Suburb Rental Yield: 3.4%
Average Days on Market: 20
Bedroom Breakdown:
1 Bed: 7%, 2 Bed: 65%, 3+ Bed: 28%

MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*Disclaimer: Inner North market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Sans Souci, Sandringham, Monterey, Kogarah, Kyeemagh, Ramsgate Beach.
Source: APM Pricerfinder, realestate.com.au, SQM Research, Rental Tenancy Authority of NSW.

PROJECT DEVELOPMENT MAP 2nd HALF 2017*



Location	Project**	Type	Estimated Value***	Commence Date****
1	St George Hospital Cancer Care Centre	Commercial	\$3,973,000	28/09/2017
2	Montgomery Street Commercial Building	Commercial	\$333,000	18/09/2017
3	Lawson Street Age Care Facility	Commercial	\$230,000	08/11/2017
4	Kogarah Rsl Club Mixed Development - Veridian	Mixed Use	\$83,000,000	03/07/2017
5	Railway Parade Mixed Use Development	Mixed Use	\$16,295,000	20/11/2017
6	Montgomery St Development Site	Mixed Use	\$9,600,000	04/07/2017
7	Chuter Avenue Townhouses	Residential	\$1,515,000	27/11/2017

*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 suburbs of Sans Souci, Sandringham, Monterey, Kogarah, Kyeemagh, Ramsgate Beach.

***Estimated value is the value of 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.

Source: Cordell Database, ESRI ArcGIS, Department of Planning and Environment NSW, Rockdale City Council.

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

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