





CABOOLTURE MARKET UPDATE 2nd Half 2019



OVERVIEW

In Q3 2019, Caboolture* recorded a median house price of \$344,000, and a median unit price of \$190,000. This represents annual (Q3 2018 – Q3 2019) median price softening of -4.4% for houses and a price growth of 18.8% for units. At the same time total sales slowed, by -56.9% for houses (59 sales) and by -33.3% for units (14 sales). Now is an ideal time to transact, with affordable houses for first home buyers and higher capital growth for unit sellers.

	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 Q3 2019



SALES AVERAGE DAYS ON MARKET Q3 2019



RENTAL MEDIAN PRICE Q3 2019

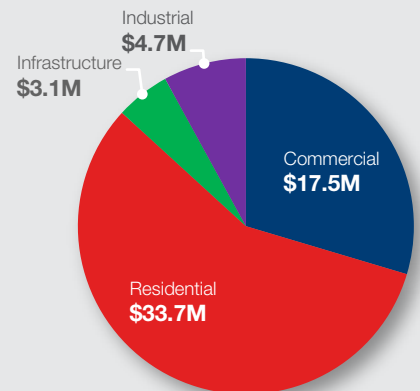


RENTAL AVERAGE DAYS ON MARKET Q3 2019



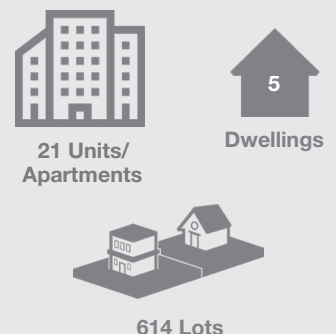
FUTURE DEVELOPMENTS

Caboolture* is set to see approximately **\$58.9M worth of new projects commencing in the 2nd half of 2019.**



The combination of these projects will stimulate local employment and economic growth in Caboolture*, as well as add new innovative housing design for current and future residents.

A main commercial project over the 2nd half 2019 is the Pumiceston Road Neighbourhood Centre (\$8.7M). This project will drive demand into the area and create employment opportunities in Caboolture*. A total of 21 units/apartments, 5 dwellings and 614 lots will be constructed in the 2nd Half 2019. This assists in catering to the current population growth in Caboolture*, which was 20.5% over 5 years to 2016.



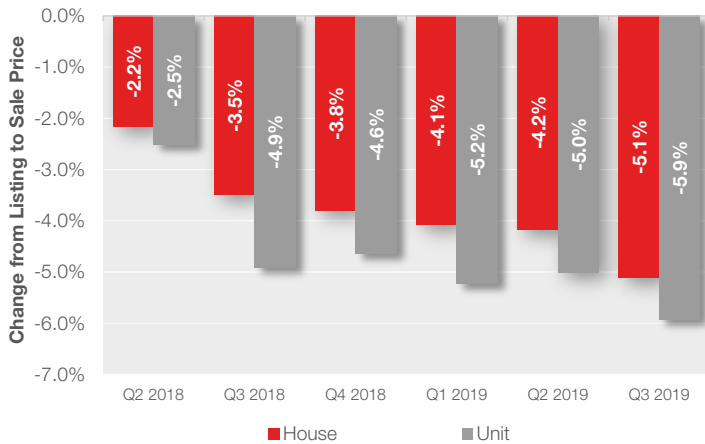
*Caboolture market data and key indicators encapsulates aggregate property market conditions within the following suburbs: Caboolture.

**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. © Copyright PRDnationwide 2019.

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.



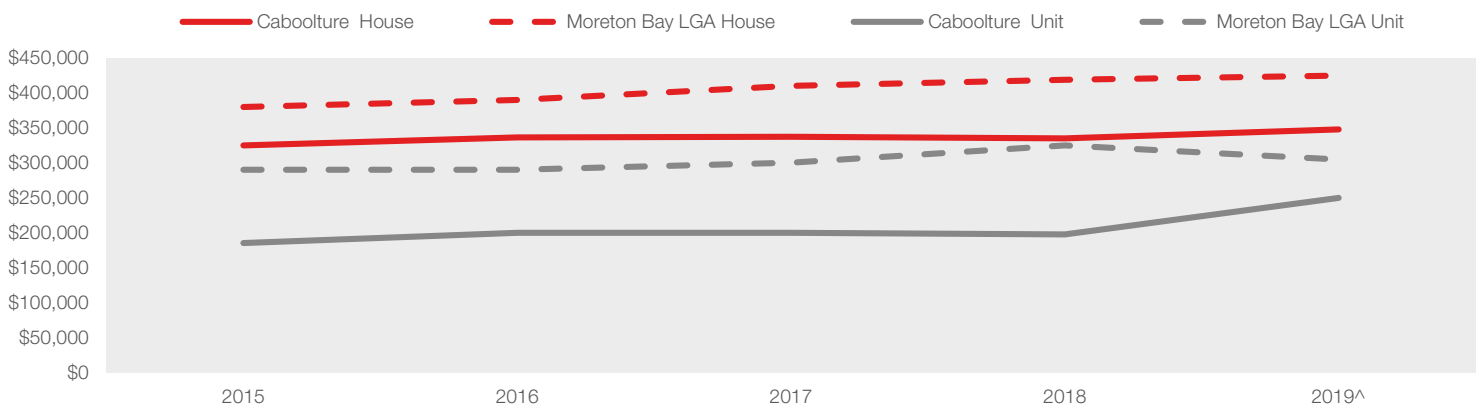
KEY COMMENTS

Average vendor discount between Q3 2018 and Q3 2019 has widened quite significantly for both property types, to -5.1% for houses and to -5.9% for units. Market conditions in Caboolture* continue to favour buyers, where sellers are willing to negotiate much further below their initial listing price. Now is the time to enter the market.

Moreton Bay Local Government Area (LGA) has historically outperformed the suburb of Caboolture in both house and unit median prices. 2019[^] sees this trend continue, confirming that Caboolture has a vast of affordable options for first home buyers and investors.

The dominant proportion of homes sold in Caboolture* across 2019[^] were priced in the mid-lower segment of \$300,000 to \$399,999 (42.5%). Units recorded a dominant lower-end price point of less than \$199,999 (40.0%) over the same period. Caboolture* provides a great opportunity to buyers as there are ample affordable options for both property types.

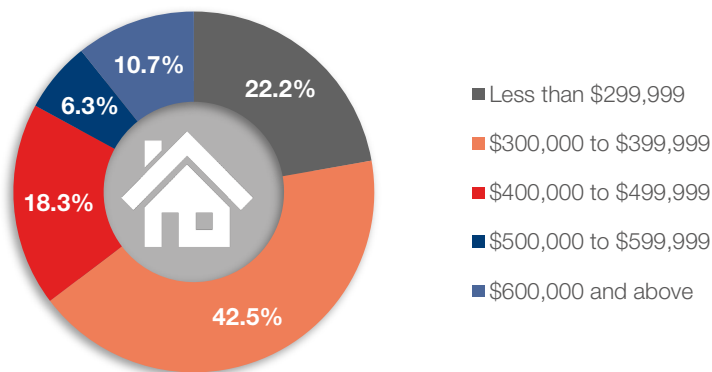
MARKET COMPARISON



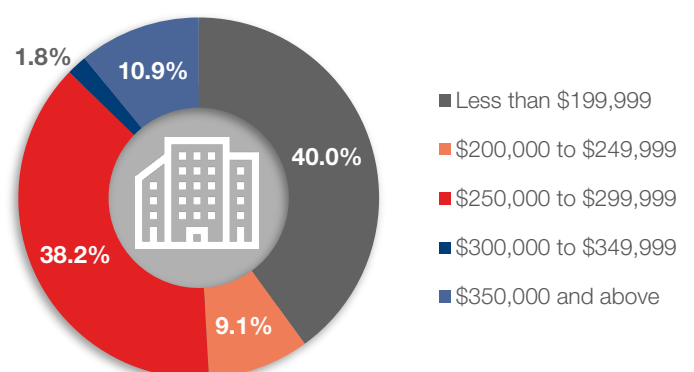
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled were chosen based on their proximity to the main suburb analysed, which is Caboolture.

PRICE BREAKDOWN 2019[^]

HOUSES SOLD



UNITS SOLD

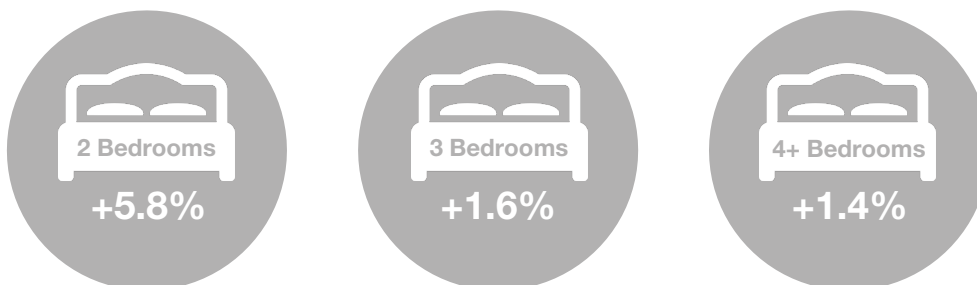


RENTAL GROWTH 2019*

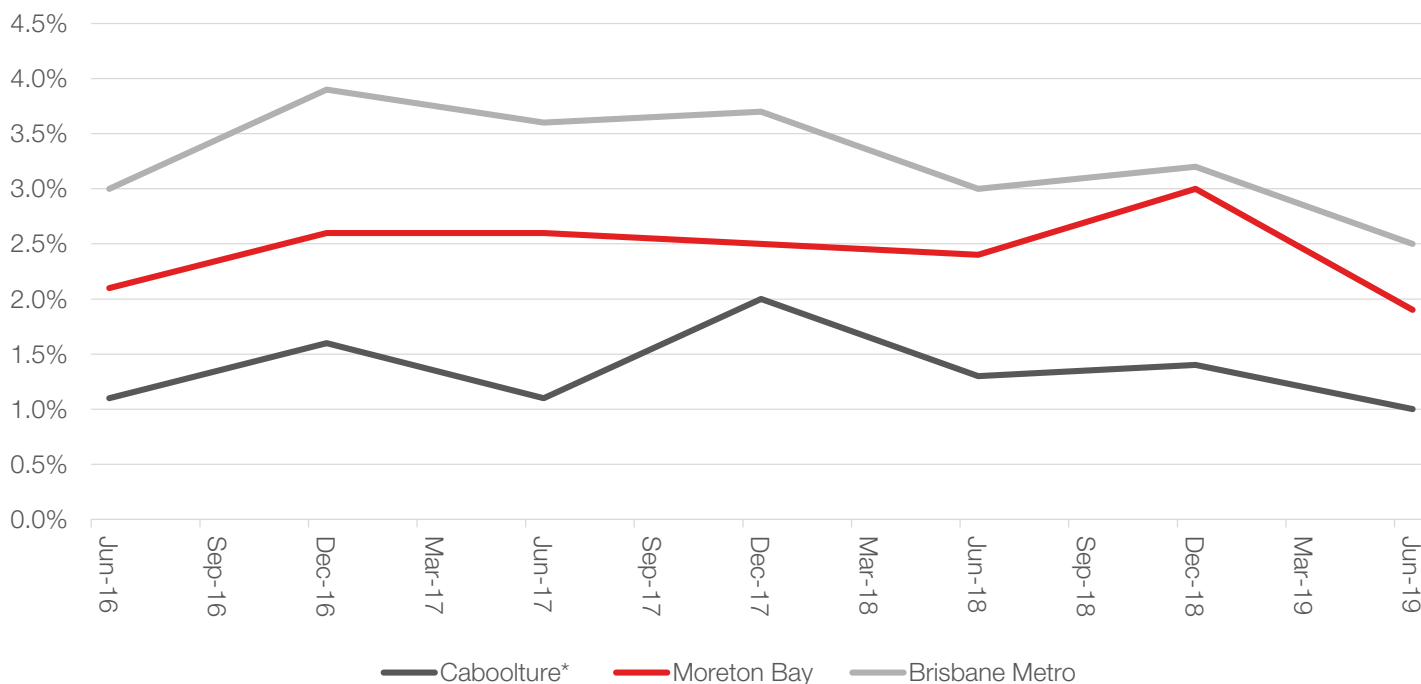
Over the past 12 months, house rental yields in Caboolture* increased strongly to reach 4.6% in June 2019. This suggests the house rental market is in a healthy position, as the house rental median price increased by 2.9% to \$350 per week respectively. Investors are encouraged to take advantage of substantial rental returns in Caboolture*.

2 bedroom houses have provided investors with +5.8% rental growth annually, achieving a median rent of \$275 per week.

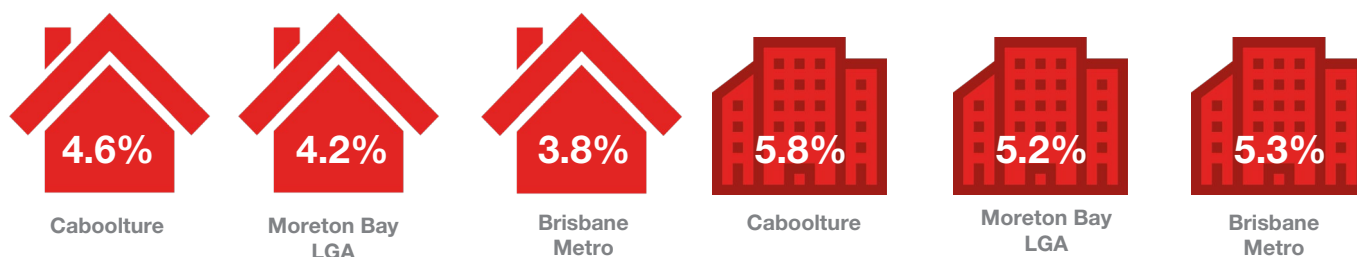
Caboolture* recorded a low trending vacancy rate of 1.0% in June 2019, which sits at a very healthy position well below Moreton Bay LGA (1.9%) and Brisbane Metro (2.5%).



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^

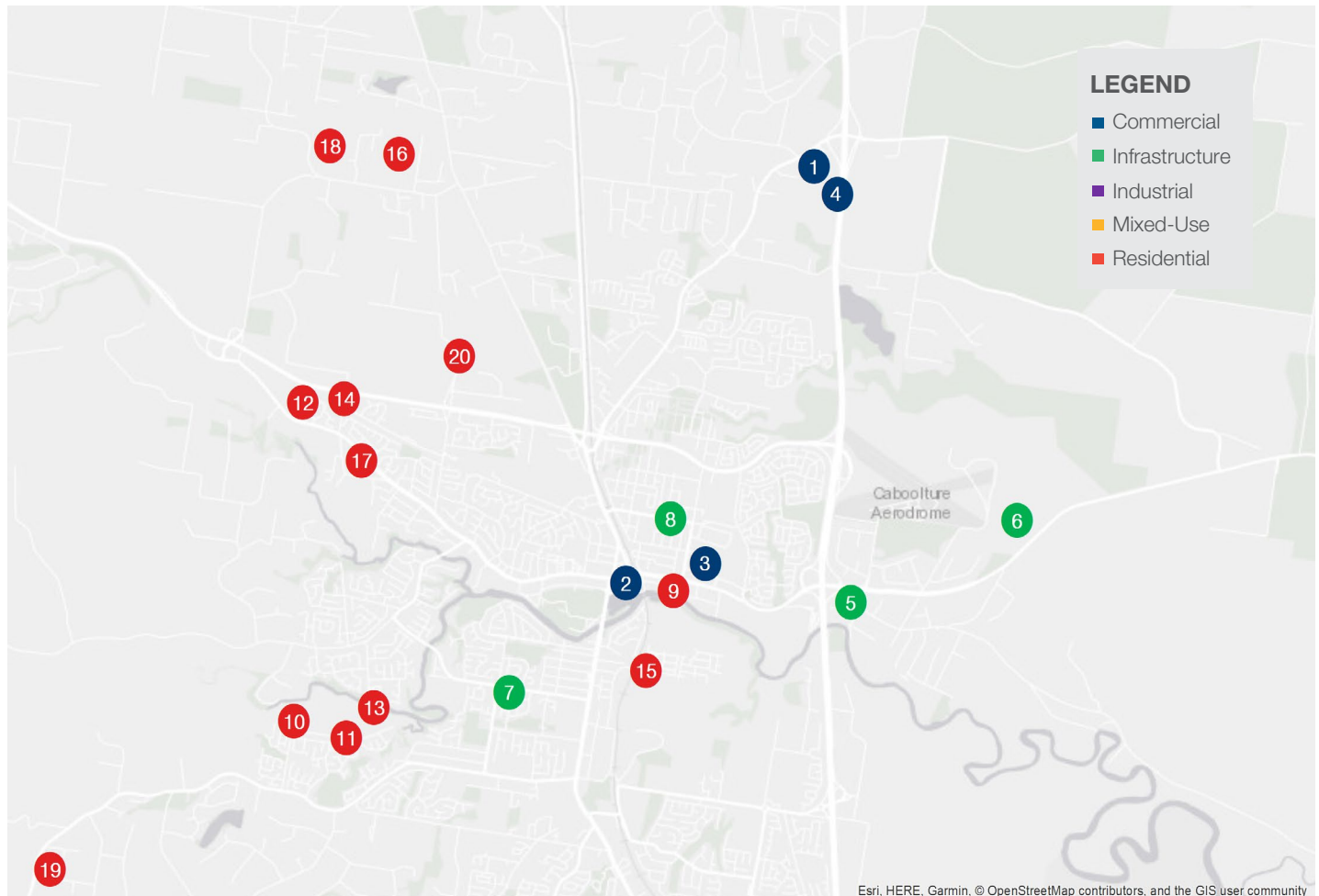


*Rental performance graph represents aggregate house median rent prices within the following suburbs: Caboolture. Annual rental growth is a comparison between 1st half 2018 and 1st half 2019 house median rent figures.

^Rental yields shown are as reported at June 2019.

Source: APM Pricer, SQM Research. © Copyright PRDnationwide 2019.

PROJECT DEVELOPMENT MAP 2ND HALF 2019*



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Location	Project**	Type	Estimated Value***	Commence Date****
1	Pumiceston Road Neighbourhood Centre Phase 1	Commercial	\$8,700,000.00	07/10/2019
2	King Street Commercial Development	Commercial	\$5,000,000.00	22/10/2019
3	Lives Lived Well Rehabilitation Facility	Commercial	\$2,000,000.00	26/08/2019
4	Mcdonalds Caboolture	Commercial	\$1,750,000.00	30/09/2019
5	Storage City Self Storage Facility Stage 2	Industrial	\$3,000,000.00	18/12/2019
6	Corporate Park Industrial Subdivision	Industrial	\$1,700,000.00	24/06/2019
7	Macadamia Street Group Home	Infrastructure	\$1,580,000.00	15/08/2019
8	Mckean Street Roadworks	Infrastructure	\$1,500,000.00	10/10/2019
9	Edward Street Apartments- (21 Apartments)	Residential	\$5,600,000.00	27/12/2019
10	Riverparks Estate Subdivision Stage 15 - 24 & 26- (123 Lots)	Residential	\$4,920,000.00	22/11/2019
11	Riverparks Estate- (102 Lots)	Residential	\$4,600,000.00	21/11/2019
12	King Street Residential Subdivision Stage 3- (76 Lots)	Residential	\$3,500,000.00	29/12/2019
13	Pauls Road Residential Subdivision- (56 Lots)	Residential	\$2,500,000.00	12/10/2019
14	Central Springs Estate Subdivision Stages 5 & 6- (55 Lots)	Residential	\$2,200,000.00	21/10/2019
15	Riverbank Estate Residential Subdivision- (49 Lots)	Residential	\$2,200,000.00	01/11/2019
16	Markwell Road Rural Residential Subdivision Stages 1-3- (43 Lots)	Residential	\$2,000,000.00	01/10/2019
17	King Street Houses-(5 Houses)	Residential	\$1,800,000.00	22/11/2019
18	Markwell Road & Joe Crescent Residential Subdivision- (47 Lots)	Residential	\$1,800,000.00	11/10/2019
19	Caboolture River Road Residential Subdivision- (30 Lots)	Residential	\$1,350,000.00	02/12/2019
20	Central Springs Estate Subdivision Stage 10- (33 Lots)	Residential	\$1,222,000.00	11/11/2019

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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