



Beverly Hills Market Update

2nd Half 2023



OVERVIEW

In Q3 2023, Beverly Hills* recorded a median house price of \$1,427,500, and a median unit price of \$600,000. This is annual (Q3 2022 – Q3 2023) growth of 5.2% for houses and 5.7% for units. Sales decreased between Q3 2022 – Q3 2023, by -2.0% (to 50 sales) for houses, and remained stable for units (at 34 sales). Median house and unit prices did see a slight dip in 2022 and the Q1 2023, due to cash rate hikes and customer uncertainty. This has bounced back since mid-2023, with properties in high demand. Beverly Hills* proves to be a resilient market, holding its value despite changing economic conditions.

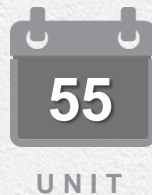
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↓
	House Median Price	↑	↑
	House Rental Price	↑	↑
	Unit Sales	↔	↑
	Unit Median Price	↑	↓
	Unit Rental Price	↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE
Q3 2023



SALES AVERAGE DAYS ON
MARKET Q3 2023



RENTAL MEDIAN PRICE
Q3 2023



RENTAL AVERAGE DAYS ON
MARKET Q3 2023



FUTURE DEVELOPMENTS

Beverly Hills* is set to see approximately **\$58.8M** worth of new projects commencing in the 2nd half of 2023.

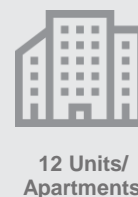


A focus on residential projects is ideal for the Beverly Hills area, as this will replenish current stock and allow for more opportunities for first home buyers. It also assists with keeping price growth at a more sustainable level.

Three residential projects planned for the 2nd half of 2023 include:

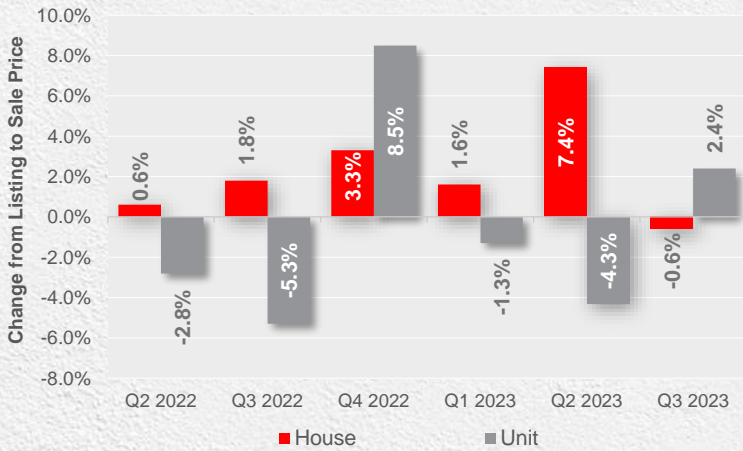
- Hannanas Road Townhouses (11 townhouses)
- Mountview Avenue Dwellings (6 dwellings)
- Graham Road Apartments (12 apartments)

Mountview Avenue Dwellings is the only project that will add stand-alone houses (6 houses) to the area. This will assist with the undersupplying the current market. However this will not be enough for future demand. Therefore, median house price will continue to increase.



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.

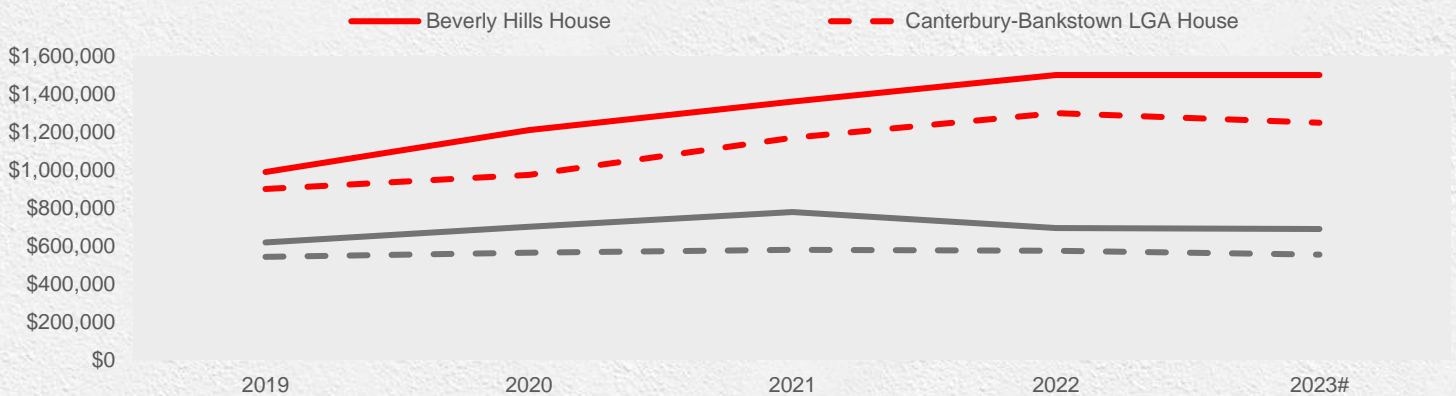


Average vendor discounts between Q3 2022 and Q3 2023 have swung from a premium to a discount of -0.6% for houses, and in reverse from a discount to a premium of 2.4% for units. There are opportunities for buyers and sellers, depending on the property type. House buyers can benefit from a slight discount but unit buyers must offer higher than the first list price.

The suburb of Beverly Hills has historically outperformed the Canterbury-Bankstown Council (LGA) in the median price of both property types. This trend has continued throughout 2023#, even with a slower growth between 2022-2023 due to cash rate changes.

The dominant proportion of homes sold in Beverly Hills* in 2023# were in the most affordable price point of \$1,200,000 and below (27.5%). In contrast, unit sales were mostly in the premium price point of \$750,000 and above (28.4%). Affordable units are available, as 20.3% of sales were in the most affordable price point of less than \$450,000. There is a wide range of price points available in houses and units, for buyers with all budgets.

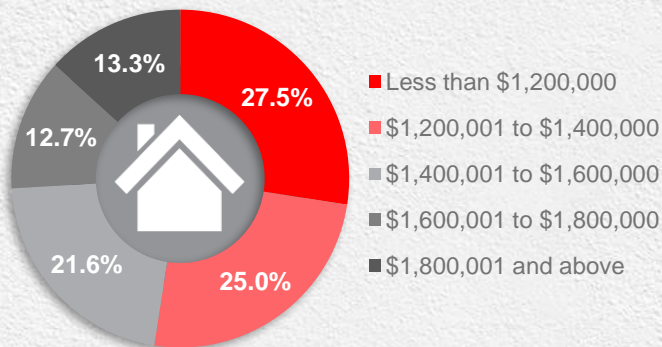
MARKET COMPARISON



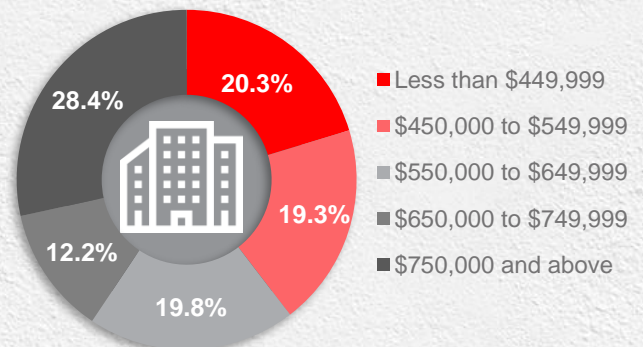
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Beverly Hills.

PRICE BREAKDOWN 2023#

HOUSES SOLD



UNITS SOLD

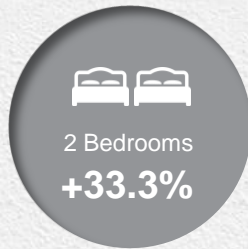


RENTAL GROWTH 2023€

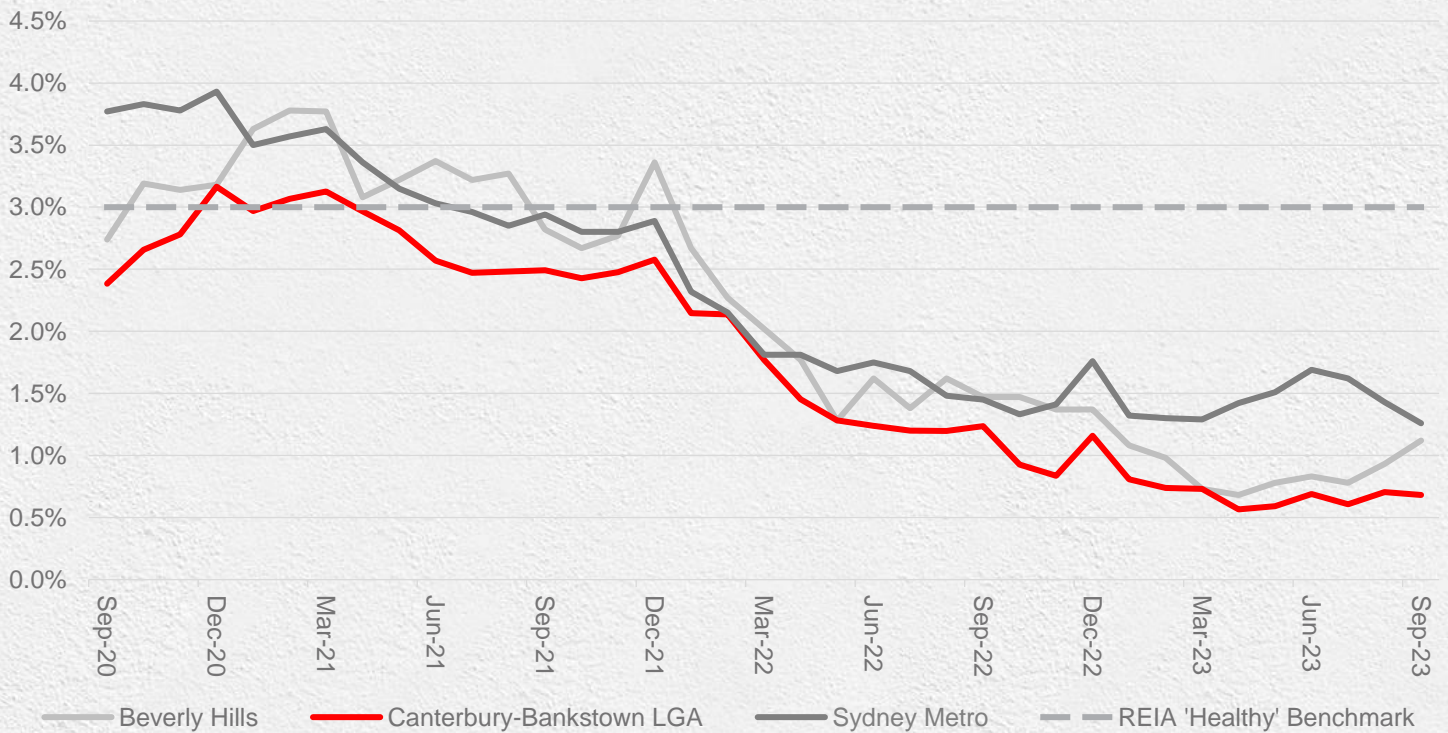
House rental yields in Beverly Hills* was 2.6% in September 2023, on par with Sydney Metro (2.7%). This was paired with a median house rental price increase of 20.4% (to \$780 per week) in the past 12 months to Q3 2023 and a -14.8% decrease in the number of houses rented. The same pattern can be seen in the unit rental market; thus, a rental market undersupply is evident. This creates strong fundamentals for investors, regardless of what type of property is purchased.

2-bedroom houses have provided investors with +33.3% rental growth annually, achieving a median rent of \$660 per week.

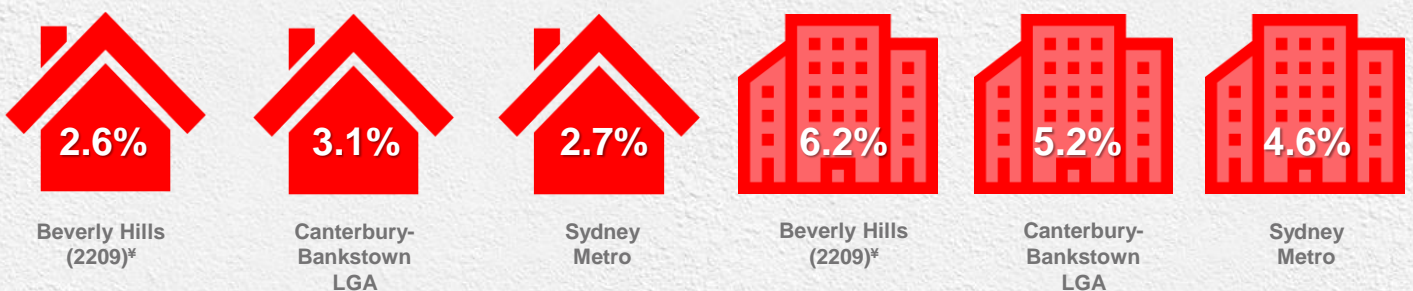
Beverly Hills* recorded a vacancy rate of 1.1% in September 2023, which is below Sydney Metro's 1.3% average. Vacancy rates in Beverly Hills* have held relatively steady over the past 12 months, indicating stability in its rental demand. An uptick in vacancy rates in the past 3 months is due to investors coming back to the market, however a 1.1% vacancy rate is still low and signal quick occupancy of rental properties. These key indicators suggest a conducive environment for investors.



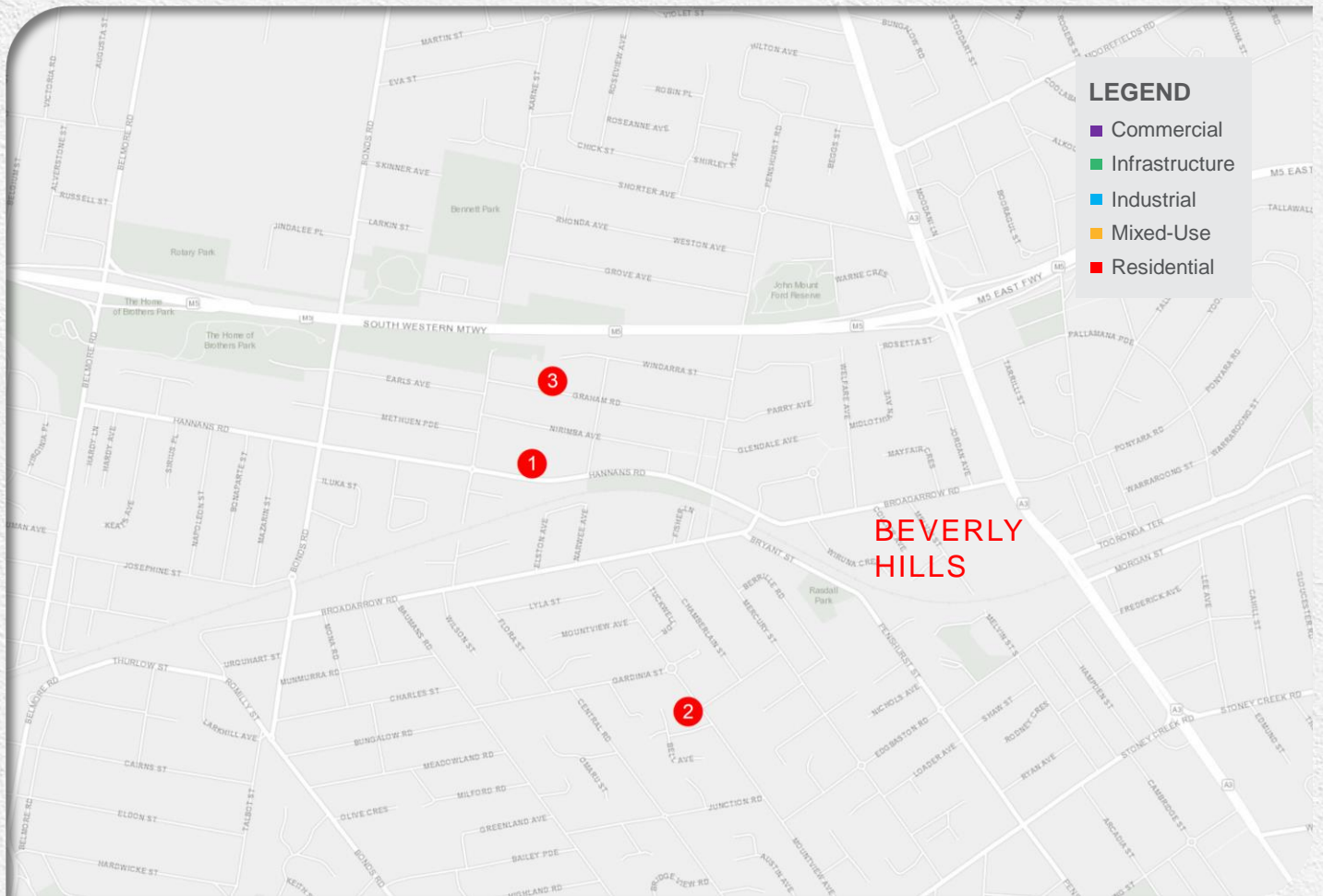
RENTAL VACANCY RATES 2023



RENTAL YIELD 2023\$



TOP DEVELOPMENTS MAP 2nd HALF 2023^A



Location	Project [§]	Type	Estimated Value [¶]	Commence Date ^v
1	122-124 Hannan's Road Townhouses (11 townhouses)	Residential	\$3,000,000	13/12/2023
2	53 Mountview Avenue Dwellings (6 dwellings)	Residential	\$2,424,000	12/12/2023
3	51-53 Graham Road Apartments (12 apartments)	Residential	\$2,551,000	30/08/2023

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.



Frank Mazzotta

Director

M +61 400 804 041

E frank@prdbn.com.au



PRD Beverly Hills

P +61 2 9579 6355

PRD.com.au/beverlyhills

526B King Georges Road
Beverly Hills NSW 2209

REFERENCES

* Beverly Hills market data and key indicators encapsulates aggregate property market conditions within the suburbs of Beverly Hills, Roselands, Narwee.

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

2023 encapsulates sales transactions for Q1 to Q3 2023 (01/01/2023 – 30/09/2023) only.

€ Annual rental growth is a comparison between Q3 2022 (01/07/2022 – 30/09/2022) and Q3 2023 (01/07/2023 – 30/09/2023) median house rent figures.

¥ Beverly Hills rental market data encapsulates aggregate property conditions within the postcode of 2209.

§ Rental yields shown are as reported as of September 2023.

⌘ 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 Beverly Hills, Roselands, Narwee.

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.

Disclaimer: PRD does not give any warranty in relation to the accuracy of the information contained in this report. If you intend to rely upon the information contained herein, you must take note that the information, figures and projections have been provided by various sources and have not been verified by us. We have no belief one way or the other in relation to the accuracy of such information, figures and projections. PRD will not be liable for any loss or damage resulting from any statement, figure, calculation or any other information that you rely upon that is contained in the material.

Prepared by PRD Research. © All medians and volumes are calculated by PRD Research. Use with written permission only. All other responsibilities disclaimed. © Copyright PRD 2023.

