



**Tannum Sands**  
**Property Factsheet**  
**2<sup>nd</sup> Half 2018**





## MARKET CONDITIONS

Tannum Sands\* recorded a median house price of \$302,000 and \$152,000 for units in the 2<sup>nd</sup> Half of 2018\*\*. This represents an annual (2<sup>nd</sup> Half 2017- 2<sup>nd</sup> Half 2018) price softening of -1.0% (house) and a strengthening of 13.0% (units) respectively. Units in Tannum Sands\* have become a scarcity, with an absence of stock in the market. Houses have become more affordable in Tannum Sands\*, providing great opportunities to first home buyers.

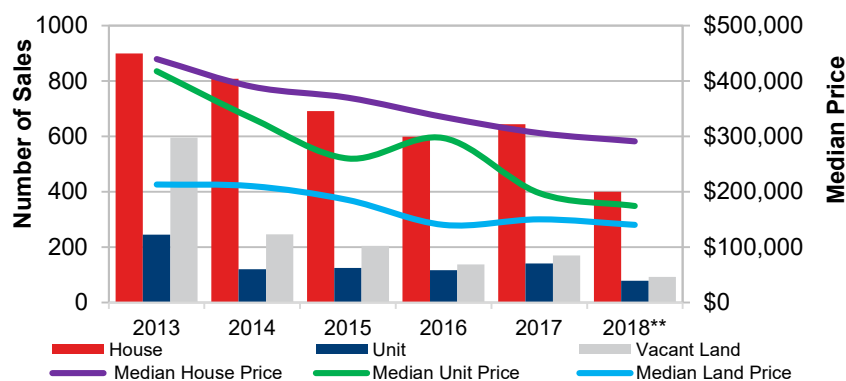
Annual (2017-2018) median price have also softened in the Gladstone City Council Local Government Area (LGA), by -5.0% to \$291,000 for houses and by -12.0% to \$174,000 for units. When compared to the LGA, Tannum Sands\* offers more affordable entry prices, with lower capital growth . This suggests that investing in Tannum Sands\* is a long-term strategy.

Average vendor discounting for houses have remained stable over the past 12 months to 2018 at -8.5%. Average vendor discount for units have widened, from -3.6% in 2017 to -8.9% in 2018. This suggests there is room for final sale price negotiation between sellers and buyers.

Median rental prices have strengthened over the past 12 months to 2<sup>nd</sup> Half 2018 in Tannum Sands\*, by 12.0% to \$280 per week for houses and 21.0% to \$175 per week for units. Investors are assured of quick rental uptake in this high-demand market as vacancy rates have declined over the past 12 months.

Market recovery in Tannum Sands\* is still at the beginning of its journey. Planned future development such as large infrastructure spending in the pipeline for 2018 onwards will further stimulate the market for 2019 onwards. Now is the time to take advantage of this affordable market.

## GLADSTONE COUNCIL LGA GROWTH



## OVERVIEW

Tannum Sands\* is a coastal town and locality in the central east coast of Queensland. According to ABS Census 2016 31.4% of private dwellings were rented, a significant increase compared to the 9.2% reported in 2011. Further, the number of private dwellings grew by 12.8% during this time. This signals there is improved conditions for investment.

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

## FUTURE DEVELOPMENTS\*\*\*

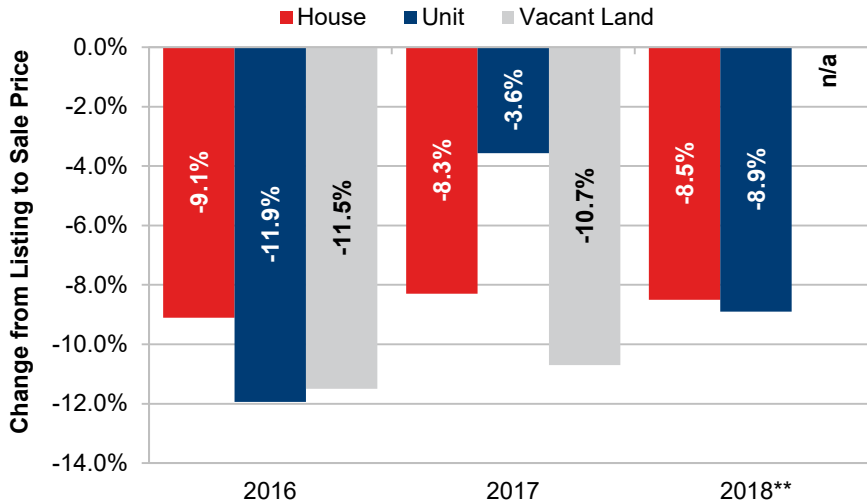
Tannum Sands\* is set to invest approx. \$36.1M of future developments between 2016 and 2018. There is a focus on improving infrastructure (\$19.6M or 54.3%), particularly in the 2<sup>nd</sup> half of 2018. This is followed by commercial projects (\$8.5M or 23.6%) and Mixed-Use projects (\$8.0M or 22.1%). This future development strategy is key to Tannum Sands\* as it will stimulate commercial activity and increase local jobs, which leads to sustainable economic growth.

One of the main infrastructure projects in the 2<sup>nd</sup> half 2018 include the Bruce Highway Roadworks (\$19.0M), which will improve connectivity to major business hubs. This will make Tannum Sands\* a more attractive place for people to live, a positive for the property market.

A major mixed-use development planned for Tannum Sands\* is the Jacaranda Drive Residential & Hotel Development (\$8.0M), which will add 120 units and 38 townhouses to the market. This will assist in satisfying any potential increase in demand, due to the 2.5% growth in local population over the past 5 years.

\*Tannum Sands market data and key indicators encapsulates aggregate property market conditions in Tannum Sands, Boyne Island, and Turkey Beach.  
\*\*2<sup>nd</sup> half 2018 sales include transactions between 01/07/2018-30/09/2018. 2<sup>nd</sup> half 2018 median unit price is reflective of 1<sup>st</sup> half 2018 price, due to absence of sales.  
\*\*\*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 Pricefinder, realestate.com.au. © Copyright PRDnationwide 2018.

## AVERAGE VENDOR DISCOUNT\*



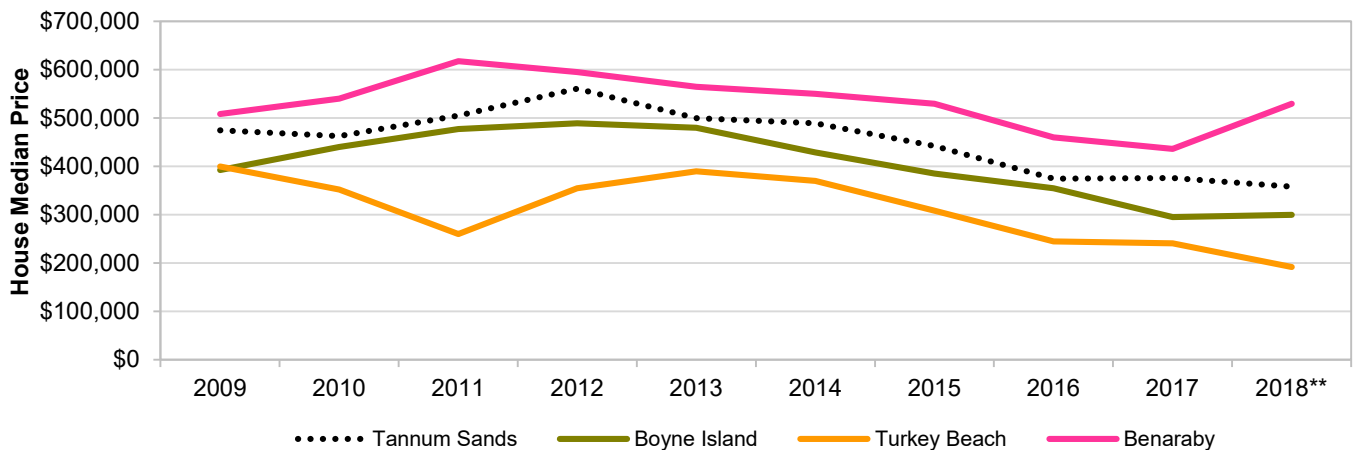
### AVERAGE VENDOR DISCOUNT

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.

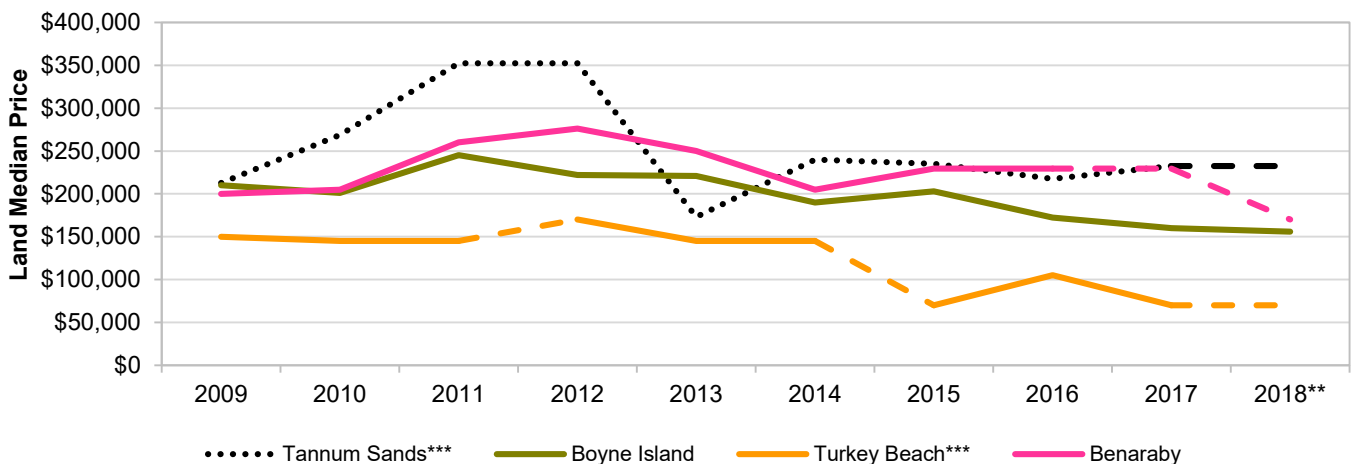
### MARKET COMPARISON GRAPH

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 Tannum Sands. The main suburb is highlighted through a dotted black line graph.

## HOUSE MARKET COMPARISON



## VACANT LAND MARKET COMPARISON



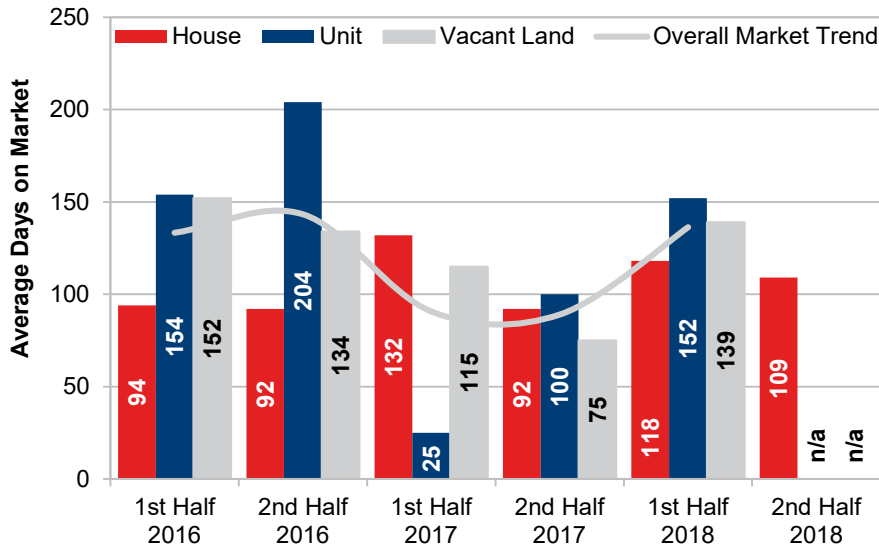
\*Tannum Sands market data and key indicators encapsulates aggregate property market conditions in Tannum Sands, Boyne Island, and Turkey Beach. 2<sup>nd</sup> half 2018 sales include transactions between 01/07/2018-30/09/2018

\*\*Disclaimer: 2018 data is representative of sales up to and inclusive of 30<sup>th</sup> September 2018, or end of Q3 2018.

\*\*\*Tannum Sands and Turkey Beach 2018 median vacant land prices are based on 2017 prices, due to absence of sales.

Source: APM Pricefinder. © Copyright PRDnationwide 2018.

## AVERAGE DAYS ON MARKET\*\*



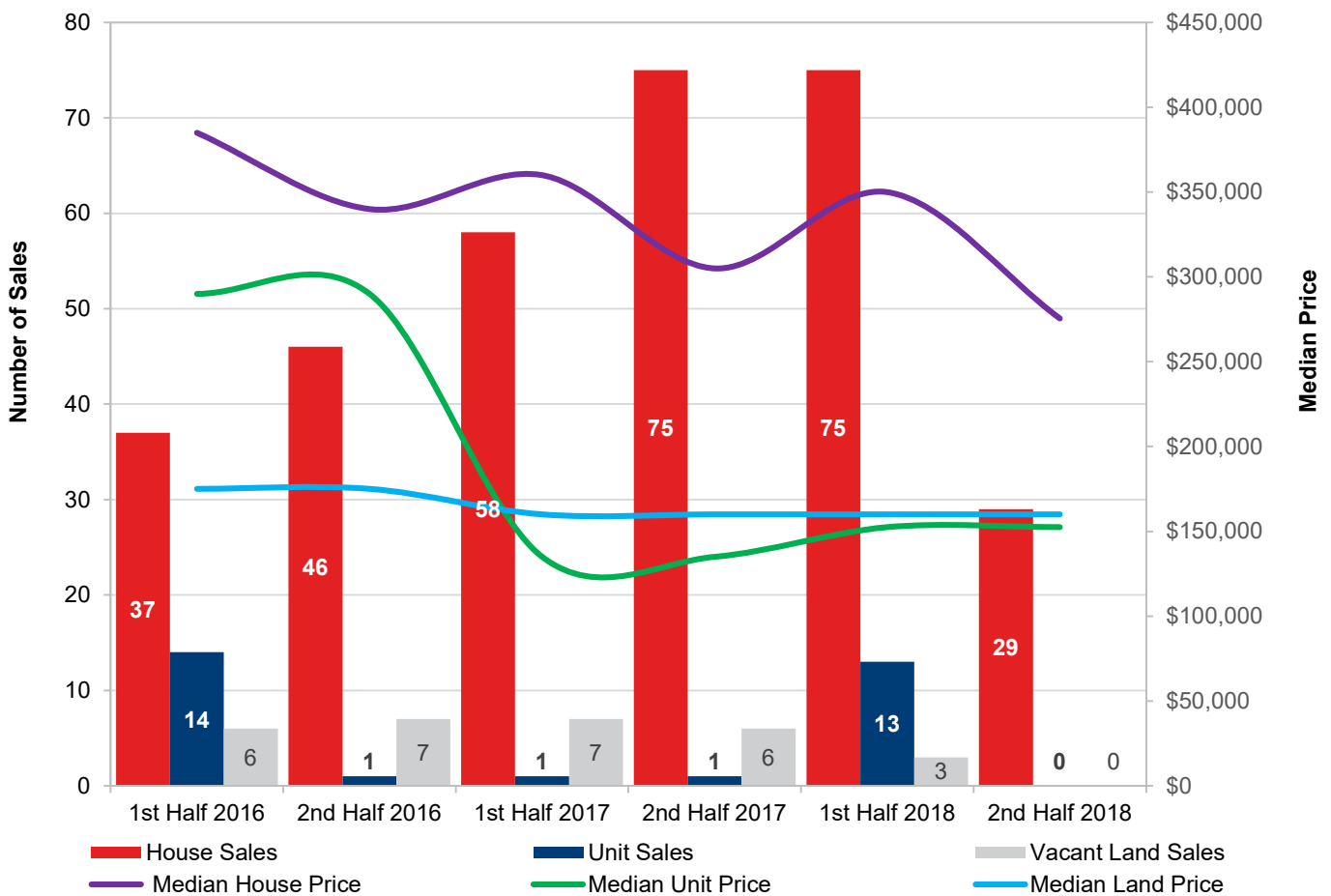
### HOUSE FACTS 2<sup>nd</sup> Half 2018

Median Sale Price: \$302,000  
 Annual Growth: -1.0%\*  
 Average Days on Market: 109  
 % Change between First Listed Price and Sold Price: -8.5%

### UNIT FACTS 2<sup>nd</sup> Half 2018\*\*

Median Sale Price: \$152,000  
 Annual Growth: 13.0%\*  
 Average Days on Market: N/A  
 % Change between First Listed Price and Sold Price: -8.9%

## SALES AND MEDIAN PRICE\*\*



\*Annual growth represents price growth for property transactions between 2<sup>nd</sup> half 2017 to 2<sup>nd</sup> Half 2018 (inclusive). 2<sup>nd</sup> half 2018 sales include transactions between 01/07/2018-30/09/2018

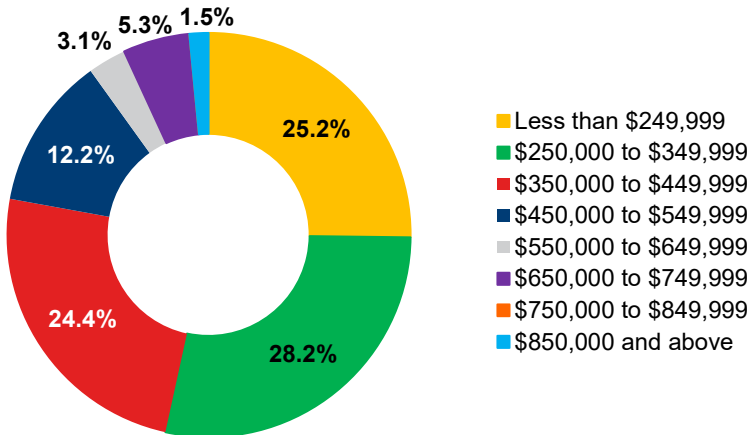
\*\*Tannum Sands market data and key indicators encapsulates aggregate property market conditions in Tannum Sands, Boyne Island, and Turkey Beach. 2<sup>nd</sup> half 2018 median unit price is based on 1<sup>st</sup> half 2018 median unit price due to absence of sales.

Source: APM Pricerfinder, realestate.com.au, SQM Research. © Copyright PRDNationwide 2018.

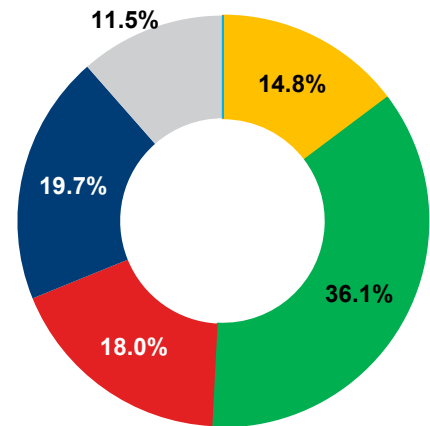


## SALES PRICE POINT COMPARATIVE ANALYSIS

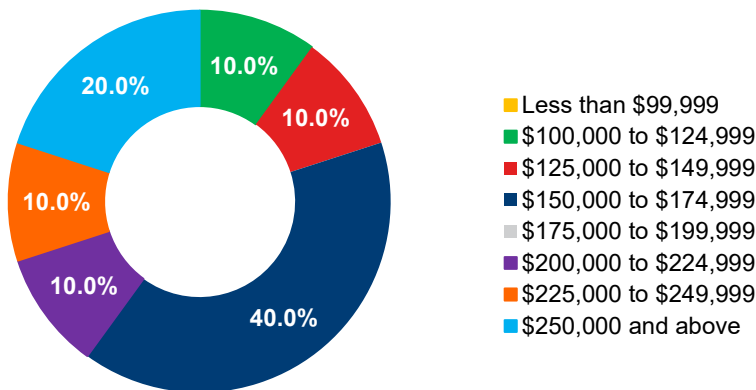
### HOUSE PRICE POINT 2017



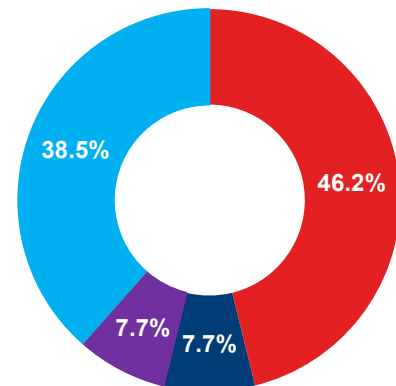
### HOUSE PRICE POINT 2018



### UNIT PRICE POINT 2017



### UNIT PRICE POINT 2018



#### KEY IMPLICATIONS - HOUSE

The highest proportion of houses sold in Tannum Sands\* in 2018 have remained within the \$250-\$350K bracket, with an increase in sales from 28.2% in 2017 to 36.1%. The second most dominant was within the \$450-\$550K bracket, with an increase from 12.2% in 2017 to 19.7% in 2018. Despite a softening of -1.0% over the past 12 months to the 2nd Half of 2018, there is a strengthening in the mid-price point market.

Price bracket less than \$250K have declined in activity, from 25.2% in 2017 to 14.8% in 2018. This indicates that extremely affordable options are becoming limited for first home buyers, thus now is the time to act.

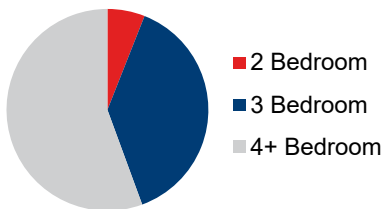
#### KEY IMPLICATIONS - UNIT

The Tannum Sands unit market have experienced very interesting trends over the past 12 months, with several price brackets being the main focus of activity levels in 2018. 46.2% of sales in 2018 were in the low-end market, of \$125K-150K price bracket, which has significantly increased from 10.0% in 2017.

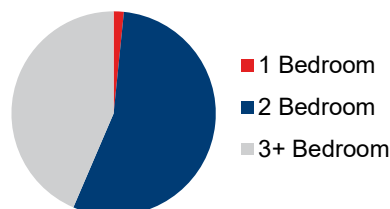
The high-end price bracket of \$250K and above have significantly increased as well, bounding from 20.0% in 2017 to 38.5% in 2018. The current Tannum Sands\* unit market favors both first home buyers and current owners, with both extremes of the market being the dominant price brackets.

## INVESTMENT ANALYSIS

### HOUSE



### UNIT



### HOUSE FACTS 2<sup>nd</sup> Half 2018

Median Rent Price: \$280 per week  
 Rental Yield: 3.5%  
 Average Days on Market: 24  
 Bedroom Breakdown:  
 2 Bed: 6%, 3 Bed: 38%, 4+ Bed: 56%

### UNIT FACTS 2<sup>nd</sup> Half 2018

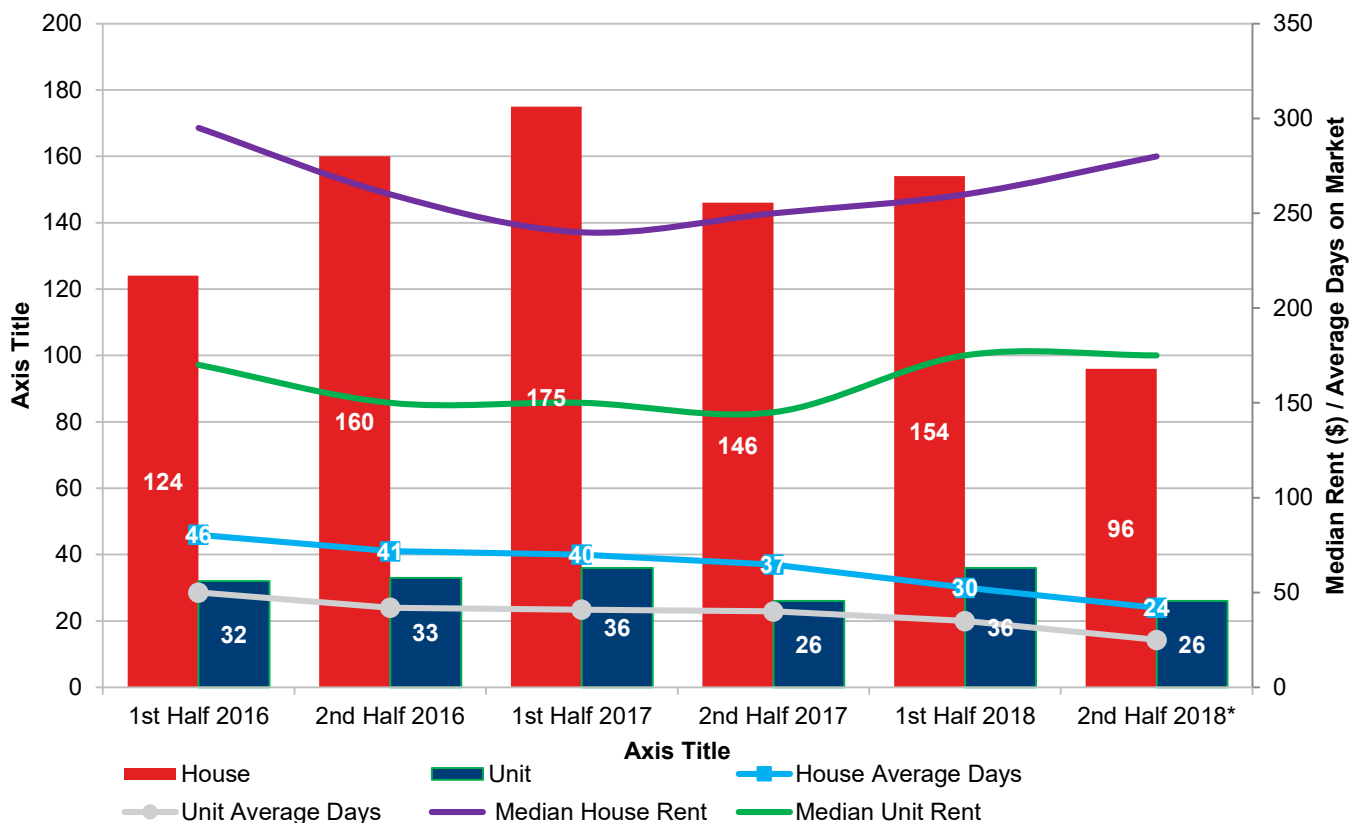
Median Rent Price: \$175 per week  
 Rental Yield: 4.8%  
 Average Days on Market: 25  
 Bedroom Breakdown:  
 1 Bed: 2%, 2 Bed: 55%, 3+ Bed: 43%

### KEY COMMENTS

The number of houses rented in Tannum Sands\* have declined over the past 12 months to 2<sup>nd</sup> 2018, by -34.0%. Meanwhile the number of units rented have remained stable. During this time frame median rent prices increased by 12.0% for houses and 21.0% for units. This suggests that there is a need for more rental properties in Tannum Sands\*. Furthermore both houses and units have low average days on the market (24 and 25 days respectively), which suggests that rental properties are in high demand and can be occupied relatively quickly. Now is the time for investors to enter the market.

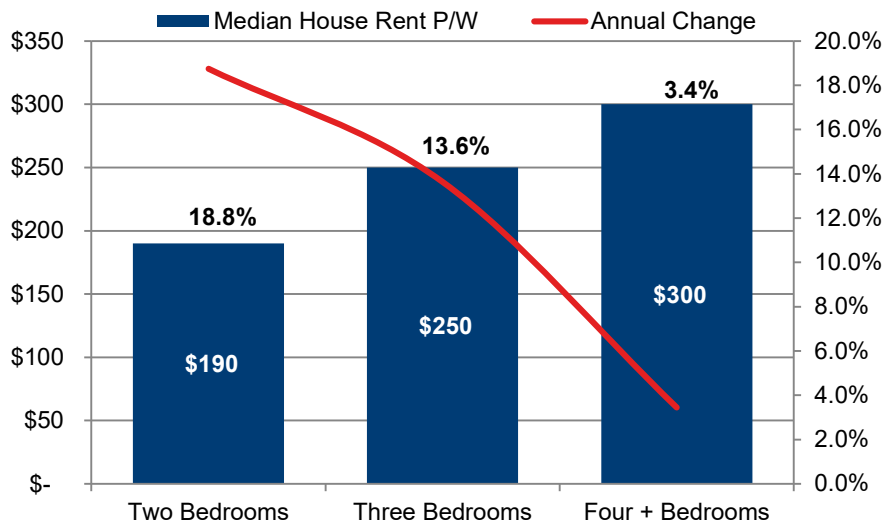


## MEDIAN RENT AND AVERAGE DAYS ON MARKET\*



\*Disclaimer: Tannum Sands market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Tannum Sands, Boyne Island, and Turkey Beach.  
 \*\*2<sup>nd</sup> Half 2018 data is inclusive of rental data up to 30<sup>th</sup> September 2018.  
 Source: APM Pricefinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

## RENTAL PERFORMANCE 2018\*



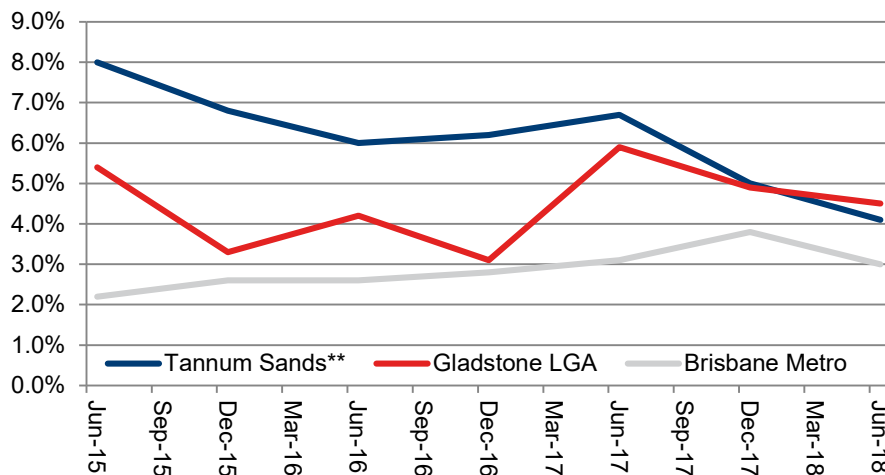
### KEY COMMENTS

Rental yield in Tannum Sands\* was recorded at 3.5% (house) and 4.8% (units) in June 2018. These are similar to that of Gladstone Region LGA for houses (3.5%) and above for units (3.3%). This makes Tannum Sands\* an ideal location for investment.

2 bedroom houses delivered the highest annual rental growth, at 18.8%.

Vacancy rates in Tannum Sands\* was recorded at 4.1% in June 2018, lower than Gladstone Regional LGA (4.5%). Furthermore there has been a declining trend over the past 12 months. This confirms that there is a healthier rental demand in Tannum Sands\*.

## VACANCY RATES 2018



## RENTAL YIELD 2018

Suburb/ Postcode/ LGA	House Rental Yield	Unit Rental Yield
Tannum Sands (4680)	3.5%	4.8%
Turkey Beach (4678)	3.3%	N/A
Gladstone Regional Council	3.5%	3.3%
Brisbane Metro	3.8%	5.0%

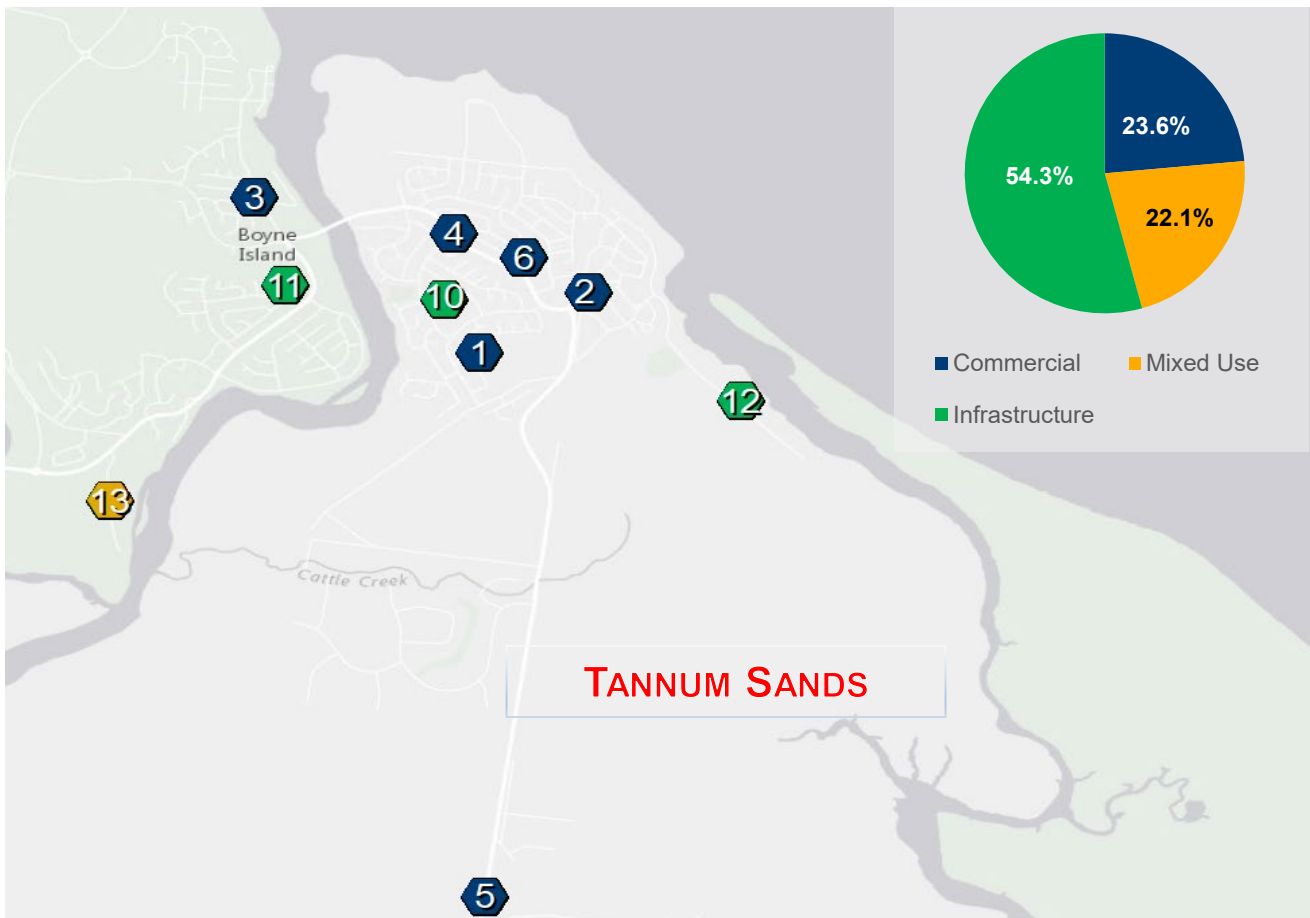
## KEY HOUSING DEMOGRAPHICS

	Tannum Sands	Gladstone LGA	Queensland
Median weekly rent	\$280	\$250	\$330
Family households	1,396	15,882	1,189,859
Single or lone person households	319	4,836	389,076
Worked full time	1,563	17,743	1,333,193
Worked part time	667	7,776	691,751
Occupied private dwellings	1,745	21,369	1,656,828
Unoccupied private dwellings	337	5,087	195,570

\*Rental performance graph represents aggregate house median rent prices in the following suburbs: Tannum Sands, Boyne Island, and Turkey Beach. Annual change is a comparison between 2017 and 2018 median rent figures.

Source: APM Pricerfinder, SQM Research, ABS Census 2016. © Copyright PRDnationwide 2018.

## PROJECT DEVELOPMENT MAP 2016- 2<sup>nd</sup> Half 2018



Location	Project	Type	Estimated Value**	Commence Date**
1	Dunn Street Commercial Development	Commercial	\$3,000,000	31/10/2016
2	Coles Express Tannum Sands	Commercial	\$2,600,000	24/08/2016
3	Bits Medical Centre	Commercial	\$1,100,000	14/05/2018
4	Coles Supermarket Tannum Sands Refurbishment	Commercial	\$500,000	15/03/2016
5	Tannum Sands Telecommunications Facility	Commercial	\$450,000	27/07/2016
6	Dominos Pizza Tannum Sands	Commercial	\$300,000	24/07/2018
Not Mapped	Gentle Annie Road Telecommunications Facility	Commercial	\$300,000	27/04/2018
Not Mapped	Gladstone Monto Road Telecommunications Facility	Commercial	\$300,000	27/02/2018
Various Locations/ Not Mapped	Bruce Highway Roadworks	Infrastructure	\$19,006,000	10/09/2018
10	Tannum Sands State School	Infrastructure	\$250,000	24/09/2018
11	Pittsbay Crescent Street Lighting	Infrastructure	\$200,000	08/06/2018
12	Wild Cattle Creek	Infrastructure	\$171,000	05/06/2017
13	Jacaranda Drive Residential & Hotel Development Precincts 1-7 (120 Units, 38 Townhouses)	Mixed-Use	\$8,000,000	15/01/2016

\*Project development map and data is based on projects located in the following suburbs: Tannum Sands, Boyne Island, Turkey Beach. Map locations are approximate only based on suitable data for geo-coding and ArcGIS mapping.

\*\*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, PRDnationwide does not hold any liability to the exact date in which each project commences.

Source: Cordell Database, ESRI ArcGIS, Department of Infrastructure, Local Government and Planning, Gladstone Regional 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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