

Burleigh Heads Market Update

1st Half 2020



OVERVIEW

Burleigh Heads* recorded a median house price of \$850,000 and a median unit price of \$480,000 in Q4 2019. This represents annual (Q4 2018 – Q4 2019) median price growth of 8.3% for houses and 5.1% for units. Between Q4 2018 – Q4 2019 house sales increased by 30.3% (to 215 sales), and unit sales increased by 21.1% (to 230 sales). Current market conditions shows clear signs of market recovery, as an increase in demand is accompanied by an increase in property prices. Now is the time to transact in Burleigh Heads*.

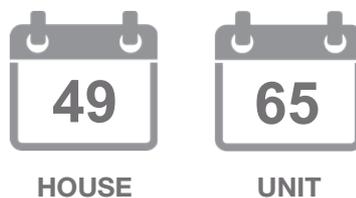
	CHANGE FROM LAST	YEAR	HALF YEAR
 House Sales		↑	↑
House Median Price		↑	↑
House Rental Price		↑	↑
 Unit Sales		↑	↑
Unit Median Price		↑	↑
Unit Rental Price		↑	↔

MARKET CONDITIONS

SALES MEDIAN PRICE Q2 2019



SALES AVERAGE DAYS ON MARKET Q2 2019



RENTAL MEDIAN PRICE Q2 2019

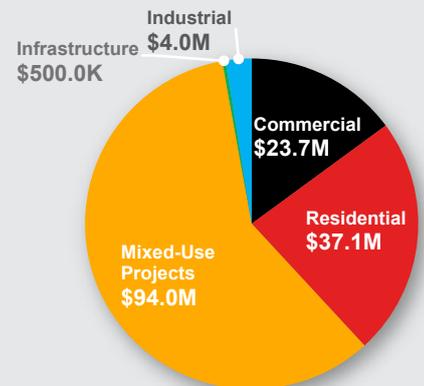


RENTAL AVERAGE DAYS ON MARKET Q2 2019



FUTURE DEVELOPMENTS

The Burleigh Heads* area is set to see approximately **\$159.3M** worth of new projects in the 1st half of 2020.



A large focus on mixed-use developments in the area creates new and innovative housing design, whilst at the same time stimulate local economic activity through its commercial aspects. More residential developments will cater to the increase in demand, ensuring that property prices remain sustainable for the local market.

A main Mixed-use project for the 1st half of 2020 is the Treetops Shopping Centre Redevelopment (\$80.0M); which will construct 542 units, shops and restaurants. A total of 5 townhouses and 626 units will be constructed in the 1st Half of 2020. New property stock will assist in catering to population growth in Burleigh Heads, which was 9.3% over 5 years to 2016; as well as the increase in demand.

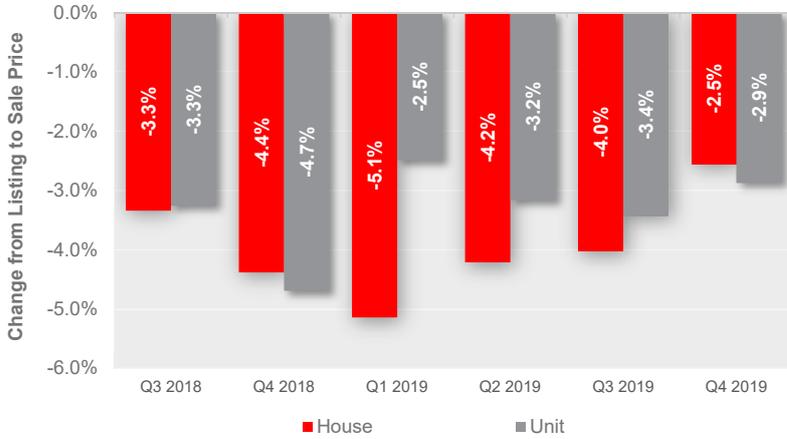


*Burleigh Heads market data and key indicators encapsulates aggregate property market conditions within the suburbs Miami, Palm Beach, West Burleigh, Burleigh Waters, Elanora, Reedy Creek, Tallebudgera, Tallebudgera Valley. **Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value. Source: APM Pricerfinder, Cordell Connect database. © Copyright PRD 2020

AVERAGE VENDOR DISCOUNT* KEY COMMENTS

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.

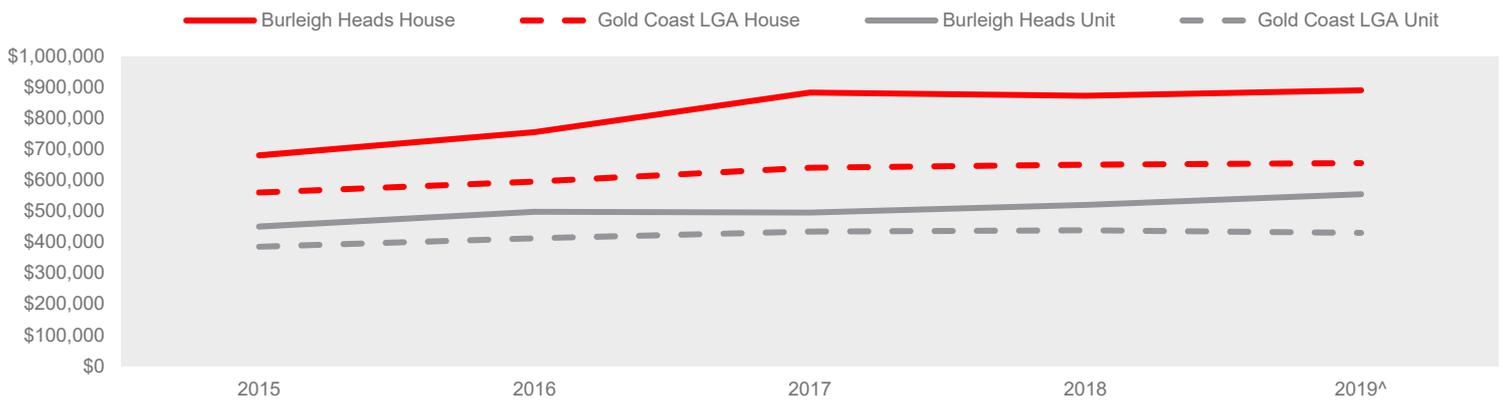
Average vendor discounting between Q4 2018 and Q4 2019 has tightened to -2.5% (houses) and -2.9% (units). Market conditions in Burleigh Heads* have now shifted to favour vendors, where buyers need to offer closer to the listing price. This shows clear signs of market recovery, with an increase in demand due to low interest rates and lenient access to finance.



Over the past 5 years to 2019, the suburb of Burleigh Heads has outperformed the Gold Coast Main Local Government Area (LGA) area regarding property prices. Burleigh Heads is a premium market compared to the LGA, with the potential for high capital growth.

The dominant proportion of houses sold in Burleigh Heads* across the 2nd half of 2019 were in the highest price bracket of \$950K and above (27.0%). However, most units sold (35.4%) were in the lower price bracket of less than \$399K. This confirms that there is a property for every budget in Burleigh Heads*.

MARKET COMPARISON

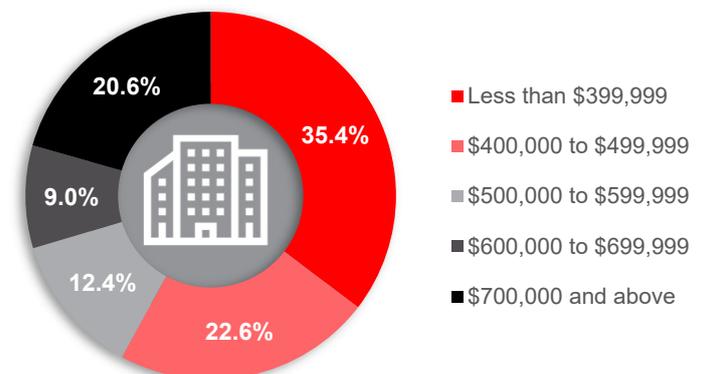
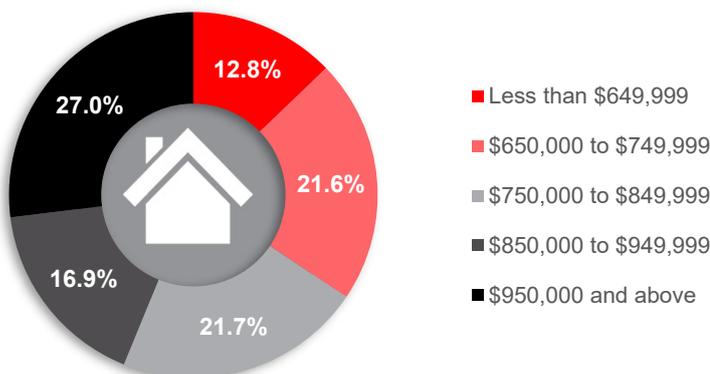


The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled is chosen based on their proximity to the main suburb analysed, which is Burleigh Heads.

PRICE BREAKDOWN 2019[^]

HOUSES SOLD

UNITS SOLD



RENTAL GROWTH 2019*

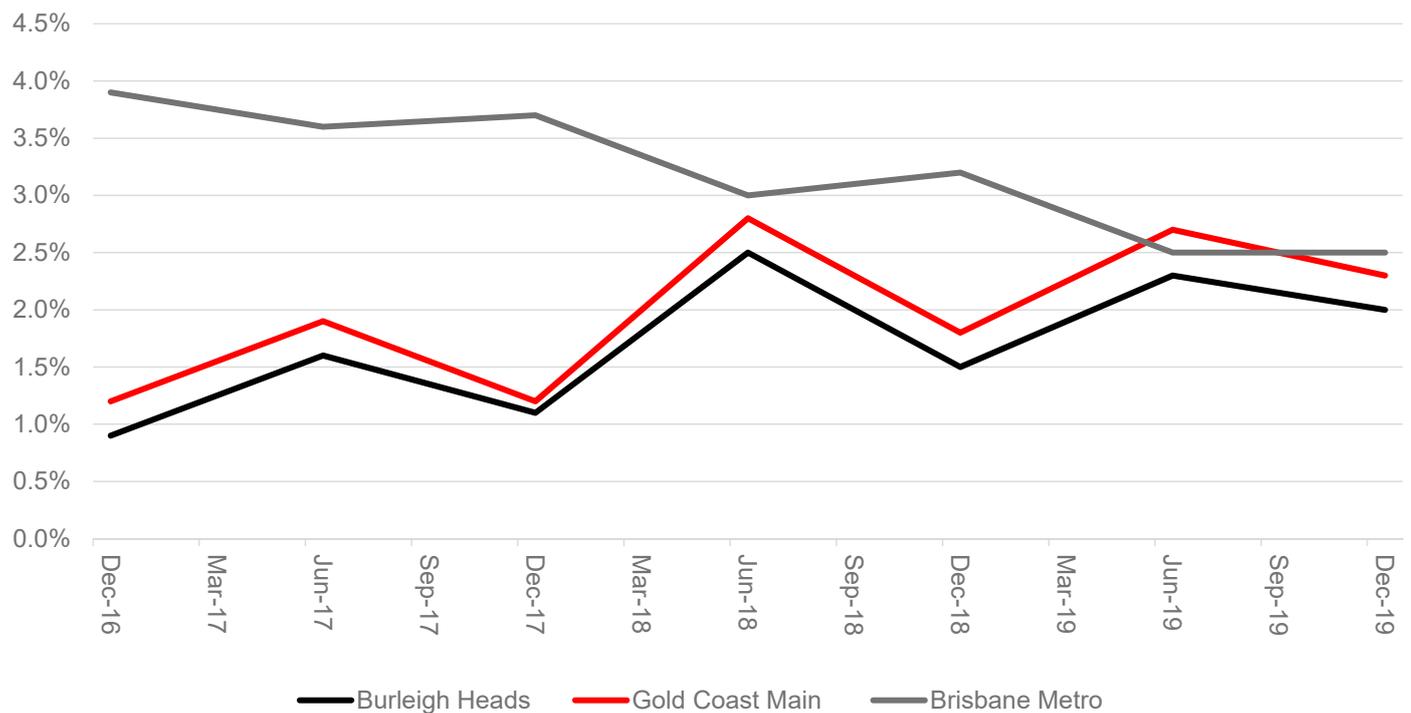
Over the past 12 months, house rental yields in Burleigh Heads* were recorded at 3.6% in December 2019, slightly below Gold Coast Main (4.1%) and Brisbane Metro (3.9%). However, over the 12 months to Q4 2019 house median rental price strengthened by 1.1% to \$673 per week, and unit median rental price grew by 2.3% to \$450 per week.

3-bedroom houses have provided investors with +3.4% rental growth annually, resulting in a median rent of \$615 per week.

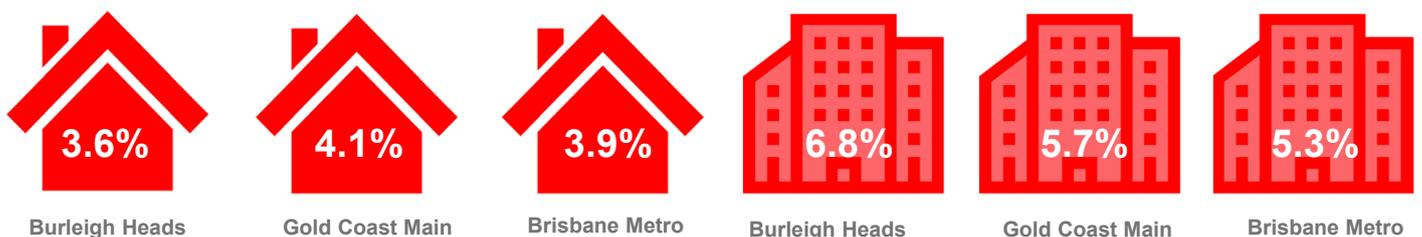
Burleigh Heads* recorded a vacancy rate of 2.0% in December 2019, which is a lower rate than Gold Coast Main (2.3%) and Brisbane Metro (2.9%). Further, vacancy rates in Burleigh Heads* have been declining over the past six months. This indicates a healthy rental demand in Burleigh Heads*, and investors can be confident of quick occupancy of their properties.



RENTAL VACANCY RATES 2019



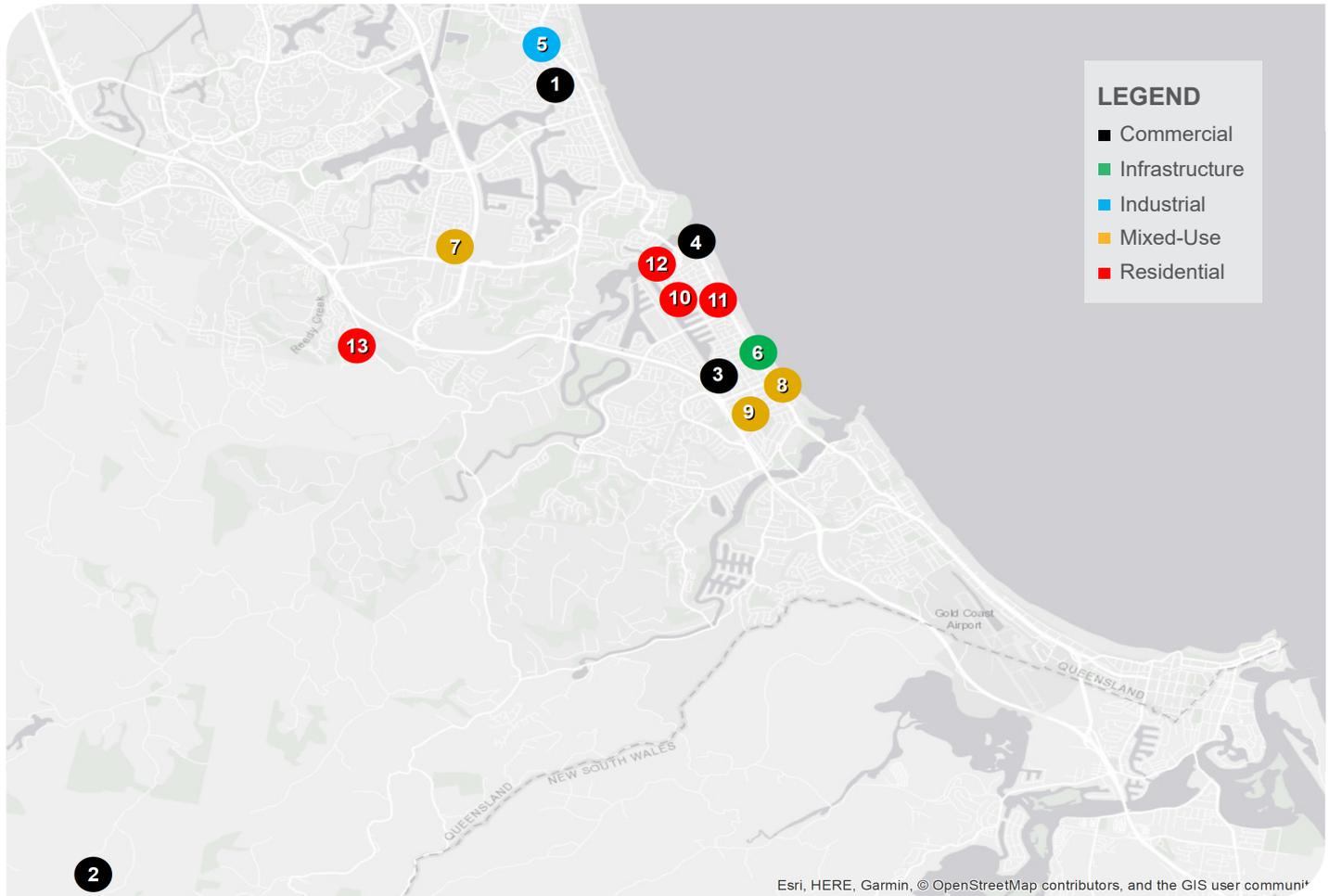
RENTAL YIELD 2019^



**Burleigh Heads market data and key indicators encapsulates aggregate property market conditions within the suburbs Miami, Palm Beach, West Burleigh, Burleigh Waters, Elanora, Reedy Creek, Tallebudgera, Tallebudgera Valley. Annual rental growth is a comparison between 2018 and 2019 house median rent figures.

^Rental yields shown are as reported at December 2019. Source: APM Pricer, SQM Research. © Copyright PRD 2020.

PROJECT DEVELOPMENT MAP 1st HALF 2020*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Burleigh Retirement Apartments	Commercial	\$20,000,000.00	17/04/2020
2	Petsch Creek Road Nature Based Tourism Accommodation	Commercial	\$2,000,000.00	17/06/2020
3	Active Hand Therapy	Commercial	\$1,200,000.00	04/05/2020
4	Tallebudgera Surf Club	Commercial	\$500,000.00	06/04/2020
5	Storage King Miami	Industrial	\$4,000,000.00	30/03/2020
6	Gold Coast Highway & Seventh Avenue Intersection	Infrastructure	\$500,000.00	27/04/2020
7	Treetops Shopping Centre Redevelopment Further Stages- (542 units)	Mixed Use	\$80,000,000.00	12/05/2020
8	Gold Coast Highway Mixed Use Development- (33 Apartments)	Mixed Use	\$11,500,000.00	13/05/2020
9	Palm Beach Neighbourhood Centre- (6 Units)	Mixed Use	\$2,500,000.00	15/06/2020
10	Palm Beach Apartments- (17 Apartments)	Residential	\$25,000,000.00	29/06/2020
11	Salt Apartments Palm Beach- (22 Apartments)	Residential	\$6,600,000.00	24/04/2020
12	Nyrang Avenue Units- (12 Units)	Residential	\$4,000,000.00	03/02/2020
13	Laceflower Court Townhouses- (5 Townhouses)	Residential	\$1,500,000.00	18/04/2020

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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