



# Kogarah

Property Factsheet  
2nd Half 2017





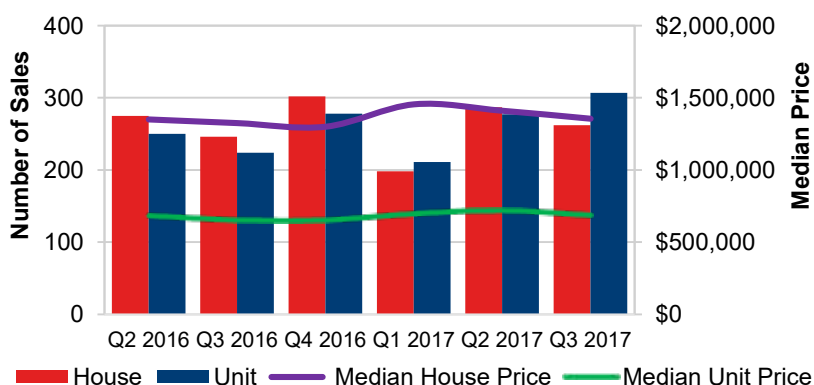
## MARKET CONDITIONS

The Kogarah\* property market witnessed a record-setting median house price of \$1,458,500 and \$683,900 for units in Q3 2017, resulting in exceptional double digit annual growth figures of 12.8% and 10.3% respectively. In comparison, houses in the Georges River Council area grew by 2.3% to \$1,355,000 and units by 5.1% to \$686,000. Kogarah\* proves itself to be a premium market when compared to wider LGA, both in terms of selling price and capital growth. Kogarah\* has the infrastructure and proximity to Sydney CBD, fit for commercial activities looking to shift away from high commercial costs of Sydney CBD. This has stimulated the local property market, without any signs of slowing down. Thus now is the perfect time to enter the market.

Average days to sell in Kogarah\* have improved over the past 12 months, decreasing to 39 for houses and 45 for units in Q1 2017. A strong trend has emerged for house vendor discounting, pivoting from -1.1% to 3.2% over the past 12 months to Q3 2017, indicating that buyers are offering above the first list asking price. Units continue to prove to be in high demand, consistently achieving a higher final sale price than advertised over the past five quarters.

The rental market is also extremely attractive to investors, with median house rental prices increasing by 10.0% over the past 12 months to Q3 2017, to \$660 per week. Units have also increased, by 3.1% to \$495 per week. Vacancy rates is at a low at 1.2% in October 2017, especially when compared to Sydney's 1.9%. Astute investors are benefitting from a rental yield of 2.4% for houses and 3.2% for units.

## GEORGES RIVER COUNCIL GROWTH



## OVERVIEW

Kogarah is a suburb of southern Sydney, approx. 14km from the CBD. It has a mixture of residential, commercial, and light industrial areas. Kogarah features all types of residential from low density detached houses to medium density flats and high density high-rise apartments.

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. \$187.6M\*\* of new projects commencing and/or completing in 2017. Mixed use project account for the majority 70.4%) followed by residential (17.5%). It is clear that there is a focus in increasing stock, balanced with commercial activity to stimulate local job creation and economic growth.

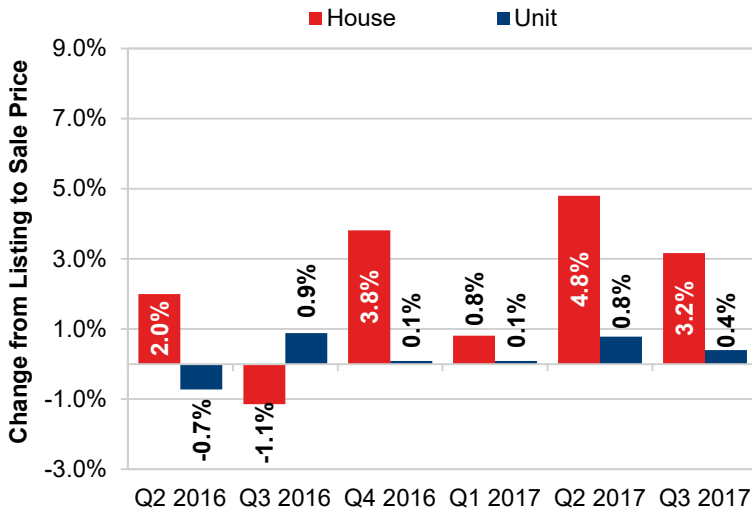
A key mixed-use development is the Kogarah RSL Club Mixed Development – Veridian (\$83.0M\*\*). This will construct two 11 storey buildings and add a total of 220 units to the Kogarah\* market. This will be accompanied by retail and commercial opportunities such as the RSL Club.

There are 2 key commercial projects: the Endeavour Nursing Home Kogarah and Homewood Care Facility, both of which will bring a new unique demographic to Kogarah and create local jobs. This will have a positive effect on the property market – both in the short and long term.

Overall Kogarah\* plans to add 423 units and 16 townhouses between 2<sup>nd</sup> half 2016 and 2017, spread over 5 mixed-use and 5 residential developments.

\*Kogarah figures encapsulate aggregate market conditions for suburbs: Kogarah, Rockdale, Carlton, Beverley Park, Bexley, Monterey, Kogarah Bay.  
 \*\*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: Cordell Database., RealEstate.com.au, APM Pricerfinder.

## AVERAGE VENDOR DISCOUNT



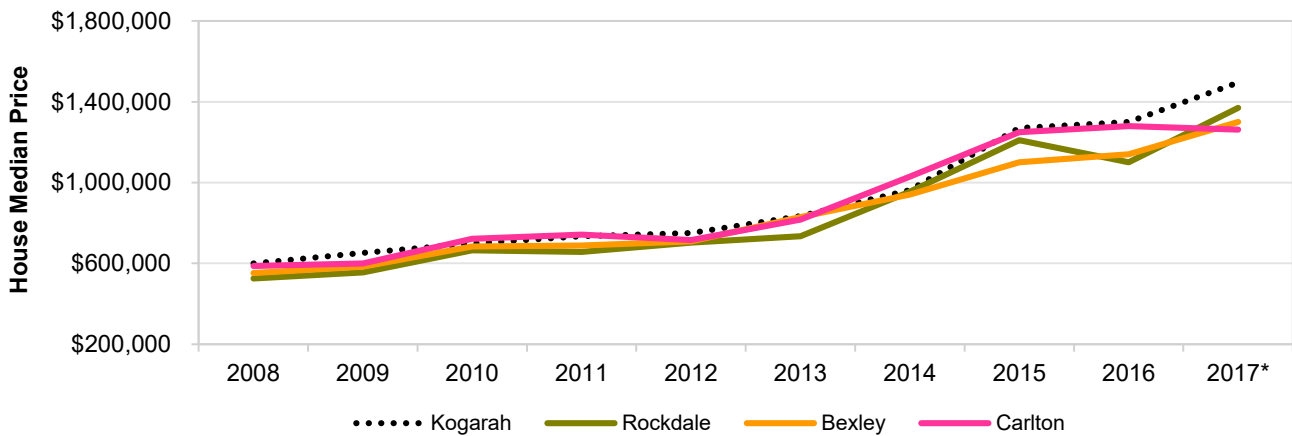
### AVERAGE VENDOR DISCOUNT

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.

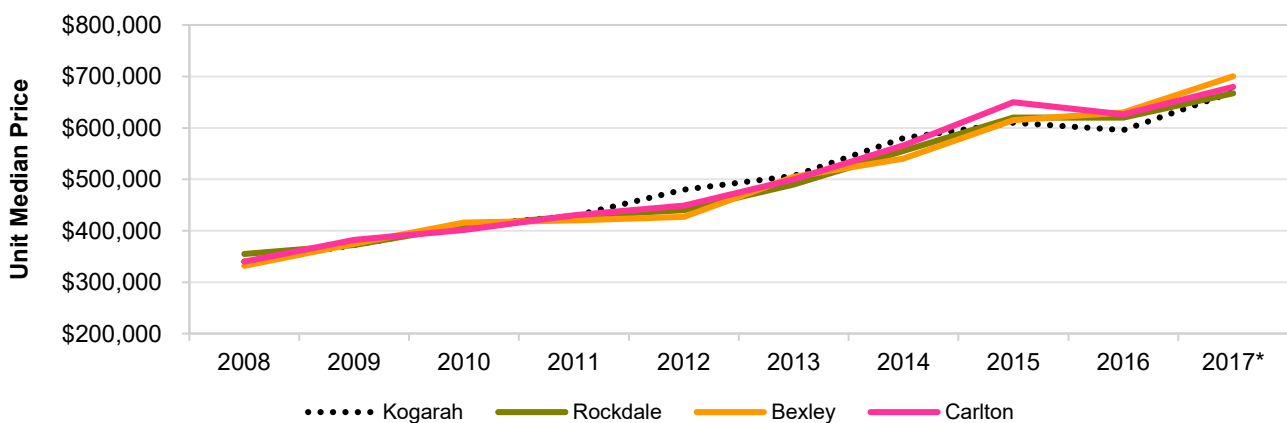
### MARKET COMPARISON TABLE

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

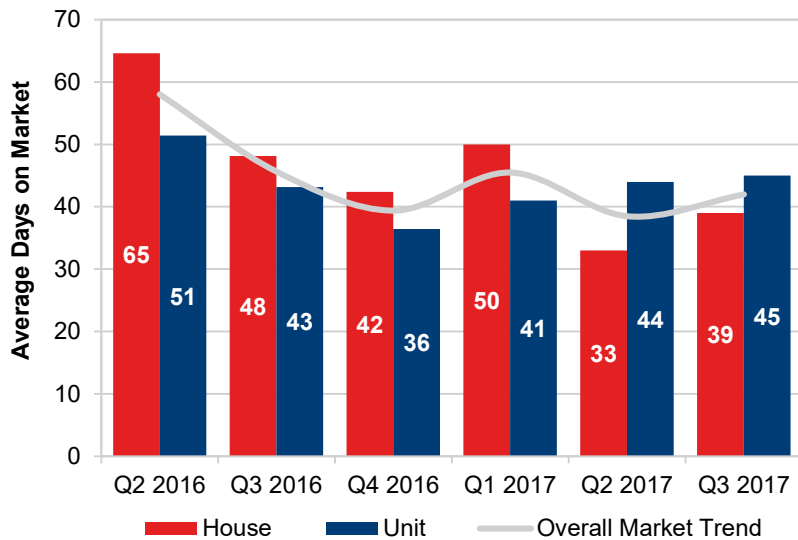


## UNIT MARKET COMPARISON



\*Disclaimer: 2017 data encapsulates up to and inclusive of Q3 2017 only, quoted data represents both settled transaction (i.e. government data) and agents' advice..  
Source: APM Pricerfinder, Realestate.com.au, Real Estate Institute of Australia.

## AVERAGE DAYS ON MARKET\*\*



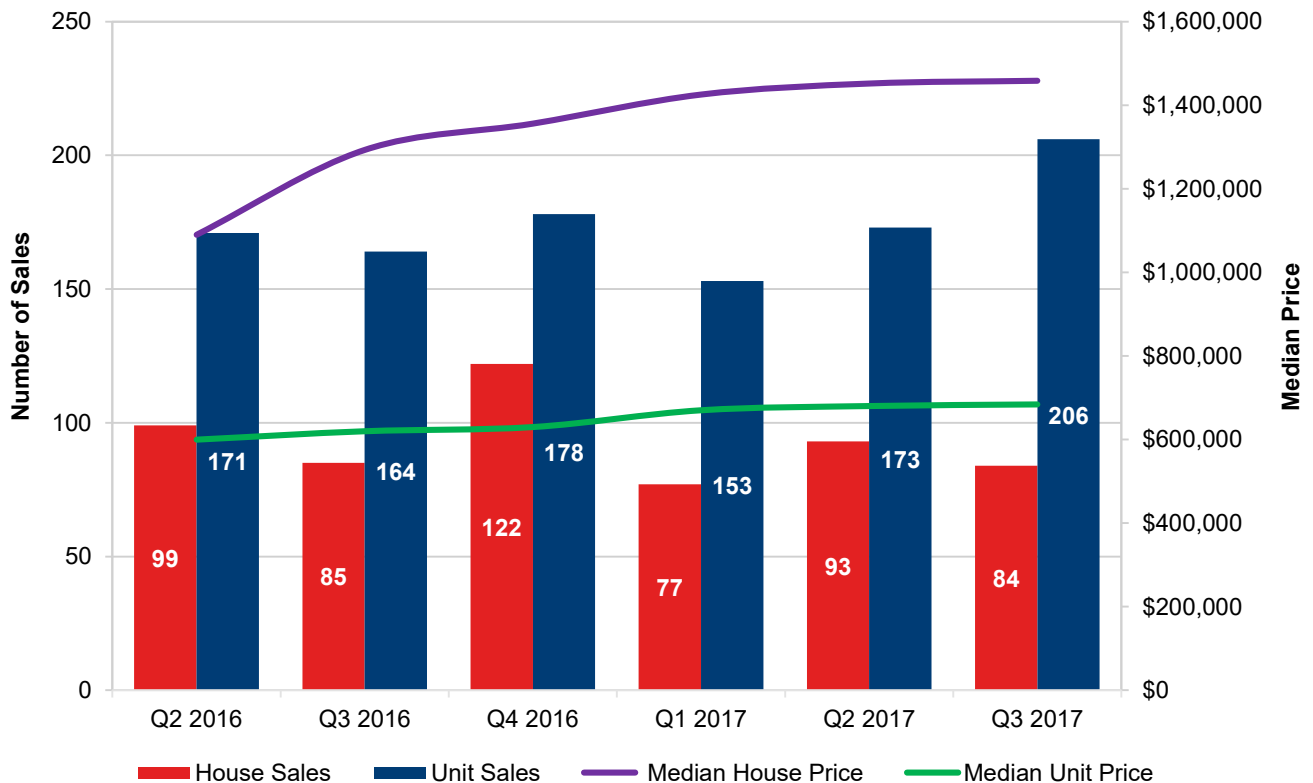
### HOUSE KEY FACTS Q3 2017

Median Sale Price: \$1,458,500  
 Annual Growth: 12.8%\*  
 Average Days on Market: 39  
 % Change between First Listed Price and Sold Price: 3.2%

### UNITS KEY FACTS Q3 2017

Median Sale Price: \$683,900  
 Annual Growth: 10.3%\*  
 Average Days on Market: 45  
 % Change between First Listed Price and Sold Price: 0.4%

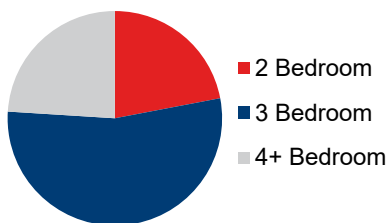
## SALES AND MEDIAN PRICE\*\*



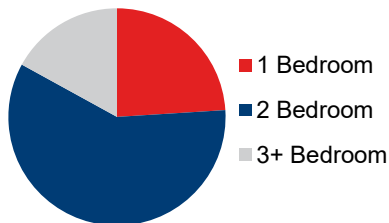
\*Annual growth represents price growth for property transactions between Q3 2016 to Q3 2017 (inclusive).  
 \*\*Kogarah market data and key indicators encapsulates aggregate property market conditions in the suburbs: Kogarah, Rockdale, Carlton, Beverley Park, Bexley, Monterey, Kogarah Bay.  
 Source: APM Pricefinder, Realestate.com.au, SQM Research.

## RENTAL MARKET ANALYSIS

### HOUSE



### UNIT



#### KEY COMMENTS

Interest in Kogarah\* and its surrounding suburbs is recorded at 1185 online visits per property, which is well above the NSW average of 852. Astute investors will find rental returns in Kogarah\* to be well worth the higher entry price, with median rents per week growing by 10.0% for houses and 3.1% for units. Vacancy rates in the Kogarah\* are a low level of 1.2% in October 2017, lower than the Sydney's 1.9%. This is indicative of the strong level of rental demand in the area.

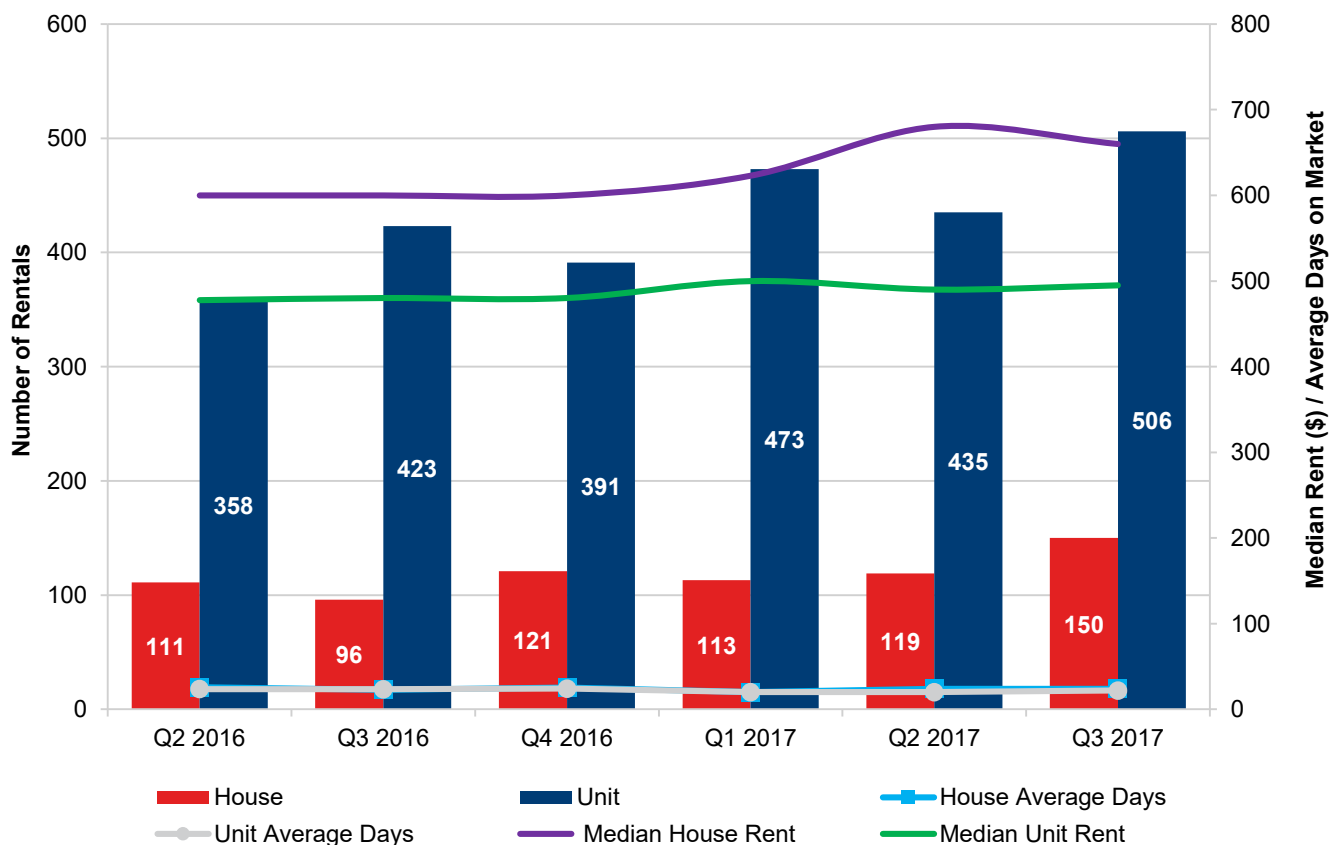
#### HOUSE KEY FACTS Q3 2017

Median Rent Price: \$660 per week  
Suburb Rental Yield: 2.4%  
Average Days on Market: 24  
Bedroom Breakdown:  
2 Bed: 22%, 3 Bed: 54%, 4+ Bed: 24%

#### UNITS KEY FACTS Q3 2017

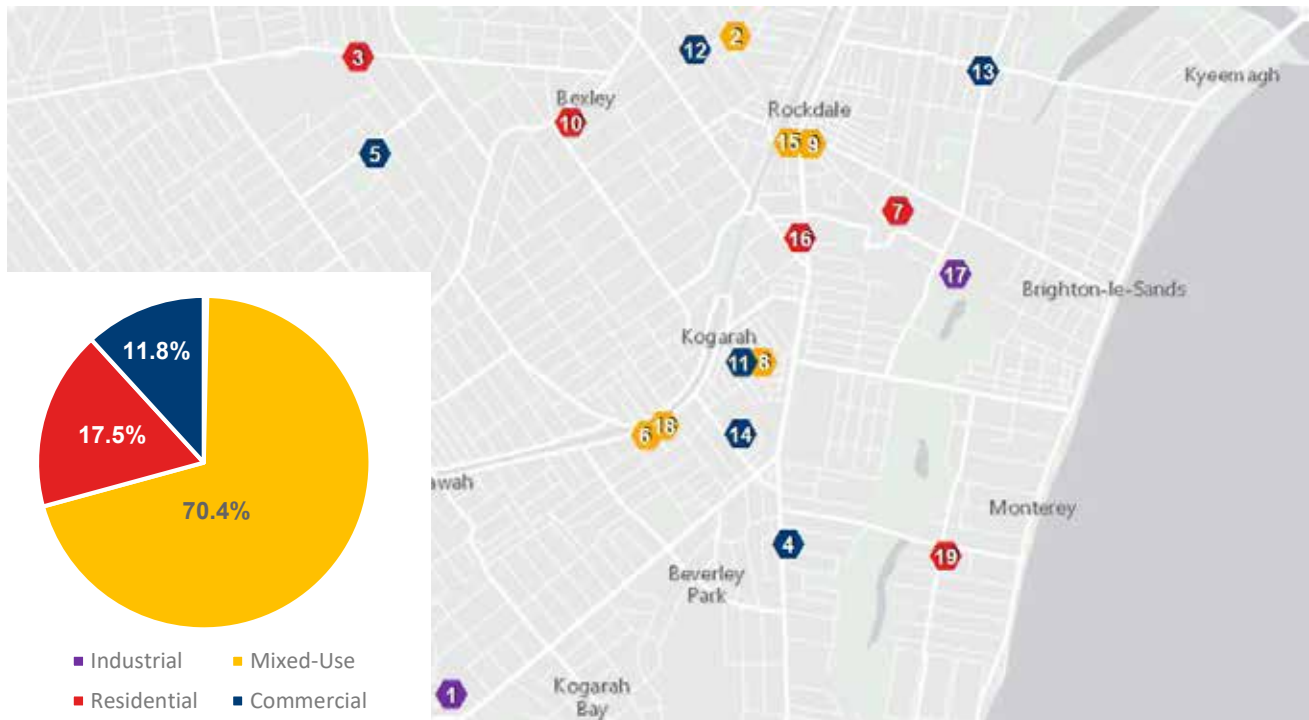
Median Rent Price: \$495 per week  
Suburb Rental Yield: 3.2%  
Average Days on Market: 22  
Bedroom Breakdown:  
1 Bed: 24%, 2 Bed: 59%, 3+ Bed: 17%

## 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 Pricefinder, Realestate.com.au, SQM Research.

# PROJECT DEVELOPMENT MAP 2<sup>nd</sup> HALF 2016-2017\*



Location	Project*	Type	Estimated Value**	Commence Date**	Completion Date**
1	Hunts marine Centre	Industrial	\$350,000	30/09/2017	27/07/2017
2	Clarence Rd Mixed Use Development (8 Units)	Mixed Use	\$2,167,000.00	17/10/2016	27/10/2017
3	Stoney Creek Rd Townhouses (4 Townhouses)	Residential	\$980,000.00	31/10/2016	25/08/2017
4	Endeavour Nursing Home Kogarah	Commercial	\$9,268,000.00	05/12/2016	24/11/2017
5	Homewood Care Facility	Commercial	\$7,149,000.00	01/06/2017	10/08/2018
6	Kogarah RSL Club Mixed Development – Veridian (220 Apartments)	Mixed Use	\$83,000,000.00	03/07/2017	25/10/2019
7	Garnett St & Aboukir St Apartments – Jade Gardens (58 Apartments)	Residential	\$18,362,000.00	03/07/2017	28/12/2018
8	Montgomery St Development Site (37 Units)	Mixed Use	\$9,600,000.00	04/07/2017	
9	Princes Hwy Shop Top Housing	Mixed Use	\$1,750,000.00	04/09/2017	26/01/2018
10	Forest Road Residential Development (6 Townhouses)	Residential	\$6,882,000.00	18/09/2017	21/06/2019
11	Montgomery St Commercial Building	Commercial	\$333,000.00	18/09/2017	22/12/2017
12	Frederick St Boarding House	Commercial	\$500,000.00	18/09/2017	26/01/2018
13	7-Eleven Service Station Rockdale	Commercial	\$887,000.00	26/09/2017	23/03/2018
14	St George Hospital Cancer Care Centre	Commercial	\$3,973,000.00	28/09/2017	31/12/2019
15	Princes Hw Mixed Development – Luminary Apartments (55 Units)	Mixed-Use	\$19,286,000.00	16/10/2017	08/02/2019
16	Princes Hwy Residential Development Site	Residential	\$5,000,000.00	17/10/2017	
17	Bermill St Light Industrial Warehouse	Industrial	\$276,000.00	06/11/2017	06/04/2018
18	Railway Parade Mixed Use Development (45 Apartments)	Mixed Use	\$16,295,000.00	20/11/2017	31/05/2019
19	Chuter Ave Townhouses (6 Townhouses)	Residential	\$1,515,000.00	27/11/2017	27/07/2018

\*Disclaimer: Project development map showcases a sample of scheduled for commencement and/or completion dates between July 2016 to end of 2017. It is a sample only due to accuracy of addresses provided by the data provider for geocoding purposes.

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



**Nick Reskakis**  
Sales Manager/Director

**Nikita Reskakis**  
Licensed Real Estate Agent

**PRDnationwide Kogarah**  
120 Railway Parade  
Kogarah NSW 2217  
Australia

T +61 2 9588 2977  
F +61 2 9588 2799  
M +61 414 223 372 (Nick)  
M +61 450 001 776 (Nikita)  
E [nick@prdkogarah.com.au](mailto:nick@prdkogarah.com.au)  
E [nikita@prdkogarah.com.au](mailto:nikita@prdkogarah.com.au)  
[PRD.com.au/Kogarah](http://PRD.com.au/Kogarah)

*Sell Smarter!*

Over 40 Years of Leading  
Property Industry Research



YOUR HOME OF  
**PROPERTY  
KNOWLEDGE**