



ROBINA MARKET UPDATE 2nd Half 2019



OVERVIEW

In Q2 2019, Robina* recorded a median house price of \$640,000 (62 sales), and a median unit price of \$427,000 (45 sales). This represents annual (Q2 2018 – Q2 2019) median price softening of -5.0% for houses and -5.1% for units. During this time both house and unit sales slowed, by -16.2% and -30.8% respectively. The Robina* property market has become more affordable, which presents an ideal time for first home buyers and investors to enter the market.

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

MARKET CONDITIONS

SALES MEDIAN PRICE Q2 2019



SALES AVERAGE DAYS ON MARKET Q2 2019



RENTAL MEDIAN PRICE Q2 2019

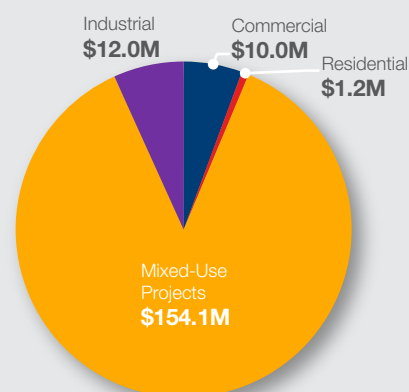


RENTAL AVERAGE DAYS ON MARKET Q2 2019



FUTURE DEVELOPMENTS

Robina* is set to see approximately **\$177.3M worth of new projects commencing in the 2nd half of 2019.**



A focus on mixed-use projects is a key strategy for Robina*. This allows for new stock to be added to the market, offering innovative design. At the same time this will stimulate commercial activity in the area, which will have a positive spill-over impact on the real estate market.

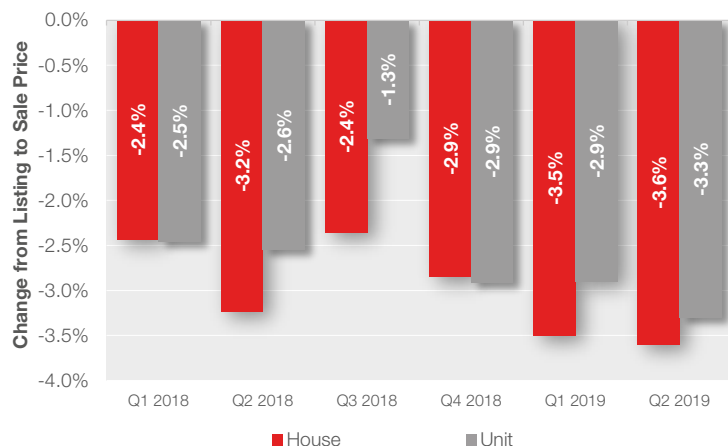
A key mixed-use project is the Robina Transit Mixed Use Development (\$150.0M). This project will add 2500 dwellings, open space and golf areas. A total of 2500 dwellings, 15 units and 4 townhouses will be added to the Robina* market in the 2nd half of 2019. This assists in catering to the current population growth in Robina*, which was 12.6% over 5 years to 2016.



*Robina market data and key indicators encapsulates aggregate property market conditions within the suburb of 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, Cordell Connect database, Australian Bureau of Statistics.
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AVERAGE VENDOR DISCOUNT*

Average vendor discount reflects the average percentage difference between the first list price and final sold price. A lower percentage difference (closer to 0.0%) suggests that buyers are willing to purchase close to the first asking price of a property.



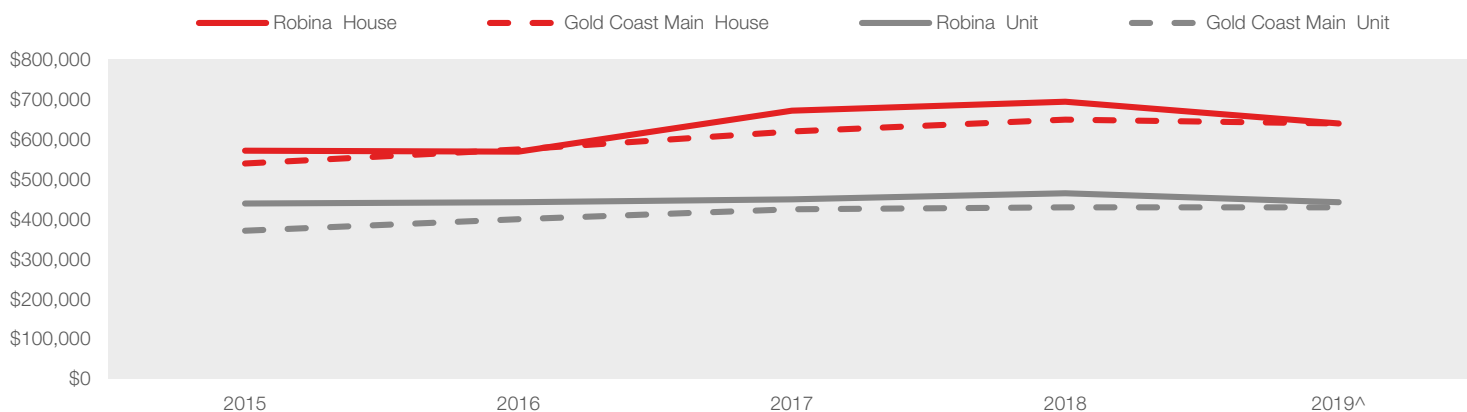
KEY COMMENTS

Average vendor discount between Q2 2018 and Q2 2019 has widened for both houses and units, to -3.6% and -3.3%. The housing market conditions in Robina* have shifted to favour buyers, where sellers are willing to negotiate below their initial listing price. This provides a perfect opportunity for first home buyers to enter the market and take advantage of current affordable market conditions.

Robina* has historically remained a more premium market compared to Gold Coast Local Government Area (LGA). This said, 2019^ has seen Robina* becoming a more affordable market, with median prices now on-par with the LGA.

The dominant proportion of houses sold in Robina* across the 1st half of 2019 were priced in the lowest bracket of less than \$599K (31.3%). Similar to the housing market, most units sold (30.8%) were also in the lower price bracket, of less than \$399K. There is room for premium stock in Robina* however it is limited to niche product offerings.

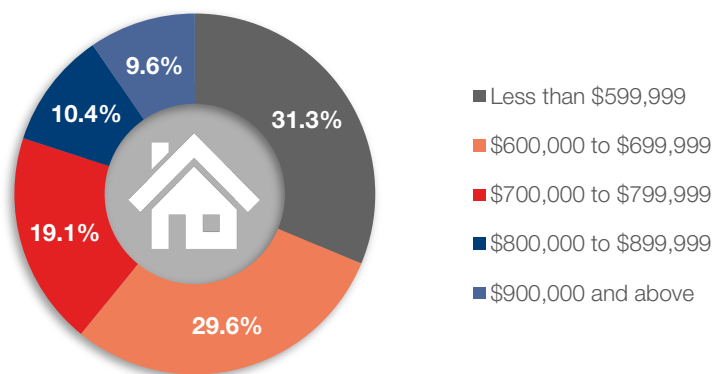
MARKET COMPARISON



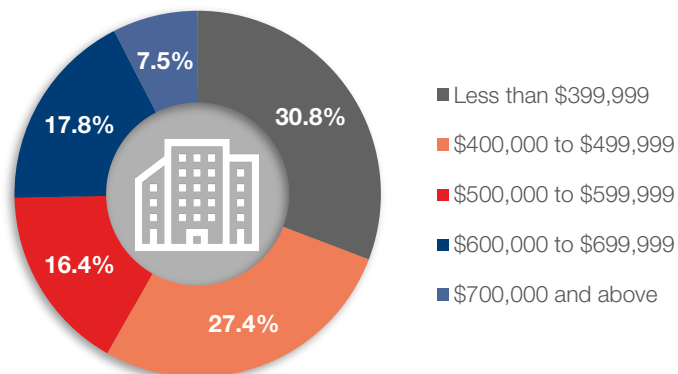
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled are chosen based on their proximity to the main suburb analysed, which is Robina.

PRICE BREAKDOWN 1ST HALF 2019

HOUSES SOLD



UNITS SOLD

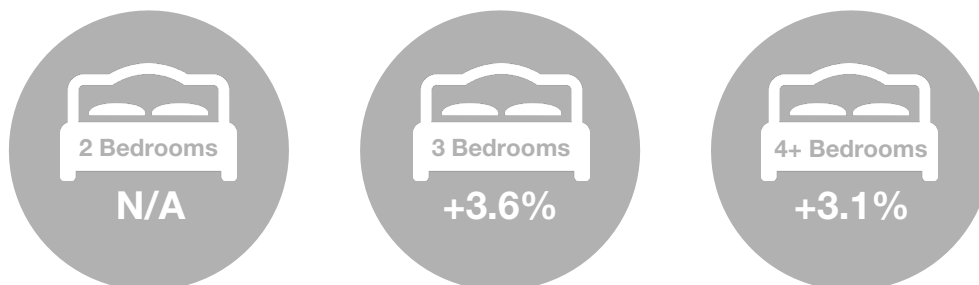


RENTAL GROWTH 2019*

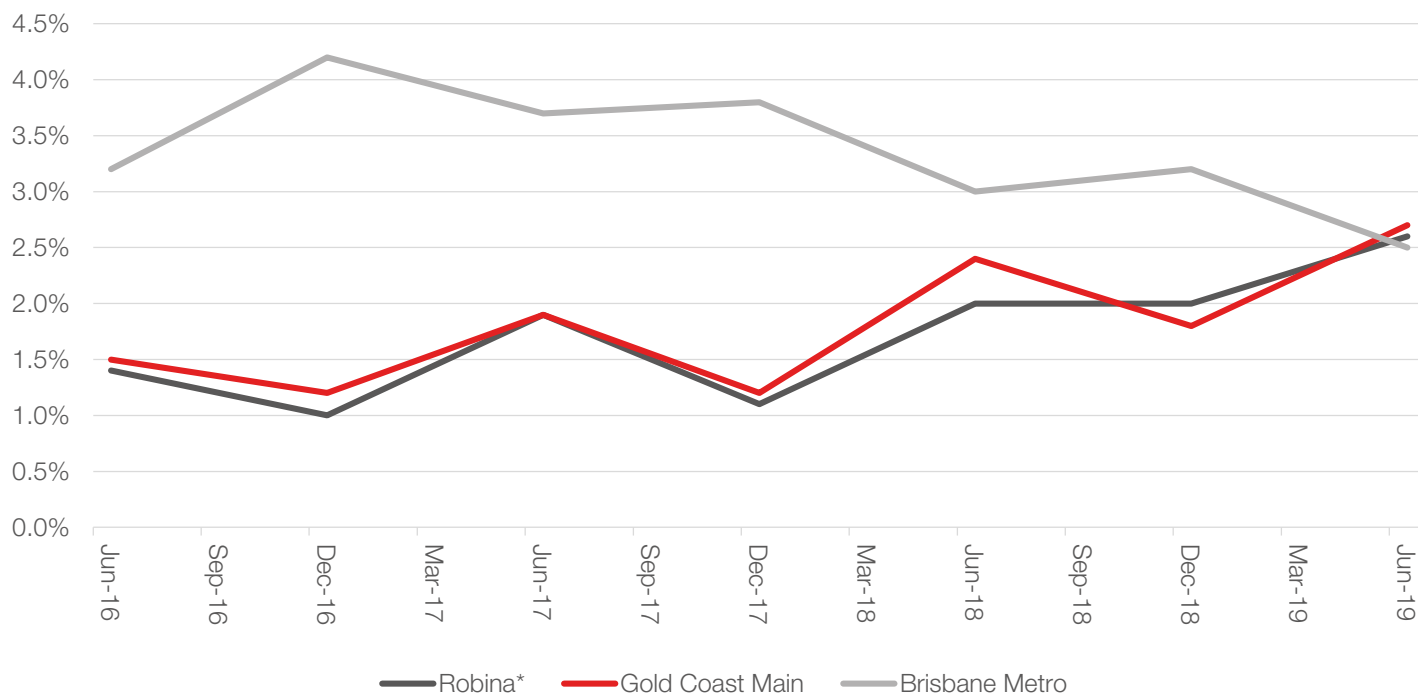
In the 12 months to Q2 2019 rental demand increased by 31.3% for houses and 32.4% for units. During this time median house rental price strengthened, by 5.1% to \$620 per week, however median unit rental price held stable at \$530 per week. There is an increased preference for renting, with the housing market providing investors with strong returns.

3 bedroom houses provided investors with the highest rental growth annually. As of June 2019, Robina* rental yields were recorded at 4.7% (houses) and 6.0% (units). This outperforms both Gold Coast Main and Brisbane Metro.

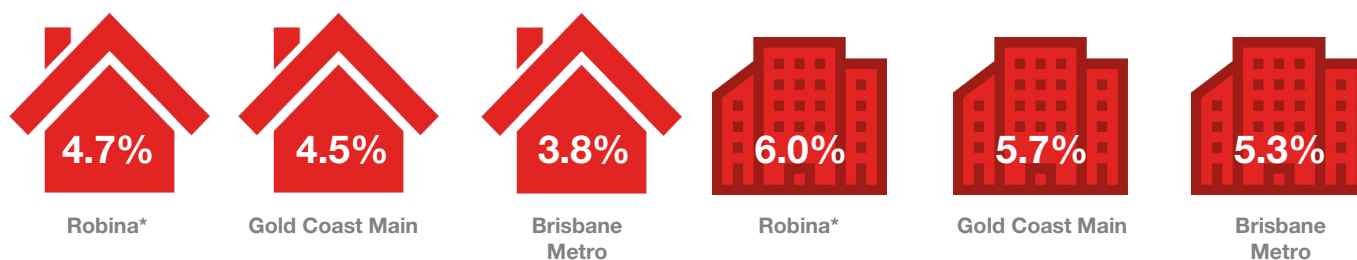
Robina* recorded a vacancy rate of 2.6% in June 2019. This represents a declining trend over the past 12 months, and below Gold Coast Main (2.7%) and Brisbane Metro (2.5%). There is a healthier demand for rental properties in Robina*.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^

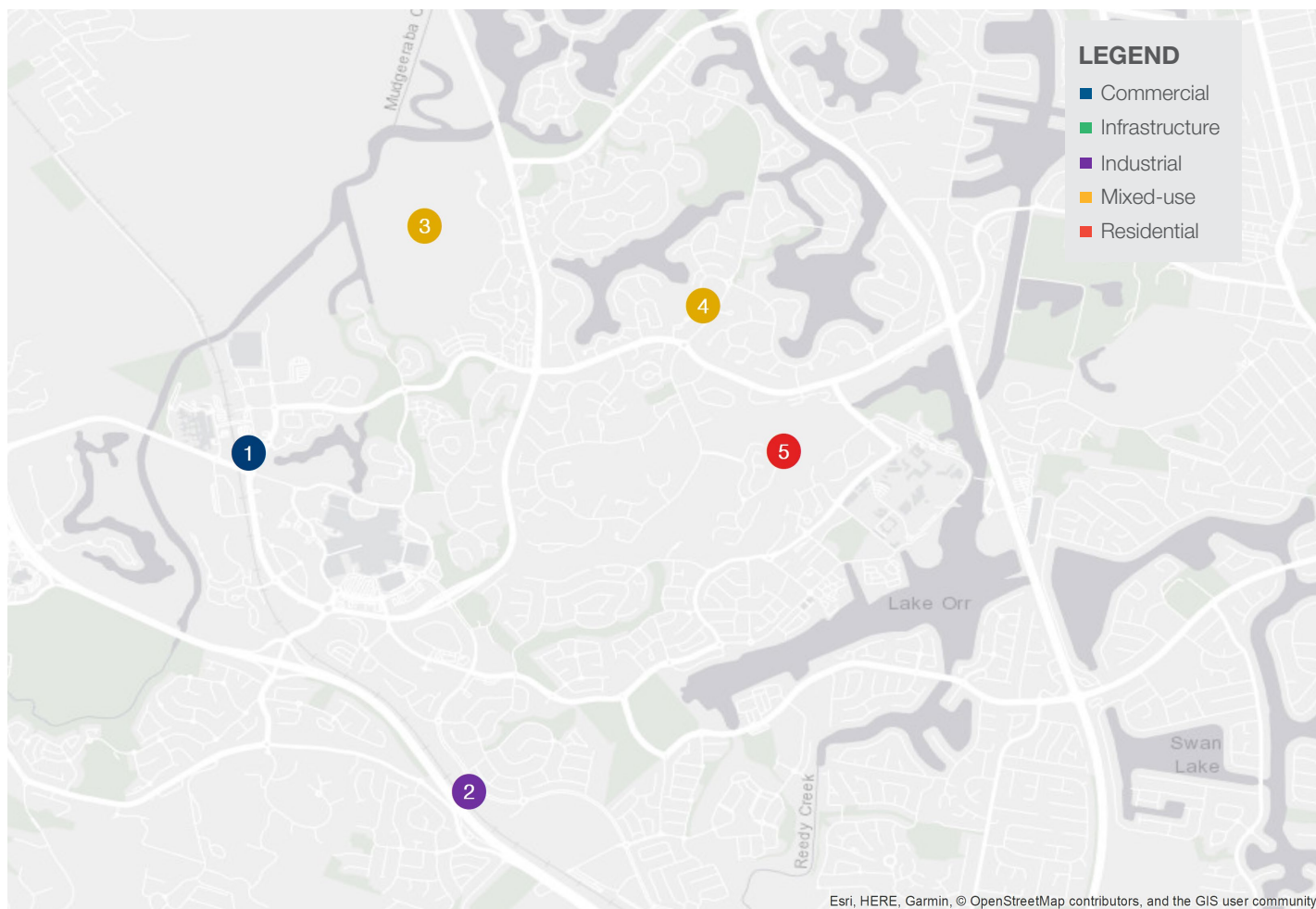


*Rental performance graph represents aggregate house median rent prices within the suburb of Robina. Annual rental growth is a comparison between 1st half 2018 and 1st half 2019 house median rent figures.

^Rental yields shown are as reported at June 2019.

Source: APM Pricefinder, SQM Research. © Copyright PRDNationwide 2019.

PROJECT DEVELOPMENT MAP 2ND HALF 2019*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Acuity Business Park	Commercial	\$10,000,000	25/03/2019
2	King Storage Robina	Industrial	\$12,000,000	30/09/2019
3	Robina Transit Mixed Use Development- (2500 Dwellings)	Mixed Use	\$150,000,000	06/10/2019
4	Commerce Drive Mixed Use Development- (15 Units)	Mixed Use	\$4,102,000	11/11/2019
5	Andromeda Parade Townhouses (4 Townhouses)	Residential	\$1,200,000	18/10/2019

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

OUR KNOWLEDGE

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

OUR PEOPLE

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

OUR SERVICES

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



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