



Ramsgate Beach
Property Factsheet
2nd Half 2018





MARKET CONDITIONS

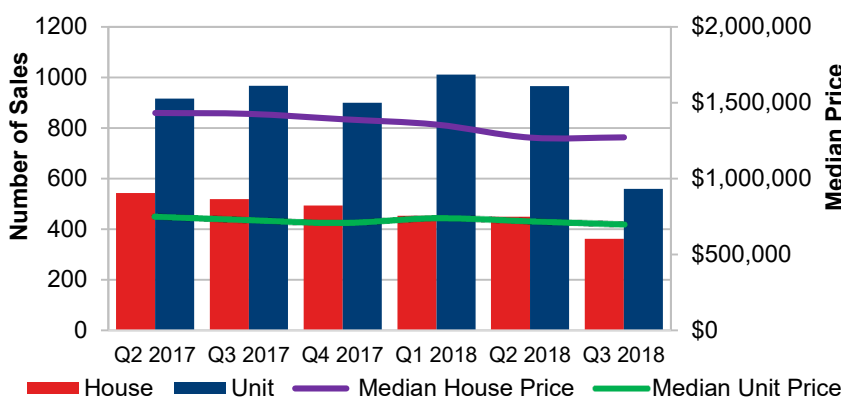
Ramsgate Beach* recorded a median house price of \$1,600,000 and \$750,000 for units in Q3 2018, representing an annual (Q3 2017-Q3 2018) price change of -3.8% and 2.0% respectively. Compared to the *Ramsgate Beach 1st half 2018 Research Factsheet*, which reported an annual (Q1 2017 – Q1 2018) price change of 0.7% (house) and 4.2% (units), properties in Ramsgate Beach* have become more affordable for buyers wanting to enter the market.

Annual (Q3 2017-Q3 2018) median prices also softened in the combined Bayside and Georges River Local Government Area (LGA), by -10.8% to \$1,271,500 for houses and by -3.8% to \$700,000 for units. Compared to the LGA, Ramsgate Beach* is still a more premium market – in regards to both the market entry price and median price growth resilience.

Average vendor discounting for houses have widened over the past 12 months, from -0.5% in Q3 2017 to -1.1% in Q3 2018. This suggests house sellers are more willing to negotiate lower than their first list asking price. Average vendor discount for units have swung from a seller's market in Q3 2017 (at 2.3%) to a buyer's market in Q3 2018 (-2.5%). These figures combined further confirm that now is an ideal time for first home buyers to enter the market.

Median rental price have fluctuated over the past 12 months to Q3 2018, decreasing by -2.9% to \$680 per week for houses and by -1.0% to \$495 per week for units. However given the increase in rental supply – by 12.0% for houses and 36.1% for units – there is a stable rental market overall. Further, the wider LGA recorded a rental yield of 2.8% (house) and 3.7% (units), comparable to that of Sydney Metro (2.7% and 3.7% respectively), confirming the area as an ideal alternative investment location outside of Sydney Metro.

BAYSIDE & GEORGES RIVER LGA GROWTH



OVERVIEW

Ramsgate Beach is a suburb located approx. 16kms south of Sydney, and is part of the St George area. According to ABS Census 2016 34.7% of occupied private dwellings in Ramsgate Beach were rented, higher than the New South Wales average of 31.8%. This is good news for investors looking to enter the market.

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 approx. \$217.3M of future developments in 2018, 91.5% of which is dedicated to mixed-use projects. This is a mutually beneficial strategy for Ramsgate Beach* to add its property stock whilst attracting increased levels of commercial activity in the area.

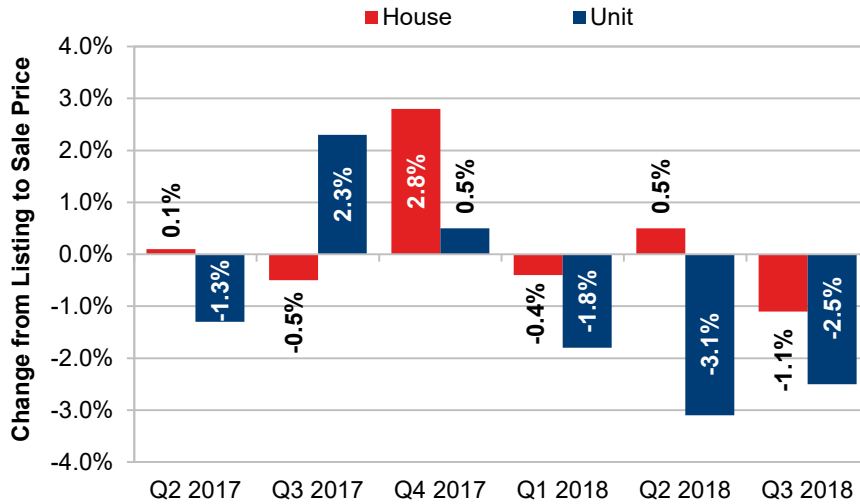
A total of 698 units/apartments and 36 townhouses are planned for Ramsgate Beach* in 2018, delivered through 6 mixed-use and 5 residential projects.

A key mixed-use project is the Darrell Lea Factory Site – Blocks B-G – Ramsgate Park – Stage 1 (\$153.2M). This delivers 513 apartments and 20 townhouses, as well as a childcare centre, communal gym, green rooftops, and retail space. Another key mixed-use project is Rocky Point Rd Mixed Development – Palais Sans Souci (\$22.2M), delivering 95 apartments and 472sqm of retail space.

Examples of residential projects include: Princes Highway Apartments (\$6.3M, 22 apartments), Meriel Street Townhouses (\$2.5M, 5 townhouses), Warialda Street Units (\$1.5M, 8 units), and Alfred Street Townhouses (\$2.1M, 6 townhouses).

*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.
Source: APM Pricerfinder, realestate.com.au. © Copyright PRDNationwide 2018.

AVERAGE VENDOR DISCOUNT



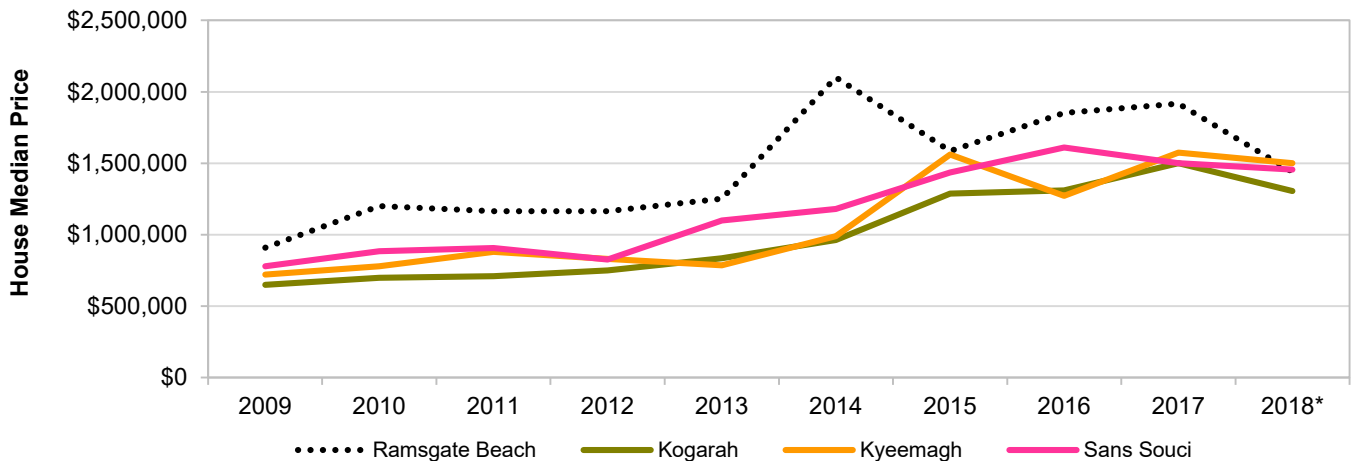
AVERAGE VENDOR DISCOUNT

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.

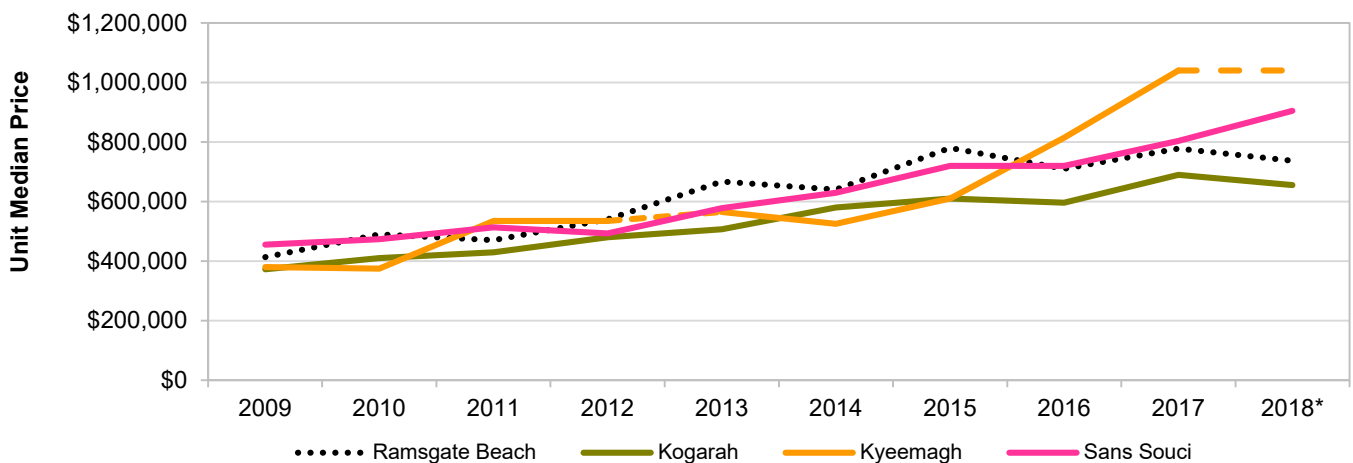
MARKET COMPARISON GRAPH

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

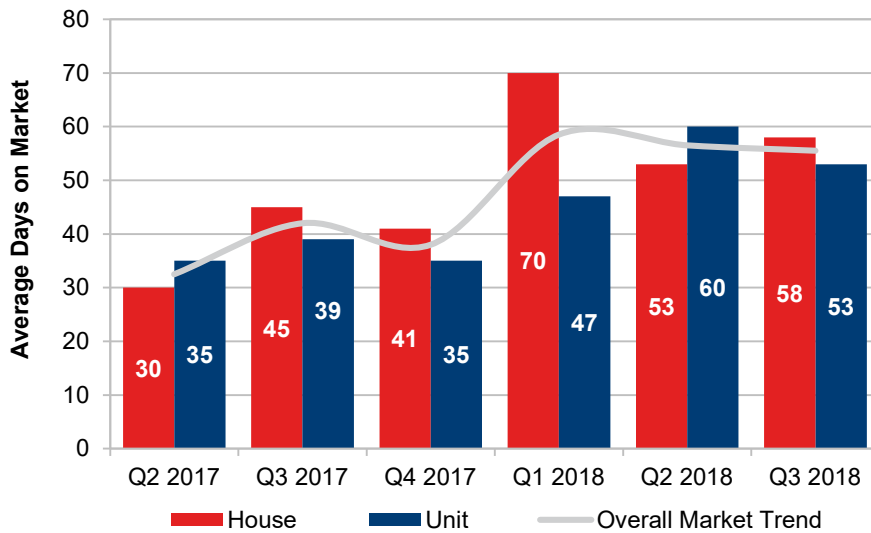


UNIT MARKET COMPARISON



*2018 data is representative of sales up to and inclusive of 30th September 2018, or end of Q3 2018.
Source: APM Pricefinder. © Copyright PRDNationwide 2018.

AVERAGE DAYS ON MARKET**



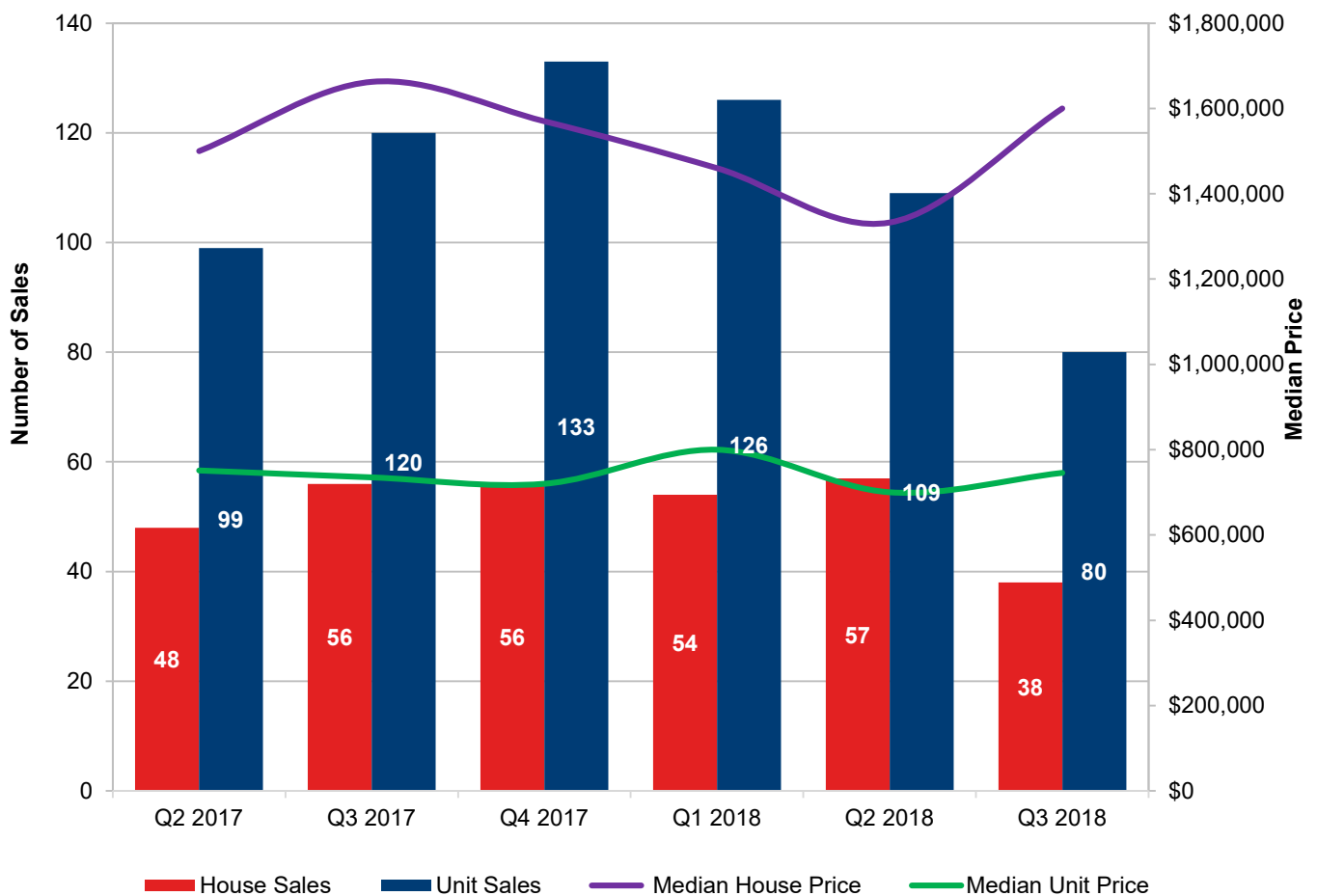
HOUSE KEY FACTS Q3 2018

Median Sale Price: \$1,600,000
 Annual Growth: -3.8%*
 Average Days on Market: 58
 % Change between First Listed Price and Sold Price: -1.1%

UNIT KEY FACTS Q3 2018

Median Sale Price: \$750,000
 Annual Growth: 2.0%*
 Average Days on Market: 53
 % Change between First Listed Price and Sold Price: -2.5%

SALES AND MEDIAN PRICE**



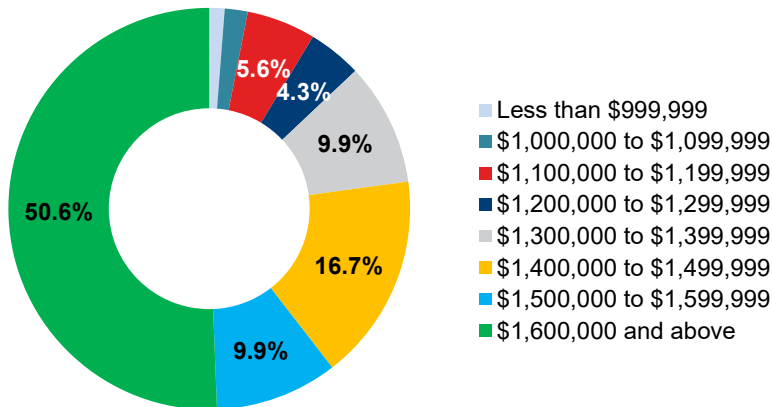
*Annual growth represents price growth for property transactions between Q3 2017 to Q3 2018 (inclusive).

**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.

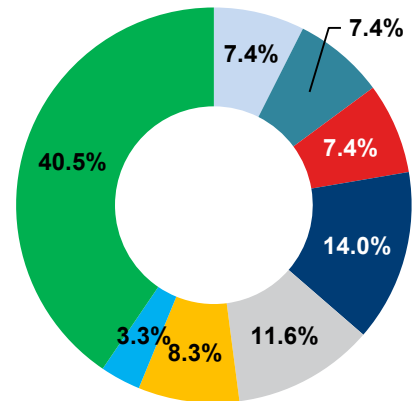
Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

SALES PRICE POINT COMPARATIVE ANALYSIS*

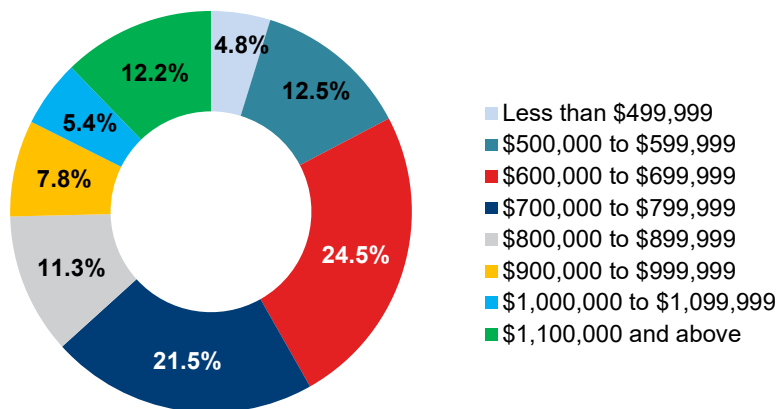
HOUSE PRICE POINT 2017



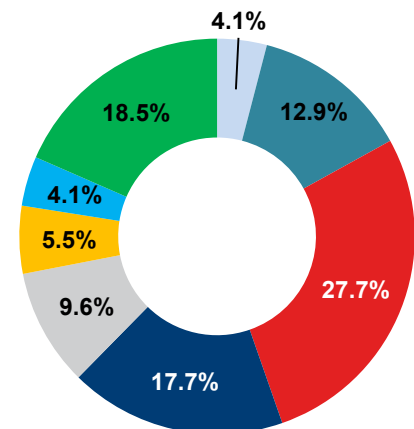
HOUSE PRICE POINT 2018



UNIT PRICE POINT 2017



UNIT PRICE POINT 2018



KEY IMPLICATIONS - HOUSE

The Ramsgate Beach* house market have remained a premium market over the past 12 months to Q3 2018, with most sales within the \$1.6M and above price point. That said the proportion of sales within this price bracket have declined from 50.6% in 2017 to 40.5% in 2018, in line with the reported -3.8% median house price growth between Q3 2017-Q3 2018.

There was a notable increase in the proportion of sales in the \$1.2-\$1.3M price bracket, from 4.3% in 2017 to 14.0% in 2018. Affordable options, priced under \$1.0M, have increased from 1.2% in 2017 to 7.4% in 2018. This creates more variability in options for different budgets.

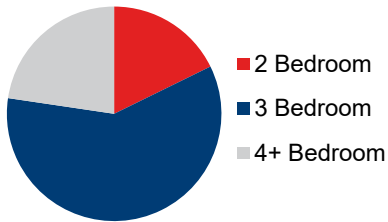
KEY IMPLICATIONS - UNIT

The Ramsgate Beach* unit market price point structure have remained relatively stable over the past 12 months to Q3 2018, with minor movements within each price bracket. \$600K-\$700K remained as the dominant price bracket in 2018, increasing from 24.5% to 27.7%.

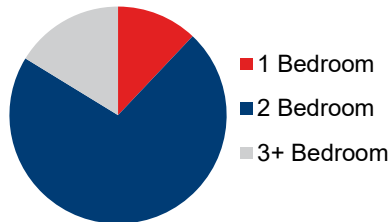
The premium market of \$1.1M and above units have strengthened, from 12.2% in 2017 to 18.5% in 2018. This is in line with the reported 2.0% median unit price growth between Q3 2017-Q3 2018. Availability of affordable units, priced under \$600K, have remained stable over the past 12 months to Q3 2018. Similar to the house market there are ample options for buyers with differing budgets.

INVESTMENT ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q3 2018

Median Rent Price: \$680 per week
Rental Yield: 2.2%
Average Days on Market: 22
Bedroom Breakdown:
 2 Bed: 18%, 3 Bed: 60%, 4+ Bed: 23%

UNIT KEY FACTS Q3 2018

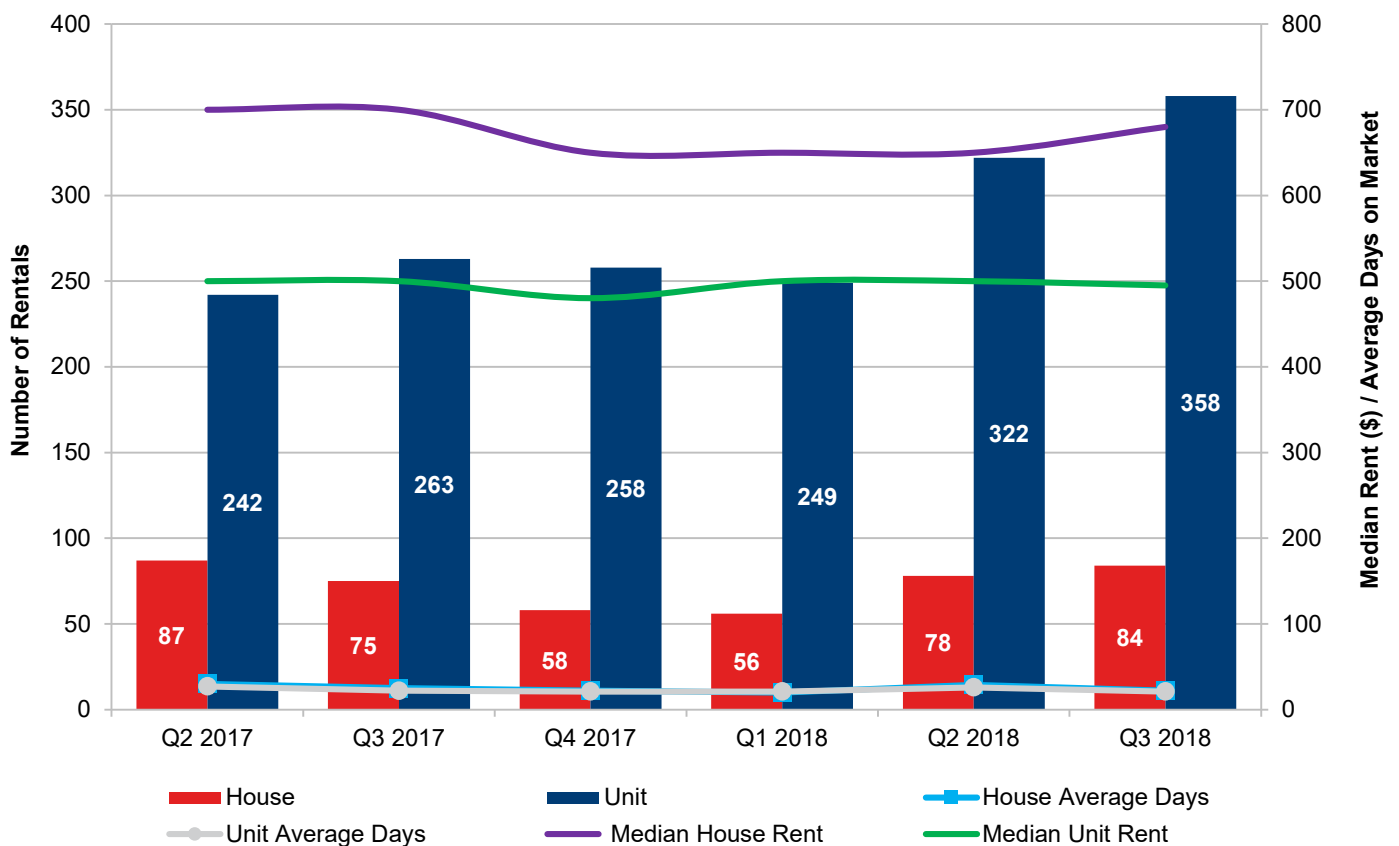
Median Rent Price: \$495 per week
Rental Yield: 3.5%
Average Days on Market: 21
Bedroom Breakdown:
 1 Bed: 12%, 2 Bed: 72%, 3+ Bed: 16%

KEY COMMENTS

Interest in Ramsgate Beach* is recorded at an average of 885 online visits per property, slightly higher than the New South Wales average of 832. The rental market in Ramsgate Beach* has grown exponentially over the past 12 months to Q3 2018. The number of houses rented grew by 12.0% and units grew by 36.1%. During this time the average day on market for a rental have declined, by -12.0% (house) and -4.5% (units), suggesting that despite an increase in rental supply it is absorbed quite quickly by the market. This is good news for investors as they can be assured of quick and high occupancy of their rental investment properties.

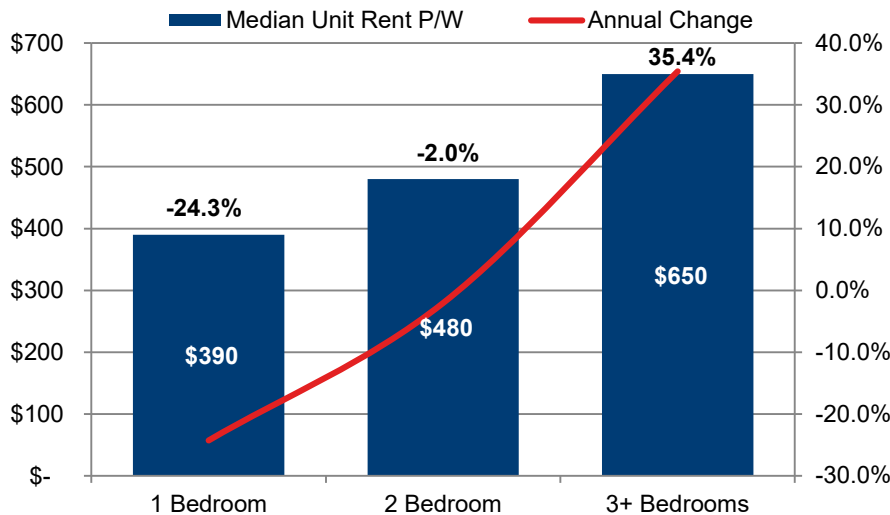


MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*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 2018*



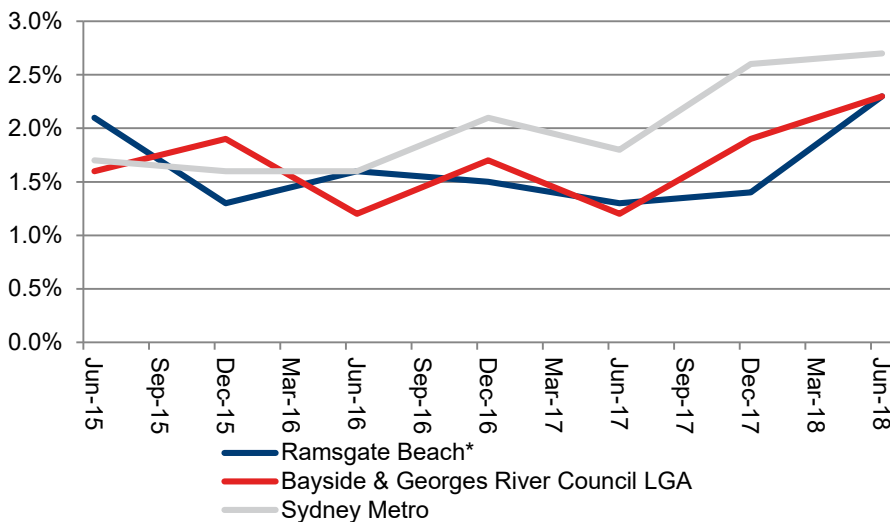
KEY COMMENTS

3+ bedroom units provide the highest annual rental growth, at 35.4%.

Vacancy rates in Ramsgate Beach* have increased over the past 12 months to June 2018, to 2.3%. That said this trend was also observed in the wider LGA area and Sydney Metro. Vacancy rates in Ramsgate Beach* was lower than Sydney Metro (2.7%), suggesting a healthier rental demand.

Rental yield in the wider Bayside and Georges River Council area is on par with the Sydney Metro area. With a lower median entry price point this makes the LGA an ideal investment alternative to Sydney Metro.

VACANCY RATES 2018



RENTAL YIELD 2018

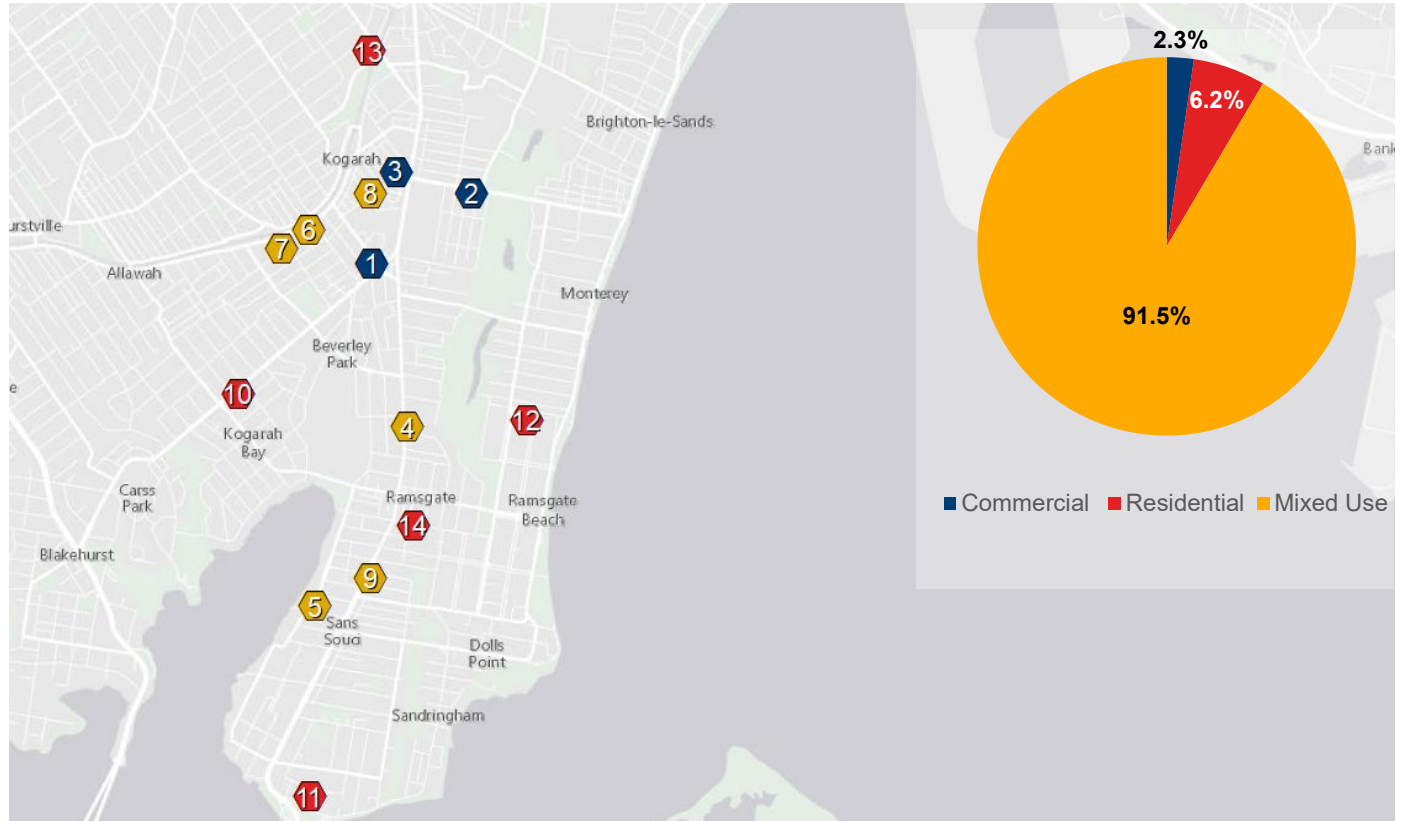
Suburb/Postcode/LGA	House Rental Yield	Unit Rental Yield
Ramsgate Beach*	2.2%	3.5%
Postcode 2217	2.5%	3.7%
Bayside & Georges River Council	2.8%	3.7%
Sydney Metro	2.7%	3.7%

KEY HOUSING DEMOGRAPHICS

	Ramsgate Beach	Rockdale LGA	New South Wales
Median weekly rent	\$440	\$460	\$380
Family Households	401	27,005	1,874,524
Single or lone person households	285	8,719	620,778
Worked full time	497	33,532	2,134,521
Worked part time	191	16,522	1,071,151
Occupied private dwellings	712	37,952	2,604,320
Unoccupied private dwellings	70	3,079	284,741

*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 2017 and 2018 median rent figures. Source: APM Pricerfinder, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

PROJECT DEVELOPMENT MAP 2nd HALF 2018*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Gray Street Boarding House	Commercial	\$4,342,000	19/12/2018
2	President Avenue Commercial Building	Commercial	\$454,000	03/11/2018
3	Railway Parade Commercial Building	Commercial	\$220,000	21/11/2018
4	Darrell Lea Factory Site - Blocks B-G - Ramsgate Park - Stage 1 (513 Apartments, 20 Townhouses)	Mixed-Use	\$153,180,000	28/03/2018
5	Rocky Point Rd Mixed Development - Palais Sans Souci (95 Apartments)	Mixed-Use	\$22,168,000	19/11/2018
6	Railway Parade Mixed Use Development (45 Apartments)	Mixed-Use	\$16,295,000	15/01/2018
7	Kogarah RSL Club Mixed Development	Mixed-Use	\$4,513,000	19/12/2018
8	Derby St Mixed Development (15 Apartments)	Mixed-Use	\$2,400,000	19/05/2018
9	Rocky Point Rd Mixed Development (1 Unit)	Mixed-Use	\$226,000	01/06/2018
10	Princes Highway Apartments (22 Apartments)	Residential	\$6,334,000	22/12/2018
11	Meriel Street Townhouses (5 Townhouses)	Residential	\$2,535,000	21/10/2018
12	Alfred St Townhouses (6 Townhouses)	Residential	\$2,130,000	17/01/2018
13	Warialda St Units (8 Units)	Residential	\$1,540,000	07/05/2018
14	Campbell St Townhouses (5 Townhouses)	Residential	\$986,000	05/03/2018

*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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