



Beverly Hills Market Update 1st Half 2020



OVERVIEW

In Q4 2019, Beverly Hills* recorded a median house price of \$1,150,000, and a median unit price of \$545,000. This represents annual (Q4 2018 – Q4 2019) median price growth of 20.9% for houses and a price softening of -6.8% for units. At the same time, total sales in both markets improved for Q4 2019, up by 39.1% for houses (to 64 sales) and by 73.7% for units (to 33 sales). Strong capital growth and an increase in market activity suggests now is the time to buy and sell in Beverly Hills*.

	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 Q4 2019



SALES AVERAGE DAYS ON MARKET Q4 2019



RENTAL MEDIAN PRICE Q4 2019

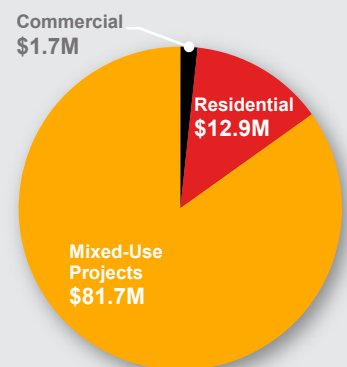


RENTAL AVERAGE DAYS ON MARKET Q4 2019



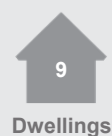
FUTURE DEVELOPMENTS

The Beverly Hills* area is set to see approximately **\$96.3M** worth of new projects commencing across the 1st half of 2020.



A major focus on mixed-use projects will help create local employment in Beverly Hills*, whilst also ensuring new dwellings are constructed to support population growth in the area. Such activity is expected to have a positive spill-over impact on the local market.

A main mixed-use project for the 1st half of 2020 is the Canterbury Road Mixed-Use Development (\$31.5M). The project is set to create 80 apartments plus two commercial/retail use tenancies. This project will help diversify housing options and commercial activities in Beverly Hills*.



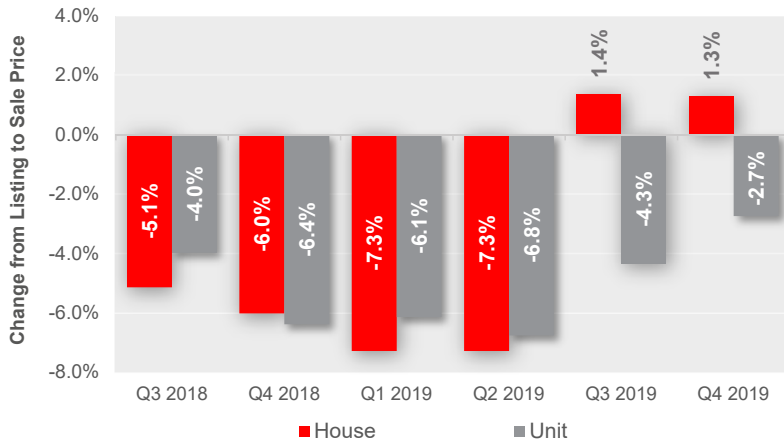
*Beverly Hills market data and key indicators encapsulates aggregate property market conditions within the suburbs Beverly Hills, Roselands and Narwee.

**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.

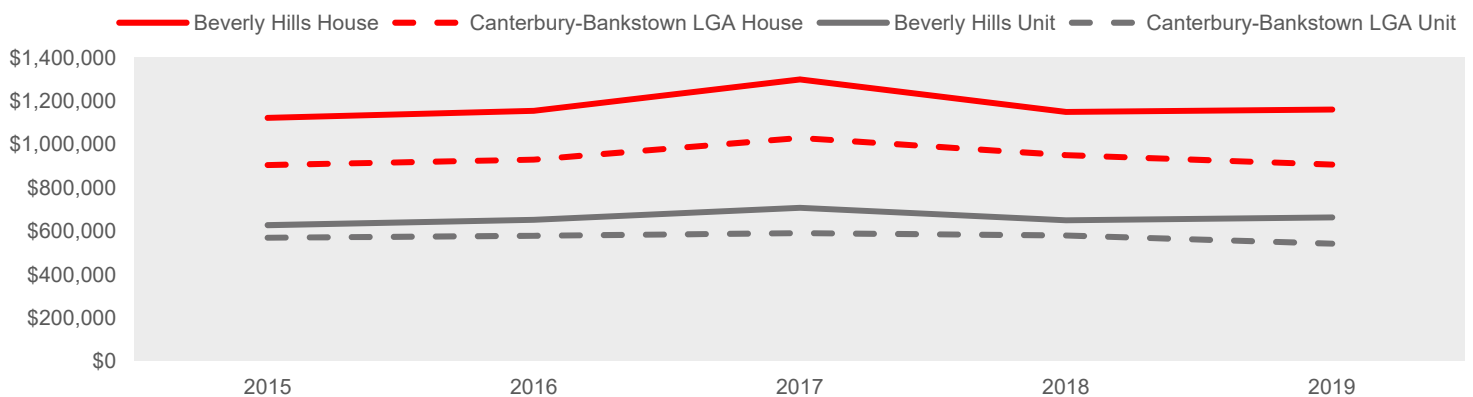
2019 have continued to favour vendors, with a swing towards a premium of +1.3% for houses and tightening to -2.7% for units. House buyers now typically need to offer above the listing price to secure property. This creates an ideal market to sell in.



The suburb of Beverly Hills historically outperformed the wider Canterbury-Bankstown Local Government Area (LGA) in property prices. This continued to be the case for 2019, with the median house price in Beverly Hills increasing while the LGA softened.

The dominant proportion of houses sold in Beverly Hills* across 2019 were priced in the premium range above \$1,150,000 (35.2%), with some stock still available below \$850,000 (20.7%). Both house and unit markets had properties available across a range of prices, suggesting there is a home for every budget.

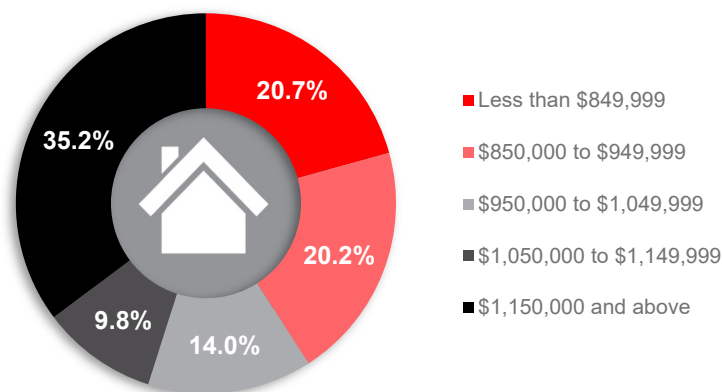
MARKET COMPARISON



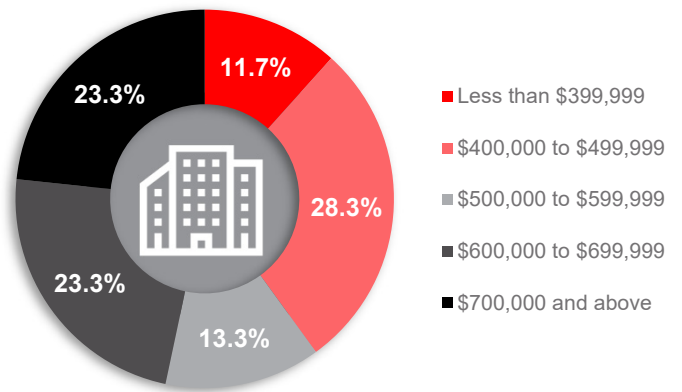
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Beverly Hills.

PRICE BREAKDOWN 2019

HOUSES SOLD



UNITS SOLD

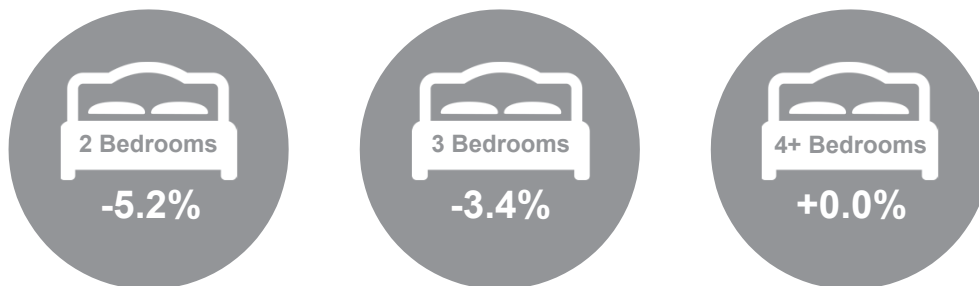


RENTAL GROWTH 2019*

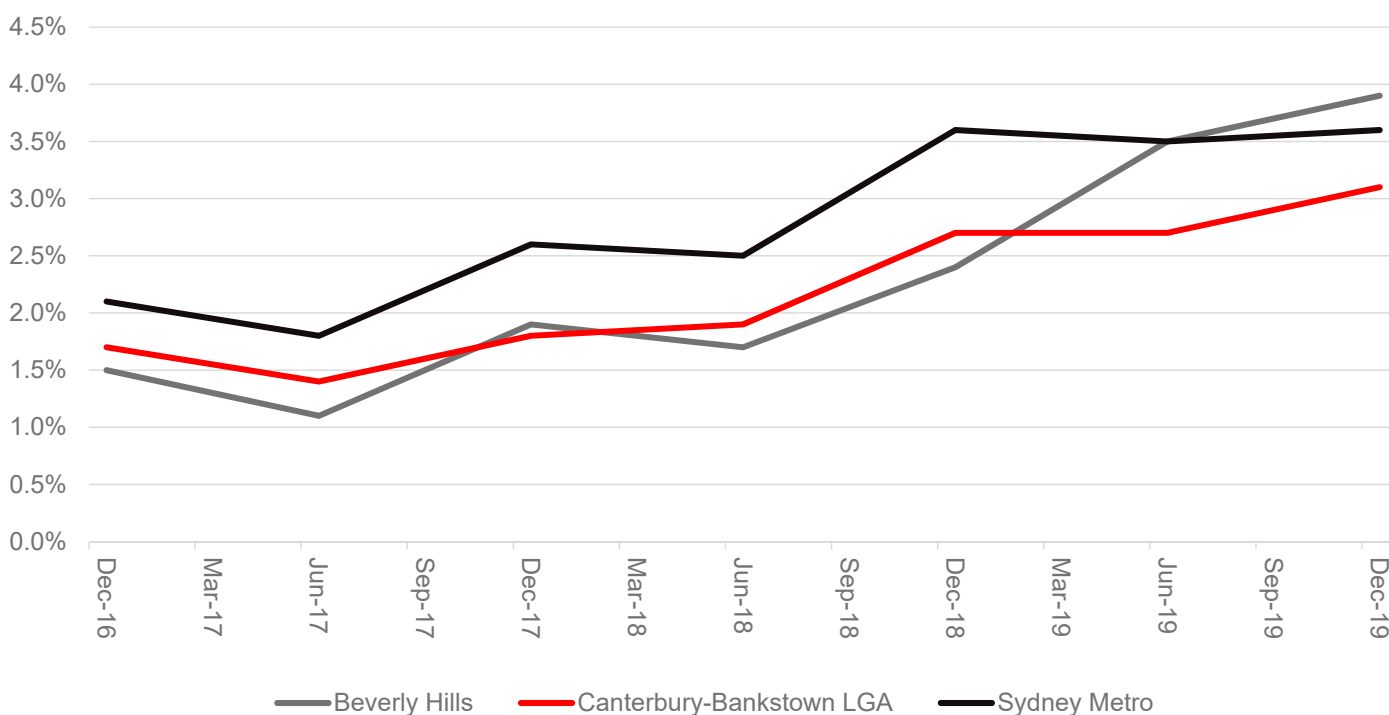
Over the past 12 months, house rental yields in Beverly Hills* has remained steady at 3.1% in December 2019, which is above the wider Canterbury-Bankstown LGA (2.9%). This yield remained stable, despite a slight softening in demand for house rentals in the same period (-4.3%). Overall this suggests the house rental market is in a healthy position.

4+ bedroom houses have provided investors with stable returns annually, achieving a median rent of \$700 per week.

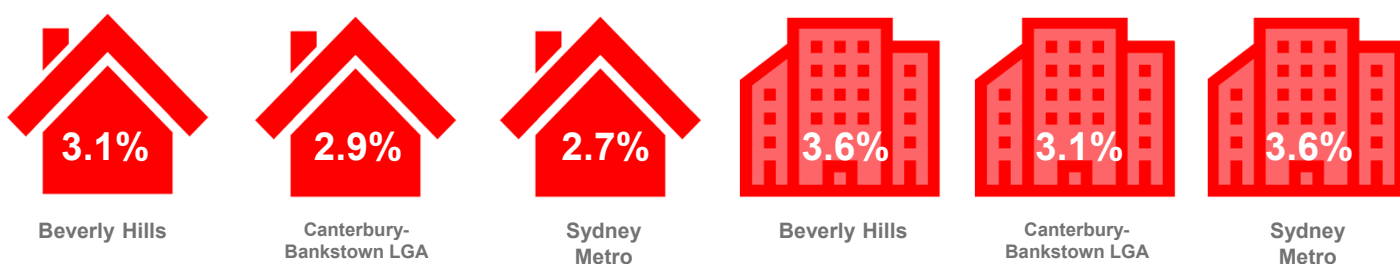
Beverly Hills* recorded a vacancy rate of 3.9% in December 2019, which has moved above Sydney Metro (3.6%). This is slightly above what is considered a healthy vacancy level by the Real Estate Institute of Australia (3.0%), suggesting investors may wish to sign tenants on longer terms for security of income.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^



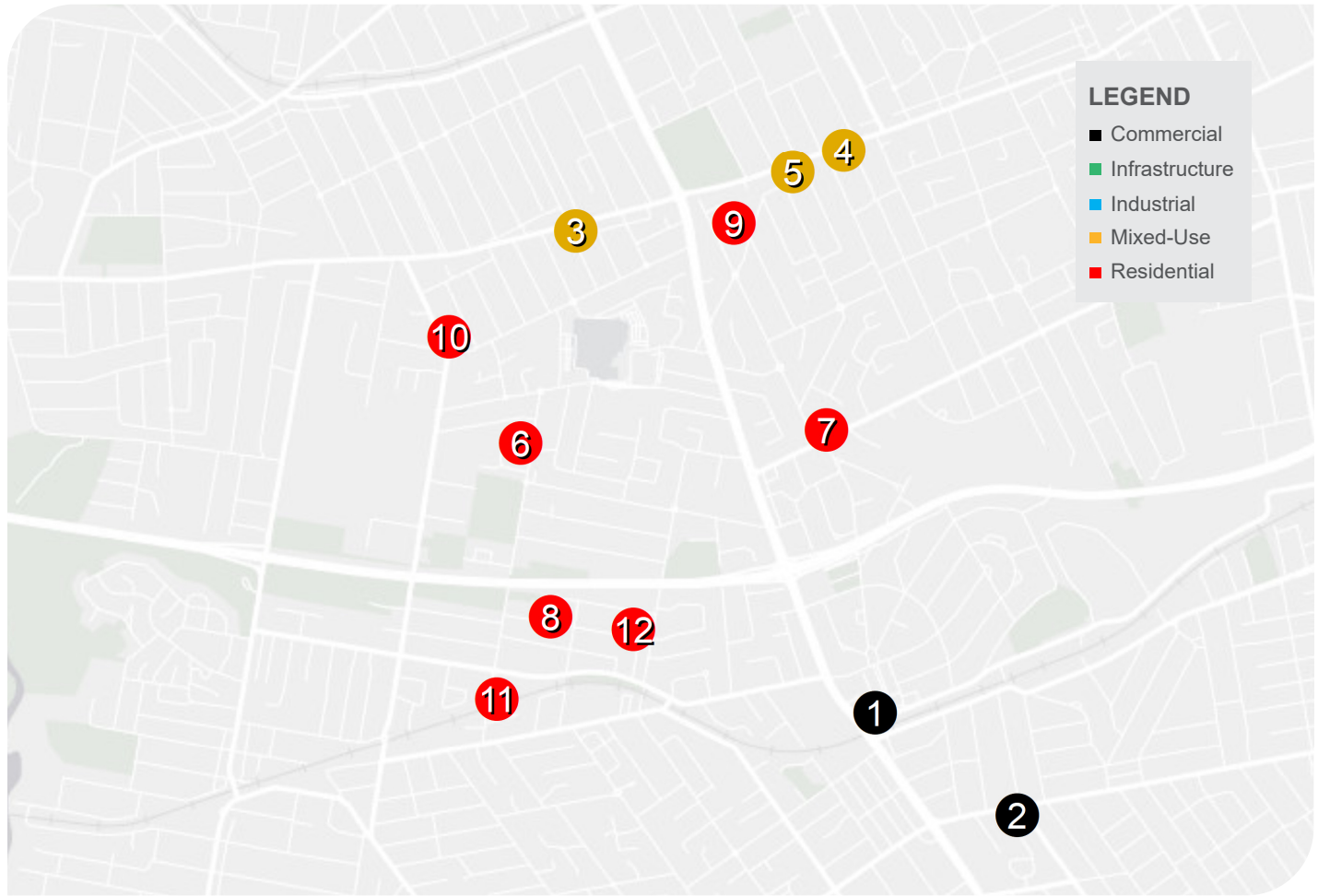
*Rental performance graph represents aggregate house median rent prices within the suburbs Beverly Hills, Roselands, and Narwee.

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 Pricerfinder, SQM Research. © Copyright PRD 2020.

PROJECT DEVELOPMENT MAP 1ST HALF 2020*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Tooronga Terrace Boarding House	Commercial	\$916,000	14/03/2020
2	Stoney Creek Road Boarding House	Commercial	\$740,000	12/03/2020
3	Canterbury Rd Mixed Development (80 Apartment)	Mixed-use	\$31,462,000	14/03/2020
4	Canterbury Road Mixed Use Development (98 Units)	Mixed-use	\$30,950,000	27/04/2020
5	Canterbury Road Mixed Use Development (75 Units)	Mixed-use	\$19,322,000	16/06/2020
6	Karne St Townhouses (12 Townhouses)	Residential	\$3,438,000	06/04/2020
7	Moorefields Road Townhouses (8 Townhouses)	Residential	\$2,310,000	15/06/2020
8	Graham Road Units (8 Units)	Residential	\$2,110,000	23/06/2020
9	Nicoll Street Dwellings (4 Dwellings)	Residential	\$1,597,000	22/05/2020
10	Bonds Road Townhouses (6 Townhouses)	Residential	\$1,266,000	11/04/2020
11	Karne Street Dwellings (5 Dwellings)	Residential	\$1,198,000	29/03/2020
12	Graham Rd Townhouses (5 Townhouses)	Residential	\$1,000,000	10/06/2020

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.



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