



Robina Market Update

1st Half 2020



OVERVIEW

Robina* recorded a median house price of \$740,000 and a median unit price of \$465,000 in Q4 2019. This represents annual (Q4 2018 – Q4 2019) median price growth of 9.4% for houses and 3.3% for units. Between Q4 2018 – Q4 2019 total sales strengthened by 5.6% for houses (to 57 sales) and by 11.1% for units (to 100 sales). Current market conditions in Robina* have started to strengthen, as demand is beginning to increase. Robina* is heading towards a recovery and now is the time for buyers and sellers to transact.

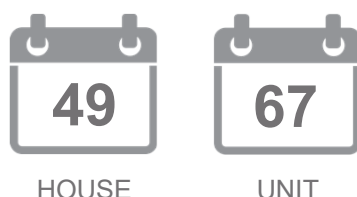
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↑	↓
	House Median Price	↑	↑
	House Rental Price	↑	↔
	Unit Sales	↑	↑
	Unit Median Price	↑	↑
	Unit Rental Price	↓	↓

MARKET CONDITIONS

SALES MEDIAN PRICE Q4 2019



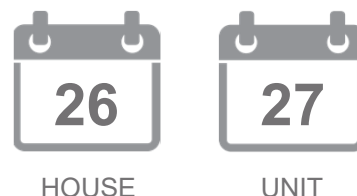
SALES AVERAGE DAYS ON MARKET Q4 2019



RENTAL MEDIAN PRICE Q4 2019

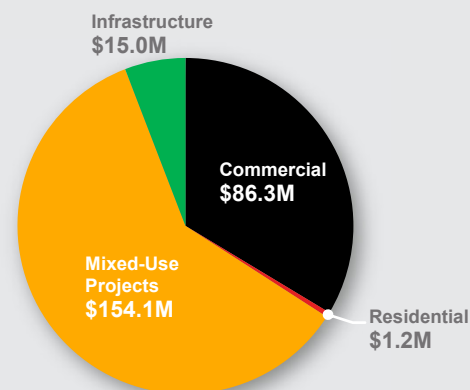


RENTAL AVERAGE DAYS ON MARKET Q4 2019



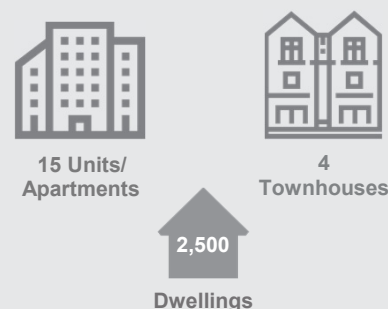
FUTURE DEVELOPMENTS

The Robina* area is set to see approximately **\$256.6M** worth of new projects in the 1st half of 2020.



These projects will stimulate economic growth and create large job opportunities in Robina*, which will have a positive spill-over impact on the real estate market.

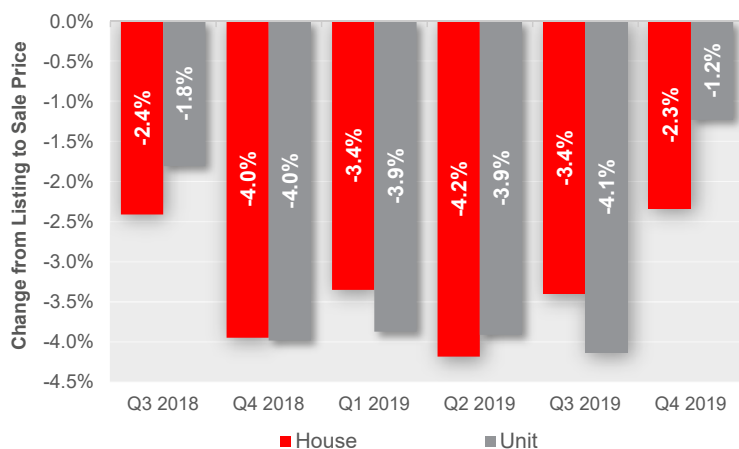
A main mixed-use project for the 1st half of 2020 is the Robina Transit Mixed Use Development (\$150.0M). This project will create 2500 dwellings and is rezoning commercial, industrial and community uses to allow for further future developments of the site. Overall, a total of 2,500 dwellings, 15 units and 4 townhouses will be constructed in the 1st half of 2020. This property stock will continue to assist 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 suburbs 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 Pricer, Cordell Connect database, Australian Bureau of Statistics. © 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.

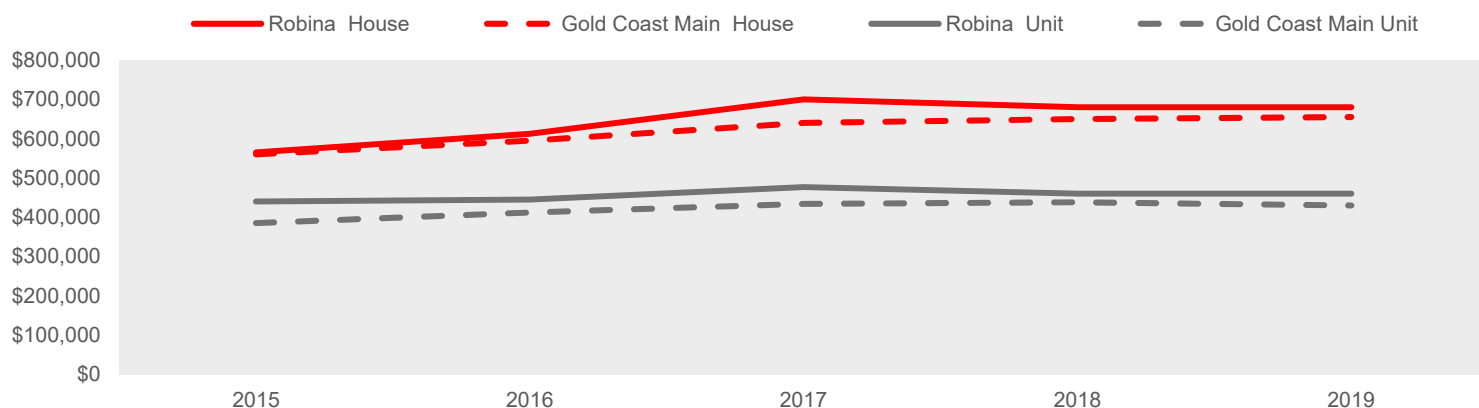


Average vendor discounting between Q4 2018 and Q4 2019 has tightened to -2.3% for houses and to -1.2% for units. The current market conditions in Robina* have shifted to favour vendors, where buyers are willing to negotiate closer to the initial listing price. This is a great opportunity for sellers to capitalise on their properties. There is limited discount for buyers who are ready to act.

Over the past 5 years to 2019, the suburb of Robina* has sat above the Gold Coast Local Government Area (LGA) area regarding both house and unit median prices. This indicates that Robina* is a resilient market.

The dominant proportion of houses sold in Robina* across 2019 were in the lower price bracket of less than \$599K (27.0%). There was also a high buyer activity (33.6%) in the lower price segment of \$400K-\$499K for units. Buyers are tapping into the Robina* market and taking advantage of discounted properties before the market heats up.

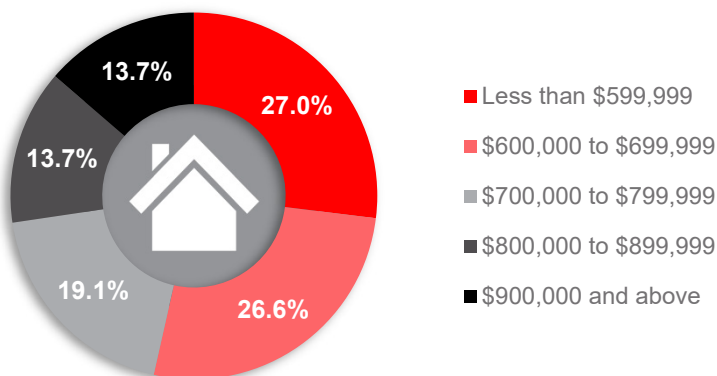
MARKET COMPARISON



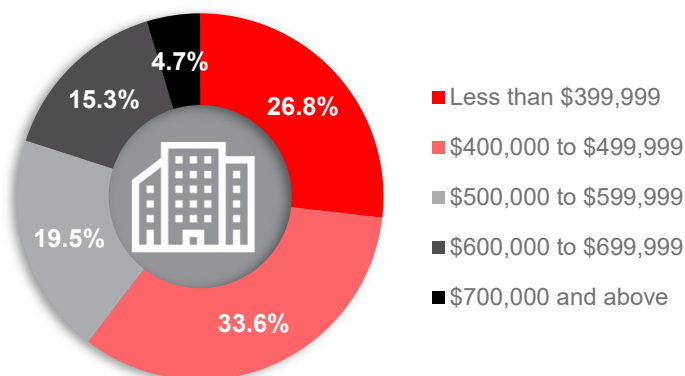
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Robina.

PRICE BREAKDOWN 2019^

HOUSES SOLD



UNITS SOLD

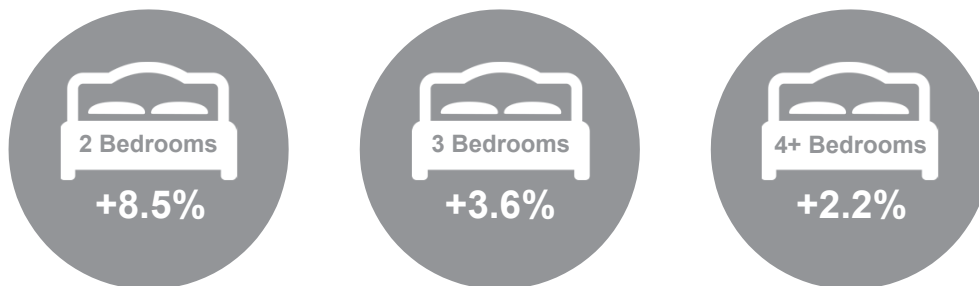


RENTAL GROWTH 2019*

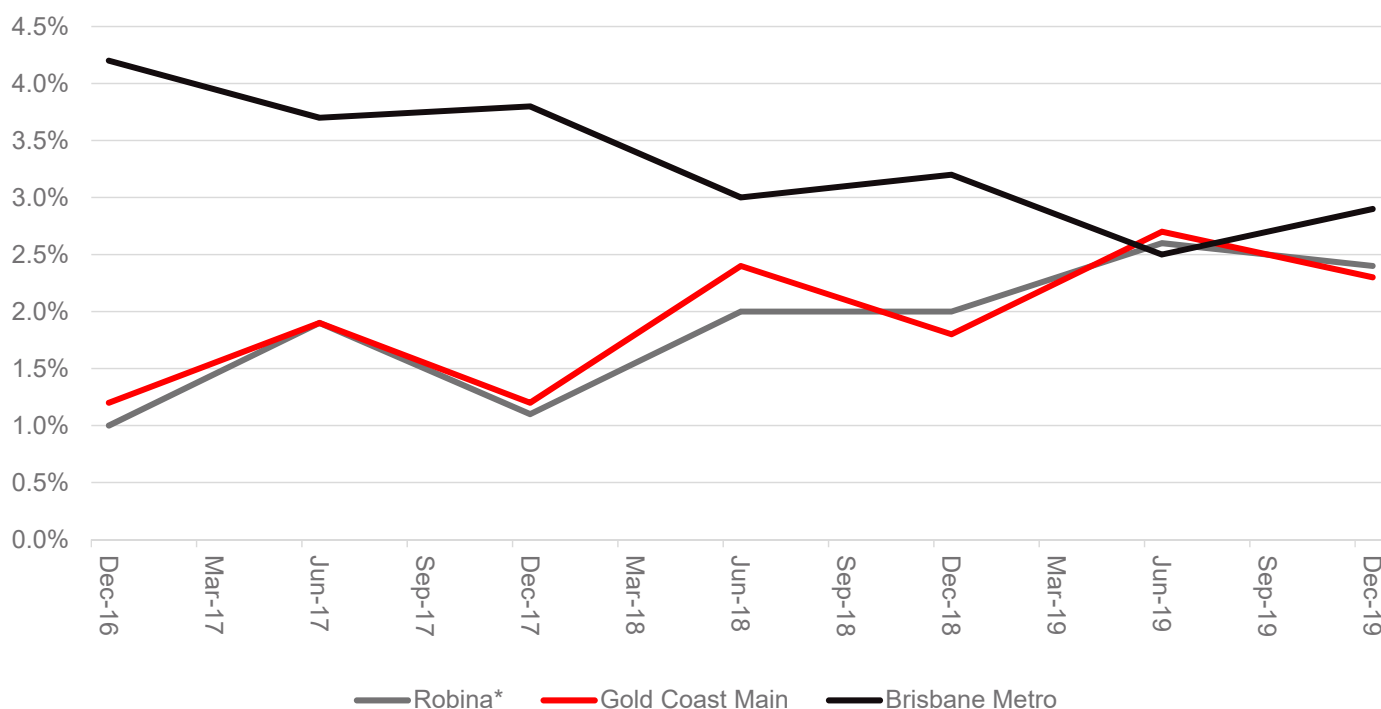
House rental yields in Robina* were recorded at a rate of 4.3% in December 2019, well above that of Gold Coast Main (4.1%) and Brisbane Metro (3.9%). Over the 12 months to Q4 2019 house rental median price strengthened by 4.2% to \$620 per week, followed by unit rental median price slight softening by -3.8% to \$500 per week respectively.

2-bedroom houses have provided investors with +8.5% rental growth annually, resulting in a median rent of \$510 per week.

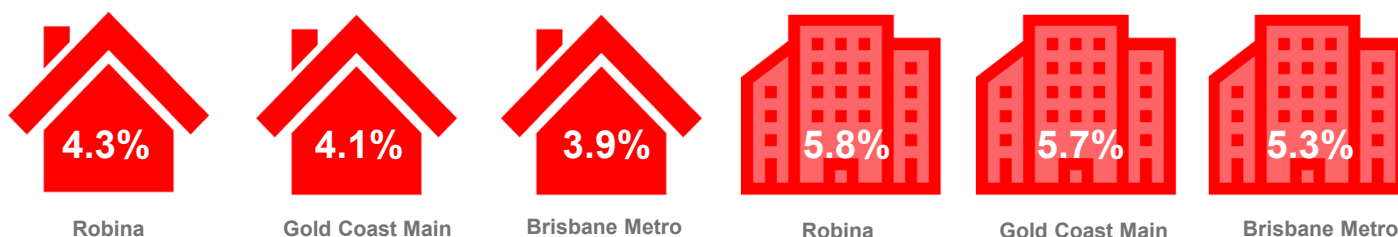
Robina* recorded a vacancy rate of 2.4% in December 2019, generally on par with Gold Coast Main (2.3%) but well below that of Brisbane Metro (2.9%). Robina* vacancy rates has seen a declining trend over the past six months, indicating there is a healthier rental demand in Robina*. Investors are encouraged to take this opportunity to enter the market.



RENTAL VACANCY RATES 2019



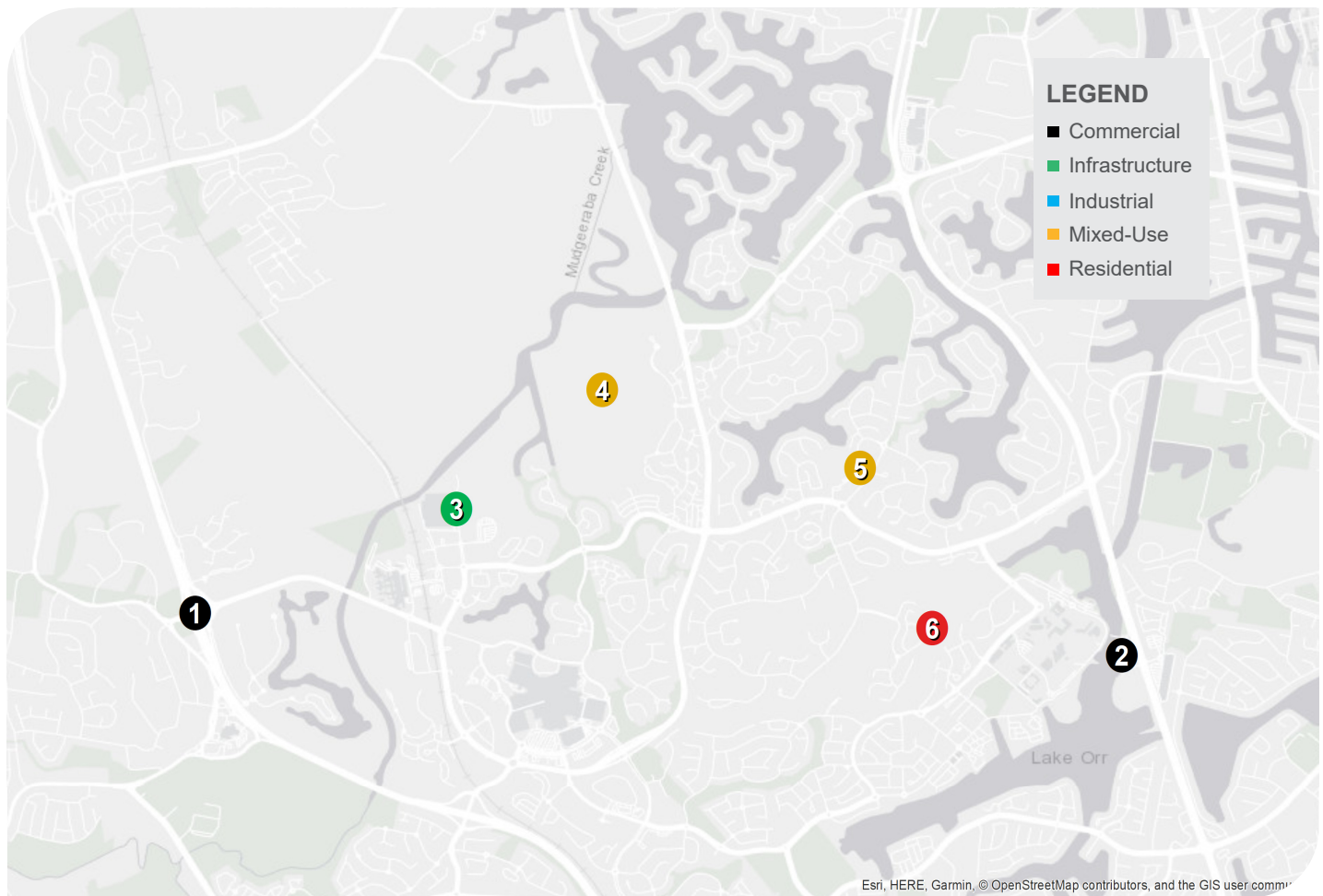
RENTAL YIELD 2019^



*Robina market data and key indicators encapsulates aggregate property market conditions within the suburbs of Robina. 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.
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PROJECT DEVELOPMENT MAP 1ST HALF 2020*



Location	Project**	Type	Estimated Value***	Commence Date****
1	The Glades Resort Hotel & Apartments Development	Commercial	\$50,000,000	08/11/2020
2	Noble Life Retirement	Commercial	\$36,300,000	06/12/2020
3	Robina City Parklands	Infrastructure	\$15,000,000	22/09/2020
4	Robina Transit Mixed Use Development- (2500 Dwellings)	Mixed Use	\$150,000,000	06/12/2020
5	Commerce Drive Mixed Use Development- (15 Units)	Mixed Use	\$4,102,000	11/11/2020
6	Andromeda Parade Townhouses-(4 Townhouses)	Residential	\$1,200,000	15/10/2020

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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