



**Ramsgate Beach**  
Property Factsheet  
1st Half 2018





## MARKET CONDITIONS

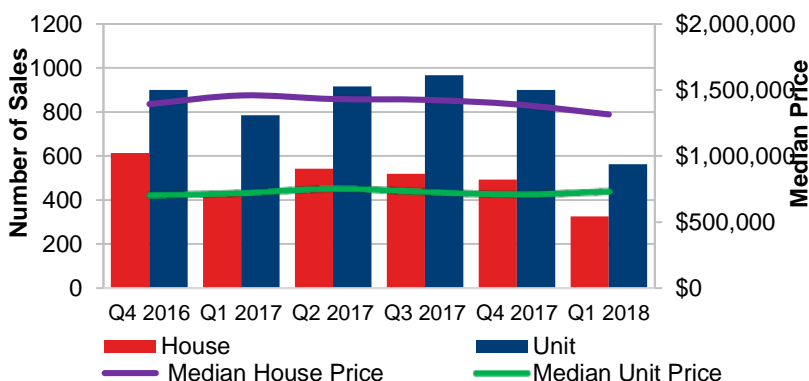
The Ramsgate Beach\* property market continues to show positive capital growth over the past 12 months to Q1 2018, with median house prices growing by 0.7% to \$1,595,500 and median unit prices growing at a stronger rate of 4.2% to \$755,500. Compared to the 2<sup>nd</sup> half 2017 Ramsgate Beach\* research report, positive growth in both median house and unit prices have softened (1.9% and 12.6% previously), indicating a return to more sustainable growth and increased affordability for first home buyers.

That said, Ramsgate Beach\* is still a premium market in terms of both entry price and capital growth in comparison to the combined Bayside and Georges River Council LGA, which recorded a median house price of \$1,315,000 (-9.8% growth) and a median unit price of \$730,955 (1.5% growth).

Average vendor discounting for houses remained in the seller's favour in Q1 2018 at 3.7%. The same can be said for units, with average vendor discount tightening to -0.9% over the past 12 months. Now is an ideal time for buyers and sellers to transact in Ramsgate Beach\* as buyers benefit from increased affordability (based on slower median price growth) whilst sellers achieve over (houses) or very near to (units) their first list asking prices.

The rental market in Ramsgate Beach\* continues to serve investors well, with weekly median rental prices increasing over the past 12 months to Q1 2018, by 2.3% to \$675 per week for houses and 2.0% to \$500 per week for units. Vacancy rates in Ramsgate Beach\* (1.5%) are low in comparison to Sydney Metro (2.6%) and have travelled downwards suggesting a healthier rental demand. Now is the perfect time for investors to enter the market and capitalise on increased median sale price affordability and a healthy investment market.

## BAYSIDE & GEORGES RIVER LGA GROWTH



## OVERVIEW

Ramsgate Beach is located approximately 16km from the Sydney CBD. It is mainly located in the Bayside Council and is part of the Georges River Council. According to the ABS Census 2016, 1,660 people live in Ramsgate Beach which is a 13.5% increase over the past 5 years. Meanwhile 156,058 people reside in the Bayside Council LGA.

CHANGE FROM LAST	YEAR	HALF YEAR
House Sales	↓	↓
House Median Price	↑	↓
House Rental Price	↑	↓
Unit Sales	↓	↓
Unit Median Price	↑	↑
Unit Rental Price	↑	↔

## FUTURE DEVELOPMENTS\*\*

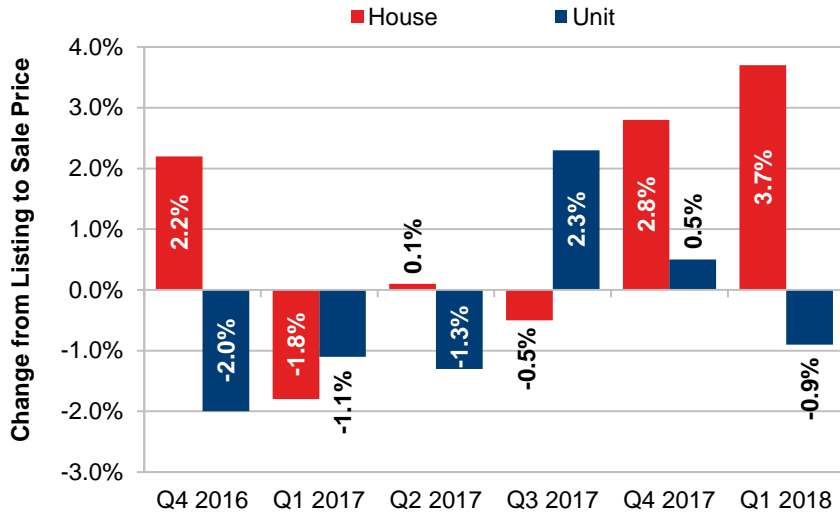
Ramsgate Beach\* is set to invest approximately \$38.1M of future developments in 1<sup>st</sup> half 2018, with a heavy focus on increasing residential stock levels. This will be in the form of one main mixed-use development project (58.1% of total future project value) and 5 residential projects (totaling 41.3% of total project value). This will not only answer the increasing population demand, it will also assist in furthering price affordability in the near future for first home buyers.

The main mixed-use development is the Rocky Point Rd Mixed Development, Palais Sans Souci, estimated at \$22.2M and due to commence construction in April 2018. This will add 95 apartments into the market, 3 ground floor retail and commercial tenancies over 472sq<sup>m</sup>.

A key residential project is the President Avenue Units in Monterey estimated at \$4.4M which will add 16 units to the market. This is followed by the Princes Highway Units in Kogarah estimated at \$4.0M and will add 16 units to the market. Both project are due to commence in March 2018.

\*Ramsgate Beach market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Ramsgate Beach, Kyeemagh, Kogarah, Sandringham, Monterey, and Sans Souci. \*\*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 dates are estimate only, as per relevant data authority. Source: APM Pricerfinder, realestate.com.au. © Copyright PRDnationwide 2018.

## AVERAGE VENDOR DISCOUNT



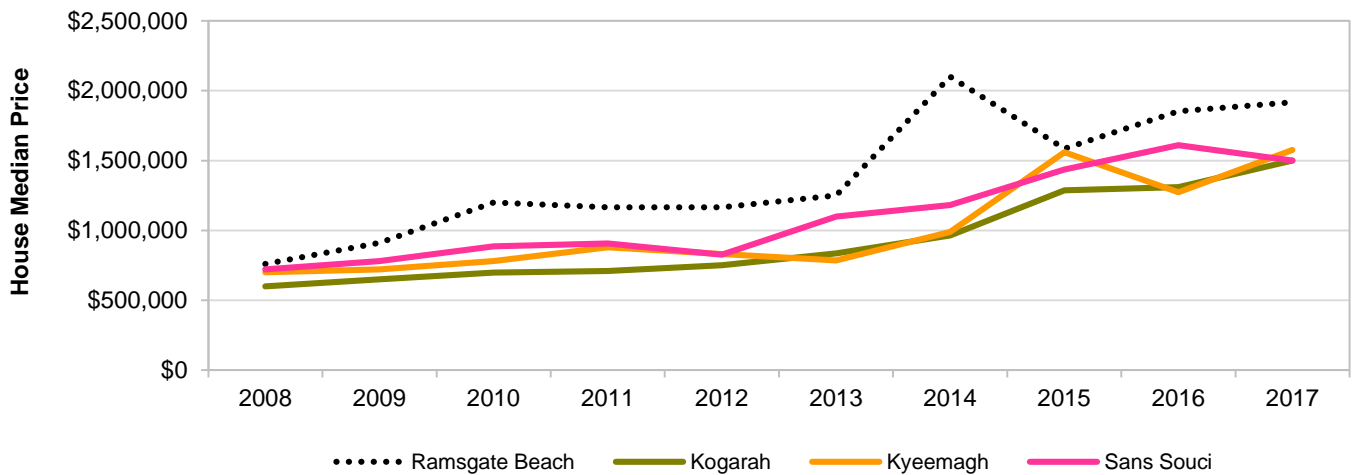
### AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first list price and final sold price. A lower percentage difference (closer to 0) suggests buyers are willing to purchase close to the first asking price of a property.

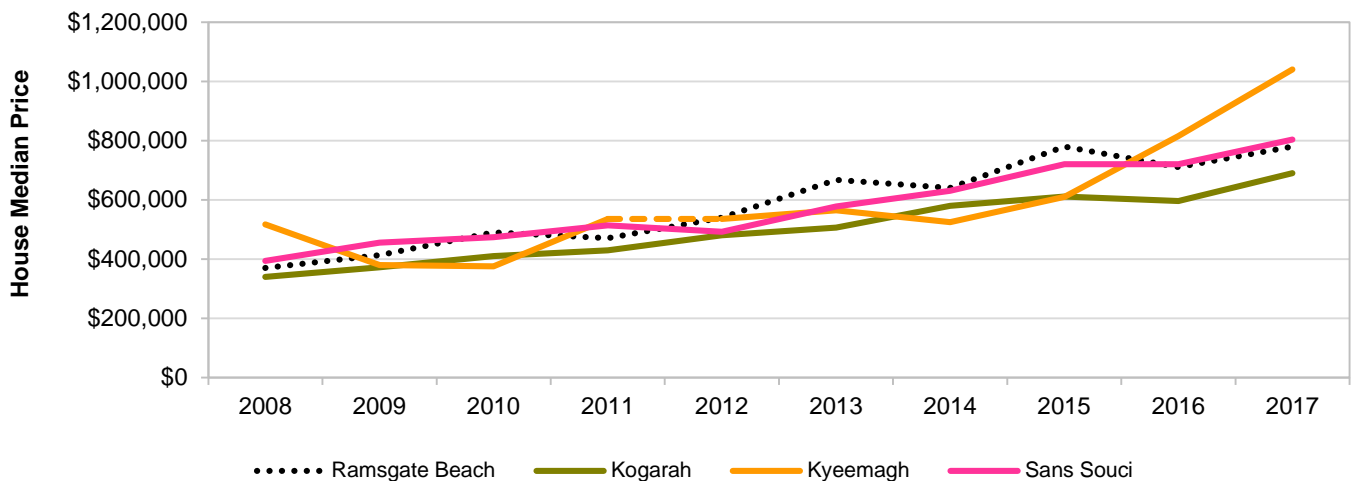
### MARKET COMPARISON GRAPH

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.

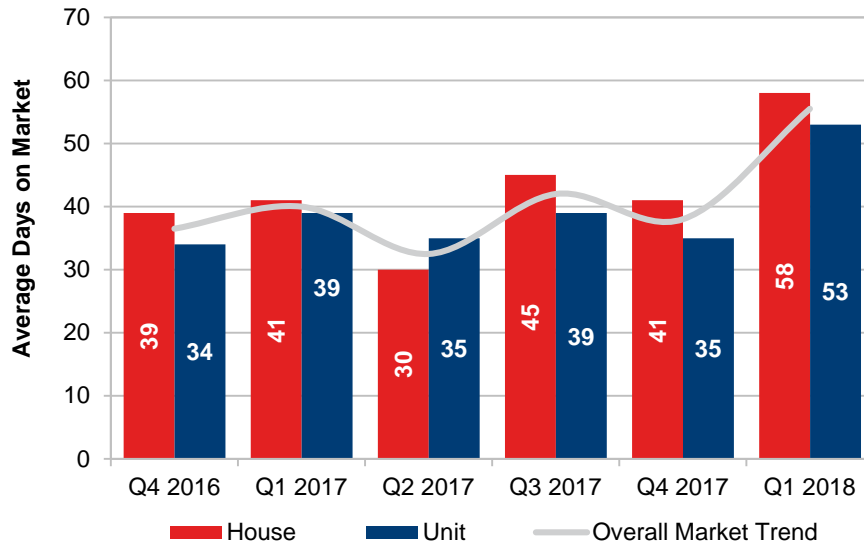
## HOUSE MARKET COMPARISON



## UNIT MARKET COMPARISON



## AVERAGE DAYS ON MARKET\*\*



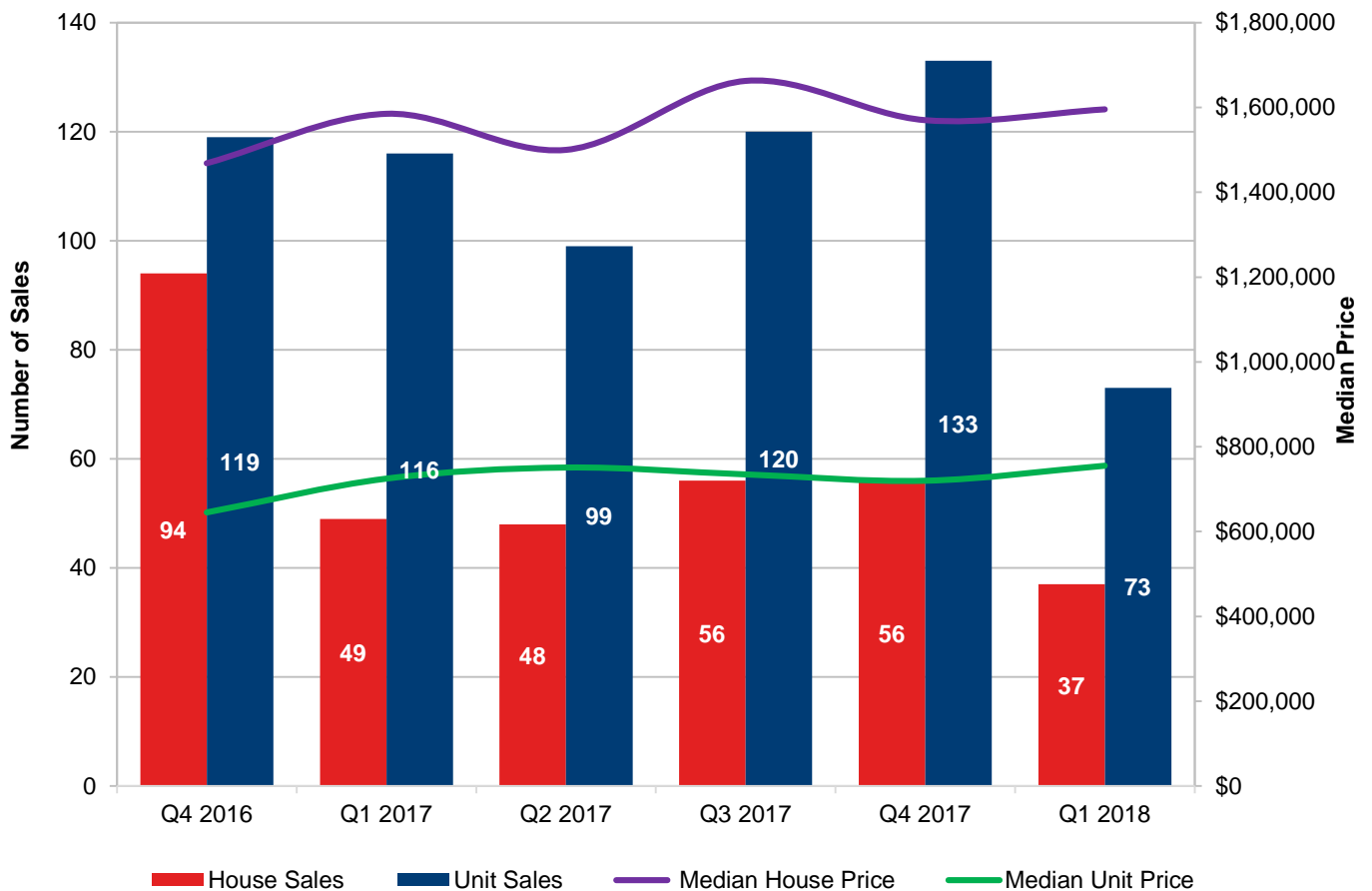
### HOUSE KEY FACTS Q1 2018

Median Sale Price: \$1,595,500  
 Annual Growth: 0.7%\*  
 Average Days on Market: 58  
 % Change between First Listed Price and Sold Price: 3.7%

### UNIT KEY FACTS Q1 2018

Median Sale Price: \$755,500  
 Annual Growth: 4.2%\*  
 Average Days on Market: 53  
 % Change between First Listed Price and Sold Price: -0.9%

## SALES AND MEDIAN PRICE\*\*



\*Annual growth represents price growth for property transactions between Q1 2017 to Q1 2018 (inclusive).

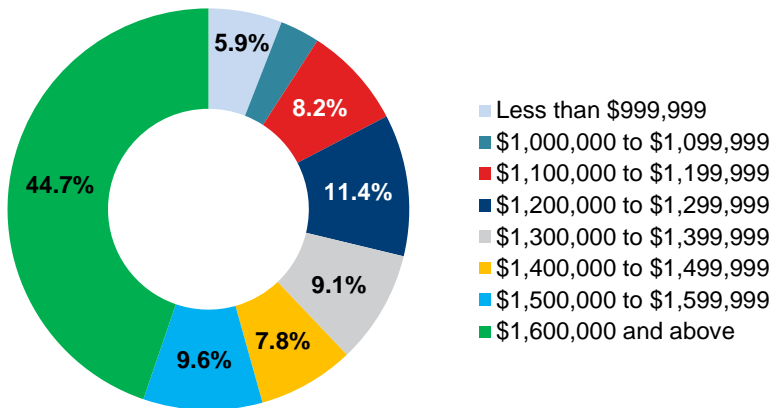
\*\*Ramsgate Beach market data and key indicators encapsulates aggregate property market conditions in the following suburbs Ramsgate Beach, Kyeemagh, Kogarah, Sandringham, Monterey, and Sans Souci.

Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

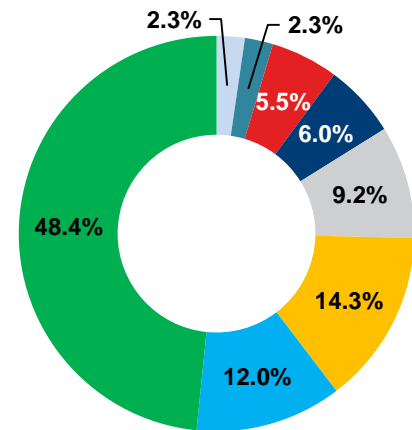


## SALES PRICE POINT COMPARATIVE ANALYSIS

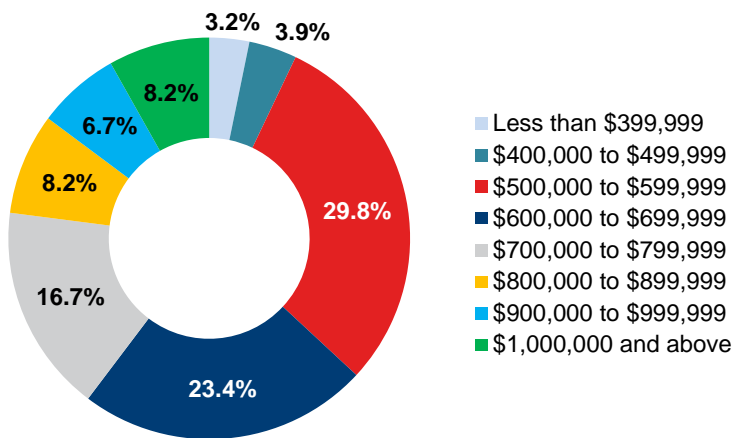
### HOUSE PRICE POINT 2016



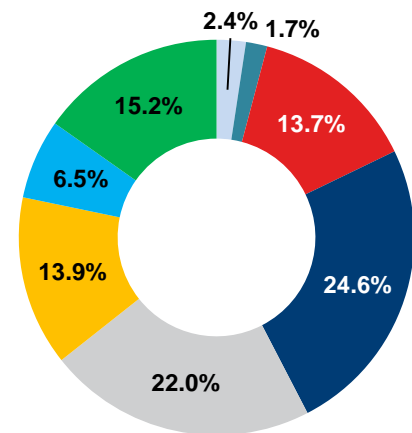
### HOUSE PRICE POINT 2017



### UNIT PRICE POINT 2016



### UNIT PRICE POINT 2017



#### KEY IMPLICATIONS - HOUSE

Ramsgate Beach\* remains a premium market with sales during 2017 occurring mostly in the \$1,600,000+ price bracket, a similar pattern to 2016. That said, the proportion has increased slightly from 44.7% to 48.4%, representative of the 0.7% increase in median house price.

The mid-priced market remains within the \$1,300,000 - \$1,599,999 price range, whereby the percentage of sales in individual price brackets has increased slightly. There is a significant decrease in the \$1,200,000 - \$1,299,999 price bracket almost halving from 11.4% in 2016 to 6.0% in 2017. First home buyers continue to be priced out of the market with affordable options on limited supply.

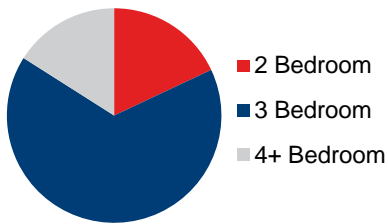
#### KEY IMPLICATIONS - UNIT

The Ramsgate Beach\* unit market has shifted towards a higher price bracket, with most of the 2017 sales (24.6%) falling within the \$600,000 - \$699,999 bracket. In comparison, sales in 2016 sat mostly (29.8%) within the \$500,000 - \$599,999 price bracket. This is in line with the 4.2% annual median price growth over the past 12 months.

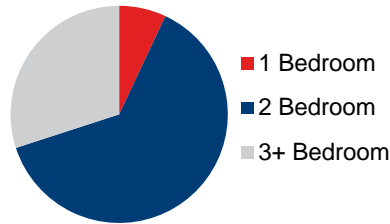
Interestingly, the \$1,000,000+ market almost doubled to 15.2% in 2017 (from 8.2% in 2016), suggesting that there is an appetite for high-end boutique stock. Meanwhile, those with a budget of under \$499,999 need to move fast to secure their property as available options have almost halved from 7.1% in 2016 to 4.1% in 2017.

## INVESTMENT ANALYSIS

### HOUSE



### UNIT



### HOUSE KEY FACTS Q1 2018

**Median Rent Price:** \$675 per week  
**Rental Yield:** 2.2%  
**Average Days on Market:** 18  
**Bedroom Breakdown:**  
 2 Bed: 18%, 3 Bed: 66%, 4+ Bed: 16%

### UNIT KEY FACTS Q1 2018

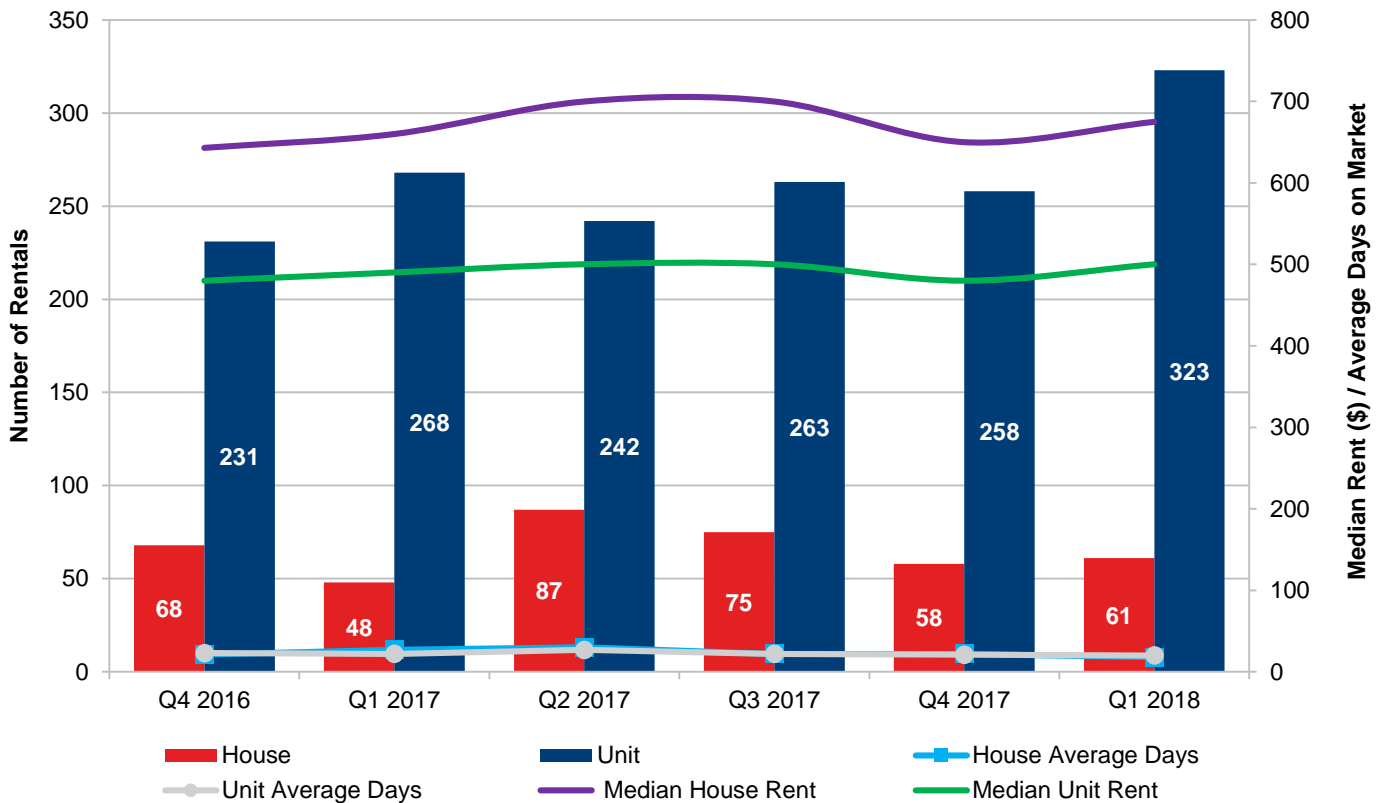
**Median Rent Price:** \$500 per week  
**Rental Yield:** 3.5%  
**Average Days on Market:** 20  
**Bedroom Breakdown:**  
 1 Bed: 7%, 2 Bed: 63%, 3+ Bed: 30%

### KEY COMMENTS

Interest in Ramsgate Beach\* is recorded at an average of 1,048 online visits per property, much higher than the NSW average of 861. The rental market in Ramsgate Beach\* is showing real investment growth, as not only did weekly median rental prices grow for both property types (by 2.3% for houses and 2.0% for units) the number of rented properties also increased, at 27.1% and 20.5% respectively. This is good news for those interested in investing in Ramsgate Beach\*, especially with concerns of rental oversupply in the Sydney Metro area.

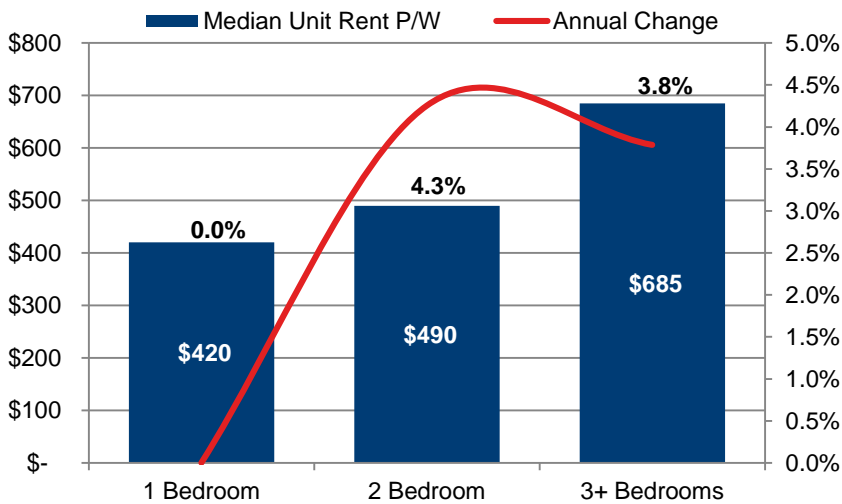


## MEDIAN RENT AND AVERAGE DAYS ON MARKET\*



\*Disclaimer: Ramsgate Beach market data and key indicators encapsulates aggregate property market conditions in the following suburbs Ramsgate Beach, Kyeemagh, Kogarah, Sandringham, Monterey, and Sans Souci.  
 Source: APM Pricerfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

## RENTAL PERFORMANCE 2017\*



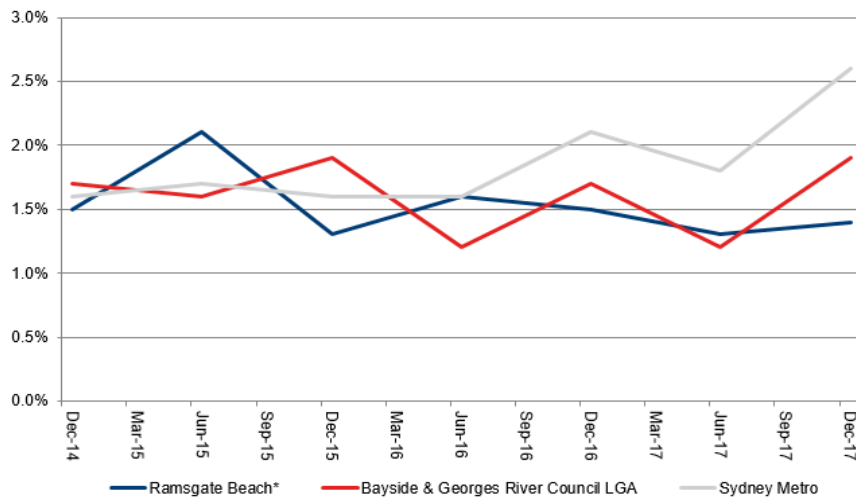
### KEY COMMENTS

2 bedroom houses provide the highest annual rental growth at 4.3%.

Vacancy rates in Ramsgate Beach\* were 1.4% in December 2017, showing a declining trend since December 2016. The combined Bayside and Georges River council area experienced an increasing trend to 1.9%. This is similar to Sydney Metro climbing up to 2.6% over the past 12 months.

Although rental yields in Ramsgate Beach\* are slightly lower in comparison, its rental market is at a healthier level of demand and trending in a more sustainable rate, creating a more conducive investment market.

## VACANCY RATES 2017



## RENTAL YIELD 2017

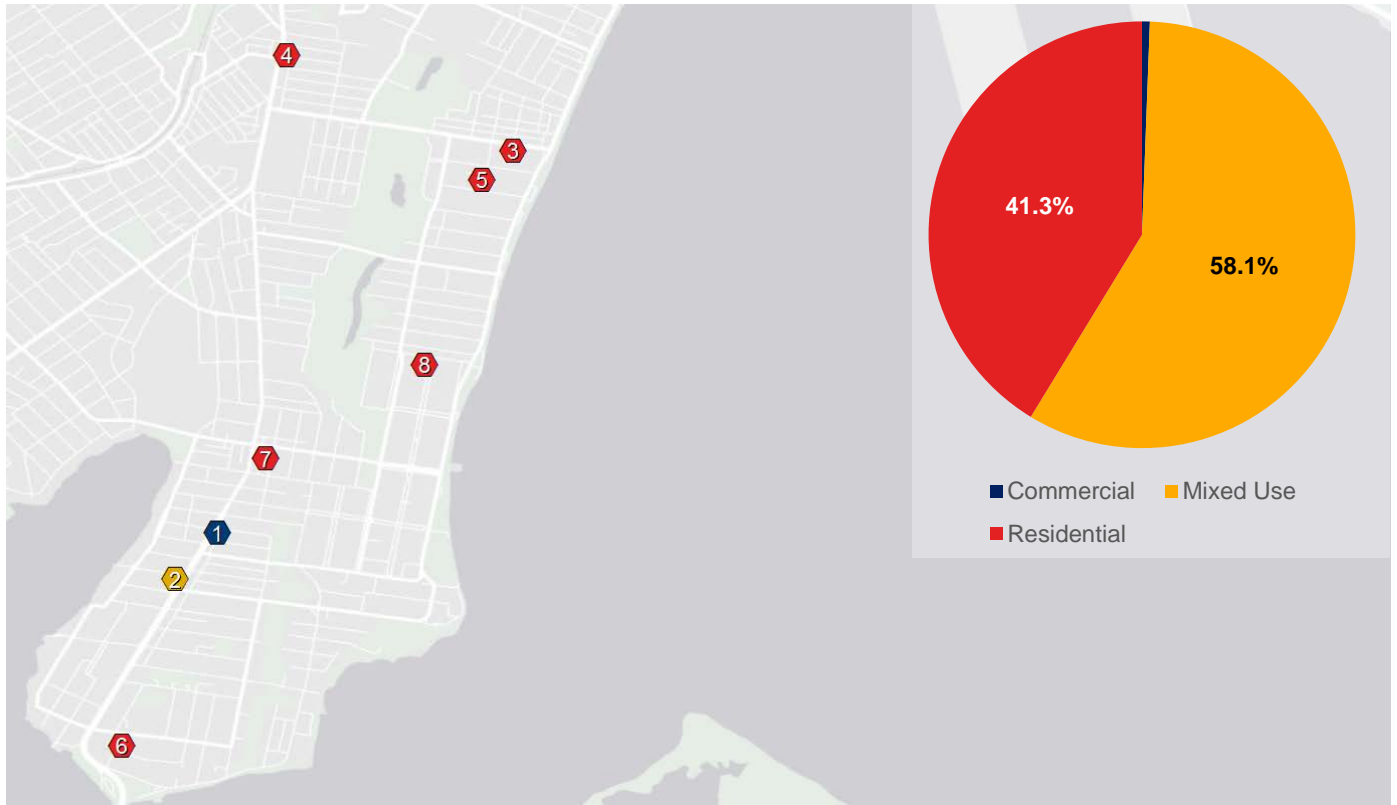
Suburb/Postcode/LGA	House Rental Yield	Unit Rental Yield
Ramsgate Beach*	2.2%	3.5%
Postcode 2217	2.2%	3.7%
Bayside & Georges River Council	2.7%	3.9%
Sydney Metro	2.9%	3.8%

## KEY HOUSING DEMOGRAPHICS

	Ramsgate Beach	Rockdale LGA	New South Wales
Median weekly household income	\$1,247	\$1,575	\$1,486
Median monthly mortgage repayments	\$2,167	\$2,167	\$1,986
Unemployed	3.9%	6.2%	6.3%
Professionals	18.9%	22.6%	23.6%
Owned outright	39.8%	30.7%	32.2%
Owned with mortgage	22.0%	28.9%	32.3%
Rented	34.7%	36.7%	31.8%

\*Rental performance graph represents aggregate unit median rent prices in the following suburbs: Ramsgate Beach, Kyeemagh, Kogarah, Sandringham, Monterey, and Sans Souci. Annual change is a comparison between 2016 and 2017 median rent figures. Source: APM Pricer, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

## PROJECT DEVELOPMENT MAP 1<sup>st</sup> HALF 2018\*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Rock Point Road Mixed Development	Commercial	\$226,000	01/06/2018
2	Rock Point Road Mixed Development – Palais Sans Souci (95 units)	Mixed Use	\$22,168,000	09/04/2018
3	President Avenue Units (16 units)	Residential	\$4,438,000	05/03/2018
4	Princes Highway Units (16 units)	Residential	\$4,051,000	13/03/2018
5	Cecil Street Apartments (9 units)	Residential	\$2,389,000	24/06/2018
6	Meriel Street Townhouses (8 dwellings)	Residential	\$1,746,000	06/02/2018
7	Campbell Street Townhouses (5 dwellings)	Residential	\$986,000	05/03/2018
8	Alfred Street Townhouses (6 dwellings)	Residential	\$2,130,000	30/04/2018

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

\*\*Projects refers to the top developments within the suburbs of Ramsgate Beach, Kyeemagh, Kogarah, Sandringham, Monterey, and Sans Souci.

\*\*\*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, PRDNationwide does not hold any liability to the exact date.

Source: Cordell Database, ESRI ArcGIS, Department of Planning and Environment NSW, Bayside City Council, Georges River City Council. © Copyright PRDNationwide 2018.



## 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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