



Liverpool Market Update 2nd Half 2020



OVERVIEW

In Q3 2020, Liverpool* recorded a median house price of \$740,000, and a median unit price of \$487,000. This represents annual (Q3 2019 – Q3 2020) median price softening of -1.3% for houses and growth of 0.4% for units. Between Q3 2019 – Q3 2020 total sales slowed, down by -0.6% for houses (to 491 sales) and by -23.4% for units (to 160 sales), potentially due to low stock on the market. Despite a minor slowing in the house market, Liverpool* has remained resilient in the face of COVID-19, making now a good time to continue 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 Q3 2020



SALES AVERAGE DAYS ON MARKET Q3 2020



RENTAL MEDIAN PRICE Q3 2020

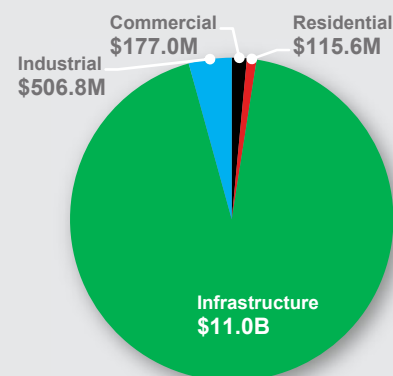


RENTAL AVERAGE DAYS ON MARKET Q3 2020



FUTURE DEVELOPMENTS

Liverpool* is set to see approximately **\$11.8B worth of new projects** commence in the 2nd half of 2020.



A large focus on infrastructure projects will provide residents with significant accessibility gains and improved services, as well as create new jobs in the construction phase. This is in turn will positively impact the property market.

A main commercial project over the 2nd half of 2020 is the \$93.4M Westfield Liverpool Commercial Tower & Leisure Precinct, which will create a new commercial eight-storey tower and entertainment and leisure offerings. The Sydney Metro - Western Sydney Airport Rail Link (\$11.0B) will improve Liverpool's connectivity with the rest of Sydney. Key residential projects include: Croatia Avenue Apartments (\$36.5M, 135 units) and Rynan Avenue Apartments – Casuarina Waters (\$25.8M, 110 apartments).



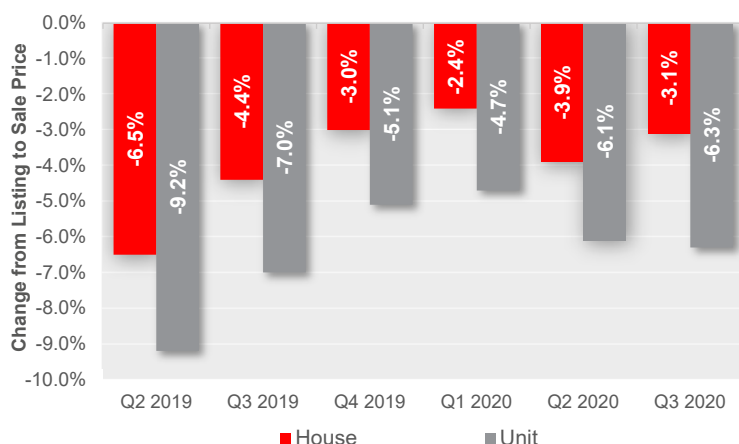
273 Units/
Apartments



537 Lots

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.

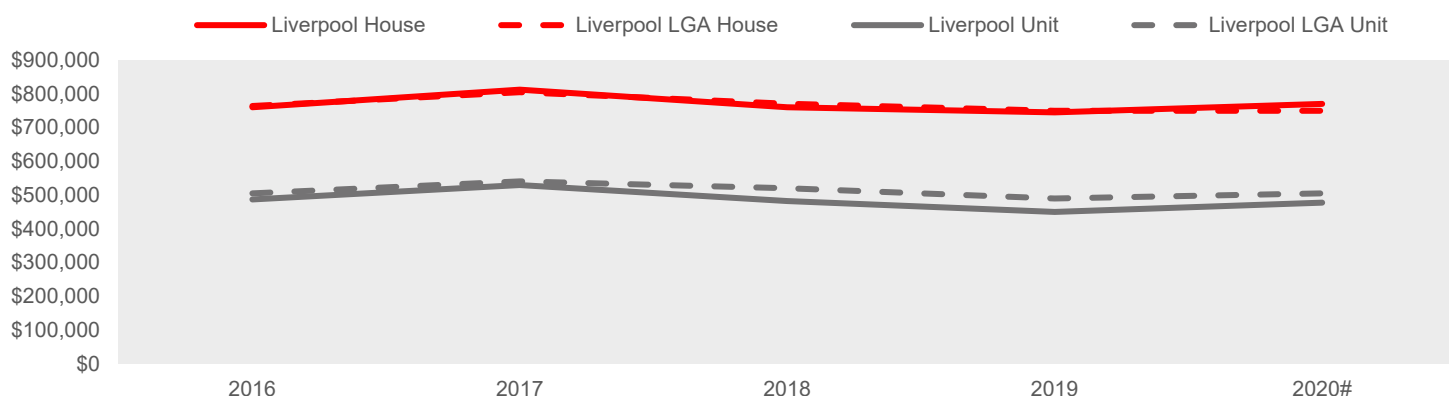


Average vendor discounts between Q3 2019 and Q3 2020 have tightened for both property types, to -3.1% for houses and -6.3% for units. Liverpool* provide unique opportunities. Sellers can achieve a final sale price closer to their first list price, whilst buyers can still benefit from a discount. Now is the time to transact.

The suburb of Liverpool has historically performed very similarly to the wider Liverpool Local Government Area (LGA) in both house and unit median prices. This continues to be the case throughout 2020#.

The dominant proportion of homes sold in Liverpool* across 2020^ were in the lowest-range price bracket of \$600,000 (22.6%), while units recorded a dominant middle-range price point of \$500,000 - \$600,000 (22.8%). There is an even distribution of price points evident (with the exception of premium units), which is good news for buyers with varying budgets.

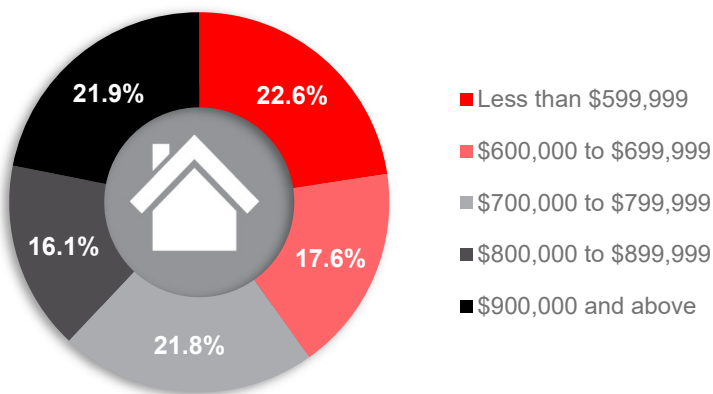
MARKET COMPARISON



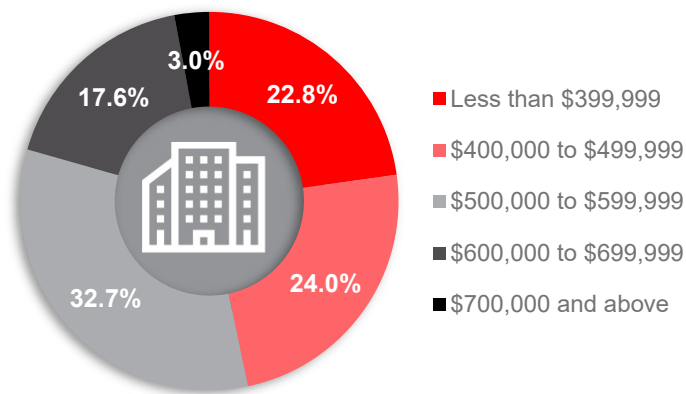
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on its proximity to the main suburb analysed, which is Liverpool.

PRICE BREAKDOWN 2020^

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2020€

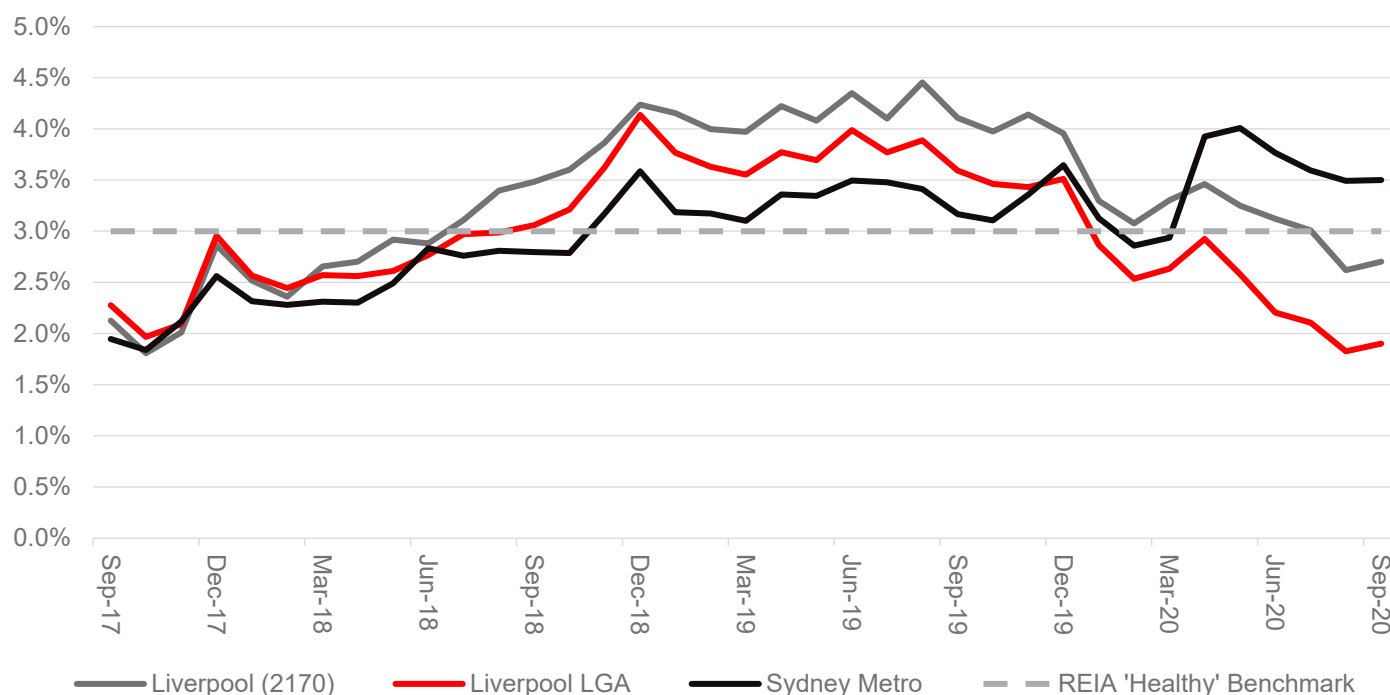
In September 2020, house rental yields in Liverpool* were recorded at 3.0%. In the 12 months to Q3 2020, the median house rental price increased to \$520 per week, while average days on the market declined by -29.6% (to 19 days). Overall this suggests Liverpool* has a resilient rental market throughout COVID-19.

3 bedroom houses have provided investors with +2.2% rental growth annually, with a median rent of \$460 per week.

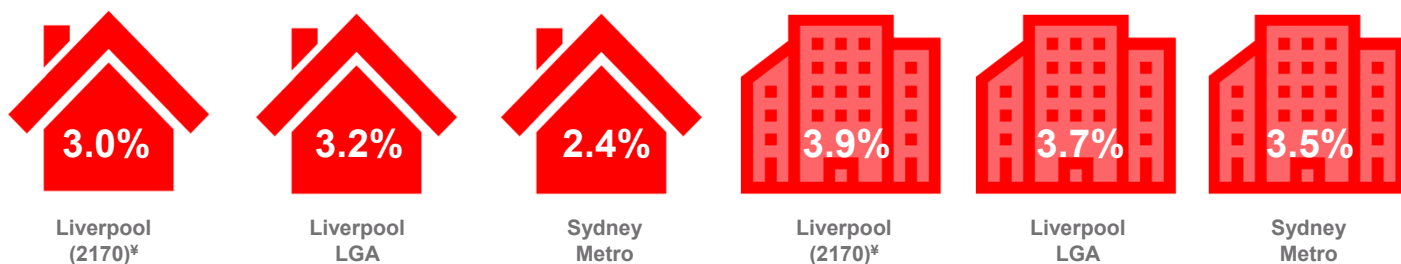
Also in September 2020, Liverpool* recorded a vacancy rate of 2.7%, above that of Liverpool LGA (1.9%) but well below Sydney Metro (3.5%). Vacancy rates in Liverpool* have continued to trend downwards amidst COVID-19 conditions, and now sit well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. This confirms there is still an ongoing healthy rental demand which should provide investors with confidence in a conducive investment environment in Liverpool*.



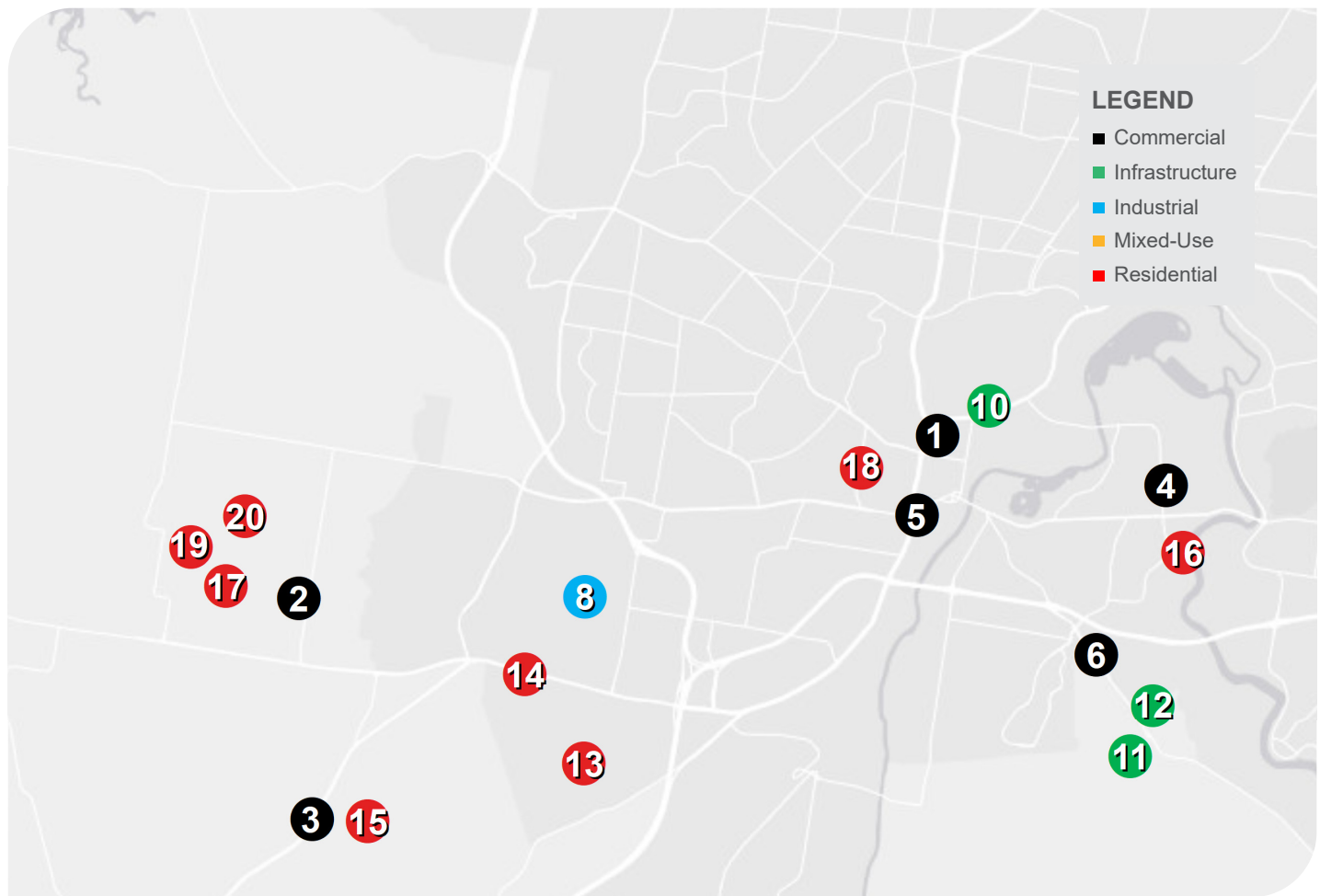
RENTAL VACANCY RATES 2020



RENTAL YIELD 2020\$



PROJECT DEVELOPMENT MAP 2ND HALF 2020*



Location	Project [£]	Type	Estimated Value [¥]	Commence Date [Ⓜ]
1	Westfield Liverpool Commercial Tower & Leisure Precinct	Commercial	\$93,442,000	06/10/2020
2	Austral Tobruk Independent Living Units	Commercial	\$61,002,000	19/09/2020
3	Jehovah's Witnesses Headquarters	Commercial	\$9,980,000	23/11/2020
4	The Garden Bistro	Commercial	\$4,307,000	17/09/2020
5	Copeland Street Boarding House	Commercial	\$4,248,000	16/10/2020
6	Walder Road Medical Centre Hammondville	Commercial	\$4,059,000	14/12/2020
Not mapped	Amazon Fulfilment Centre Oakdale West Industrial Estate	Industrial	\$502,670,000	03/08/2020
8	Nuwi Place Industrial Units	Industrial	\$4,100,000	25/11/2020
Not mapped	Sydney Metro - Western Sydney Airport	Infrastructure	\$11,000,000,000	14/12/2020
10	LAHC Warwick Farm	Infrastructure	\$16,222,000	02/11/2020
11	Holsworthy Barracks	Infrastructure	\$11,500,000	19/11/2020
12	Holsworthy Barracks Commando Regiment Building Works	Infrastructure	\$4,500,000	06/10/2020
13	Croatia Avenue Apartments (135 Apartments)	Residential	\$36,550,000	03/08/2020
14	Rynan Avenue Apartments - Casuarina Waters (110 Apartments)	Residential	\$25,836,000	12/10/2020
15	Denham Court Road Residential Subdivision (223 Lots)	Residential	\$19,754,000	26/11/2020
16	Moorebank Cove Residential Development (3 Super Lots)	Residential	\$10,021,000	03/11/2020
17	Kelly Street Residential Subdivision (131 Lots)	Residential	\$6,807,000	14/12/2020
18	Anderson Avenue Units (28 Units)	Residential	\$6,333,000	06/10/2020
19	Kelly Street Residential Subdivision (92 Lots)	Residential	\$5,467,000	05/10/2020
20	Little & Kelly Streets Residential Subdivision (88 Lots)	Residential	\$4,867,000	07/10/2020

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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REFERENCES

* Liverpool market data and key indicators encapsulates aggregate property market conditions within the Liverpool Local Government Area (LGA).

** Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.

2020 encapsulates sales transactions for 2020 (01/01/2020 – 30/09/2020) only.

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€ Annual rental growth is a comparison between 2019 (01/01/2019 – 30/06/2019) and 2020 (01/01/2020 – 30/09/2020) house median rent figures.

¥ Liverpool market data encapsulates aggregate property conditions within the postcode 2170.

§ Rental yields shown are as reported at September 2020.

⌘ 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 Liverpool LGA.

μ Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value.

ψ Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRD does not hold any liability to the exact date.

Source: APM Pricerfinder, Cordell Connect database, SQM Research, ESRI ARCGIS.

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