



Robina

Property Factsheet

2nd Half 2018





MARKET CONDITIONS

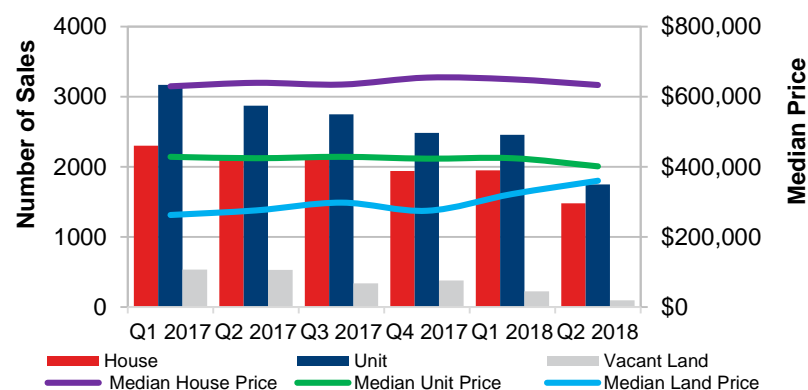
Robina* recorded a median house price of \$674,000 and \$450,000 for units in Q2 2018, representing an annual (Q2 2017 – Q2 2018) price change of -0.2% and 3.0% respectively. Compared to *Robina* 1st half of 2018 research report*, which reported a 3.6% (house) and 9.8% (unit) annual median price growth between Q4 2016 – Q4 2017, property in Robina* is now more affordable. This is similar to the Gold Coast LGA (4.9% and 0.0% growth for houses and units previously) which suggests there is an increase in affordability overall.

Over the same period of time (Q2 2017 – Q2 2018), house prices in The Gold Coast Local Government Area (LGA) softened by -1.0% to \$633,750 for houses and by -5.4% to \$401,900 for units. This suggests that the Robina* property market is a premium market compared to Gold Coast LGA – both from an entry price and capital growth perspective. Owner-occupiers and investor looking to buy in Gold Coast need to consider Robina* as an area to invest.

Between Q2 2017 and Q2 2018, the market remains in the buyers' favour with average vendor discount widening to -3.2% for houses and -2.6% for units. Sellers are willing to negotiate on their first list asking price, benefiting buyers with increased affordability. In Q2 2018, the average days to sell is at 62 days for houses and 82 days for units, indicating a higher demand for houses.

Median weekly rent in Robina* has softened by -1.7% to \$590 for houses and by -0.9% to \$530 for units respectively. Average days is currently low at 23 days for houses and 21 days for units which indicates a healthy rental demand. Low vacancy rates of 2.0% combined with high rental yields of 4.8% (house) and 6.2% (units) confirms Robina* as a desirable location for investment. First time investors are encouraged to consider Robina* in their portfolio.

GOLD COAST CITY REGION GROWTH



OVERVIEW

Robina, one of the fastest growing suburbs in the Gold Coast, is located approximately 9.9km south of the Gold Coast CBD. Over the past 7 years, the population has grown by 12.6% and the number of houses has increased by 8.9%. This suggests that demand for housing is exceeding supply, keeping vacancy rates in the area low at 2.0%.

CHANGE FROM LAST	YEAR	HALF YEAR
House Sales	↓	↓
House Median Price	↓	↓
House Rental Price	↓	↔
Unit Sales	↓	↓
Unit Median Price	↑	↓
Unit Rental Price	↓	↔

FUTURE DEVELOPMENTS**

Robina* is set to invest approximately \$230.9M worth of development in 2018. The majority being residential projects (52.3%), which is followed by mixed use (28.2%), commercial (18.2%), and infrastructure (1.3%). Future residential projects will cater to the high level of demand in the area; while mixed-use and commercial projects should provide a number of opportunities for local job growth and increase economic activity.

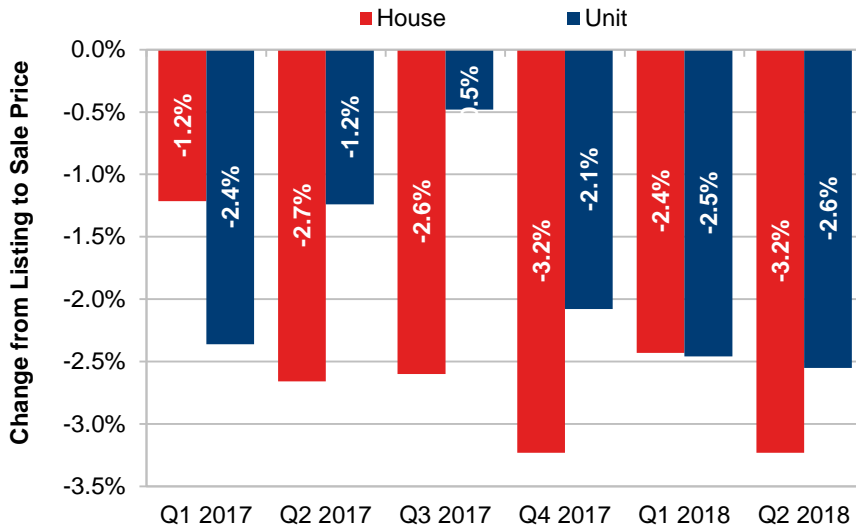
The main commercial project is Japara Healthcare Aged Care facility (\$30M). This involves the construction of a four storey 105 bed aged care facility with the Robina Healthcare precinct. This will attract a new demographic into the area.

A total of 208 units/apartments and 75 townhouses are planned for Robina* in the 2nd half of 2018; split between one mixed-use and four residential projects.

Lakeview Master Planned Mixed Development (\$61.0M) is a significant upcoming project. This 8-10 storey development will include multi residential, restaurants, shops, showrooms, sporting complexes and parking for 2060 cars.

*Robina market data and key indicators encapsulates aggregate property market conditions in the following suburb: Robina.
**Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.
Source: APM Pricerfinder, realestate.com.au. © Copyright PRDnationwide 2018.

AVERAGE VENDOR DISCOUNT*



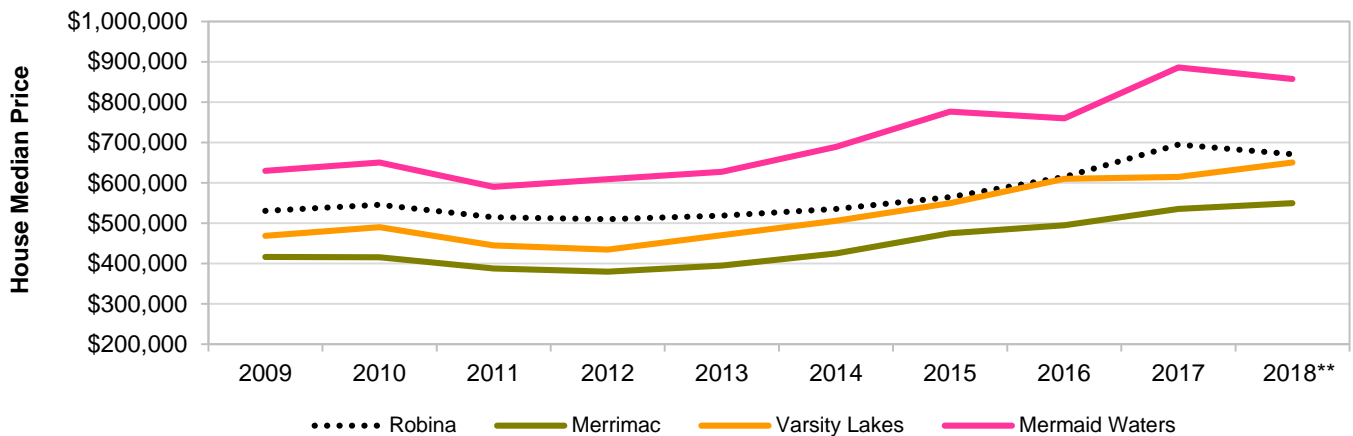
AVERAGE VENDOR DISCOUNT

Average vendor discount reflects the average percentage difference between first list price and final sold price. A lower percentage difference (closer to 0) suggests buyers are willing to purchase close to the first asking price of a property.

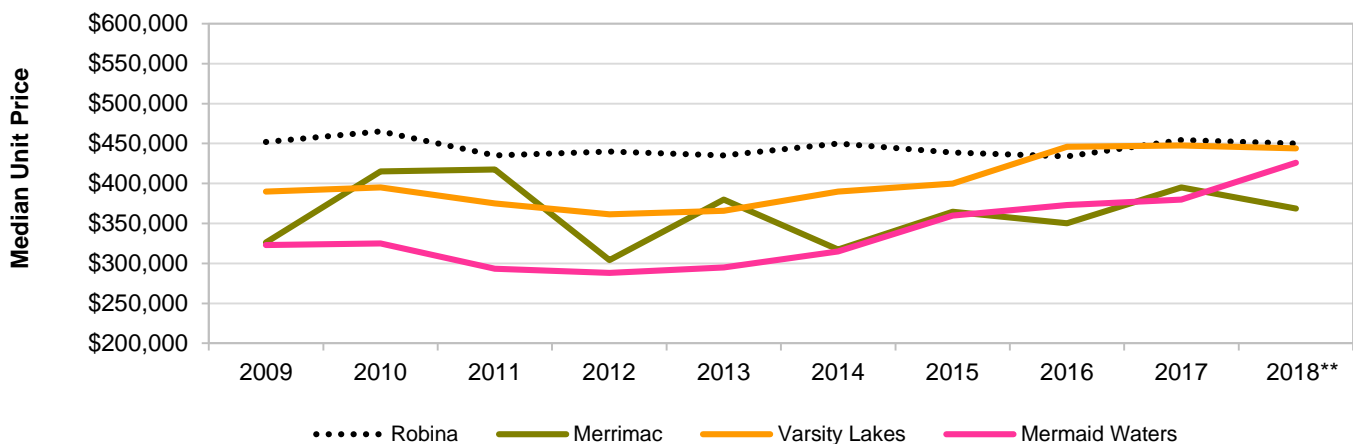
MARKET COMPARISON GRAPH

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

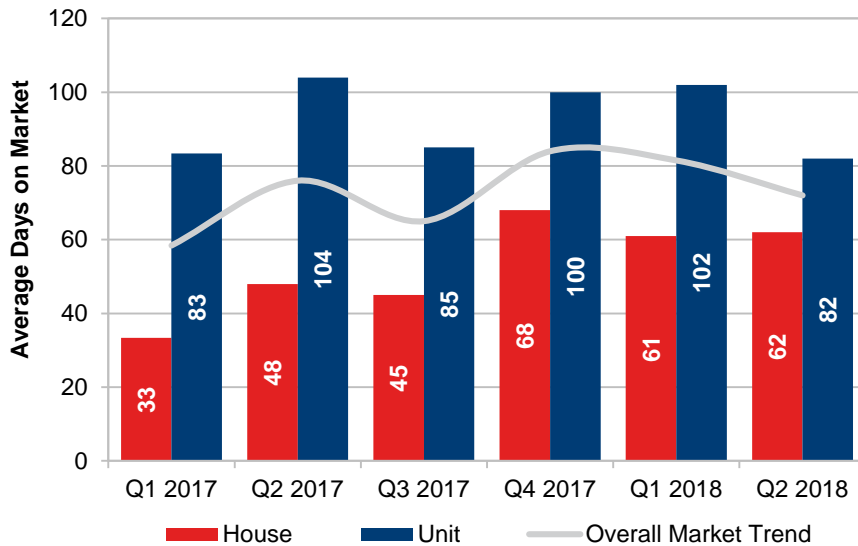


UNIT MARKET COMPARISON



*Robina market data and key indicators encapsulates aggregate property market conditions in the following suburb: Robina. Source: APM Pricerfinder. © Copyright PRDNationwide 2018.

AVERAGE DAYS ON MARKET**



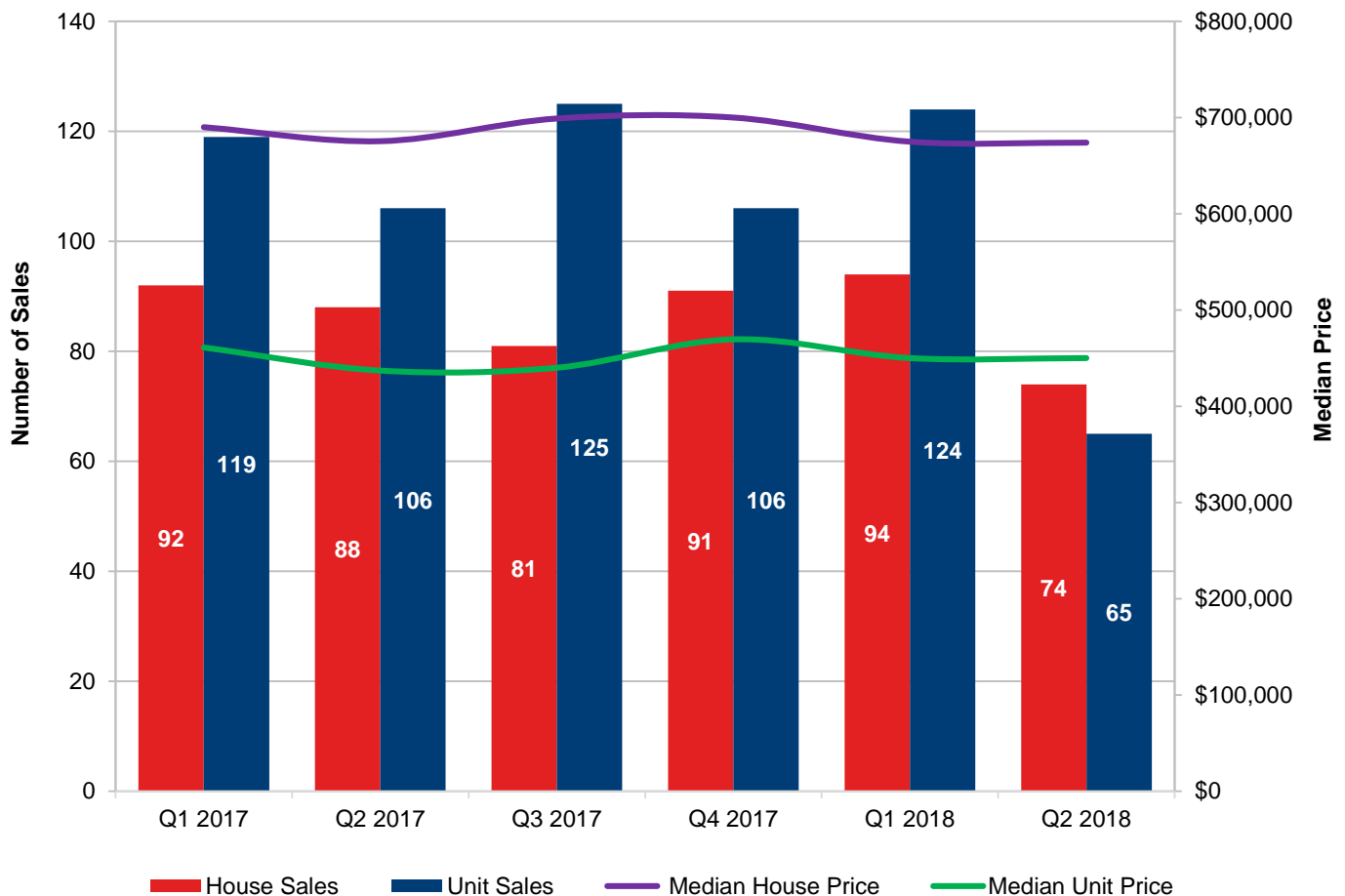
HOUSE KEY FACTS Q2 2018

Median Sale Price: \$674,000
 Annual Growth: -0.2%*
 Average Days on Market: 62
 % Change between First Listed Price and Sold Price: -3.2%

UNIT KEY FACTS Q2 2018

Median Sale Price: \$450,000
 Annual Growth: 3.0%*
 Average Days on Market: 82
 % Change between First Listed Price and Sold Price: -2.6%

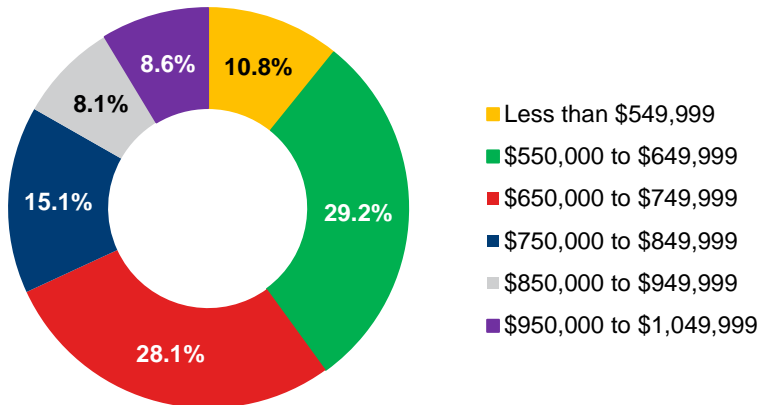
SALES AND MEDIAN PRICE**



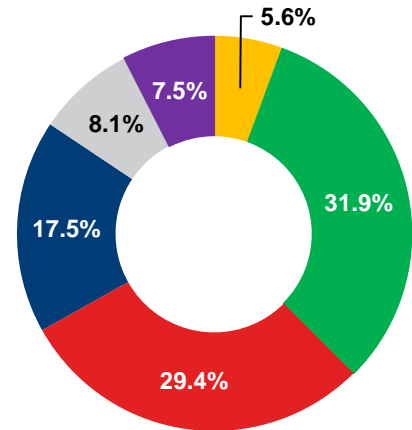
*Annual growth represents price growth for property transactions between Q2 2017 to Q2 2018 (inclusive).
 **Robina market data and key indicators encapsulates aggregate property market conditions in the following suburb: Robina.
 Source: APM Pricfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

SALES PRICE POINT COMPARATIVE ANALYSIS

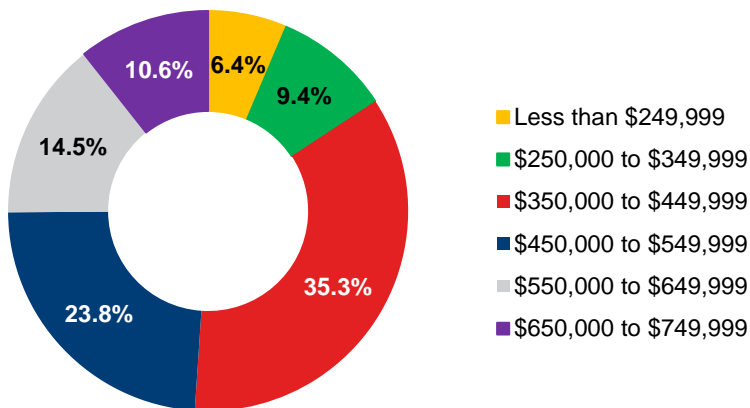
HOUSE PRICE POINT 1st HALF 2017



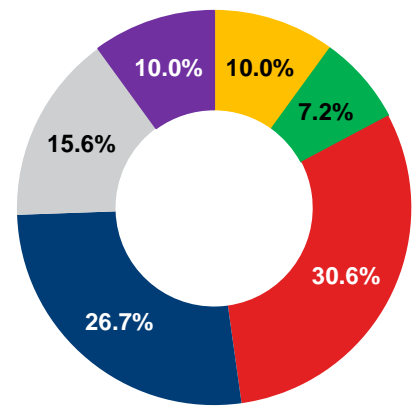
HOUSE PRICE POINT 1st HALF 2018



UNIT PRICE POINT 1st HALF 2017**



UNIT PRICE POINT 1st HALF 2018**



KEY IMPLICATIONS - HOUSE

The proportion of houses sold in the 1st half of 2018 was primarily in the \$550-\$650K segment (31.9%). This is a similar trend to last year, however at a higher market share (29.2% in the 1st half of 2017). Sales in the \$650-\$850K price bracket increased, from a total of 43.2% in the 1st half of 2017 to 46.9% in the 1st half of 2018.

This suggests that despite a slight softening in annual median price growth (of -1.5% to Q2 2018) the Robina* market is in fact shifting towards a more premium market. House sales in the \$550K and below price bracket have reduced from 10.8% to 5.6% in the 1st half of 2018. Buyers in this price bracket need to act fast to secure affordable options as this opportunity will not last long.

KEY IMPLICATIONS - UNIT

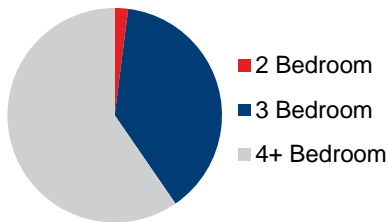
The proportion of units being sold in the 1st half of 2018 is predominantly within the \$350-\$450K price segment, which has decreased from 35.3% in the 1st half of 2017 to 30.6% in the 1st half of 2018.

Affordable options, unit sales in the \$250K and below price bracket has increased by 3.6% to 10.0% in the 1st half of 2018. This will delight investors within this budget as they have more investment options to choose from.

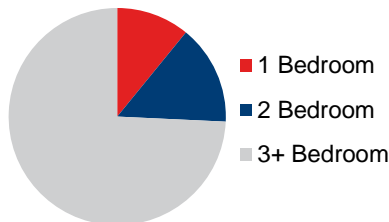
There is an increasing demand towards stock in the upper priced bracket of \$450-\$650K, which is reflective of the 3.0% capital growth between Q2 2017-Q2 2018. This is good news for sellers looking to capitalise and put their property in the market

INVESTMENT ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q2 2018

Median Rent Price: \$590 per week
 Rental Yield: 4.8%
 Average Days on Market: 23
 Bedroom Breakdown:
 2 Bed: 2%, 3 Bed: 38%, 4+ Bed: 59%

UNIT KEY FACTS Q2 2018

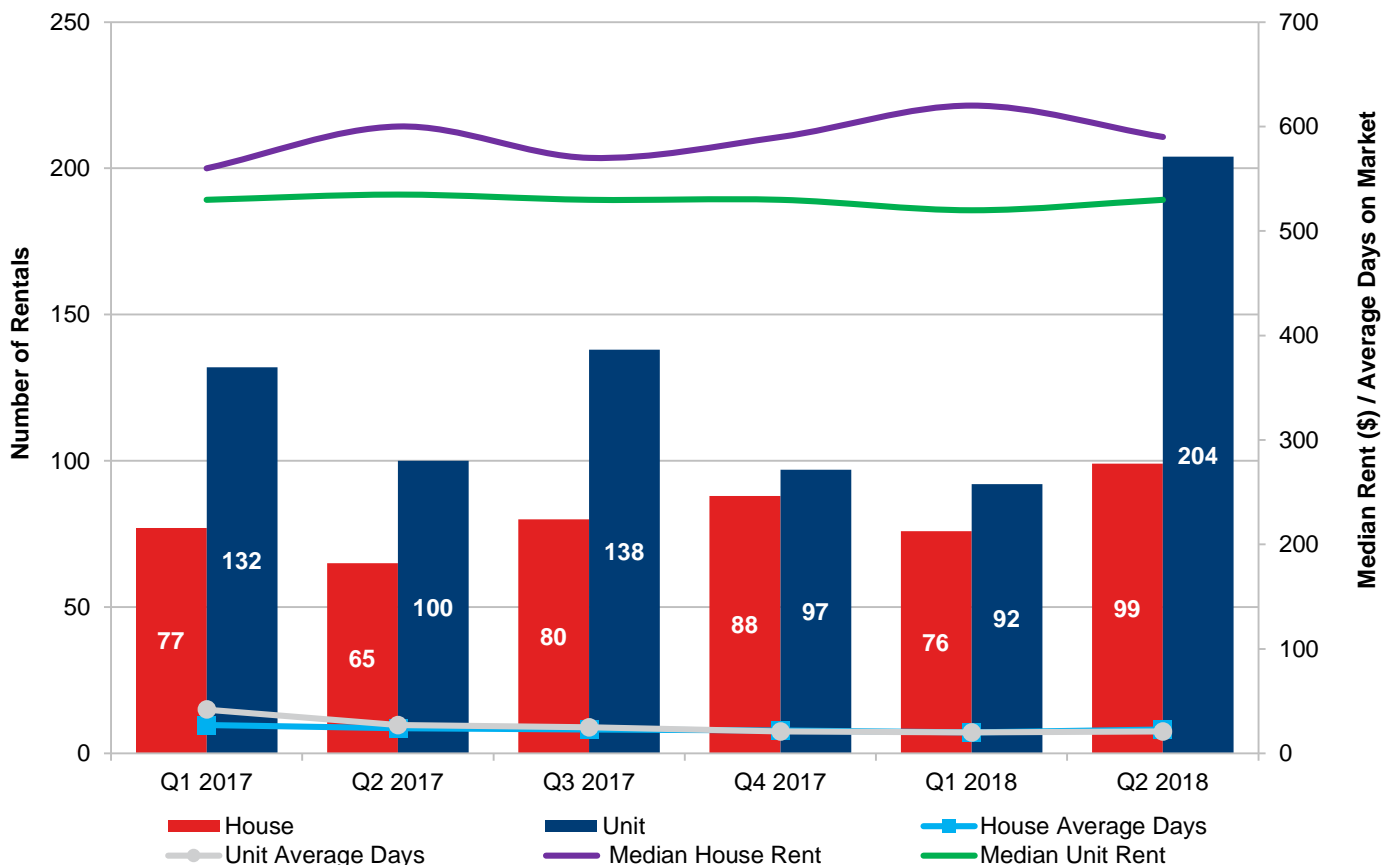
Median Rent Price: \$530 per week
 Rental Yield: 6.2%
 Average Days on Market: 21
 Bedroom Breakdown:
 1 Bed: 11%, 2 Bed: 15%, 3+ Bed: 75%

KEY COMMENTS

Interest in Robina* is recorded at an average of 427 online visits per property, higher than the Queensland's average of 368 online visits. The number of rented properties has increased significantly over the past 12 months to Q2 2018. The number of houses rented has increased by 52.3% and even more so for units - by 104.0%. The massive stock increase has resulted in a merely \$10 and \$5 decrease in weekly median price, which suggests a resilient rental market fueled by strong demand. Investors looking for a suburb to invest in the Gold Coast market should consider Robina* as a part of their portfolio.

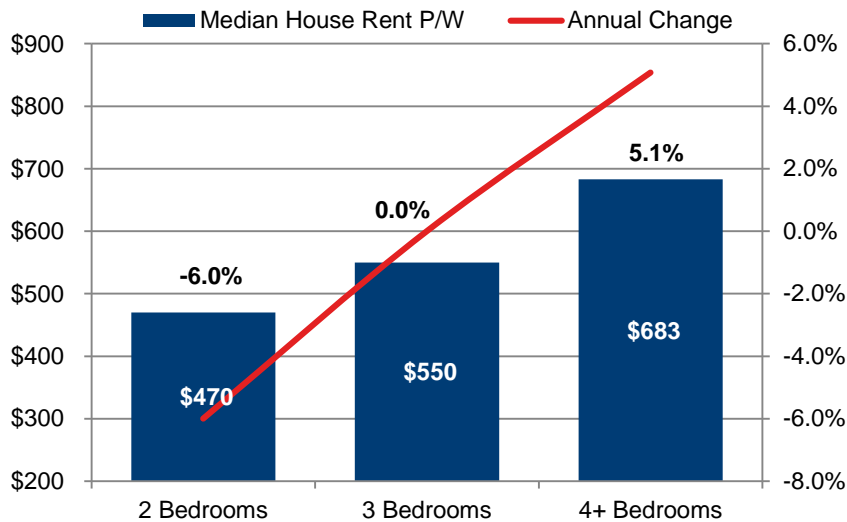


MEDIAN RENT AND AVERAGE DAYS ON MARKET*



*Disclaimer: Robina market data and key indicators encapsulates aggregate property market conditions in the following suburb: Robina.
 Source: APM Pricer, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

RENTAL PERFORMANCE 2018*



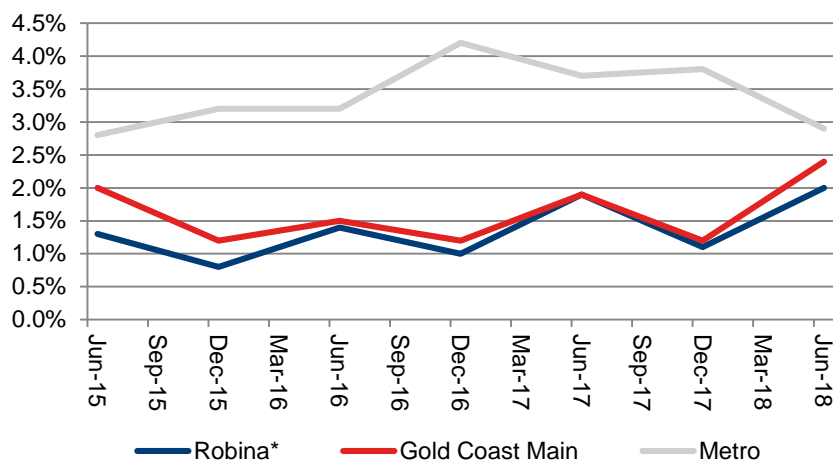
KEY COMMENTS

Strong rental yields have been recorded in Robina*, currently at 4.8% (houses) and 6.2% (units). This is higher than that of Gold Coast Main's (house: 4.3% unit: 5.5%) and Brisbane Metro's (house: 3.8% unit: 5.0%).

4+ bedroom houses provide the highest annual rental growth at 5.1%, currently at \$683 per week.

Vacancy rates in Robina have slightly increased to 2.0% in June 2018, however still below Gold Coast Main (2.4%) and Brisbane Metro (2.9%). There is a higher occupancy rate and healthier rental demand in Robina*, confirming it as an investment hotbed.

VACANCY RATES 2018



RENTAL YIELD 2018

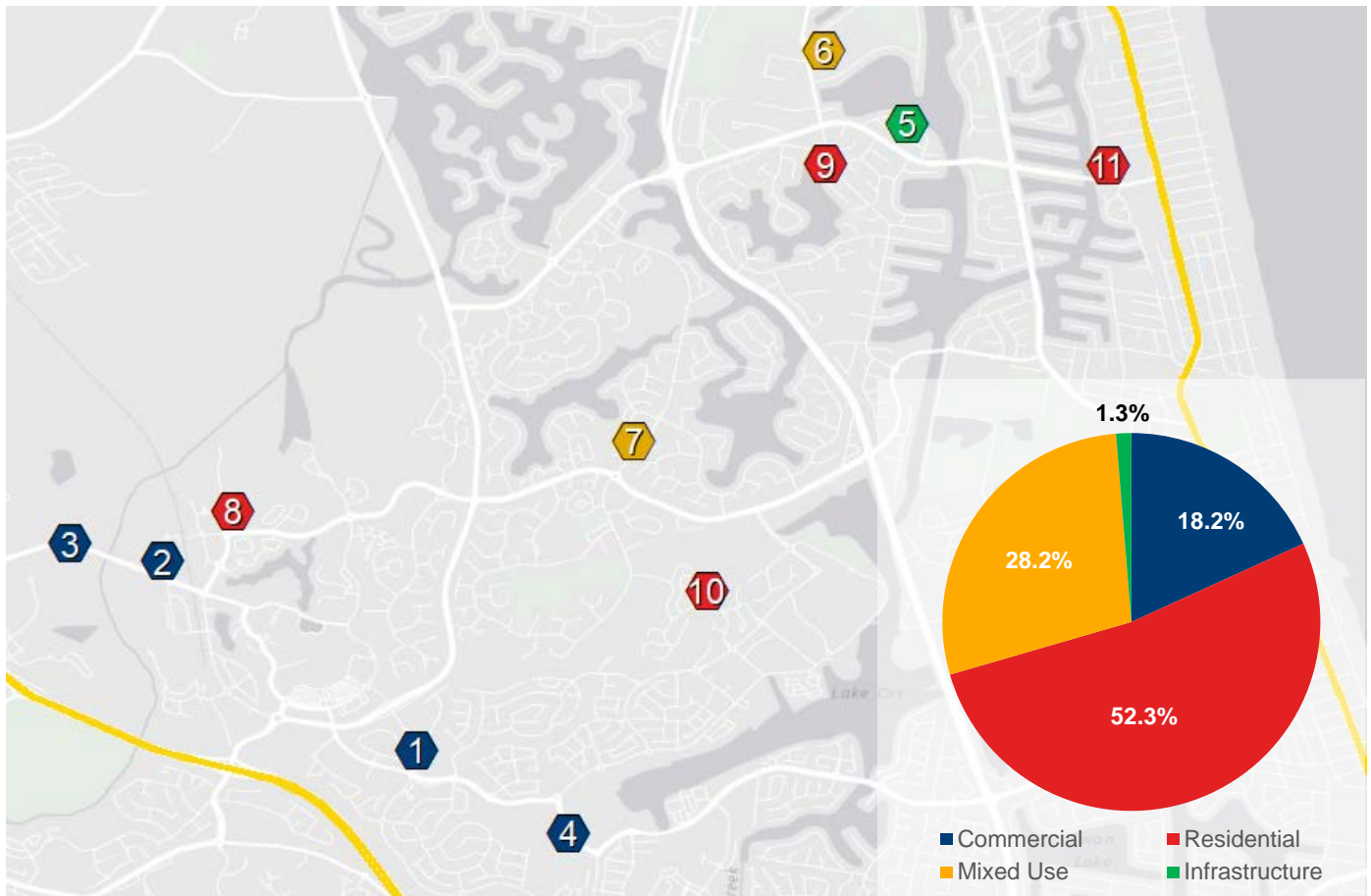
Suburb/ Postcode/ LGA	House Rental Yield	Unit Rental Yield
Robina*	4.8%	6.2%
Gold Coast Main	4.3%	5.5%
Brisbane Metro	3.8%	5.0%

KEY HOUSING DEMOGRAPHICS

	Robina	Gold Coast City LGA	Queensland
Median weekly rent	\$460	\$390	\$330
Family households	6,186	141,486	1,189,859
Single or lone person households	1,440	45,955	389,076
Worked full time	6,461	156,202	1,333,193
Worked part time	4,034	91,869	691,751
Occupied private dwellings	8,032	198,682	1,656,828
Unoccupied private dwellings	571	23,347	195,570

*Rental performance graph represents aggregate house median rent prices in the following suburb: Robina. Annual change is a comparison between 1st half 2017 and 1st half 2018 median rent figures. Rental yield and vacancy rate represents data in postcode 4226.
Source: APM Pricerfinder, SQM Research, ABS Census 2016. © Copyright PRDNationwide 2018.

PROJECT DEVELOPMENT MAP 2018*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Japara Healthcare Aged Care Facility	Commercial	\$30,000,000	05/05/2018
2	Robina Hospital	Commercial	\$8,000,000	20/08/2018
3	Robina Town Centre H&M Fitout	Commercial	\$2,500,000	08/05/2018
4	Bunnings Warehouse Conversion	Commercial	\$1,500,000	18/08/2018
5	Lake Intrepid Bikeway Job 230/C020/1	Infrastructure	\$3,100,000	18/11/2018
6	Lakeview Masterplanned Mixed Development	Mixed-Use	\$61,000,000	22/05/2018
7	Commerce Drive Mixed Use Development (15 Units)	Mixed-Use	\$4,102,000	19/11/2018
8	Vue Terrace Homes (71 Townhouses)	Residential	\$70,000,000	19/02/2018
9	The Lakes Building 6 (190 Apartments)	Residential	\$48,600,000	14/10/2018
10	Andromeda Parade Townhouses (4 Townhouses)	Residential	\$1,200,000	15/12/2018
11	Avanti Street Units (3 Units)	Residential	\$900,000	15/08/2018

*Disclaimer: Project development map showcases a sample of upcoming projects only, due to accuracy of addresses provided by the data provider for geocoding purposes.

**Projects refers to the top developments within the suburb of Robina.

***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.

Source: Cordell Database, ESRI ArcGIS, Gold Coast City 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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