



Ramsgate Beach Market Update 1st Half 2020



OVERVIEW

In Q1 2020, Ramsgate Beach* (and its surrounding suburbs) recorded a median house price of \$1,450,000, and a median unit price of \$675,000. This represents annual (Q1 2019 – Q1 2020) median price growth of 19.8% for houses and 7.1% for units. Between Q1 2019 – Q1 2020 total house sales slowed by -39.5% to 26 sales, while units saw a stable sales count of 78. A rapid increase in median house price growth paired with limited sales suggest a potential undersupply, thus now is an ideal time to sell in Ramsgate Beach*.

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

MARKET CONDITIONS

SALES MEDIAN PRICE Q1 2020



SALES AVERAGE DAYS ON MARKET Q1 2020



RENTAL MEDIAN PRICE Q1 2020

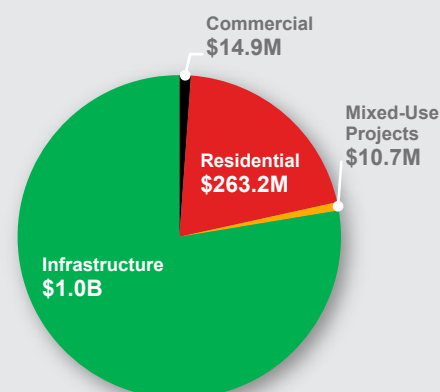


RENTAL AVERAGE DAYS ON MARKET Q1 2020



FUTURE DEVELOPMENTS

Ramsgate Beach* is set to see around **\$1.3B worth of new projects commencing in the 1st half of 2020.**



A focus on infrastructure in Ramsgate Beach* will see improvements to local amenity in order to enhance local lifestyle offering, having a positive effect on the real estate market.

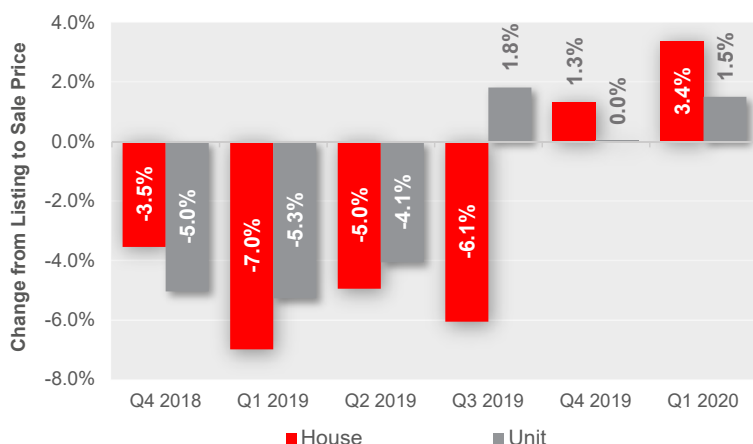
The major project over the 1st half 2020 period is the infrastructure development M6 Stage 1 (\$1.0B). which will see the construction of twin tunnels, onramps, intersection upgrades, pathways for cyclists and pedestrians, and a bridge, as well as other projects on local roads. Residential projects such as the Kogarah Central (\$175.0M, 233 Apartments) are key to ensure current demand is answered and ensure price growth is sustainable, remaining affordable for potential first home buyers.



*Ramsgate Beach market data and key indicators encapsulates aggregate property market conditions within the 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 Pricefinder, Cordell Connect database. © Copyright PRD 2020.

AVERAGE VENDOR DISCOUNT* KEY COMMENTS

Average vendor discount reflects the average percentage difference between the first list price and final sold price. A lower percentage difference (closer to 0.0%) suggests that buyers are willing to purchase close to the first asking price of a property.

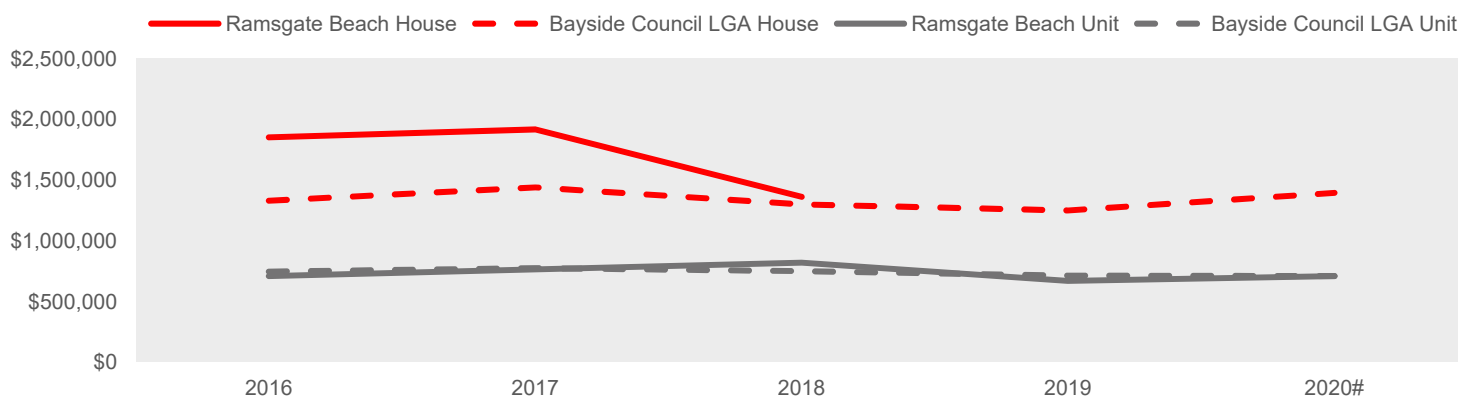


Average vendor discounts have swung to a premium for both property types, of 3.4% for houses and 1.5% for units. Market conditions in Ramsgate Beach* have now shifted to favour vendors, as buyers are offering above listed prices. Now is the time to sell.

The suburb of Ramsgate Beach has historically performed very closely to the wider Bayside Local Government Area (LGA) in unit median price. This continues to be the case in 2020[#], while no house sales have been recorded in the suburb since 2018.

The dominant proportion of homes sold in Ramsgate Beach* across 2019[^] were split between the mid-lower price range of \$1.0M - \$1.25M (24.7%) and the highest price above \$1,750,000 (25.3%). Units recorded a dominant mid-lower price point of \$550,000-\$650,000 (23.9%). Overall sales distributions show the market is accessible to a range of budgets.

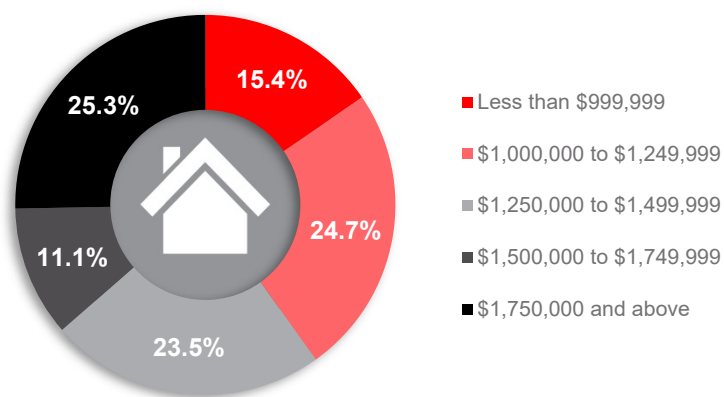
MARKET COMPARISON



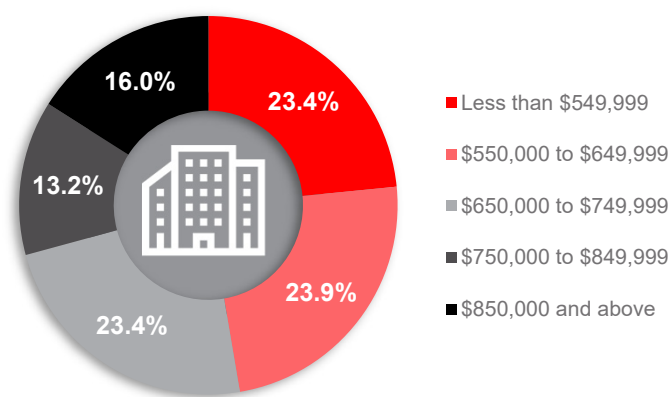
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Ramsgate Beach.

PRICE BREAKDOWN 2019[^]

HOUSES SOLD



UNITS SOLD

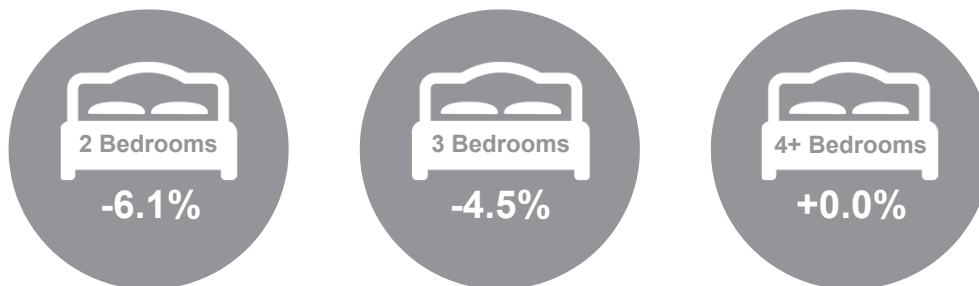


RENTAL GROWTH 2019*

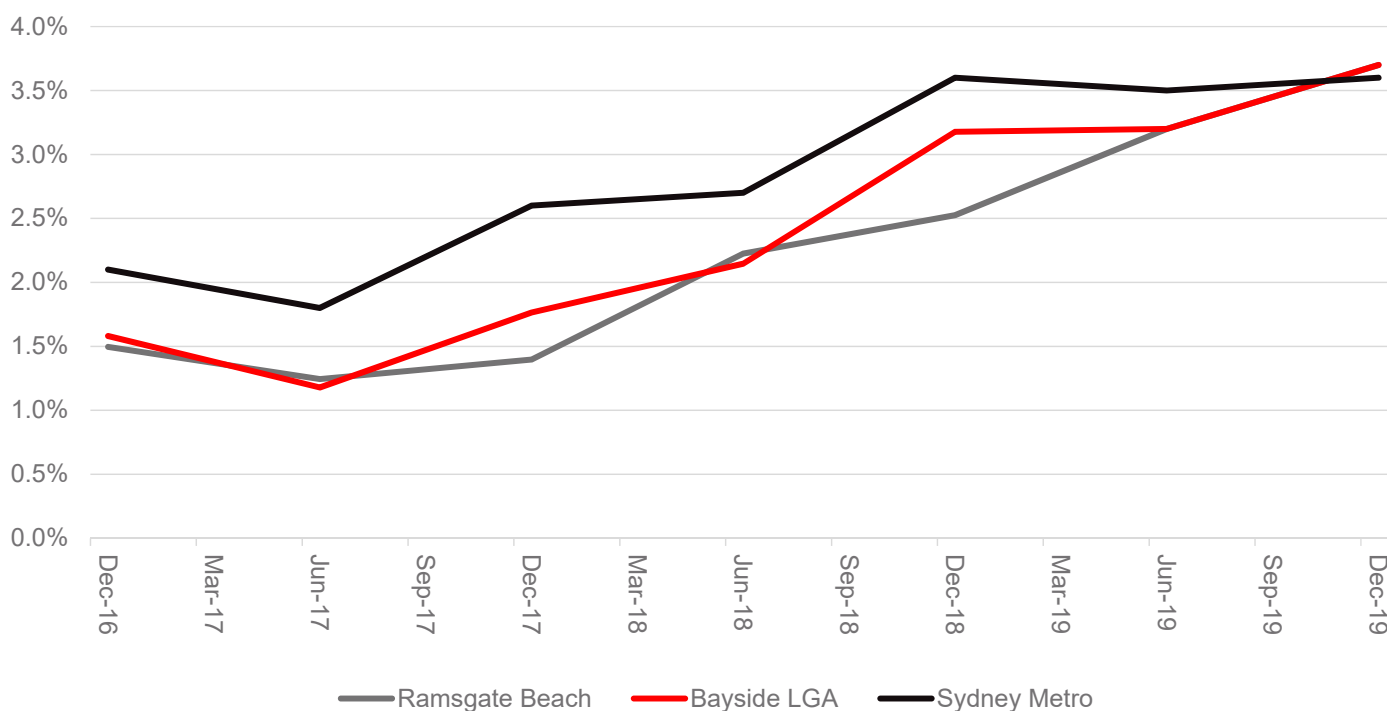
Over the past 12 months, house rental yields in Ramsgate Beach increased to reach 3.2% in December 2019. This suggests the house rental market is in a healthy position, despite a slight -4.5% softening in demand for rental properties in the 12 months to Q1 2020 (to 84 house rentals).

4+ bedroom houses have provided investors with stable rental returns annually, achieving a median rent of \$850 per week.

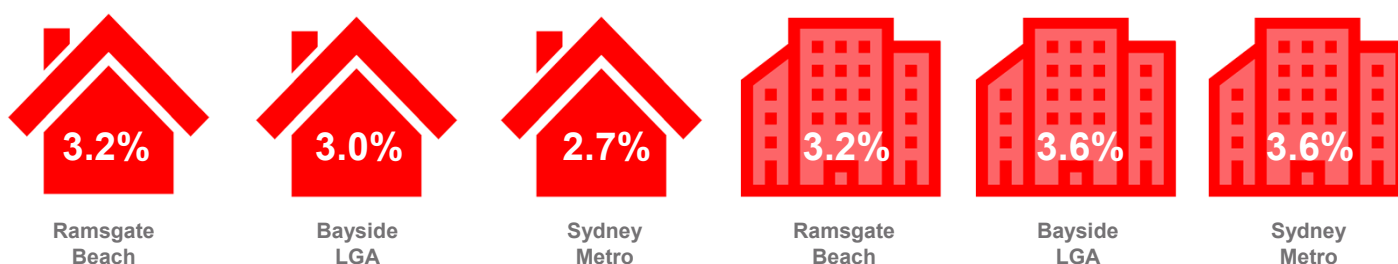
Ramsgate Beach recorded a vacancy rate of 3.7% in December 2019. This is reflective of an increasing trend over the past 24 months, with Ramsgate Beach's vacancy rate now marginally above Sydney Metro's 3.6% average. Landlords may wish to pursue tenants with longer lease periods to ensure greater cashflow security.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^

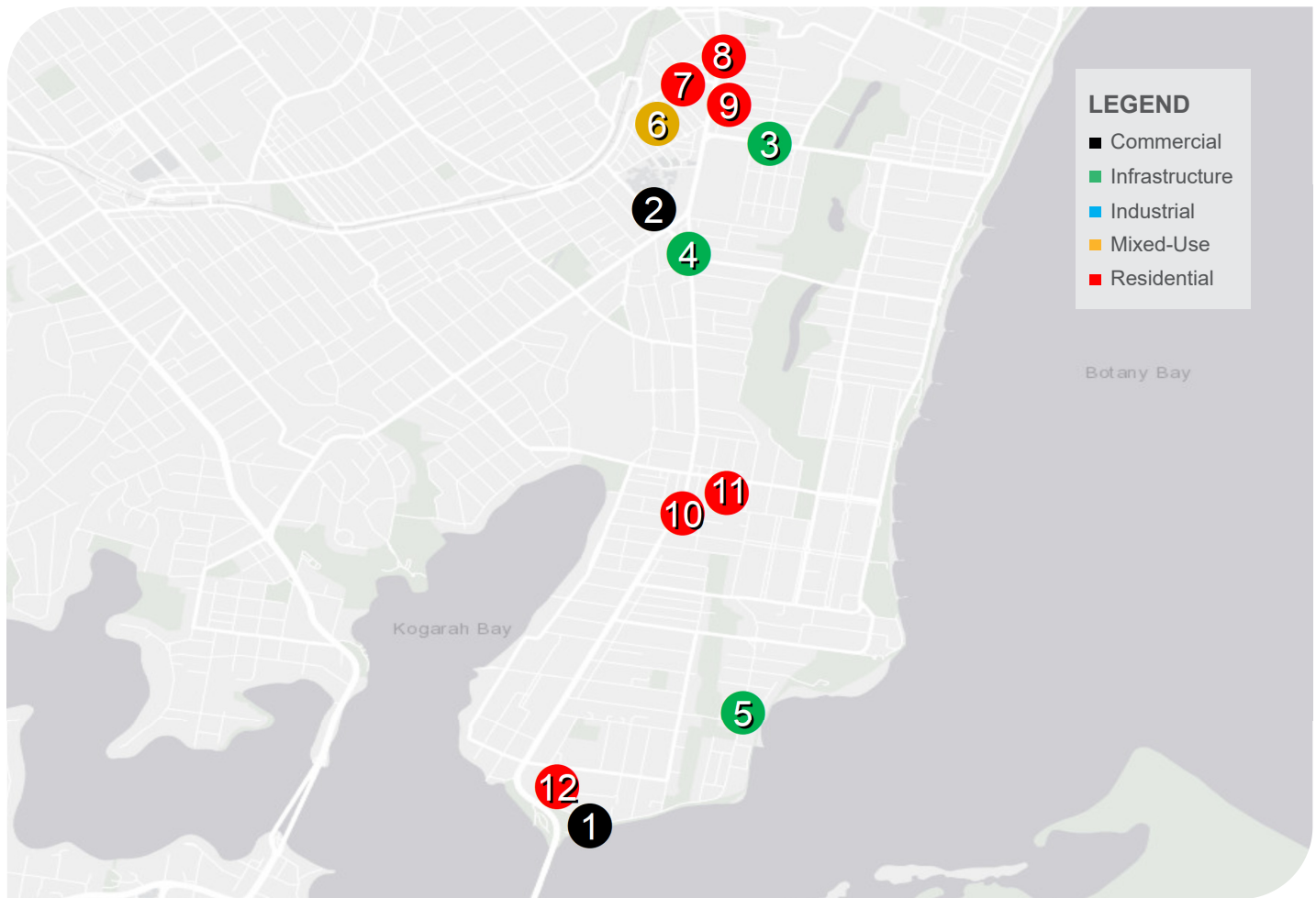


*Rental performance graph represents aggregate house median rent prices within the suburbs Ramsgate Beach, Kyeemagh, Kogarah, Sandringham, Monterey and Sans Souci. Annual rental growth is a comparison between 2018 and 2019 house median rent figures.

^Rental yields shown are as reported at December 2019.

Source: APM Pricer, SQM Research. © Copyright PRD 2020.

PROJECT DEVELOPMENT MAP 1ST HALF 2020*



| Location | Project** | Type | Estimated Value*** | Commence Date**** |
|----------|--|----------------|--------------------|-------------------|
| 1 | St George Sailing Club | Commercial | \$12,037,000 | 20/01/2020 |
| 2 | Gray Street Boarding House | Commercial | \$2,860,000 | 31/01/2020 |
| 3 | F6 Extension Stage 1 | Infrastructure | \$1,000,000,000 | 20/06/2020 |
| 4 | Bayside Council Residential Houses | Infrastructure | \$500,000 | 10/04/2020 |
| 5 | Bayside Council Road Re-sheeting Program 2019/2020 | Infrastructure | \$500,000 | 10/03/2020 |
| 6 | Montgomery Street Mixed Use Building (27 Apartments) | Mixed-use | \$10,657,000 | 12/02/2020 |
| 7 | Kogarah Central (233 Apartments) | Residential | \$175,000,000 | 22/01/2020 |
| 8 | Stanley Street Apartments (116 Apartments) | Residential | \$43,967,000 | 10/02/2020 |
| 9 | Stanley Street Apartments (87 Apartments) | Residential | \$30,200,000 | 16/06/2020 |
| 10 | Rocky Point Road Units (15 Units) | Residential | \$6,734,000 | 23/04/2020 |
| 11 | Park Road Apartments (12 Apartments) | Residential | \$4,751,000 | 21/05/2020 |
| 12 | Meriel Street Townhouses (5 Townhouses) | Residential | \$2,535,000 | 20/04/2020 |

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

OUR KNOWLEDGE

Access to accurate and objective research is the foundation of all good property decisions.

OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis.

OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customised products.



Frank Mazotta, Principal

M +61 400 804 041

E frank@prdbn.com.au

PRD Ramsgate Beach

P +61 2 9529 4666

F +61 2 9529 4044

207 Ramsgate Road
Ramsgate Beach NSW 2217

PRD.com.au/ramsgatebeach