



Oatley

Property Factsheet
2nd Half 2017





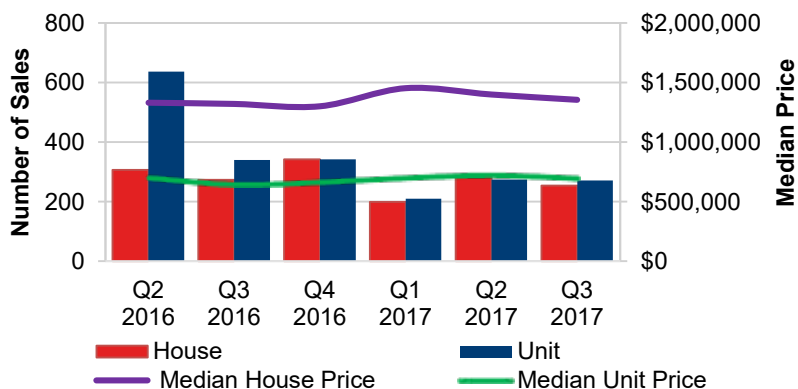
MARKET CONDITIONS

The Oatley* property market recorded a median house price of \$1,377,500 and \$694,000 for units in Q3 2017, representing an annual price change of 14.8% and 15.7% respectively. Over the same period of time house prices in the Georges River LGA grew by 2.7% to \$1,355,000 and unit prices grew by 8.6% to \$695,000. Oatley* proves to be a premium market in comparison to the wider LGA, matched by a higher capital growth for owners and investors.

Average days to sell in the Oatley* area has improved over the past twelve months, at 37 days for houses and 33 for units in Q3 2017. Average vendor discounting for houses continue to favour sellers, however at a lower level compared to 12 months prior. In Q3 2017 buyers offered 4.9% higher than first list price, lower when compared to the 7.0% buyers offered in Q3 2016. This suggests buyers are starting to gain an advantage when negotiating house prices, however the final sale price is still above the asking price – thus indicating a competitive market. The unit market remains in buyer's favour at -2.8%, meaning sellers are willing to negotiate below asking price.

Median rents in Oatley* have increased over the past 12 months to Q3 2017 for both houses (by 5.4% to \$643 per week) and units (by 6.5% to \$458 per week). Vacancy rates in Oatley* continue to decline, at 1.3% in September 2017. This is well below Sydney's 2.1%, suggesting a higher rental demand - and thus more conducive environment or investment – in Oatley*.

GEORGES RIVER REGIONAL GROWTH



OVERVIEW

Oatley is approx. 18km south of Sydney CBD. It is commonly mentioned as the most picturesque shopping village in the St George area, thanks to its village atmosphere, good cafes, and large parklands located in the centre of the shopping area adjacent to the train station.

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

FUTURE DEVELOPMENTS**

Oatley* is set to see approx. \$153.3M of new projects in 2016 - 2017. Mixed use accounted for the majority of project value (83.2%), totaling an estimated \$127.6M. This is followed by residential projects, at approx. \$17.2M (11.2%). A strong focus in increasing property supply is evident in Oatley*, to answer market demand.

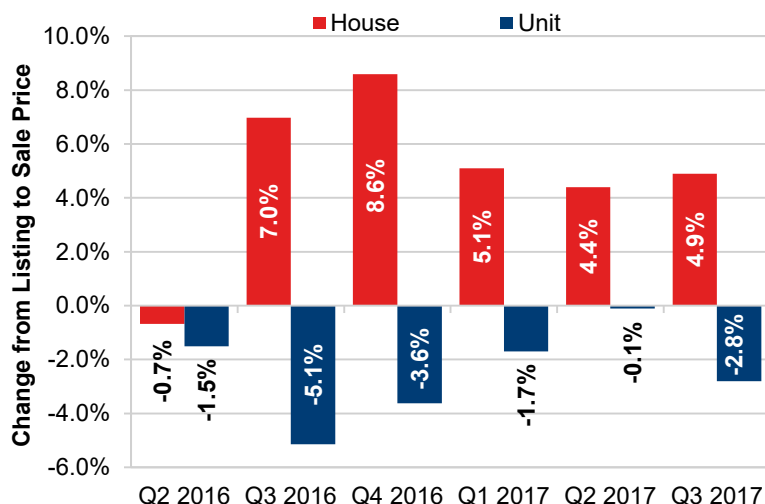
Infrastructure projects make up \$2.9M, or 1.9%, of total development whilst commercial projects accounted for \$2.6M or 1.7%. This will improve liveability within the area for current and future residents, as well as foster local job growth.

A significant mixed use development is the Wondra Rd Mixed Development – Grandh, located in Hurstville Grove. This will add 383 apartments to the market, as well as 2 commercial spaces. This project is currently in construction, with a scheduled completion date in late 2018.

Over 2016-2017 Oatley* plans to add 7 dwellings, 460 units / apartments, and 9 townhouses; spread over 11 residential projects and 3 mixed-use development.

*Oatley market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Mordialloc, Oatley, Hurstville Grove, Penshurst, Lugarno, Peakhurst Heights.
**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.
*Q1 2017 quoted data represents both settled transactions (i.e. government data) and agents' advice.
Source: APM Pricefinder, realestate.com.au, Georges River Council.

AVERAGE VENDOR DISCOUNT*



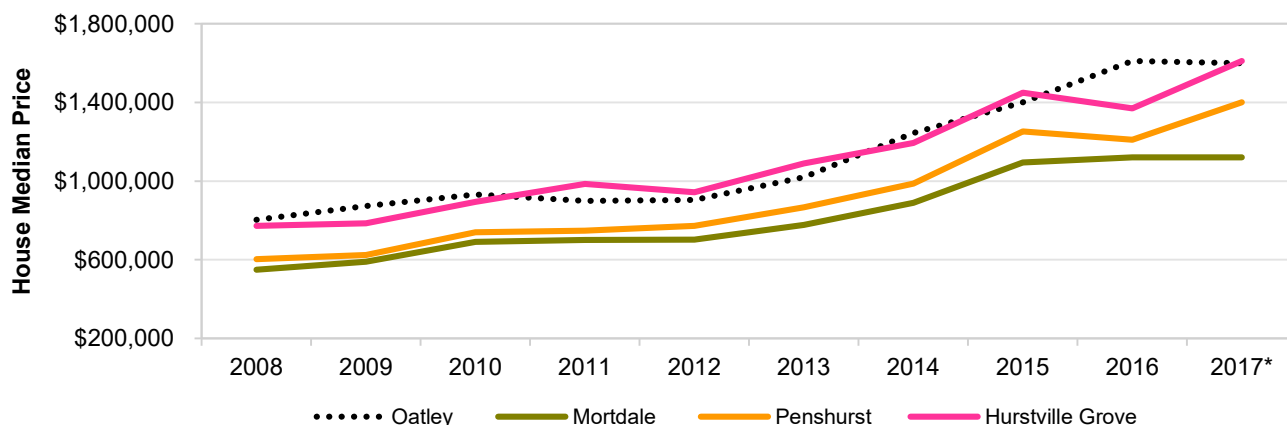
AVERAGE VENDOR DISCOUNT

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.

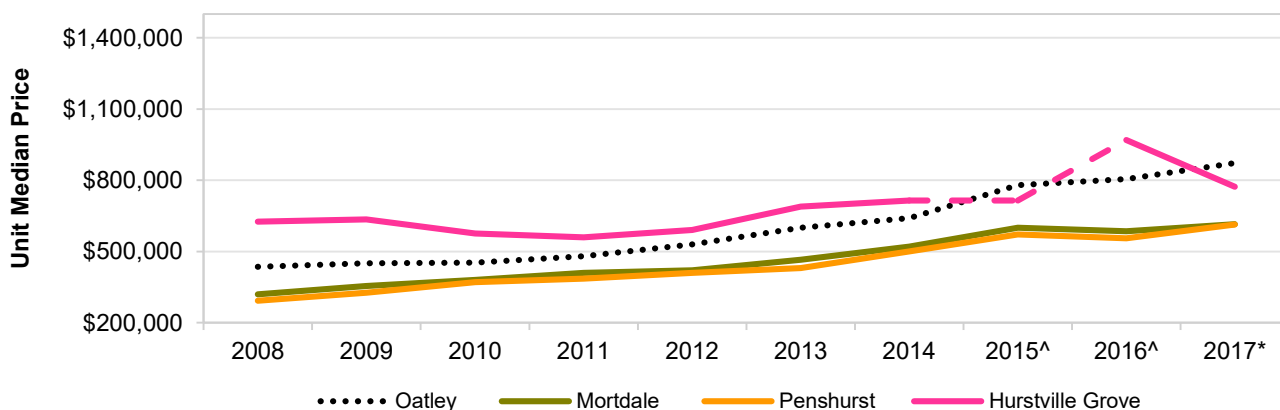
MARKET COMPARISON GRAPH

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 Oatley. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON



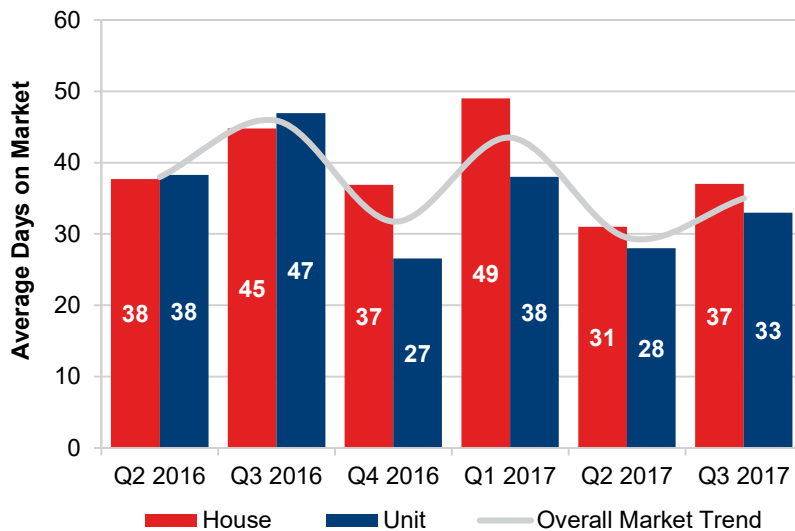
UNIT MARKET COMPARISON



*2017 data encapsulates up to and inclusive of Q3 2017 only, quoted data represents both settled transactions (i.e. government data) and agents' advice.

^Dashed line in median line price graph is due to very limited sales records for that period of time. Thus median price displayed is approximate only based on previous known median price trend.
Source: APM Pricefinder, realestate.com.au, Real Estate Institute of Australia.

AVERAGE DAYS ON MARKET**



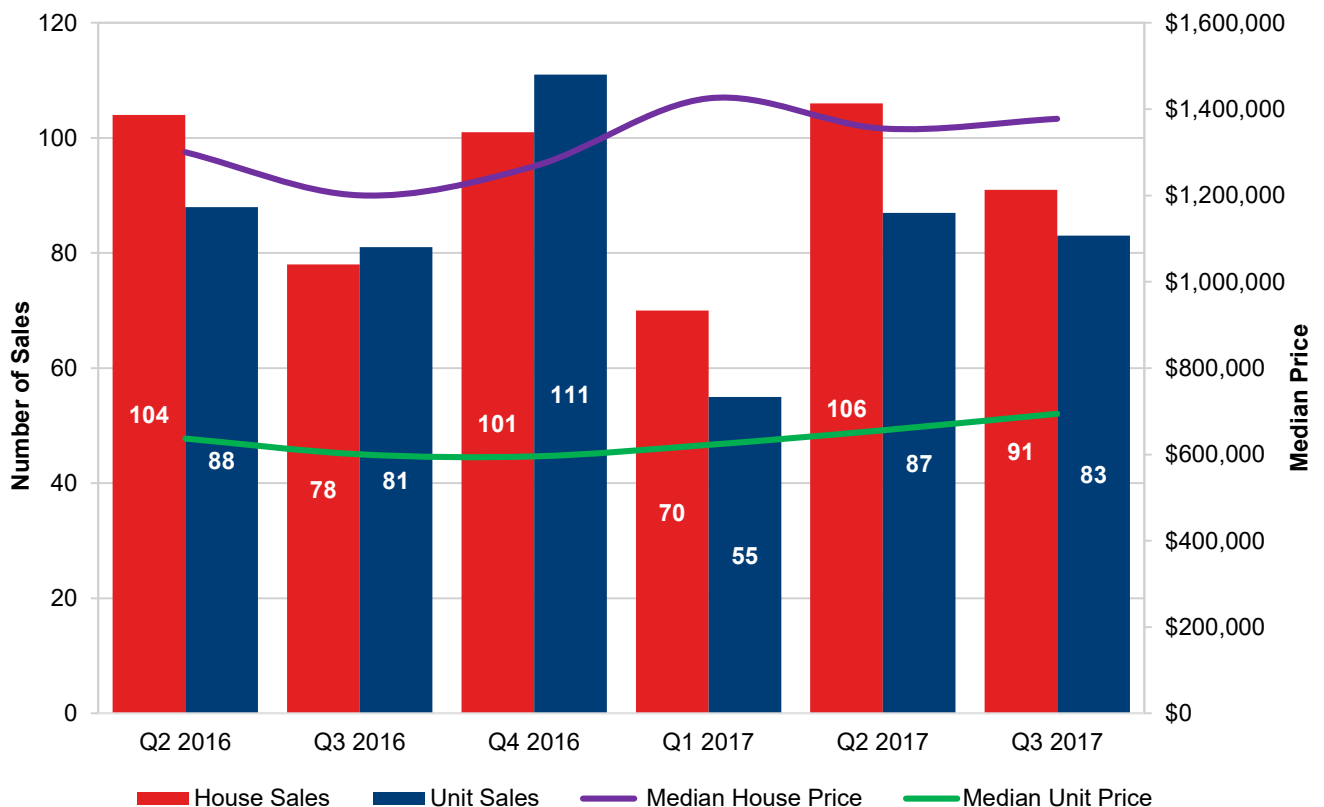
HOUSE KEY FACTS Q3 2017

Median Sale Price: \$1,377,500
Annual Growth: 14.8%*
Average Days on Market: 37
% Change between First Listed Price and Sold Price: 4.9%

UNITS KEY FACTS Q3 2017

Median Sale Price: \$694,000
Annual Growth: 15.7%*
Average Days on Market: 33
Change between First Listed Price and Sold Price: -2.8%

SALES AND MEDIAN PRICE**



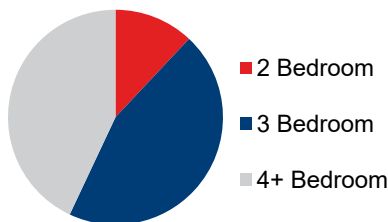
*Annual growth represents price growth for property transactions between Q3 2016 to Q3 2017 (inclusive).

**Oatley market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Mortdale, Oatley, Hurstville Grove, Penshurst, Lugarno, Peakhurst Heights.

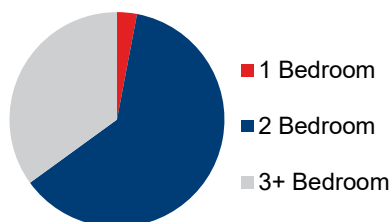
Source: APM Pricefinder, realestate.com.au, SQM Research, Georges River Council.

RENTAL MARKET ANALYSIS

HOUSE



UNIT



KEY COMMENTS

Interest in Oatley* and its surrounding suburbs is recorded at an average of 1339 online visits per property, significantly higher than the New South Wales average of 852. The number of properties rented has increased over the past 12 months, which when accompanied by an increase in rental prices suggest an undersupplied market. A declining vacancy rate, at 1.3% in September 2017, confirms this; establishing Oatley* as an investment hotbed that astute investors need to consider.

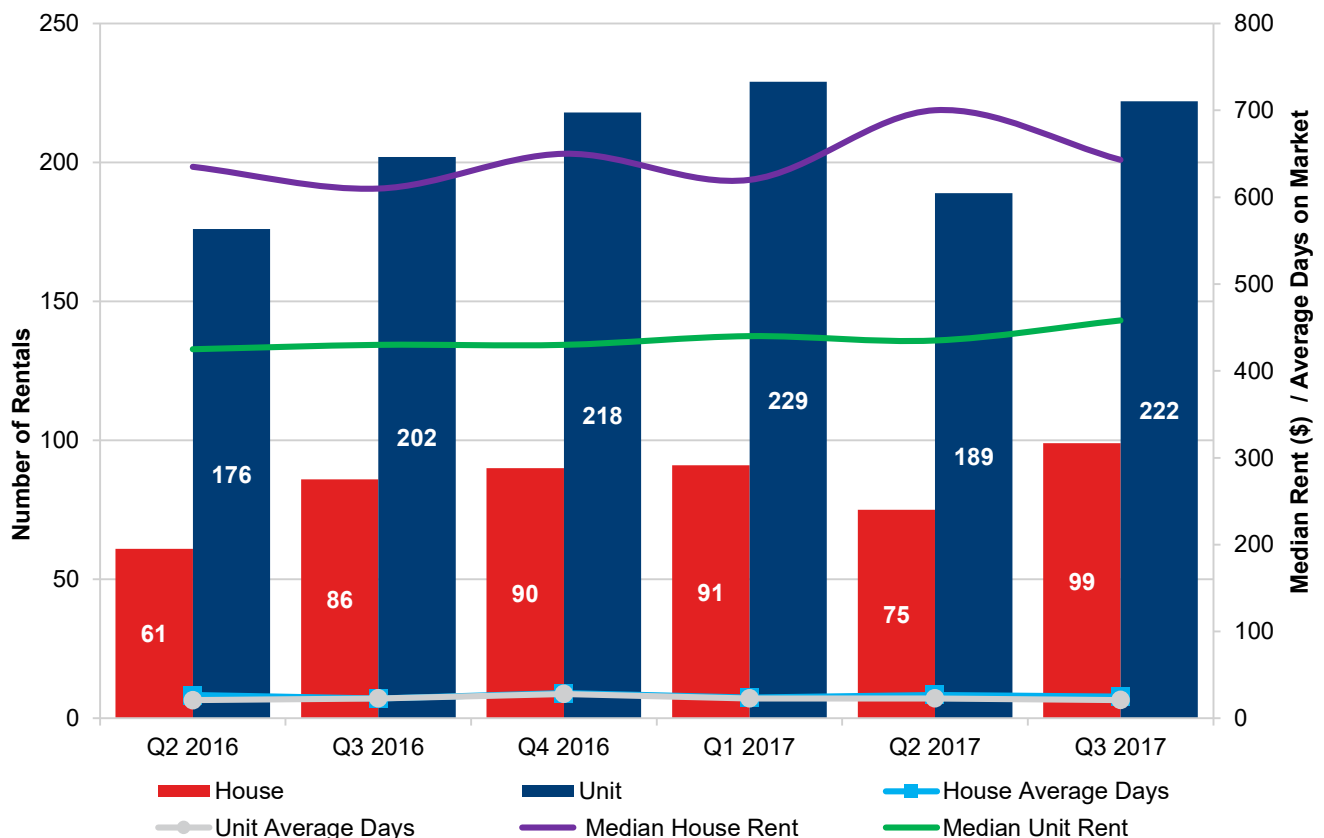
HOUSE KEY FACTS Q3 2017

Median Rent Price: \$643 per week
Suburb Rental Yield: 2.5%
Average Days on Market: 25
Bedroom Breakdown:
2 Bed: 12%, 3 Bed: 45%, 4+ Bed: 43%

UNITS KEY FACTS Q3 2017

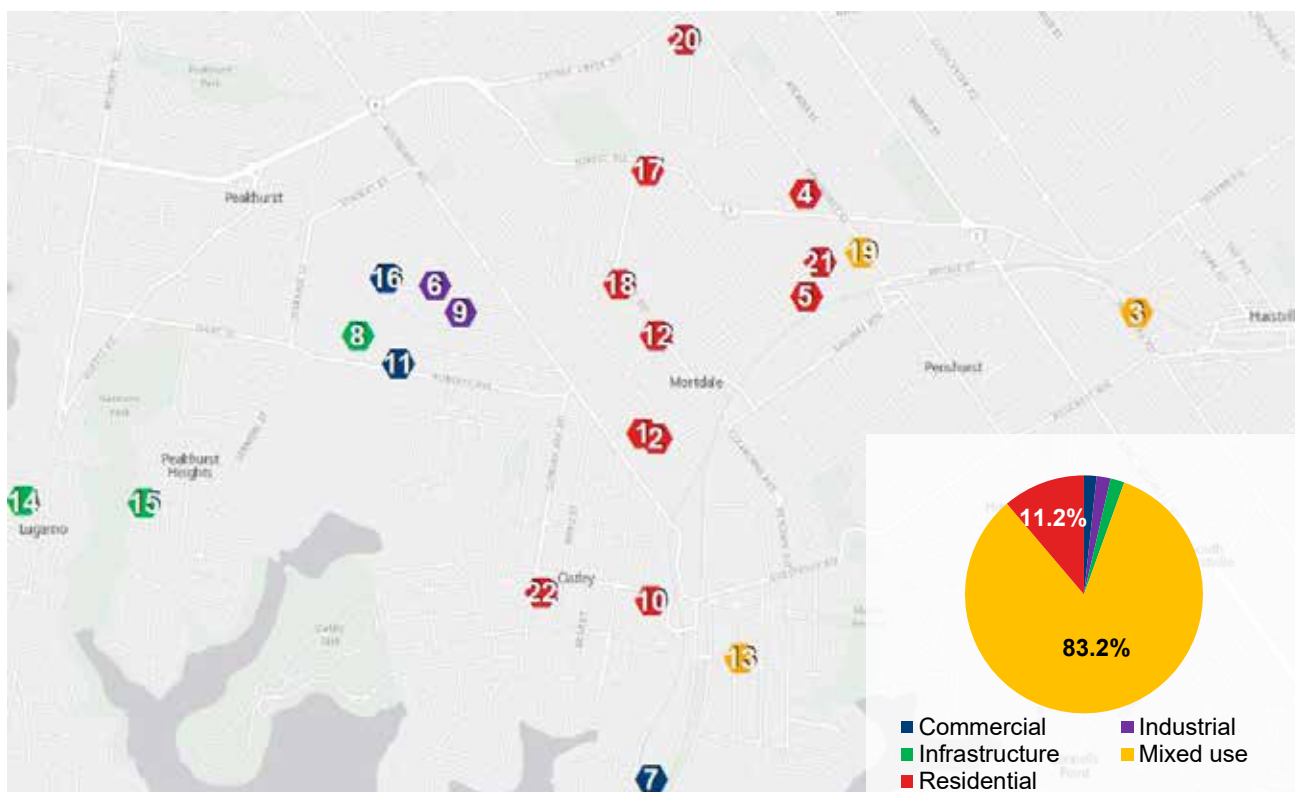
Median Rent Price: \$458 per week
Suburb Rental Yield: 3.6%
Average Days on Market: 21
Bedroom Breakdown:
1 Bed: 3%, 2 Bed: 62%, 3+ Bed: 35%

MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*Oatley market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Mortdale, Oatley, Hurstville Grove, Penshurst, Lugarno, Peakhurst Heights.
Source: APM Pricerfinder, realestate.com.au, SQM Research.

PROJECT DEVELOPMENT MAP 2016 - 2017*



Location	Project*	Estimated Value**	Commence Date^	Completion Date^
1	Macquarie Place Apartments (12 Apartments)	\$2,100,000	14/03/2016	27/01/2017
2	Macquarie Place Units (10 Units)	\$2,182,000	21/03/2016	27/01/2017
3	Wondora Rd Mixed Use Developments (383 Units)	\$121,392,000	01/04/2016	31/12/2018
4	Rostrov St & Forest Rd Units (17 Units)	\$2,500,000	01/06/2016	21/07/2017
5	Austral St Units (12 Units)	\$2,200,000	01/07/2016	26/05/2017
6	Barry Avenue Industrial Building	\$2,700,000	25/07/2016	29/06/2017
7	Ark Health Care Oatley	\$2,301,000	01/08/2016	31/05/2017
8	Community Recycling Centre	\$390,000	12/12/2016	01/02/2017
9	Barry Avenue Warehouse	\$225,000	05/01/2017	07/04/2017
10	Waratah St Townhouses (3 Townhouses)	\$960,000	01/05/2017	30/11/2017
11	Roberts Avenue Fill Remediation Works	\$240,000	04/05/2017	04/08/2017
12	Morst Road Dwellings (3 Dwellings)	\$675,000	27/07/2017	25/11/2017
13	Letitia St Mixed-Development (3 Units)	\$913,000	17/08/2017	13/01/2018
14	Chivers Hill Shopping Centre	\$431,000	21/08/2017	21/11/2017
15	Gannons Park – Stage 1	\$2,082,000	21/08/2017	12/01/2018
16	Barry Avenue Vehicle Body Repair Workshop	\$100,000	27/09/2017	27/03/2018
17	Forest Road Townhouses (2 Townhouses)	\$1,668,000	17/10/2017	08/12/2018
18	Morst Rd Dwellings (4 Dwellings)	\$900,000	18/10/2017	30/03/2018
19	Penshurst St Mixed Use Development (12 Units)	\$5,263,000	06/11/2017	25/01/2019
20	Nicholson St Townhouses and Villa (2 Townhouses)	\$950,000	13/11/2017	16/04/2018
21	Austral St Units (11 Units)	\$2,200,000	13/11/2017	30/11/2018
22	Gungah Bay Rd Townhouses & Villa (2 Townhouses)	\$900,000	15/11/2017	22/06/2018

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

**Estimated value is the value of construction costs, it does not reflect the project's sale/commercial value. Commencement and completion date quoted is an approximate only, as provided by the relevant data authority.

*Source: Cordell Database, BatchGeo, Department of Planning and Environment NSW, Georges River Council, Hurstville 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

**James Walters, Principal
PRDnationwide Oatley**

24 Oatley Avenue
Oatley NSW 2223
Australia

T +61 2 9579 6522
M +61 417 455 875
E jwalters@prdnationwide.com.au
www.prd.com.au/oatley

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