



Maroubra Market Update

2nd Half 2022



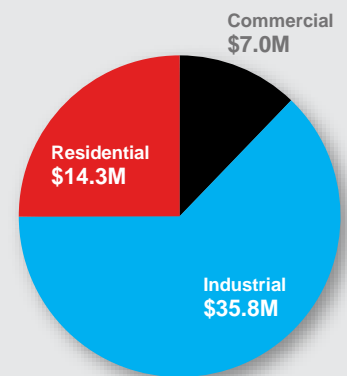
OVERVIEW

In Q3 2022, Maroubra recorded a median house price of \$1,228,000. This is an annual (Q3 2021 – Q3 2022) -13.8% softening of median price. Further, on a quarter-to-quarter basis (Q2 2022 – Q3 2022), median house price softened by -9.0%. This reflects interest rate hikes and a lower consumer confidence translating in the market. Total house sales decreased annually and quarterly, with Q3 2022 recording the lowest number (84 sales). Units recorded a -9.9% median price softening and -5.9% quarterly, whilst recording a lower number of sales. Current market conditions have created new opportunities for buyers.

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

FUTURE DEVELOPMENTS

Maroubra is set to see approximately **\$60.0M** worth of new projects commencing in the 2nd half of 2022.



These projects will stimulate economic growth and create large employment opportunities in Maroubra, which should have a positive spill-over impact on the real estate market.

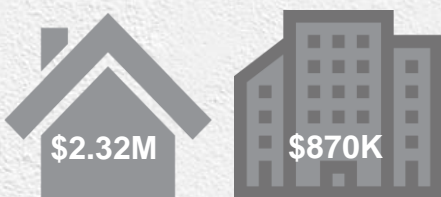
A main industrial project over the 2nd half of 2022 is the Wentworth Avenue Development (\$35.8M). The project is set to involve construction of a 2-storey industrial building comprising of 234 self-storage units and 52 warehouses.

The Bunnerong Road & Banks Avenue (\$14.3M) is a significant residential project that is set to add 44 dwellings to the Maroubra area. This is much welcomed, as for a period of time there has been an absence in new ready-to-sell stock.

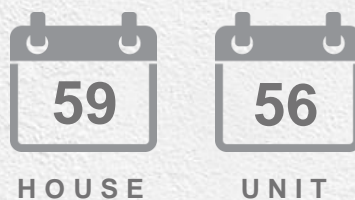
That said there is still room for new stock of all types, as the market is currently undersupplied. The current market conditions allows for listed stock to be absorbed, however does not lend to a sustainable approach in the long term.

MARKET CONDITIONS

SALES MEDIAN PRICE
Q3 2022



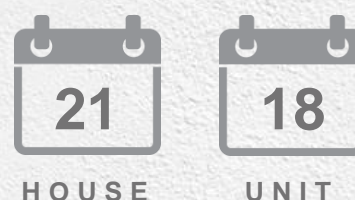
SALES AVERAGE DAYS ON
MARKET Q3 2022



RENTAL MEDIAN PRICE
Q3 2022



RENTAL AVERAGE DAYS ON
MARKET Q3 2022



Dwellings

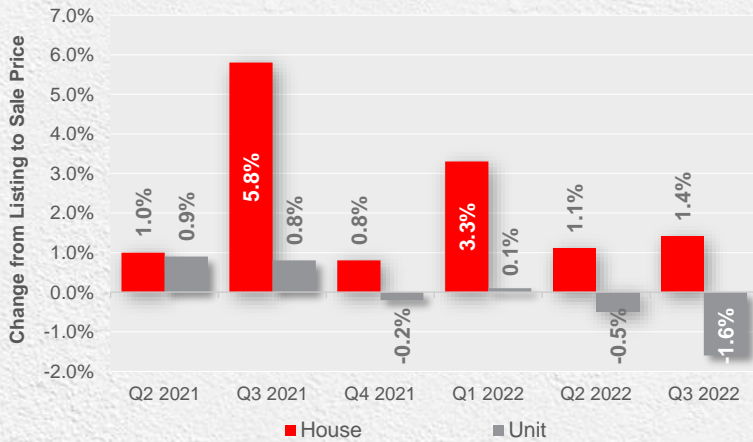
AVERAGE VENDOR DISCOUNT* KEY COMMENTS

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.

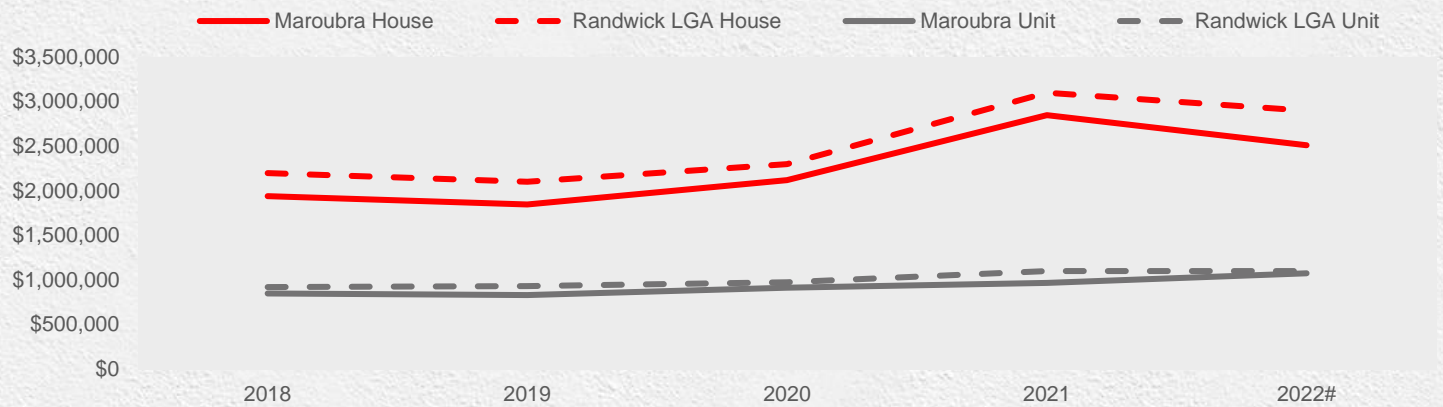
Average vendor discounts between Q3 2021 and Q3 2022 have trended to a lower premium of 1.4%, which provide a unique opportunity. Sellers can still achieve a final price above the first list price, however buyers can benefit from a lower premium. Units on the other hand have swung to a discount, at -1.6% in Q3 2022. This creates new opportunities for unit buyers, as now they can benefit from a lower final sale price.

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 2022# were in the premium price bracket above \$2,750,000 (43.1%). Units also recorded a dominant premium price point of above \$850,000 (34.7%). The premium market continue to dominate in Maroubra*, but affordable price brackets have started to widen in the past 6 months; in good news for buyers.



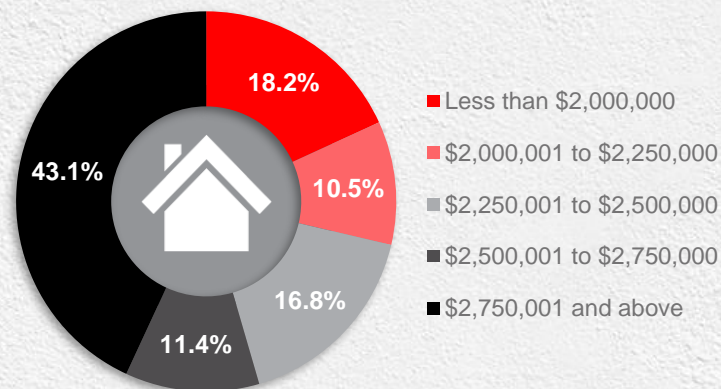
MARKET COMPARISON



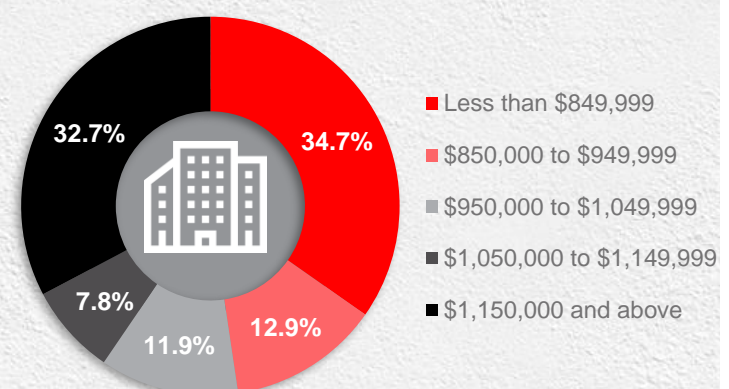
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Maroubra.

PRICE BREAKDOWN 2022#

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2022€

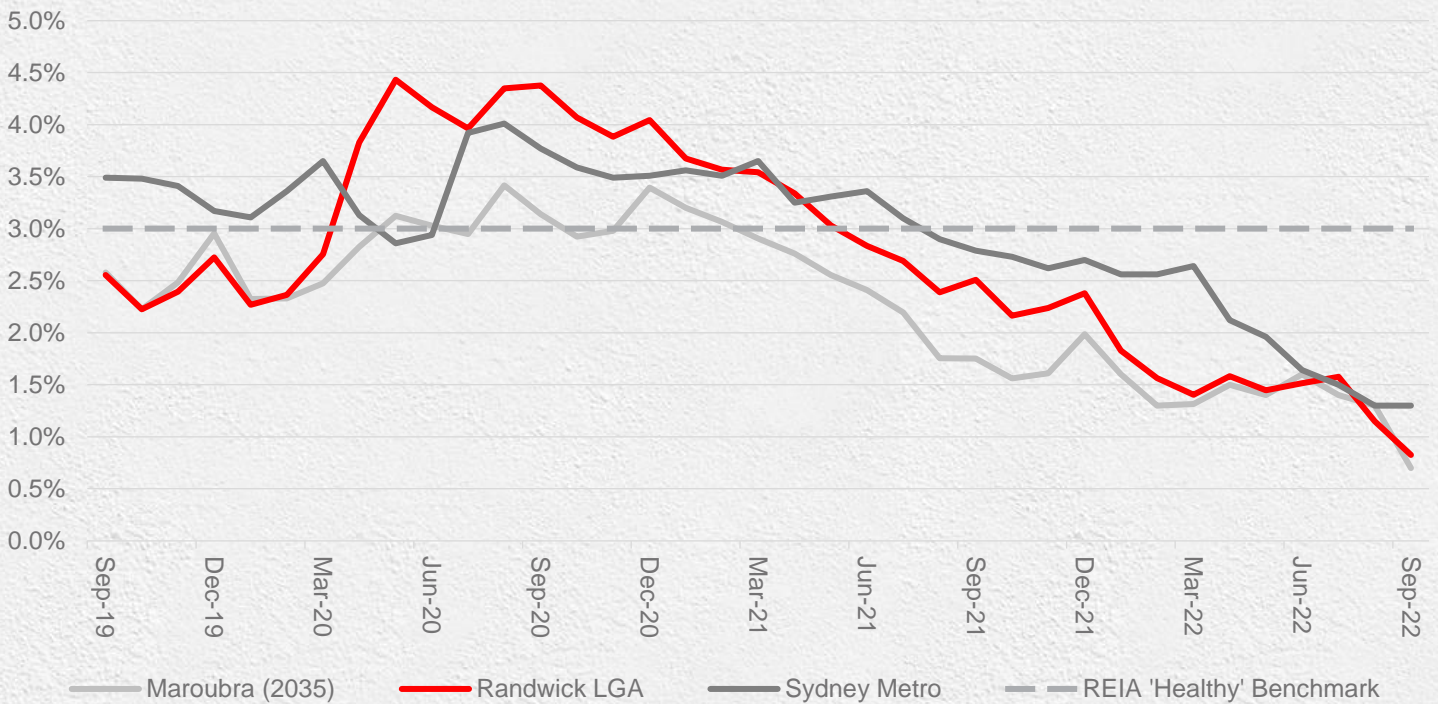
House rental yields in Maroubra* were recorded at 2.0% in September 2022, slightly below Sydney Metro (2.6%). This was paired with a 25.3% increase in median house rental price in the past 12 months to Q3 2022, and an 8.2% (to 119 rentals) increase in the number of houses rented. Average days on the market declined by -12.5%, to a low 21 days – the lowest recorded in the past 18 months. This confirms there is a healthy level of rental demand in Maroubra.

2 bedroom houses have provided investors with +14.7% rental growth annually, achieving a median rent of \$780 per week.

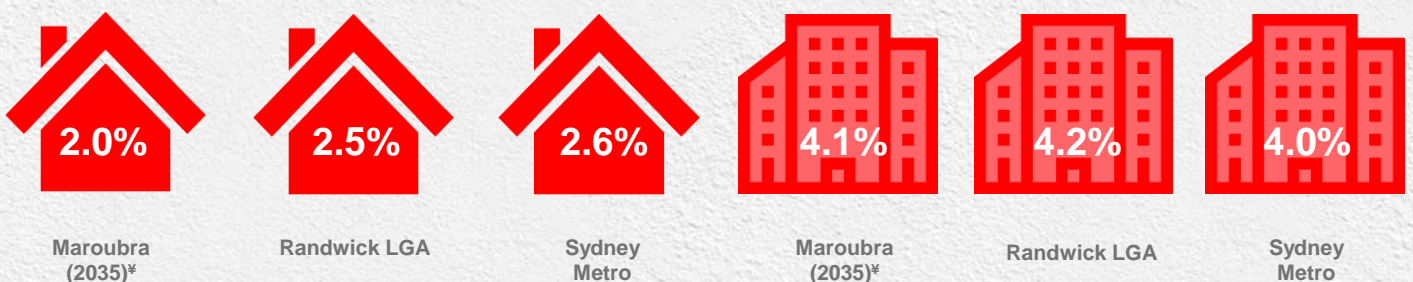
Maroubra* recorded a vacancy rate of 0.7% in September 2022, which is below Sydney Metro's 1.3% average. Vacancy rates in Maroubra have been on a declining trend for the past 12 months, with the past 3 months recording historical low rates. This indicated a shift to a landlord's market and quicker occupancy of rental properties. These indicators create a conducive and sustainable environment for investors, especially with the current downturn in property prices.



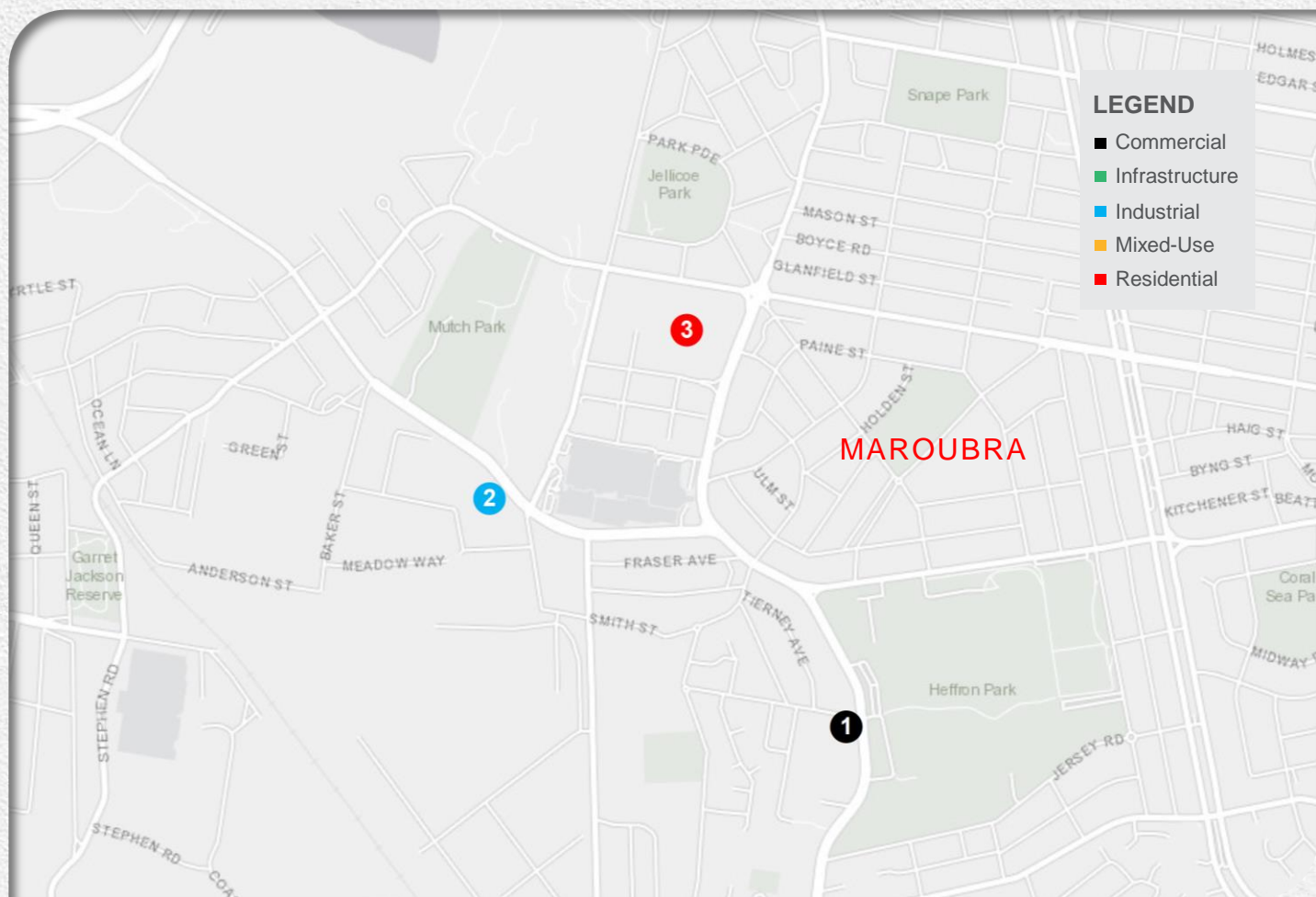
RENTAL VACANCY RATES 2022



RENTAL YIELD 2022\$



TOP DEVELOPMENTS MAP 2nd HALF 2022[Ⓐ]



Location	Project [Ⓔ]	Type	Estimated Value [Ⓜ]	Commence Date [Ⓝ]
1	Bunnerong Road Commercial Development	Commercial	\$6,950,000	06/09/2022
2	Wentworth Avenue Industrial Development	Industrial	\$35,775,000	08/12/2022
3	Bunnerong Road & Banks Avenue Dwellings (44 dwellings)	Residential	\$14,273,000	26/12/2022

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.



Veronica Perez

Director

M +61 411 871 225

E vperez@prd.com.au



PRD Maroubra

P +61 2 8347 0700

F +61 2 8347 0555

PRD.com.au/maroubra

**Shop 2, 188 Maroubra Road
Maroubra NSW 2035**

REFERENCES

* Maroubra market data and key indicators encapsulates aggregate property market conditions within the suburbs 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 2022 (01/01/2022 – 30/09/2022) only.

€ Annual rental growth is a comparison between 2021 (01/01/2021 – 30/09/2021) and 2022 (01/01/2022 – 30/09/2022) house median rent figures.

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

§ Rental yields shown are as reported as of September 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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