

## Kogarah Market Update 2<sup>nd</sup> Half 2025



### OVERVIEW

In Q3 2025, Kogarah\* recorded a median house price of \$1,880,500, and a median unit price of \$768,000. This is an annual (Q3 2024 – Q3 2025) median price growth of 1.6% for houses and 5.2% for units. Comparing Q3 2024 – Q3 2025, sales increased by 8.9% for houses (to 110 sales in Q3 2025) and by 36.4% for units (to 326 sales in Q3 2025). Both markets are in high demand, which has created a buffer against higher interest rates; hence price growth. With prices continuing to rise, now is an ideal time for owners to capitalise on their investments. Although there is new stock planned, it is all units. Thus, buyers must act fast to secure their home.

#### CHANGE FROM LAST YEAR HALF YEAR



HOUSE SALES	↑	↑
HOUSE MEDIAN PRICE	↑	↑
HOUSE RENTAL PRICE	↑	↑



UNIT SALES	↑	↑
UNIT MEDIAN PRICE	↑	↑
UNIT RENTAL PRICE	↑	↑



### MARKET CONDITIONS

#### MEDIAN PRICE Q3 2025



**\$1.9M**



**\$768K**

#### SALES

#### AVERAGE DAYS ON MARKET Q3 2025



**HOUSE**



**UNIT**

#### MEDIAN PRICE Q3 2025



**\$925**



**\$697**

#### RENTALS

#### AVERAGE DAYS ON MARKET Q3 2025



**HOUSE**

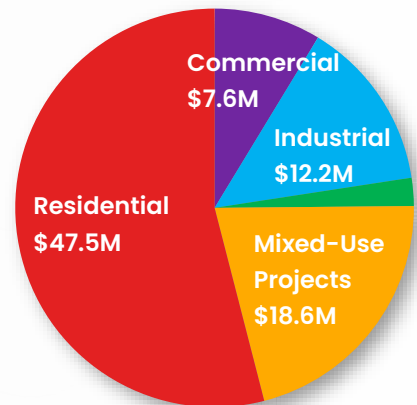


**UNIT**



### FUTURE DEVELOPMENTS

Kogarah is set to see approximately **\$87.9M worth of new projects commencing in 2025.**



Mixed-use and commercial projects will stimulate economic growth and create new jobs in Kogarah. This can have a positive spill-over impact on the real estate market, in terms of higher demand for housing stock.

There are multiple residential and mixed-use projects in Kogarah\* planned for 2025 that will help boost housing supply. They include:

- 18-24a Victoria Street Apartments (50 Apartments)
- The Rise Kogarah Mixed Use Development (47 Apartments)
- 66A Caledonian Street (3 Units)

There is new housing stock in the pipeline, but it is all units. Compared to Q3 2025 sales, of 326 units, this is not enough. Furthermore, there are no new stand-alone ready-to-sell houses that are planned. Combined, this suggests that an undersupply is highly likely. This points to higher property prices.

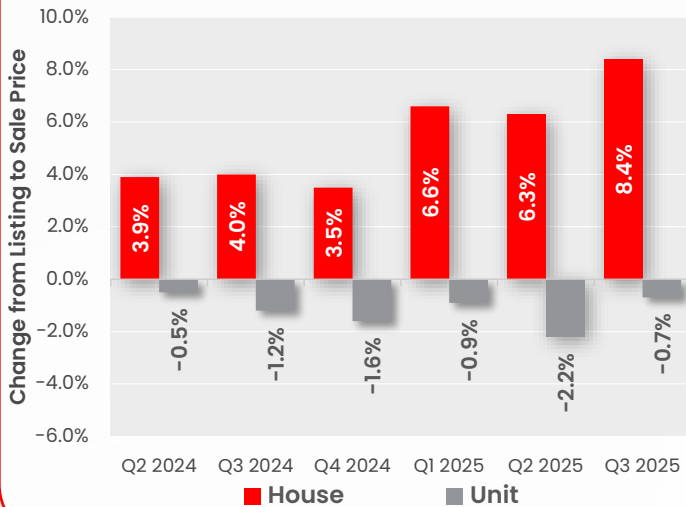


**189 Units/  
Apartments**



## 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.



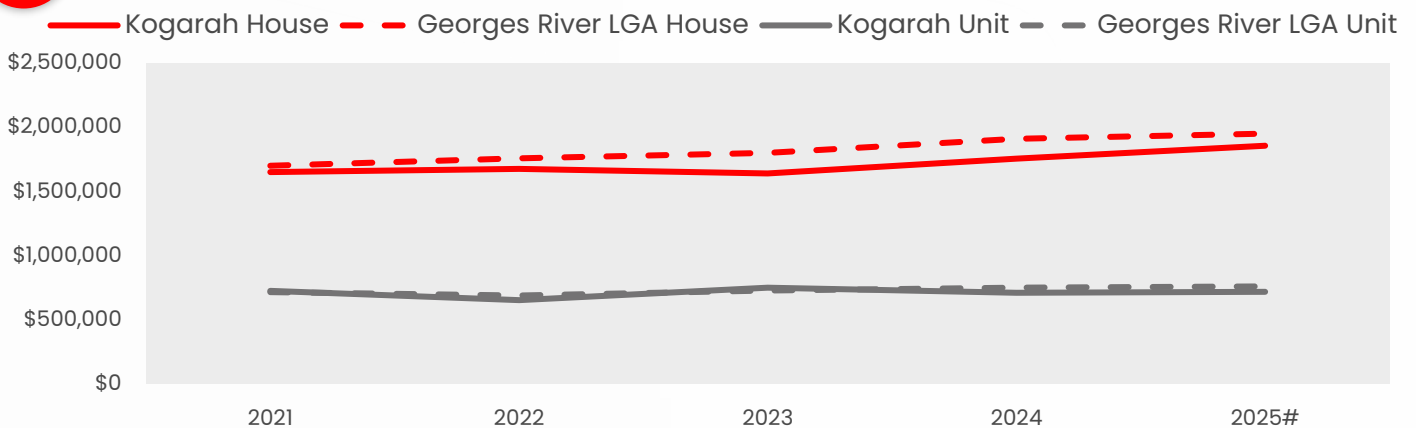
In the past 12 months to Q3 2025 average house vendor discount have continued to be at a premium, but at a higher rate of 8.4%. Average unit vendor discount have tightened to a lesser discount of -0.7%. The house market continues to favour sellers, as buyers must offer higher than the first list price. Units still favour buyers for the time being, however, the room to negotiate is becoming much smaller. With limited stock, unit buyers must act fast.

The suburb of Kogarah has historically been on par with the wider Georges River Local Government Area (LGA). In 2025# this trend has continued for both house and unit median prices, with median house prices in the suburb rising to meet the wider LGA.

The dominant proportion of homes sold in Kogarah\* in 2025# was in the most affordable price bracket of less than \$1,649,999 (26.6%); which is good news for buyers due to rising prices. However, the premium market of \$2.2M and above is still strong (22.0% of sales), which benefits owners. Most of the units sold were in the more affordable bracket (24.8%) and middle (22.9%) price brackets, thus there is a home for every budget in Kogarah\*.



## MARKET COMPARISON

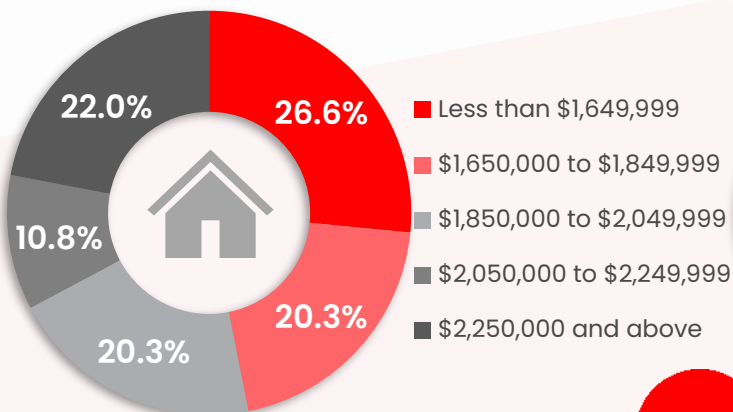


The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Kogarah.

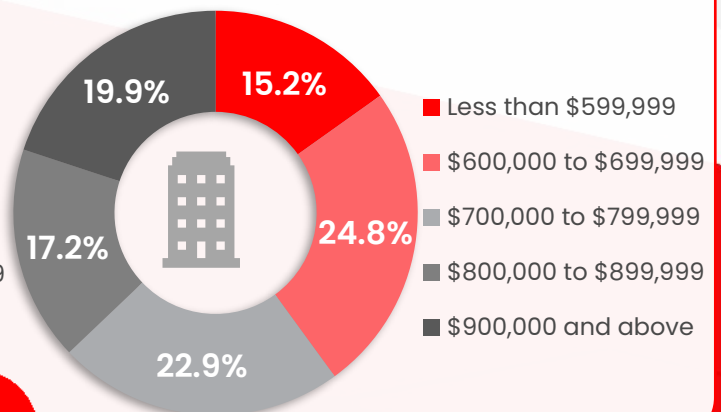


## PRICE BREAKDOWN 2025#

### HOUSES SOLD



### UNITS SOLD






## RENTAL GROWTH 2025€

House rental yields in Kogarah\* was 3.3% in September, above the Sydney Metro (2.7%). This was paired with a 19.8% increase in median rent price in the past 12 months to Q3 2025, at \$925 per week. The number of houses rented increased by 7.8% in the past 12 months, to 110 rentals in Q3 2025; indicating a high demand. Median unit rent price rose by 18.1% to \$697, but the number of units rented decreased, by -5.3% to 609 units in Q3 2025; thus, an undersupply of units for rent is evident. Overall, the Kogarah\* rental market benefits investors.

2-bedroom houses have provided investors with +4.0% rental growth annually, achieving a median rent of \$700 per week.

Kogarah\* recorded a vacancy rate of 1.3% in September 2025, on par with Sydney Metro's 1.3%. Vacancy rates in Kogarah\* have trended downwards in the past 12 months, indicating a tighter rental market. A 1.3% vacancy rate is below the Real Estate Institution of Australia's healthy benchmark of 3.0%, thus quicker occupancy of rental homes. This is conducive for investment, even if property sale prices have increased in the past 12 months to Q3 2025.

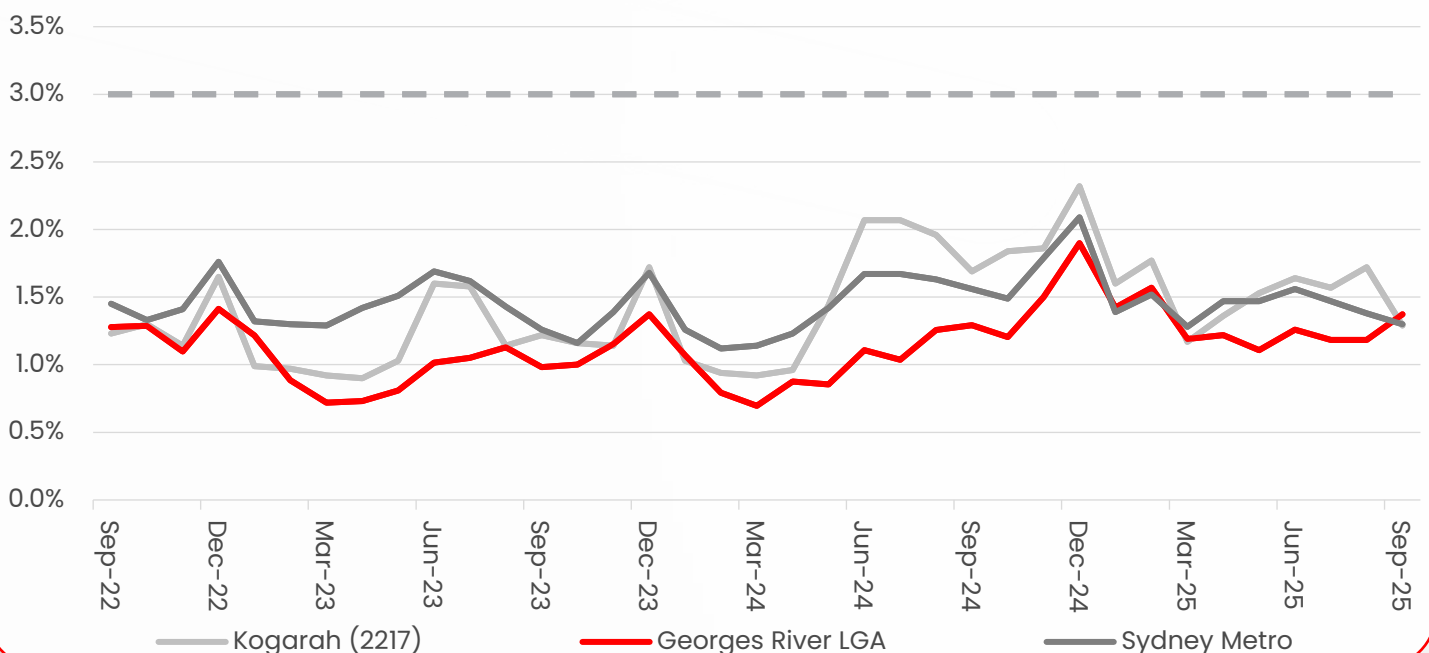
 2 BEDROOMS  
**+4.0%**

 3 BEDROOMS  
**-7.1%**

 4 BEDROOMS  
**-13.7%**



## RENTAL VACANCY RATES 2025



## RENTAL YIELD 2025§



**3.3%**

Kogarah  
(2021)\*



**2.5%**

Georges  
River LGA



**2.7%**

Sydney  
Metro



**5.0%**

Kogarah  
(2021)\*



**4.6%**

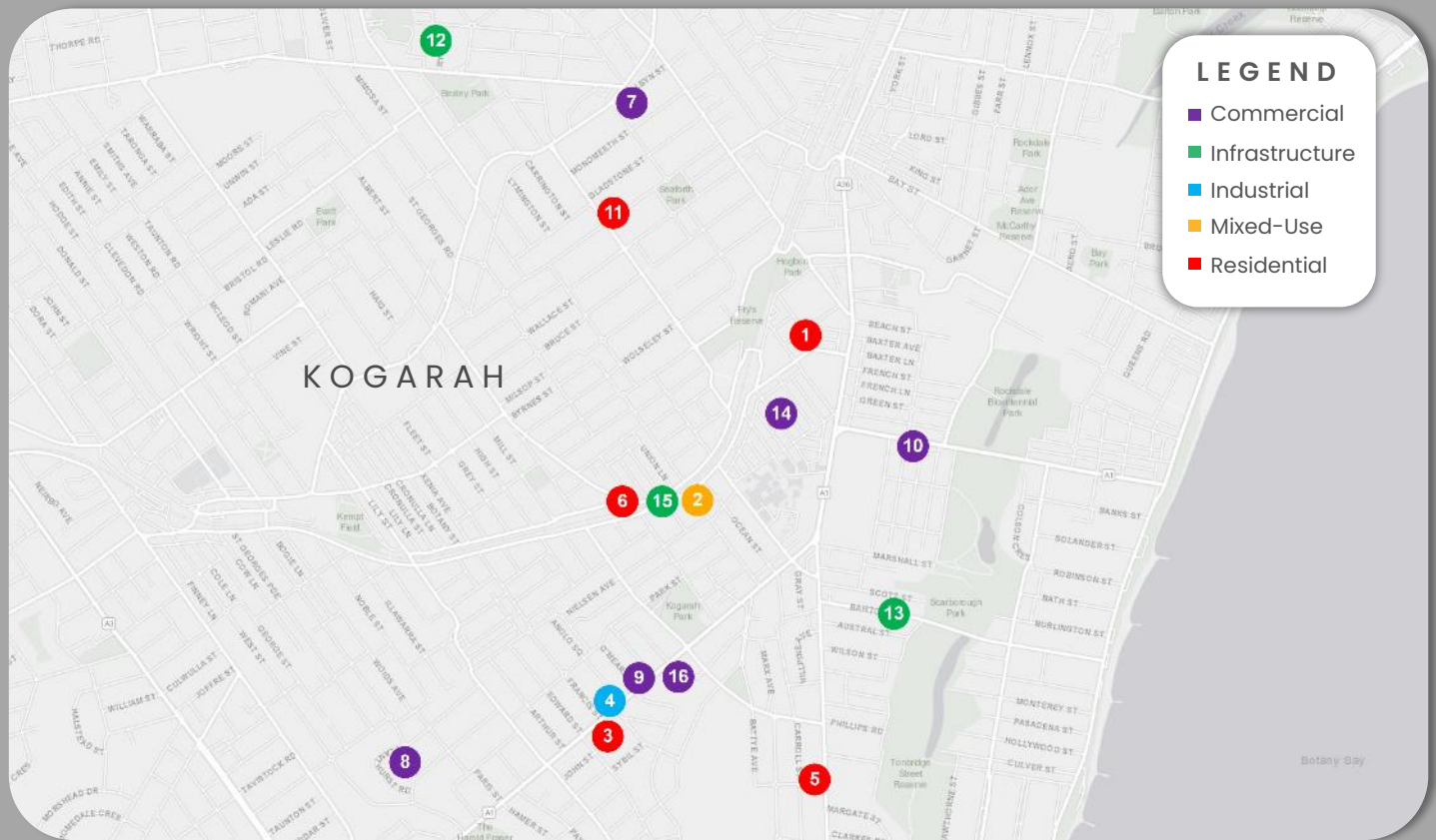
Georges  
River LGA



**4.3%**

Sydney  
Metro

# PROJECT DEVELOPMENT MAP 2025<sup>A</sup>



#	Project <sup>£</sup>	Type	Estimated Value <sup>µ</sup>	Commence Date <sup>ψ</sup>
1	18-24a Victoria Street Apartments (50 Apartments)	Residential	\$21,482,000	19/05/2025
2	The Rise Kogarah Mixed Use Development (47 Apartments/Serviced Apartments/Commercial)	Mixed-Use	\$18,570,935	17/09/2025
3	13-21 Wyuna Street Apartments (64 Units)	Residential	\$16,421,000	5/12/2025
4	Storage King Carlton	Industrial	\$12,206,740	1/12/2025
5	143-145 Rocky Point Road Apartments (19 Apartments)	Residential	\$5,792,000	16/07/2025
6	1a Willison Road Apartments Alterations & Additions (6 Apartments)	Residential	\$2,443,636	10/12/2025
7	Casa Capace Group Homes (2 Homes)	Commercial	\$1,991,836	16/12/2025
8	165-169 Bellevue Parade Self Storage Facility Conversion	Commercial	\$1,795,328	4/06/2025
9	Shell Coles Express Carlton Service Station Redevelopment	Commercial	\$1,638,215	28/10/2025
10	29 President Avenue Underground Petroleum Storage System	Commercial	\$1,496,000	20/05/2025
11	66a Caledonian Street Units (3 Units)	Residential	\$1,320,000	27/11/2025
12	Bayside Council Bexley Depot Fuel Tank Storage & Bowser Replacement (Local Government)	Infrastructure	\$800,000	14/07/2025
13	Scarborough Park Central Sports Lighting Towers (Local Government)	Infrastructure	\$800,000	15/12/2025
14	Delphi Bank Kogarah Fitout	Commercial	\$511,482	20/11/2025
15	Kogarah Station Commuter Car Park Fire Upgrades (State Government)	Infrastructure	\$401,555	3/03/2025
16	Saint George Leagues Club Beverley Park Alterations & Additions	Commercial	\$200,000	23/08/2025





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- 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

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## OUR PEOPLE

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## REFERENCES

\* Kogarah market data and key indicators encapsulates aggregate property market conditions within the suburbs of Beverley Park, Bexley, Carlton, Kogarah, Kogarah Bay and Rockdale.

\*\* 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 2025 (01/01/2025-30/09/2025) only

€ Annual rental growth is a comparison between Q3 2024 (01/07/2024 – 30/09/2024) and Q3 2025 (01/07/2025 – 30/09/2025) house median rent figures.

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

§ Rental yields shown are as reported as of October 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 Beverley Park, Bexley, Carlton, Kogarah, Kogarah Bay and Rockdale.

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 Pricfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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