



Robina

Property Factsheet
2nd Half 2017





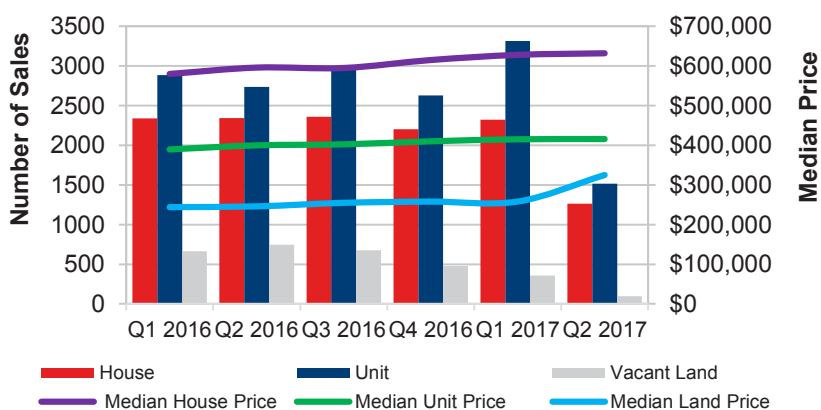
MARKET CONDITIONS

Median prices in the Gold Coast City Region for Q2 2017 were recorded at \$632,000 for houses and \$415,600 for units, with annual growth of 6.0% and 3.9% respectively. Robina continues to out-perform the Gold Coast City region with median prices recorded at \$675,250 (house) and \$435,000 (units); and on-par annual growth of 5.0% for houses and higher annual growth of 6.5% for units. This is reflective of Robina's competitive and in-demand market, confirming it as a sought-after option for investors.

Average days on market in the Robina area have been recorded at 45 days for houses and 80 days for units in Q2 2017. Over the last twelve months average vendor discounts have tightened to -2.3% for houses and -1.8% for units in Q2 2017. Despite properties being slightly longer on the market, a tighter average vendor discount confirms increased demand in the market as buyers are more willing to offer closer to seller's first asking price.

Vacancy rates in Robina have partially risen to 1.9%, most likely due to the amount of residential project being completed in the area. That said this is still low when compared to the industry benchmark of 3.0%. Median rent for houses saw a slight softening over the past 12 months to Q2 2017, currently sitting at \$560 per week. Meanwhile median rent for units have experienced positive growth, currently at \$530 per week. Rental yields remain strong, at 4.3% for houses and 6.3% for units, presenting conducive conditions for sustainable returns on investments in Robina.

GOLD COAST CITY REGION GROWTH



OVERVIEW

Robina is located south of the Gold Coast CBD, approx. 9.9km. It is notable as one of the first communities in Australia to be a master planned residential community, a residential and commercial hub home to more than 30,000 people. It is also one of Gold Coast's fastest growing suburbs, with a 4.8% population growth per annum.

Change from Last	Year	Half Year
House Sales	↑	↓
House Median Price	↑	↓
House Median Rent	↓	↓
Unit Sales	↑	↑
Unit Median Price	↑	↔
Unit Median Rent	↑	↑

FUTURE DEVELOPMENTS*

Between 2016 and 2017 Robina is set to commence construction on approx. 18 projects, estimated at \$313.8M. There is a clear focus on increasing residential stock, with 86.1% of total project value dedicated to the construction of 466 units, 266 townhouses, 54 subdivision lots.

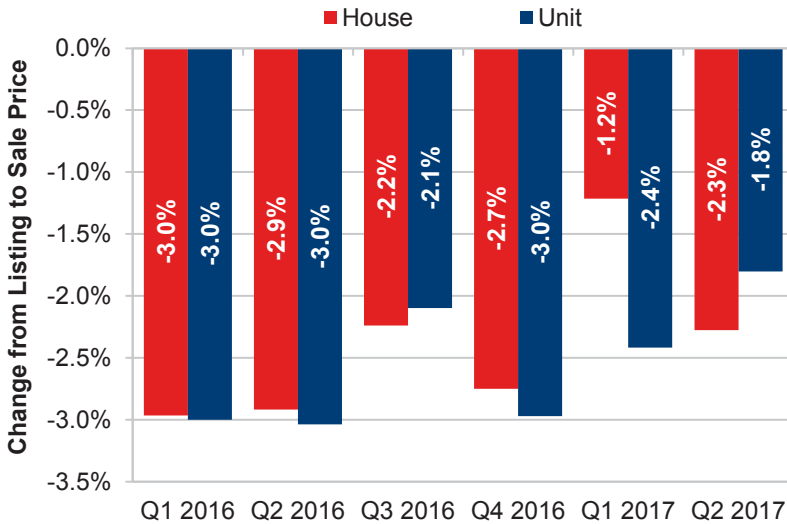
A key residential project is the Vue Terrace Homes, estimated at \$70.0M and scheduled to commence construction in late 2017. This project will construct 71 x 3 bedroom, 2 bathroom and media room luxury townhouses in a secure gated estate. Estimated completion is 2019.

A mixed use project is Robina 88, which will construct a 6 story building with 1600qm of retail/restaurant space on the ground floor and 88 bedroom units above.

The Robina Home & Life Centre, Robina Medical Centre, and McDonalds in Mudgeeraba are the commercial projects planned for Robina in 2016 – 2017. These will further local job growth and increasing economic activity in Robina, balancing incoming residential stock.

*Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value. Quoted construction and completion dates are estimate only, as per relevant data authority. Source: APM PriceFinder, Cordell Database, realestate.com.au, Gold Coast City Council, Real Estate Institute of Queensland, SQM Research.

AVERAGE VENDOR DISCOUNT*



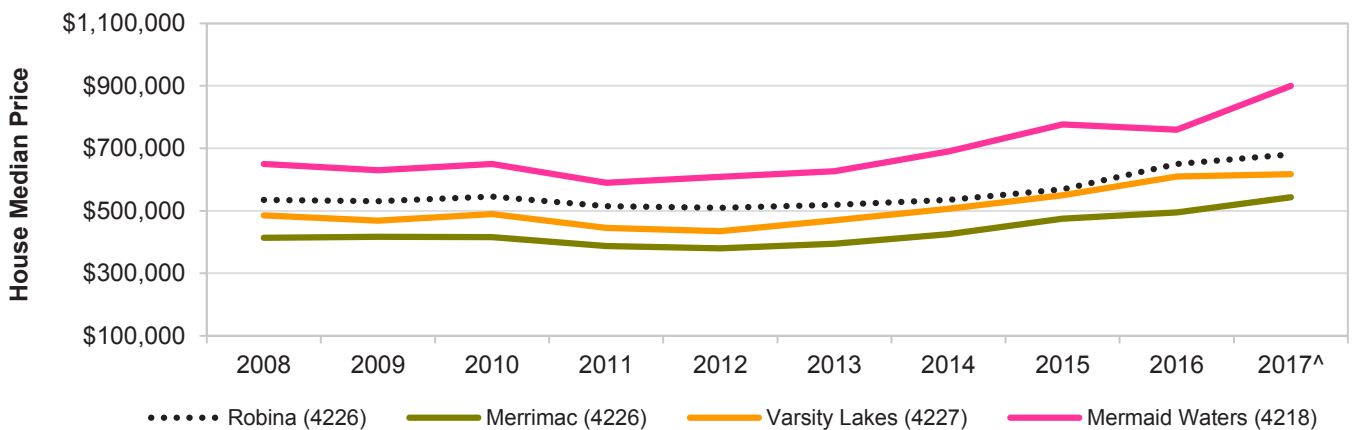
AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first listed price and final sold price. A lower percentage difference (closer to zero) suggests buyers are willing to purchase close to the first asking price of a property.

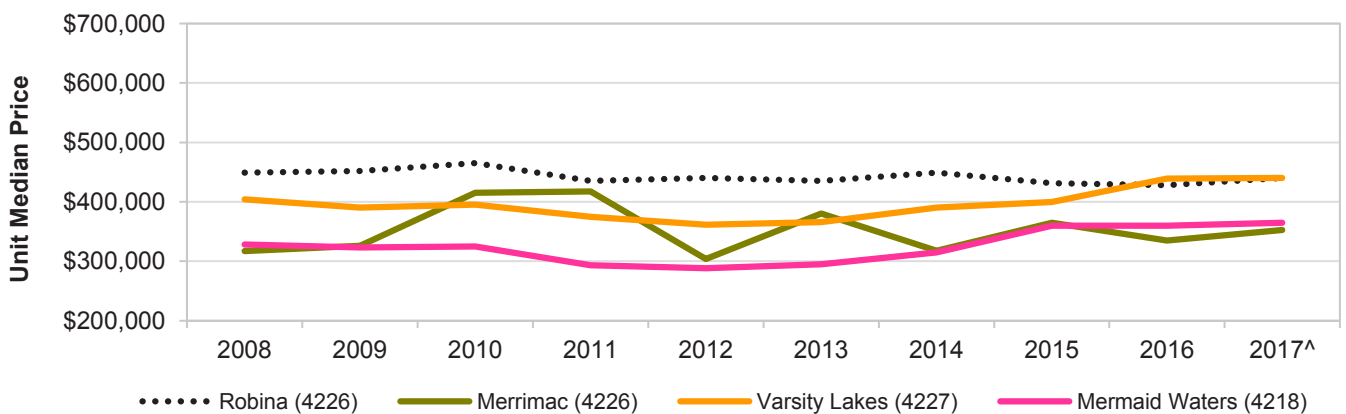
MARKET COMPARISON GRAPH

The market comparison graph provides comparative trend for median price of house and units over the past 10 years. Suburbs profiled are chosen based on proximity to the main suburb analysed in the factsheet, which is Robina. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON*

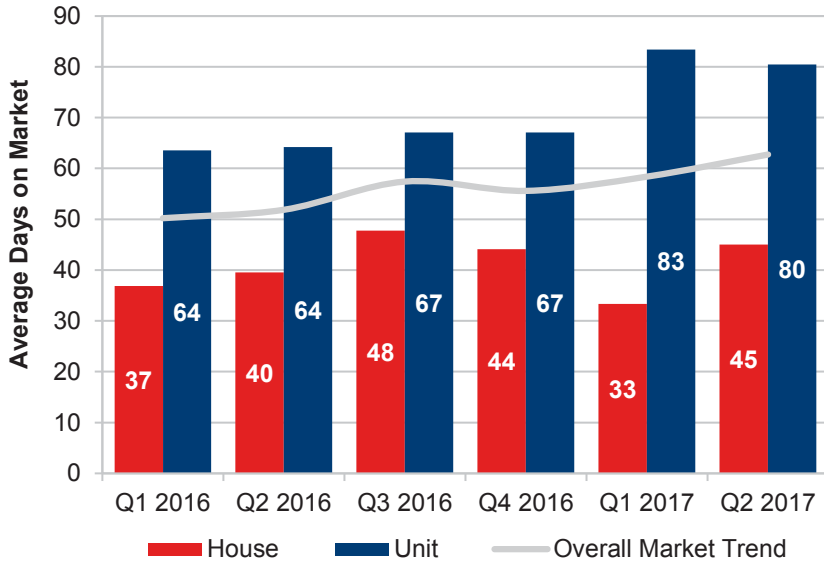


UNIT MARKET COMPARISON*



*Robina market data and key indicators encapsulates property market conditions of the suburb of Robina only.
^2017 captures property sales data up to and inclusive of 30 June 2017.
Source: APM Pricefinder, realestate.com.au, Real Estate Institute of Australia.

AVERAGE DAYS ON MARKET**



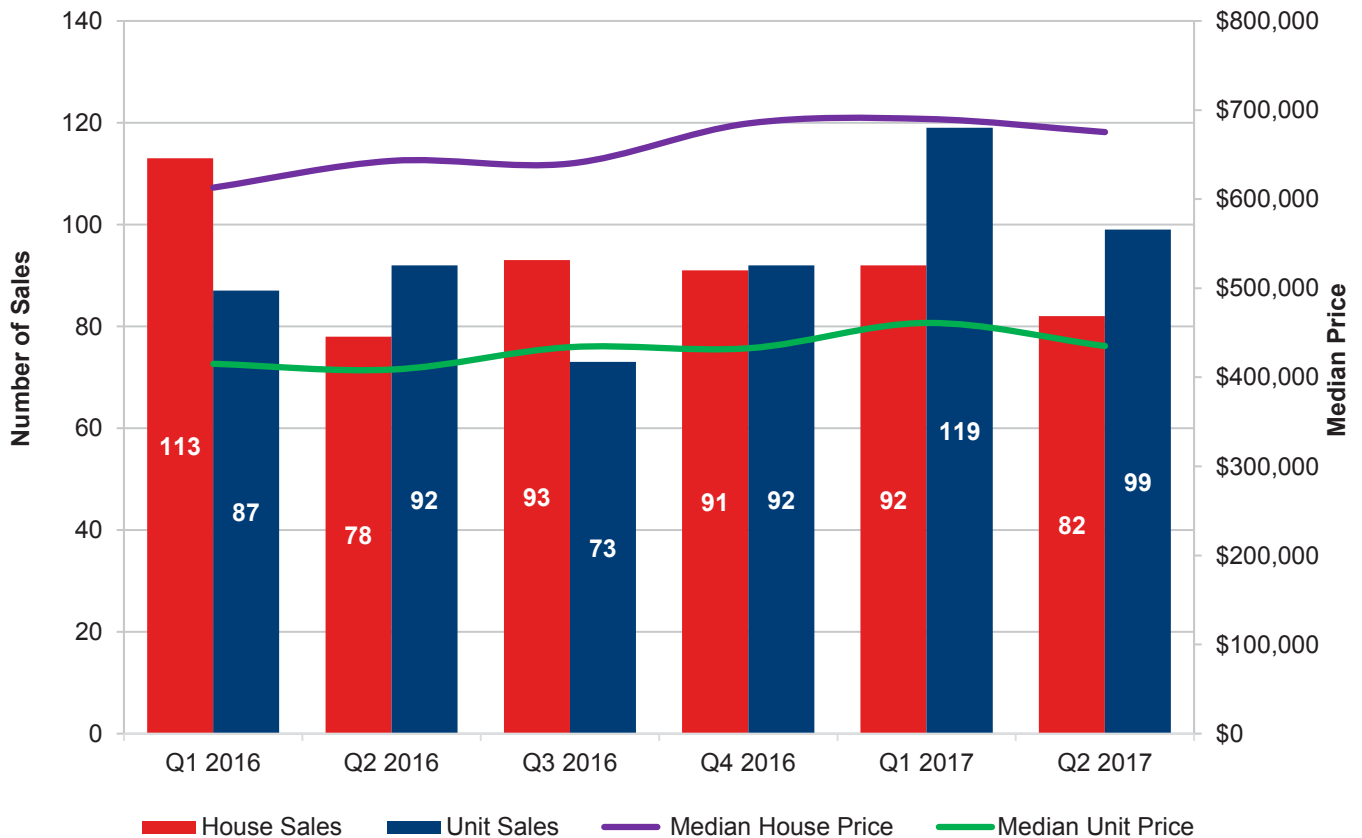
HOUSE KEY FACTS Q2 2017

Median Sale Price: \$675,250
 Annual Growth: 5.0%*
 Average Days on Market: 45
 % Change between First Listed Price and Sold Price: -2.3%

UNITS KEY FACTS Q2 2017

Median Sale Price: \$435,000
 Annual Growth: 6.5%*
 Average Days on Market: 80
 % Change between First Listed Price and Sold Price: -1.8%

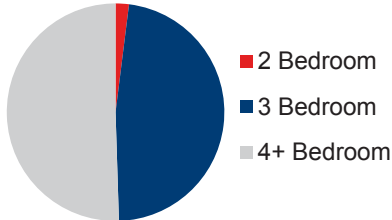
SALES AND MEDIAN PRICE**



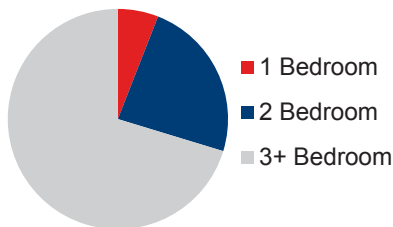
*Annual growth represents price growth for property transactions between Q2 2016 to Q2 2017(inclusive).
 **Market data and key indicators encapsulates property market conditions in the Robina suburb only.
 Source: APM Pricefinder.

RENTAL MARKET ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q2 2017

Median Rent Price: \$560 per week
 Suburb Rental Yield: 4.3%
 Average Days on Market: 23
 Bedroom Breakdown:
 2 Bed: 2%, 3 Bed: 48%, 4+ Bed: 51%

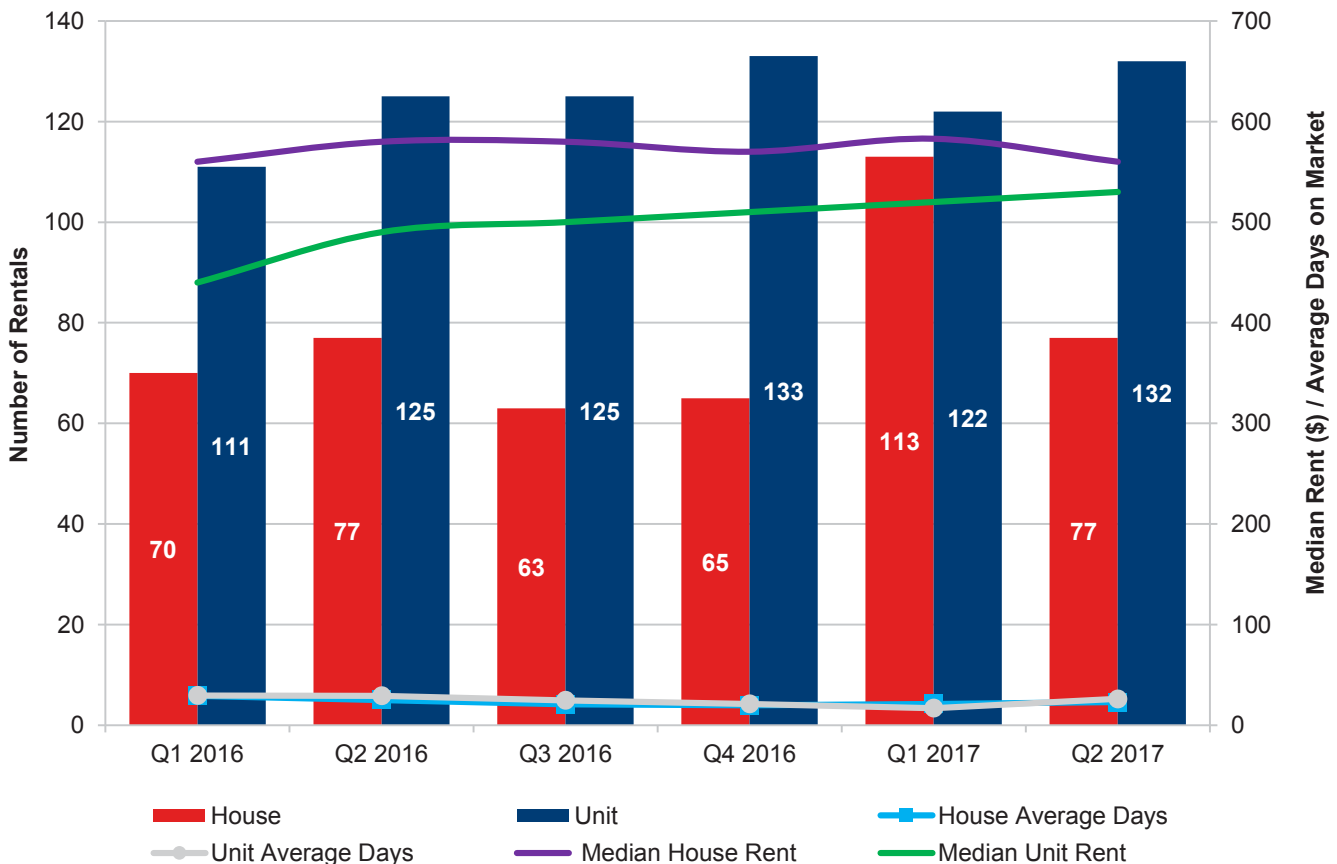
UNITS KEY FACTS Q2 2017

Median Rent Price: \$530 per week
 Suburb Rental Yield: 6.3%
 Average Days on Market: 26
 Bedroom Breakdown:
 1 Bed: 6%, 2 Bed: 24%, 3+ Bed: 71%

KEY COMMENTS

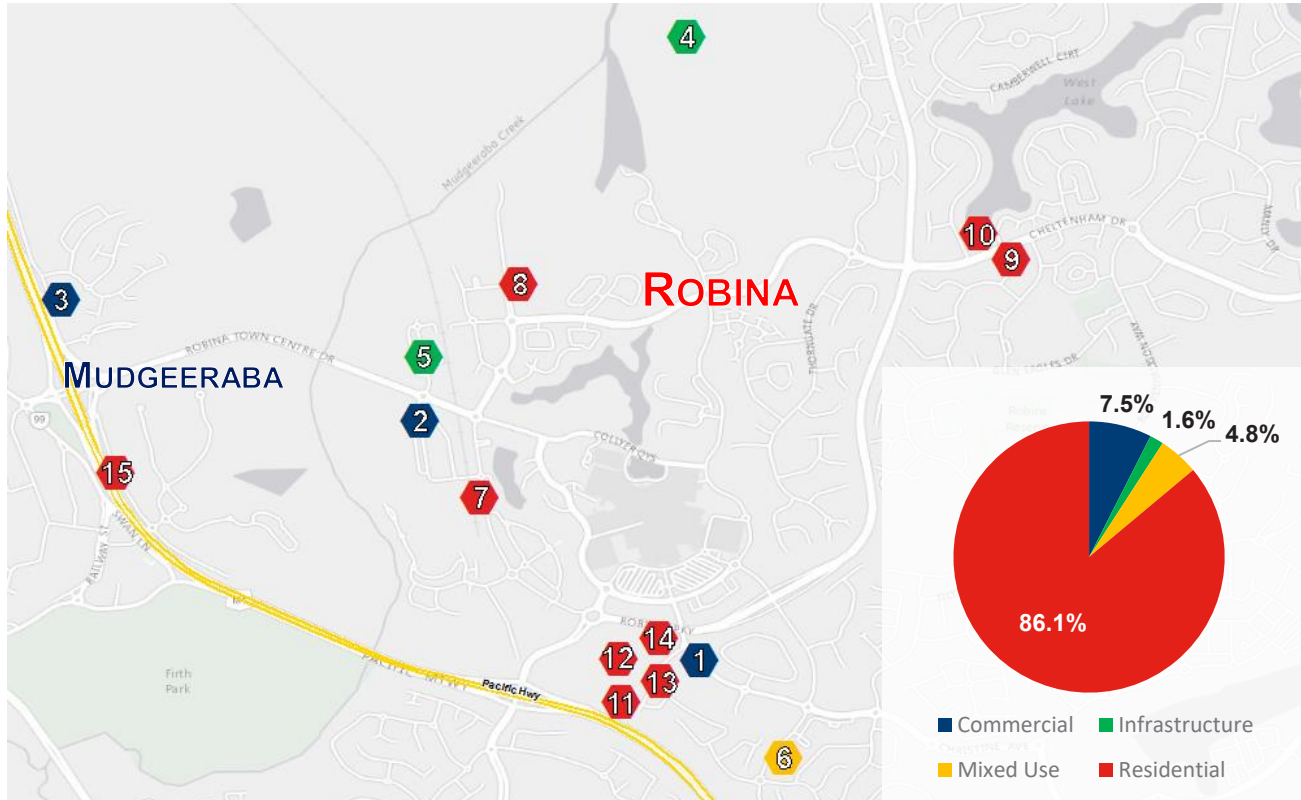
Interest in the Robina market recorded 504 online visits per property, which is much higher than the Queensland average of 306. Over the last twelve months, Robina median rental prices have experience a slight softening for houses (-3.4%), while units have seen growth (8.2%). Despite a minor softening in median house rental prices, yields remain strong for both house (4.3%) and units (6.3%). Astute investors will do well in the Robina property market due to strong returns.

MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*Disclaimer: Market data and key indicators encapsulates property market conditions in the Robina suburb only. Source: APM Pricerfinder, realestate.com.au.

PROJECT DEVELOPMENT MAP 2016 - 2017



Location	Project	Type	Estimated Value*	Commence Date**	Completion Date**
1	Robina Home & Life Centre	Commercial	\$15,000,000	22/08/2016	31/07/2017
2	Robina Medical Centre	Commercial	\$7,000,000	17/07/2017	26/01/2018
3	McDonalds Mudgeeraba	Commercial	\$1,500,000	27/11/2017	31/03/2018
4	Mayne And Robina East Stabling Yard	Infrastructure	\$4,417,000	01/05/2017	28/02/2018
5	Robina Hospital Emergency Room Refurbishment	Infrastructure	\$750,000	06/01/2016	31/05/2016
6	Robina 88 (88 Units)	Mixed Use	\$15,000,000	11/10/2017	31/01/2019
7	Cambridge Residences Stage 2 (213 Units)	Residential	\$86,000,000	04/05/2017	14/10/2020
8	Vue Terrace Homes (71 Townhouses)	Residential	\$70,000,000	16/10/2017	26/07/2019
9	Botanique Townhouses Stages 3 & 4 (111 Townhouses)	Residential	\$40,000,000	15/05/2017	29/11/2019
10	Botanique Stage 2 (75 Townhouses)	Residential	\$25,000,000	30/05/2016	31/07/2017
11	Boheme Apartments Stage 1 (52 Units)	Residential	\$15,000,000	22/02/2016	29/06/2018
12	Boheme Apartments Stage 2 (57 Units)	Residential	\$15,000,000	22/02/2016	29/06/2018
13	City Villages North Tower Stage 6 (56 Units)	Residential	\$15,000,000	20/03/2017	08/09/2017
14	City Village Estate Residential Subdivision (54 Lots)	Residential	\$2,100,000	10/03/2016	30/11/2016
15	Glades Drive Townhomes (9 Townhouses)	Residential	\$2,000,000	31/05/2017	25/05/2018

*Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value

**Commencement and completion dates quoted for each project are approximate only, as provided by the relevant data authority, PRDnationwide does not hold any liability to the exact date in which each project commences and/or is completed.

Source: Cordell Database, ESRI ArcGIS, Department of Planning and Environment of Queensland, Gold Coast City Council.

ABOUT PRDnationwide RESEARCH

PRDnationwide's research division provides reliable, unbiased, and authoritative property research and consultancy to clients in metro and regional locations across Australia

Our extensive research capability and specialised approach ensures our clients can make the most informed and financially sound decisions about residential and commercial properties.

OUR KNOWLEDGE

Access to accurate and objective research is the foundation of all good property decisions

As the first and only truly knowledge based property services company, PRDnationwide shares experience and knowledge to deliver innovative and effective solutions to our clients.

We have a unique approach that integrates people, experience, systems and technology to create meaningful business connections. We focus on understanding new issues impacting the property industry; such as the environment and sustainability, the economy, demographic and psychographic shifts, commercial and residential design; and forecast future implications around such issues based on historical data and fact.

OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis

Skilled in deriving macro and micro quantitative information from multiple credible sources, we partner with clients to provide strategic advice and direction regarding property and market performance. We have the added advantage of sourcing valuable and factual qualitative market research in order to ensure our solutions are the most well considered and financially viable.

Our experts are highly sought after consultants for both corporate and government bodies and their advice has helped steer the direction of a number of property developments and secured successful outcomes for our clients.

OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customized products

We have the ability and systems to monitor market movements, demographic changes and property trends. We use our knowledge of market sizes, price structure and buyer profiles to identify opportunities for clients and provide market knowledge that is unbiased, thorough and reliable.



OUR SERVICES INCLUDE:

- 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

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