



Hurstville Market Update

1st Half 2020



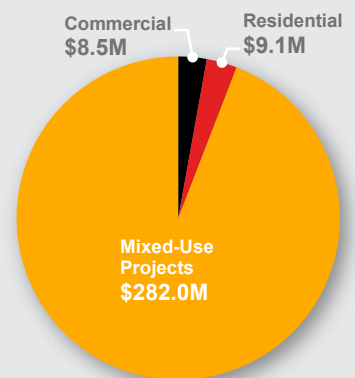
OVERVIEW

In Q4 2019, Hurstville* recorded a median house price of \$1,435,000 and a median unit price of \$680,000. This represents annual (Q4 2018 – Q4 2019) median price growth of 26.4% for houses and a softening of -14.5% for units. Between Q4 2018 – Q4 2019 house sales increased by 45.0% (29 sales) and unit sales increased by 15.3% (68 sales), indicating an increase in demand and market recovery in Hurstville*. That said units in Hurstville* have become more affordable, making now a good opportunity to enter the market.

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

FUTURE DEVELOPMENTS

Hurstville* is set to see approximately **\$299.7M** worth of new projects commencing in the 1st half of 2020.



A focus on mixed-use projects continues to be a key strategy for Hurstville*. The increase in commercial activity in conjunction with new dwelling stock ensure that there is capacity in the local Hurstville* area to increase economic activity and employment, while simultaneously increasing property stock to meet demand.

MARKET CONDITIONS

SALES MEDIAN PRICE Q4 2019



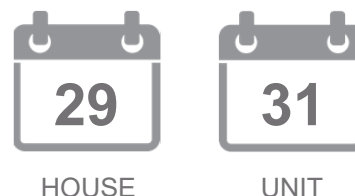
SALES AVERAGE DAYS ON MARKET Q4 2019



RENTAL MEDIAN PRICE Q4 2019



RENTAL AVERAGE DAYS ON MARKET Q4 2019



A key mixed-use project over for the 1st half of 2020 is the Forest Road Mixed Development (\$193.0M). This project is set to construct 556 units and 4345sqm of retail space. The Waratah Private Hospital (\$6.1M) is a commercial conversion project which will turn an existing medical centre into a new private hospital. The project King Georges Road Units (\$3.1M) will also add 13 units to the Hurstville's* residential stock.

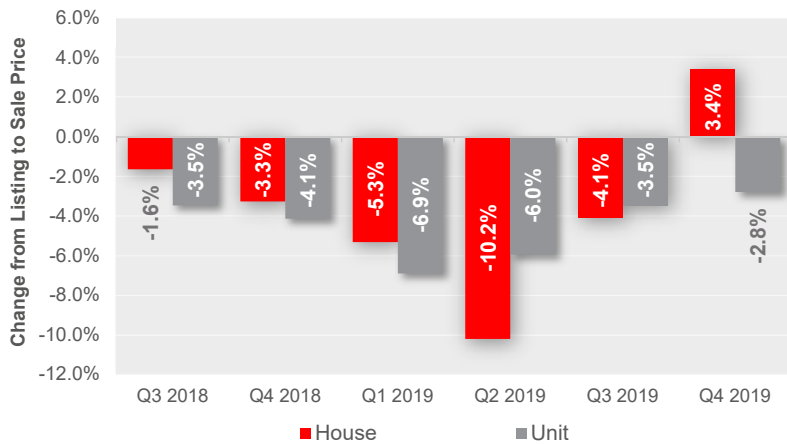


*Hurstville market data and key indicators encapsulates aggregate property market conditions within the suburb Hurstville.
 **Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.
 Source: APM Pricerfinder, Cordell 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.

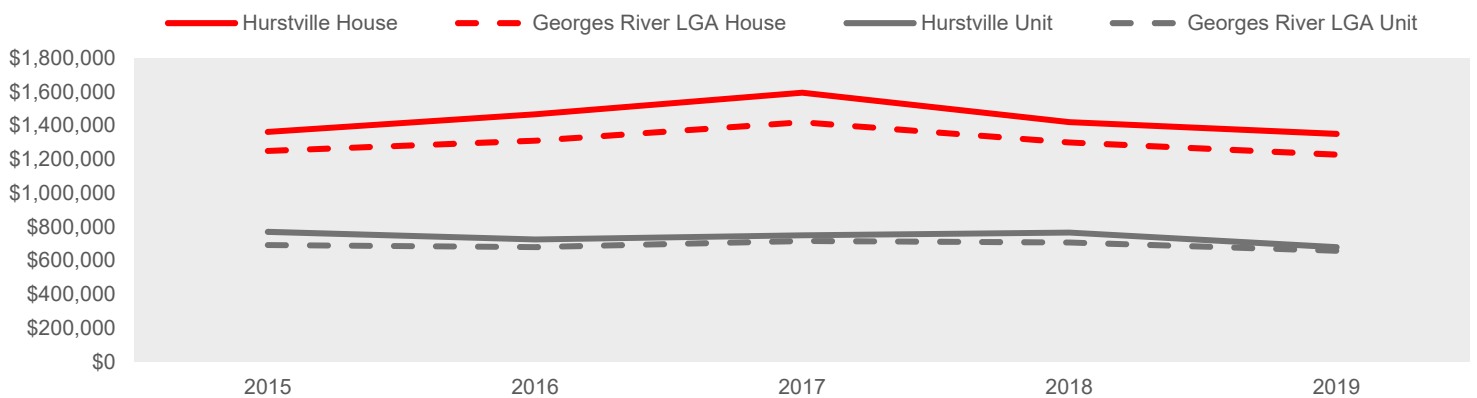
Average vendor discount between Q4 2018 and Q4 2019 have swung to a premium of +3.4% for houses and tightened to -2.8% for units. Market conditions in Hurstville* continue to favour sellers, particularly now for houses. Buyers must be willing to negotiate above the initial listing price, making now an ideal time to sell.



Hurstville* has historically outperformed the Georges River LGA in property prices. This continued to be the case across 2019, though the price gap between the unit markets have decreased. Units have become more affordable in Hurstville*, ideal for first home buyers.

The dominant volume of homes sold in Hurstville* for 2019 were priced above \$1,600,000 (27.2%), revealing the market's preference for premium housing. Units recorded a dominant mid-range price point of \$600,000-\$700,000 (31.0%). Thus there are a range of options available for buyers at different price points.

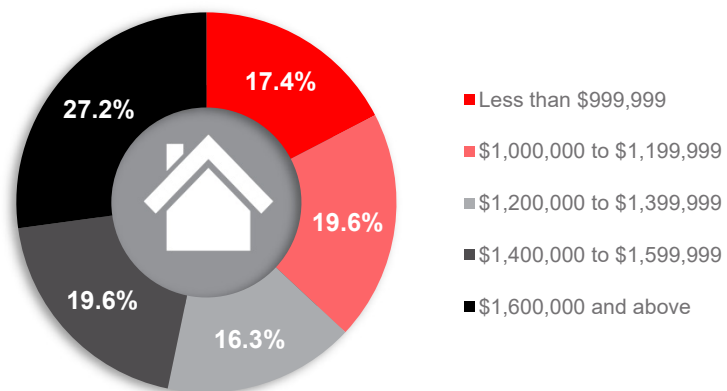
MARKET COMPARISON



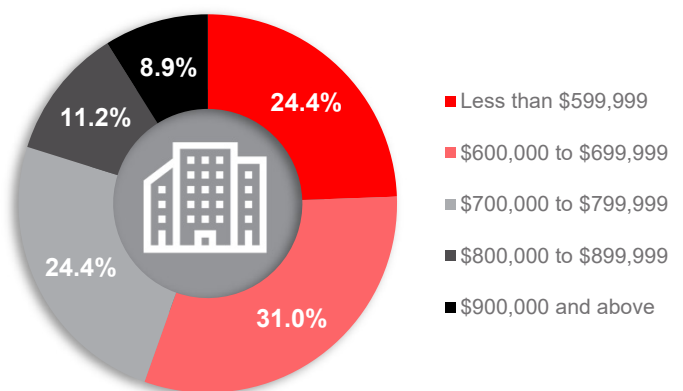
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Hurstville.

PRICE BREAKDOWN 2019

HOUSES SOLD



UNITS SOLD

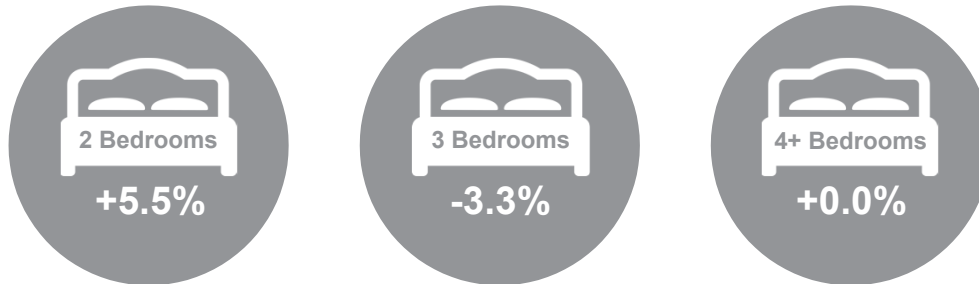


RENTAL GROWTH 2019*

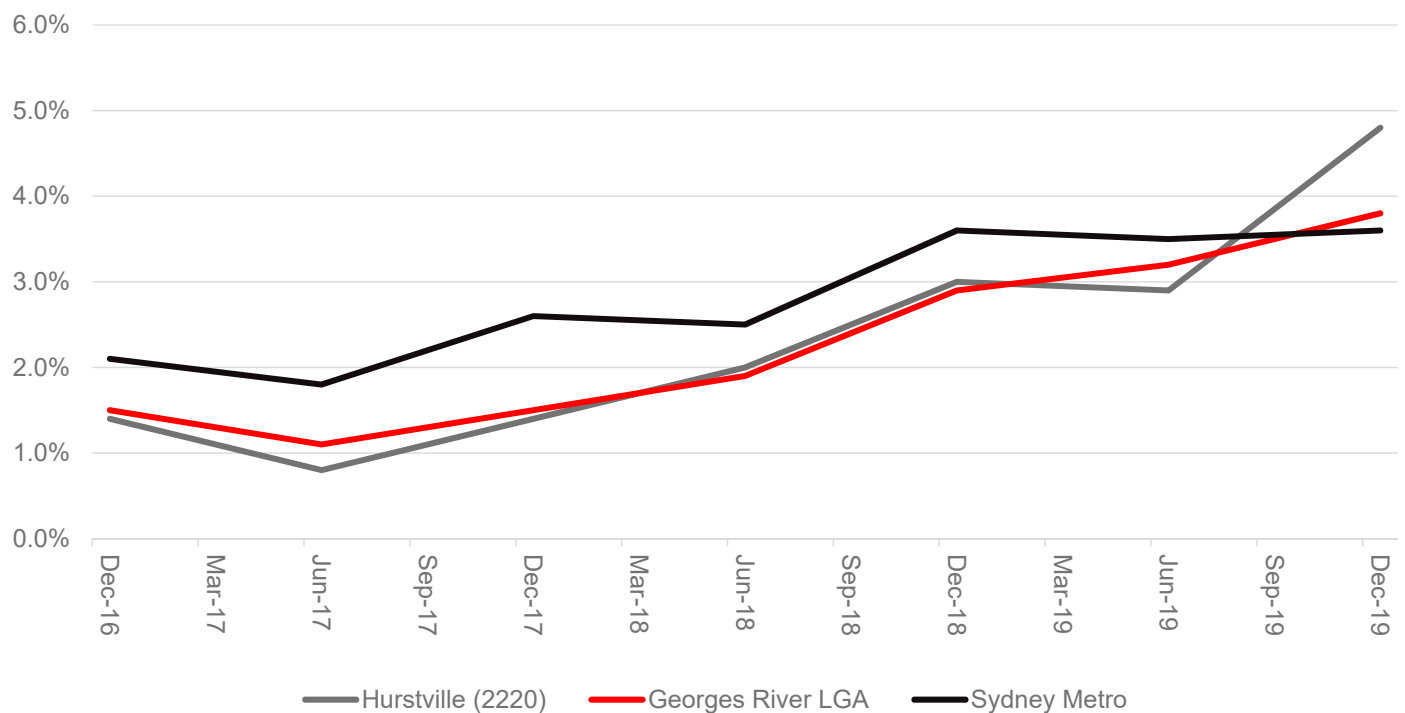
The median house rental price in Hurstville* held stable at \$600 per week over the 12 months to Q4 2019, however units slightly softened by -3.6% to \$530 per week. Over this same period, rental activity in Hurstville* softened slightly by -8.2% for houses and -6.6% for units. Despite less demand rental prices were relatively stable overall, good news for investors.

Houses in Hurstville* recorded an average rental yield of 3.0% in December 2019, above both Georges River LGA and Sydney Metro. Meanwhile, units recorded an average yield of 3.8%, again above both the LGA and Sydney Metro.

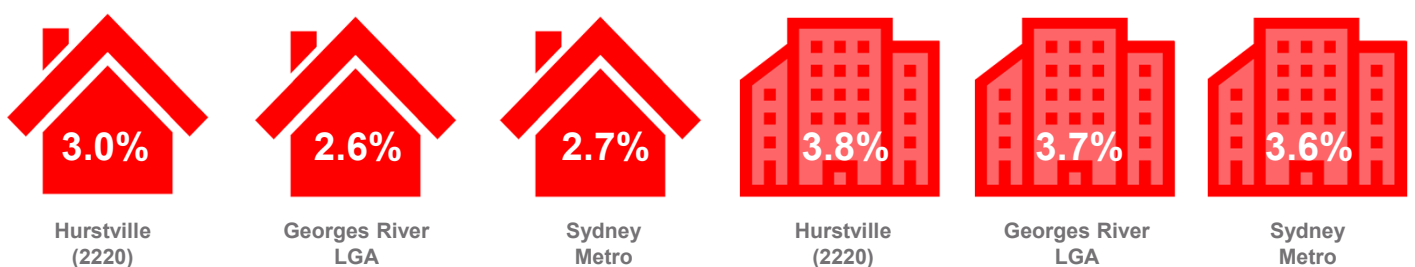
Hurstville* recorded a vacancy rate of 4.8% in December 2019, which is a sharp increase that moves it above the Georges River LGA and Sydney Metro. This may be due to recent project completions which brings new stock online, thus landlords may wish to sign tenants on longer leases for income security.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^



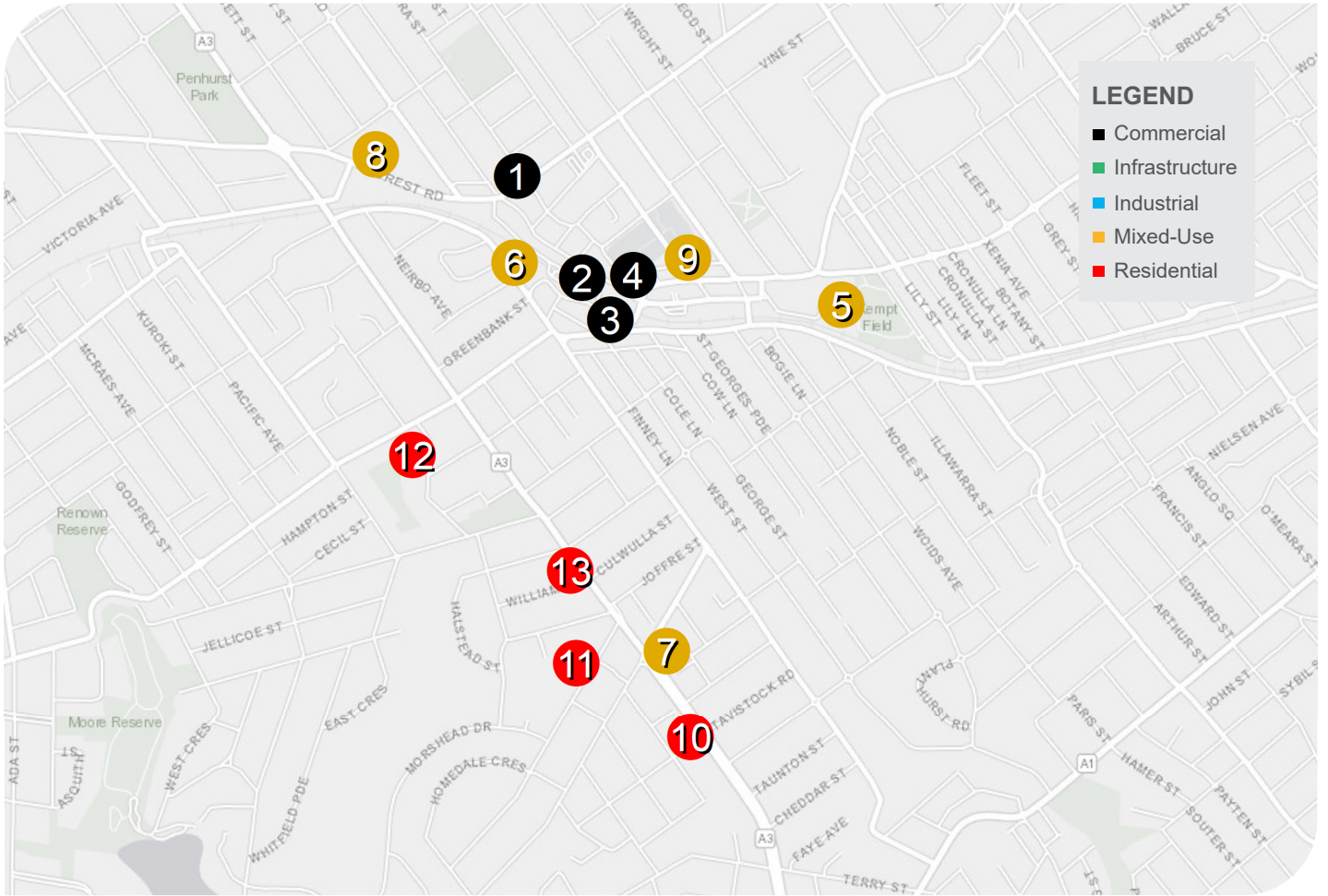
*Rental performance graph represents aggregate house median rent prices within the suburb Hurstville.

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 2ND HALF 2019 - 1ST HALF 2020*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Waratah Private Hospital	Commercial	\$6,050,000	29/07/2019
2	Bank Of China	Commercial	\$1,500,000	24/09/2019
3	Hurstville Rsl Club	Commercial	\$715,000	04/09/2019
4	Yayoi Japanese Teishoku Restaurant	Commercial	\$244,000	16/12/2019
5	Forest Rd Mixed Development – Beyond (556 Units)	Mixed-use	\$193,030,000	23/06/2020
6	Stellar Hurstville (106 Units)	Mixed-use	\$37,472,000	04/05/2020
7	Connells Point Road & Allen Street Mixed Use Development (64 Units)	Mixed-use	\$22,732,000	18/01/2020
8	Forest Rd Mixed Development (57 Units)	Mixed-use	\$22,300,000	10/10/2019
9	Park Road Mixed Use Development (19 Apartments)	Mixed-use	\$6,504,000	06/04/2020
10	King Georges Road Units (13 Units)	Residential	\$3,090,000	12/02/2020
11	Greenacre Road Townhouses (8 Townhouses)	Residential	\$2,580,000	13/01/2020
12	Denman St Townhouses (7 Townhouses)	Residential	\$1,800,000	22/04/2020
13	King Georges Road Townhouses (4 Townhouses)	Residential	\$1,651,000	25/06/2020

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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