



Hurstville Market Update

1st Half 2022



OVERVIEW

In Q4 2021, Hurstville* recorded a median house price of \$2,100,000, and a median unit price of \$700,000. This represents annual (Q4 2020 – Q4 2021) median price growth of 27.3% for houses and 2.9% for units. Between Q4 2020 – Q4 2021 total sales increased by 15.2% for houses (to 38 sales) and slowed by -4.6% for units (to 83 sales). Now is an ideal to sell stand alone dwellings, as price growth combined with an increase in sales suggest real returns in investment. The unit market is undersupplied, however price growth is much slower than houses, providing an opportunity for first home buyers.

	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 2021



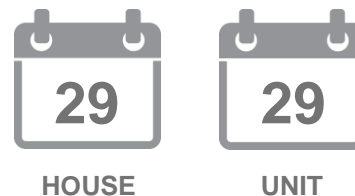
SALES AVERAGE DAYS ON MARKET Q4 2021



RENTAL MEDIAN PRICE Q4 2021

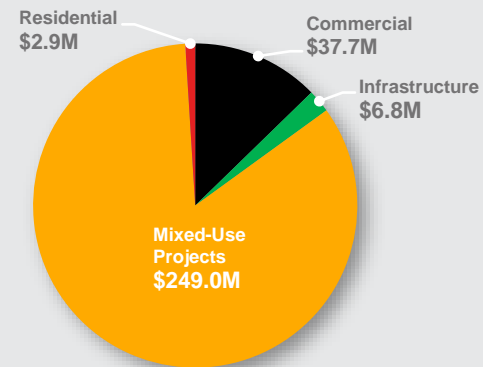


RENTAL AVERAGE DAYS ON MARKET Q4 2021



FUTURE DEVELOPMENTS

Hurstville* is set to see approximately **\$296.4M** worth of new projects commencing in the 1st half of 2022.



A focus on mixed-use and commercial projects will drive the creation of new amenities, additional housing stock, and jobs; all of which are drivers that will positively impact the local property market.

Major commercial projects over the 1st half of 2022 are the upgrades to Westfield Hurstville Shopping Centre (\$17.3M) and South Hurstville RSL Club (\$12.0M). These upgrades will see the refurbishments of existing buildings as well as new and improved amenities added to these important centres in the Hurstville area.

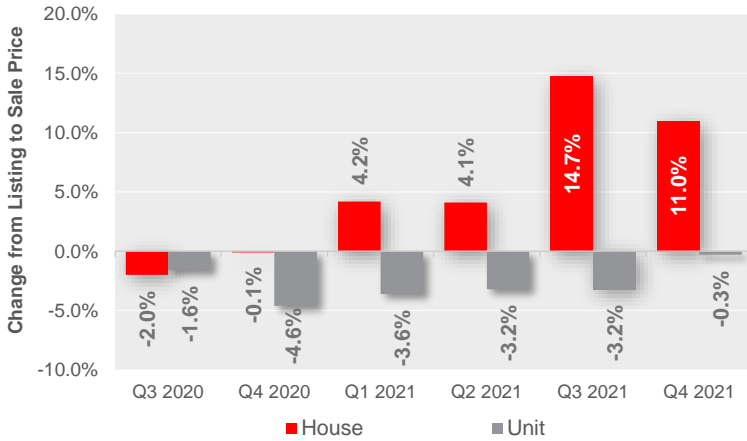
The Forest Road Mixed Use Development – Landmark Square (\$128.4M, 254 units) will see the proposed site cleared and land remediated before the construction of four mixed use spaces including hotel, units, and retail. Ready-to-sell stock is needed in the area, to answer current high demand.



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.

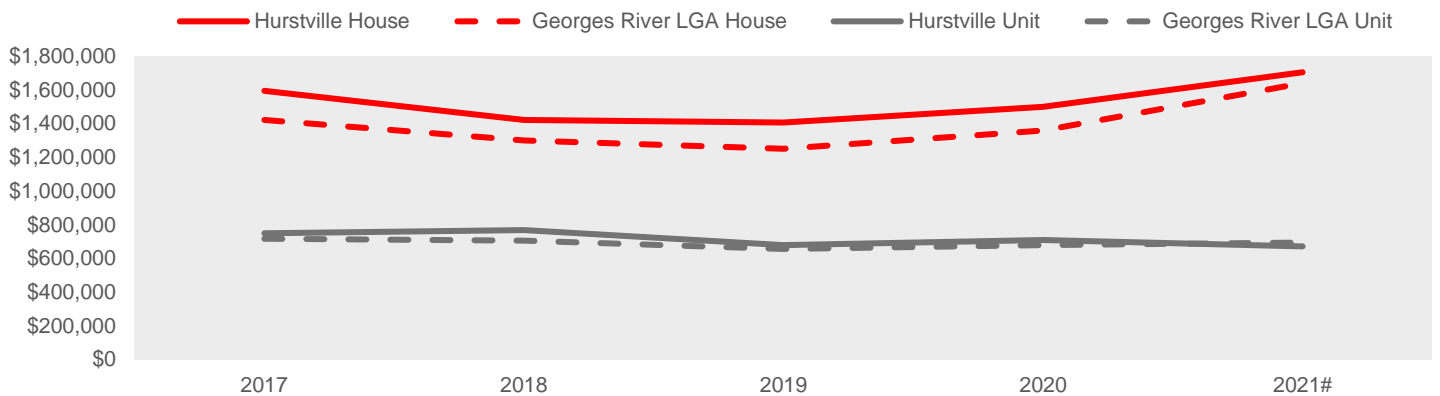
Average vendor discounts between Q4 2020 and Q4 2021 have heavily swung to a premium of 11.0% for houses and tightened to -0.3% for units. Hurstville* market conditions have shifted to favour sellers, particularly for houses, where buyers must pay well over the initial listing price to enter the market.



The suburb of Hurstville has historically outperformed the wider Georges River Local Government Area (LGA), particularly in its median house price. This continued to the case throughout 2021#.

The dominant proportion of homes sold in Hurstville* across 2021^ were in the premium price bracket of above \$2,000,000 (24.6%). Units recorded a dominant lower-middle ring price point of \$550,000-\$650,000 (32.7%). There is an appetite for more premium stock in the house market. However, buyers looking for more affordably priced options can look to the recovering unit market in Hurstville.

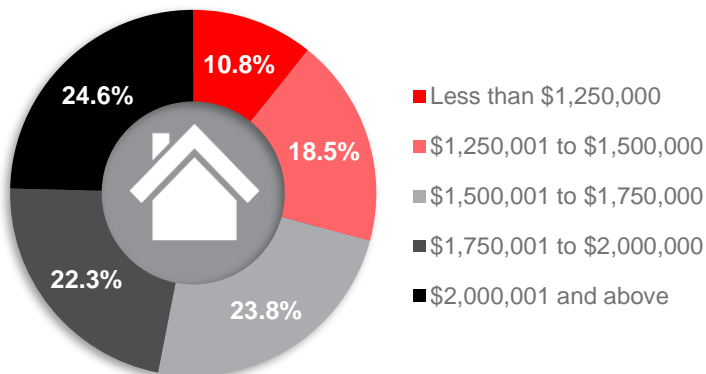
MARKET COMPARISON



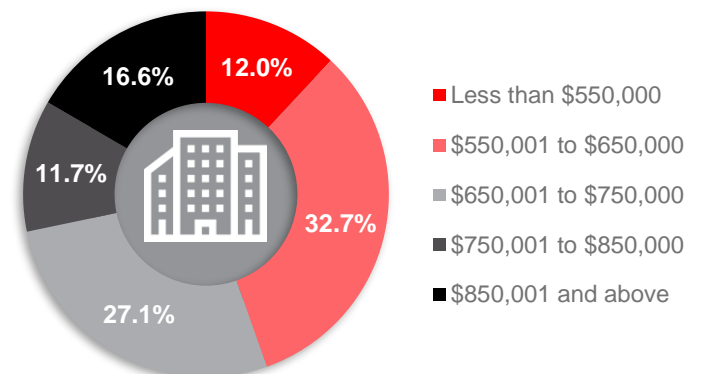
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Hurstville.

PRICE BREAKDOWN 2021^

HOUSES SOLD



UNITS SOLD

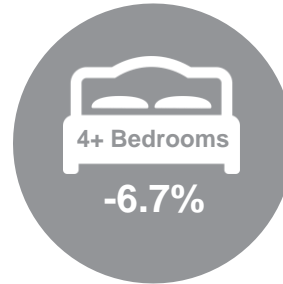
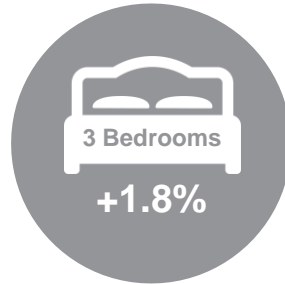
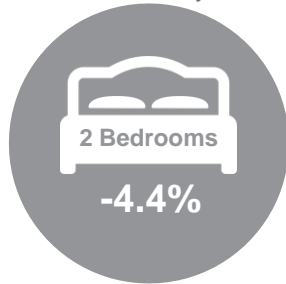


RENTAL GROWTH 2021€

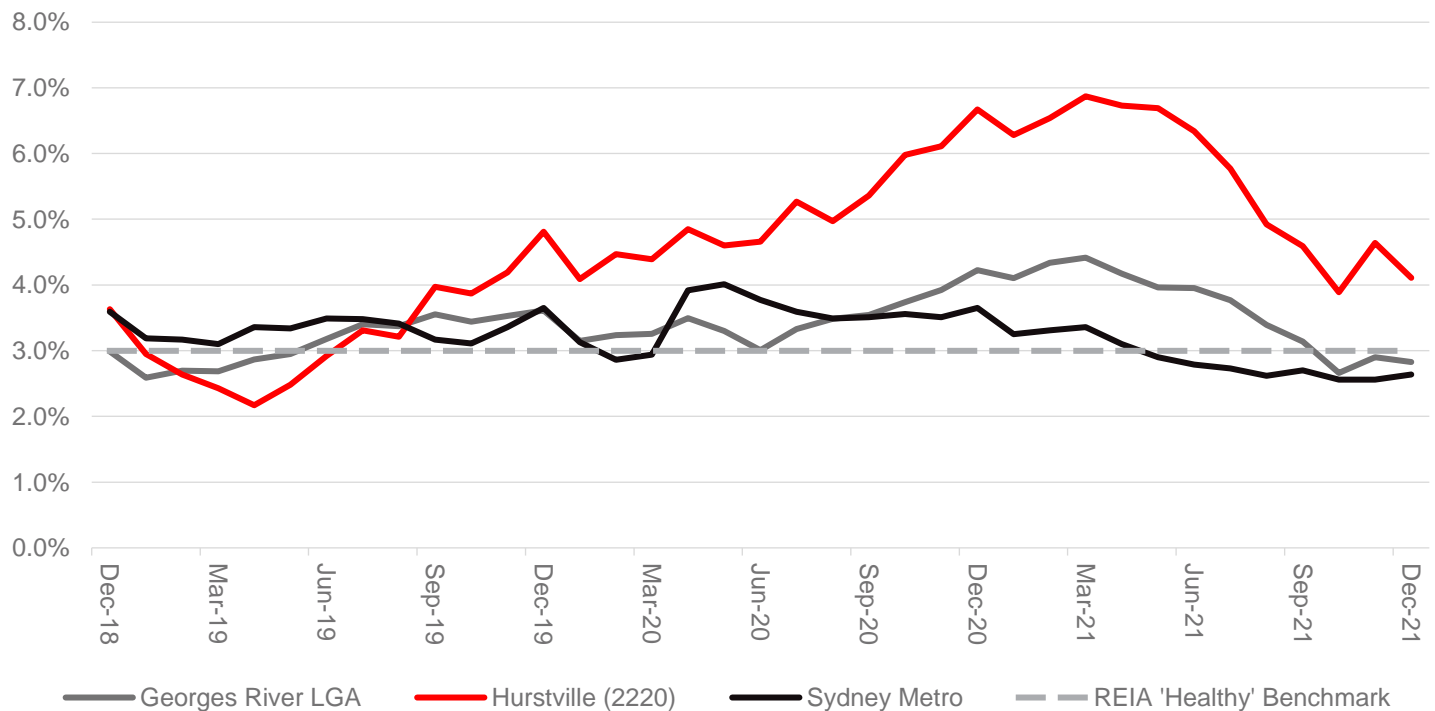
In December 2021, house rental yields in Hurstville (2220) were recorded at 2.3%. This may seem low, however in the past 12 months to Q4 2021 median house sale price growth, of 27.3%, have outstripped that of median house rental price growth (9.1%). That said median house rental price for Q4 2021 sits at \$600per week and average days on the market have declined by -12.1% (to 29 days); thus indicating a resilient rental market.

3 bedroom houses have provided investors with +1.8% rental growth annually€, with a median rent of \$560 per week.

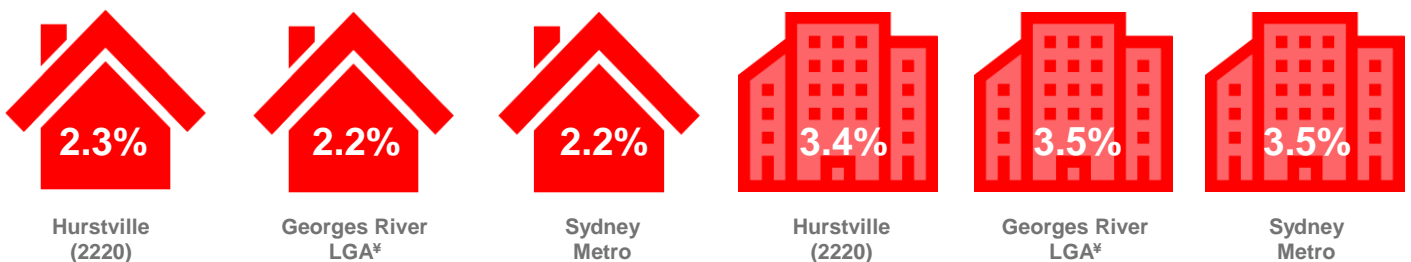
Also in December 2021, Hurstville (2220) recorded a vacancy rate of 4.1%, above that of Georges River LGA* (2.8%) as well as Sydney Metro (2.6%). Vacancy rates in Hurstville (2220) have remained above the Real Estate Institute of Australia's healthy benchmark of 3.0% since June 2019, however, have been declining to a more sustainable level since March 2021. With continual incoming unit stock and higher than average vacancy rates, investors in Hurstville (2220) should look to sign tenants to longer leases for security of cashflow.



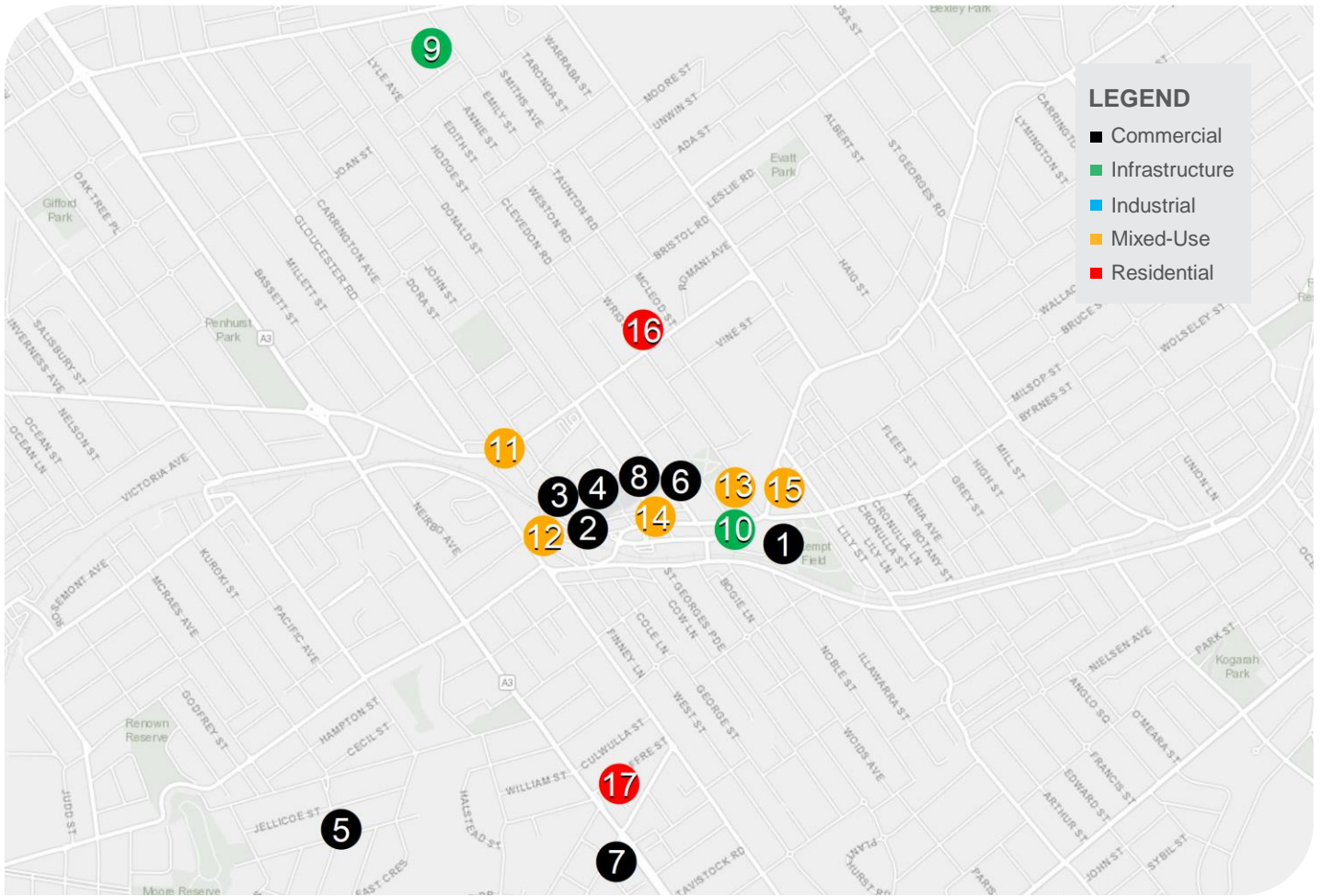
RENTAL VACANCY RATES 2021



RENTAL YIELD 2021§



TOP DEVELOPMENTS MAP 1st HALF 2022^A



Location	Project [£]	Type	Estimated Value [£]	Commence Date [▼]
1	Woolworths	Commercial	\$3,769,000	14/01/2022
2	Hurstville Plaza	Commercial	\$345,000	07/05/2022
3	Forest Road Business Premises	Commercial	\$437,000	26/01/2022
4	One Hurstville Plaza	Commercial	\$3,234,000	09/06/2022
5	Seymour Street Cafe	Commercial	\$265,000	07/06/2022
6	Westfield Hurstville Shopping Centre	Commercial	\$250,000	10/03/2022
7	South Hurstville RSL Club	Commercial	\$12,089,000	06/04/2022
8	Westfield Hurstville Shopping Centre	Commercial	\$17,301,000	04/04/2022
9	Macpherson Street Seniors Housing Development	Infrastructure	\$5,795,000	08/06/2022
10	Hurstville City Centre	Infrastructure	\$1,000,000	25/03/2022
11	International Community Fellowship Carrington Av Mixed Development (16 Units)	Mixed-use	\$5,245,000	06/06/2022
12	Butler Road Mixed Use Development (24 Units)	Mixed-use	\$13,805,000	16/02/2022
13	Forest Road Shop Top Housing (219 Units)	Mixed-use	\$95,030,000	18/06/2022
14	Park Road Mixed Use Development (19 Units)	Mixed-use	\$6,504,000	10/02/2022
15	Forest Road Mixed Use Development - Landmark Square (254 Units)	Mixed-use	\$128,390,000	27/01/2022
16	Wright St Townhouses & Villas (2 Townhouses, 6 Dwellings)	Residential	\$1,500,000	10/06/2022
17	Derwent Street Dwellings (6 Dwellings)	Residential	\$1,422,000	20/01/2022

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

* Hurstville market data and key indicators encapsulates aggregate property market conditions within the suburb of Hurstville.

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

2021 encapsulates sales transactions for 2021 (01/01/2021 – 31/12/2021) only.

^ 2021 encapsulates sales transactions for 2021 (01/01/2021 – 31/12/2021) only.

€ Annual rental growth is a comparison between 2020 (01/01/2020 – 31/12/2020) and 2021 (01/01/2021 – 31/12/2021) house median rent figures.

¥ Georges River LGA market data encapsulates aggregate property conditions within the postcodes of 2208, 2209, 2210, 2217, 2218, 2219, 2220, 2221, 2222, and 2223.

§ Rental yields shown are as reported as of December 2021.

⌘ 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 suburb of Hurstville.

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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