



Maroubra
Property Factsheet
1st Half 2019





MARKET CONDITIONS

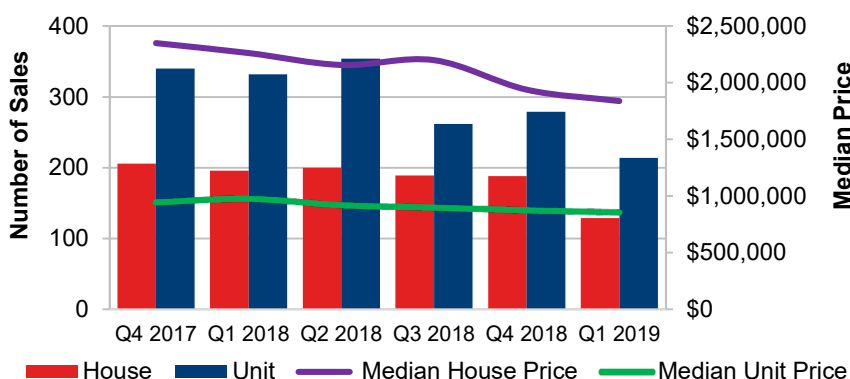
Q1 2019 saw Maroubra* record a median house price of \$1,560,000 and a median unit price of \$787,500, which represents annual (Q1 2018 – Q1 2019) softening of -13.3% (house) and -10.9% (unit). When compared to the 2nd Half 2019 Maroubra Research Factsheet, which reported annual (Q3 2017 – Q3 2018) growth of -5.6% (houses) and 1.2% (units), property in Maroubra* has become more affordable.

By comparison, in Q1 2019 the City of Randwick Local Government Area (LGA) recorded median prices of \$1,840,000 (houses) and \$860,000 (units), representing annual (Q1 2018 – Q1 2019) price changes of -18.7% and -11.6% for houses and units respectively. The median prices for both houses and units in Maroubra* fared better than the wider LGA, suggesting a more resilient market in Maroubra*. Buyers are thus encouraged to consider property in Maroubra* within the Randwick LGA.

Average vendor discounting for both houses and units wined in the 12 months to Q1 2019, moving to -1.4% (house) and -2.9% (unit). This means that buyers are now able to obtain discounts from sellers below initial listing prices for both houses and units. This said, properties in Q4 2018 recorded notably larger average discounts, meaning that sellers have moved pricing to be more in line with market expectations. This means that buyers should act quickly while some level of price discounting is still available on properties in Maroubra*.

Rental properties in Maroubra* recorded median rental prices of \$900 per week (house) and \$595 per week (unit) in Q1 2019, with the house rental market showing price stability annually (Q1 2018 – Q1 2019) and units slightly softening (-4.5%). Average yields of 2.5% (house) and 4.0% (unit) were largely on-par with the wider LGA as of December 2018, at 2.6% and 3.9% for houses and units respectively. At the same time, a vacancy rate of 3.0% was also on-par with the LGA, and sat well below Sydney Metro (3.6%). This reveals the potential for investment in Maroubra*.

CITY OF RANDWICK LGA GROWTH



OVERVIEW

Located around 10km south-east of the Sydney CBD, Maroubra is a beachside suburb in the City of Randwick LGA. The preferred method of sale in Maroubra* is private treaty, as evidenced by the high volume of transactions which occur in this manner. This said, in Q1 2019 the area saw clearance rate of 56.9%, suggesting auctions are also an option.

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

FUTURE DEVELOPMENTS**

Maroubra* is set to benefit from projects worth approximately \$514.3M which are scheduled to commence in the 1st half of 2019. This spending primarily consists of infrastructure (69.7% or \$358.7M), and commercial projects (23.6% or \$121.4M), with some residential and mixed-use development also (\$34.2M or 6.7%).

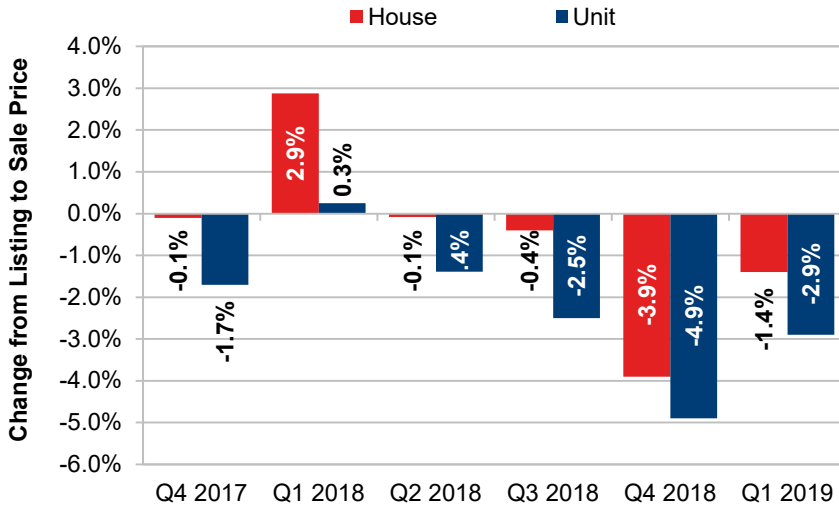
A heavy focus on such infrastructure and commercial projects will help in providing amenities and the economic stimulus necessary to ensure Maroubra* prospers through increased local job creation.

A key infrastructure project for the period is Stage 1 of the redevelopment of the Prince of Wales Hospital, which will see the construction of a new \$358.7M 13-storey building. One key commercial project for the period is the creation of a new \$55.5M building as part of the aged care facility Montefiore Jewish Home, which will attract a new demographic into the area.

These scheduled mixed-use and residential developments will create a total of 114 apartments/units which will support population growth in Maroubra*.

*Maroubra market data and key indicators encapsulates aggregate property market conditions in the postcodes 2035 and 2036.
**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: APM Pricerfinder, realestate.com.au. © Copyright PRDnationwide 2019.

AVERAGE VENDOR DISCOUNT



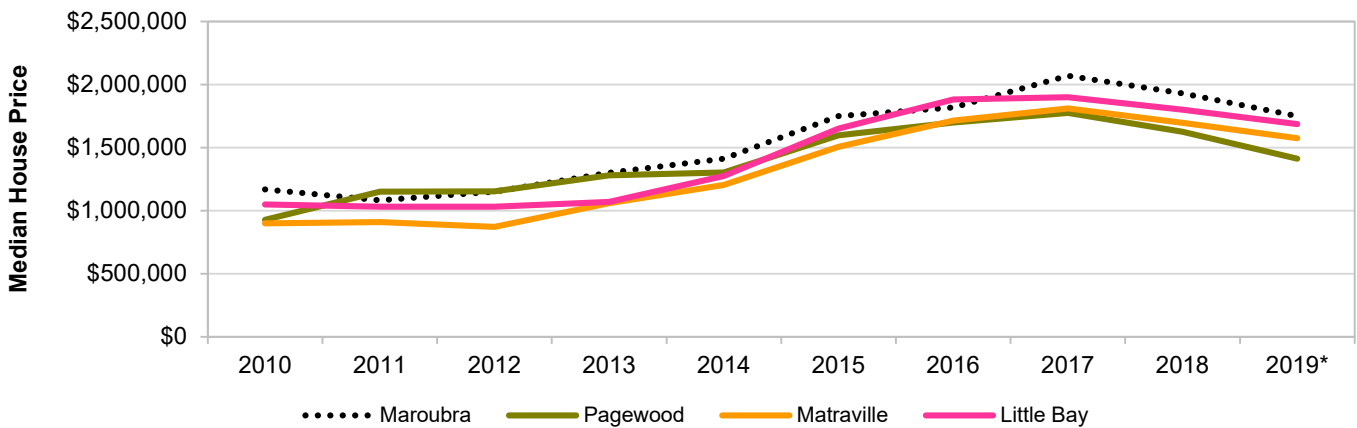
AVERAGE VENDOR DISCOUNT

The average vendor discount reflects the average percentage difference between the first list price and the 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.

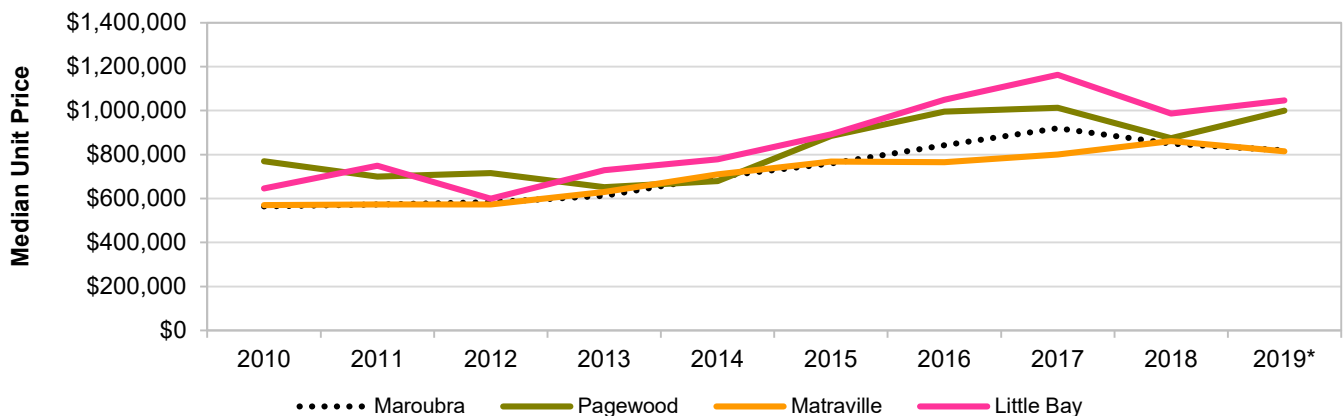
MARKET COMPARISON GRAPH

The market comparison graph provides a comparative trend for the median price of houses and units over the past 10 years. Suburbs profiled are chosen based on their proximity to the main suburb analysed in this Factsheet, which is Maroubra. The main suburb is shown as a dotted black line in the graphs below.

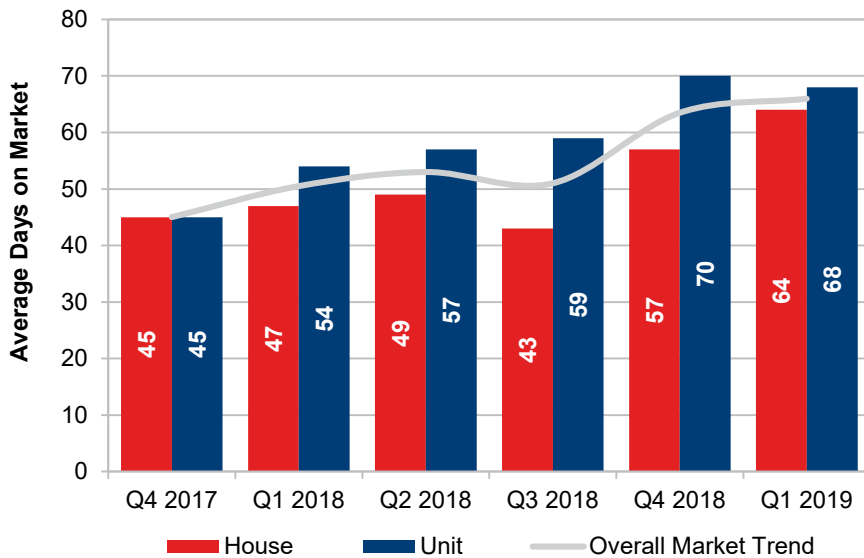
HOUSE MARKET COMPARISON



UNIT MARKET COMPARISON



AVERAGE NUMBER OF DAYS ON THE MARKET**



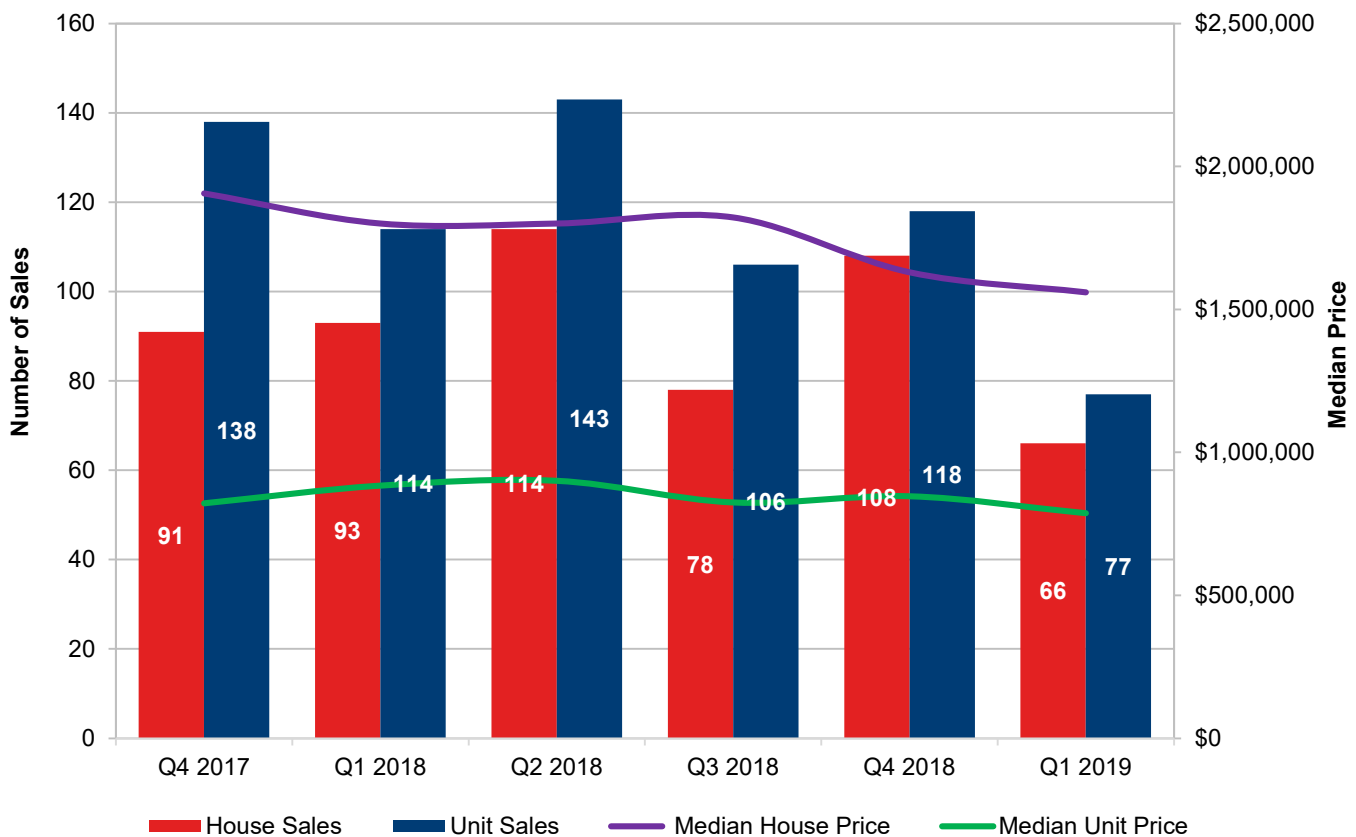
KEY HOUSE FACTS Q1 2019

Median Sale Price: \$1,560,000
 Annual Growth: -13.3%*
 Average Days on Market: 64
 % Change Between First Listed Price and Sold Price: -1.4%

KEY UNIT FACTS Q1 2019

Median Sale Price: \$787,500
 Annual Growth: -10.9%*
 Average Days on Market: 68
 % Change Between First Listed Price and Sold Price: -2.9%

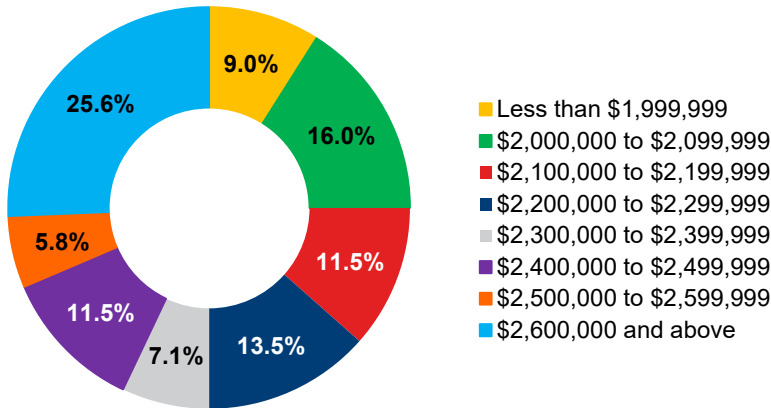
SALES AND MEDIAN PRICES**



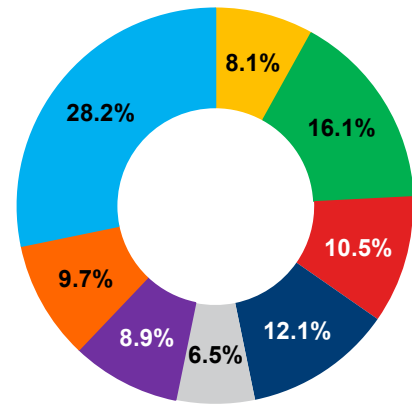
*Annual growth represents price growth for property transactions between Q1 2018 to Q1 2019 (inclusive).
 **Maroubra market data and key indicators encapsulates aggregate property market conditions in the postcodes 2035 and 2036.
 Source: APM Pricer, realestate.com.au, SQM Research. © Copyright PRDnationwide 2019.

SALES PRICE POINT COMPARATIVE ANALYSIS

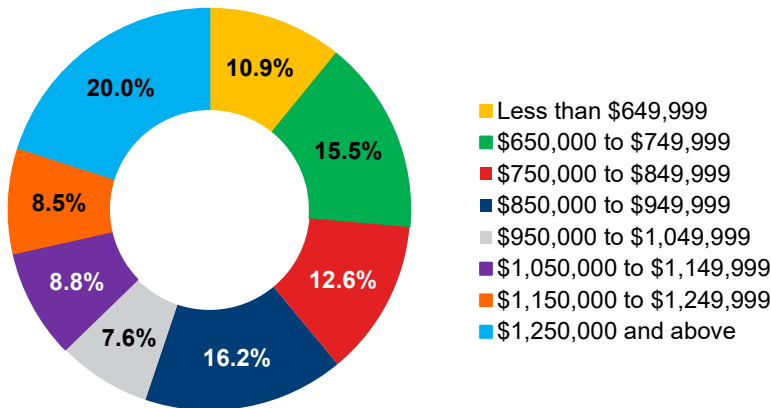
HOUSE PRICE POINT 2017



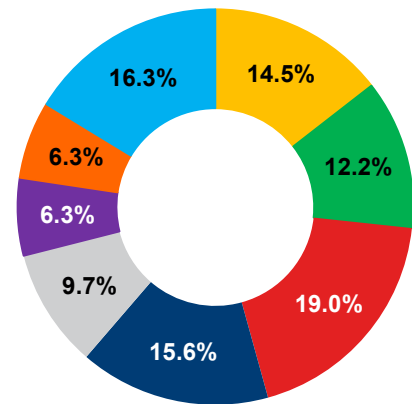
HOUSE PRICE POINT 2018



UNIT PRICE POINT 2017



UNIT PRICE POINT 2018



KEY IMPLICATIONS - HOUSES

Across 2018, the dominant price point for houses sales in Maroubra* was \$2.6M+, with 28.2% of total sales. This figure increased in 2017 where it had accounted for 25.6% of sales previously. This is further reflected in the increase in sales \$2.5M-2.6M, up 3.9% to 9.7% in 2018. At the opposite end of the range, sub-\$2.0M houses shrunk -0.9% to just 8.1% of total sales in 2018.

This shift in price brackets appears to move against the general trend of the median house price softening in Maroubra* over the same period. This is in part due to a relatively small sample size (124 sales in 2018), though it is also reflective of the market's continued preference for premium products despite the recent softening in prices.

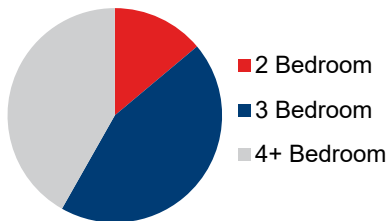
KEY IMPLICATIONS - UNITS

In 2018, the largest price point in Maroubra* was \$750K-850K, with 19.0% of total unit sales, representing growth of +6.4% from 2017. Previously this title was held by the \$1.25M+ bracket, which accounted for 20.0% of sales in 2017. In 2018, this bracket shrunk by -3.7% to 16.3%, suggesting the market has moved to favour the most premium stock less than it has done in the past.

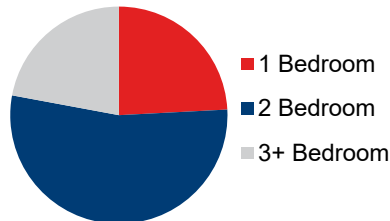
This is further affirmed when considering the wider price range, with the 5 most expensive price brackets each seeing declines from 2017 to 2018 in total proportion of sales. Therefore there's evidence of a growing appetite for more affordably priced unit stock in Maroubra* than what had been displayed by the market in the past.

INVESTMENT ANALYSIS

HOUSE



UNIT



KEY HOUSE FACTS Q1 2019

Median Rent Price: \$900 per week
 Rental Yield: 2.5%
 Average Days on Market: 27
 Bedroom Breakdown:
 2 Bed: 14%, 3 Bed: 44%, 4+ Bed: 42%

KEY UNIT FACTS Q1 2019

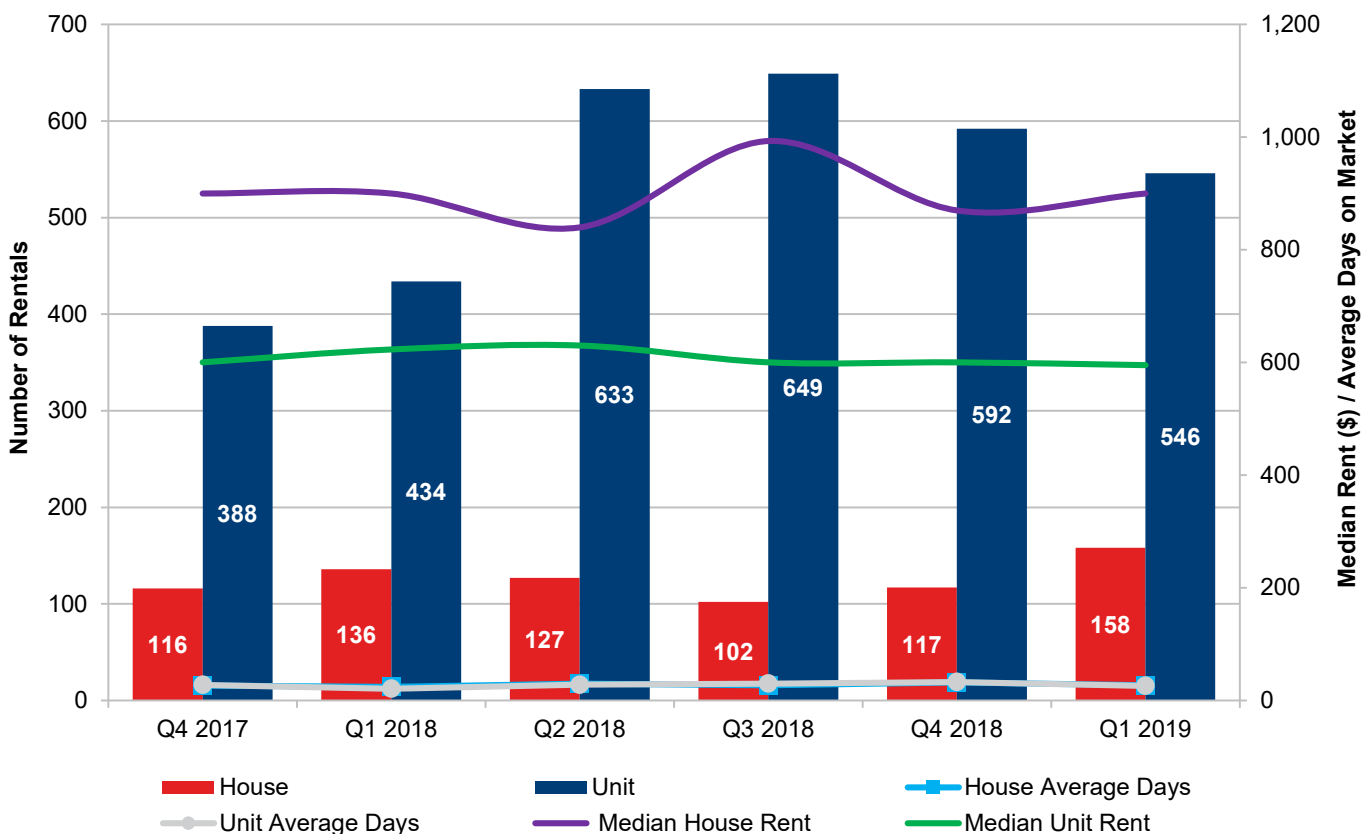
Median Rent Price: \$595 per week
 Rental Yield: 4.0%
 Average Days on Market: 26
 Bedroom Breakdown:
 1 Bed: 24%, 2 Bed: 54%, 3+ Bed: 22%

KEY COMMENTS

Q1 2019 saw Maroubra* record median rental prices of \$900 per week (house) and \$595 per week (unit). This represents an annual (Q1 2018 – Q1 2019) price shift of -4.5% for units, whilst house rental prices remained stable. Rental volumes increased 16.2% (house) and 25.8% (unit) over this same period, indicating a growing demand for rental stock in Maroubra*. Average yields of 2.5% (house) and 4.0% (unit) were largely in line with the wider Randwick LGA (2.6% and 3.9% respectively). Low average days to let (26 - house, 27 - unit) also allude to a healthy rental market in Maroubra*; a positive sign for investors.

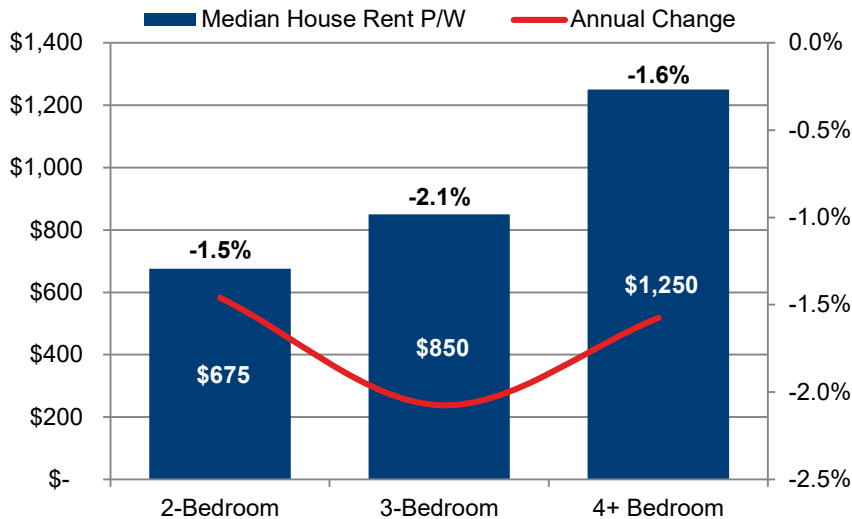


MEDIAN RENT AND AVERAGE DAYS ON THE MARKET*



*Disclaimer: Maroubra market data and key indicators encapsulates aggregate property market conditions in the postcodes 2035 and 2036. Source: APM Pricer, realestate.com.au, SQM Research. © Copyright PRDnationwide 2019.

RENTAL PERFORMANCE 2018*



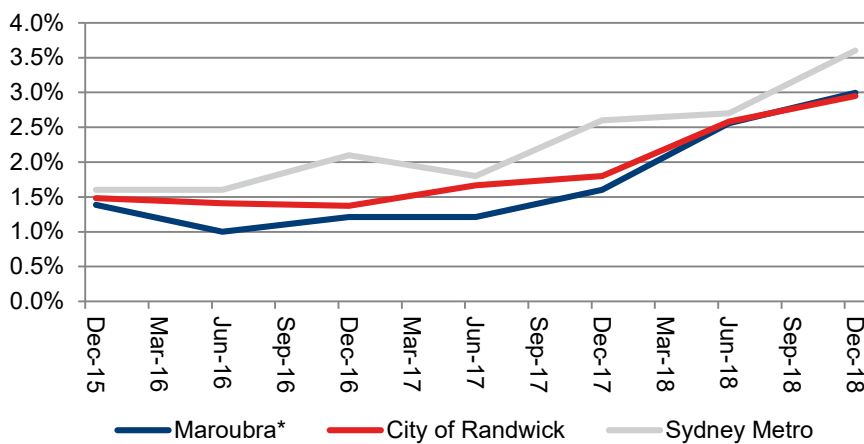
KEY COMMENTS

Rental yields of 2.5% (house) and 4.0% (unit) in Maroubra* are generally on-par with the Randwick LGA (2.6% for houses and 3.9% for units). Houses performed slightly better on average across Sydney Metro (2.9%), although units were worse off (3.8%).

2-bedroom houses provided the best annual rental change, softening -1.5% to \$675 per week from 2017 to 2018.

A vacancy rate of 3.0% in Maroubra* was also largely in line with the wider Randwick LGA (2.9%), and was well below Sydney Metro (3.6%). This suggests that rentals in Maroubra* continue to remain in demand.

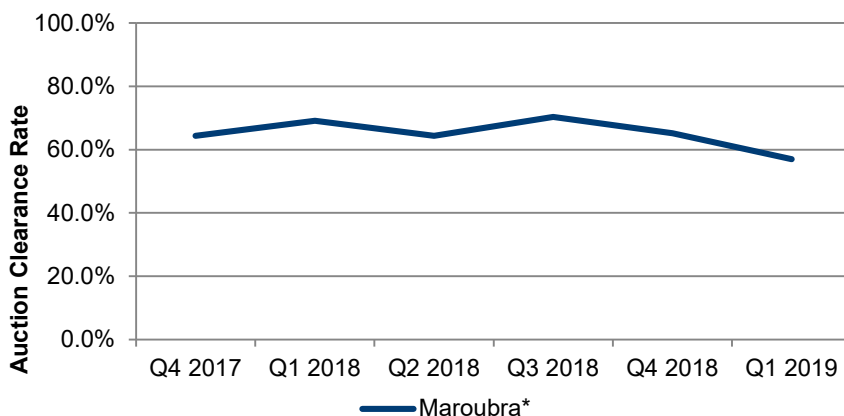
VACANCY RATES 2018



RENTAL YIELD 2018

Suburb/Postcode/LGA	House Rental Yield	Unit Rental Yield
Maroubra*	2.5%	4.0%
City of Randwick LGA	2.6%	3.9%
Sydney Metro	2.9%	3.8%

AUCTION CLEARANCE RATES 2019**



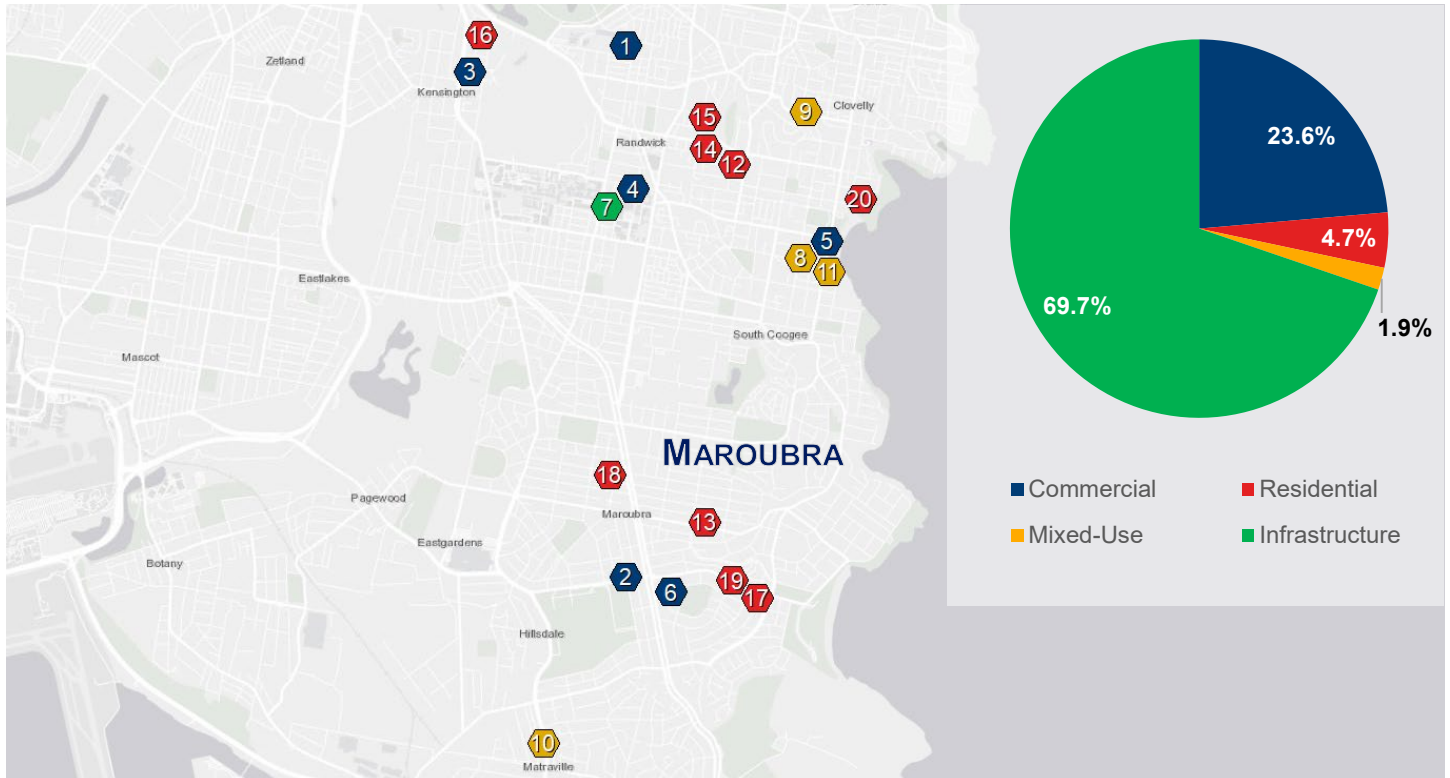
Q1 19 COMPARISON

Suburb/Postcode/LGA	Auction Clearance Rate
Maroubra**	56.9%
City of Randwick LGA	64.0%
Sydney Metro^	58.7%

*Rental performance graph represents aggregate house median rent prices in the postcodes 2035 and 2036. Annual change is a comparison between 2017 and 2018 median rent figures.

**Auction Clearance rates for Maroubra are for all residential auctions held in the postcodes 2035 and 2036. ^Capital city data obtained by accumulating Domain's weekly auction clearance results. Source: APM Pricefinder, Domain, SQM Research. © Copyright PRDnationwide 2019.

PROJECT DEVELOPMENT MAP 1st HALF 2019*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Montefiore Jewish Home	Commercial	\$55,545,000	28/02/2019
2	South Sydney Rugby League Club Heffron Park - Community And High Performance Centre Of Excellence	Commercial	\$32,000,000	11/06/2019
3	Scape - Kensington	Commercial	\$22,020,000	01/04/2019
4	Randwick Campus Redevelopment	Commercial	\$6,424,000	18/04/2019
5	Coogee Bay Hotel	Commercial	\$3,000,000	01/03/2019
6	Astoria Cct Boarding House	Commercial	\$2,384,000	17/06/2019
7	Prince Of Wales Hospital Stage 1	Infrastructure	\$358,674,000	15/04/2019
8	Brook St Mixed Development (11 Units)	Mixed-Use	\$3,540,000	27/05/2019
9	Clovelly Rd Mixed Development (9 Apartments)	Mixed-Use	\$2,758,000	04/03/2019
10	Bunnerong Road Mixed Development (13 Units)	Mixed-Use	\$1,929,000	04/06/2019
11	Windsor Tower Mixed Use Building	Mixed-Use	\$1,780,000	04/03/2019
12	Carrington Road Apartments (14 Apartments)	Residential	\$4,620,000	15/04/2019
13	Maroubra Road Units (12 Units)	Residential	\$3,550,000	13/04/2019
14	Clyde Street Units (7 Units)	Residential	\$2,874,000	26/06/2019
15	Dutruc Street Units – Vivid (8 Units)	Residential	\$2,754,000	15/01/2019
16	Carlton Street Apartments (8 Apartments)	Residential	\$2,335,000	10/06/2019
17	Fitzgerald Avenue Apartments (7 Apartments)	Residential	\$2,263,000	19/02/2019
18	Gale Road Apartments (9 Apartments)	Residential	\$2,170,000	15/03/2019
19	Yorktown Parade Units (9 Units)	Residential	\$1,862,000	09/06/2019
20	Baden St Units (7 Units)	Residential	\$1,787,000	08/05/2019

*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 postcodes 2035 and 2036.

***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, Randwick City Council. © Copyright PRDnationwide 2019.

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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