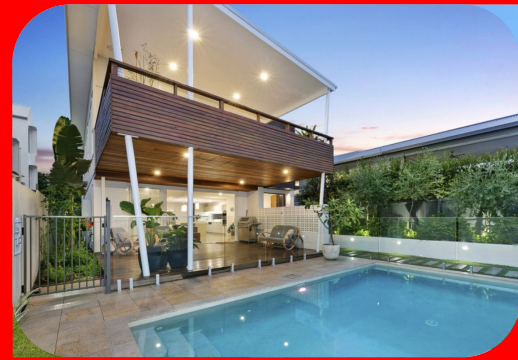




Burleigh Heads and Surrounds Market Update 2nd Half 2020



OVERVIEW

Burleigh Heads* recorded a median house price of \$785,000 and a median unit price of \$490,000 in Q2 2020. This represents annual (Q2 2019 – Q2 2020) median price growth of 0.6% for houses, and stable growth for units. Between Q2 2019 - Q2 2020 sales declined, by -38.2% for house (to 110 sales) by -57.5% for units (to 114 sales). Market conditions shows clear signs of resilience throughout COVID-19, as price growth remained stable despite a decline in sales. Now is the time for first home buyers 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 2020



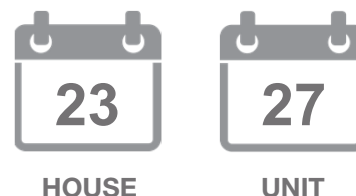
SALES AVERAGE DAYS ON MARKET Q2 2020



RENTAL MEDIAN PRICE Q2 2020

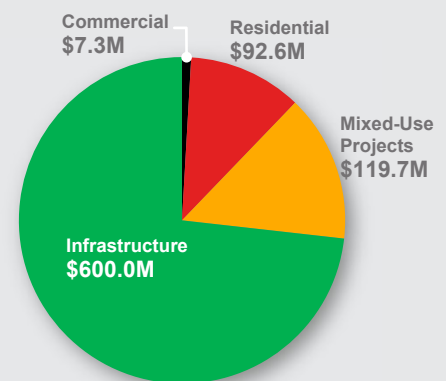


RENTAL AVERAGE DAYS ON MARKET Q2 2020



FUTURE DEVELOPMENTS

The Burleigh Heads* area is set to see approximately **\$819.6M** worth of new projects in the 2nd half of 2020.



A large focus on infrastructure will improve liveability for residents of Burleigh Heads*, as well as stimulate economic growth. The construction of infrastructure and mixed-use projects will create job opportunities in Burleigh Heads*, which will have positive spill-over impact on the real estate market.

Key infrastructure projects for the 2nd half of 2020 include: M1 Motorway- Varsity Lakes to Burleigh (\$500.0M) and M1 South Pacific Burleigh to Palm beach (\$100.0M). These road works projects will enhance business productivity in the area. A total of 13 townhouses and 508 units/apartments will be constructed in the 2nd Half of 2020, including: Palm Beach Apartments (\$25.0M, 17 Apartments) and The Esplanade (\$20.0M, 33 Apartments).

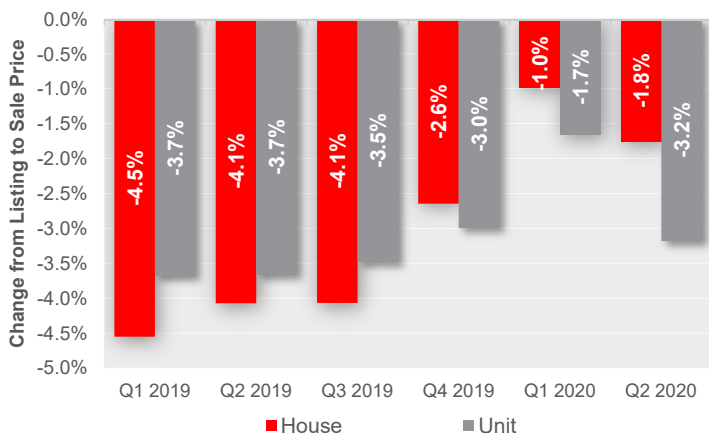


*Burleigh Heads market data and key indicators encapsulates aggregate property market conditions within the postcodes of 4220 and 4221. **Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.

Source: APM Pricefinder, 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.

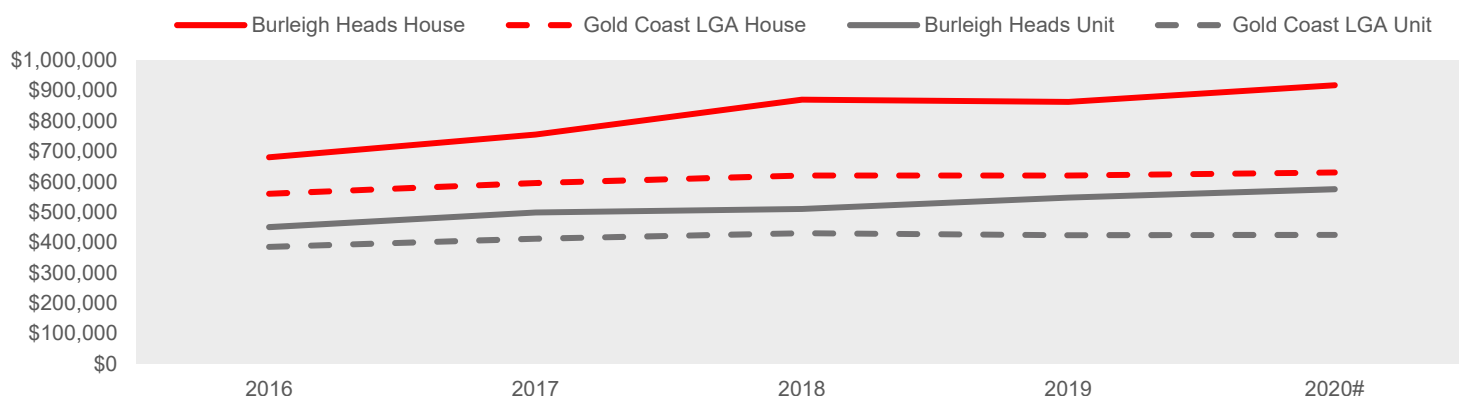


Over the 12 months to Q2 2020, average vendor discounting has tightened to -1.8% (houses) and -3.2% (units). Market conditions in Burleigh Heads* provide unique opportunities. Sellers can achieve a final sale price closer to their first list price, whilst buyers can still benefit from a discount. Now is the time to transact.

Over the past 5 years to 2020#, 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 continual expectation for high capital growth in the near future.

The dominant proportion of houses sold in Burleigh Heads* across the 1st half of 2020 were in the highest price bracket of \$900K and above (33.3%). Units also experienced high buyer activity within the premium market of \$700K and above (31.0%). Premium properties are still in high demand in Burleigh Heads*.

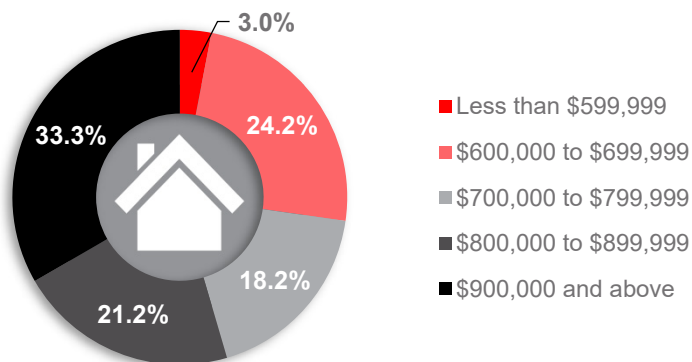
MARKET COMPARISON



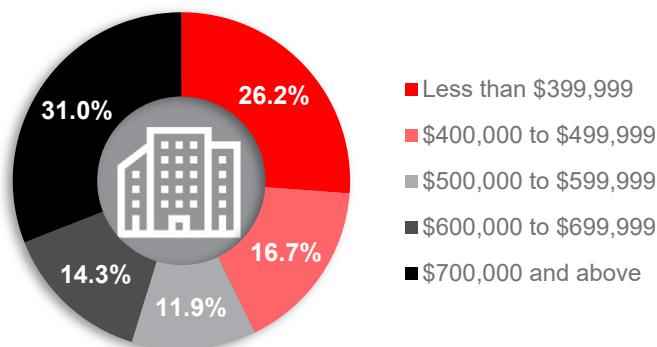
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled is chosen based on their proximity to the main suburb analysed, which is Burleigh Heads.

PRICE BREAKDOWN 2020^

HOUSES SOLD



UNITS SOLD

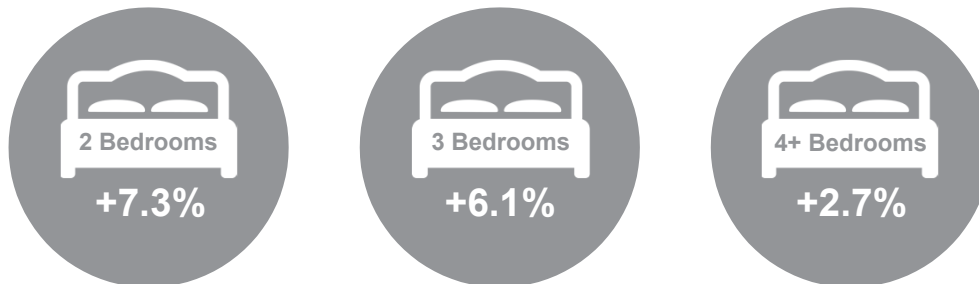


RENTAL GROWTH 2020*

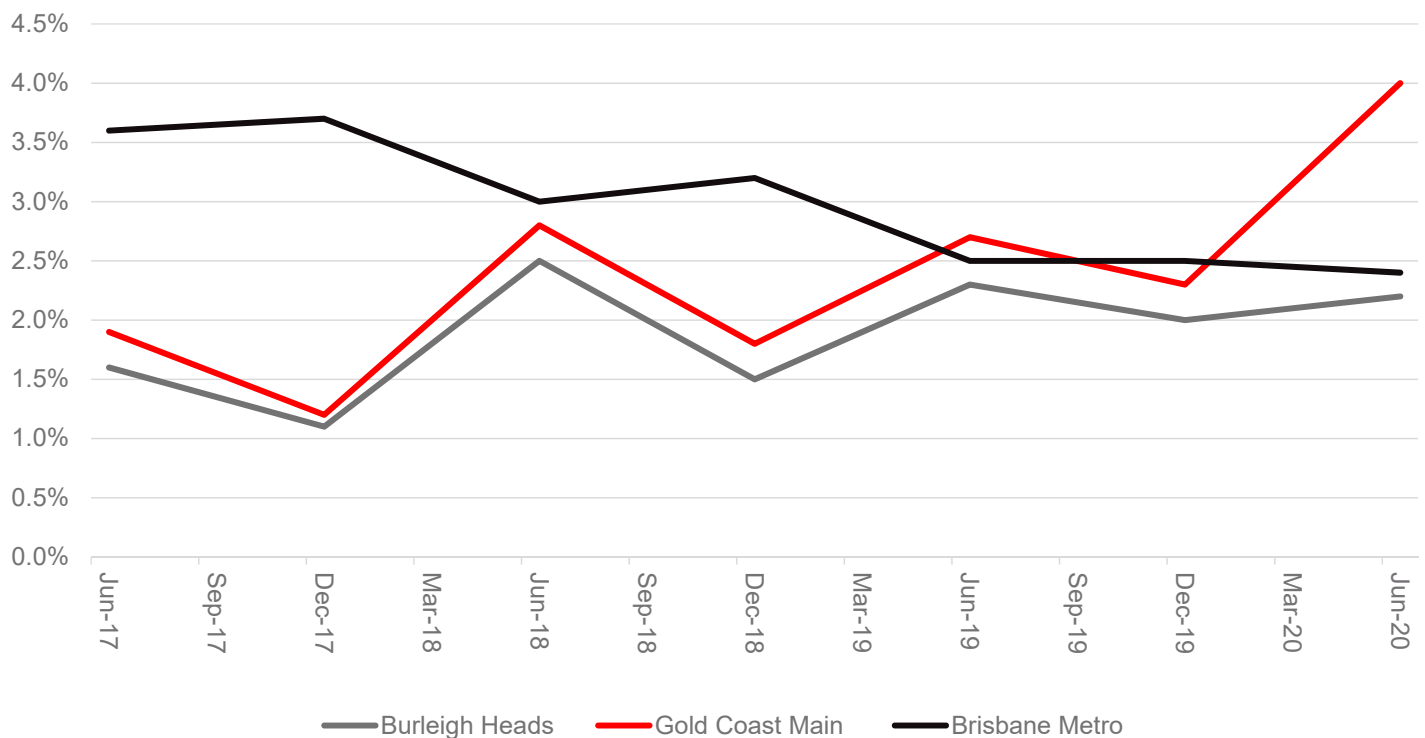
In June 2020, house rental yields in Burleigh Heads* were 3.6%, slightly below Gold Coast Main (4.1%) and Brisbane Metro (3.7%). Furthermore, in the 12 months to Q2 2020 house median rental price were stable at \$650 per week, whereas unit median rental price grew by 4.4% to \$470 per week. This represented a resilient rental market throughout COVID-19.

2-bedroom houses have provided investors with +7.3% rental growth annually, resulting in a median rent of \$515 per week.

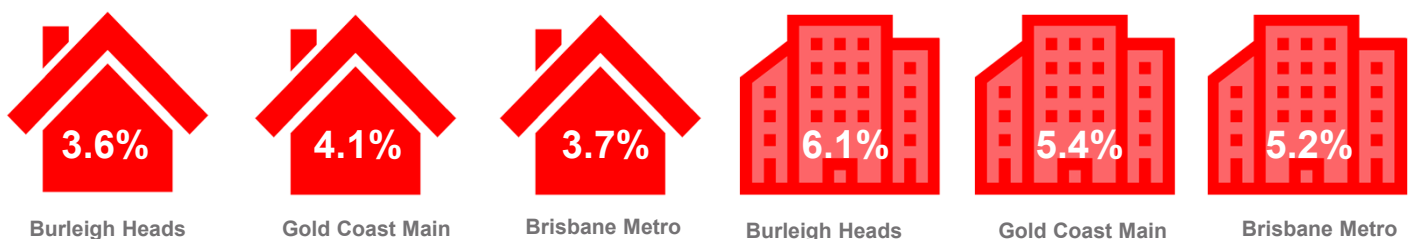
Over the June 2020 Quarter, Burleigh Heads* recorded a vacancy rate of 2.2%, lower than both Gold Coast Main (4.0%) and Brisbane Metro (2.4%). Vacancy rates in Burleigh Heads* have remained relatively stable over the past 12 months, and even amidst COVID-19 conditions. This confirms there is a healthy rental demand in Burleigh Heads*, and investors can be confident of conducive investment environment even throughout a recession.



RENTAL VACANCY RATES 2020

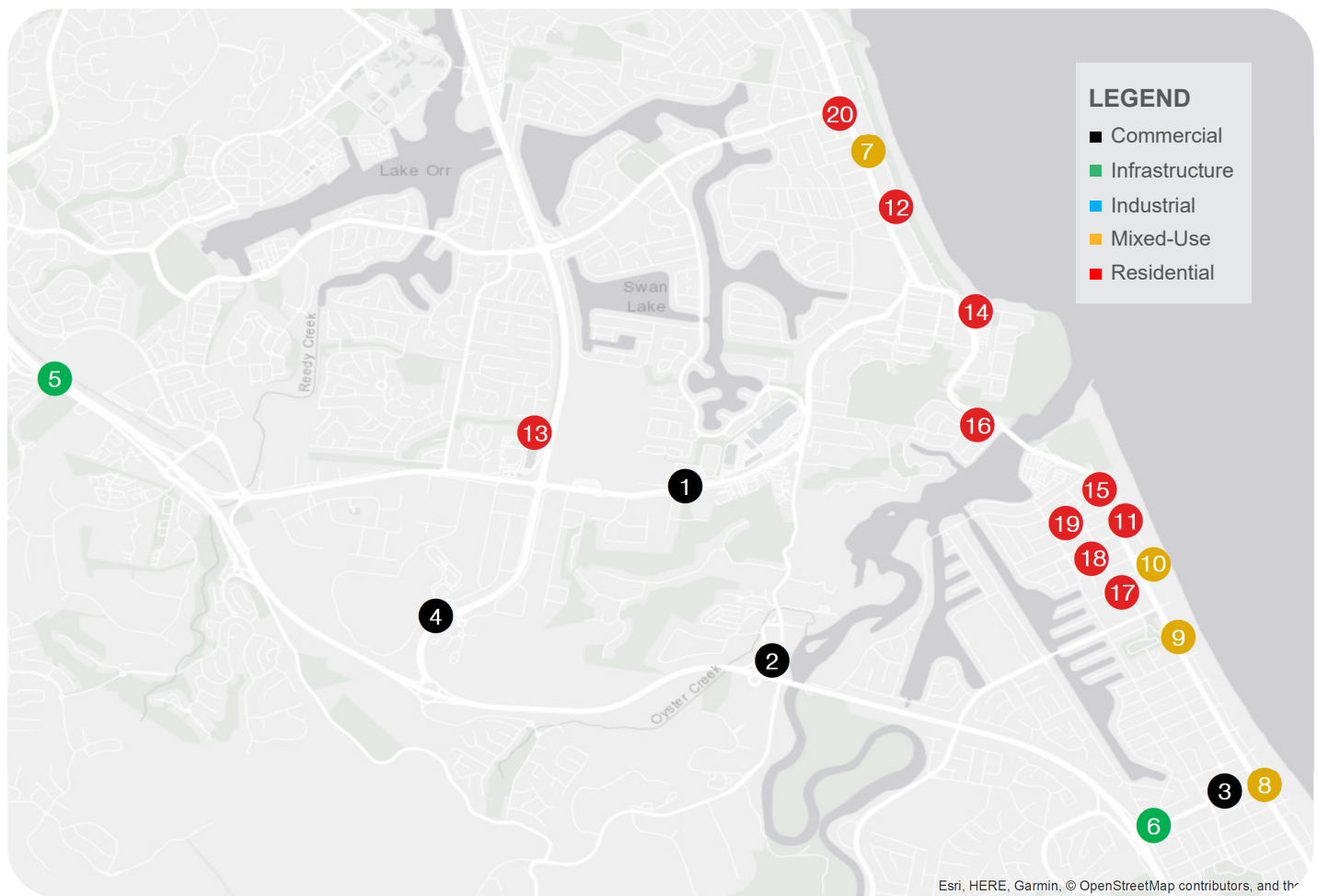


RENTAL YIELD 2020^



**Burleigh Heads market data and key indicators encapsulates aggregate property market conditions within the postcodes of 4220 and 4221. Annual rental growth is a comparison between 1H 2019 (01/01/2019 – 30/06/2019) and 1H 2020 (01/01/2020 – 30/06/2020) house median rent figures. ^Rental yields shown are as reported at June 2020. Source: APM Pricefinder, SQM Research. © Copyright PRD 2020.

PROJECT DEVELOPMENT MAP 2nd HALF 2020*



Location	Project**	Type	Estimated Value***	Commence Date****
1	Hismile Office Burleigh Waters	Commercial	\$3,500,000	06/10/2020
2	Tallebudgera Creek Road Office Building	Commercial	\$1,500,000	19/08/2020
3	Active Hand Therapy	Commercial	\$1,200,000	04/07/2020
4	Hutchinson Street Landfill Gas Facility	Commercial	\$1,100,000	18/12/2020
5	M1 Varsity Lakes to Burleigh	Infrastructure	\$500,000,000	18/10/2020
6	M1 South Pacific Motorway Burleigh To Palm Beach	Infrastructure	\$100,000,000	04/11/2020
7	Gold Coast Highway Mixed Use Development – Sandbar- (170 Apartments)	Mixed Use	\$50,000,000	23/11/2020
8	Village Palm Beach- (75 Apartments)	Mixed Use	\$24,000,000	18/10/2020
9	Gold Coast Highway Apartments- (78 Apartments)	Mixed Use	\$23,700,000	14/12/2020
10	East Apartments Palm Beach- (33 Apartments)	Mixed Use	\$22,000,000	03/08/2020
11	Palm Beach Apartments- (17 Apartments)	Residential	\$25,000,000	29/09/2020
12	The Esplanade Apartments – Natura- (33 Apartments)	Residential	\$20,000,000	12/11/2020
13	Executive Drive Apartments- (63 Apartments)	Residential	\$19,000,000	18/12/2020
14	Luna Apartments- (8 Apartments)	Residential	\$12,500,000	14/07/2020
15	The Esplanade Units- (15 Units)	Residential	\$4,500,000	10/11/2020
16	Ikkinia Road Townhouses- (9 Townhouses)	Residential	\$2,700,000	18/12/2020
17	Gold Coast Highway Apartments- (9 Apartments)	Residential	\$2,700,000	22/11/2020
18	Gold Coast Highway Apartments- (3 Apartments)	Residential	\$2,500,000	18/11/2020
19	Alkira Avenue Apartments- (4 Apartments)	Residential	\$2,500,000	29/10/2020
20	Gold Coast Highway Townhouses- (4 Townhouses)	Residential	\$1,200,000	25/10/2020

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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