

# Market Report

sanders.



End Year 2025

# Contents

**P3**

**Are we on the verge of the next growth phase?**

**P7**

**Maximise your sale price in 2026**

**P9**

**Sutherland Shire property by price point**

**P11**

**Market statistics**

P11

Days on market

P12

Auction results

P13

Median values / price growth (houses)

P14

Median values / price growth (apartments)

**P18**

**6 Month of relentless momentum**

**P19**

**Investing in the Sutherland Shire**

P19

Market statistics

P20

Median rents (houses)

P21

Median rents (apartments)

P22

Vacancy rates & rental yields

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## **Statistics**

Vacancy rates from [realestateinveststar.com.au](http://realestateinveststar.com.au)

Rental yield & days from [yourinvestmentpropertymag.com.au](http://yourinvestmentpropertymag.com.au)

Days on market from [yourinvestmentpropertymag.com.au](http://yourinvestmentpropertymag.com.au) & internal sources

Average rents & median prices from [realestate.com.au](http://realestate.com.au)



# Is the Sutherland Shire market on the verge of its next growth phase?

As we move into 2026, the Sutherland Shire market is showing several key signs that it may be positioning itself for the next phase of its property cycle. Whilst the broader Sydney market continues to show mixed performance across different sub-markets, the Shire remains one of the more stable areas. Emerging data over the previous three months has shown subtle but important shifts in momentum: stronger than expected rental results, fewer listings coming to market, healthier inspection numbers, and a noticeable lift in buyer confidence. Together, these key markers form a picture that indicates a market preparing to shift.

**'When multiple indicators begin to align at the same time, it is usually a clear sign that the market is ready to accelerate.'**

The Shire's appeal has always been rooted in lifestyle, stability, and scarcity. These fundamentals act as natural buffers during softer market periods, but they also act as accelerants when demand resurfaces. Rental supply remains exceptionally tight. Upgraders are returning with more confidence, and buyers priced out of more expensive Sydney sub-markets are widening their search radius and discovering, once again, that the Shire offers value, amenities, coastline, and community: key elements increasingly hard to find elsewhere.

**'When buyers widen their search, the Shire quickly becomes the frontrunner.'**

While it's too early to declare a firm market upswing, the internal dynamics we're seeing now suggest that we could be entering a period of renewed possibility. The coming two quarters will reveal how these early signals land, but for now, the indicators are collectively pointing in a positive direction.

Limited new listings across core family suburbs, combined with steady buyer enquiry, have created a demand-weighted market. Any new stock that came to market over Spring was absorbed, leaving stock levels relatively unchanged. Days on market have compressed in specific pockets, particularly for well-presented units near transport hubs such as Sutherland, Miranda, and Cronulla. Family homes continue to come to market at lower-than-normal volumes, reinforcing the area's popularity and the scarcity of available homes.

At the same time, buyer demand has broadened, and upgraders (often the earliest sign of renewed confidence) have returned with clear intent. Investor activity has increased due to rental performance and improving yields. Rental conditions across the Shire remain tight, with vacancy rates low and weekly rentals continuing to rise. Units in particular have delivered strong rental yields relative to their purchase price, drawing renewed interest from yield-focused investors and SMSF buyers. First-home buyers are reappearing in numbers not seen for some time, largely due to the recent 5% deposit scheme.



The tone at auctions has strengthened, with more bidders on the floor and prices exceeding set reserves. Open homes are becoming more active, and multiple-offer scenarios are returning. We have also seen the emergence of several outlier sales. These transactions aren't yet widespread enough to redefine the market on their own, but they are doing something arguably more important. They are resetting the ceiling. They reveal a growing willingness amongst buyers to stretch for quality, lifestyle, and long-term security. When isolated premium results begin to cluster, even in small numbers, they often signal a market recalibrating. They create new benchmarks, influence appraisals, and subtly pull the rest of the market upward.

In November, 183 Acacia Road, Kirrawee, far exceeded expectations, selling for \$1,962,000 at auction following an initial guide of \$1.55 to \$1.65m. Sellers are also responding with our agents, noting a rise in appraisal requests as confidence begins to build on both sides of the market.

Collectively, these dynamics and notable shifts indicate a market that is not only stable but quietly gaining strength. Whether this evolves into a more pronounced growth phase will depend on how these factors settle over the first half of the year. If you would like to discuss the current market in further detail, please get in touch with our team.





# BUY SELL

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

# ING/ .ING



# How to maximise your sale price in the new year

As we head into a new year, the Sutherland Shire property market is entering a period defined by renewed confidence, rising buyer activity, and a sharpened focus on lifestyle-driven decision-making. Whilst every property has its own story and unique set of attributes, the principles remain the same when selling: create an emotional connection, remove buyer friction, and present your home in a way that feels cared for, contemporary, and effortless. Sellers who prepare early and present their homes strategically with the right marketing campaign will see the benefits of stronger enquiry levels, increased competition, and a premium overall result.

## First impressions are everything

The age-old saying that first impressions count still holds true. Look at your home from the street view with a buyer's eye. Is the entry well-lit? Are the house numbers clearly visible? Does the garden feel maintained and inviting? The simplest of changes, such as a freshly painted front door, new hardware, or a sculptural plant, can shift a buyer's emotional response in an instant. The façade, entry path, garden, and the front door collectively set the emotional tone for the entire inspection. It's your property's first impression, and the goal is simple: create anticipation and excitement for what's to come. Apartment owners can also improve first impressions. Clean foyers, update lighting, tidy common areas, and maintained pathways all reassure buyers they are entering a well-cared-for building. Some of these areas fall under body corporate, so doing what you can outside your entryway will still count.

**'Street appeal acts as the handshake between your home and your future buyer.'**

## Get on top of any maintenance

Minor imperfections such as a loose handle, a dripping tap, scuffed walls, broken appliances, or inconsistent lighting subconsciously signal 'work to be done.' Homes that feel move-in ready inspire confidence, and confidence inspires stronger offers. Small fixes can shift buyer confidence in a big way. Freshen paint in high-traffic areas, deep clean the kitchen and bathroom, update dated fixtures, and repair anything that squeaks, sticks, or wobbles. Decluttering is also important. The aim isn't to strip a home of its personality, but to create breathing room so buyers can imagine their own lives unfolding within it.

## Consider professional styling

Some properties shine beautifully with their existing furnishings, while others benefit from a little extra help to create flow, warmth, and atmosphere. Think of styling as an optional layer; something you can choose to do if you want to elevate the presentation of your home, and maximise your chances of a great price. It can help enhance the photography and help your home stand out online. Styled homes consistently attract more online interest, drive stronger attendance at inspections, and often sell faster for higher prices.

If budget permits, engaging a styling company that knows how to create the right atmosphere to draw buyers in through carefully selected furniture, art, and accessories can be an added element to maximise your sale price. Styling should be flexible, with different approaches to suit different requirements, from full home staging to partial staging or even a simple refresh of what you already have.

**'Styling isn't decoration, it's strategy. Styling can turn a house into a lifestyle, and a lifestyle is what buyers are paying for.'**



## Look at your sales strategy

Beyond presentation, the right strategy is what positions your property to capture peak competition. This doesn't just apply to the sales method you opt for, i.e., off-market, auction, or private treaty, but also the timing and rollout of the campaign. One strategy many Shire owners are looking at is taking advantage of early-year momentum. Selling early in the new year can create urgency amongst motivated buyers returning from the holiday break, especially in a rising market. Buyers tend to return with refreshed budgets and renewed motivation, creating a strong environment for sellers, with well-presented homes capturing strong attention.

Selling early is just one option. Your strategy should always reflect what works best for your lifestyle, timeline, and comfort level. Understanding your goals and the current market conditions, then shaping a plan that feels achievable and comfortable for you, is what matters most. Even if your plans to sell aren't immediate, early preparations set the foundation for a smoother, more successful sale later in 2026.

Using the holiday season can be a great way to get a head start on tasks to improve your home's appeal. Whether you simply want an expert opinion or you are ready to map out a plan for the year ahead, our team is here to guide you through every step. A simple conversation now can give you the clarity to make smart, value-adding decisions in the lead-up to your campaign.

**The façade, entry path, garden, and the front door collectively set the emotional tone for the entire inspection. It's your property's first impression, and the goal is simple: create anticipation and excitement for what's to come.**



**Sellers who prepare early and present their homes strategically with the right marketing campaign will see the benefits of stronger enquiry levels, increased competition, and a premium overall result.**



# Sutherland Shire property by price point

## Under \$500,000

Entry level one bedroom apartments, holiday rentals and over 55's living.



### Cronulla

**307B/1 Kingsway**

1 bed | 1 bath

\$440,000

### Caringbah

**18/171 Willarong Road**

1 bed | 1 bath

\$499,000

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

One or two bedroom apartments.



### Kirrawee

**414/35 Flora Street**

2 bed | 1 bath | 1 car

\$840,000

### Sutherland

**14/49-53 Belmont Street**

2 bed | 1 bath | 2 car

\$930,000

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

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



### Sutherland

**9/153-157 Wattle Road**

2 bed | 1 bath | 1 car

\$1,050,000

### Como

**4/55-61 Cremona Road**

3 bed | 2 bath | 2 car

\$1,241,000



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

Three or 4 bedroom family homes and larger townhouses/villas.



### Jannali

**18 Warrigal Street**

3 bed | 1 bath | 1 car

\$1,720,000

### Kareela

**81 Rival Street**

4 bed | 1 bath | 1 car

\$1,881,000

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

Large freestanding homes, homes with water views and prestige duplexes.



### Jannali

**33A Sutherland Road**

5 bed | 3 bath | 1 car

\$2,127,500

### Oyster Bay

**57 Como Road**

6 bed | 4 bath | 4 car

\$3,010,000

## \$3,500,000+

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



### Woolooware

**23 Castlewood Avenue**

4 bed | 2 bath | 4 car

\$3,800,000

### Grays Point

**46-48 Kingfisher Crescent**

5 bed | 5 bath | 5 car

\$6,725,000

#### 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

72%

Clearance rate

7

Average number of registered bidders

27

Average number of bids

7%

Average above reserve

70%

Clearance rate

6

Average number of registered bidders

20

Average number of bids

4%

Average above reserve

### Sydney South Statistics



## Price growth by suburb

Houses

Suburb	Median price	Qtr. change %
Alfords Point	\$1,900,000	0.00%
Bangor	\$1,615,000	1.89%
Barden Ridge	\$1,750,000	0.86%
Bonnet Bay	\$1,700,000	0.59%
Bundeena	\$1,350,000	0.00%
Burraneer	\$3,500,000	2.94%
Caringbah	\$1,900,000	2.01%
Caringbah South	\$2,400,000	2.13%
Como	\$1,725,000	0.23%
Cronulla	\$3,412,500	0.89%
Dolans Bay	-	-
Engadine	\$1,493,000	2.97%
Grays Point	\$1,835,000	6.69%
Greenhills Beach	\$3,717,500	5.01%
Gymea	\$1,895,000	4.70%
Gymea Bay	\$2,011,250	5.86%
Heathcote	\$1,446,160	2.56%
Illawong	\$1,920,000	2.13%
Jannali	\$1,670,000	4.34%
Kangaroo Point	-	-
Kareela	\$1,720,000	1.18%

Suburb	Median price	Qtr. change %
Kirrawee	\$1,745,000	2.35%
Kurnell	\$1,820,000	0.00%
Lilli Pilli	\$3,570,000	15.16%
Loftus	\$1,595,000	0.31%
Lucas Heights	-	-
Maianbar	-	-
Menai	\$1,630,000	1.88%
Miranda	\$1,900,000	4.76%
Oyster Bay	\$1,940,000	2.11%
Port Hacking	-	-
Sandy Point	-	-
Sutherland	\$1,662,500	3.91%
Sylvania	\$1,972,500	4.92%
Sylvania Waters	\$2,500,000	-8.42%
Taren Point	\$2,300,000	-12.05%
Waterfall	-	-
Woolooware	\$2,432,500	5.65%
Woronora	\$1,690,000	0.00%
Woronora Heights	\$1,705,000	-0.29%
Yarrawarrah	\$1,495,000	4.18%
Yowie Bay	\$2,366,250	-0.16%



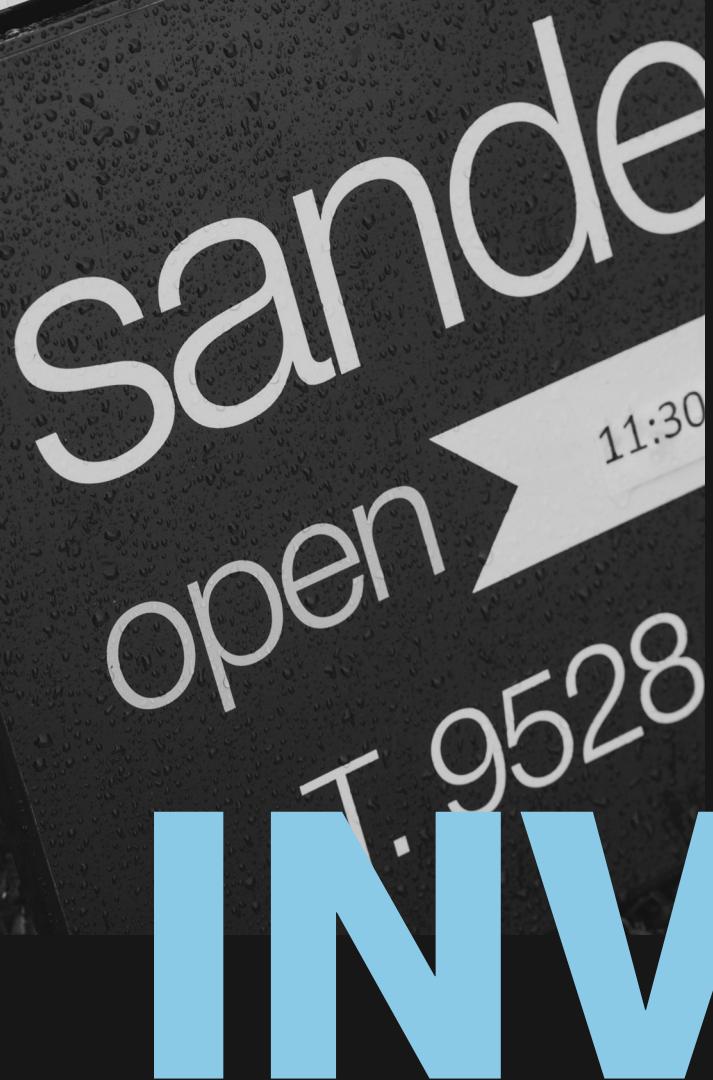
## Price growth by suburb

### Apartments

Suburb	Median price	Qtr. change %
Caringbah	\$896,750	1.90%
Como	-	-
Cronulla	\$1,115,000	5.19%
Engadine	\$905,000	7.55%
Gymea	\$987,500	2.12%
Heathcote	\$1,000,000	1.78%
Illawong	-	-
Jannali	\$800,000	0.00%

Suburb	Median price	Qtr. change %
Kirrawee	\$920,000	2.79%
Menai	\$1,100,000	14.88%
Miranda	\$840,000	-0.59%
Sutherland	\$800,000	2.11%
Sylvania	\$1,162,500	3.33%
Sylvania Waters	-	-
Woolooware	\$872,500	-4.90%





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

# STINC



# THE NUMBERS

## Houses (average weekly rents)



## Apartments (average weekly rents)



# The Sutherland Shire rental market: Six months of relentless momentum

A tightening market, rising rents, and tenant competition at levels not seen for years have reshaped the Shire's rental landscape over the last six months. Vacancy rates have remained near historic lows, rents have climbed each quarter, and enquiry levels have surged across almost every property category from entry-level units to premium family homes. What began as a steady start to 2025 has continued to tighten month on month, leading to a deeply competitive market where properties are leasing at pace, enquiries continue to surge, and tenants are adapting quickly to avoid missing out.

Looking ahead at 2026, we see the rental market poised for another year of sustained momentum. Units have been the standout performers; their relative affordability, paired with the growing demand from single professionals, young couples, and downsizers, has created a deep & dependable tenant pool, generating strong yields & exceptionally high lease rates. Demand is particularly strong in transport linked hubs such as Sutherland, Miranda, and Kirrawee, where convenience and amenity converge.

For investors, this has translated into increased confidence and rising returns, particularly in medium density pockets where new supply remains minimal. Larger family homes continue to command premium rents, especially those with renovated interiors, flexible floor plans, or outdoor spaces that suit long-term tenants. Premium coastal suburbs such as Cronulla and Burraween have also seen an increase in interest, with lifestyle driven tenants willing to pay more for renovated homes, water access, and high-amenity living. In many cases, available properties have been leased within days, with multiple applications at the listed price. A trend that is reshaping appraisals and expectations around rental pricing.

**'Tenants are no longer negotiating for price; they're competing for availability.'**

Barring any unforeseen shifts, the conditions underpinning the current rental performance are expected to remain in place as we head into 2026.

Limited supply, strong population growth, hybrid work patterns and ongoing demand from a broad tenant base continue to fuel the momentum. The Shire's supply remains thin. Competition is shifting beyond price alone, with lifestyle attributes, including natural light, green space, and modern interiors, carrying a premium that tenants are willing to pay for. We predict units will lead in yield performance, notably in suburbs along the T4 line, where demand is concentrated, inc. Caringbah, Miranda, Kirrawee, and Sutherland.

Houses will remain highly sought-after, though rental price growth may stabilise, reflecting the upper limits of affordability for larger households. The strongest pressure is likely to remain concentrated in the mid-market: two-bedroom apartments, modern townhouses, and family homes with updated features. We have also seen tenant behaviour shift, with longer lease terms, earlier renewals, and stronger competition for quality listings.

**'If 2025 was defined by tightening, 2026 will be defined by imbalance. More tenants, fewer homes, and rising pressure on the middle market.'**

Ultimately, the defining narrative for 2026 is one of sustained demand, deepening competition and the continued reshaping of tenant expectations. For investors, the outlook is positive, and those who re-entered the market this year are likely to see the benefits compound. Yields are anticipated to increase further, supported by rising rents and near full occupancy rates. Scarcity is not predicted to ease, opportunity remains concentrated, and the Shire's rental market is set to enter a phase where momentum is not only likely, but inevitable.

If you would like to discuss a current investment property in more detail, or to find out more about investing in the local market, please contact our Business Development Manager, Emma Bull, on 0414 798 435.



# Investing in the Sutherland Shire

## Highest return on investment (house)

Waterfall	<b>3.50%</b>
Yarrawarrah	<b>3.40%</b>
Kareela	<b>3.40%</b>
Heathcote	<b>3.40%</b>

## Highest return on investment (unit)

Miranda	<b>4.20%</b>
Kirrawee	<b>4.10%</b>
Menai	<b>4.10%</b>
Sutherland	<b>4.10%</b>

## Sutherland Shire investment statistics

<b>\$872</b> Average rent (House per week)	<b>\$663</b> Average rent (Apartment per week)	<b>19</b> Average days on market
<b>0.53%</b> Average vacancy rate	<b>3.83%</b> Average gross yield (Apartment)	<b>2.88%</b> Average gross yield (House)



## 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	\$850	\$735
Burraneer	\$1,500	\$1,125	-
Caringbah	\$1,250	\$850	\$680
Caringbah South	\$1,425	\$1,025	\$580
Como	\$1,200	\$840	\$600
Cronulla	\$1,625	\$1,100	\$500
Dolans Bay	\$1,600	\$995	-
Engadine	\$965	\$850	\$550
Grays Point	\$1,075	\$875	-
Greenhills Beach	\$1,700	-	-
Gymea	\$1,100	\$897	\$690
Gymea Bay	\$1,150	\$960	-
Heathcote	\$907	\$810	-
Illawong	\$1,199	\$850	-
Jannali	\$1,100	\$870	\$650
Kangaroo Point	-	\$630	\$520
Kareela	\$1,225	\$950	-

Suburb	4 bed	3 bed	2 bed
Kirrawee	\$1,200	\$877	\$680
Kurnell	-	\$960	-
Lilli Pilli	\$1,300	\$880	-
Loftus	\$1,100	\$760	-
Lucas Heights	-	-	-
Maianbar	\$750	\$550	-
Menai	\$1,060	\$840	\$600
Miranda	\$1,100	\$850	\$730
Oyster Bay	\$1,185	\$850	\$503
Port Hacking	-	-	-
Sandy Point	-	\$500	-
Sutherland	\$1,162	\$880	\$600
Sylvania	\$1,200	\$900	\$650
Sylvania Waters	\$1,450	\$845	\$480
Taren Point	\$990	\$950	-
Waterfall	-	\$525	-
Woolooware	\$1,500	\$972	-
Woronora	-	\$665	-
Woronora Heights	\$750	-	-
Yarrawarrah	\$765	\$782	-
Yowie Bay	\$1,100	\$740	-

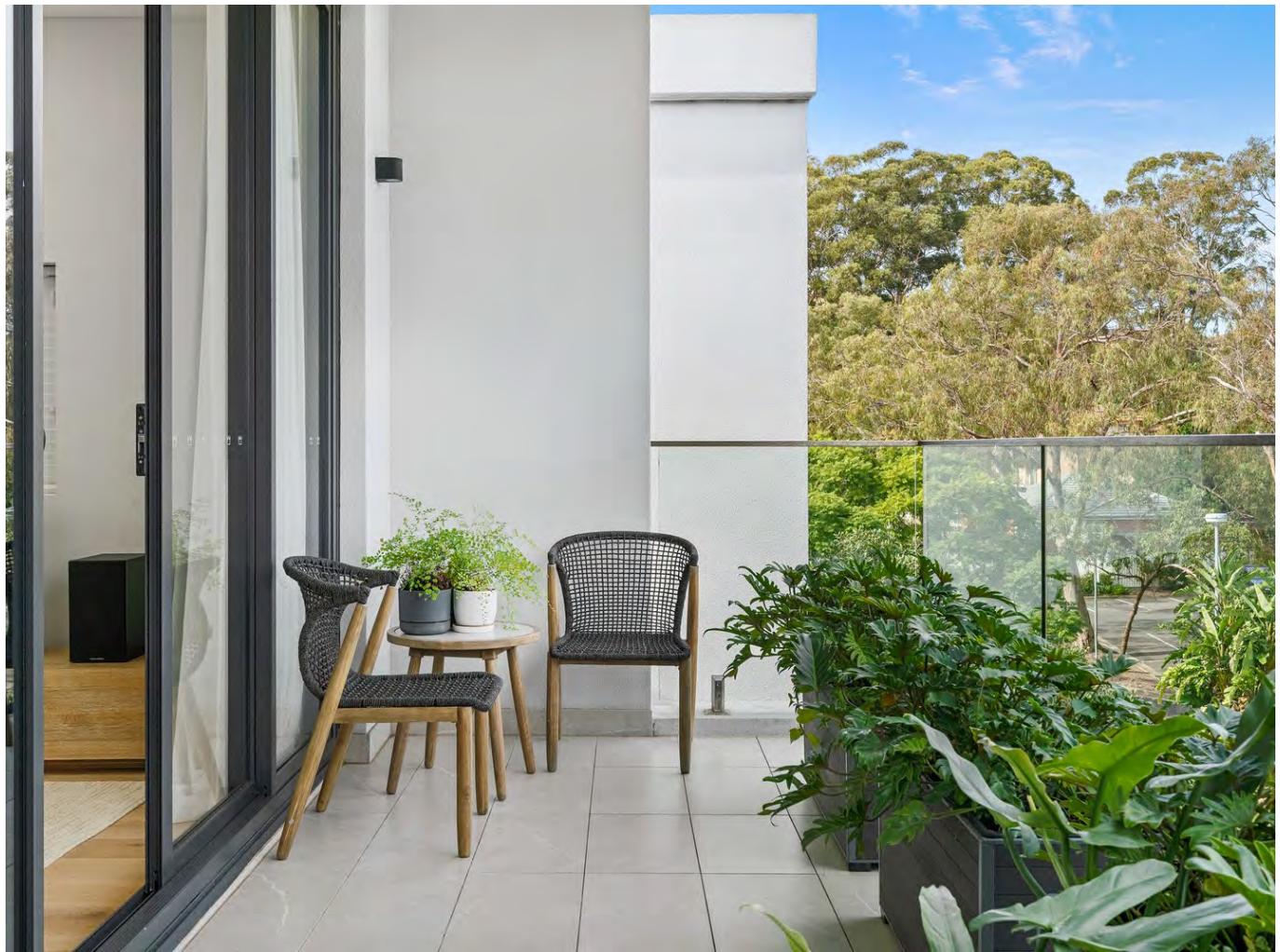


## Median rents per suburb

### Apartments

Suburb	3 bed	2 bed	1 bed
Caringbah	\$900	\$650	\$512
Como	\$600	\$495	-
Cronulla	\$1,050	\$700	\$500
Engadine	\$840	\$620	\$360
Gymea	\$950	\$665	\$599
Heathcote	\$585	\$695	\$373
Illawong	\$660	\$515	-
Jannali	\$780	\$580	\$510

Suburb	3 bed	2 bed	1 bed
Kirrawee	\$850	\$725	\$650
Menai	\$800	\$630	\$460
Miranda	\$850	\$675	\$600
Sutherland	\$897	\$650	\$600
Sylvania	\$950	\$600	\$365
Sylvania Waters	\$722	\$620	-
Woolooware	\$1,150	\$850	\$550



## Vacancy rates & rental yields

Houses (H) & Apartments (A)

Suburb	Vacancy Rate	Rental Yield (H)	Rental Yield (A)
Alfords Point	0.20%	3.20%	-
Bangor	0.05%	3.30%	-
Barden Ridge	0.21%	3.30%	-
Bonnet Bay	0.13%	3.30%	-
Bundeena	1.25%	2.60%	-
Burraneer	0.36%	2.40%	-
Caringbah	1.16%	2.70%	3.80%
Caringbah South	0.66%	2.60%	3.30%
Como	0.36%	3.10%	-
Cronulla	1.48%	2.20%	3.10%
Dolans Bay	0.42%	2.30%	-
Engadine	0.40%	3.30%	4.00%
Grays Point	0.10%	3.00%	-
Greenhills Beach	0.26%	2.90%	-
Gymea	0.82%	2.90%	3.90%
Gymea Bay	0.25%	2.90%	-
Heathcote	0.29%	3.40%	4.00%
Illawong	0.44%	3.20%	3.90%
Jannali	0.76%	3.20%	4.00%
Kangaroo Point	0.50%	2.00%	-
Kareela	0.32%	3.40%	-

Suburb	Vacancy Rate	Rental Yield (H)	Rental Yield (A)
Kirrawee	3.10%	3.10%	4.10%
Kurnell	2.70%	2.70%	-
Lilli Pilli	2.40%	2.40%	-
Loftus	3.30%	3.30%	-
Lucas Heights	-	-	-
Maianbar	2.50%	2.50%	-
Menai	3.30%	3.30%	4.10%
Miranda	2.70%	2.70%	4.20%
Oyster Bay	3.20%	3.20%	-
Port Hacking	2.40%	2.40%	-
Sandy Point	2.80%	2.80%	-
Sutherland	3.10%	3.10%	4.10%
Sylvania	2.50%	2.50%	3.90%
Sylvania Waters	2.30%	2.30%	3.50%
Taren Point	2.10%	2.10%	-
Waterfall	3.50%	3.50%	-
Woolooware	2.50%	2.50%	3.60%
Woronora	3.20%	3.20%	-
Woronora Heights	3.40%	3.40%	-
Yarrawarrah	3.40%	3.40%	-
Yowie Bay	2.40%	2.40%	-



