

**Market  
Report**

sanders.



Half Year 2025

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### Statistics

Vacancy rates from realestateinvestar.com.au  
Rental yield & days from yourinvestmentpropertymag.com.au  
Days on market from yourinvestmentpropertymag.com.au & internal sources  
Average rents & median prices from realestate.com.au



# A market with renewed momentum & steady growth

Despite fluctuating levels of buyer and seller activity, we have seen a steady increase in property values so far over 2025. According to the latest data, median house prices have risen by approximately 8% year on year, reflecting strong demand alongside limited supply. Median unit prices have also experienced growth, with a rise of around 5%, with continued interest from first-home buyers.

After a quieter than normal Easter period, the market regained momentum in May thanks largely to a mid-month interest rate cut and political certainty off the back of the Federal election. Confidence and buyer inspections are up, and the market is finding a new rhythm as we continue through the cooler months and head toward Spring.

**‘The feedback from buyers is that the rate cut was the lever they were waiting for, with many eager to buy or re-enter the market. Like in any interest rate cycle, there is still a percentage of buyers who are waiting to see how far rates will fall. It’s likely we’ll only see the full effect of the rate cuts (and any subsequent cuts) as we close in on the end of the 2025 calendar year’**

**- Greg Calderwood**

We are already seeing signs that Winter 2025 may follow in the footsteps of last year, with high transaction levels in June. There has also been a notable uptick in interest from buyers in the \$2m+ bracket, who had been notably quieter over the past five months. Recent sales include 114 Woronora Crescent, Como, which received strong interest and sold for \$2,825,000 pre-auction. 5B Sumner Street, Sutherland sold off-market for \$2,325,000 and 51A Leonay Street, Sutherland for \$2,251,000, underpinning the demand in the local market for premium homes.



**114 Woronora Crescent Como was popular with buyers, selling prior to auction for \$2,825,000.**

Other standout sales include 91 Wollybutt Road, Engadine, with all 6 brand new townhouses selling in under four weeks and 70 Belmont Street, Sutherland, with 3 of the 4 new villas/townhouses selling prior to completion. These sales continue to highlight strong activity and consistent demand for well-located properties, especially those that are turnkey or spacious with a balance of indoor and outdoor areas.

Momentum also continues to be strong in the apartment, townhouse and entry level market across all suburbs, with demand for properties with the potential for upgrades significant. 41 Sylla Road, Oyster Bay, an original 2 bedroom property sold at auction for \$1,414,000 after going to market with a guide of \$1.2 to \$1.35m. It is likely that we will see this momentum continue into the second half of the year as buyers look to upgrade across suburbs or enter The Sutherland Shire market for the first time.





Owner-occupier interest appears to continue to drive activity, whilst investor sentiment remains subdued. The Australian Bureau of Statistics' recent statistics indicated that investor loans in NSW rose only 1.1% over the March quarter, 15% below pre-pandemic levels. Whereas loans for home renovation purposes rose 13.6%, further indicating a preference to improve existing homes rather than relocate.

For investors looking locally for opportunities, regardless of where we are in the property cycle, suburbs with lifestyle appeal, access to facilities and robust infrastructure still offer a sound investment.

If you'd like to explore which suburbs are producing the best returns for houses and apartments, it's worth chatting to our Business Development Manager, Emma Bull.

On all fronts, the months ahead are looking promising. As always, our team is on hand to answer any questions you may have and to assist with your property goals.





# BUY SELL

Find out the latest when it comes to buying and selling. From market trends and statistics to auction results and more.

ING/  
LING





# The essential guide for first home buyers in 2025

With the recent interest rate cuts, we're seeing an increase in activity from first-home buyers looking to call The Shire home. Buying your first home is both exciting and overwhelming. The freedom to paint your walls and decorate, the excitement of carrying out renovations if needed and building wealth instead of funding someone else's retirement are just some of the benefits of home ownership. If you find yourself, or someone you know, in the position of buying for the first time, here is what you need to know.

## Know your budget

Before falling in love with listed properties, you need to establish what your budget is and what you can realistically afford.

**'First home buyers who aren't prepared and haven't done their homework on what they can afford to spend often miss out on great opportunities. Having a clear understanding of your budget and what it can buy in the local area is the first step to buying your first home.'**

It's also a good idea to be aware of government initiatives like the First Home Guarantee (5% deposit with no mortgage insurance) and Family Home Guarantee (2% for single parents), which can make entering the market more accessible. Tools such as NSW Government's Home Buyer Assistance Finder can tell you exactly which grants you may be eligible for.

Another key step is to speak with a mortgage broker to organise pre-approval before you start trawling realestate.com.au so you are ready to go when the time comes. With different lenders having differing policies around deposits and borrowing capacity, a broker will help you to navigate multiple options to find the best one for you.

## There are more costs than just loan repayments

Often overlooked by first-time buyers, your financial research should extend beyond what you can afford to borrow. Some of the hidden costs that are easily overlooked include conveyancing fees, stamp duty and any immediate work you may need to do to the property that you purchase. Whilst we appear to be in a cycle of interest rate cuts, speaking with your mortgage broker about your ability to service your loan in the event rates were to increase is also a smart move.

When purchasing a home, you also need to factor in council, water and strata rates (if applicable), plus general wear and tear. Ensuring you have a reserve allocated in your budget for expenses such as new paint, flooring, appliance replacement, and other renovations is advisable.

For first-home buyers considering apartments, be sure to look into the strata report of the building, as it will reveal its history and any potential future expenses that have been earmarked for updates. Older buildings without lifts and common areas tend to have lower strata fees, which can make them an attractive starting point.



▲  
**Older apartment buildings can be an attractive option with lower on-going fees.**



### Narrow down your location

Location will largely depend on your budget and the type of property you are looking at. Whilst having a defined suburb is a good idea, opening your location to include one or more suburbs you'd be happy to buy in can broaden the possibilities. If you aren't one way or the other about close access to transport, a property that is 10-15 minute's walk from a train station as opposed to 5 minutes can sometimes save you money. Whilst Cronulla tends to be a popular haunt for first-home buyers with the appeal of the beaches and café culture, buying in Woollooware or Caringbah could mean an extra bedroom or larger outdoor space.

### Inspections

During open for inspections, look beyond staged furniture and fresh paint. Check noise levels, signs of water damage in both obvious and hidden spaces, cross-ventilation and any necessary repairs. Consider what things can be changed, such as paint, storage, flooring, window coverings, floorplan etc, versus those that can't, e.g. location, aspect, window sizes, natural light and access to facilities.

If you are planning to buy, consider viewing the property at varying times of the day to assess the amount of natural light; it's a big thing many buyers overlook. It is also advisable to obtain a copy of the building inspection report if possible. This will give you information regarding the property's history and any moisture or structural issues. Whilst it does usually cost, it is money well spent when it could prevent you from purchasing the wrong property.

### Assemble your team

Having the right people supporting your journey goes a long way. Engaging a reputable and trusted mortgage broker to navigate the lending options, a lawyer or conveyancer to review contracts and a real estate agent you feel comfortable with can make all the difference. Working with an agent can be beneficial in terms of finding the right property and getting the most value for your money.

Owning a property isn't just an investment, it's a place to call home. While it can be stressful, ensuring you are prepared and have a trusted team to call to find the right home within your budget will make every moment worthwhile. If you would like assistance in purchasing a home, our team would be more than happy to help.



**Pay close attention to location, aspect, window sizes & natural light as these items can't be changed.**



**Considering a wider range of suburbs could mean an extra bedroom or larger living space.**





# Sutherland Shire property by price point

## Under \$500,000

Entry level studio/one bedroom apartments and over 55's living.



### Caringbah

**18/171 Willarong Road**

1 bed | 1 bath

\$499,000



### Cronulla

**11/1 Kingsway**

1 bed | 1 bath

\$420,000

## \$500,000 - \$1,000,000

One or two bedroom units through to two & three bedroom townhouse/villas; suburb dependant.



### Sutherland

**6/18-22 Gray Street**

2 bed | 1 bath | 2 car

\$820,000



### Jannali

**15/12 Lenna Place**

2 bed | 1 bath | 2 car

\$980,000

## \$1,000,000 - \$1,500,000

Two or three bedroom townhouse/villas close to public transport through to entry level three bedroom homes.



### Sutherland

**2/72-76 Merton Street**

3 bed | 2 bath | 1 car

\$1,090,000



### Jannali

**6 Shorland Avenue**

3 bed | 2 bath | 1 car

\$1,375,000



## \$1,500,000 - \$2,000,000

Three, four and five bedroom family homes and larger townhouses/villas with plunge pools.



### Kirrawee

**7 Cedar Place**

4 bed | 1 bath | 1 car

\$1,733,000



### Sutherland

**1/70 Belmont Street**

4 bed | 3 bath | 2 car

\$1,700,000

## \$2,000,000 - \$3,500,000

Large freestanding homes, homes with water views, high end duplexes and entry level waterfront properties.



### Sutherland

**5B Sumner Street**

6 bed | 4 bath | 1 car

\$2,325,000



### Como

**114 Woronora Crescent**

4 bed | 3 bath | 2 car

\$2,825,000

## \$3,500,000+

Prestige houses, waterfront properties and new three bedroom units in Cronulla.



### Burraneer

**32 Dominic Street**

5 bed | 3 bath | 2 car

\$3,640,000



### Gymea Bay

**129 Bunarba Road**

4 bed | 3 bath | 2 car

\$4,100,000

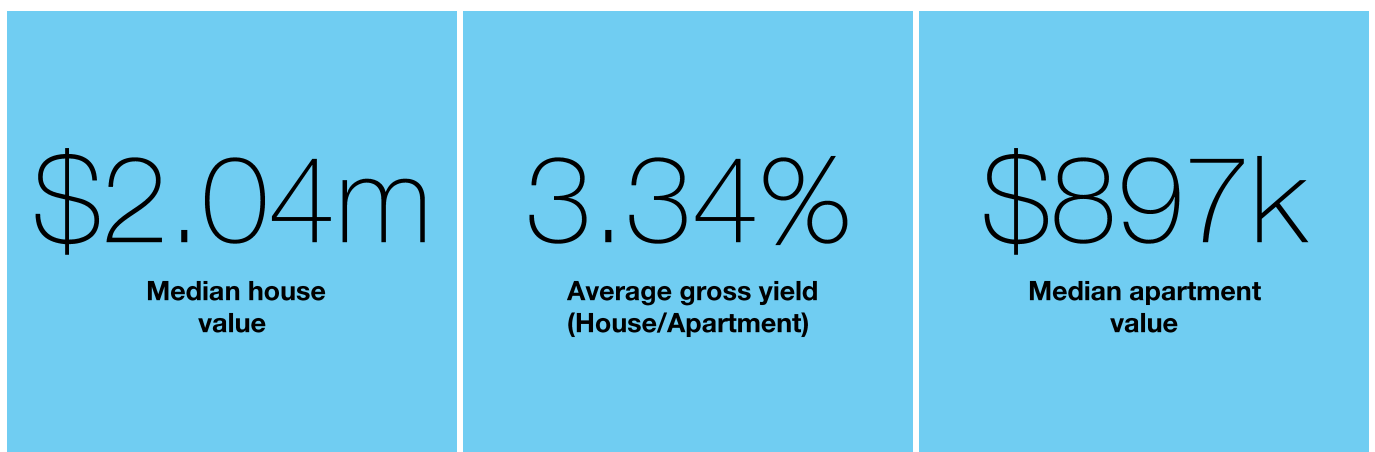
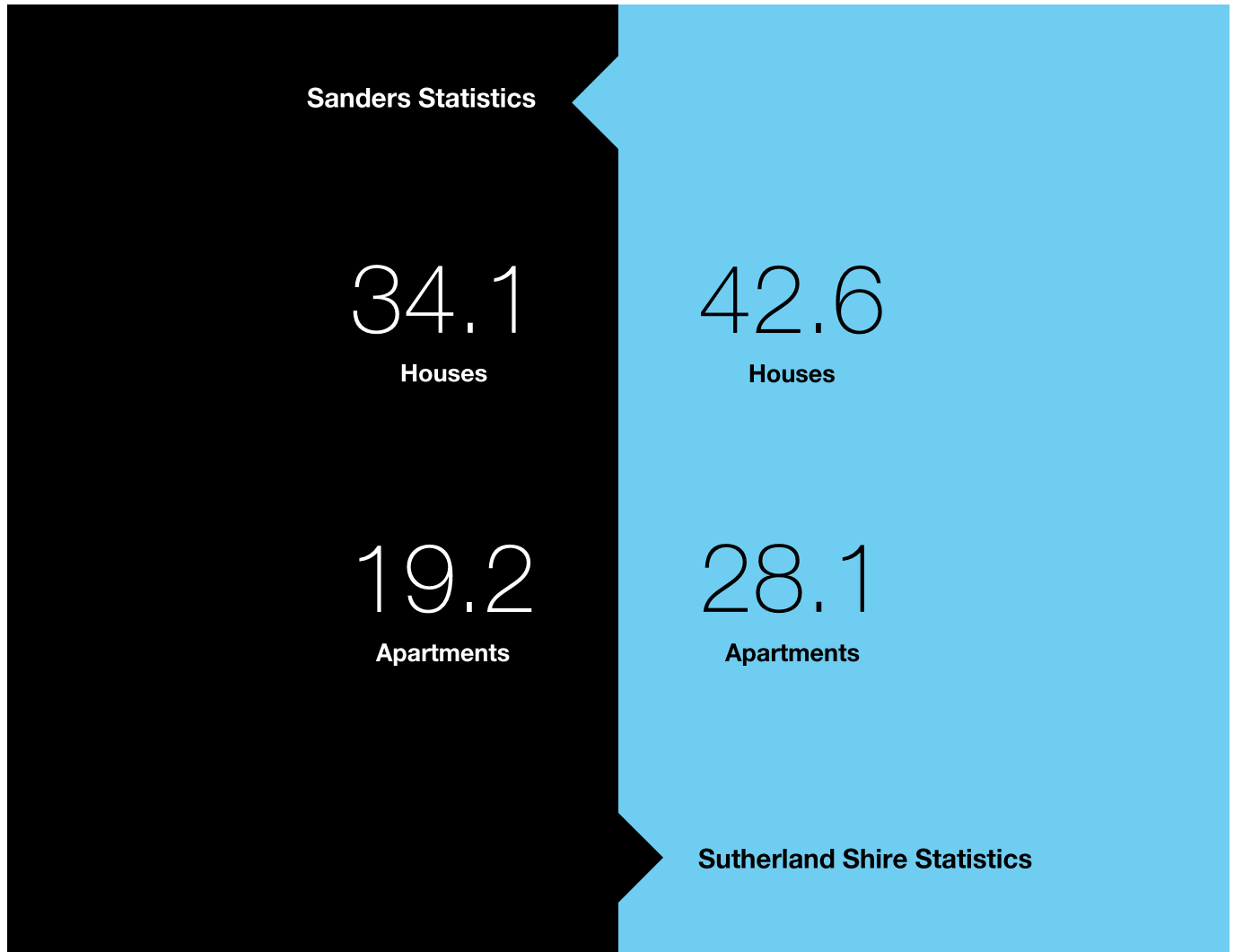
### Important information

The listed properties are examples of the type of property available for purchase across different price brackets. Sanders Property Agents, its directors, employees and agents were not associated with all of the sales listed.



# Market statistics

## Days on market & average prices





## Auction results

### Sanders Statistics

64%

Clearance rate

3.4

Average number of  
registered bidders

13

Average number  
of bids

2%

Average above  
reserve

64%

Clearance rate

3.5

Average number of  
registered bidders

13

Average number  
of bids

1%

Average above  
reserve

### Sydney South Statistics



## Price growth by suburb

### Houses

| Suburb           | Median price | Qtr. change % |
|------------------|--------------|---------------|
| Alfords Point    | \$1,825,000  | 0.14%         |
| Bangor           | \$1,530,000  | -3.77%        |
| Barden Ridge     | \$1,720,000  | -0.15%        |
| Bonnet Bay       | \$1,705,000  | 0.29%         |
| Bundeena         | \$1,350,000  | -5.26%        |
| Burraneer        | \$3,475,000  | 0.36%         |
| Caringbah        | \$1,850,000  | 5.71%         |
| Caringbah South  | \$2,320,000  | 3.11%         |
| Como             | \$1,680,000  | -1.18%        |
| Cronulla         | \$3,250,000  | 3.92%         |
| Dolans Bay       | -            | -             |
| Engadine         | \$1,430,000  | 1.78%         |
| Grays Point      | \$1,650,000  | -2.94%        |
| Greenhills Beach | \$3,510,000  | -1.61%        |
| Gymea            | \$1,750,000  | 0.00%         |
| Gymea Bay        | \$1,885,000  | 2.03%         |
| Heathcote        | \$1,422,500  | 0.89%         |
| Illawong         | \$1,892,500  | 1.69%         |
| Jannali          | \$1,580,000  | -0.32%        |
| Kangaroo Point   | \$3,140,000  | 9.03%         |
| Kareela          | \$1,700,000  | 0.59%         |

| Suburb           | Median price | Qtr. change % |
|------------------|--------------|---------------|
| Kirrawee         | \$1,717,500  | 7.34%         |
| Kurnell          | \$1,941,500  | -4.36%        |
| Lilli Pilli      | \$2,705,000  | 0.19%         |
| Loftus           | \$1,537,500  | 1.15%         |
| Lucas Heights    | -            | -             |
| Maianbar         | -            | -             |
| Menai            | \$1,600,000  | 3.63%         |
| Miranda          | \$1,782,500  | 1.28%         |
| Oyster Bay       | \$1,920,000  | 8.35%         |
| Port Hacking     | \$2,892,500  | 8.74%         |
| Sandy Point      | -            | -             |
| Sutherland       | \$1,562,500  | -0.16%        |
| Sylvania         | \$1,815,000  | 0.83%         |
| Sylvania Waters  | \$3,135,000  | -0.48%        |
| Taren Point      | \$2,615,000  | 18.86%        |
| Waterfall        | -            | -             |
| Woolooware       | \$2,350,000  | -4.47%        |
| Woronora         | \$1,550,000  | 0.00%         |
| Woronora Heights | \$1,725,000  | -0.98%        |
| Yarrawarrah      | \$1,380,000  | 0.55%         |
| Yowie Bay        | \$2,450,000  | 0.82%         |



## Price growth by suburb

### Apartments

| Suburb    | Median price | Qtr. change % |
|-----------|--------------|---------------|
| Caringbah | \$888,000    | 4.47%         |
| Como      | -            | -             |
| Cronulla  | \$1,025,000  | 4.70%         |
| Engadine  | \$805,000    | 0.63%         |
| Gymea     | \$955,000    | 2.47%         |
| Heathcote | \$957,500    | 0.79%         |
| Illawong  | -            | -             |
| Jannali   | \$797,500    | 0.31%         |

| Suburb          | Median price | Qtr. change % |
|-----------------|--------------|---------------|
| Kirrawee        | \$877,000    | 4.23%         |
| Menai           | \$952,500    | -1.55%        |
| Miranda         | \$820,500    | -0.55%        |
| Sutherland      | \$775,000    | 1.97%         |
| Sylvania        | \$1,145,000  | 2.23%         |
| Sylvania Waters | \$780,000    | 0.97%         |
| Woollooware     | \$885,000    | -14.90%       |







# INVEST

A close look at the Sutherland Shire investment market. Average local rental returns, median rental prices per suburb, vacancy rates and rental yields.

# STING



# Opportunity awaits for savvy investors

It's been a busy six months for the rental market with a raft of new reforms coming into effect and a slight easing of pricing, signalling that we may see a more balanced market in the second half of this year.

Despite a small increase in the number of overall rentals following a period of historically low vacancy rates over the past few years, we are still operating in a market where demand outweighs supply, keeping rental yields high for investors. Even with more homes coming online, we're not seeing a huge drop in demand per property.

At present, there are 18 suburbs in The Shire with rental yields above 3% for houses, and 7 suburbs offering investors yields of 4+% for apartments. Homes in good locations with strong lifestyle appeal are still hotly contested, with vacancy rates for family homes persistently low.

In case you missed our updates earlier in the year, the NSW rental market is currently in a state of transition with new reforms aimed at improving conditions and fairness for renters. Recent changes that came into effect in late May limit rental increases to once per year and strengthen protections for tenants with pets and long-term leases. Landlords now require a valid reason, with evidence, to end a tenancy, which means 'no grounds' evictions are no longer legal. If you would like more information on the reforms and recent changes, contact our property management team, who will be happy to assist.

What we are keeping a close eye on is the effect that interest rates will play in pulling investors back into the market and enticing some renters to become would-be buyers. If both scenarios play out, we could see the market realign and find a new footing as the supply and demand equation recalibrates.

**'If you are looking to make a purchase in the current market, strong rental prices are being achieved, and all elements are looking favourable for continued rental rises and healthy capital growth over the long term.'**

Investor activity this year to date has been relatively subdued due to persistently high rates and uncertainty around political policies and their effects on housing. With two rate cuts in the bag, clearer direction around politics and the possibility of further rate cuts, we anticipate that we'll see more investors looking at getting back into the market.

The Sutherland Shire provides an attractive option for investors looking to start or add to an existing portfolio. With rising population rates and The Sutherland Shire population alone expected to increase by 26,433 people by 2036, long-term demand is only going to rise. If you are looking to make a purchase in the current market, strong rental prices are being achieved, and all elements are looking favourable for continued rental rises and healthy capital growth over the long term.



**There are 18 suburbs in The Shire with rental yields above 3% for houses, and 7 suburbs offering investors yields of 4+% for apartments.**





Market conditions aside, the key to success when investing is buying a quality property that won't cost you the earth to keep running and one that rents easily to maximise your rental yield and return. Locally, properties close to public transport, schools and shops with lifestyle benefits are always looked upon favourably. Regardless of whether you are looking at a unit or a house, look to purchase a property in the best location that your budget allows. What the past several years have shown is that renters are looking for space, multiple living options, work from home opportunities and an outdoor space that allows for entertaining and relaxation.

Focusing on these key attributes should set you up for long-term success. If you are not averse to renovating and have the financial capacity to do so, looking for properties you can add further value to through semi, or minor renovations is another thing to consider.

For more information about the pros and cons of purchasing a new or older investment apartment or to discuss an existing investment property, contact our Business Portfolio Manager, Emma Bull.

#### **Emma Bull**

0414 798 435

[emma.bull@sanders.com.au](mailto:emma.bull@sanders.com.au)

**Renters are looking for space, multiple living options, work from home opportunities & outdoor spaces that allow for entertaining and relaxation.**



**Highest return on investment (unit)**

|                 |       |
|-----------------|-------|
| Sutherland      | 4.52% |
| Sylvania Waters | 4.40% |
| Kirrawee        | 4.29% |
| Miranda         | 4.17% |

|   |   |   |
|---|---|---|
| <p>\$859</p> <p>Average rent<br/>(House per week)</p> | <p>\$670</p> <p>Average rent<br/>(Apartment per week)</p> | <p>17</p> <p>Average<br/>days on market</p>         |
| <p>0.61%</p> <p>Average<br/>vacancy rate</p>          | <p>3.74%</p> <p>Average gross yield<br/>(Apartment)</p>   | <p>2.95%</p> <p>Average gross yield<br/>(House)</p> |

## Median rents per suburb

### Houses

| Suburb           | 4 bed   | 3 bed   | 2 bed |
|------------------|---------|---------|-------|
| Alfords Point    | -       | -       | -     |
| Bangor           | \$1,075 | \$750   | -     |
| Barden Ridge     | \$1,100 | -       | -     |
| Bonnet Bay       | \$912   | \$770   | -     |
| Bundeena         | \$900   | \$800   | \$700 |
| Burraneer        | \$1,800 | \$1,100 | -     |
| Caringbah        | \$1,100 | \$800   | \$660 |
| Caringbah South  | \$1,350 | \$985   | \$580 |
| Como             | \$990   | \$850   | \$600 |
| Cronulla         | \$1,600 | \$1,100 | \$500 |
| Dolans Bay       | \$1,600 | \$995   | -     |
| Engadine         | \$950   | \$850   | \$550 |
| Grays Point      | \$1,025 | \$875   | -     |
| Greenhills Beach | \$1,700 | -       | -     |
| Gymea            | \$1,112 | \$850   | \$665 |
| Gymea Bay        | \$1,150 | \$920   | -     |
| Heathcote        | \$900   | \$800   | -     |
| Illawong         | \$1,150 | \$800   | -     |
| Jannali          | \$987   | \$835   | \$600 |
| Kangaroo Point   | -       | \$630   | \$520 |
| Kareela          | \$1,200 | \$955   | -     |

| Suburb           | 4 bed   | 3 bed   | 2 bed |
|------------------|---------|---------|-------|
| Kirrawee         | \$1,125 | \$900   | \$680 |
| Kurnell          | -       | \$890   | -     |
| Lilli Pilli      | \$1,300 | \$880   | -     |
| Loftus           | \$1,100 | \$790   | -     |
| Lucas Heights    | -       | -       | -     |
| Maianbar         | \$750   | \$550   | -     |
| Menai            | \$1,050 | \$830   | \$600 |
| Miranda          | \$1,100 | \$850   | \$662 |
| Oyster Bay       | \$1,150 | \$850   | \$503 |
| Port Hacking     | -       | -       | -     |
| Sandy Point      | -       | \$500   | -     |
| Sutherland       | \$1,100 | \$900   | \$600 |
| Sylvania         | \$1,250 | \$875   | \$650 |
| Sylvania Waters  | \$1,625 | \$1,100 | \$480 |
| Taren Point      | \$990   | \$950   | -     |
| Waterfall        | -       | \$525   | -     |
| Woolooware       | \$1,560 | \$950   | -     |
| Woronora         | -       | \$665   | -     |
| Woronora Heights | \$750   | -       | -     |
| Yarrawarrah      | \$765   | \$782   | -     |
| Yowie Bay        | \$1,150 | \$740   | -     |





## Median rents per suburb

### Apartments

| Suburb    | 3 bed   | 2 bed | 1 bed |
|-----------|---------|-------|-------|
| Caringbah | \$890   | \$650 | \$510 |
| Como      | \$600   | \$495 | -     |
| Cronulla  | \$1,050 | \$680 | \$495 |
| Engadine  | \$785   | \$600 | \$360 |
| Gymea     | \$900   | \$680 | \$584 |
| Heathcote | \$585   | \$695 | \$373 |
| Illawong  | \$660   | \$515 | -     |
| Jannali   | \$780   | \$580 | \$550 |

| Suburb          | 3 bed   | 2 bed | 1 bed |
|-----------------|---------|-------|-------|
| Kirrawee        | \$880   | \$720 | \$620 |
| Menai           | \$775   | \$630 | \$460 |
| Miranda         | \$850   | \$650 | \$580 |
| Sutherland      | \$867   | \$630 | \$550 |
| Sylvania        | \$890   | \$600 | \$365 |
| Sylvania Waters | \$700   | \$600 | -     |
| Woollooware     | \$1,150 | \$850 | \$592 |



## Vacancy rates & rental yields

Houses (H) & Apartments (A)

| Suburb           | Vacancy Rate | Rental Yield (H) | Rental Yield (A) |
|------------------|--------------|------------------|------------------|
| Alfords Point    | 0.20%        | 3.14%            | -                |
| Bangor           | 0.05%        | 3.45%            | -                |
| Barden Ridge     | 0.21%        | 3.26%            | -                |
| Bonnet Bay       | 0.13%        | 3.00%            | -                |
| Bundeena         | 1.25%        | 3.28%            | -                |
| Burraneer        | 0.36%        | 2.17%            | 2.65%            |
| Caringbah        | 1.16%        | 3.00%            | 3.97%            |
| Caringbah South  | 0.66%        | 2.60%            | 3.09%            |
| Como             | 0.36%        | 2.83%            | 3.50%            |
| Cronulla         | 1.48%        | 2.25%            | 3.08%            |
| Dolans Bay       | 0.42%        | 2.39%            | -                |
| Engadine         | 0.40%        | 3.36%            | -                |
| Grays Point      | 0.10%        | 3.00%            | -                |
| Greenhills Beach | 0.26%        | 2.39%            | -                |
| Gymea            | 0.82%        | 3.19%            | 3.90%            |
| Gymea Bay        | 0.25%        | 2.93%            | -                |
| Heathcote        | 0.29%        | 3.32%            | 3.87%            |
| Illawong         | 0.44%        | 3.33%            | 3.49%            |
| Jannali          | 0.76%        | 3.08%            | 4.03%            |
| Kangaroo Point   | 0.50%        | 2.24%            | -                |
| Kareela          | 0.32%        | 3.19%            | -                |

| Suburb           | Vacancy Rate | Rental Yield (H) | Rental Yield (A) |
|------------------|--------------|------------------|------------------|
| Kirrawee         | 0.79%        | 3.05%            | 4.23%            |
| Kurnell          | 0.66%        | 2.79%            | -                |
| Lilli Pilli      | -            | 2.79%            | -                |
| Loftus           | 0.26%        | 3.23%            | -                |
| Lucas Heights    | -            | -                | -                |
| Maianbar         | 1.07%        | 2.79%            | -                |
| Menai            | 0.35%        | 3.33%            | 3.91%            |
| Miranda          | 1.14%        | 2.96%            | 4.17%            |
| Oyster Bay       | 0.05%        | 2.76%            | -                |
| Port Hacking     | 0.49%        | 2.37%            | -                |
| Sandy Point      | 0.91%        | 2.84%            | -                |
| Sutherland       | 1.00%        | 3.01%            | 4.50%            |
| Sylvania         | 0.49%        | 2.79%            | 3.50%            |
| Sylvania Waters  | 0.42%        | 2.63%            | 4.34%            |
| Taren Point      | 0.54%        | 2.51%            | -                |
| Waterfall        | 0.53%        | 3.61%            | -                |
| Woolooware       | 1.10%        | 2.54%            | 3.74%            |
| Woronora         | 0.25%        | 3.52%            | -                |
| Woronora Heights | 0.34%        | 3.55%            | -                |
| Yarrawarrah      | 0.11%        | 3.29%            | -                |
| Yowie Bay        | 0.35%        | 2.60%            | -                |



