



Maroubra Market Update

1st Half 2022



OVERVIEW

In Q1 2022, Maroubra* recorded a median house price of \$2,500,000, and a median unit price of \$950,500. This represents annual (Q1 2021 – Q1 2022) median price growth of 16.0% for houses and 8.6% for units. Between Q1 2021 – Q1 2022 total sales slowed, by -21.6% for houses (to 116 sales) and by -16.9% for units (to 172 sales). The market is undersupplied, as price growth is alongside lower sales, particularly in the house market. Now is the time for owner-occupiers and downsizers to capitalise on their investments, and for developers offering ready-to-sell stock to enter the market.

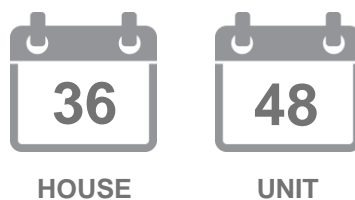
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↑	↑
	House Median Price	↑	↑
	House Rental Price	↑	↓
	Unit Sales	↑	↑
	Unit Median Price	↑	↑
	Unit Rental Price	↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q1 2022



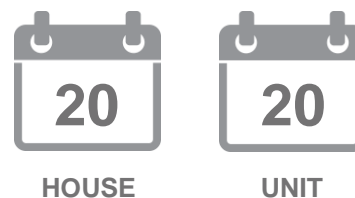
SALES AVERAGE DAYS ON MARKET Q1 2022



RENTAL MEDIAN PRICE Q1 2022

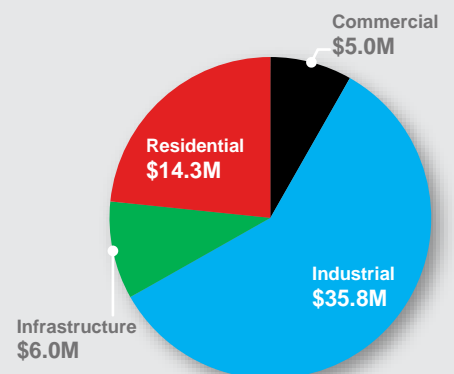


RENTAL AVERAGE DAYS ON MARKET Q1 2022



FUTURE DEVELOPMENTS

Maroubra* is set to see approximately **\$61.1M** worth of new projects commencing in the 1st half of 2022.



A blend of spending types across the period will contribute to creating jobs and amenities which will benefit residents. This will have a positive spill-over benefit to the local real estate market, in the form of higher demand.

A key industrial project in 1st half of 2022 is the Wentworth Avenue Industrial Development (\$35.7M), constructing 234 self storage and 52 warehouses with offices. This will stimulate local job creation, and stimulate the local economy.

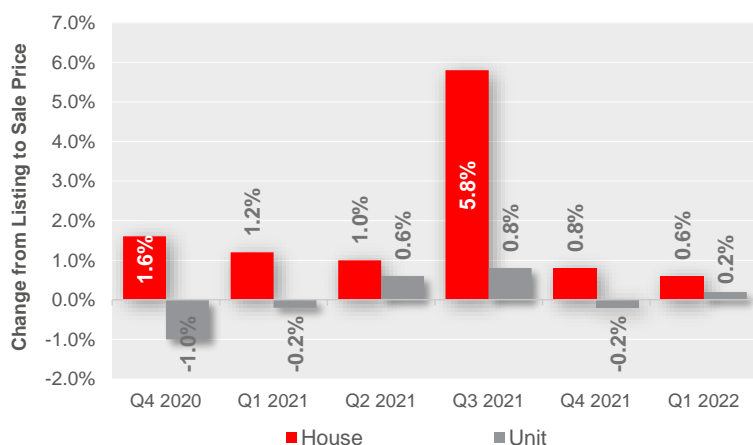
Commercial projects include Oscar Place Hotel Suites (\$2.3M), Oscar Place Medical Centre (\$466K), and Bunnerong Road Commercial Building (\$2.1M). Again, this will stimulate local jobs.

There is one residential project that is planned in the 1st half 2022, the Bunnerong Rd and Banks Avenue Dwellings (\$14.2M), adding 44 new dwellings to Maroubra*. This much welcomed, as for a period of time there has been an absence in new ready-to-sell stock.

That said there is still room for new stock of all types, as the market is currently undersupplied.

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.

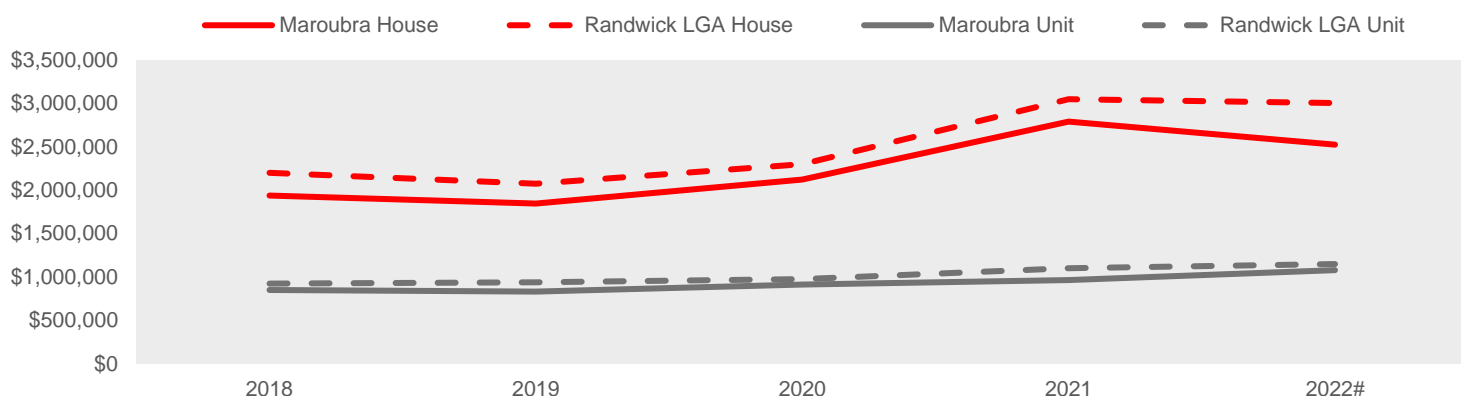


Average vendor discount for units have swung to a premium of 0.2% between Q1 2021 and Q1 2022, thus buyers must offer higher than the first list price. This is true for houses as well, with a premium of 0.6% in Q1 2022, however this is the lowest premium recorded in the past 12 months, creating an opportunity for buyers.

The suburb of Maroubra has historically offered greater value when compared to the wider Randwick Local Government Area (LGA) in house and unit median prices. This is still the case for houses in 2022[#], however units have become on par with the LGA.

The dominant proportion of homes sold in Maroubra* across 2021[^] were in the premium price bracket of \$2,050,000 and above (57.6%). Units also recorded a dominant premium price point, of \$900,000 and above (49.7%). Despite offering more affordable stock than the wider Randwick LGA, Maroubra has become a premium market. That said affordable options continue to exist, however have shrunk in the past 12 months.

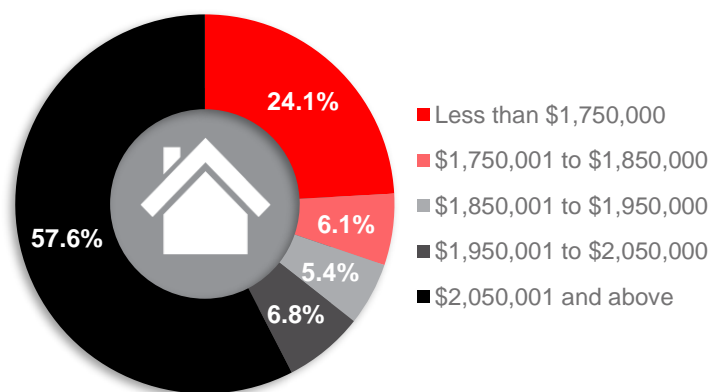
MARKET COMPARISON



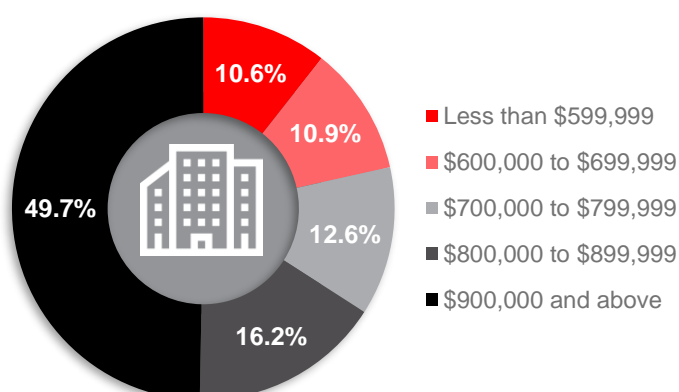
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Maroubra.

PRICE BREAKDOWN 2021/22[^]

HOUSES SOLD



UNITS SOLD

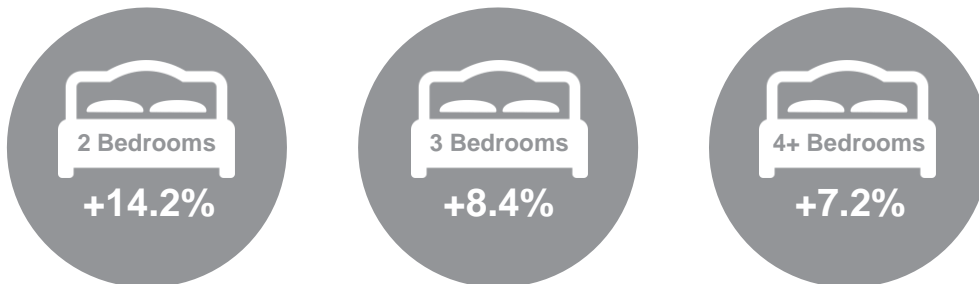


RENTAL GROWTH 2022€

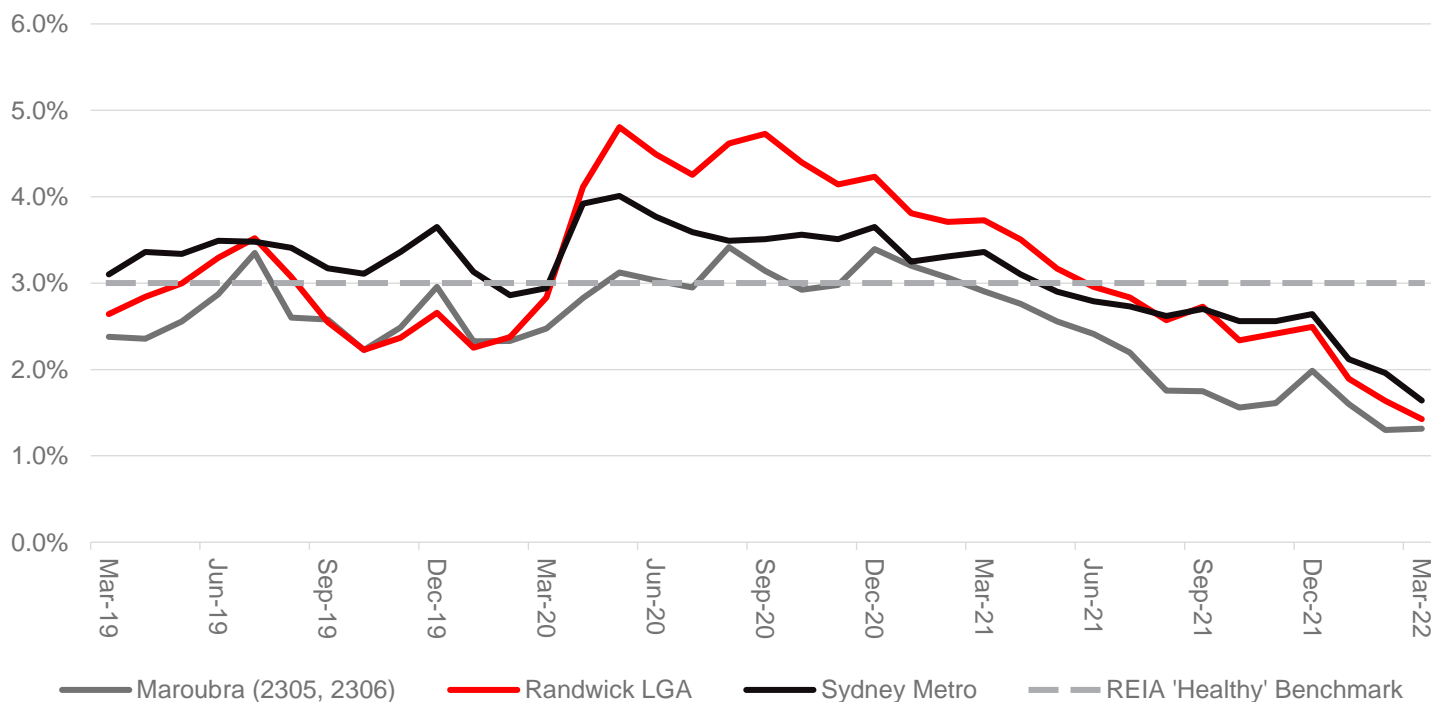
In March 2022 house rental yields in Maroubra* were recorded at 2.4%. This is on par with Randwick LGA (2.2%) and Sydney Metro (2.3%). In the 12 months to Q1 2022 median house rental price increased significantly, by 15.8% to reach \$1,100 per week, while average days on the market declined by -9.1% (to 20 days). Overall this represents a resilient rental market throughout COVID-19, with an increasing demand in the past 12 months.

2 bedroom houses have provided investors with +14.2% rental growth annually€, with a median rent of \$685per week.

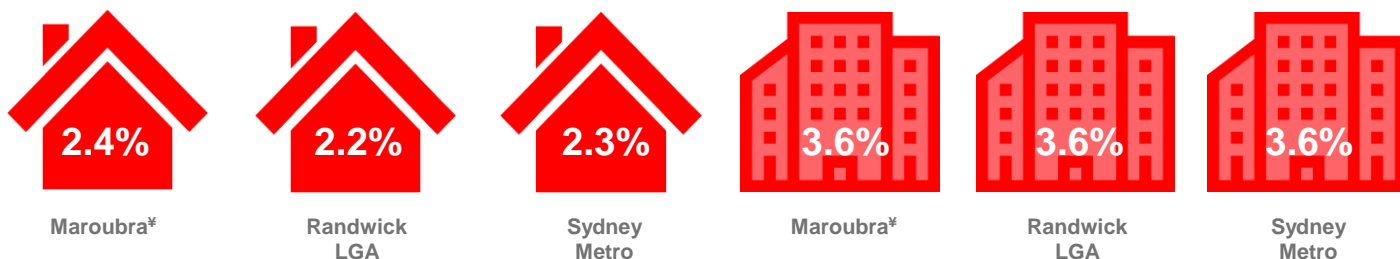
Also in March 2022, Maroubra* recorded a vacancy rate of 1.3%, below that of Randwick LGA (1.4%) as well as Sydney Metro (1.6%). Vacancy rates in Maroubra* currently represent a 3 years historical low, remaining well below the Real Estate Institute of Australia's healthy benchmark of 3.0% and under 2.0% in the past 6 months. This confirms there is still a healthy rental demand and investors can be confident of a conducive investment environment in Maroubra*.



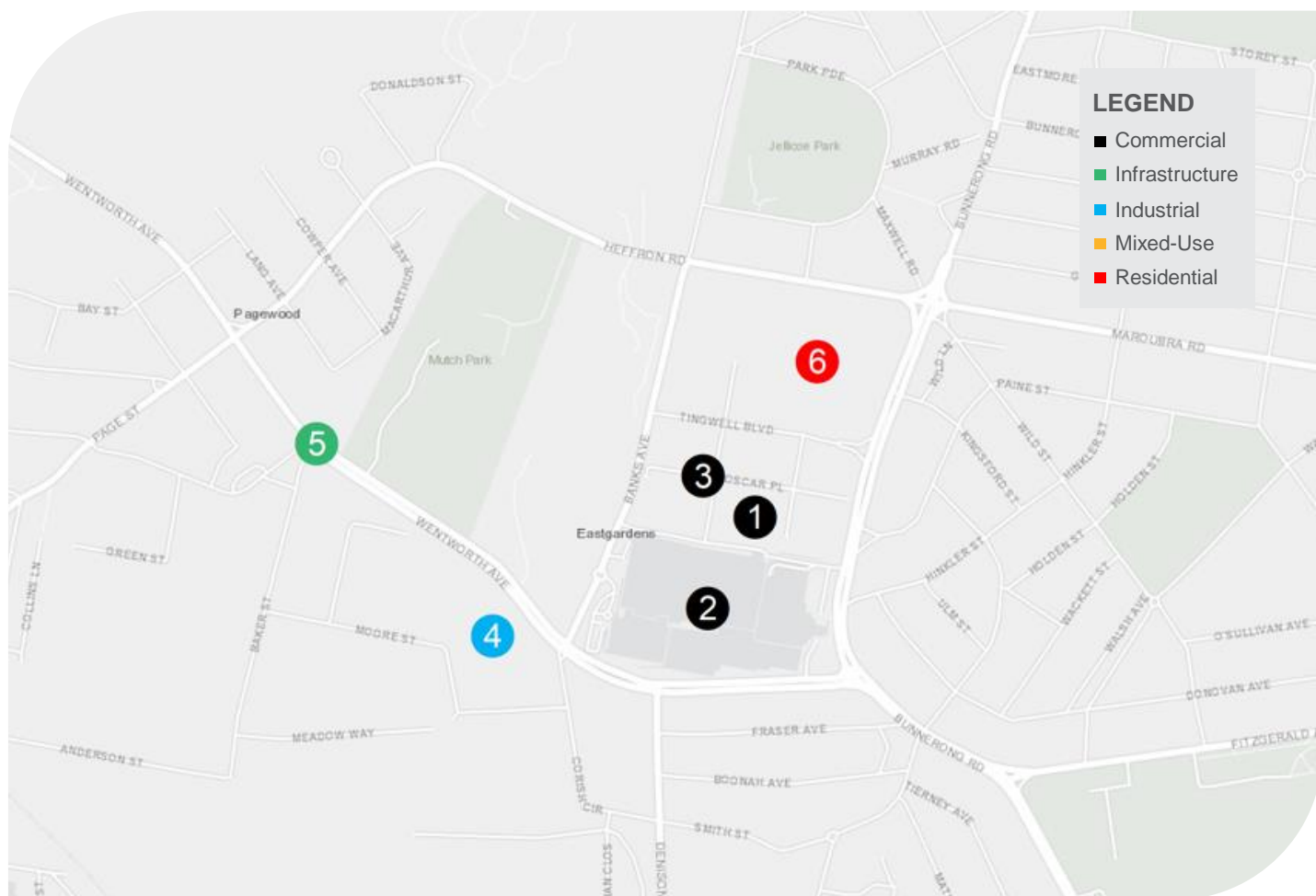
RENTAL VACANCY RATES 2022



RENTAL YIELD 2022\$



TOP DEVELOPMENTS MAP 1st HALF 2022[†]



Location	Project [‡]	Type	Estimated Value [¶]	Commence Date [¶]
1	Oscar Place Hotel Suites	Commercial	\$2,373,000	11/05/2022
2	Bunnerong Road Commercial Building	Commercial	\$2,190,000	09/04/2022
3	1, 11 Oscar Place Medical Centre	Commercial	\$466,000	18/02/2022
4	Wentworth Avenue Industrial Development	Industrial	\$35,775,000	01/01/2022
5	Wentworth Avenue & Baker Street Intersection	Infrastructure	\$6,000,000	28/03/2022
6	Bunnerong Road & Banks Avenue Dwellings (44 Dwellings)	Residential	\$14,273,000	27/02/2022

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

* Maroubra market data and key indicators encapsulates aggregate property market conditions within the postcodes of 2035 and 2036.

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

2022 encapsulates sales transactions for Q1 2022 (01/01/2022 – 31/03/2022) only.

^ 2021/22 encapsulates sales transactions for 2021 & Q1 2022 (01/01/2021 – 31/03/2022).

€ Annual rental growth is a comparison between 2020 (01/01/2020 – 30/09/2020) and 2021 (01/01/2021 – 30/09/2021) house median rent figures.

¥ Maroubra market data encapsulates aggregate property conditions within the the postcodes of 2035 and 2036.

§ Rental yields shown are as reported as of March 2022.

⌘ 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 postcodes of 2035 and 2036.

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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