



# PROPERTY MARKET FACT SHEET

Southern Highlands  
Third Quarter 2014

## Market Summary

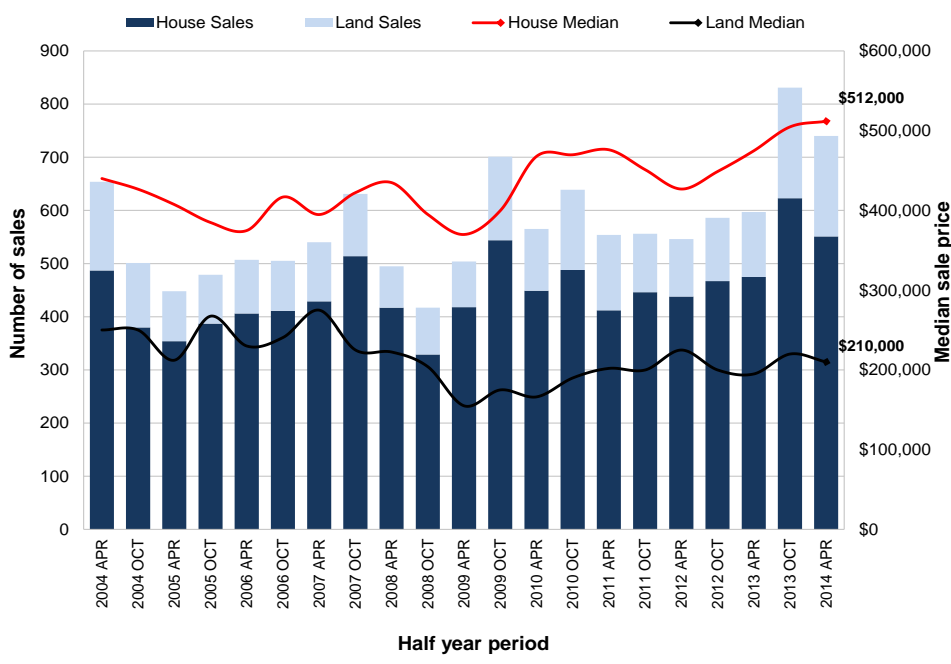
The Southern Highlands housing market is currently in a phase of growth which commenced in 2013.

Over 12 months to April 2014 the region recorded a rise of in median prices of 7.8 per cent for houses and 7.7 per cent for land.

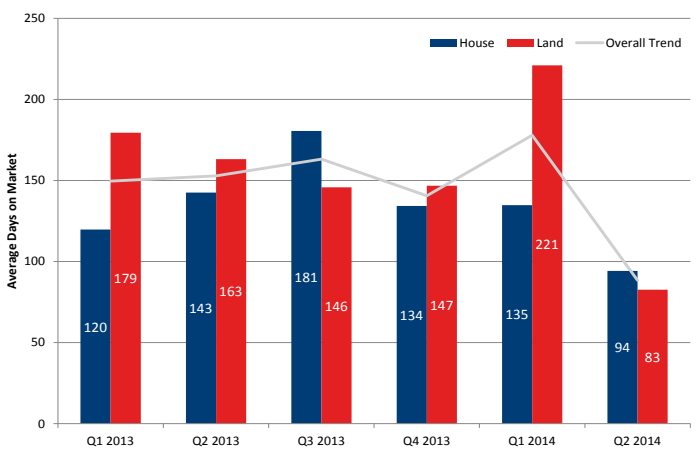
Over the same period vacant land sales increased by an astounding 54.9 per cent while house sales increased by 16 per cent.

Average days on market has decreased by 40 per cent over the past 12 months while average vendor discounting has decreased by 20 per cent.

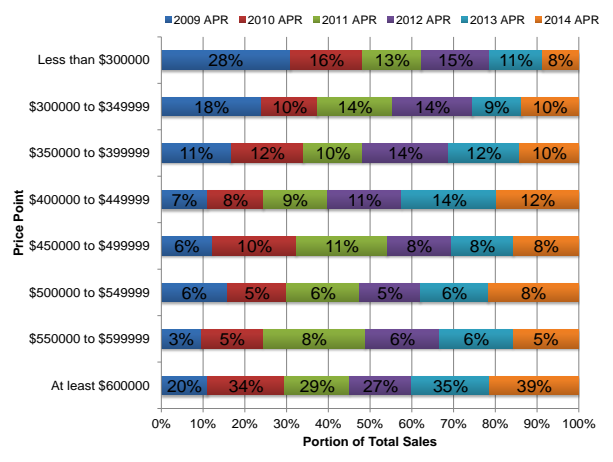
Growth can be attributed to a flow on effect from the strong metro Sydney market and general increases in demand.



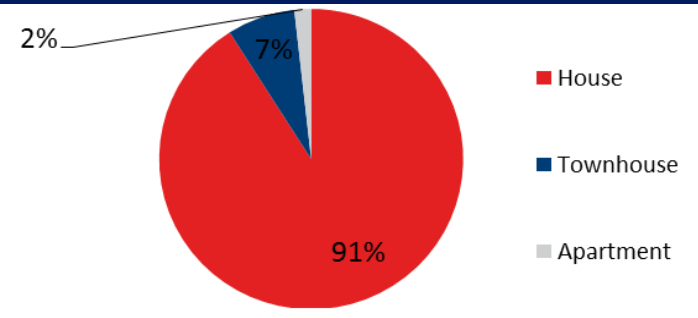
### Average Days on Market



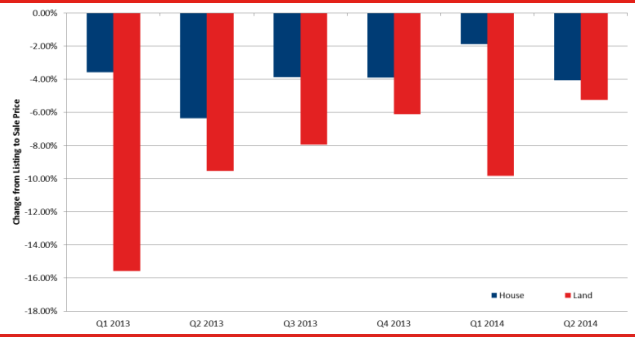
### House Price Point Chart



### Dwelling Type Breakdown



### Average Vendor Discounting



## Investment Analysis

Investment opportunities in the Southern Highlands remain strong.

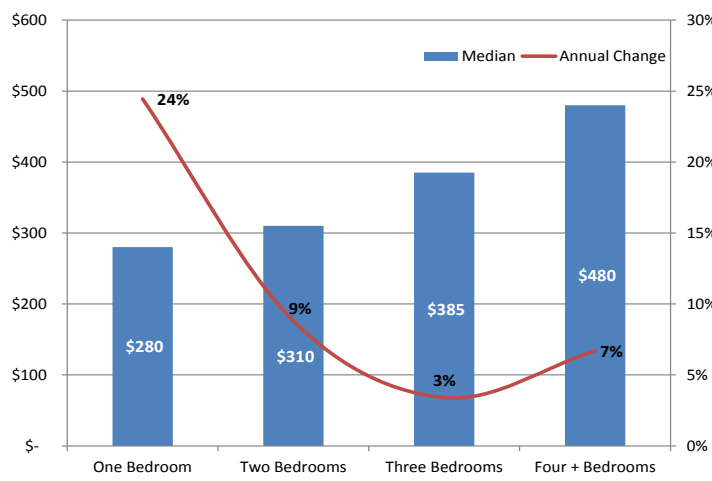
Rent growth has been bullish over the 12 months to June 2014. The region recorded average rental growth of 10.75 per cent.

Current returns indicate a yield of 4.1 per cent for houses and 4 per cent for units.

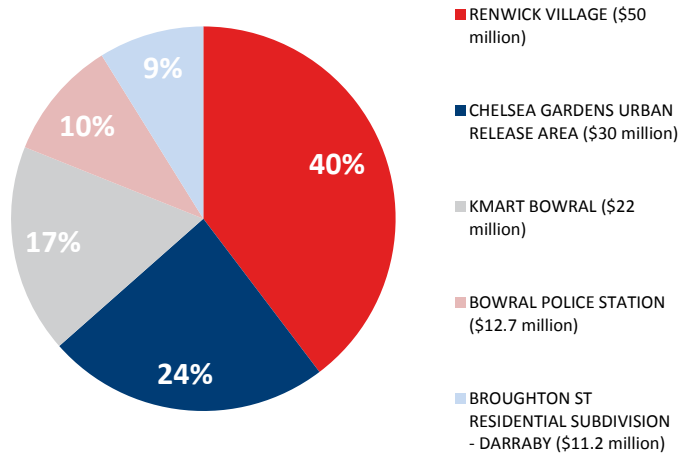
There is a strong development pipeline in the region which should help to fuel job growth and increases in property values. It is expected land developments will continue in popularity with a number of new subdivision projects planned.

The population is expected to grow 10.8 per cent by 2031 which will see a total population of 51,000.

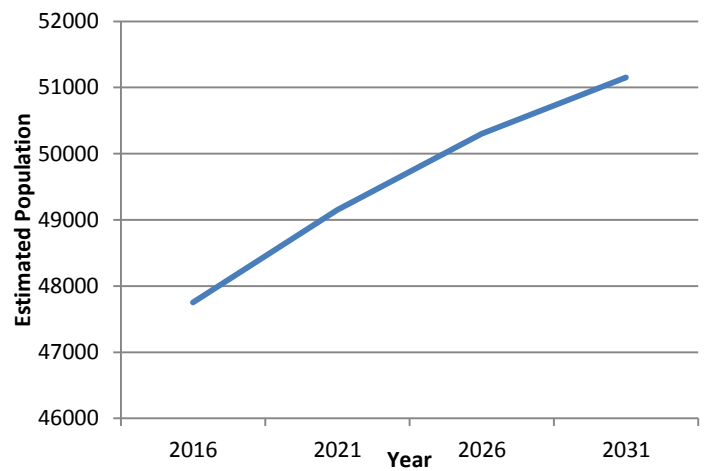
## House Price Point Chart



## Top 5 Planned Developments



## Population Projections

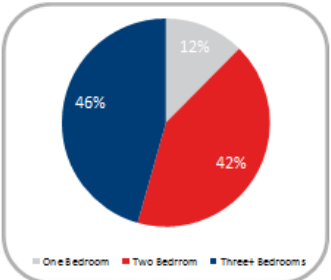


## Yield & Bedroom Breakdown

### Southern Highlands Houses

**+4.1%**

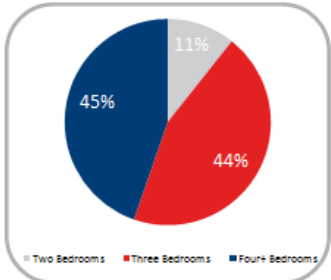
Yield Based on 1147 registered house sales over 12 months to June 2014 with a median price of \$510,000 and a median rent of \$400 per week



### Southern Highlands Units

**+4%**

Yield Based on 143 registered unit sales over 12 months to June 2014 with a median price of \$450,000 and a median rent of \$350 per week



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