



# Beverly Hills Market Update 2nd Half 2020



## OVERVIEW

In Q2 2020, Beverly Hills\* recorded a median house price of \$1,217,500, and a median unit price of \$756,500. This represents strong annual (Q2 2019 – Q2 2020) median price growth of 25.2% for houses and of 41.4% for units. Between Q2 2019 – Q2 2020 total sales slowed, by -28.3% for houses (to 33 sales) and by -53.8% for units (to 12 sales). Beverly Hills\* property market price growth has proven to be extremely resilient during COVID-19, and with few competing properties now is the time to transact in the market.

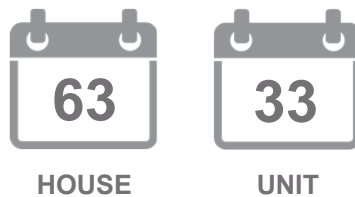
|  | CHANGE FROM LAST   | YEAR | HALF YEAR |
|--|--------------------|------|-----------|
|   | House Sales        | ↓    | ↓         |
|  | House Median Price | ↑    | ↑         |
|  | House Rental Price | ↓    | ↔         |
|  | Unit Sales         | ↓    | ↓         |
|  | Unit Median Price  | ↑  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

## MARKET CONDITIONS

### SALES MEDIAN PRICE Q2 2020



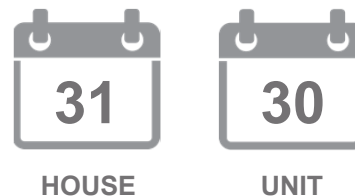
### SALES AVERAGE DAYS ON MARKET Q2 2020



### RENTAL MEDIAN PRICE Q2 2020

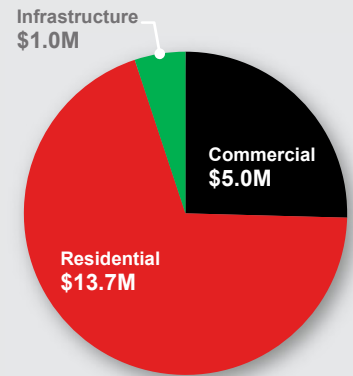


### RENTAL AVERAGE DAYS ON MARKET Q2 2020



## FUTURE DEVELOPMENTS

Beverly Hills\* is set to see approx. **\$19.7M** worth of new projects commencing in the 2nd half of 2020.



These projects will stimulate economic growth while also creating new dwelling stock in Beverly Hills\*. This should assist in answering current demand and ensuring sustainable price growth in the area.

A main commercial project in the 2nd half of 2020 is the Beverly Hills Hotel Refurbishment (\$5.0M) which includes changes to the gaming area gaming sports theatre, and bistro dining entry. Key residential projects include Stoddart Street Dwellings (\$4.7M, 17 dwellings), Mercury St Units (\$2.4M, 12 units), and Mountview Avenue Dwellings (\$2.4M, 6 dwellings).



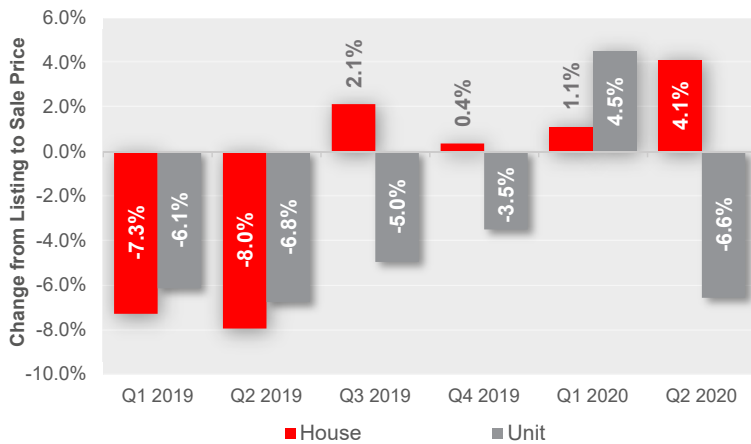
\*Beverly Hills market data and key indicators encapsulates aggregate property market conditions within the suburbs Beverly Hills, Roselands, and Narwee.

\*\*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.

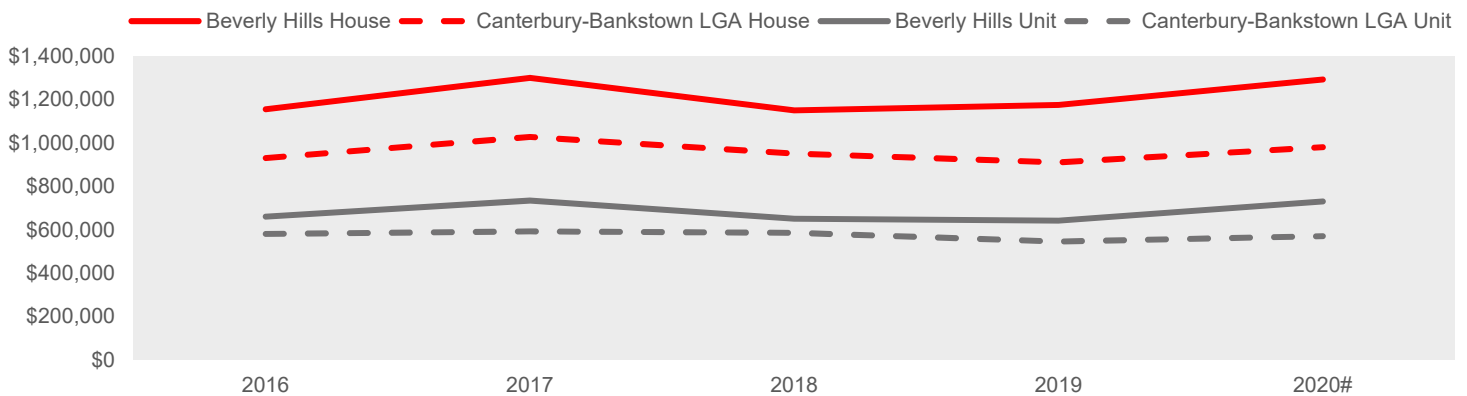
Average vendor discounts between Q2 2019 and Q2 2020 have swung to a buyer's premium of 4.1% for houses and tightened to -6.6% for units. House market conditions in Beverly Hills\* have now shifted to favour vendors, as buyers are willing to offer above the initial listing price. Now is the time to sell.



The suburb of Beverly Hills has historically outperformed the wider Canterbury-Bankstown Local Government Area (LGA) in both house and unit median prices. This continues to be the case throughout 2020# despite COVID-19, proving the area's market resilience.

The dominant proportion of homes sold in Beverly Hills\* across 2020^ were priced below \$1,000,000 (28.1%), though the premium market of above \$1,300,000 is also strong (24.6%). Units recorded a similarly dominant lower price point of below \$500,000 (26.5%), which is good news for first home buyers.

## MARKET COMPARISON

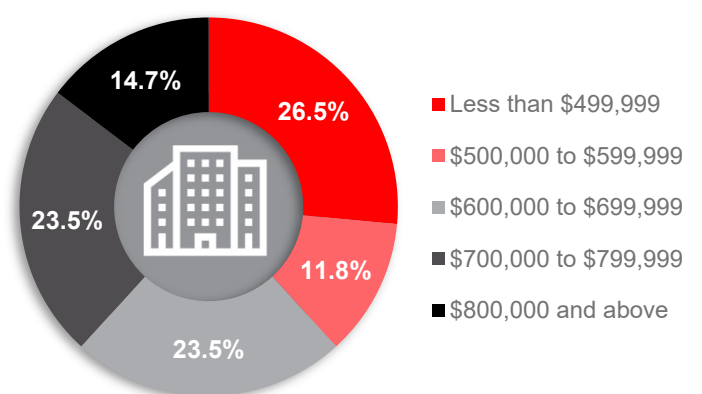
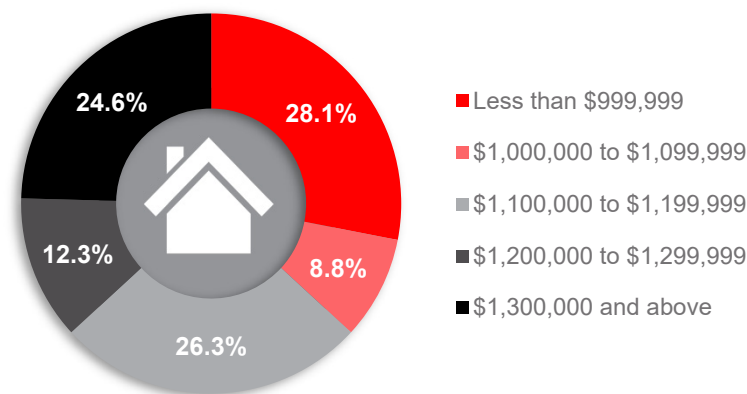


The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Beverly Hills.

## PRICE BREAKDOWN 2020^

### HOUSES SOLD

### UNITS SOLD



## RENTAL GROWTH 2020\*

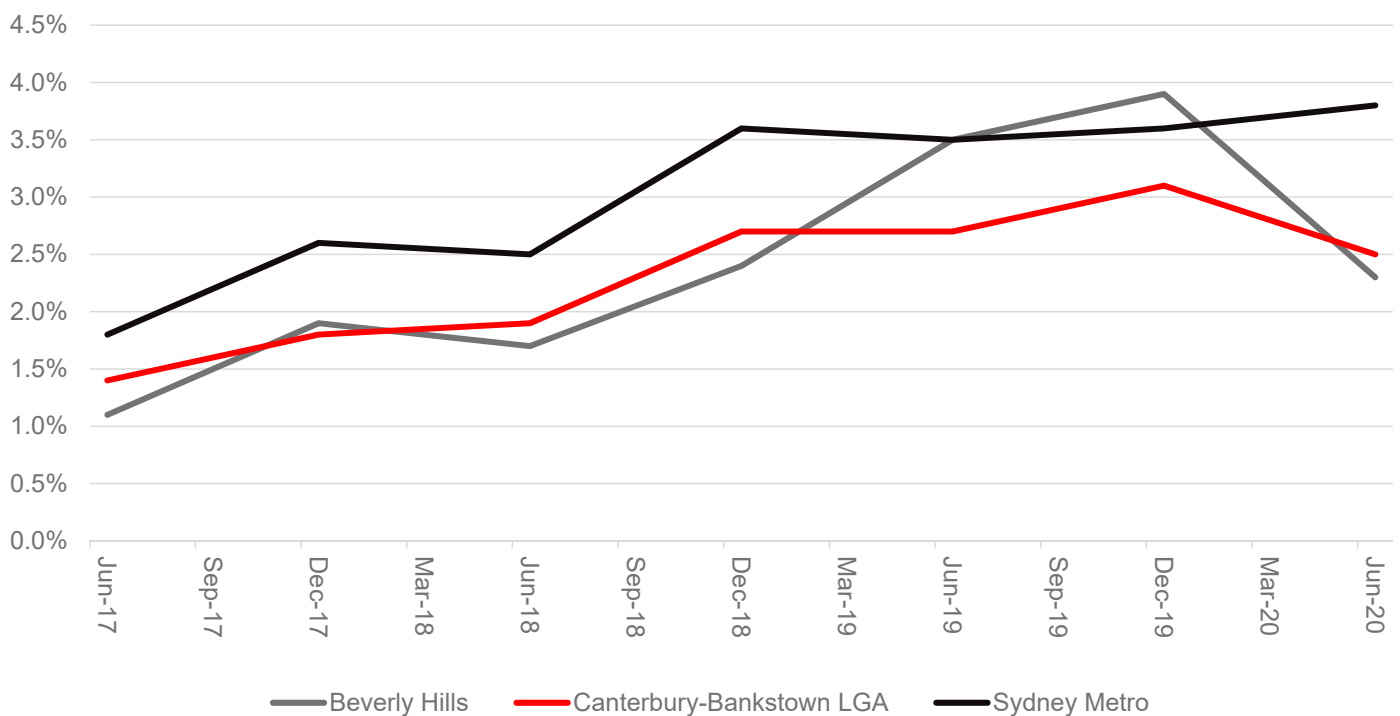
Over the past 12 months, house rental yields in Beverly Hills have compressed to sit at 2.6% in June 2020. This suggests the house rental market is in a healthy position, particularly when combined with a -6.1% decrease in the average days on the rental market (to 31 days) in the 12 months to Q2 2020.

3 bedroom houses have provided investors with stable rental returns annually, achieving a median rent of \$560 per week.

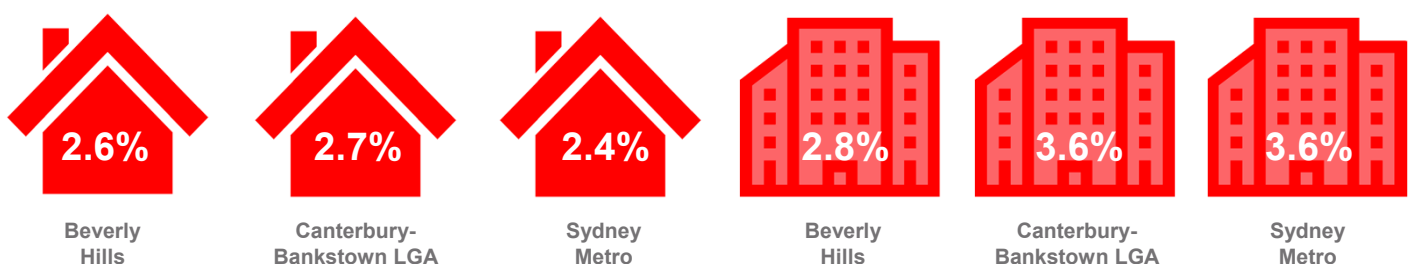
Beverly Hills recorded a vacancy rate of 2.3% in June 2020. This represents a steady declining rate since June 2019 and a sharp decline since December 2019, quite the opposite to vacancy rate expectations during COVID-19. Furthermore, vacancy rates in Beverly Hills are well below Sydney Metro's 3.8% average. This confirms a healthy rental demand exists in Beverly Hills, and investors can be confident of quicker occupancy of investment properties.



## RENTAL VACANCY RATES 2020

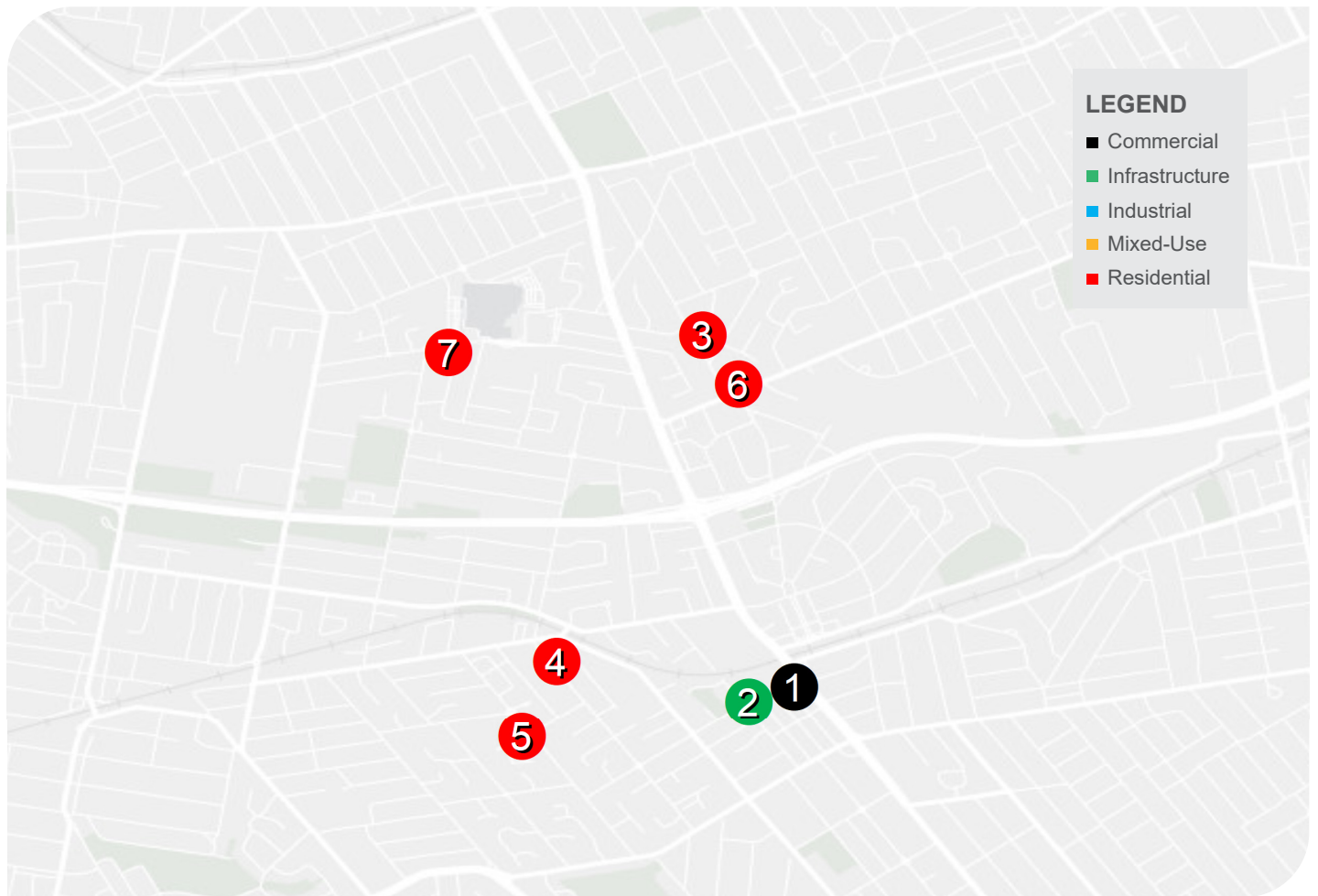


## RENTAL YIELD 2020^



\*Rental performance graph represents aggregate house median rent prices within the suburbs Beverly Hills, Roselands, and Narwee. Annual rental growth is a comparison between 1H 2019 (01/01/2019 – 30/06/2019) and 1H 2020 (01/01/2020 – 30/06/2020) house median rent figures. ^Rental yields shown are as reported at June 2020. Source: APM Pricer, SQM Research. © Copyright PRD 2020.

# PROJECT DEVELOPMENT MAP 2ND HALF 2020\*



| Location | Project**                                  | Type           | Estimated Value*** | Commence Date**** |
|----------|--|----------------|--------------------|-------------------|
| 1        | Beverly Hills Hotel                        | Commercial     | \$5,000,000        | 11/07/2020        |
| 2        | Edgbaston Road-Melvin Street Roundabout    | Infrastructure | \$1,000,000        | 28/12/2020        |
| 3        | Stoddart Street Dwellings (17 Dwellings)   | Residential    | \$4,652,000        | 15/09/2020        |
| 4        | Mercury St Units (12 Units)                | Residential    | \$2,490,000        | 25/10/2020        |
| 5        | Mountview Avenue Dwellings (6 Dwellings)   | Residential    | \$2,424,000        | 05/07/2020        |
| 6        | Moorefields Road Townhouses (8 Townhouses) | Residential    | \$2,310,000        | 10/12/2020        |
| 7        | Martin Street Townhouses (5 Townhouses)    | Residential    | \$1,783,000        | 21/12/2020        |

## 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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