



Panania

Postcodes 2211 – 2212 -2313 – 2214

Property Factsheet
2nd Half 2018





MARKET CONDITIONS

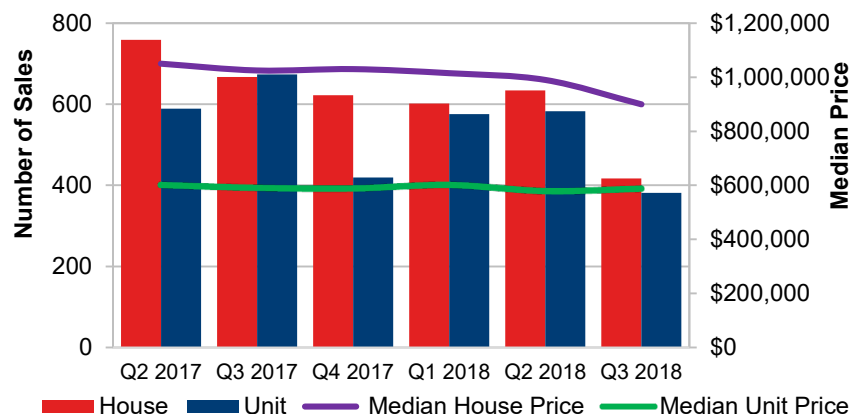
Panania* recorded a median house price of \$1,025,000 and \$750,000 for units in Q3 2018, representing an annual (Q3 2017-Q3 2018) price change of -1.2% and -1.6% respectively. Compared to the *Panania 1st half 2018 Research Factsheet*, which reported an annual (Q1 2017 – Q1 2018) price change of 3.8% (house) and 2.1% (units), properties in Panania* have become more affordable. Now is an ideal time for first home buyers to enter the market.

Annual (Q3 2017-Q3 2018) median prices have softened in the Canterbury – Bankstown Local Government Area (LGA), by -12.2% to \$900,000 for houses and by -0.4% to \$587,500 for units. Compared to the LGA, houses in Panania* attracts premium pricing and have proven to be more resilient in terms of median prices, offering owners and investors higher capital growth. Panania's* unit market remains a premium compared to the LGA, attracting higher prices.

Average vendor discounting for houses have widened over the past 12 months, from -0.8% in Q3 2017 to -4.5% 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 0.5%) to a buyer's market in Q3 2018 (-4.1%). Buyers can take advantage of increased affordability whilst sellers can minimize their risks in terms of capital growth.

The Panania* rental market continues to serve investors well, particularly those who have invested in houses. Median house rental price increased by 9.4% over the past 12 months to Q3 2018, currently at \$580 per week. At the same time house rental supply increased by 33.1%, suggesting real rental returns and not a median rental price spike due to scarcity of rental supply.

CANTERBURY-BANKSTOWN COUNCIL GROWTH



OVERVIEW

Panania is part of the South-Western Sydney region, located approx. 23kms from the Sydney CBD. According to ABS Census 2016 only 5.6% of private dwellings were unoccupied, lower than the New South Wales average of 9.9%. Further, the number of private dwellings grew by 5.3% during this time, signalling a healthy rental market for investment.

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

FUTURE DEVELOPMENTS**

Panania* is set to invest approx. \$587.3M of future development in the 2nd half of 2018, 49.7% of which will be dedicated to mixed-use projects. This is a mutually beneficial strategy for Panania* to add property stock whilst attracting increased levels of commercial activity in the area.

A total of 23 townhouses, 490 dwellings, and 972 units/apartments are planned for the 2nd half 2018; to be delivered through 5 mixed-use and 6 residential projects.

A key mixed-use project is the Kitchener Parade Mixed Development – Bankstown RSL Site (\$215.4M). This project will deliver 512 residential apartments, a retail podium with 11 tenancies (3016sqm), an internal child-care centre (571sqm), and a health services facility centre (684sqm).

A key residential project is the Riverlands East Hills Golf Course (\$40.0M), due to deliver 490 dwellings in to the market.

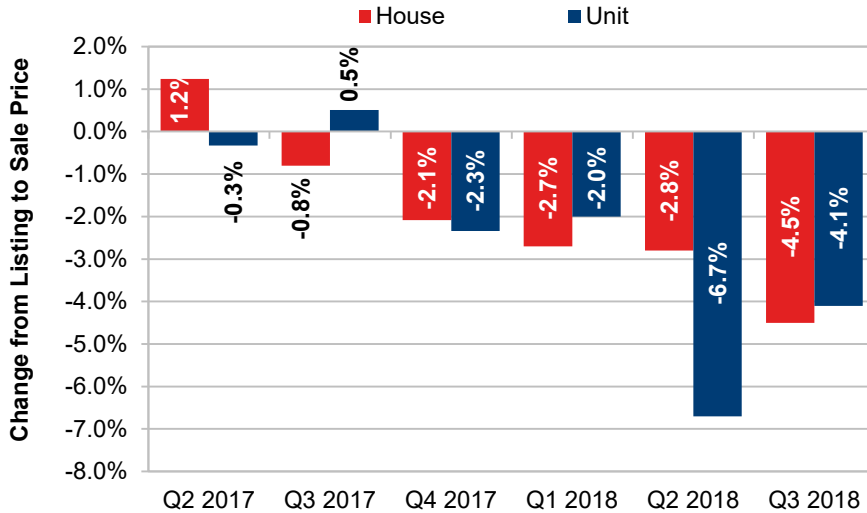
Notable projects planned for the 2nd half of 2018 to stimulate economic growth include the Roselands Shopping Centre (\$50.0M) and the Sydney Metro City & Southwest Station and Corridor (\$80.0M).

*Panania market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Panania, East Hill, Padstow, Picnic Point, Revesby, & Milterra.

**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



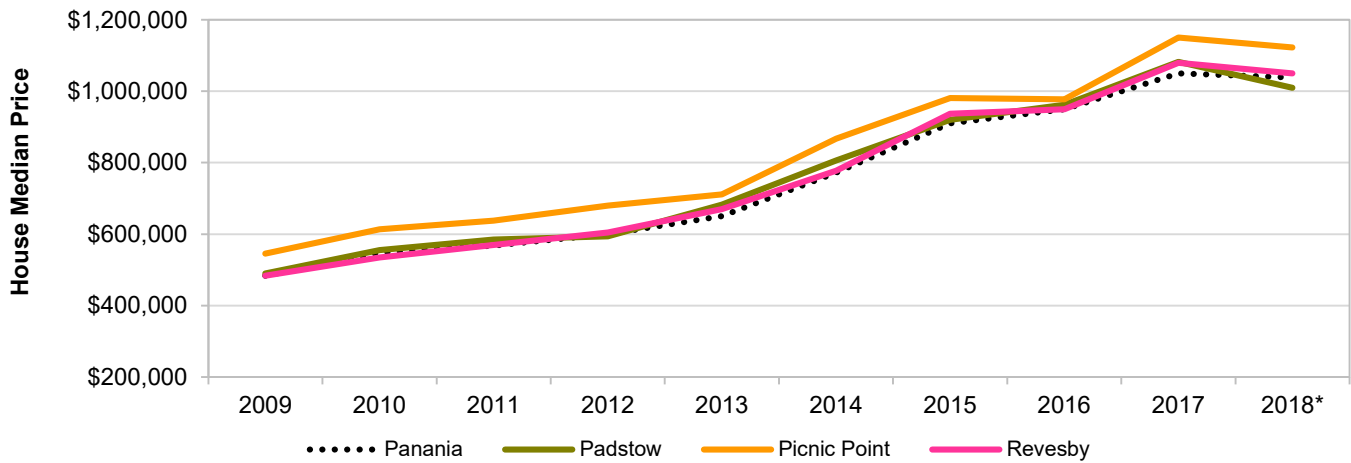
AVERAGE VENDOR DISCOUNT

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.

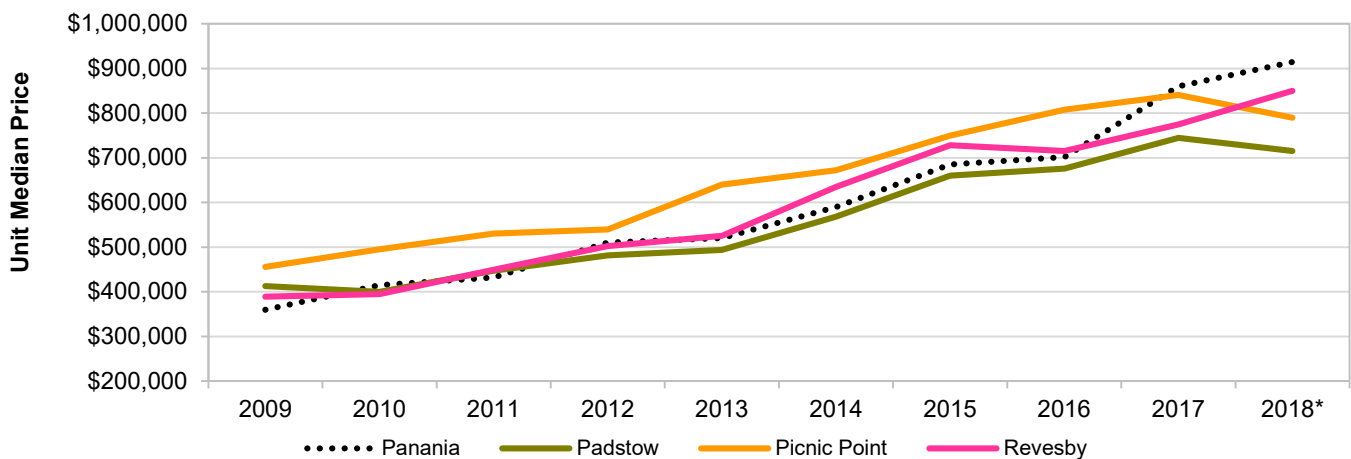
MARKET COMPARISON GRAPH

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

HOUSE MARKET COMPARISON

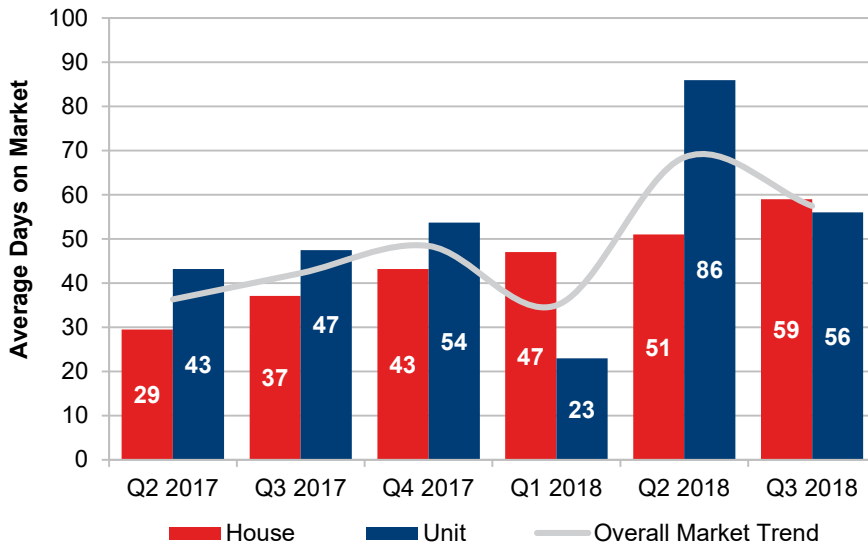


UNIT MARKET COMPARISON



*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**



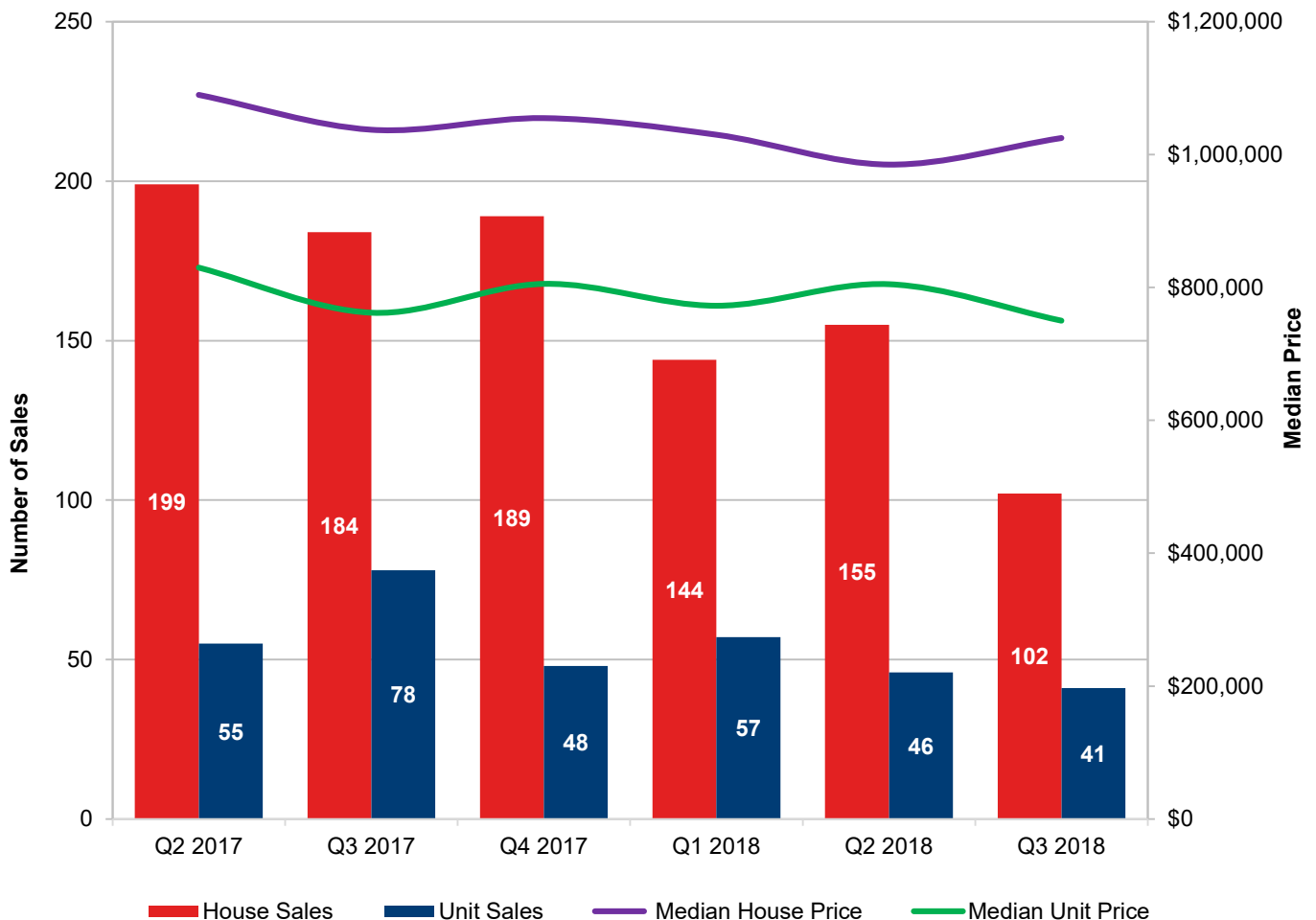
HOUSE KEY FACTS Q3 2018

Median Sale Price: \$1,025,000
 Annual Growth: -1.2%*
 Average Days on Market: 59
 % Change between First Listed Price and Sold Price: -4.5%

UNIT KEY FACTS Q3 2018

Median Sale Price: \$750,000
 Annual Growth: -1.6%*
 Average Days on Market: 56
 % Change between First Listed Price and Sold Price: -4.1%

SALES AND MEDIAN PRICE**

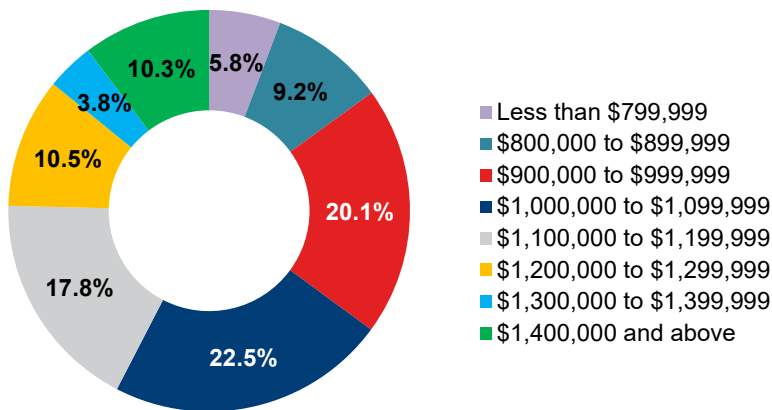


*Annual growth represents price growth for property transactions between Q3 2017 to Q3 2018 (inclusive).

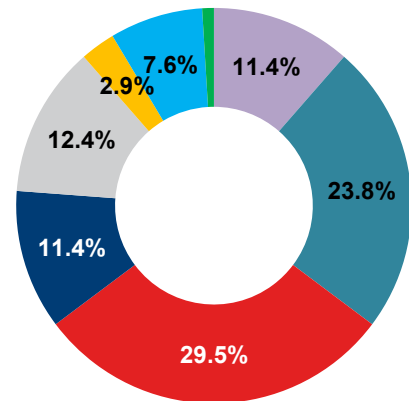
**Pananiamarket data and key indicators encapsulates aggregate property market conditions in the following suburbs: Panania, East Hill, Padstow, Picnic Point, Revesby, & Milperra. Source: APM Pricerfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

SALES PRICE POINT COMPARATIVE ANALYSIS

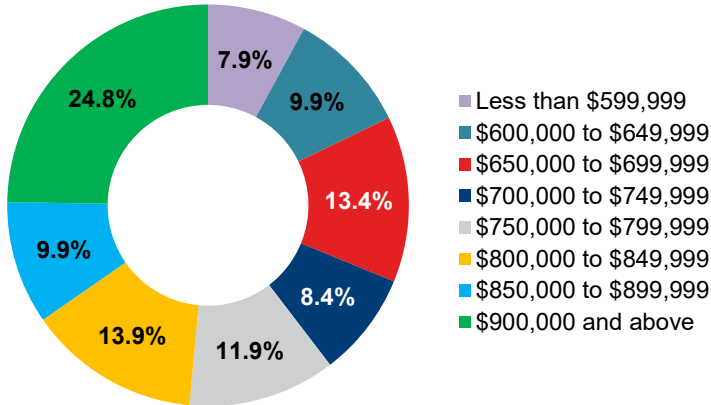
HOUSE PRICE POINT 2017



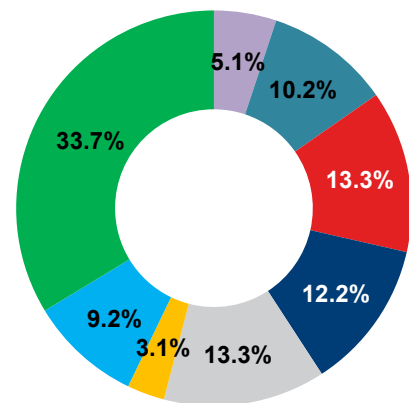
HOUSE PRICE POINT 2018



UNIT PRICE POINT 2017



UNIT PRICE POINT 2018



KEY IMPLICATIONS - HOUSE

The Panania* house market has shifted towards a lower priced bracket over the past 12 months to Q3 2018, with the most dominant price range moving from \$1.0-\$1.1M in 2017 to \$900K-\$1.0M in 2018. This is in line with the reported -1.2% softening in median house price growth between Q3 2017-Q3 2018.

The shift towards a more affordable house market is further confirmed by the significant increase in sales within the \$800-\$900K price bracket, from 9.2% in 2017 to 23.8% in 2018. Those looking for affordable options of less than \$800K now have more opportunities, as sales in this price range doubled from 5.8% to 11.4% in 2018.

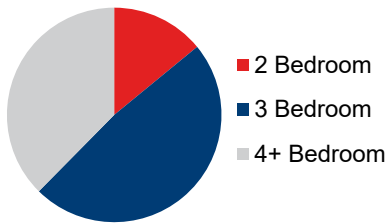
KEY IMPLICATIONS - UNIT

The Panania* unit market have remained a premium market over the past 12 months to Q3 2018, with the most dominant price bracket being \$900K and above. This price bracket have increased from 24.8% in 2017 to 33.7% in 2018. Thus despite a -1.6% softening in median unit price growth between Q3 2017-Q3 2018 there is actually increasing interest in premium products.

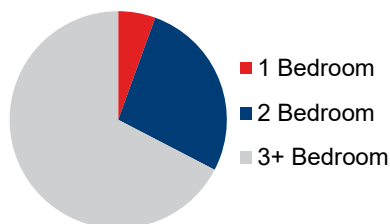
There is a slight strengthening in the mid-priced bracket, between \$700-800K, increasing from 20.3% in 2017 to 25.5% in 2018. This indicates more opportunities for those with a lower budget. Affordable options, priced below \$600K, have shrunk from 7.9% to 5.1% in 2018.

INVESTMENT ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q3 2018

Median Rent Price: \$580 per week
Rental Yield: 2.9%
Average Days on Market: 25
Bedroom Breakdown:
 2 Bed: 14%, 3 Bed: 48%, 4+ Bed: 38%

UNIT KEY FACTS Q3 2018

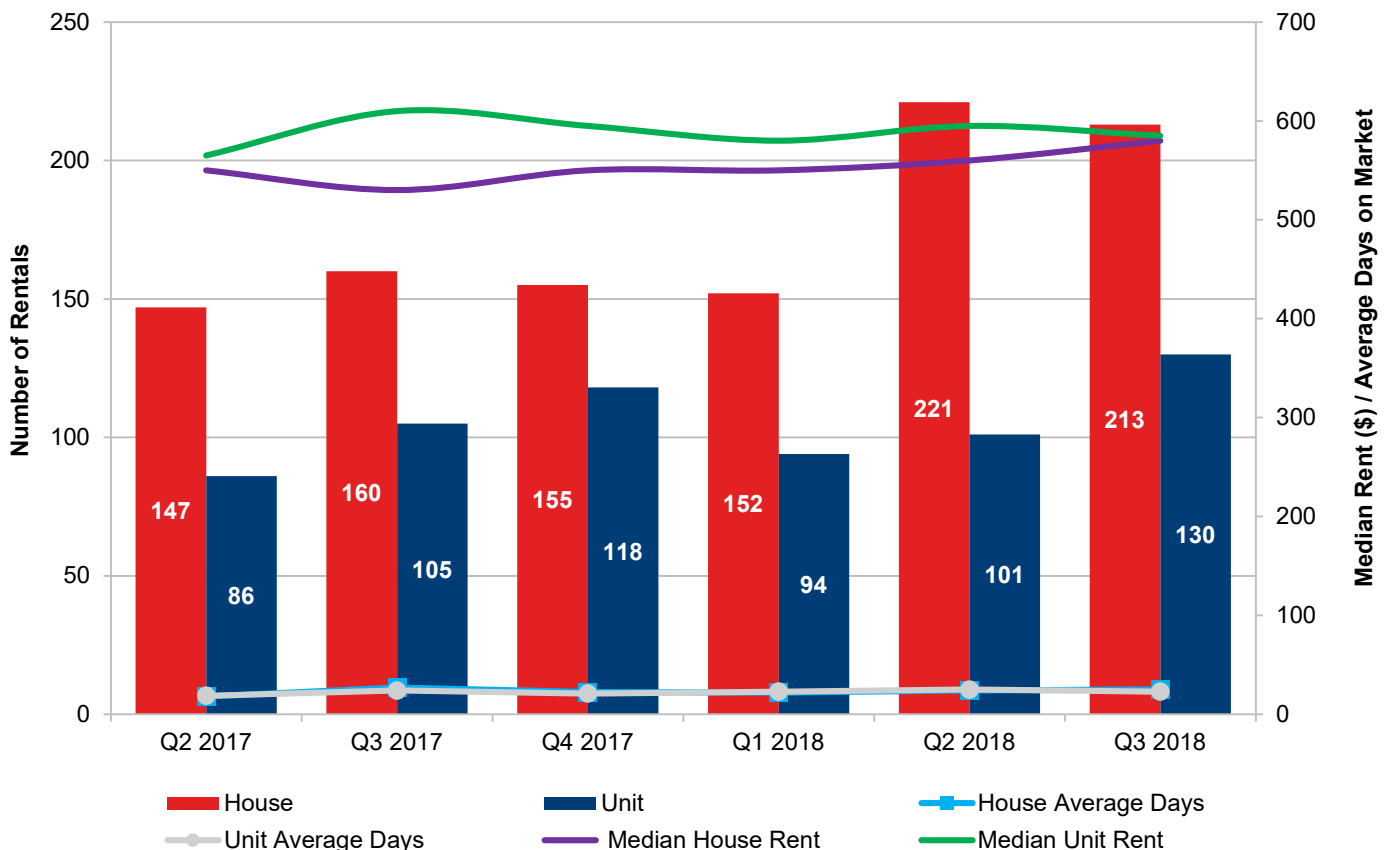
Median Rent Price: \$585 per week
Rental Yield: 4.2%
Average Days on Market: 23
Bedroom Breakdown:
 1 Bed: 6%, 2 Bed: 27%, 3+ Bed: 67%



KEY COMMENTS

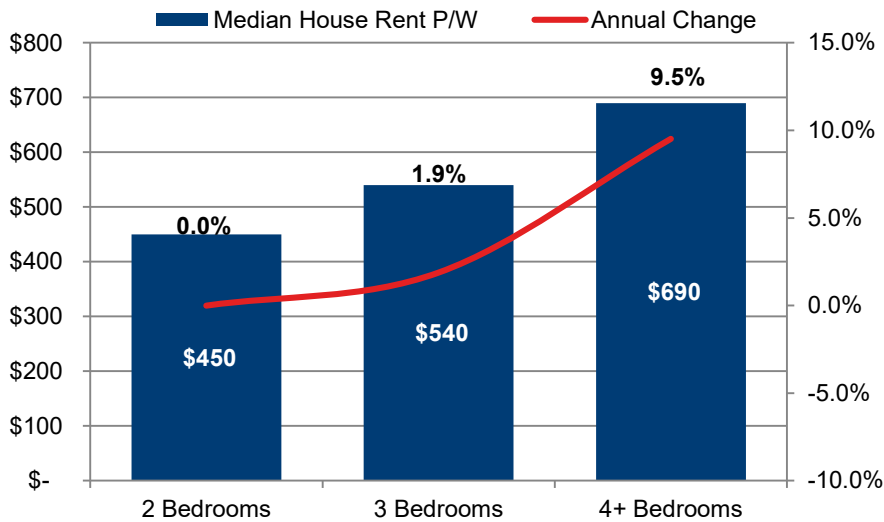
Interest in Panania* was recorded at an average of 911 online visits per property in June 2018, higher than the average New South Wales of 823. Panania*'s rental market grew exponentially over the past 12 months to Q3 2018. The number of houses rented grew by 33.1% and units grew by 23.8%. During this time the average day on market for a rental have declined, by -7.4% (house) and -4.2% (units). This suggests that despite an increase in rental supply, properties are 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: Panania market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Panania, East Hill, Padstow, Picnic Point, Revesby, & Milperra. Source: APM Pricer, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

RENTAL PERFORMANCE 2018*



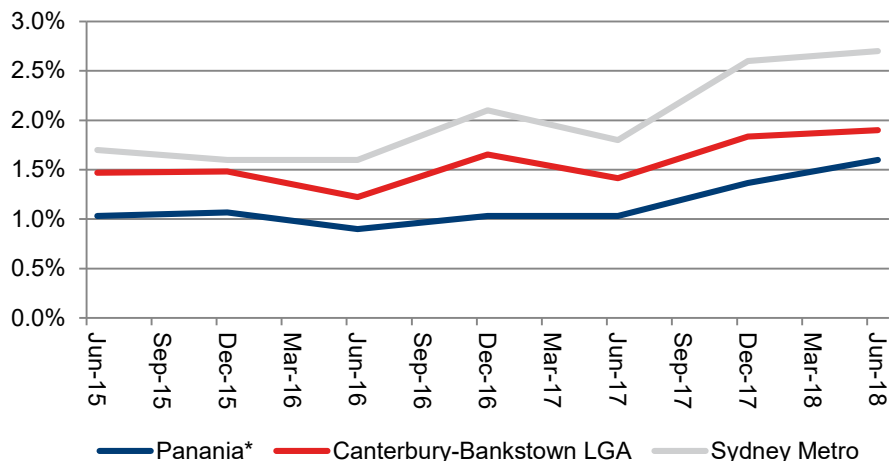
KEY COMMENTS

Astute investors in Panania* are currently benefitting from rental yields of 2.9% (house) and 4.2% (unit), much higher than Sydney Metro at 2.7% (houses) and 3.7% (units).

4+ bedroom houses provide the highest annual rental growth, at 9.5%.

Vacancy rates in Panania* have shown an increasing trend over the past 12 months to June 2018, currently at 1.6%. However this the same pattern observed in the wider LGA and is still significantly lower than Sydney Metro's (2.7%). This further confirms Panania* as having a healthier rental market, good news for investors

VACANCY RATES 2018



RENTAL YIELD 2018

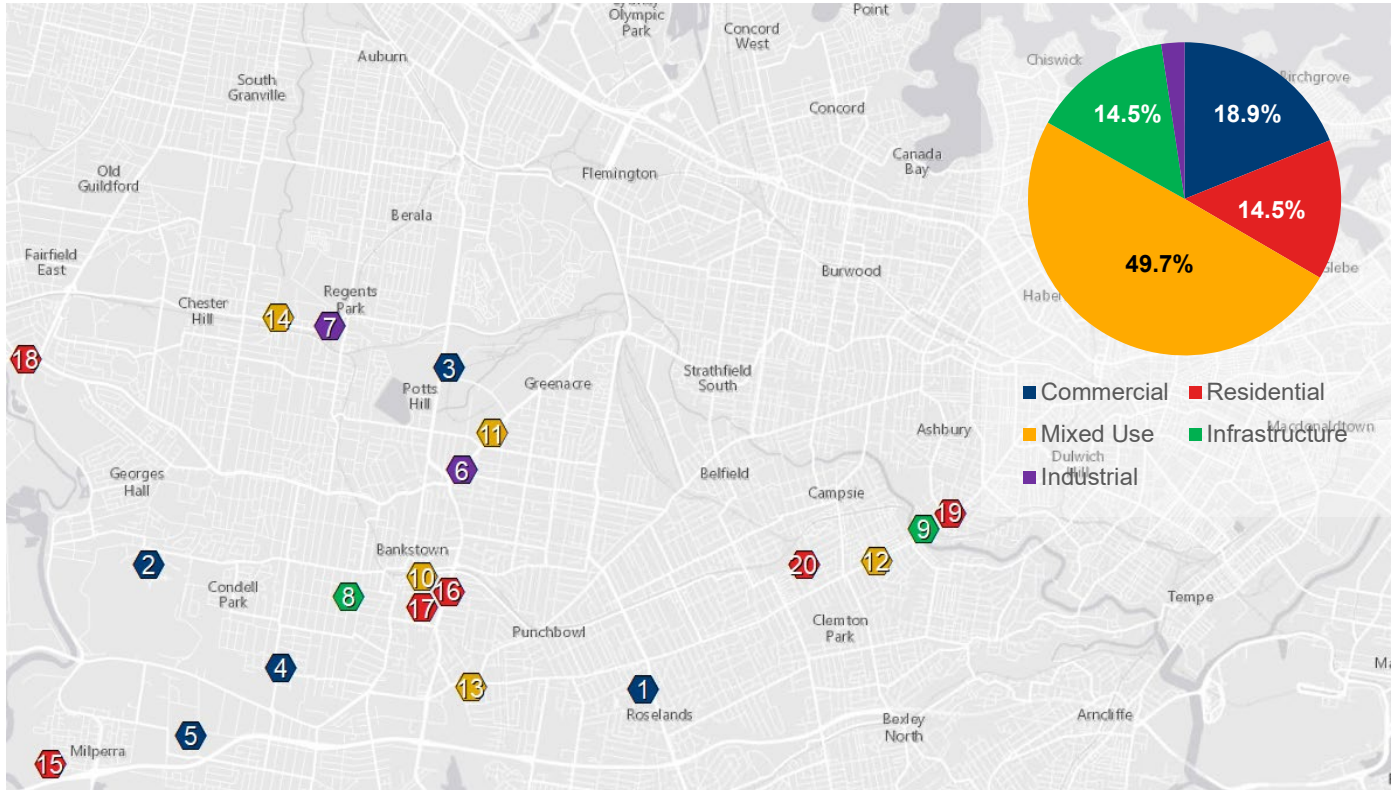
Suburb/Postcode/LGA	House Rental Yield	Unit Rental Yield
Panania*	2.9%	4.2%
Canterbury-Bankstown LGA	3.0%	4.0%
Sydney Metro	2.7%	3.7%

KEY HOUSING DEMOGRAPHICS

	Panania	Canterbury-Bankstown LGA	New South Wales
Median weekly rent	\$410	\$380	\$380
Family Households	3,233	83,008	1,874,524
Single or lone person households	825	21,173	620,778
Worked full time	3,724	85,599	2,134,521
Worked part time	1,706	44,841	1,071,151
Occupied private dwellings	4,130	107,776	2,604,320
Unoccupied private dwellings	245	7,736	284,741

*Rental performance graph represents aggregate house median rent prices in the following suburbs Panania, East Hill, Padstow, Picnic Point, Revesby, & Milperra. Annual change is a comparison between Q1-Q3 2017 and Q1-Q3 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	Roselands Shopping Centre	Commercial	\$50,000,000	17/09/2018
2	Polair Base	Commercial	\$35,000,000	10/12/2018
3	Rspca NSW Centre	Commercial	\$13,000,000	17/09/2018
4	Condell Park Community & Faith Centre	Commercial	\$8,037,000	15/10/2018
5	Marigold Street Warehouses	Commercial	\$5,000,000	02/07/2018
6	Anzac Parade & Hume Highway Industrial Development	Industrial	\$12,000,000	05/11/2018
7	Clapham Road Light Industrial Building	Industrial	\$2,000,000	24/09/2018
8	Sydney Metro City & Southwest - Southwest Station And Corridor	Infrastructure	\$80,000,000	03/12/2018
9	Canterbury Town Centre	Infrastructure	\$5,087,000	18/08/2018
10	Kitchener Parade Mixed Development - Bankstown RSL Site (521 Apartments)	Mixed-Use	\$215,433,000	13/10/2018
11	Hillcrest Av & Hume Hwy Mixed Development – Eden (177 Apartments, 14 Townhouses)	Mixed-Use	\$48,863,000	05/11/2018
12	Canterbury Rd Mixed Development (58 Apartments)	Mixed-Use	\$14,047,000	26/11/2018
13	Weyland St Mixed Use Development (39 Apartments)	Mixed-Use	\$9,983,000	10/12/2018
14	Clapham Rd Mixed Development (16 Units)	Mixed-Use	\$3,500,000	06/12/2018
15	Riverlands (East Hills) Golf Course (490 Dwellings)	Residential	\$40,000,000	01/12/2018
16	Stanley St Units – Bankstar (53 Units)	Residential	\$15,058,000	20/12/2018
17	Leonard Street Apartments (44 Apartments)	Residential	\$11,000,000	12/11/2018
18	Hume Highway Units (36 Units)	Residential	\$10,000,000	03/12/2018
19	Broughton St Residential Building (28 Units)	Residential	\$5,700,000	10/12/2018
20	Thorncraft Pde Townhouses & Villas - The Terraces (9 Townhouses, 3 Villas)	Residential	\$3,545,000	10/12/2018

*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 the Canterbury-Bankstown Local Government Authority.

***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, Canterbury-Bankstown 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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