



# Port Stephens

Property Factsheet

2nd Half 2017





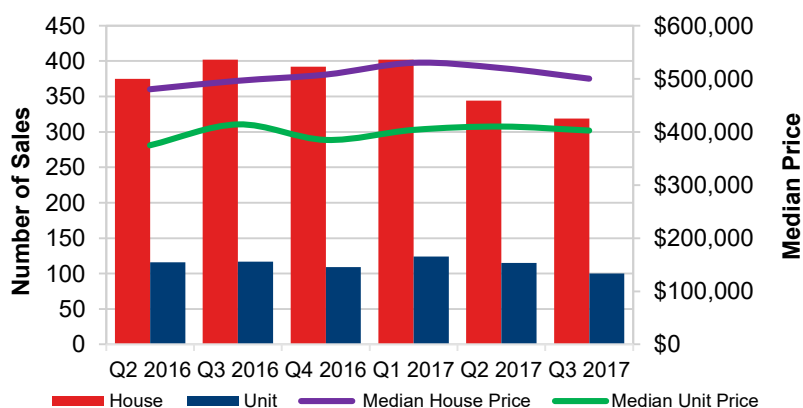
## MARKET CONDITIONS

The Port Stephens\* property market recorded a median house price of \$632,500 and \$445,750 for units in Q3 2017, representing an annual price change of 12.5% and -4.1% respectively. Port Stephens\* prices are well above Port Stephens LGA, indicating it is a sought after market by buyers and investors. Both Port Stephens\* and Port Stephen LGA have recorded a softening in unit prices, indicating now is the time for those wanting to enter the unit market to act and take advantage of increased affordability.

Average days to sell in Port Stephens has declined over the past twelve months, currently at 47 days for houses and 44 days for units in Q3 2017. Over the past 12 months average vendor discounting for has widened for both houses and units, currently at -3.0% (house) and -4.3% (units) in Q3 2017. This further confirms that the market is returning to a more sustainable rate of growth and buyers are encouraged to act, as sellers are willing to negotiate on first list asking price and properties are selling at a faster rate.

Median rents for houses in Port Stephens saw an increase of 2.3% over the past twelve months to Q3 2017, currently at \$450 per week. Units have remained stable, currently at \$350 per week. Declining vacancy rates, and at an all time low of 1.2% in September 2017, continue to demonstrate strong rental demand; especially when compared to Sydney Metro's 2.0%. Astute investors enjoy an average of 3.5% (house) and 4.3% (units) in rental yield.

## PORT STEPHENS LGA GROWTH



## OVERVIEW

Port Stephens is a 2hr drive north of Sydney and boasts both rural and coastal environments, as well as a rapidly growing population base. It is home to 26 beautiful beaches and bays and only a 20 minute drive to Newcastle Airport. Residents enjoy an abundance of lifestyle options without the high cost of city living.

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

## FUTURE DEVELOPMENTS\*\*

Port Stephens is set to see approximately \$57.5M of new projects commencing in the 2<sup>nd</sup> half 2017. Commercial account for the majority of development value (52.9%), totaling approx. \$30.4M. This is followed by residential developments, at approx. 39.1% of total projects.

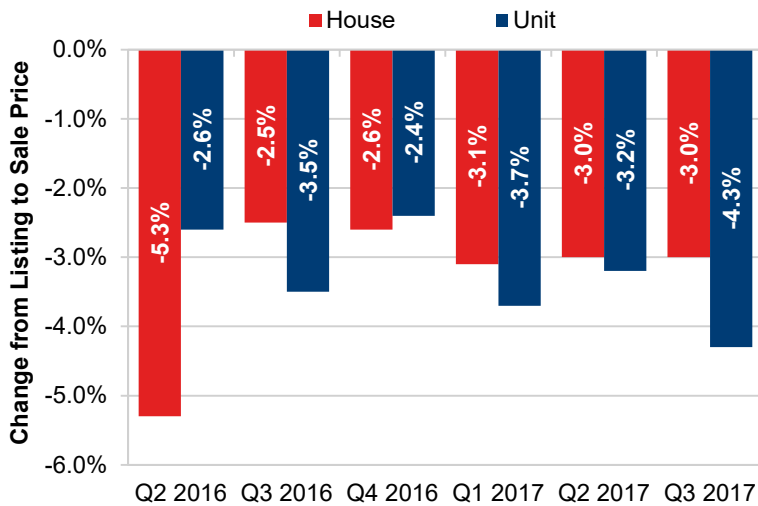
A focus on commercial development will further foster local job growth, balancing out new dwelling stock being proposed.

A key project in 2<sup>nd</sup> half 2017 is the Church Street Residential Development - Ascent, valued at an approx. \$19.4M. This project will construct an 8 storey apartment building, consisting of 56 apartments and 4 separate townhouses.

A key commercial project is the Birubi Beach Resort, which will construct a 198 unit holiday complex. The resort will also include a 1,661sqm pool and deck as a central feature, a restaurant and bar fronting Gan Gan road, tennis court, and playground. The project has a scheduled commencement date of late 2017.

\*Port Stephens market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Nelson Bay, Soldiers Point, Anna Bay, Shoal Bay, Corlette, Fingal Bay, Boat Harbour, One Mile, Williamtown.  
 \*\*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, Real Estate Institute of NSW.

## AVERAGE VENDOR DISCOUNT\*



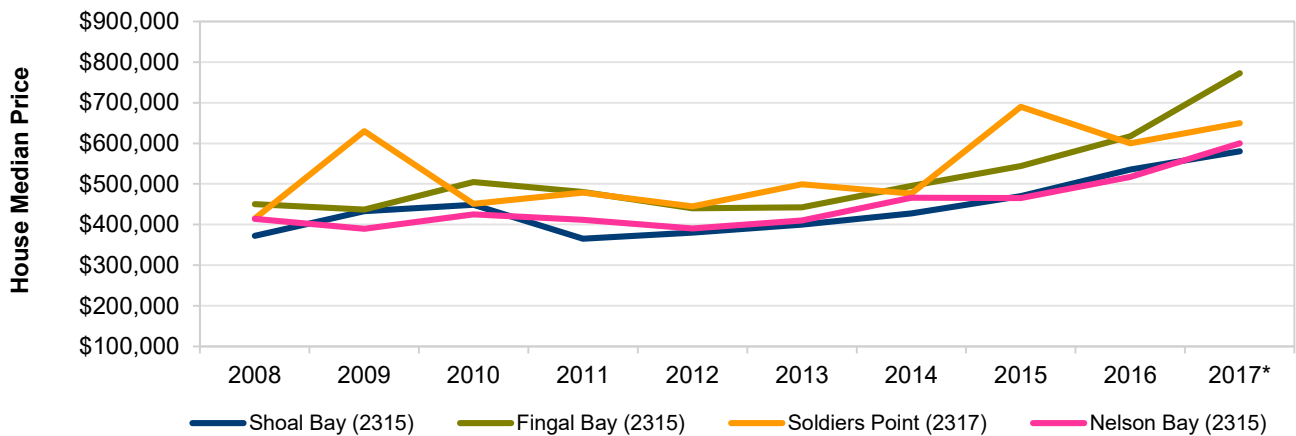
### AVERAGE VENDOR DISCOUNT

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.

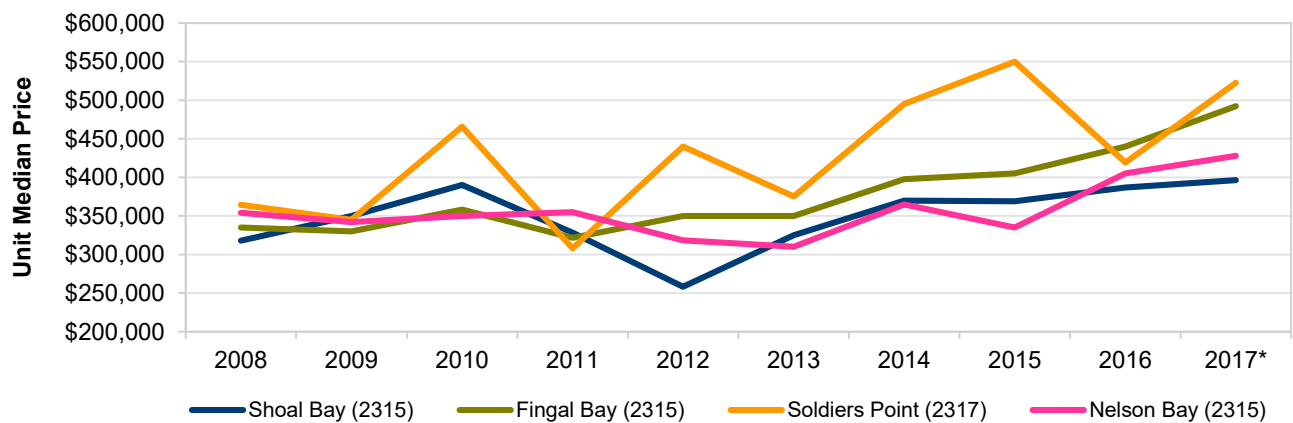
### MARKET COMPARISON GRAPH

The market comparison graph provides comparative trend for median price of house and units over the past 10 years. Four suburbs has been chosen to illustrate individual markets within Port Stephens, chosen based on population density around the main area Port Stephens council of Raymond Terrace.

## HOUSE MARKET COMPARISON

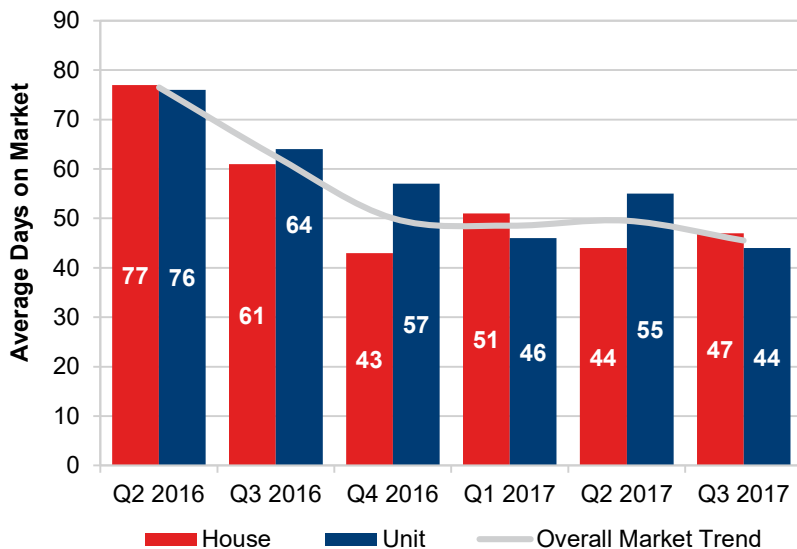


## UNIT MARKET COMPARISON



Source: APM Pricerfinder, realestate.com.au, Real Estate Institute of Australia.

## AVERAGE DAYS ON MARKET\*\*



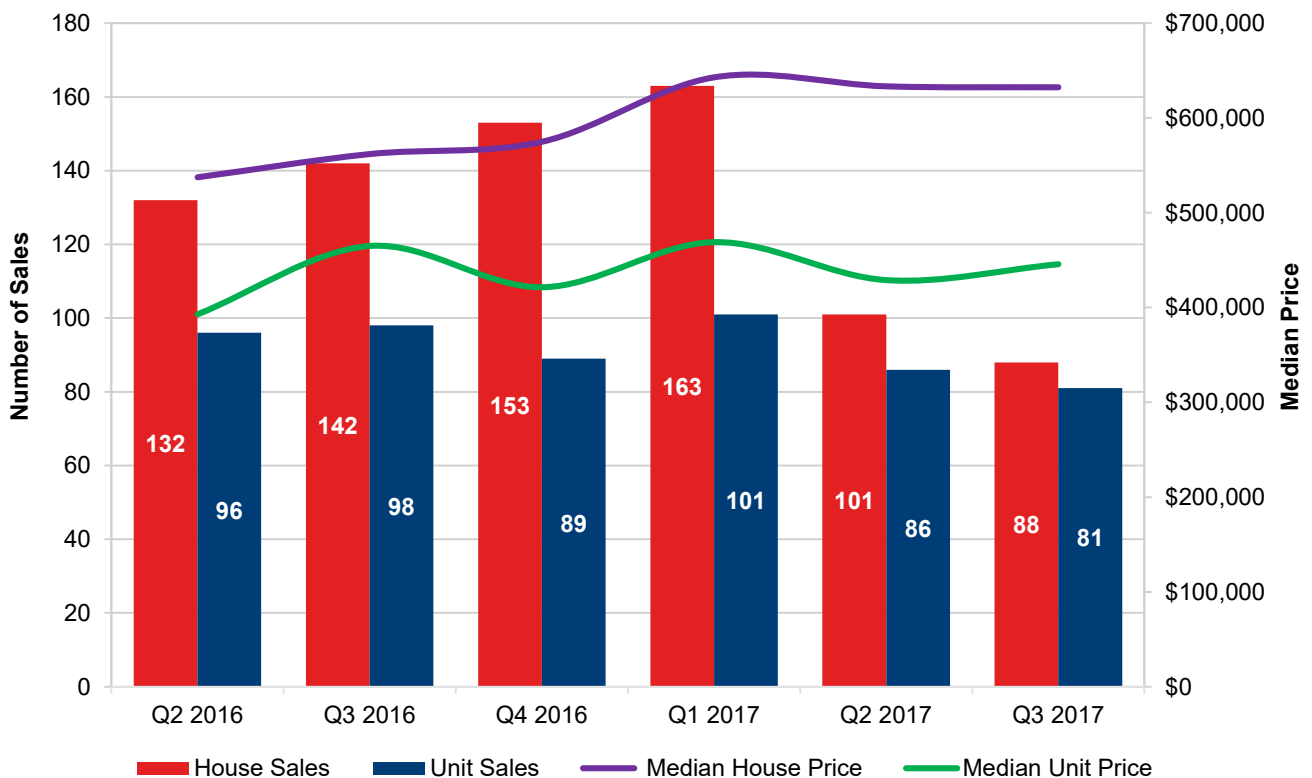
### HOUSE KEY FACTS Q3 2017

Median Sale Price: \$632,500  
 Annual Growth: 12.5%\*  
 Average Days on Market: 47  
 % Change between First Listed Price and Sold Price: -3.0%

### UNITS KEY FACTS Q3 2017

Median Sale Price: \$445,750  
 Annual Growth: -4.1%\*  
 Average Days on Market: 44  
 % Change between First Listed Price and Sold Price: -4.3%

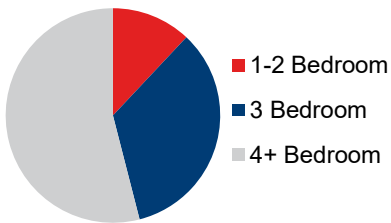
## SALES AND MEDIAN PRICE\*\*



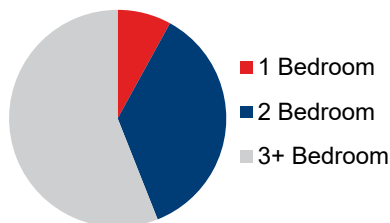
\*Annual growth represents price growth for property transactions between Q3 2016 to Q3 2017 (inclusive).  
 \*\*Port Stephens market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Nelson Bay, Soldiers Point, Anna Bay, Shoal Bay, Corlette, Fingal Bay, Boat Harbour, One Mile, Williamtown.  
 Source: APM Pricefinder, realestate.com.au, SQM Research, Real Estate Institute of NSW, Port Stephens City Council.

## RENTAL MARKET ANALYSIS

### HOUSE



### UNIT



#### KEY COMMENTS

Vacancy rates has been on a declining trend and are currently at its lowest, of 1.2% in September 2017. This is in contrast with Sydney Metro, currently experiencing an increasing trend and recording 2.0%. Average rental yield in Port Stephens is 3.5% for houses and 4.3% for units, well above that of Sydney Metro – 2.9% (houses) and 3.8% (units). Combined with higher affordability in median sales price, Port Stephens provides astute investors with solid investment options away from the capital city.

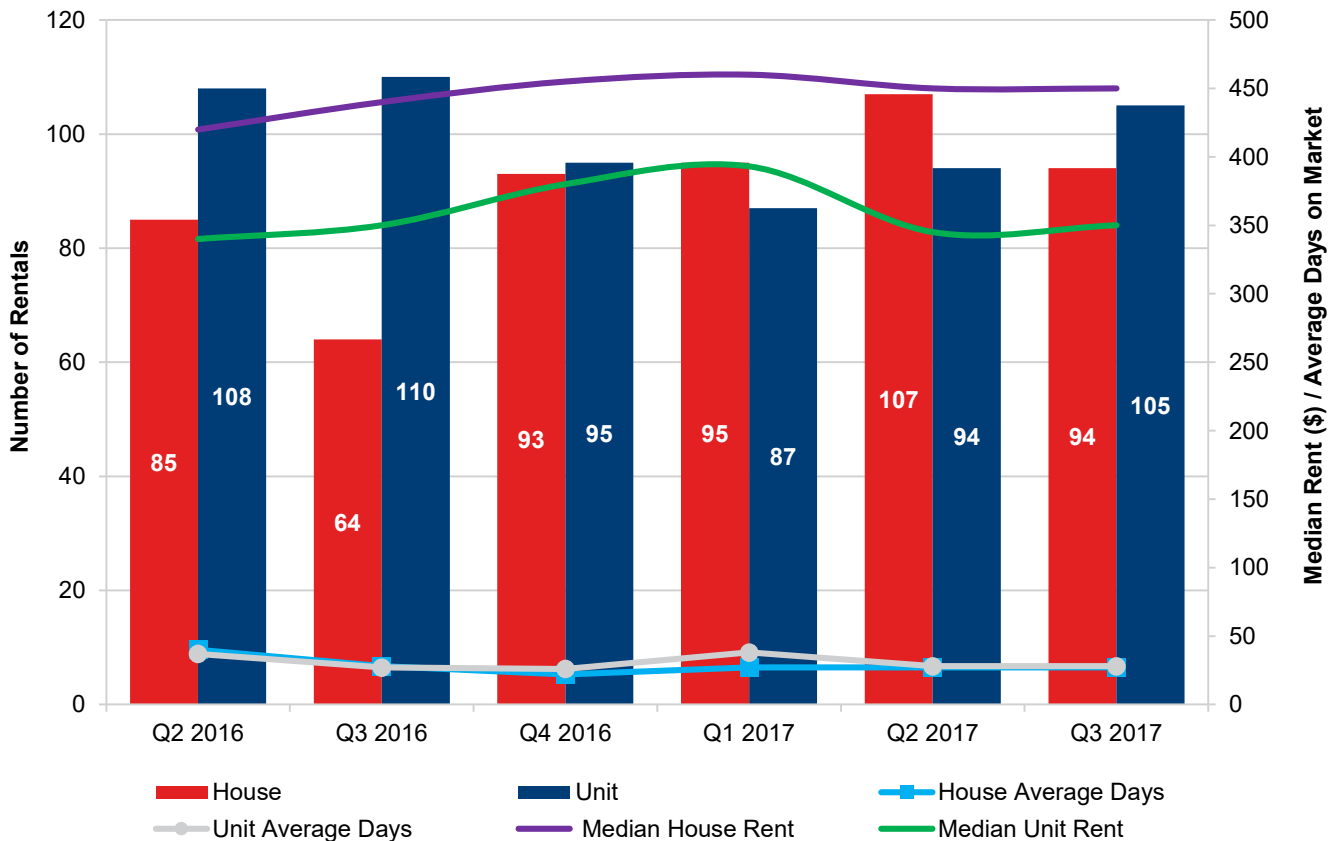
#### HOUSE KEY FACTS Q3 2017

Median Rent Price: \$450 per week  
 Suburb Rental Yield: 3.5%  
 Average Days on Market: 27  
 Bedroom Breakdown:  
 1-2 Bed: 12%, 3 Bed: 34%, 4+ Bed: 54%

#### UNITS KEY FACTS Q3 2017

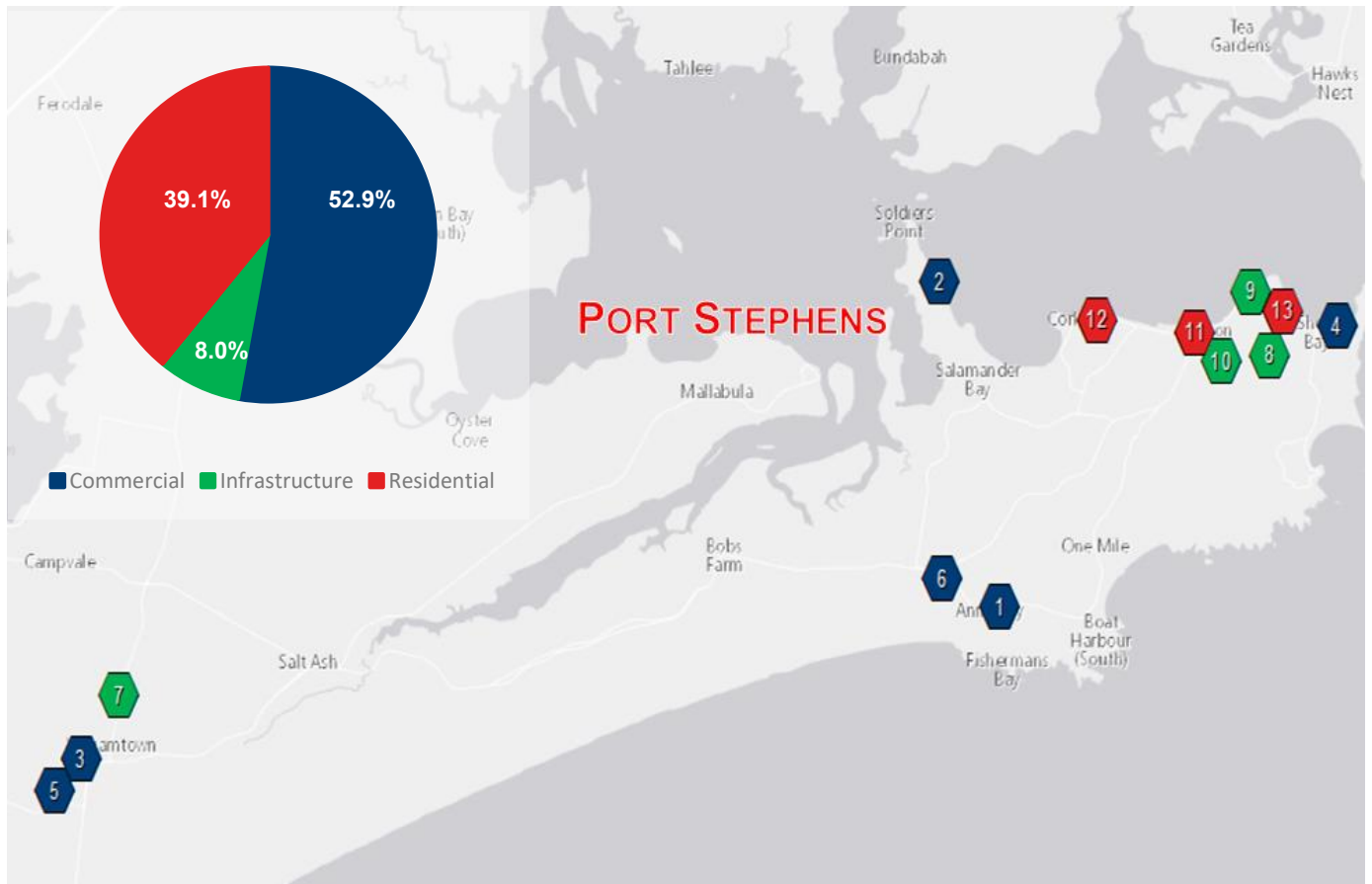
Median Rent Price: \$350 per week  
 Suburb Rental Yield: 4.3%  
 Average Days on Market: 28  
 Bedroom Breakdown:  
 1 Bed: 8%, 2 Bed: 36%, 3+ Bed: 56%

## MEDIAN RENT AND AVERAGE DAYS ON MARKET\*



\*Disclaimer: Port Stephens market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Nelson Bay, Soldiers Point, Anna Bay, Shoal Bay, Corlette, Fingal Bay, Boat Harbour, One Mile, Williamtown.  
 Source: APM Pricerfinder, realestate.com.au, SQM Research, Rental Tenancy Authority of NSW.

## PROJECT DEVELOPMENT MAP 2<sup>nd</sup> HALF 2017\*



Location	Project**	Type	Estimated Value***	Commence Date^
1	Birubi Beach Resort	Commercial	\$15,000,000	11/11/2017
2	Ibis Styles Port Stephens Salamander Shores Hotel	Commercial	\$7,032,000	06/11/2017
3	Technology Place Commercial Premises	Commercial	\$4,900,000	19/11/2017
4	Santa Catalina Motel	Commercial	\$2,480,000	23/08/2017
5	Metro Airport Gas Station	Commercial	\$500,000	23/10/2017
6	Anna Bay Caravan Park - Birubi Sands	Commercial	\$480,000	09/10/2017
7	RAAF Base Williamtown	Infrastructure	\$2,000,000	22/08/2017
8	Tomaree Community Hospital	Infrastructure	\$1,100,000	23/10/2017
9	Halifax Holiday Park	Infrastructure	\$1,000,000	24/11/2017
10	Yacaaba Street Roadworks	Infrastructure	\$500,000	31/10/2017
11	Church Street Residential Development – Ascent (56 units; 4 townhouses)	Residential	\$19,358,000	25/09/2017
12	Kanangra Ave Townhouses (4 townhouses)	Residential	\$2,200,000	10/10/2017
13	Catalina Close Units (4 units)	Residential	\$900,000	24/10/2017

\*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 Nelson Bay, Soldiers Point, Anna Bay, Shoal Bay, Corlette, Fingal Bay, Boat Harbour, One Mile, Williamtown.  
 \*\*\*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, Port Stephens 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**

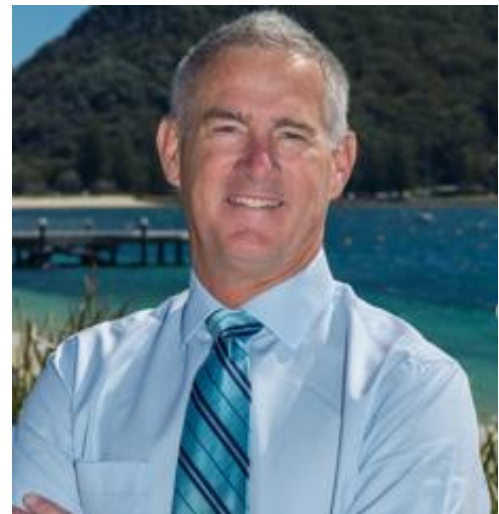
Skilled in deriving macro and micro quantitative information from multiple credible sources, we partner with clients to provide strategic advice and direction regarding property and market performance. We have the added advantage of sourcing valuable and factual qualitative market research in order to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



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