



Panania

Postcodes 2211 – 2212 – 2213 – 2214

Property Factsheet

1st Half 2019





MARKET CONDITIONS

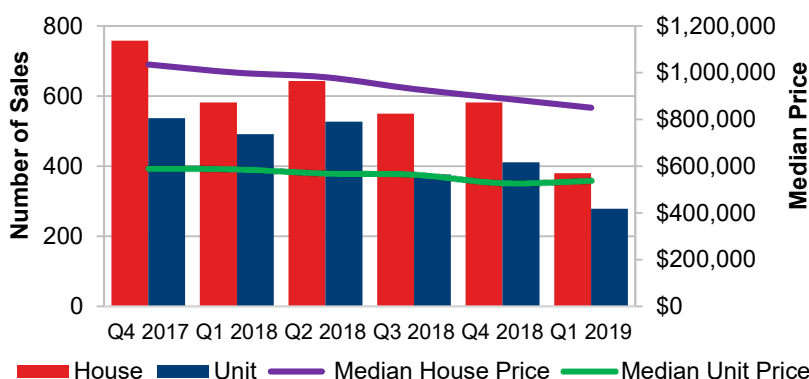
Q1 2019* saw Panania* record a median house price of \$850,000 and a median unit price of \$662,500. This represents annual (Q1 2018 – Q1 2019) price changes of -16.5% (house) and -3.7% (unit). When compared to the *Panania 2nd Half 2018 Research Factsheet*, which reported annual (Q3 2017 – Q3 2018) price softening of -1.2% and -1.6% for houses and units respectively, properties in Panania have recently increased in affordability.

By comparison, the Canterbury-Bankstown Local Government Area (LGA) reported median prices of \$850,000 (house) and \$540,000 (unit), showing annual (Q3 2017 – Q3 2018) price changes of -15.0% and -8.0% respectively. This places Panania* on-par with wider LGA's median house price, whilst units traded at an elevated premium in Panania*, which also benefited from more sustained pricing in this time.

Both houses and units experienced a widening in average vendor discounting in Panania*, moving from 2.4% (house) and -1.2% (unit) in Q1 2018 to -6.2% (house) and -4.4% (unit) in Q1 2019. This indicates that buyers have been typically able to secure a discount on properties for sale well below their initial list price, particularly for houses. Buyers should therefore act quickly to secure available properties whilst negotiation power continues to operate to their advantage.

Panania's* rental market recorded median prices of \$550 per week (house) and \$550 per week (unit) in Q1 2019. This represents annual (Q1 2018 – Q1 2019) price stability for houses, whilst units saw a slight softening of -5.2%. Across this same period, rental market activity increased significantly, up 74.6% for houses and 128.6% for units. This was backed by low average times to let of just 23 days (house) and 24 days (unit) in Q1 2019. A vacancy rate of just 2.2% in Panania* as of December 2018 is further evidence of strong demand, sitting well below Sydney Metro's level of 3.6%. Investors can thus take confidence in demand in Panania*.

CANTERBURY-BANKSTOWN LGA GROWTH



OVERVIEW

Positioned around 23km south-west of Sydney's CBD, Panania is located within the Canterbury-Bankstown LGA. Sales in Panania* are typically conducted via private treaty, as evidenced by a larger number of sales using this method. This said, an auction clearance rate of 57.1% in Panania* suggests that auction sales are still a firm possibility also.

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

FUTURE DEVELOPMENTS**

Projects commencing during the 1st half of 2019 in the Canterbury-Bankstown LGA worth an estimated \$566.3M are set to benefit Panania* and its surrounds. A majority of these are mixed-use (\$346.5M or 61.2%), with residential (\$111.6M or 19.7%), infrastructure (\$80.0M or 14.1%) and commercial projects (\$28.2M or 5.0%) also set to commence in the half.

Such a balance of projects is viewed as positive for the economic health of the local area, given that dwelling creation and commercial activity are expected to stimulate local employment opportunities.

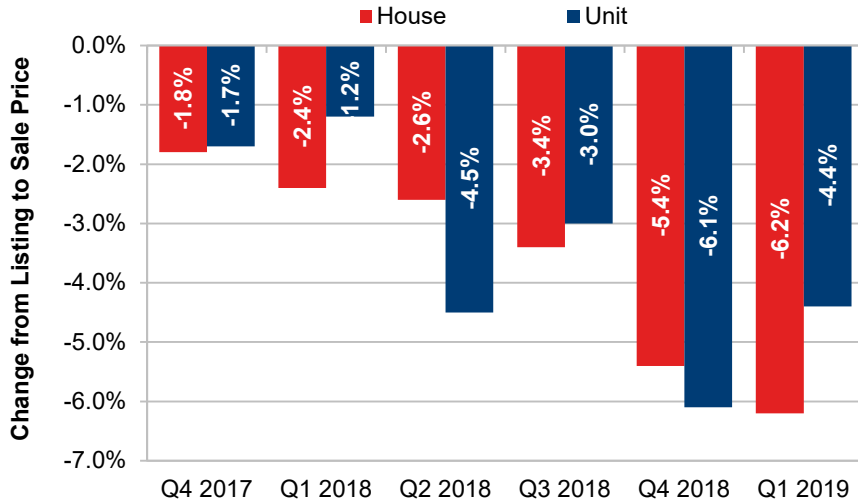
A key project for the area is the \$69.0M mixed-use development Virtu, creating 290 units and some commercial space.

Another key project is the \$80.0M Metro Rail works package, which will see upgrades to stations from Marrickville through to Bankstown.

In total, 1,688 apartments/units and 243 lots are set to commence in the LGA over the period, boosting its total dwellings.

*Panania market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Panania, East Hill, Padstow, Picnic Point, Revesby, and Milperra.
**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, Cordell Connect. © Copyright PRDnationwide 2019.

AVERAGE VENDOR DISCOUNT



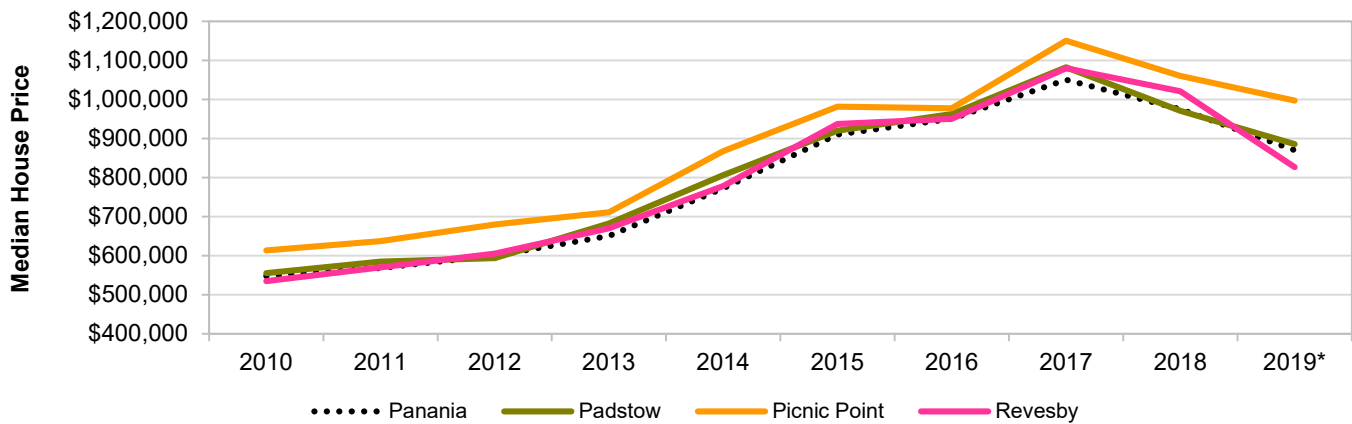
AVERAGE VENDOR DISCOUNT

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.

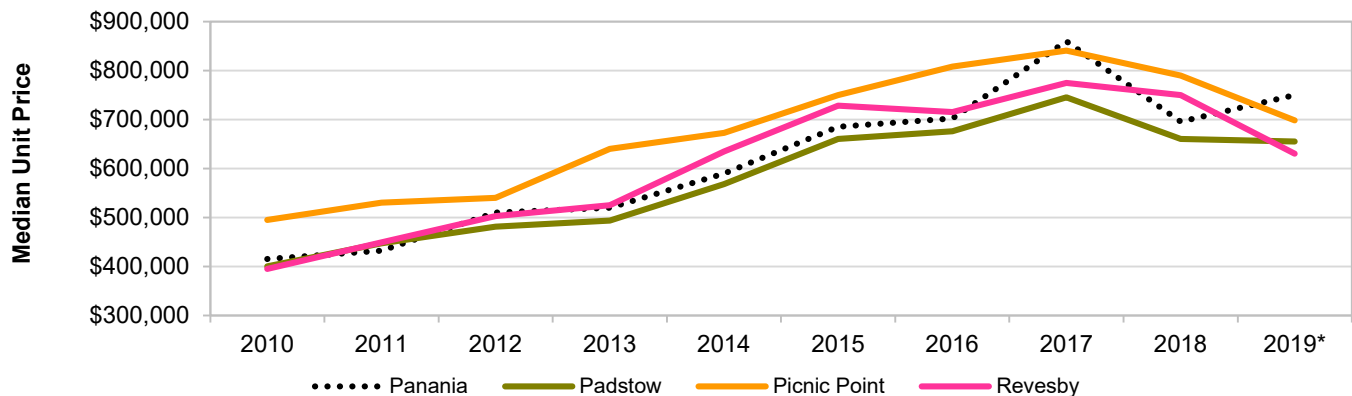
MARKET COMPARISON GRAPH

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 Panania. The main suburb is shown as a dotted black line in the graphs below.

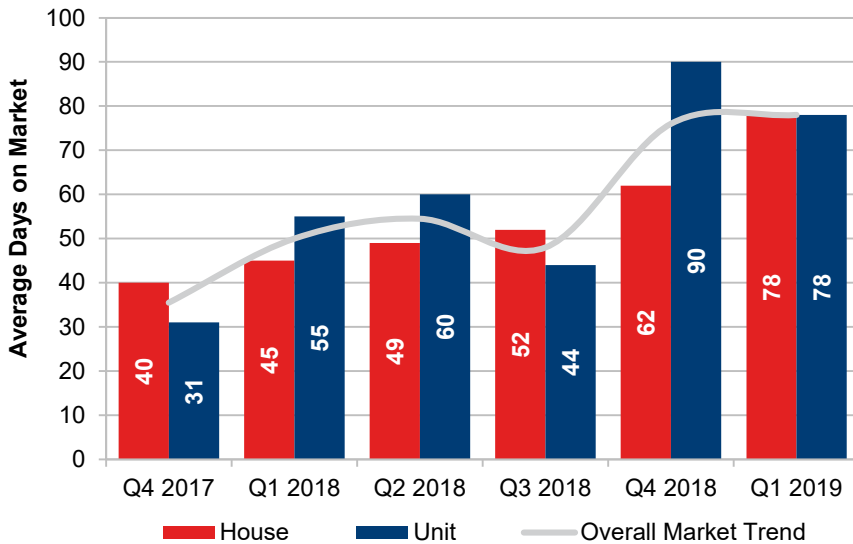
HOUSE MARKET COMPARISON



UNIT MARKET COMPARISON



AVERAGE NUMBER OF DAYS ON THE MARKET**



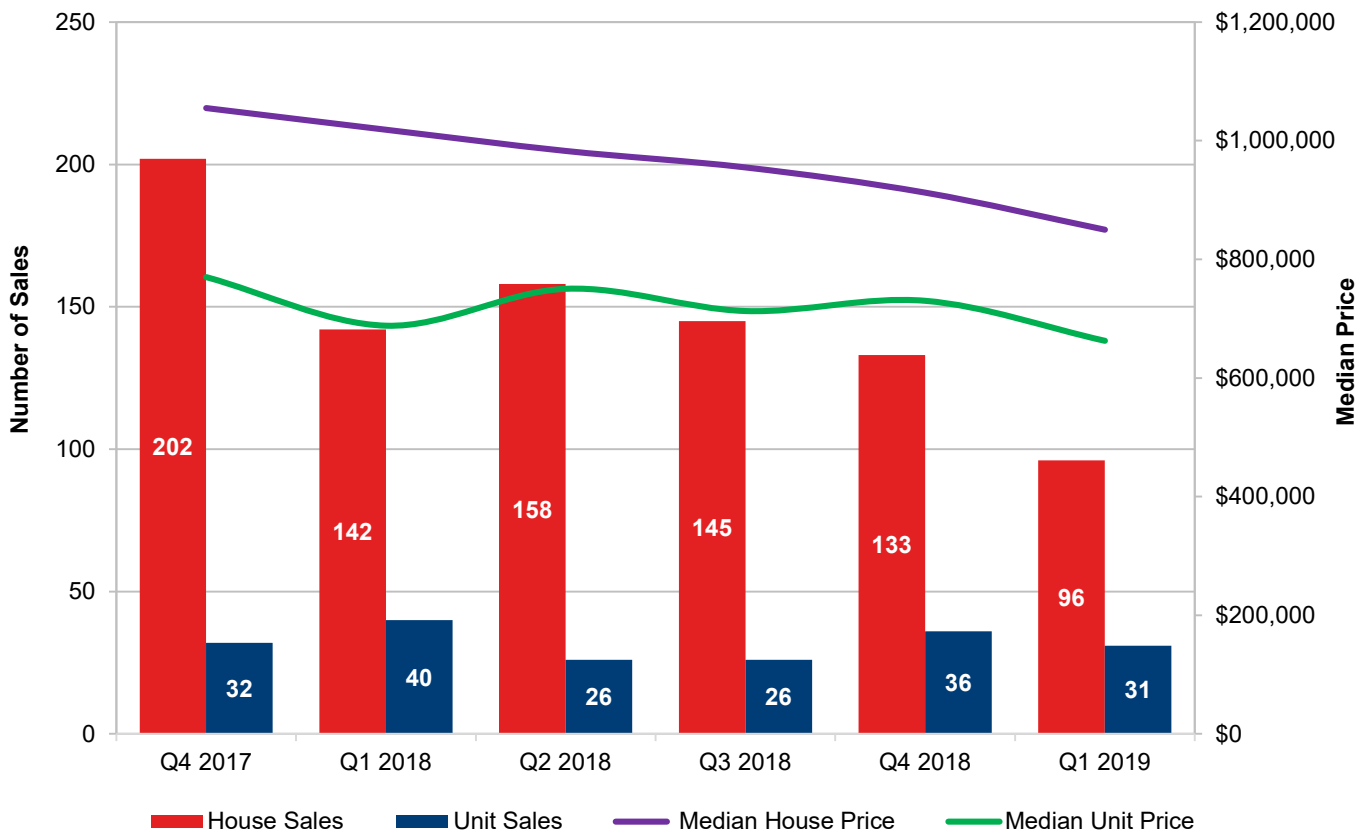
KEY HOUSE FACTS Q1 2019

Median Sale Price: \$850,000
 Annual Growth: -16.5%*
 Average Days on Market: 78
 % Change Between First Listed Price and Sold Price: -6.2%

KEY UNIT FACTS Q1 2019

Median Sale Price: \$662,500
 Annual Growth: -3.7%*
 Average Days on Market: 78
 % Change Between First Listed Price and Sold Price: -4.4%

SALES AND MEDIAN PRICES**

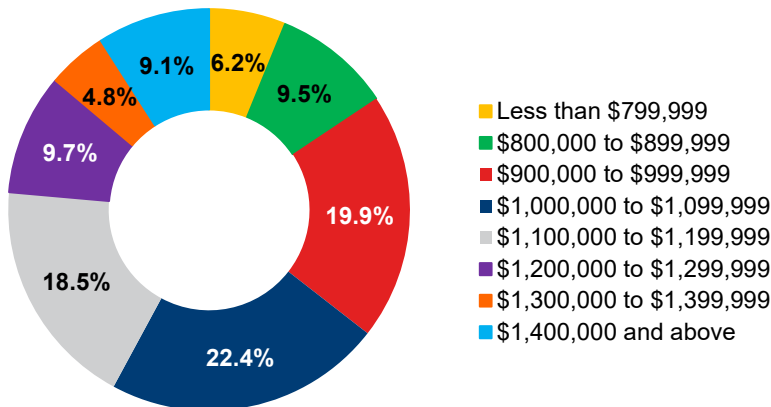


*Annual growth represents price growth for property transactions between Q1 2018 to Q1 2019 (inclusive).

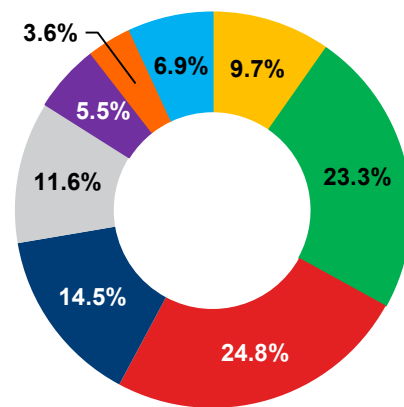
**Panania market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Panania, East Hill, Padstow, Picnic Point, Revesby, and Milperra. Source: APM Pricer, realestate.com.au, SQM Research. © Copyright PRDnationwide 2019.

SALES PRICE POINT COMPARATIVE ANALYSIS

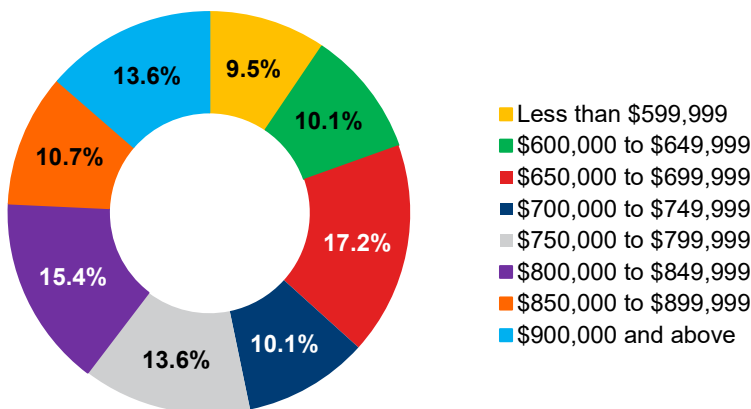
HOUSE PRICE POINT 2017



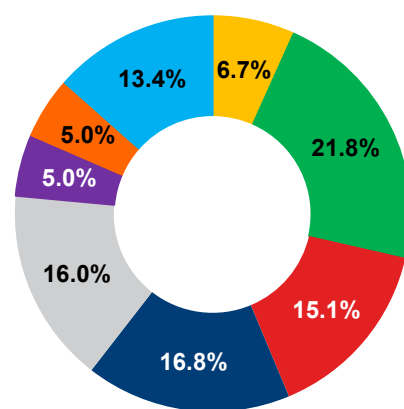
HOUSE PRICE POINT 2018



UNIT PRICE POINT 2017



UNIT PRICE POINT 2018



KEY IMPLICATIONS - HOUSES

In 2018, the dominant price point for houses sold across Panania* was \$900K-\$1.0M, with 24.8% of total sales. In 2017 the \$1.0M-1.1M bracket was the largest, at 22.4% of sales. The largest swing in any bracket from 2017 to 2018 occurred in the \$800K-900K price range, which saw an increase of +13.8% to reach 23.3% in 2018. This is a clear move towards the affordable end of the market.

A strong decline in the upper end of the market was also evident, with sales above \$1.2M shrinking from 42.1% in 2017 to 27.6% of all sales in 2018. This affirms that the market has shifted to favour more affordably priced stock. Buyers looking to purchase a house in Panania* have a great opportunity to act now while this stock remains.

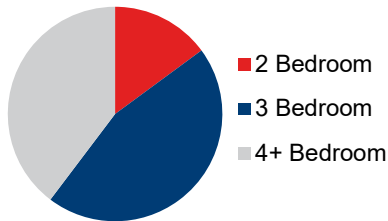
KEY IMPLICATIONS - UNITS

2018 saw the price range of \$600K-650K dominate the unit market in Panania* with 21.8% of total sales. This represented a gain of +11.6% on 2017 levels. Another major price shift occurred in the \$800K-850K bracket, by declining -10.1% from 15.4% in 2017 to account for just 5.0% of all sales in 2018. This suggests the market shifted akin to houses, favouring more affordable stock.

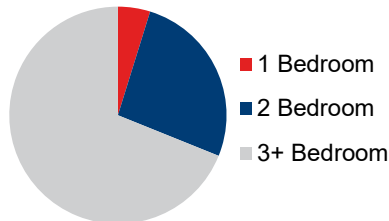
The middle of the market also recorded some growth, with \$700K-750K gaining +6.7% and \$750K-850K +2.4%. This increase made the median price shift less notable than in houses, showing the market's continued appetite for mid-range units also. Buyers across the spectrum are encouraged to act while a range of stock is available.

INVESTMENT ANALYSIS

HOUSE



UNIT



KEY HOUSE FACTS Q1 2019

Median Rent Price: \$550 per week
 Rental Yield: 3.2%
 Average Days on Market: 23
 Bedroom Breakdown:
 2 Bed: 15%, 3 Bed: 45%, 4+ Bed: 40%

KEY UNIT FACTS Q1 2019

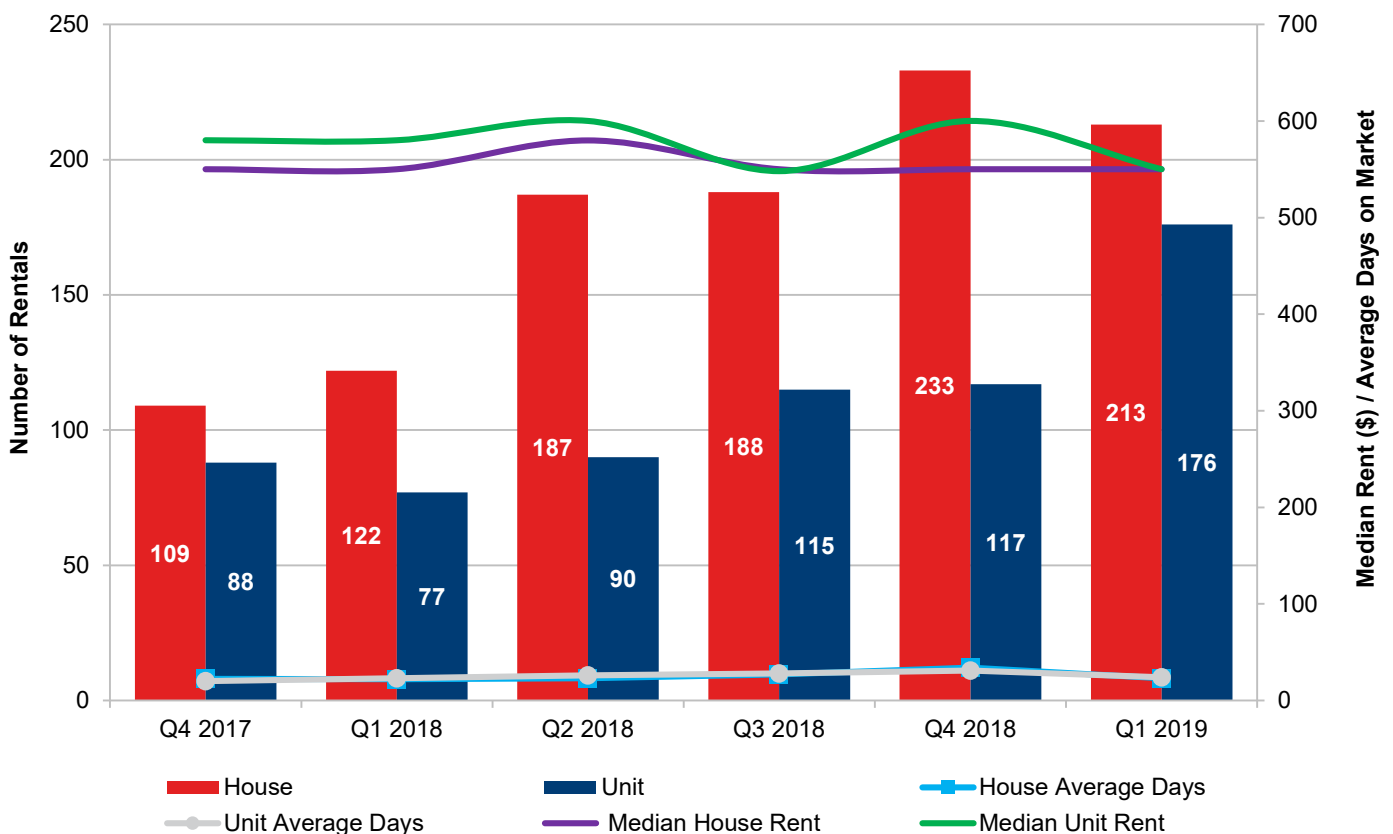
Median Rent Price: \$550 per week
 Rental Yield: 3.4%
 Average Days on Market: 24
 Bedroom Breakdown:
 1 Bed: 5%, 2 Bed: 26%, 3+ Bed: 69%



KEY COMMENTS

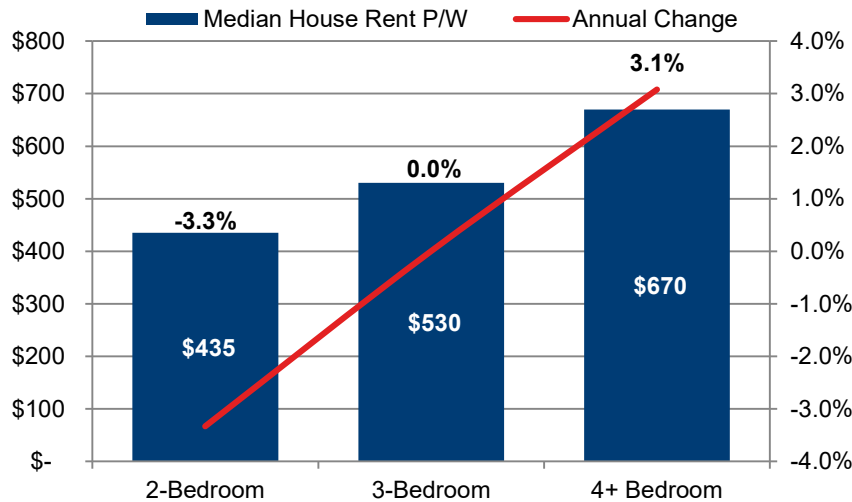
Houses in Panania* recorded a median rental price of \$550 per week in Q1 2019 as did units. This represented annual (Q1 2018 – Q1 2019) median price stability in houses, whilst units softened -5.2%. A sharp uptick in rental activity occurred over this same period, with houses up 74.6% and units up a huge 128.6%. This demand was backed by low average days to let of 23 days (house) and 24 days (unit) in Q1 2019. This clear upswing activity should provide investors with great confidence in the demand found in the rental market in Panania*.

MEDIAN RENT AND AVERAGE DAYS ON THE MARKET*



*Disclaimer: Milperra market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Panania, East Hill, Padstow, Picnic Point, Revesby, and Milperra. Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2019.

RENTAL PERFORMANCE 2018*



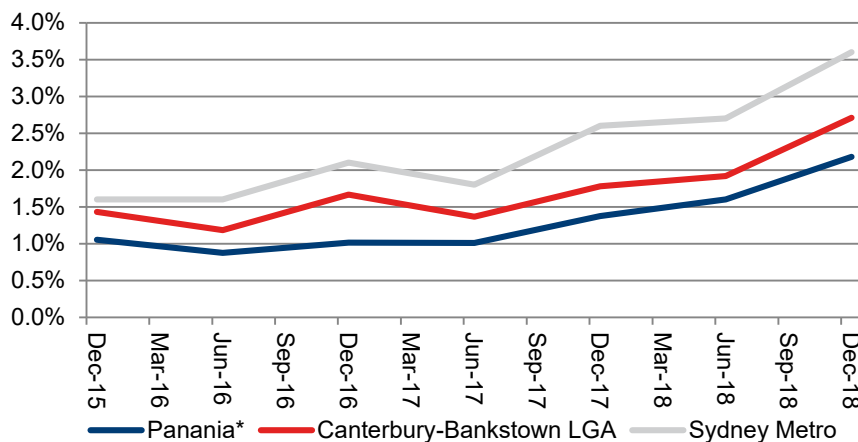
KEY COMMENTS

December 2018 saw Panania* record an average house rental yield of 3.2%, which was slightly above the wider LGA (3.1%) and also Sydney Metro (2.9%). Units also returned an average yield of 3.4% over the same period, slightly below Sydney Metro's 3.8%.

4+ bedroom houses provided the greatest annual rental growth, at 3.1%.

Panania's* vacancy rate of just 2.2% as of December 2018 sat well below both the Canterbury-Bankstown LGA (2.7%) and Sydney Metro (3.6%), again reaffirming the income security afforded to investors in the property market in Panania*.

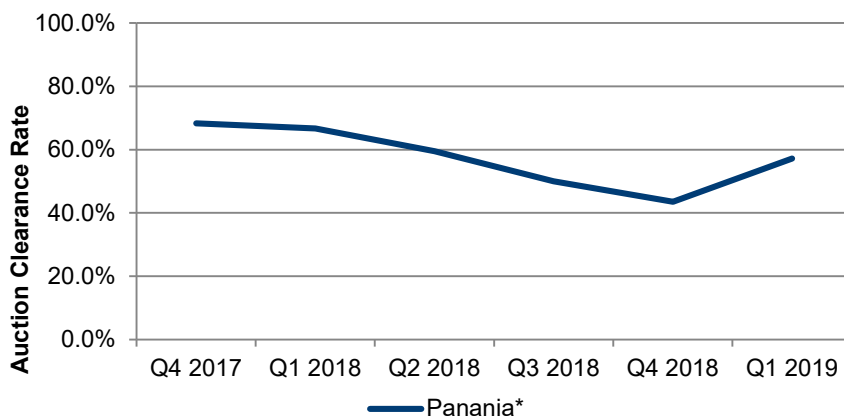
VACANCY RATES 2018



RENTAL YIELD 2018

Suburb/Postcode/LGA	House Rental Yield	Unit Rental Yield
Panania*	3.2%	3.4%
Canterbury-Bankstown LGA	3.1%	4.0%
Sydney Metro	2.9%	3.8%

AUCTION CLEARANCE RATES 2019**



Q1 19 COMPARISON

Suburb/Postcode/LGA	Auction Clearance Rate
Panania**	57.1%
Canterbury-Bankstown LGA	57.1%
Sydney Metro^	58.7%

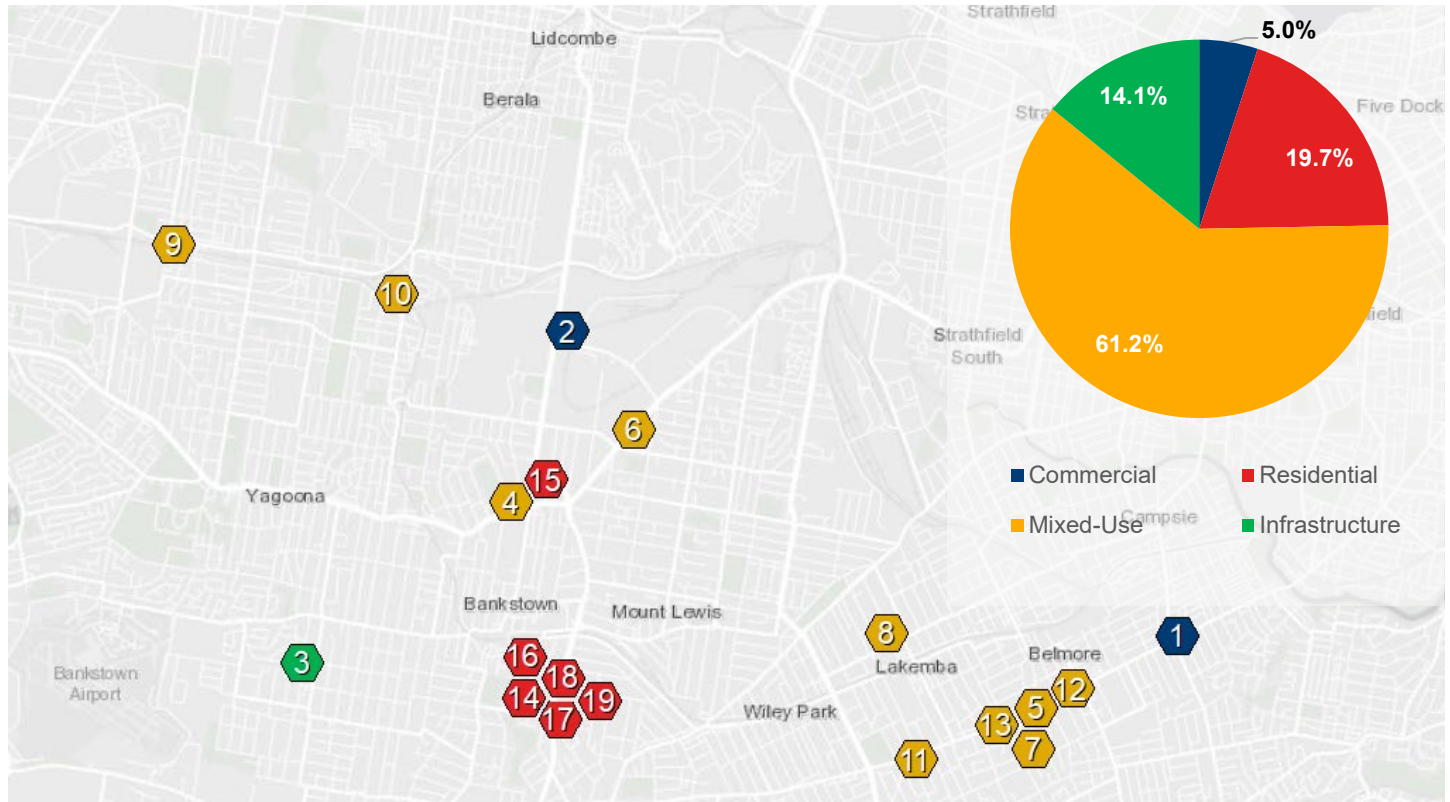
*Rental performance graph represents aggregate house median rent prices in the following suburbs: Panania, East Hill, Padstow, Picnic Point, Revesby, and Milperra. Annual change is a comparison between 2017 and 2018 median rent figures.

**Auction Clearance rates for Milperra are for all residential auctions held in the suburbs Panania, East Hill, Padstow, Picnic Point, Revesby, and Milperra.

^Capital city data obtained by accumulating Domain's weekly auction clearance results.

Source: APM Pricer, Domain, SQM Research. © Copyright PRDnationwide 2019.

PROJECT DEVELOPMENT MAP 1st HALF 2019*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Canterbury Road Hotel	Commercial	\$15,192,000	29/04/2019
2	RSPCA NSW Centre	Commercial	\$13,000,000	03/06/2019
3	Sydney Metro City & Southwest - Southwest Station And Corridor	Infrastructure	\$80,000,000	04/05/2019
4	Hume Highway Mixed Use Development – Virtu (290 Units)	Mixed-Use	\$69,000,000	15/05/2019
5	Canterbury Rd Mixed Development – Cornerstone (141 Apartments)	Mixed-Use	\$55,288,000	04/02/2019
6	Hillcrest Av & Hume Hwy Mixed Development – Eden (177 Apartments)	Mixed-Use	\$48,863,000	03/06/2019
7	Canterbury Road Mixed Use Development (123 Apartments)	Mixed-Use	\$42,000,000	10/06/2019
8	Croydon St Affordable Housing (126 Apartments)	Mixed-Use	\$32,334,000	11/03/2019
9	Campbell Hill Rd Mixed Development (100 Units)	Mixed-Use	\$30,645,000	29/04/2019
10	Regents Park Masterplan Development (137 Dwellings)	Mixed-Use	\$20,800,000	15/05/2019
11	Canterbury Road Mixed Use Development (75 Units)	Mixed-Use	\$19,322,000	16/04/2019
12	Drummond Street Mixed Use Development (41 Units)	Mixed-Use	\$14,501,000	13/05/2019
13	Canterbury Road Mixed Use Development (26 Apartments)	Mixed-Use	\$13,787,000	24/06/2019
14	Cross St Apartments (150 Apartments)	Residential	\$25,527,000	20/01/2019
15	Rookwood Road Units (87 Units)	Residential	\$21,544,000	17/06/2019
16	Cross St & Stanley St Units (70 Units)	Residential	\$16,429,000	25/05/2019
17	Stanley St Units – Bankstar (53 Units)	Residential	\$15,058,000	20/06/2019
18	Leonard Street Units (48 Units)	Residential	\$12,000,000	29/03/2019
19	Leonard Street Apartments (44 Apartments)	Residential	\$11,000,000	12/06/2019
Not mapped	Prescott Parade Subdivision (243 Lots)	Residential	\$10,000,000	17/06/2019

*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 Canterbury Bankstown LGA.

***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 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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