

Ramsgate Beach Market Update

1st Half 2025

OVERVIEW

In Q1 2025, Ramsgate Beach* had a median house price of \$2,098,500 and a median unit price of \$730,000. Median house price has stabilised in the past 12 months to Q1 2025, whilst median unit price softened slightly by -5.2%. Comparing Q1 2024 and Q1 2025, total sales declined by -15.0% (to 23 sales in Q1 2025) for houses and -5.6% (to 135 sales in Q1 2025) for units. Houses in Ramsgate Beach* remains highly demanded, due to its low stock numbers, which created a buffer against interest rates. Unit prices have become more affordable, creating an opportunity for first home buyers. That said, with no new houses planned for 2025-2026, the likelihood for a price increase for units is high, as buyers turn to units.

CHANGE FROM LAST YEAR HALF YEAR



HOUSE SALES



HOUSE MEDIAN PRICE



HOUSE RENTAL PRICE



UNIT SALES



UNIT MEDIAN PRICE

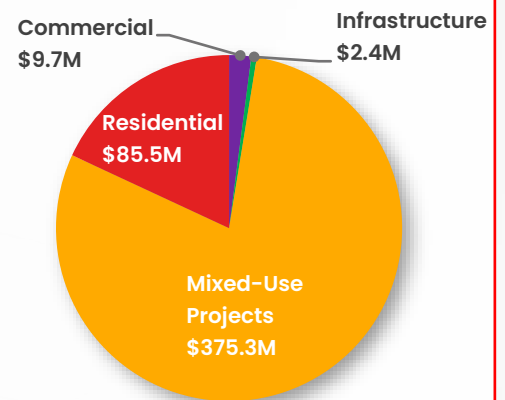


UNIT RENTAL PRICE



FUTURE DEVELOPMENTS

Ramsgate Beach[£] plans to see approx. **\$472.9M of new projects commencing construction between 2025 and 2026.**



A main mixed-use project set planned for 2025 is 7-11 Derby Street Apartment & Shops (\$202.4M). This project will add 54 apartments and shops, which will improve liveability for residents.

Other large mixed-use and residential projects to commence construction during 2025-2026 include :

- 277 The Grand Parade Mixed Use Development (44 apartments)
- 1-11 Princes Highway & Stanley Street Apartments & Commercial Tenancies (112 apartments)
- 25-27 Robinson St (6 townhouses)
- 31-33 Gladstone Street (78 units)

Although there are several residential and mixed-use projects planned, it will only add mostly units. There are no new houses in the pipeline, thus an undersupply in the house market will remain. This will push buyers to look at other property types. As a result, this will increase prices further, for not only houses but other stock types as well.



330 Units/
Apartments



6
Townhouses



MARKET CONDITIONS

MEDIAN PRICE
Q1 2025



\$2.1M

SALES



\$730K

AVERAGE DAYS
ON MARKET Q1 2025



HOUSE



UNIT

MEDIAN PRICE
Q1 2025



\$900

RENTALS



\$680

AVERAGE DAYS
ON MARKET Q1 2025



HOUSE



UNIT



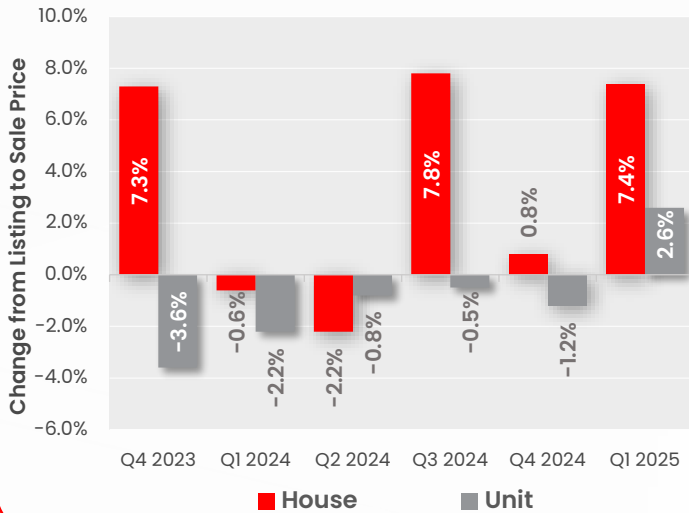
AVERAGE VENDOR DISCOUNT*

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.

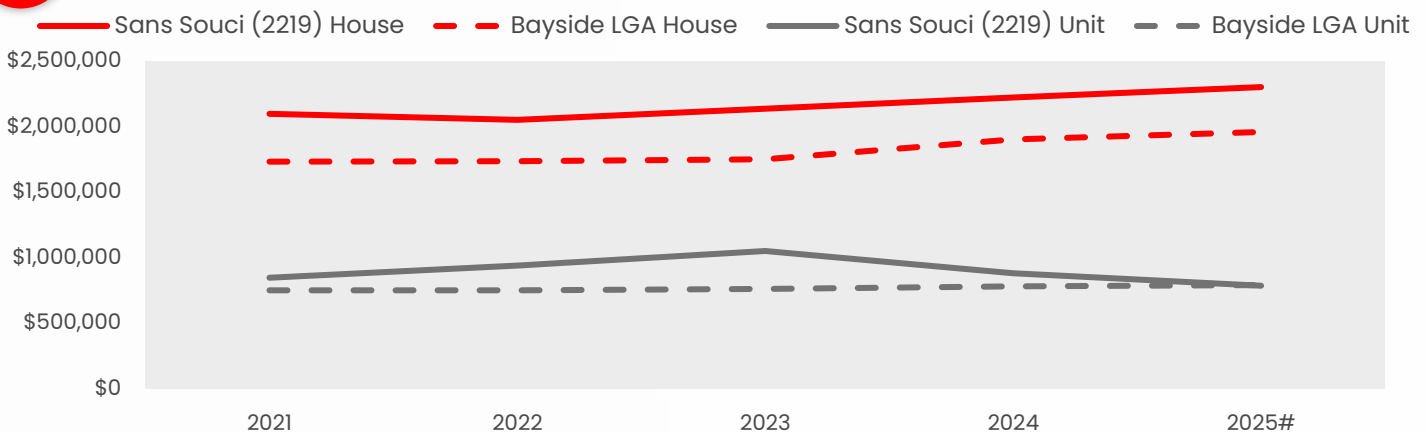
Average vendor discounts between Q1 2024 and Q1 2025 have swung to a premium for both houses and units, at 7.4% and 2.6%, respectively. The Ramsgate Beach* market is now a seller's market, with buyers willing to offer above the first list price. With no new houses planned for 2025-2026 the likelihood for a higher premium is high.

The suburb of San Souci have offered a premium house and unit market than the wider Bayside Local Government Area (LGA) for the past 5 years. This continued to be the case into 2025# for houses, whilst the median unit prices have trended down to be on par with the wider LGA.

Most of the homes sold in Ramsgate Beach* in 2024/25# were in the most affordable bracket of \$1,949,999 and above (52.6%); which creates an opportunity for buyers. Owners can also benefit, with 37.4% of sales in the premium price point of \$2,250,000 and above. On the other hand, most of the units sold (39.0%), were in the premium price point of \$800,000 and above; mostly due to house buyers looking at units as an alternative. That said, 28.1% of units sold where in the most affordable price point of less than \$649,999; which is good news for first home buyers.



MARKET COMPARISON

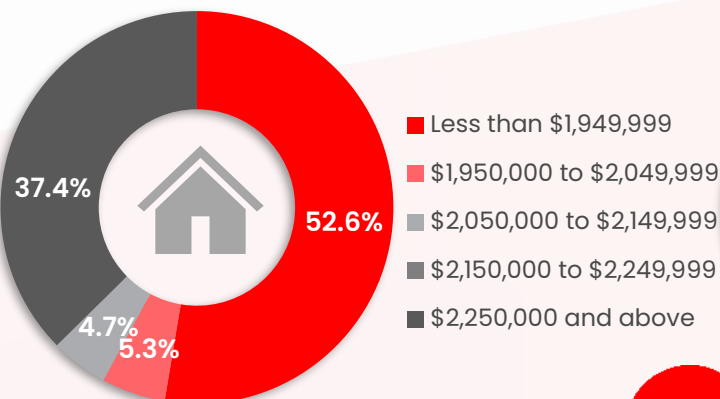


The market comparison graph provides a comparative trend for median price of houses and units over the past 5 years. The main LGA chosen was based on their proximity to the main suburb analysed, which is Ramsgate Beach.

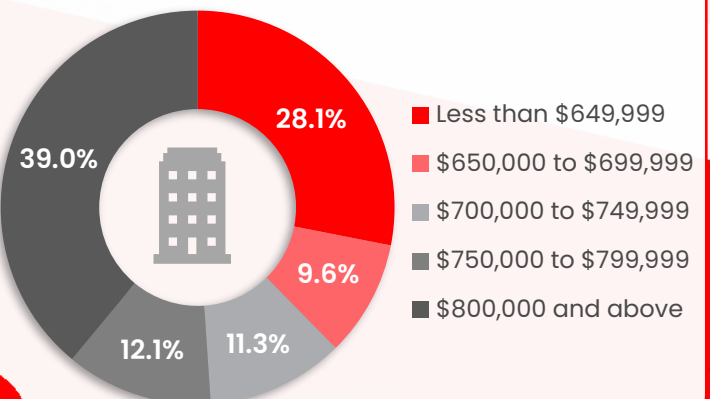


PRICE BREAKDOWN 2024/2025#

HOUSES SOLD



UNITS SOLD





RENTAL GROWTH 2025€

House rental yields in Ramsgate Beach* was 2.4% as of March 2025, slightly lower than the Bayside LGA (2.6%) and Sydney Metro (2.7%). However, median house rental price increased by 2.9% in the past 12 months to Q1 2025, at \$900 per week. In the same timeframe the number of houses rented decreased, by -9.4% (to 29 houses) in Q1 2025, suggesting an undersupply. This indicates a highly demanded and competitive house rental market in Ramsgate Beach*, which is beneficial to investors.

3-bedroom houses have provided investors with +11.3% rental growth annually, achieving a median rent of \$890 per week.

Ramsgate Beach* had a vacancy rate of 1.2% in March 2025, slightly below Bayside LGA average of 1.3% and Sydney Metro's 1.3%. Vacancy rates fluctuated in the past 12 months, due to investors entering/exiting the rental market. That said, a 1.2% vacancy rate is still below the Real Estate Institution of Australia's healthy benchmark of 3.0%, thus quicker occupancy of rental homes in Ramsgate Beach*. This is conducive for investors, especially with a lower unit price in Q1 2025.



2 BEDROOMS

+11.1%



3 BEDROOMS

+11.3%

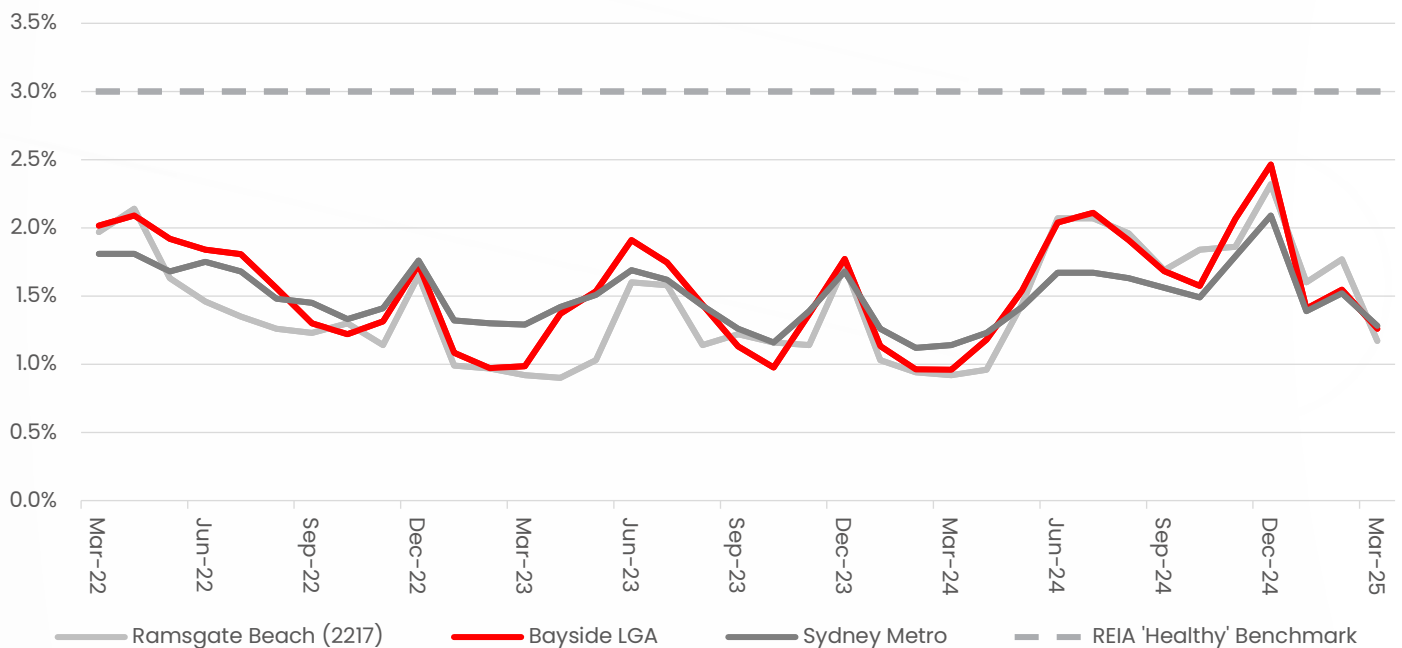


4+ BEDROOMS

-2.1%



RENTAL VACANCY RATES 2025



RENTAL YIELD 2025§



2.4%

Ramsgate Beach(2217)*



2.8%

Bayside LGA



2.7%

Sydney Metro



4.3%

Ramsgate Beach (2217)*



5.1%

Bayside LGA

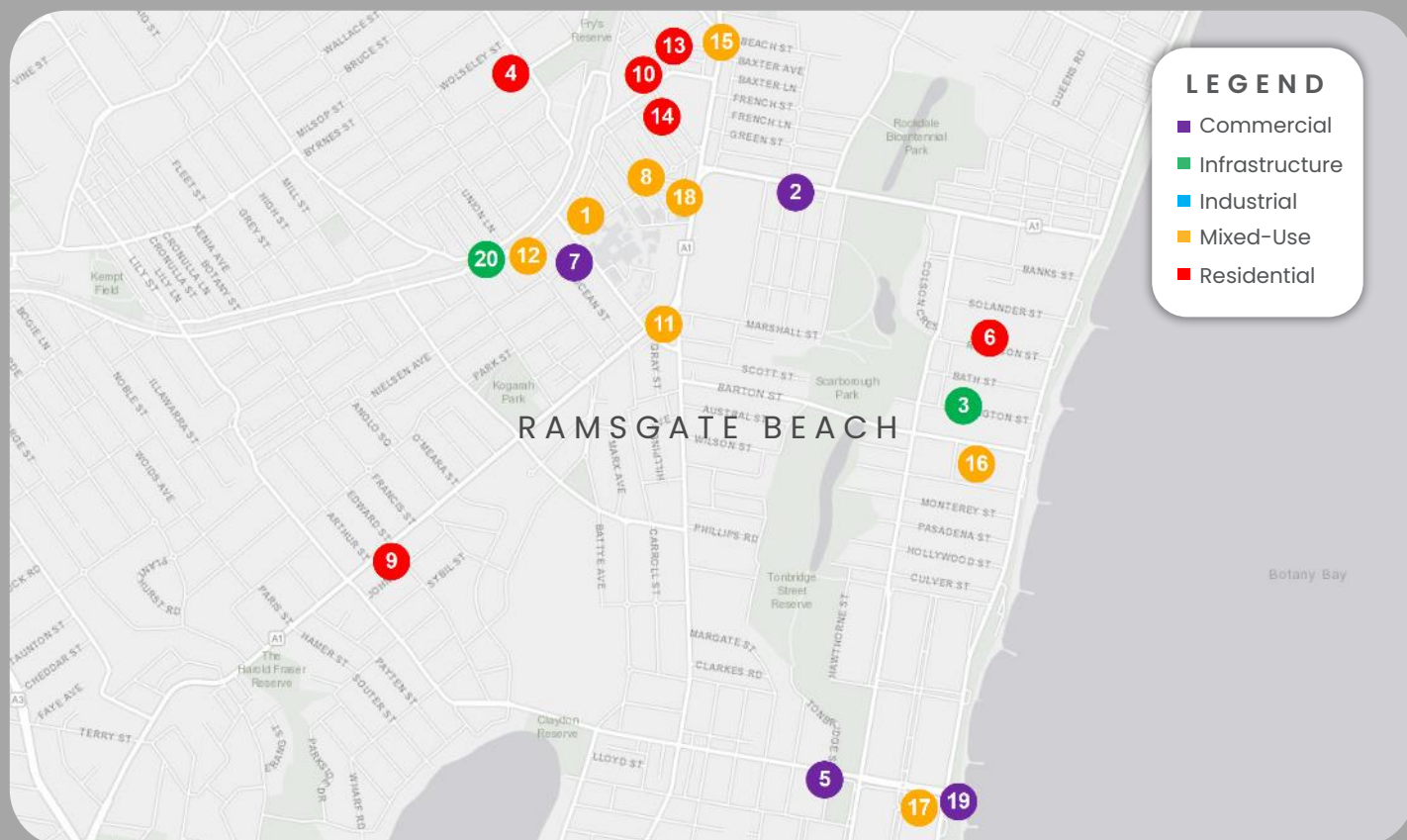


4.4%

Sydney Metro

PRD.

PROJECT DEVELOPMENT MAP 2025-2026^A



#	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	7-11 Derby Street Apartments & Shops (54 Apartments/Shops)	Mixed-Use	\$202,470,115	23/10/2026
2	277 The Grand Parade Mixed Use Development (44 Apartments/Supermarket/Retail Premises/Food & Drink)	Mixed-Use	\$49,706,049	3/02/2026
3	119 Barton Street Aged Care Facility (Aged Care Facility/Offices/Café/Gymnasium)	Mixed-Use	\$36,365,251	10/12/2025
4	1-11 Princes Highway & Stanley Street Apartments & Commercial Tenancies (112 Apartments/Commercial Tenancies)	Mixed-Use	\$34,864,225	24/06/2026
5	31-33 Gladstone Street Units (78 Units)	Residential	\$27,139,000	21/04/2026
6	18-24a Victoria Street Apartments (50 Apartments)	Residential	\$21,482,000	2/03/2026
7	The Rise Kogarah Mixed Use Development (47 Apartments/Serviced Apartments/Commercial)	Mixed-Use	\$18,570,935	17/09/2025
8	8-10 Princes Highway Serviced Apartments & Commercial Development (Serviced Apartments/Commercial)	Mixed-Use	\$18,507,000	8/12/2025
9	16-22a Gladstone & Victoria Streets Apartments (77 Apartments)	Residential	\$16,200,000	8/10/2025
10	1-5 Lacey Street & John Street Apartments (35 Apartments)	Residential	\$15,280,000	8/09/2025
11	21 Hogben Street Apartments & Retail (46 Apartments/Retail)	Mixed-Use	\$14,069,000	8/12/2025
12	4 Queens Avenue Co Living Housing (Co Living Housing)	Commercial	\$4,656,177	16/04/2026
13	25-27 Robinson Street Townhouses (6 Townhouses)	Residential	\$3,391,784	5/12/2025
14	Ramsgate RSL Memorial Club Car Park Conversion	Commercial	\$2,415,889	7/05/2026
15	70 Warialda Street Apartments (6 Apartments)	Residential	\$2,002,161	6/08/2026
16	Lady Robinsons Foreshore Precinct 2 (Consultancy for Design Development) (Local Government)	Infrastructure	\$2,000,000	26/01/2026
17	29 President Avenue Underground Petroleum Storage System (Underground Petroleum Storage System)	Commercial	\$1,496,000	20/05/2025
18	13-19 Hogben Street Mixed Use Residential Building (5 Apartments)	Mixed-Use	\$744,700	8/04/2026
19	2 Cook Park Ramsgate Beach House Alterations & Additions (Restaurant/Outdoor Dining Areas)	Commercial	\$667,205	25/12/2025
20	Kogarah Station Commuter Car Park Fire Upgrades (Train Station/Car Park) (State Government)	Infrastructure	\$401,555	3/03/2025



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RESEARCH SERVICES

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REFERENCES

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

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

2025 encapsulates sales transactions for Q1 (01/01/2025 – 31/03/2025) only, other years encapsulates sales transactions for the full year (i.e 01/01 to 31/12 of the relevant year).

€ Annual rental growth is a comparison between Q1 2024 (01/01/2024 – 31/03/2024) and Q1 2025 (01/01/2025 – 31/03/2025) house median rent figures.

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

§ Rental yields shown are as reported as of March 2025.

▲ 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, Sandringham and Monterey.

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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