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This is a placeholder cover page only.

PROPERTY FACTSHEET

WHITSUNDAY COAST

1ST HALF 2018





Whitsunday Coast
Property Factsheet
1st Half 2018





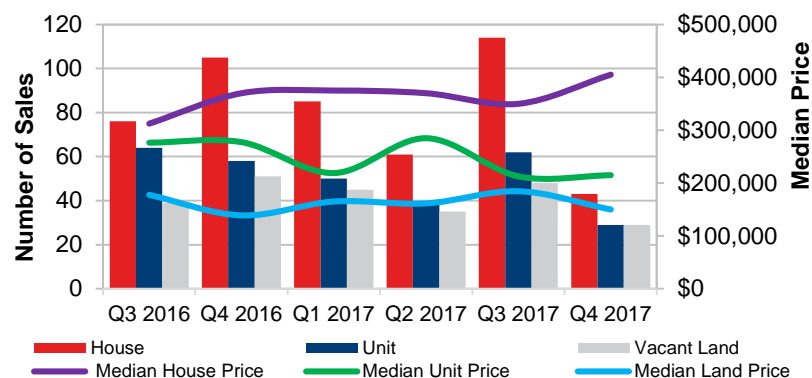
MARKET CONDITIONS

The Whitsundays (4802 postcode) property market recorded a median house price of \$473,750 and \$220,000 for units in Q4 2017, representing an annual price change of 8.3% and -24.1% respectively. Median price in the Whitsunday Shire grew by 9.5% to \$405,000 for houses while it softened by -22.5% to \$215,000 for units. These indicators suggest houses in the Whitsundays* area are a premium when compared to the Shire, whereas the overall unit market has become a buyers' market.

Average days to sell in Whitsunday* for houses has improved over the past 12 months to Q4 2017, currently at 98 days. Over the same timeframe, average vendor discounts for houses have tightened to -4.9%, suggesting more competition as buyers are willing to offer closer to first list asking price. Average vendor discount has widened to -5.9% for units, suggesting there is more room for buyers to negotiate. This confirms that now is the time for first home buyers to enter the unit market and secure their dream property.

Median rent in the Whitsundays* has shown strong growth over the past 12 months to Q4 2017, at 18.8% for houses (to \$480p/w) and 25.0% for units (to \$350p/w). Astute investors are benefiting from 5.5% (house) and 6.3% (unit) rental yield. Vacancy rates in the Whitsundays* is low, recorded at 1.2%. When compared to the vacancy rates in North Coast QLD (3.2%) this is extremely low, and along with low average days on market (20 days for houses and 19 days for units) demonstrates strong rental demand in the area.

WHITSUNDAY SHIRE GROWTH



OVERVIEW

Located right in the heart of the Great Barrier Reef on the beautiful tropical coast of Queensland, the Whitsundays are made up of 74 island wonders. It is famous for its stunning beaches and leisure options along with a healthy dose of relaxation amongst picture-perfect surroundings. The town of Airlie Beach on the mainland is the shire's central hub.

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

FUTURE DEVELOPMENTS*

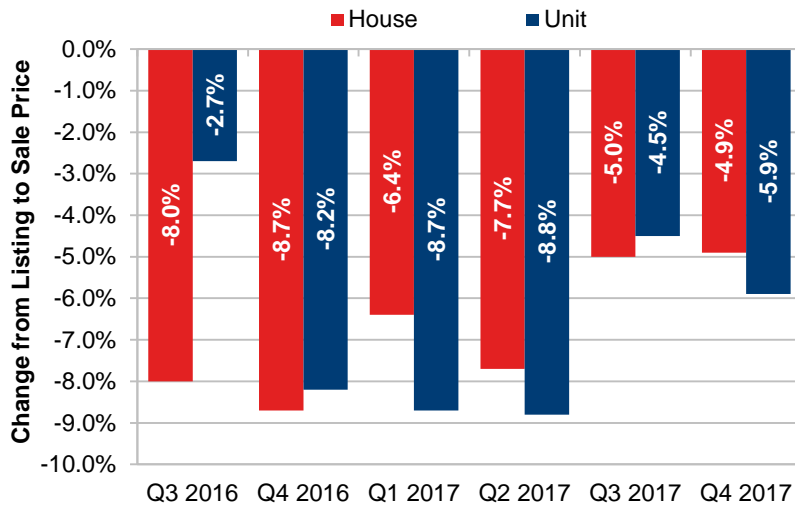
Developments in the Whitsundays* commencing and those expected to be completed in the 1st half of 2018 are estimated at approx. \$65.0M. This includes residential (51.6%), mixed used projects (30.8%), infrastructure (14.6%), and commercial developments (3.1%). A balanced future development portfolio leads to sustainable economic growth in the area, with positive spill-over effects into the property market.

The key mixed-use project is the Iconic on Langford at Funnel Bay (\$20.0M), a five-star mixed used project including 30 apartments, bar, restaurant, wedding chapel and outdoor movie theatre. This project will commence February 2018 with expected completion in mid 2019.

The key infrastructure development is the upgrade of the Airlie Beach Foreshore (\$6.4M), which will improve live-ability for current and future residents. This project will commence mid-2018 with expected completion in late 2018.

*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 Pricerfinder, Cordell Connect, Whitsunday Shire Council. © Copyright PRDNationwide 2018.

AVERAGE VENDOR DISCOUNT*



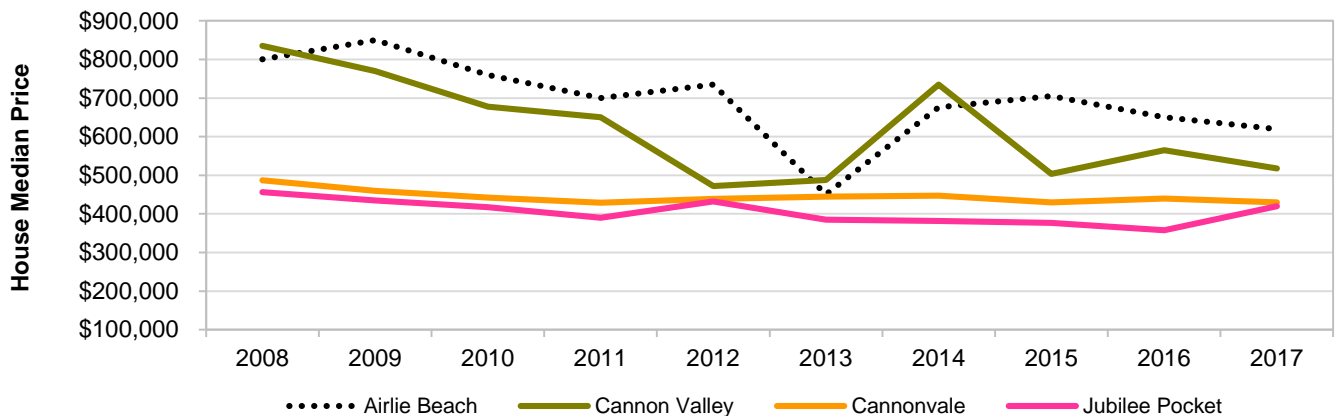
AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first list 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.

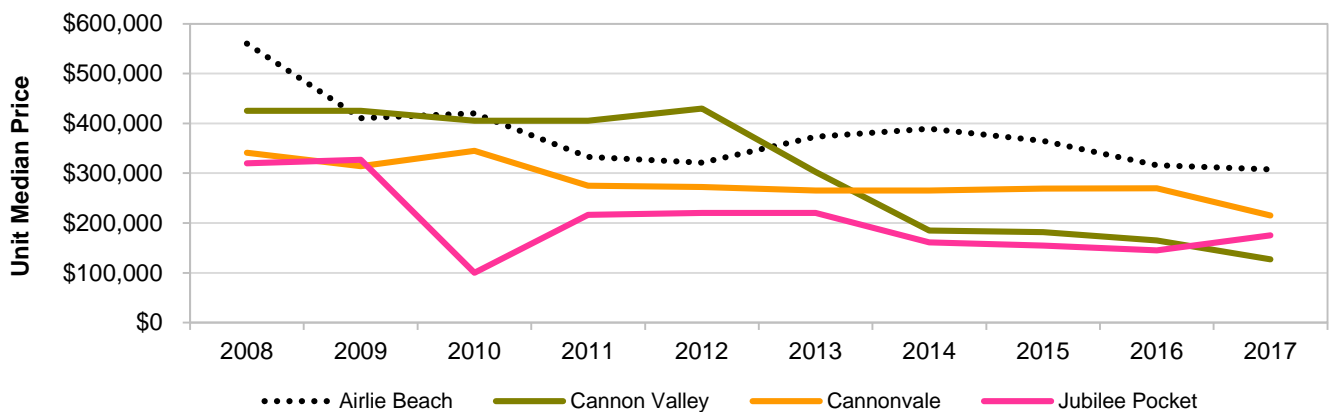
MARKET COMPARISON GRAPH

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 Airlie Beach. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON

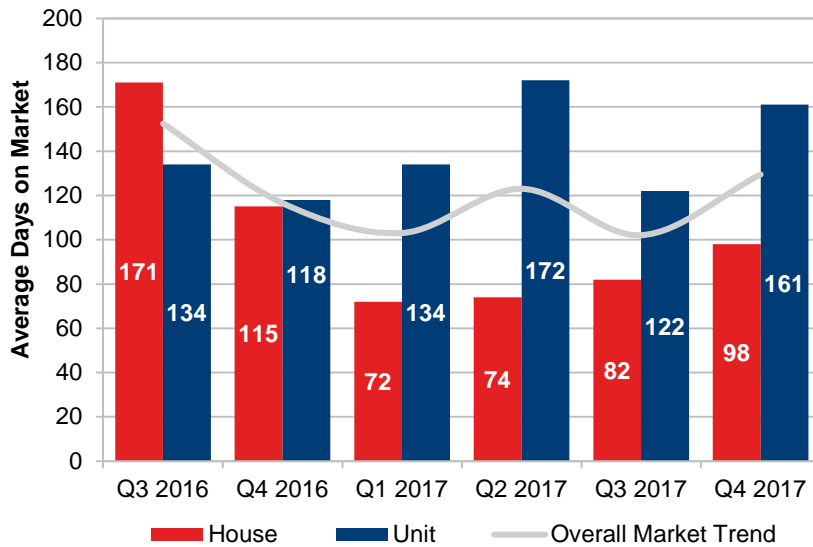


UNIT MARKET COMPARISON



*Whitsundays market data and key indicators encapsulate aggregate property market conditions of the suburbs within the 4802 postcode.
Source: APM Pricerfinder, realestate.com.au. © Copyright PRDnationwide 2018.

AVERAGE DAYS ON MARKET*



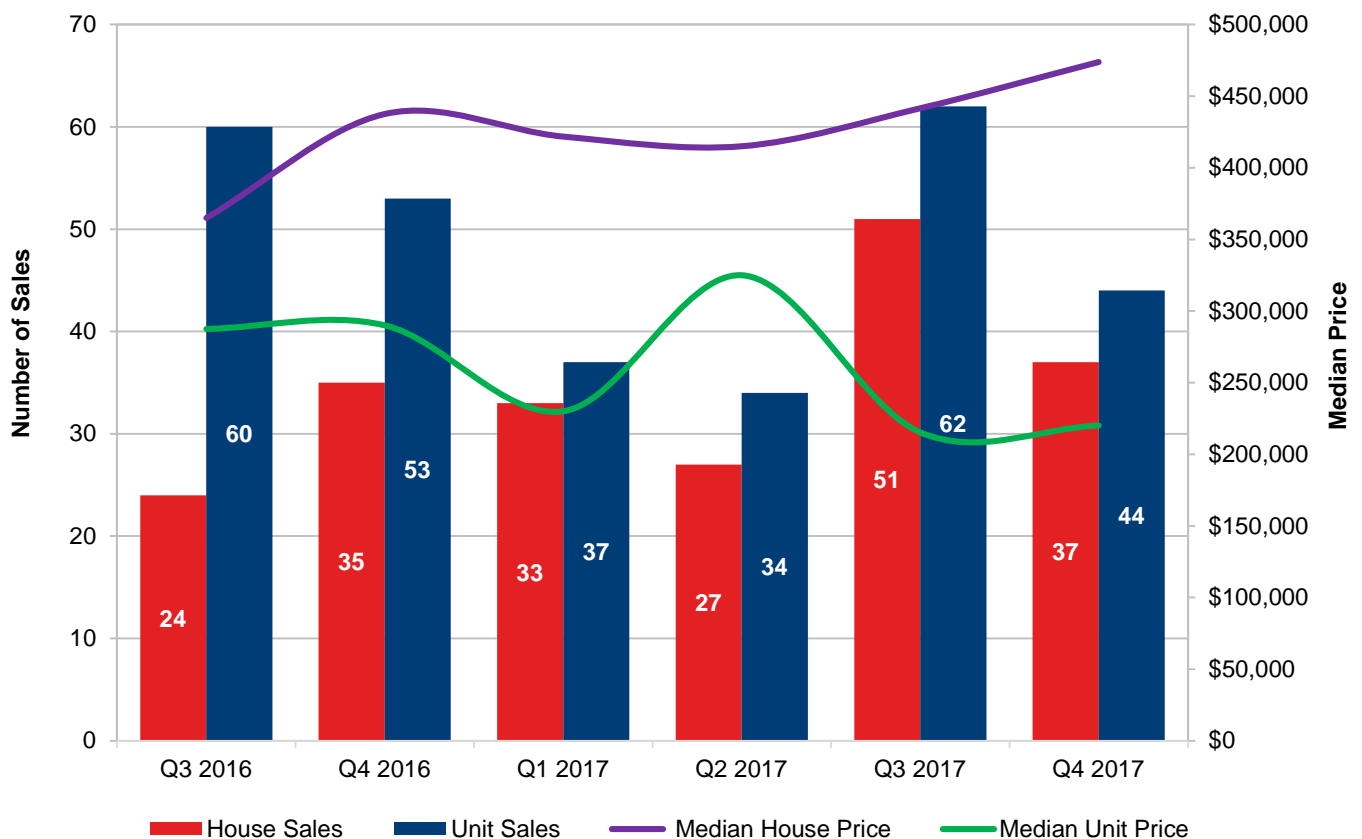
HOUSE KEY FACTS Q4 2017

Median Sale Price: \$473,750
Annual Growth: 8.3%**
Average Days on Market: 98
% Change between First Listed Price and Sold Price: -4.9%

UNITS KEY FACTS Q4 2017

Median Sale Price: \$220,000
Annual Growth: -24.1%**
Average Days on Market: 161
% Change between First Listed Price and Sold Price: -5.9%

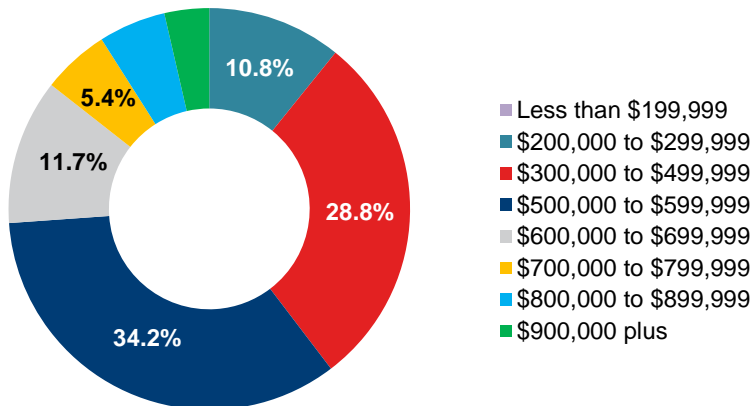
SALES AND MEDIAN PRICE*



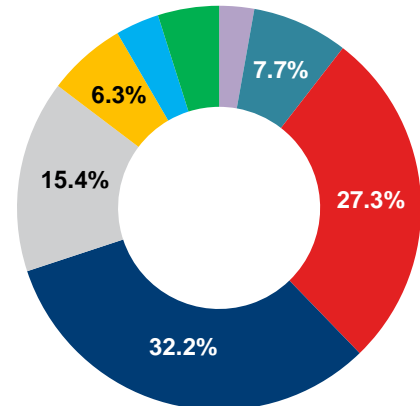
*Whitsundays market data and key indicators encapsulate aggregate property market conditions of the suburbs within the 4802 postcode.
**Annual growth represents price growth for property transactions between Q4 2016 to Q4 2017 (inclusive).
Source: APM Pricefinder. © Copyright PRDNationwide 2018.

SALES PRICE POINT ANALYSIS

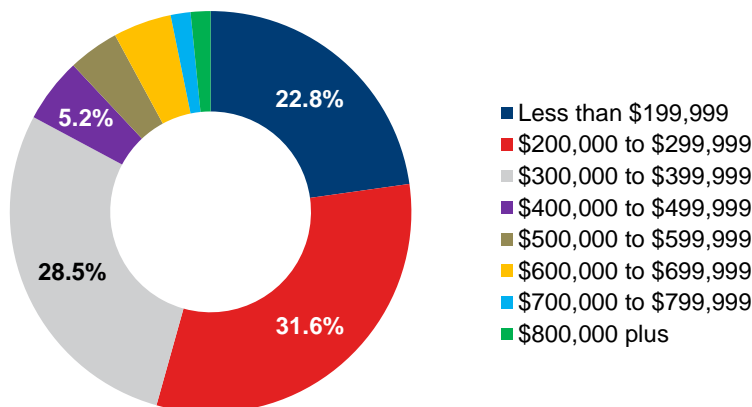
HOUSE PRICE POINT 2016



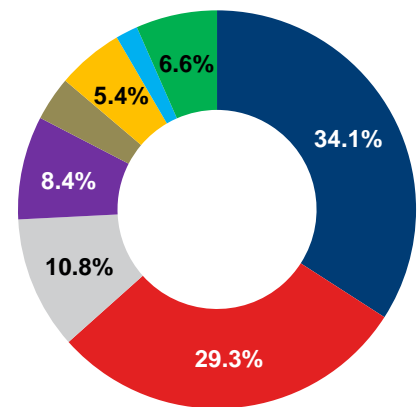
HOUSE PRICE POINT 2017



UNIT PRICE POINT 2016



UNIT PRICE POINT 2017



KEY IMPLICATIONS - HOUSE

The majority of house sales in the Whitsundays* remained within the \$500,000 - \$600,000 price bracket in 2017, however it has decreased from 34.2% (in 2016) to 32.2%.

The number of sales in the higher priced bracket of \$600,000 - \$700,000 and \$700,000 - \$800,000 have increased from 11.7% to 15.4% and 5.4% to 6.3% between 2016 and 2017, signalling a strong demand for higher-priced properties.

There has been a decrease in the number of sales in the lower end of the market, in line with the reported 8.3% median price growth over the past 12 months to Q4 2017.

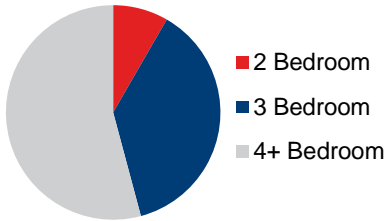
KEY IMPLICATIONS - UNIT

The majority of unit sales in the Whitsundays* sat under a \$200,000 price point in 2017 (34.1%), which is a lower price bracket when compared to 2016 unit sales (at \$200,000 - \$300,000). Further, there also has been a decrease in the higher priced bracket (\$300,000 - \$400,000) from 28.5% in 2016 to 10.8% in 2017.

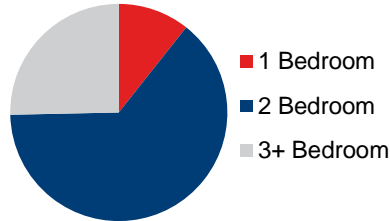
This suggests an overall price shift towards a lower price range in the market, which is in line with the reported softening in the median price growth over the past 12 months to Q4 2017. This further confirms Whitsundays* unit market as a buyers' market and that now is the time for first home buyers to enter the market.

INVESTMENT ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q4 2017

Median Rent Price: \$480 per week
Suburb Rental Yield: 5.5%
Average Days on Market: 20
Bedroom Breakdown:
2 Bed: 8%, 3 Bed: 38%, 4+ Bed: 54%

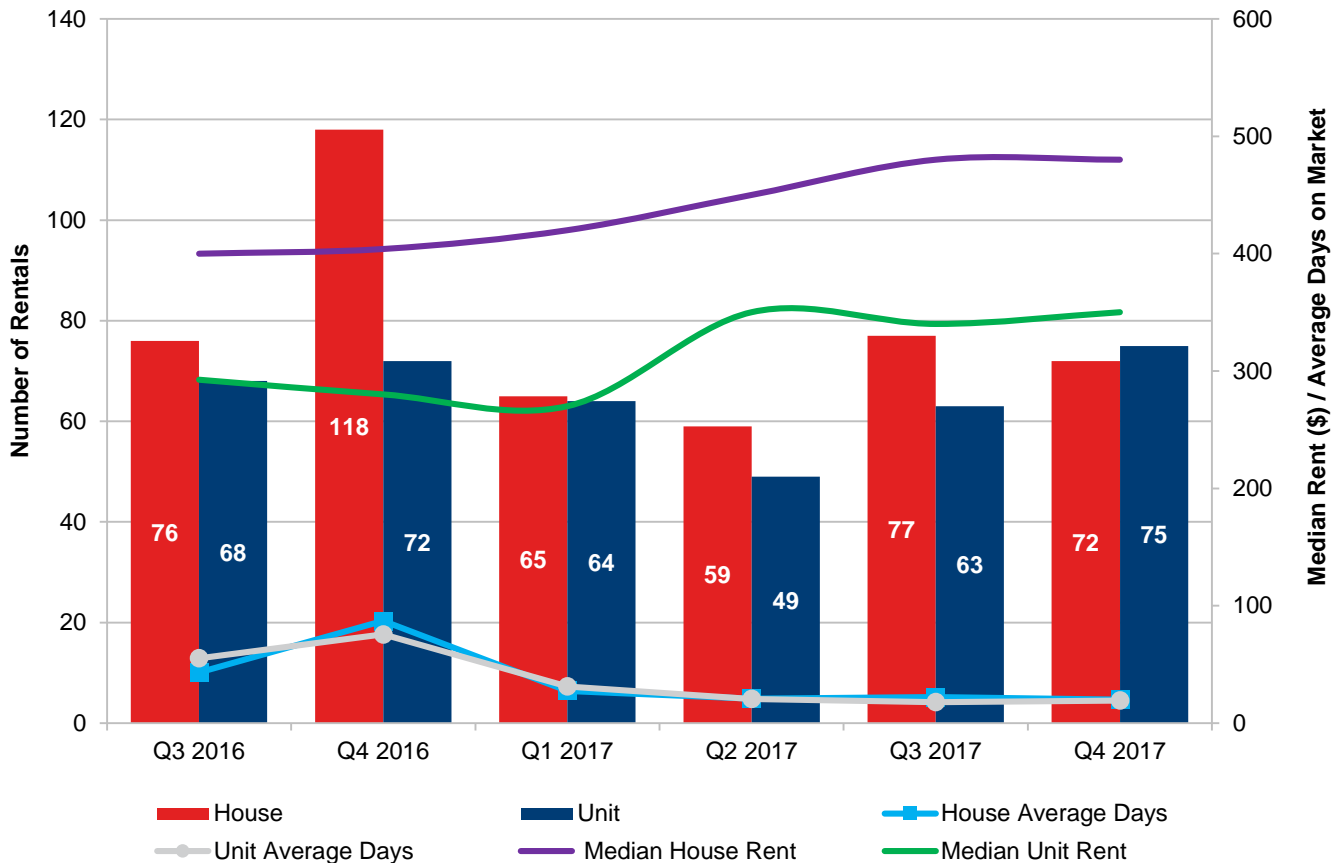
KEY COMMENTS

Interest in the Whitsundays* was recorded at 206 online visits per property in January. Median rent prices for both houses and units over the past 12 months to Q4 2017 have grown by 18.8% and 25.0% respectively. This is real growth in rental prices as the number of properties rented has been relatively stable during this time. Average days on the market for both houses and units has remained extremely low, at 20 days and 19 days respectively, confirming Whitsundays* as an ideal place for investment.

UNIT KEY FACTS Q4 2017

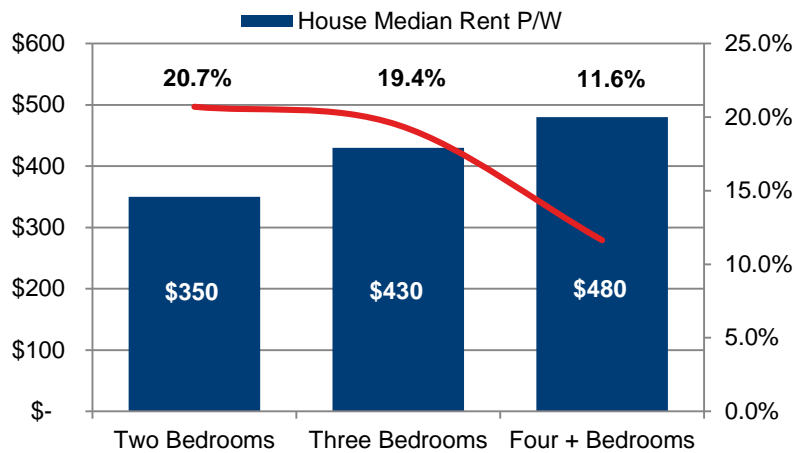
Median Rent Price: \$350 per week
Suburb Rental Yield: 6.3%
Average Days on Market: 19
Bedroom Breakdown:
1 Bed: 11%, 2 Bed: 64%, 3+ Bed: 25%

MEDIAN RENT AND AVERAGE DAYS ON MARKET



**Whitsundays market data and key indicators encapsulate aggregate property market conditions of the suburbs within the 4802 postcode.
Source: APM Pricerfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

RENTAL PERFORMANCE 2017*



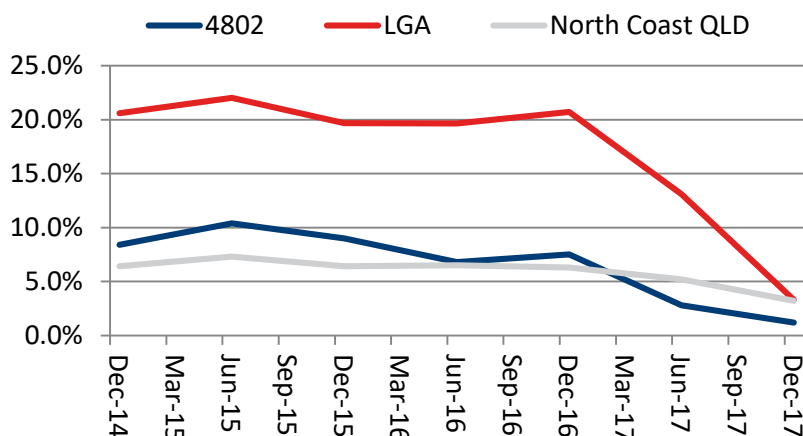
KEY COMMENTS

House rental yields in the Whitsundays* prove to be strong, as it is positioned well above the Whitsundays LGA and North Coast QLD rental yields.

2+ bedroom houses provide the highest annual rental growth at 20.7%, currently at \$350 per week in 2017.

The Whitsundays* vacancy rate was at 1.2% in December 2017, which is lower than the Whitsunday Shire and North Coast QLD region vacancy rates. Furthermore, it has trended downwards over the past 30 months, confirming increasing rental demand which is ideal for sustainable investment returns.

VACANCY RATES 2017



RENTAL YIELD 2017

Suburb/ Postcode/ LGA	House Rental Yield	Unit Rental Yield
4802	5.5%	6.3%
Whitsundays Shire	5.0%	4.9%
North Coast QLD	4.7%	5.1%

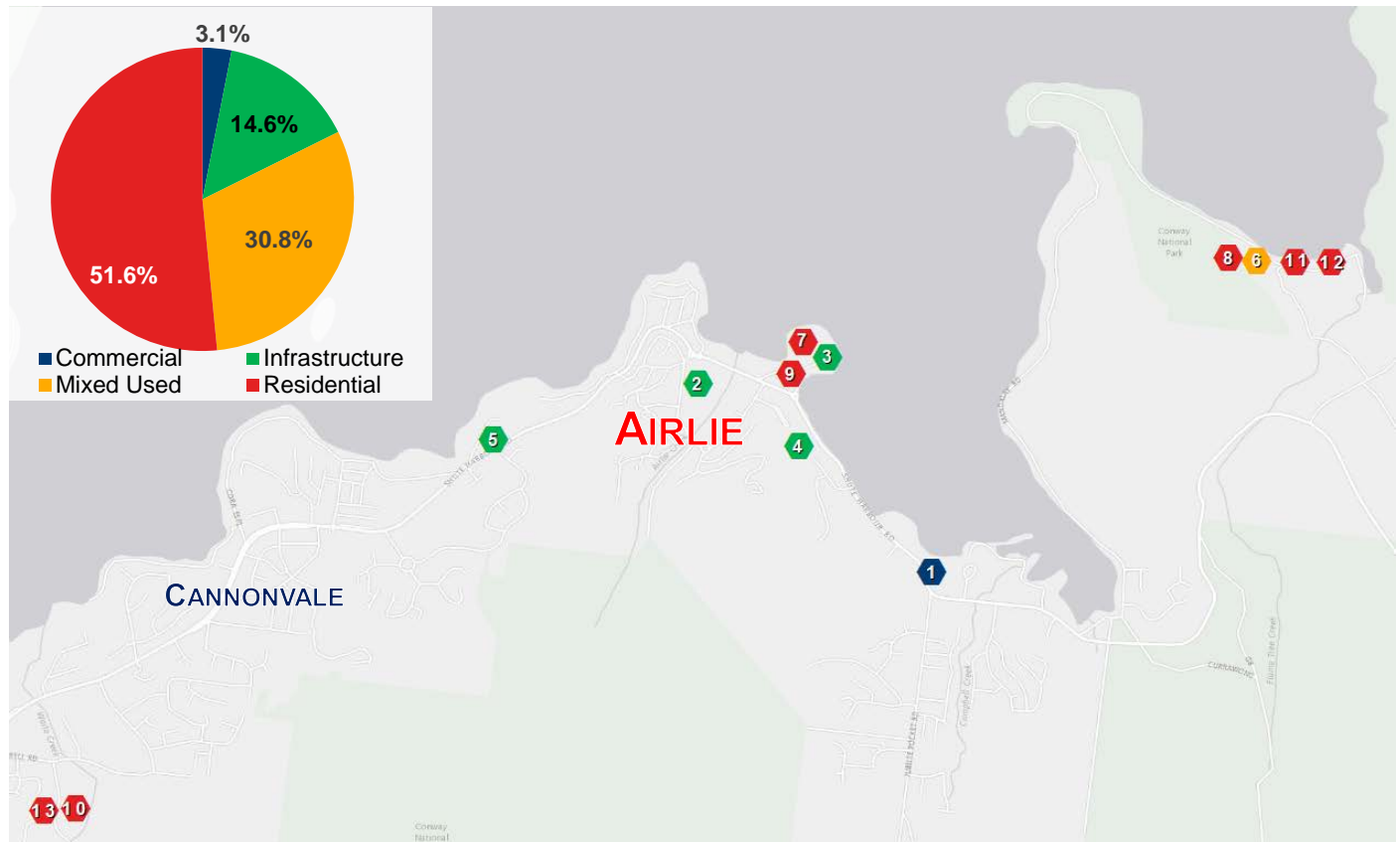
KEY HOUSING DEMOGRAPHICS

	Whitsunday (Postcode 4802)	Whitsunday LGA	Queensland
Median weekly household income	\$1,160	\$1,228	\$1,402
Median monthly mortgage repayments	\$1,972	\$1,733	\$1,733
Unemployed	6.6%	6.7%	7.6%
Professionals	14.2%	11.2%	19.8%
Owned outright	17.9%	28.6%	28.5%
Owned with mortgage	32.4%	30.1%	33.7%
Rented	46.2%	36.4%	34.2%

*Rental performance graph represents aggregate house median rent price of the suburbs within the 4802 postcode. Annual change is a comparison between 2016 and 2017 median rent figures. Source: APM Pricefinder, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

PROJECT DEVELOPMENT MAP 1ST HALF 2018*

There are currently 7 PRDnationwide development projects and one other projects planned in the Whitsundays, which will meet the surging demand in the Whitsunday area.



Location	Project**	Type	Estimated Value***	Commence Date****
1	On Guard Self Storage Facility Building E	Commercial	\$2,000,000	10/04/2018
2	Airlie Beach Foreshore	Infrastructure	\$6,337,000	04/06/2018
3	Whitsunday Beacons Reinstatement 2017	Infrastructure	\$1,500,000	02/06/2018
4	Shute Harbour Terminal	Infrastructure	\$1,000,000	22/05/2018
5	Whitsunday Police Station	Infrastructure	\$621,000.00	13/11/2017
6	Iconic on Langford Funnel Bay (30 apartments)	Mixed Use	\$20,000,000	01/01/2018
7	One Airlie (12 lots)	Residential	\$15,000,000	01/07/2017
8	Funnel Bay Villas and Seaview Land Lots (9 lots)	Residential	\$7,000,000	01/05/2017
9	The Cove Apartments (15 apartments)	Residential	\$3,000,000	12/02/2018
10	Whitsunday Lakes Stage 9 (29 lots)	Residential	3,000,000	01/04/2018
11	Beach Hut Lane Funnel Bay Stage 1 (10 lots)	Residential	\$2,000,000	01/05/2017
12	The Aqua Collection Funnel Bay (9 lots)	Residential	\$2,000,000	01/08/2017
13	Parkers Road Residential Subdivision (10 lots)	Residential	\$1,500,000	01/04/2018

*Disclaimer: Project development map showcases a sample of projects only, due to accuracy of addresses provided by the data provider for geocoding purposes. Projects listed include upcoming developments that are commencing and current projects that are expected to be completed within the 1st half 2018.

Projects refers to the developments within the 4802 postcode. *Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value

****Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRDnationwide does not hold any liability to the exact date in which each project commences.

Source: Cordell Database, ESRI ArcGIS, Whitsundays Shire Council. © Copyright PRDnationwide 2018.

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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