



COOLUM BEACH MARKET UPDATE 2nd Half 2019



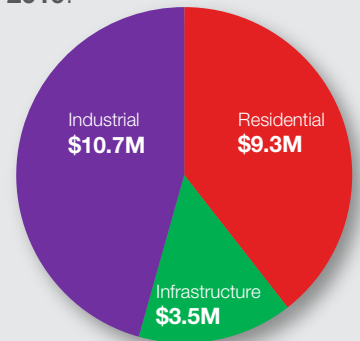
OVERVIEW

In Q3 2019, Coolum Beach* recorded a median house price of \$667,000, and a median unit price of \$423,000. This represents annual (Q3 2018 – Q3 2019) median price softening of -11.9% for houses and a price growth of 6.5% for units. At the same time, total sales in both markets slowed for Q3 2019, down by -3.0% for houses to 32 sales and by -54.2% for units to 22 sales.

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

FUTURE DEVELOPMENTS

The Coolum Beach* area is set to see approximately **\$23.5M worth of new projects commencing in the 2nd half of 2019.**



The Combination of the above projects will stimulate economic growth and create large employment opportunities in Coolum Beach*, which will lead to a positive spill-over impact on the real estate market.

A total investment of \$10.7M worth of industrial projects is set to be delivered in Coolum Beach*. This is followed along with a \$3.5M infrastructure spending that will help drive demand and increase productivity in Coolum Beach*. A total of \$9.3M of residential developments will be constructed in the 2nd Half 2019 that consist of 21 Units/Apartments, 4 townhouses and 7 dwellings will be constructed in Coolum Beach*. This assists in catering to the current population growth, which was 7.5% over 5 years to 2016.

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



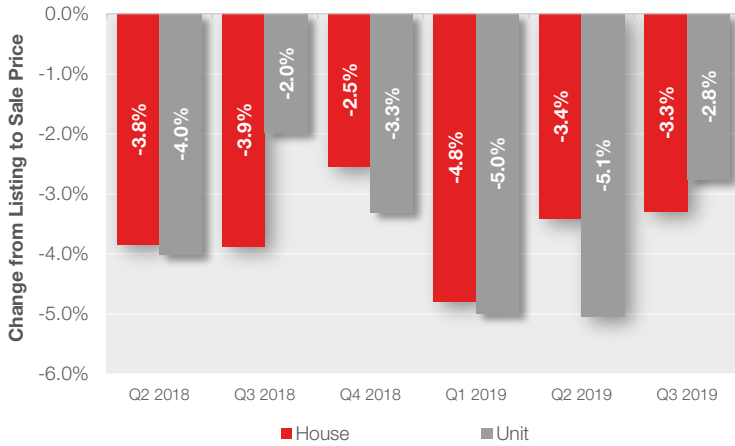
*Coolum Beach market data and key indicators encapsulates aggregate property market conditions within the suburb of Coolum Beach.

**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 Pricer, 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.



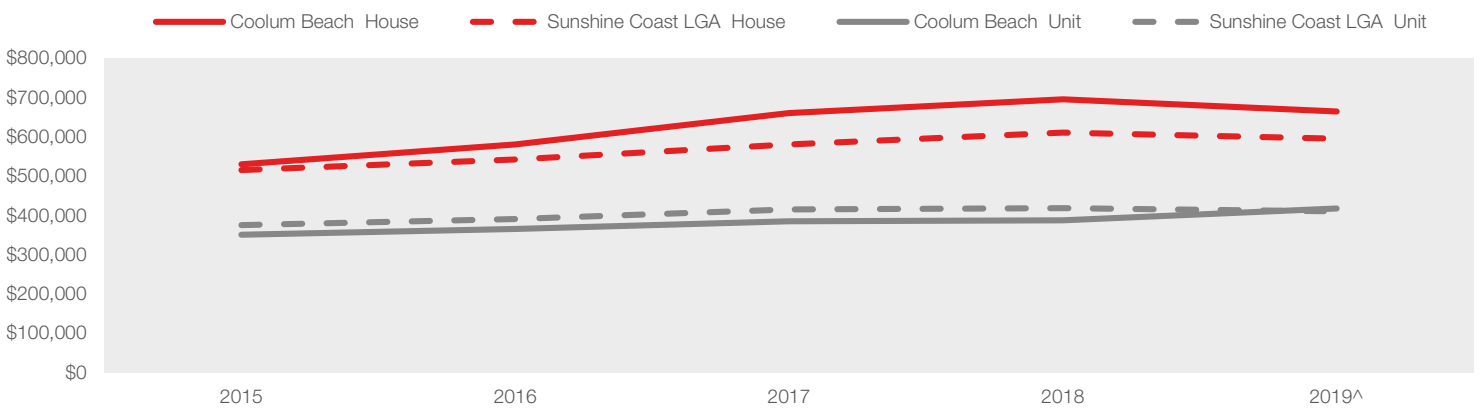
KEY COMMENTS

Average vendor discounts between Q3 2018 and Q3 2019 has tightened for houses to -3.3% and widened for units to -2.8% for units. The Coolum Beach* market is in a unique place where unit buyers can benefit from higher discount, yet unit sellers can still enjoy positive capital growth.

The suburb of Coolum Beach has historically outperformed the Sunshine Coast Local Government Area (LGA) in regards to house median prices, however units were largely on par with the LGA.

The dominant proportion of homes sold in Coolum Beach* across 2019^ were priced in the lower price segment of less than \$599,999 (30.2%). Units also recorded a dominant lower-end price point of less than \$399,999 (42.1%) over the same period. There are ample of affordable options available in the current Coolum Beach* market where first home buyers and investors are encouraged to enter the current market as demand is starting to increase.

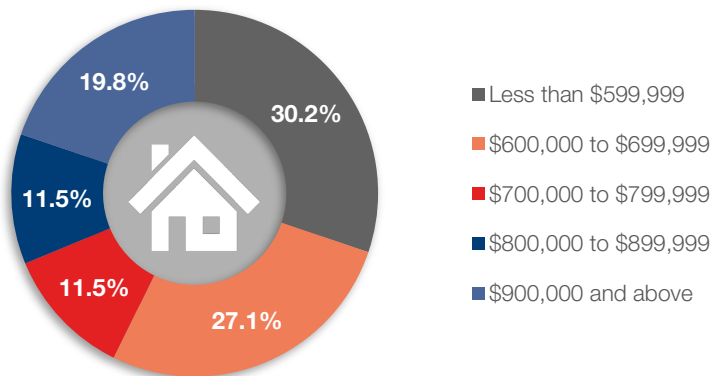
MARKET COMPARISON



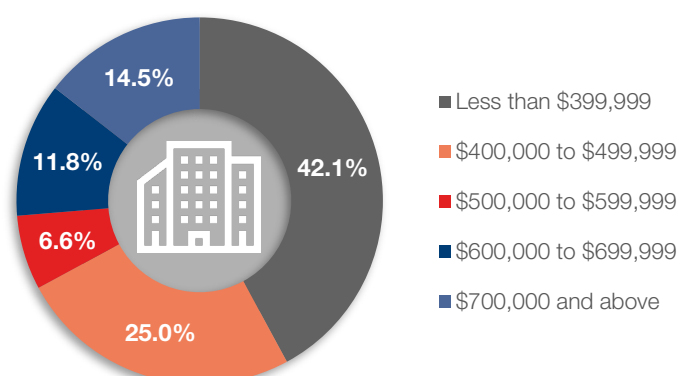
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main areas profiled are chosen based on their proximity to the main suburb analysed, which is Coolum Beach.

PRICE BREAKDOWN 2019^

HOUSES SOLD



UNITS SOLD

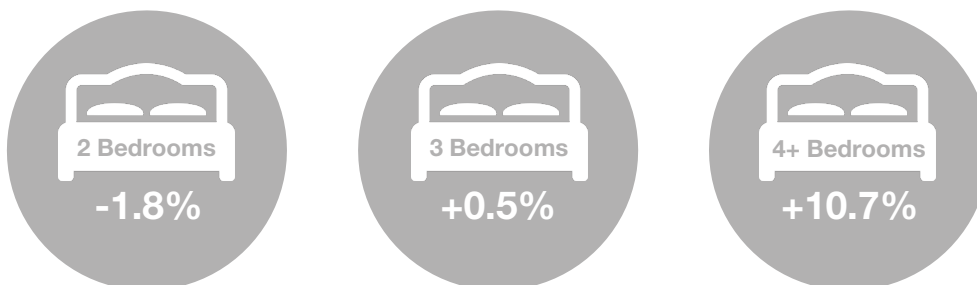


RENTAL GROWTH 2019*

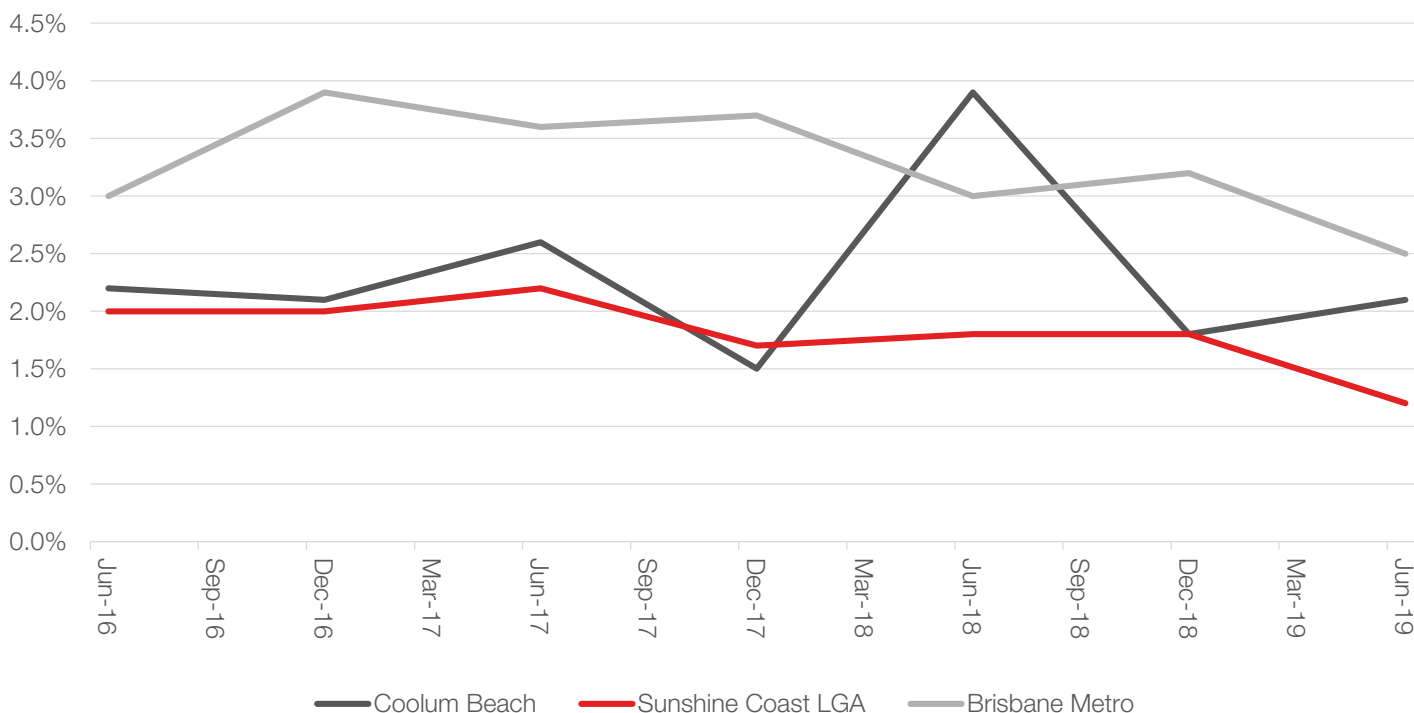
Over the past 12 months, house rental yields in Coolum Beach* increased strongly to reach 4.1% in June 2019. This suggests the house rental market is in a healthy position, as the house rental median price increased by 3.1% to \$495 per week respectively. Investors are encouraged to take this opportunity to invest in Coolum Beach* and take advantage of the substantial rental returns.

4+ bedroom houses have provided investors with +10.7% rental growth annually, achieving a median rent of \$620 per week.

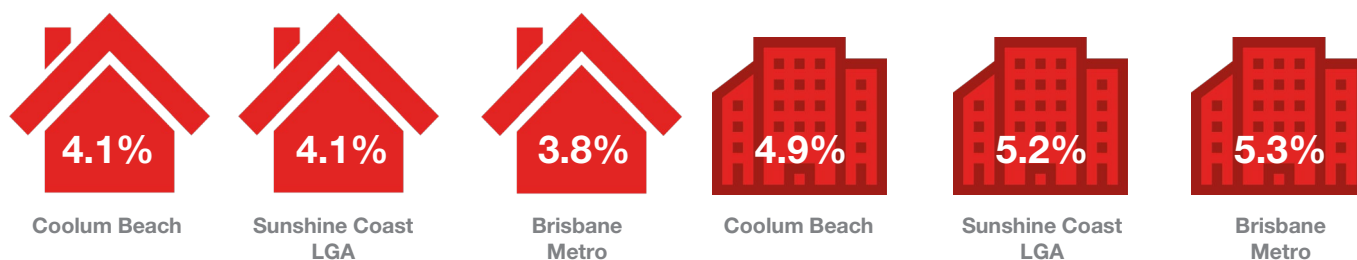
Coolum Beach* recorded a vacancy rate of 2.1% in June 2019, sitting below the Real Estate Institute of Australia (REIA) healthy vacancy rate bench mark of 3.0%. This confirms a healthy rental demand exists for properties in Coolum Beach*.



RENTAL VACANCY RATES 2019



RENTAL YIELD 2019^

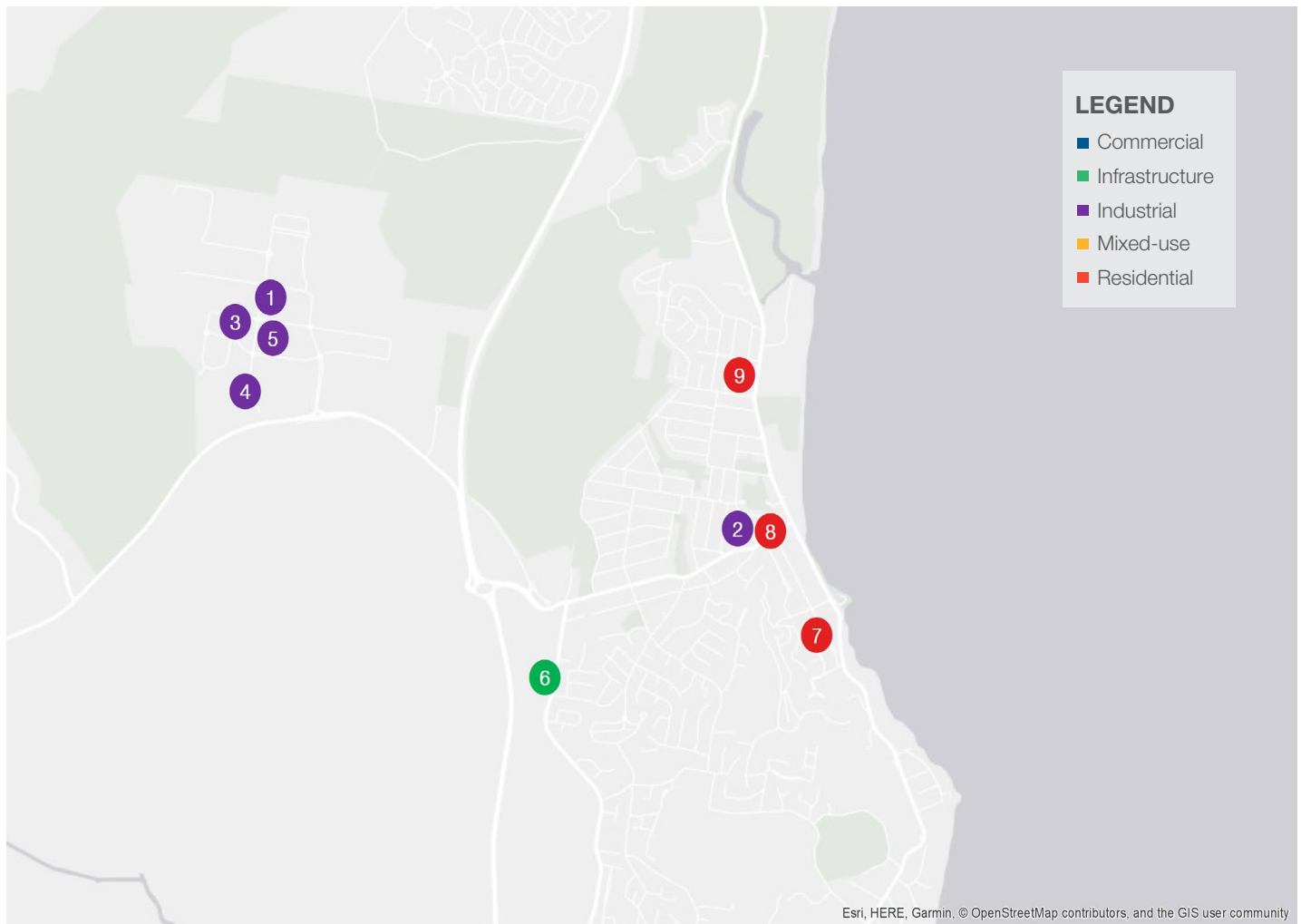


*Rental performance graph represents aggregate house median rent prices within the suburb of Coolum Beach. Annual rental growth is a comparison between 2018 and Q1 – Q3 2019 house median rent figures.

^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	Quanda Road Industrial Building	Industrial	\$5,400,000	19/08/2019
2	Lomandra Avenue Warehouse Units	Industrial	\$2,500,000	19/08/2019
3	Lysaght Street Warehouse Units	Industrial	\$1,800,000	19/08/2019
4	Dacmar Road Warehouse	Industrial	\$500,000	07/11/2019
5	Focal Avenue Warehouse	Industrial	\$500,000	26/08/2019
6	Coolum Police Station	Infrastructure	\$3,500,000	27/12/2019
7	Coolum Terrace Units- (21 Units)	Residential	\$6,300,000	30/09/2019
8	Beach Road Dwellings- (7 Dwellings)	Residential	\$1,750,000	05/11/2019
9	First Avenue Townhouses- (4 Townhouses)	Residential	\$1,200,000	21/07/2019

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.



Gail Lefebvre, Principal
F +61 7 5446 5222
E info@prdcoolum.com.au

PRD Coolum Beach
P +61 7 5446 5446

1788 David Low Way
Coolum Beach QLD 4573

PRD.com.au/coolumbeach