



Peregian Springs
Property Factsheet
2nd Half 2018





MARKET CONDITIONS

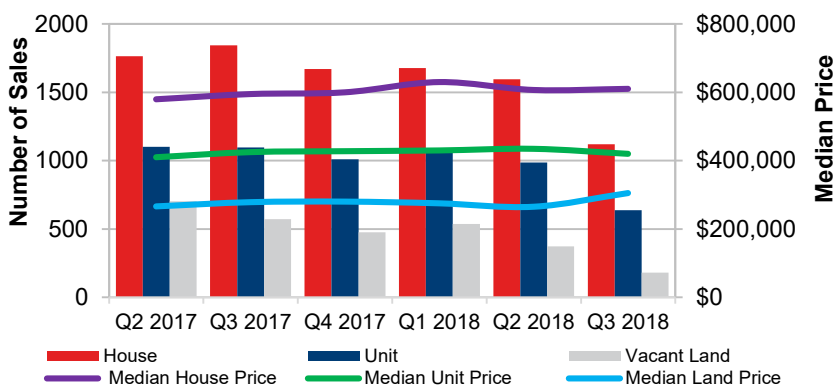
The Peregian Springs* house market strengthened by 1.6% over the past 12 months (Q3 2017 – Q3 2018), recording a median house price of \$640,000 in Q3 2018. The unit market strengthened significantly, by 18.2%, recording a median unit price of \$520,000 in Q3 2018.

The Sunshine Coast Regional Local Government Area (LGA) recorded median prices of \$610,000 for houses and \$420,000 for units, signifying annual (Q3 2017- Q3 2018) price growth of 2.3% and -1.8% respectively. Compared to the LGA, houses and units in the Peregian Springs* market reflect premium median sale prices. Units in Peregian Springs* in particular offers higher capital growth potential. This provides great investment opportunities for buyers who are looking for a sea-change.

Average vendor discounting continues to favour sellers in Peregian Springs*, with the average vendor discount for houses tightening from -4.4% in Q3 2017 to -2.0% in Q3 2018. The unit market displayed similar patterns, with the average vendor discount also tightening, from -4.3% in Q3 2017 to -3.6% in Q3 2018. This suggests buyers are increasingly more willing to offer closer to first list asking prices. Now is the ideal time for sellers to capitalize on this high demand market, and price properties accordingly to achieve a quicker sale.

Median rental prices for house have increased over the past 12 months to Q3 2018, by 2.0% to \$500 per week. Median unit prices have also strengthened, by 2.2% to \$460 per week. Astute investors need to take advantage of these strengthening rental prices and enter the market, particularly as average days on market for both property types are low, indicating quicker returns.

SUNSHINE COAST REGIONAL GROWTH



OVERVIEW

Peregian Springs is a suburb located approx. 21kms north from the heart of the Sunshine Coast. Homes in the suburb include independent living units, serviced apartments, and retirement village; which are part of the master planned community. According to ABS Census 2016 37.8% of occupied private dwellings in Peregian Springs were rented, higher than the Queensland average of 34.2%. This signals a healthier rental market, which is good news for investors.

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

FUTURE DEVELOPMENTS**

Peregian Springs and its surrounding suburbs* are set to see approx. \$57.0M of new projects commencing in the 2nd half of 2018. Residential developments account for 50.5% of total estimated value. This is followed by commercial (43.0% or \$24.5M), and infrastructure (6.5% or \$3.7M) projects.

Focusing on residential projects is key to Peregian Springs, as according to ABS Census 2016 its population grew by 78.9% over the past 5 years. In total Peregian Springs plans to add 66 units, 5 townhouses and 30 beach houses into the market in the 2nd half of 2018.

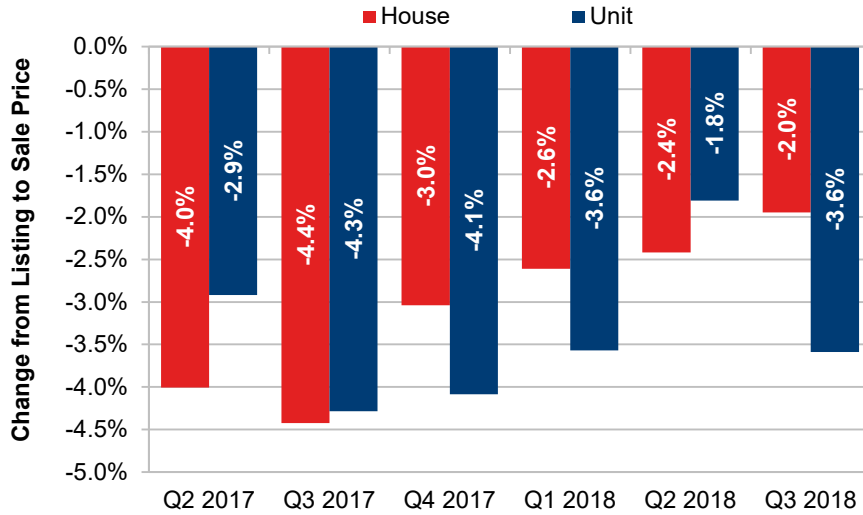
The most significant project scheduled to commence in the 2nd half of 2018 is the Peregian Beach Mixed Use Development (\$20.0M). This project will add 32 Units and 30 Beach houses to the market. Other residential projects planned include: David Low Way Units – Illoura (\$7.5M, 34 units) and Coolum Terrace Townhouses (\$1.3M, 5 townhouses).

*Peregian Springs market data and key indicators encapsulates aggregate property market conditions in the suburb of Peregian Springs.

**Projects refers to the top developments within the postcode of 4573. 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



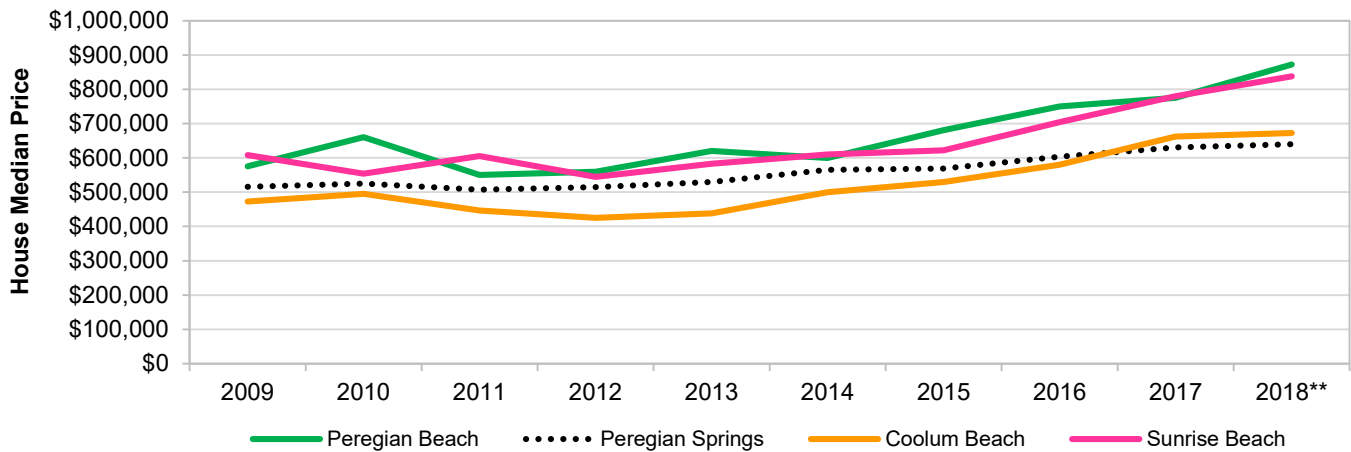
AVERAGE VENDOR DISCOUNT

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.

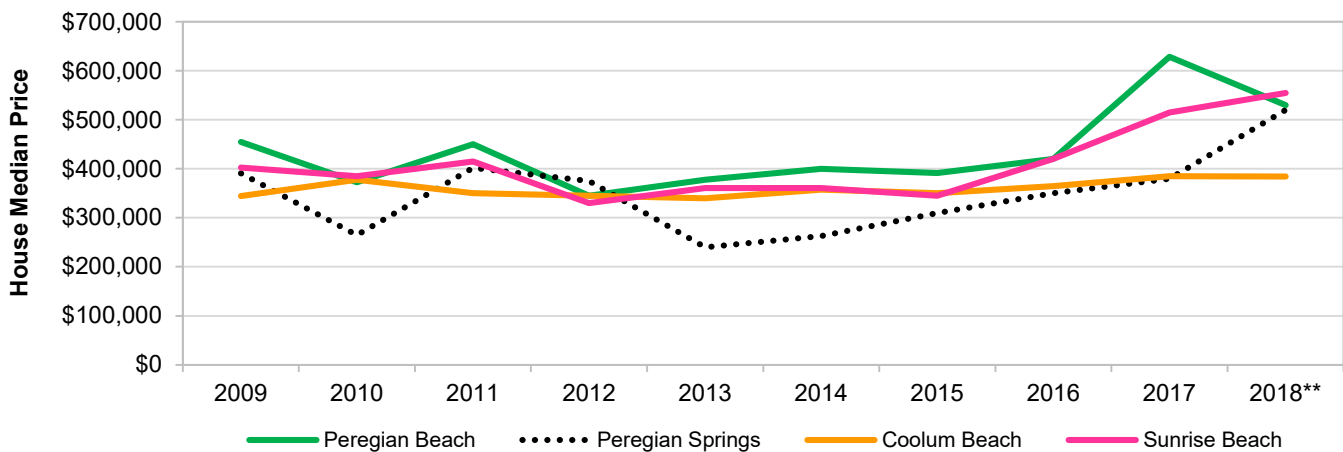
MARKET COMPARISON GRAPH

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 Peregian Springs. The main suburb is highlighted through a dotted black line graph.

HOUSE MARKET COMPARISON

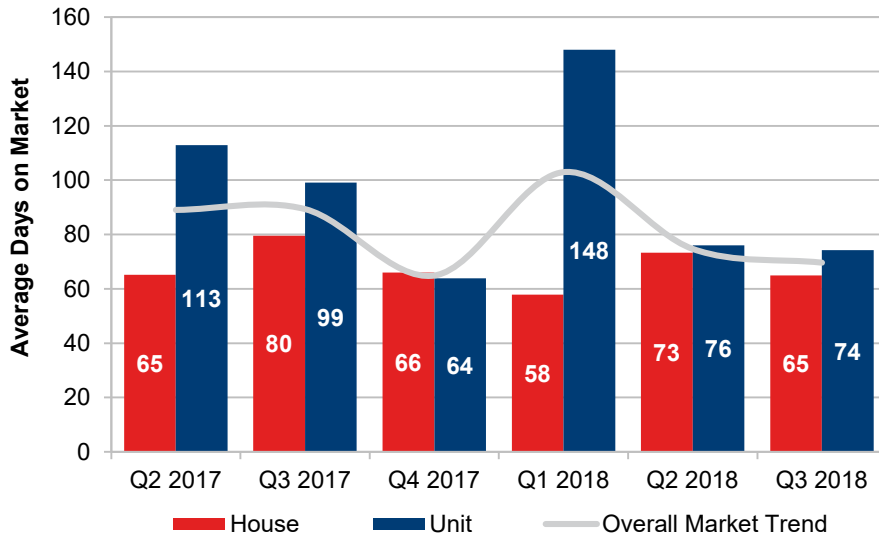


UNIT MARKET COMPARISON



*Peregian Springs market data and key indicators encapsulates aggregate property market conditions in the following suburbs: Peregian Springs.
 **2018 data is representative of sales up to and inclusive of 30th September 2018, or end of Q3 2018.
 Source: APM Pricefinder. © Copyright PRDNationwide 2018.

AVERAGE DAYS ON MARKET**



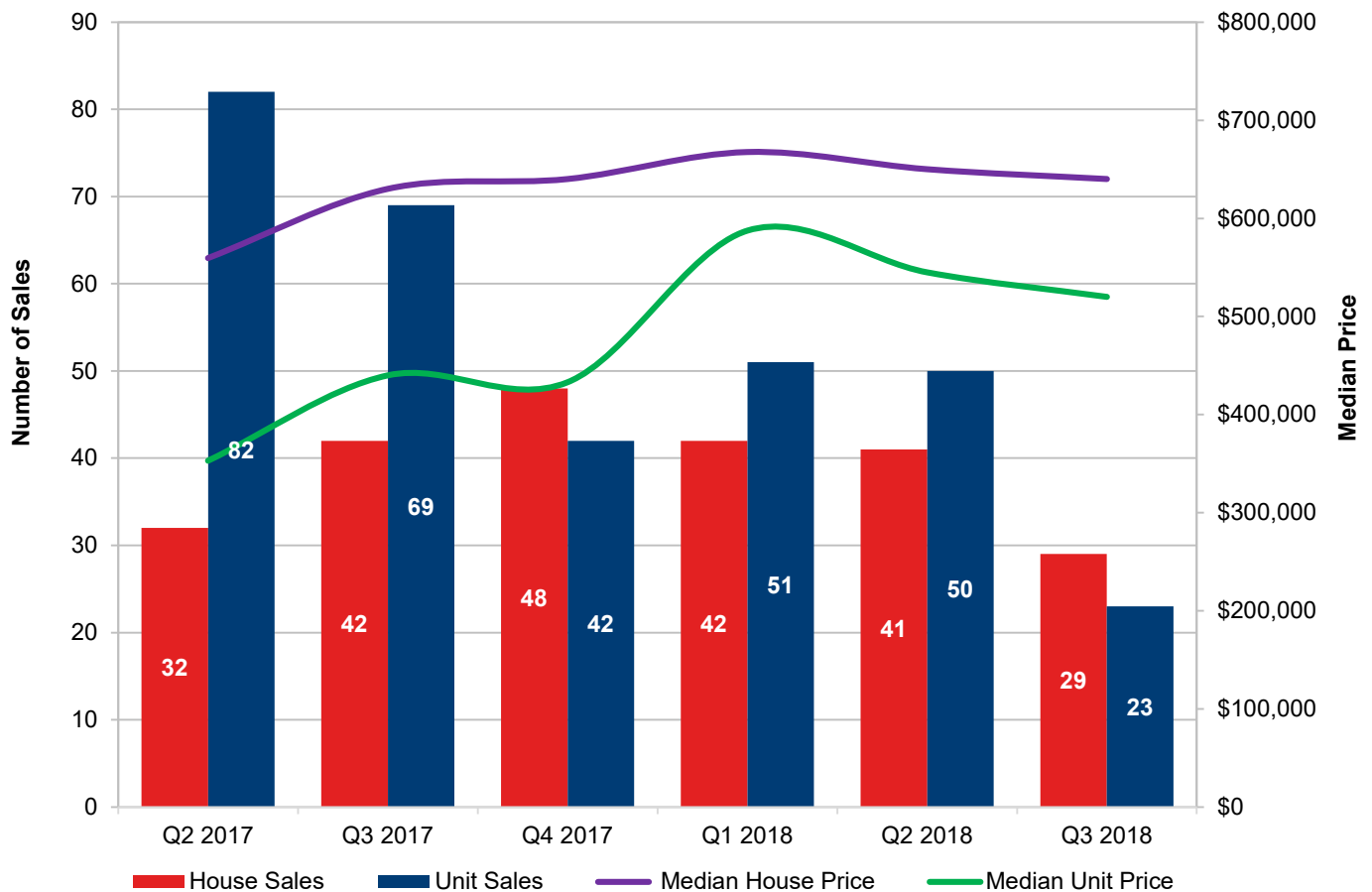
HOUSE KEY FACTS Q3 2018

Median Sale Price: \$640,000
 Annual Growth: 1.6%*
 Average Days on Market: 65
 % Change between First Listed Price and Sold Price: -2.0%

UNIT KEY FACTS Q3 2018

Median Sale Price: \$520,000
 Annual Growth: 18.2%*
 Average Days on Market: 74
 % Change between First Listed Price and Sold Price: -3.6%

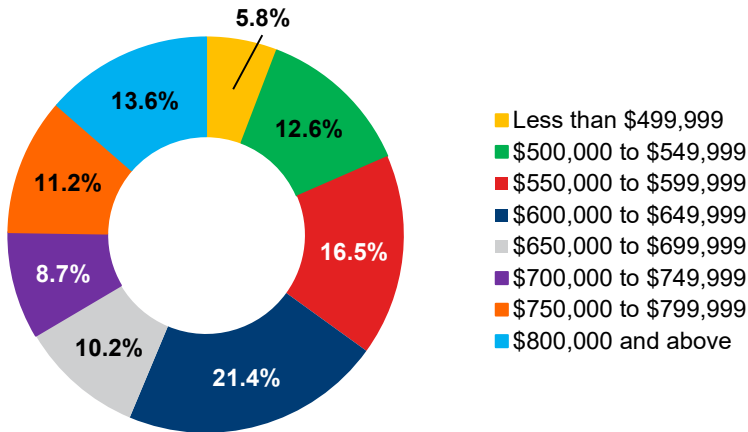
SALES AND MEDIAN PRICE**



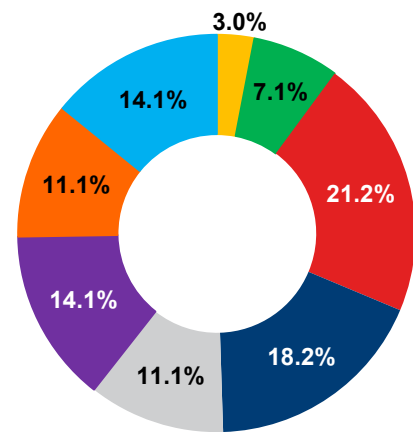
*Annual growth represents price growth for property transactions between Q3 2017 to Q3 2018 (inclusive).
 **Peregian Springs market data and key indicators encapsulates aggregate property market conditions in the suburb of Peregian Springs.
 Source: APM Pricerfinder, realestate.com.au, SQM Research. © Copyright PRDnationwide 2018.

SALES PRICE POINT COMPARATIVE ANALYSIS*

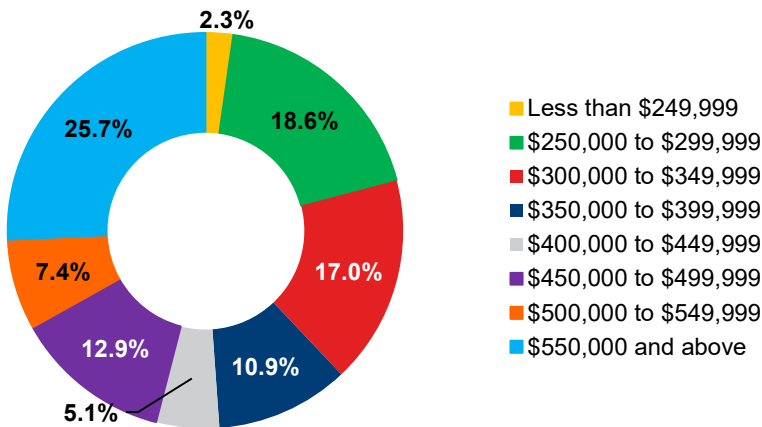
HOUSE PRICE POINT 2017



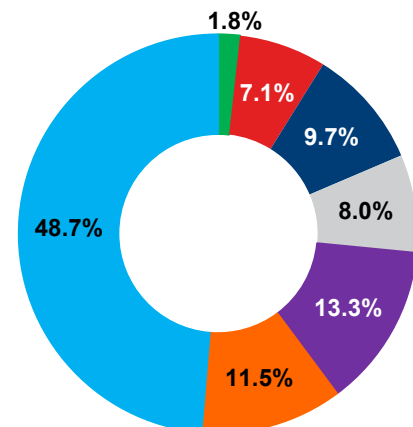
HOUSE PRICE POINT 2018



UNIT PRICE POINT 2017



UNIT PRICE POINT 2018



KEY IMPLICATIONS - HOUSE

The highest proportion of houses sold in 2018 is in the \$550K- \$600K bracket, at 21.2%. This represents a shift in the Peregian Springs* house market, as in 2017 the most dominant price bracket was \$600-\$650K, at 21.5%. This is interesting as despite the reported 1.6% growth in median house price between Q3 2017-Q3 2018, there is a slight shift towards more affordable options.

That said there is higher interest in the premium market, as the \$800K+ price bracket increased in sales activity from 13.6% in 2017 to 14.1% in 2018. Peregian Springs* has a house to suit every budget, however those looking for affordable options below \$500K need to act fast as there is now only 3.0% share in the market.

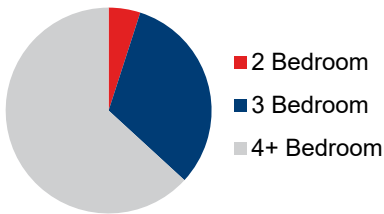
KEY IMPLICATIONS - UNIT

The proportion of units being sold in 2018 is substantially in the \$550K and above price segment (48.7%), which had a significant increase from 2017 (25.7%). This suggests that there is almost 50% interest towards the top range market. The next price range of \$500 - \$550K have also increased in sales activity, from 7.4% in 2017 to 11.5% in 2018. This indicates a definite shift towards a more premium unit market in Peregian Springs*.

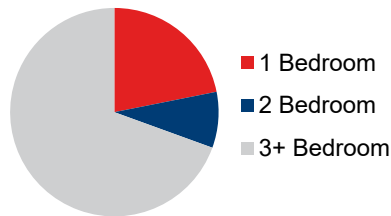
Price segment of less than \$50K has vanished, and units priced between \$250 - \$300K have had a dramatic decrease in sales activity from 18.6% in 2017 to 1.8% in 2018. This is in line with the reported 18.2% growth in median unit price between Q3 2017 – Q3 2018.

INVESTMENT ANALYSIS

HOUSE



UNIT



HOUSE KEY FACTS Q3 2018

Median Rent Price: \$500 per week
 Rental Yield: 3.8%
 Average Days on Market: 16
 Bedroom Breakdown:
 2 Bed: 5%, 3 Bed: 32%, 4+ Bed: 63%

UNIT KEY FACTS Q3 2018

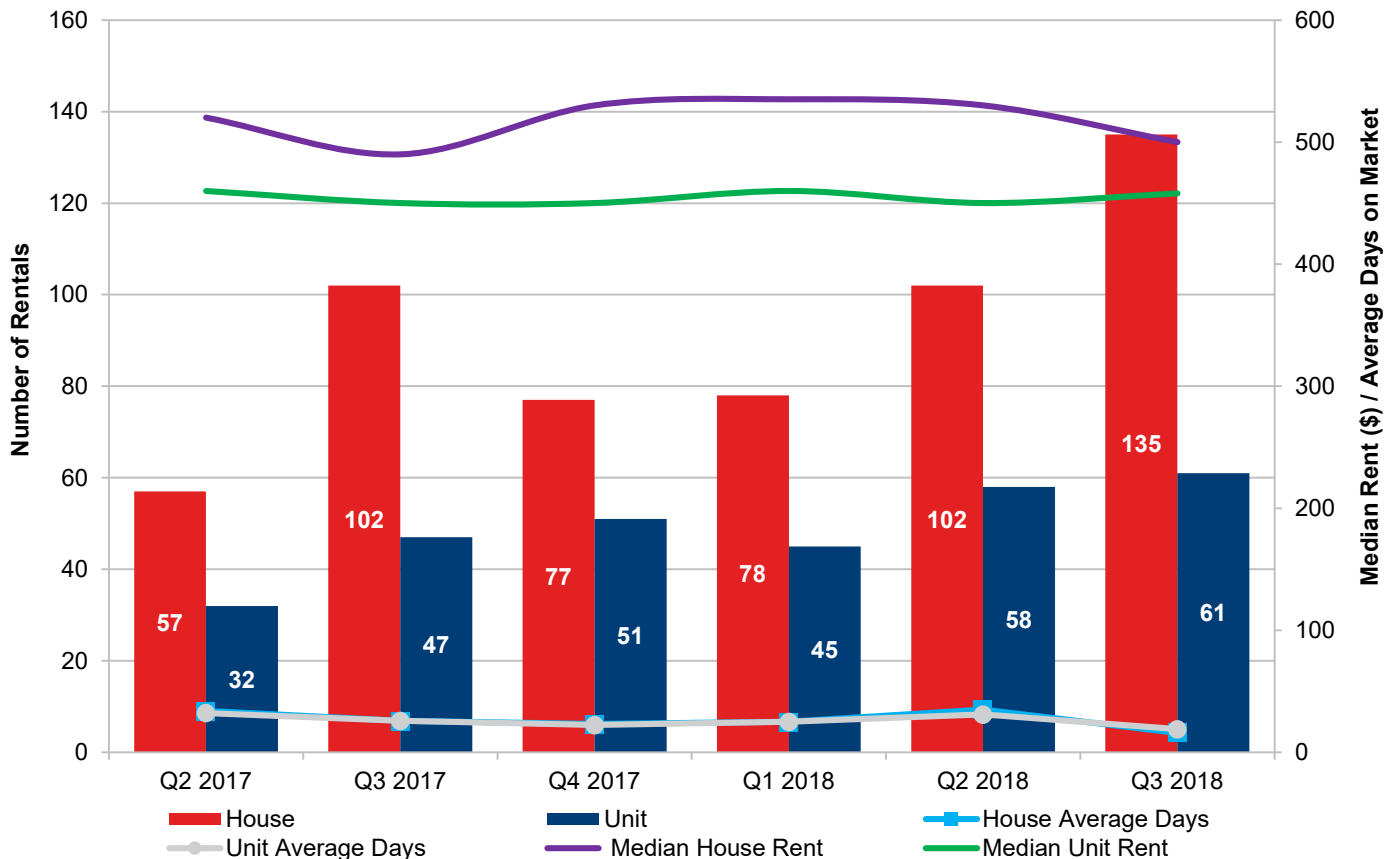
Median Rent Price: \$460 per week
 Rental Yield: 4.5%
 Average Days on Market: 19
 Bedroom Breakdown:
 1 Bed: 22%, 2 Bed: 9%, 3+ Bed: 69%

KEY COMMENTS

Over the past 12 months to Q3 2018, there has been strong rental demand in Peregrin Springs*. The number of houses rented increased by 32.4% and yet median house rental price increased by 2.0%. The number of units rented also increased during this time, by 29.8%. Median unit rental price also increased, by 2.2%. This signifies a real increase in demand for both property types and investment value for investors. Average days on market are significantly low at 16 days for houses and 19 days for units, ensuring quicker returns. Investors need to act fast and benefit from strong rental growth in the Peregrin Springs* market.

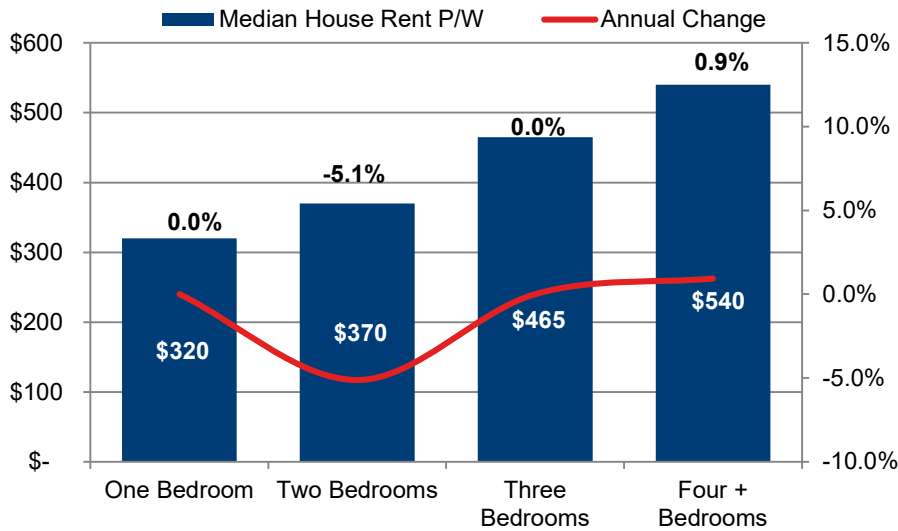


MEDIAN RENT AND AVERAGE DAYS ON MARKET*



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

RENTAL PERFORMANCE 2018*



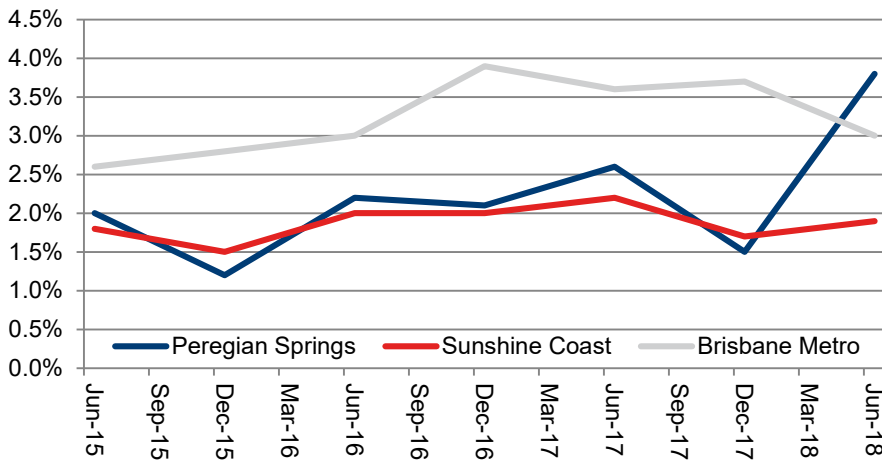
KEY COMMENTS

4+ bedroom house provide the highest annual rental growth, at 0.9% to a current median price of \$540 per week.

Rental yields in Peregian Springs* was recorded at 3.8% for house and 4.5% for units in June 2018. This is on par with Sunshine Coast LGA and Brisbane Metro, making Peregian Springs* an ideal place for investment.

It is important to be mindful that there is fluctuating occupancy levels, due to the new supply of residential housing in Peregian Springs*. This is reflected in the increasing vacancy rates trend in the area. Now is the time for landlords to secure long-term tenants.

VACANCY RATES 2018



RENTAL YIELD 2018

Suburb/ Postcode/ LGA	House Rental Yield	Unit Rental Yield
Peregian Springs	3.8%	4.5%
Sunshine Coast LGA	4.0%	5.0%
Brisbane Metro	3.8%	5.0%

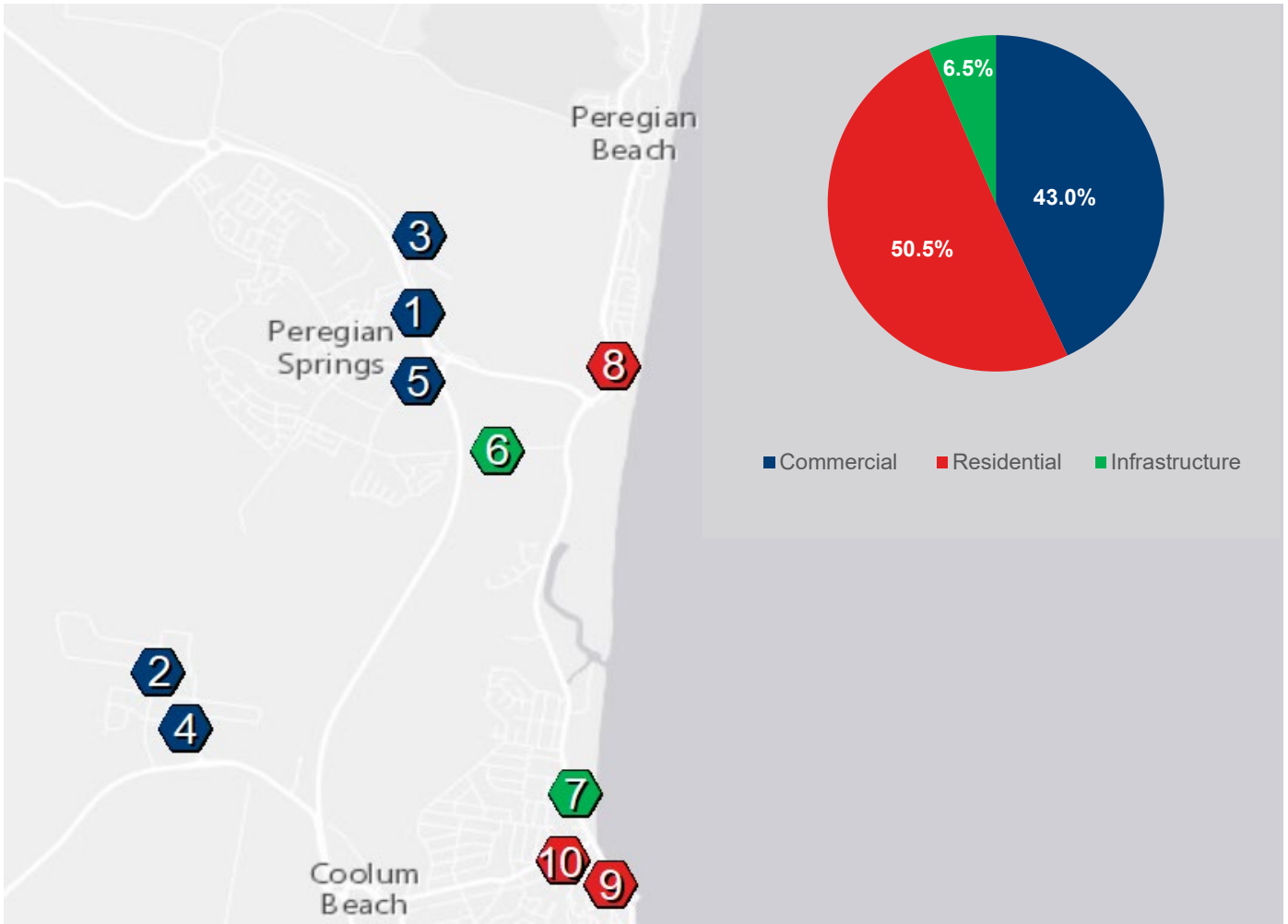
KEY HOUSING DEMOGRAPHICS

	Peregian Springs	Sunshine Coast	Queensland
Median weekly rent	\$480	\$370	\$330
Family households	1,885	78,641	71.3%
Single or lone person households	265	25,485	23.5%
Worked full time	1,654	73,284	57.7%
Worked part time	1,057	49,661	29.9%
Occupied private dwellings	2,193	108,604	89.4%
Unoccupied private dwellings	248	13,560	10.6%

*Rental performance graph represents aggregate house median rent prices in the suburb of Peregian Springs. Annual change is a comparison between Q1-Q3 2017 and Q1-Q3 2018 median rent figures.

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

PROJECT DEVELOPMENT MAP 2nd HALF 2018*



Location	Project Title*	Type	Estimated Value**	Commence Date***
1	St Andrews Anglican College Aquatic Centre	Commercial	\$12,000,000	10/12/2018
2	Quanda Road Showrooms- 3 Storey	Commercial	\$8,000,000	03/12/2018
3	California Boulevard Shopping Centre	Commercial	\$2,500,000	18/12/2018
4	Focal Avenue Warehouse Units	Commercial	\$1,800,000	05/09/2018
5	Coles Peregian Springs	Commercial	\$250,000	08/10/2018
6	Coolum State High School Learning Centre- 2 Storey	Infrastructure	\$3,500,000	18/12/2018
7	Coolum Beach Holiday Park	Infrastructure	\$233,000	17/09/2018
8	Peregian Beach Mixed Development Stages 2 & 3- (32 Units/ 30 Beach Houses)	Residential	\$20,000,000	03/11/2018
9	David Low Way Units – Illoura- 4 Storey (34 Units)	Residential	\$7,500,000	13/08/2018
10	Coolum Terrace Townhouses- 2 Storey (5 Townhouses)	Residential	\$1,300,000	13/10/2018

*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 postcode of 4573.

***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. © 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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