



Ramsgate Beach Market Update 1st Half 2022



OVERVIEW

In Q1 2022, Ramsgate Beach* recorded a median house price of \$2,220,000, and a median unit price of \$709,000. This represents annual (Q1 2021 – Q1 2022) median price growth of 20.7% for houses and a price softening of -6.3% for units. Between Q1 2021 – Q1 2022 total sales slowed, by -24.1% for houses (to 44 sales) and by -39.8% for units (to 133 sales). Median price growth coupled with decreased sales numbers suggests an undersupplied house market in Ramsgate Beach*. Demand in the unit market has slowed, as has median price growth, creating an opportunity for first home buyers.

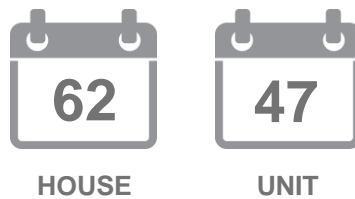
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↓
	House Median Price	↑	↑
	House Rental Price	↑	↑
	Unit Sales	↓	↓
	Unit Median Price	↓	↓
	Unit Rental Price	↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q1 2022



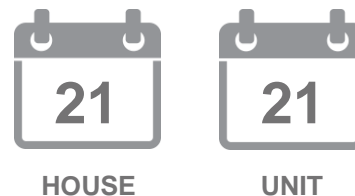
SALES AVERAGE DAYS ON MARKET Q1 2022



RENTAL MEDIAN PRICE Q1 2022

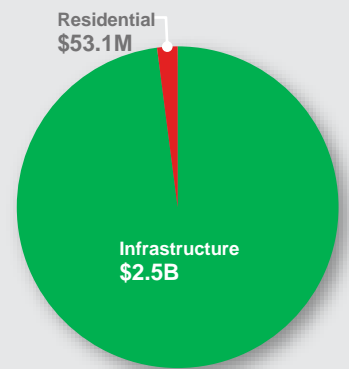


RENTAL AVERAGE DAYS ON MARKET Q1 2022



FUTURE DEVELOPMENTS

Ramsgate Beach is set to see approximately **\$2.6B** worth of new projects commencing in the 1st half of 2022.



A focus on infrastructure projects will improve liveability for residents and create large local jobs in the construction phase. This will have a spill-over impact on the real estate market, in the form of increase demand for housing.

A main infrastructure project over the 1st half of 2022 is the M6 extension (\$2.2B). This project will aim to link the M5 and M6 at Arncliffe to Kogarah with Twin Tunnels, which will improve the flow of traffic and allow for higher mobility. Infrastructure projects at this scale will have a flow-on effect to surrounding areas, not limited to just Ramsgate Beach.

There are 2 key residential projects set to commence in the 1st half of 2022: Regent Street Units (\$29.1M, 94 units) and Victoria Street Apartments (\$23.9M, 83 apartments). New units are welcomed, and in a slower market will open more opportunities for first home buyers.

That said more ready-to-sell houses is urgently needed, as the area is now underapplied. Otherwise more buyers will be priced-out of the market.

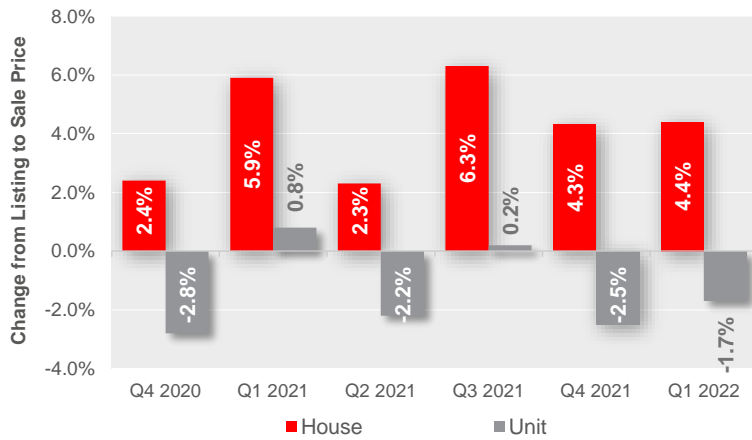


177 Units/
Apartments

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.

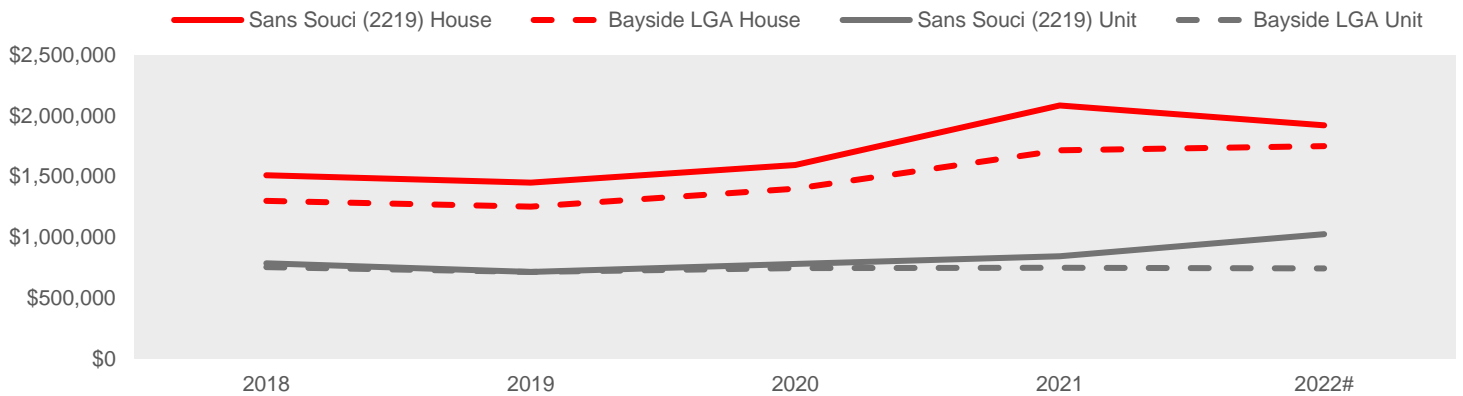
Average vendor discounts between Q1 2021 and Q1 2022 for houses have continue to record a premium, at 4.4%. However this is a lower premium compared to 12 months prior (5.9%). Average vendor discount for units have swung to a discount of -1.7%. Market conditions in Ramsgate Beach* have now shifted to favour buyers, as sellers are willing to offer closer or below the initial listing price. Thus now is an ideal time to transact.



The suburb of Sans Souci has historically outperformed the wider Bayside Local Government Area (LGA) in both house and unit median prices. This continued to be the case in 2022#, however house prices are now trending towards an on par level with the LGA.

The dominant proportion of homes sold in Sans Souci* across 2021/22^ were in the premium price bracket of \$2,200,000 and above (42.1%). Units recorded a dominant middle-price point of \$700,000 to \$800,000 (24.0%). There is a relatively balanced percentage of sales in all price brackets, in good news for buyers.

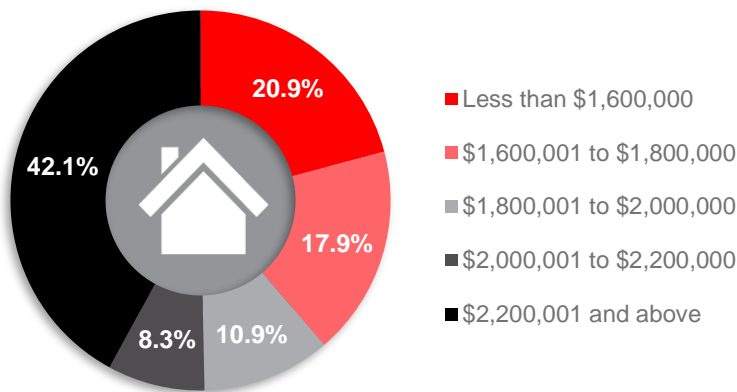
MARKET COMPARISON



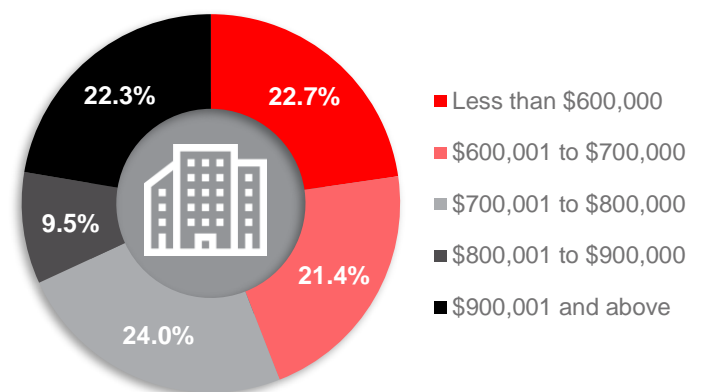
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Sans Souci.

PRICE BREAKDOWN 2021/22^

HOUSES SOLD



UNITS SOLD

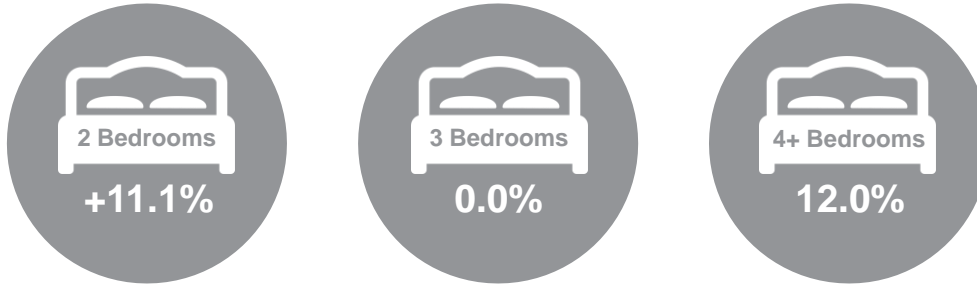


RENTAL GROWTH 2022€

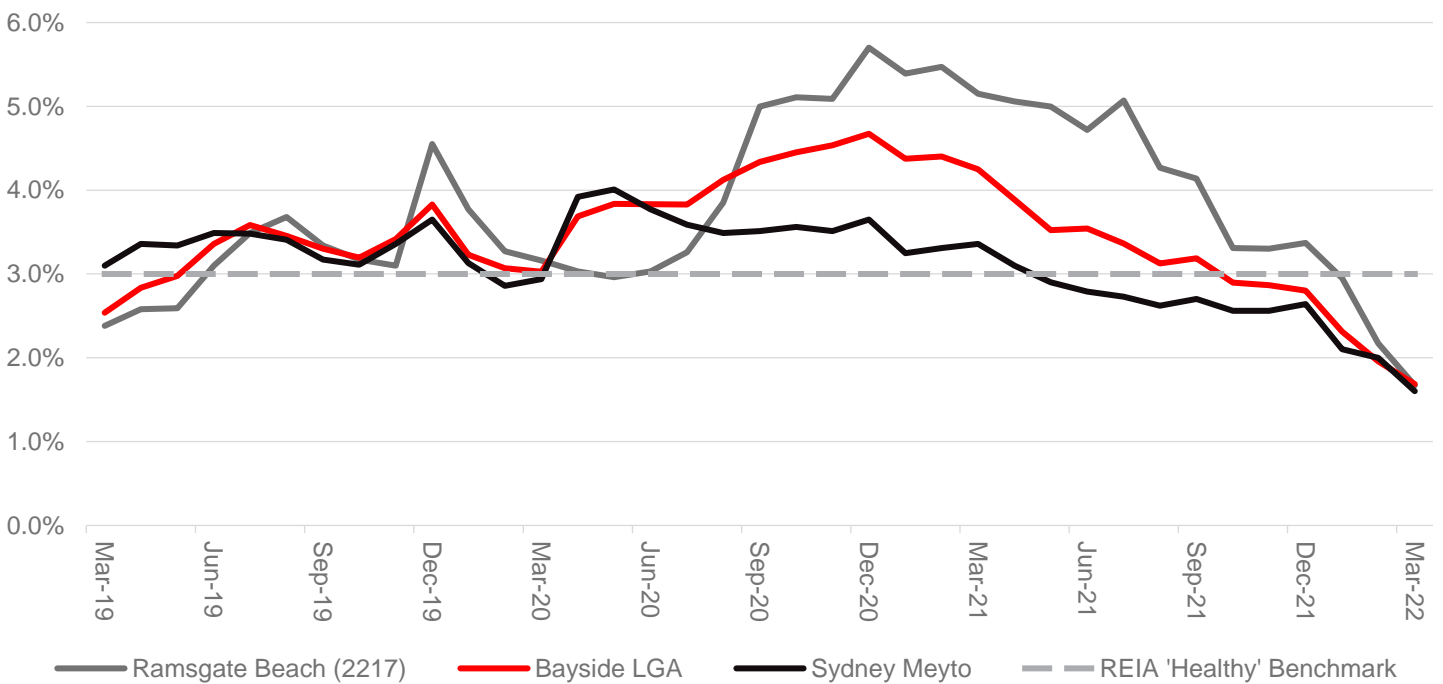
House rental yields in Ramsgate Beach (2217) was recorded at 3.4% in March 2022, higher than Bayside LGA (2.6%) and Sydney Metro (2.3%). There was an increase in demand for rental properties between Q1 2021 – Q1 2022, by +7.0% (to 76 houses rented). Median house rental price grew by 3.2% during this time and average days on market declined by -12.5%.

4+ bedroom houses have provided investors with +12.0% rental growth annually, achieving a median rent of \$885 per week.

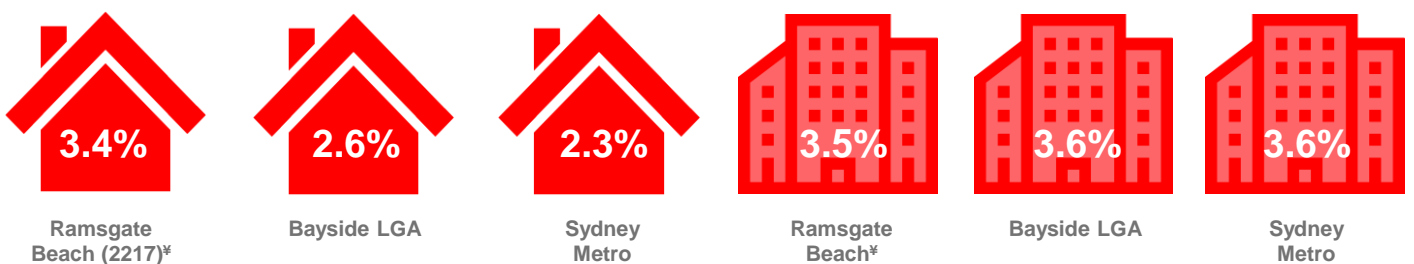
Ramsgate Beach[‡] recorded a vacancy rate of 1.7% in March 2022, which is above that of Sydney Metro (1.6%) and on par with Bayside LGA (1.7%). Vacancy rates in Ramsgate Beach currently represent a 3 year historical low, trending well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. This is significant, as Ramsgate Beach[‡] vacancy rates have traditionally performed above the healthy benchmark. These key indicators confirm there is an increasingly healthier rental demand and investors can be confident of a conducive investment environment in Ramsgate Beach[‡].



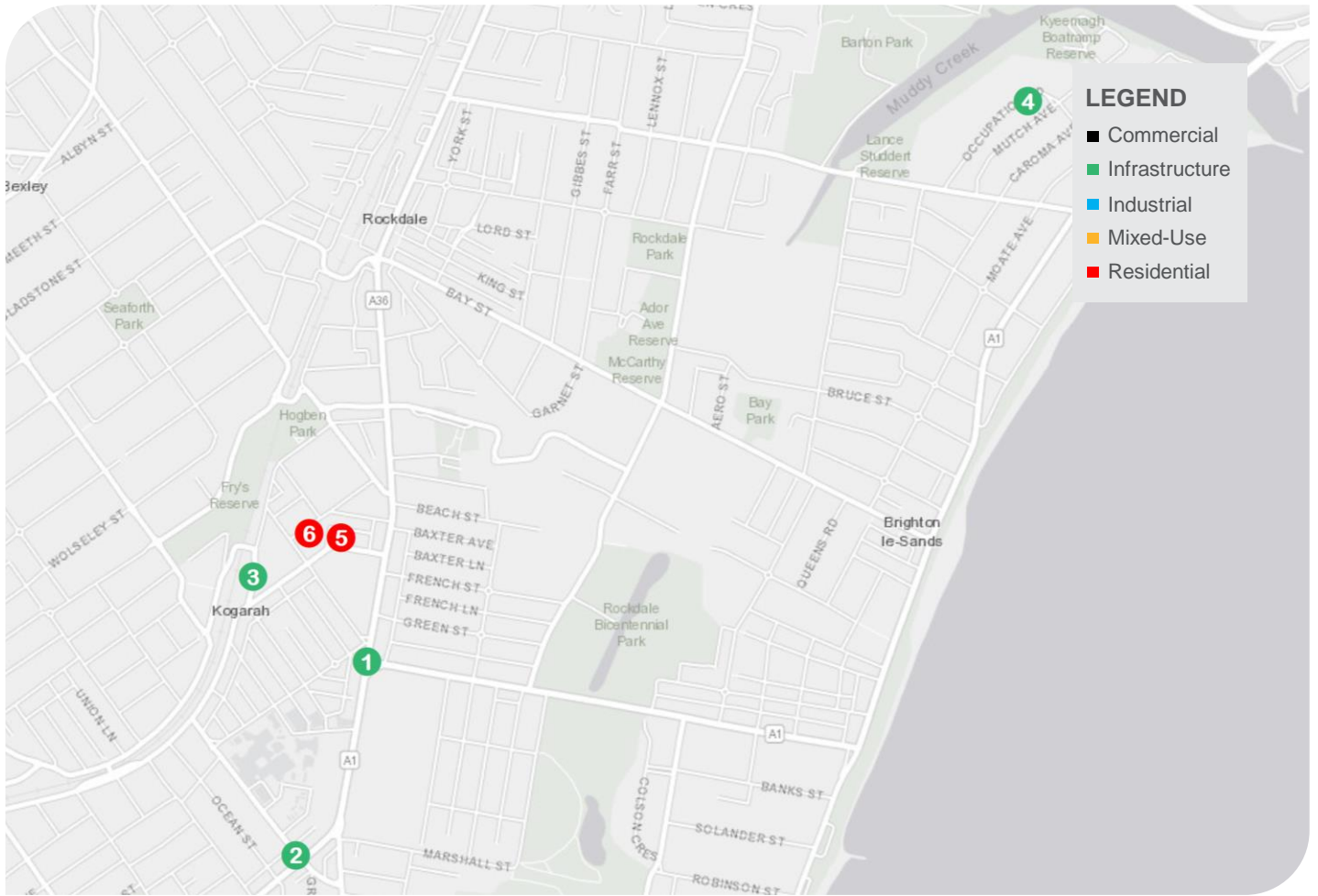
RENTAL VACANCY RATES 2022



RENTAL YIELD 2022§



TOP DEVELOPMENTS MAP 1st HALF 2022^A



Location	Project [£]	Type	Estimated Value [£]	Commence Date ^ψ
1	M6 Extension Stage 1	Infrastructure	\$2,520,000,000	17/01/2022
2	St George Hospital - Priority Works	Infrastructure	\$17,000,000	11/04/2022
3	Kogarah Station Clock Tower	Infrastructure	\$1,000,000	29/03/2022
4	Kyeemagh Boat Ramp Reserve Car Park	Infrastructure	\$250,000	30/06/2022
5	Regent Street Units (94 Units)	Residential	\$29,120,000	16/02/2022
6	Victoria Street Apartments - Victoria & George (83 Apartments)	Residential	\$23,990,000	16/06/2022

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

* Ramsgate Beach market data and key indicators encapsulates aggregate property market conditions within the suburbs of Ramsgate Beach, Kyeemagh, Kogarah, Sandringham, Monterey, and Sans Souci.

** 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 2021 (01/01/2021 – 31/03/2021) and 2022 (01/01/2022 – 31/03/2022) house median rent figures.

¥ Ramsgate Beach market data encapsulates aggregate property conditions within the postcode of 2217.

§ 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 suburbs of Ramsgate Beach, Kyeemagh, Kogarah, and Sandringham, Monterey, and Sans Souci.

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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