

Bayside Market Update

1st Half 2021



OVERVIEW

In Q1 2021, Bayside* recorded a median house price of \$625,000, and a median unit price of \$495,000. This represents annual (Q1 2020 – Q1 2021) median price growth of 13.1% for houses and 17.0% for units. Between Q1 2020 – Q1 2021 total sales in both markets declined, down by -10.2% for houses to 237 sales and by -58.2% for units to 23 sales. Median price growth along with declining sales suggest a potential undersupply in the market. This makes now an ideal time to sell your home in Bayside* as there are influx of buyers looking to purchase their next property.

	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 Q1 2021



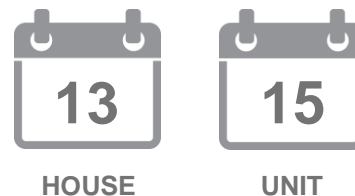
SALES AVERAGE DAYS ON MARKET Q1 2021



RENTAL MEDIAN PRICE Q1 2021

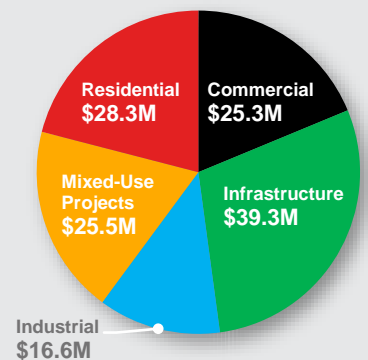


RENTAL AVERAGE DAYS ON MARKET Q1 2021



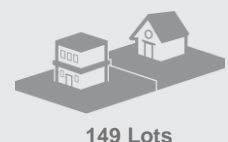
FUTURE DEVELOPMENTS

Redland City LGA is set to see approximately **\$134.9M** worth of new projects commencing in the 1st half of 2021.



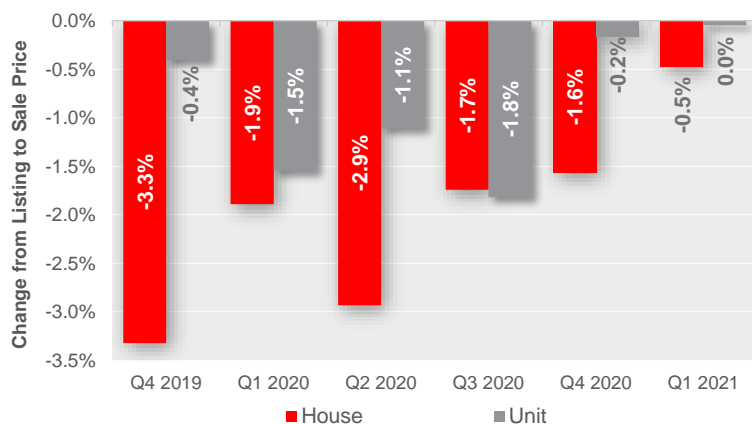
A large focus on infrastructure and mixed-use projects is ideal for Redland City LGA, as it signals improved services and liveability for residents. These projects will also create local jobs during the construction phase, which will stimulate the economy.

A main infrastructure project over the 1st half of 2021 is the Wellington Street Development (\$15.0M). This project is set to improve intersection upgrades and deliver greater road capacity and safety benefits in the area. A total of \$28.3M of residential projects is planned, adding 138 units/apartments, 8 townhouses and 149 lots to the Redland City LGA market. A key residential project in the 1st half of 2021 is Moores Road Residential Development (\$18.6M, 54 units and 8 townhouses).



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 discounts between Q1 2020 and Q1 2021 have tightened for both property types, to -0.5% for houses and 0.0% for units. Market conditions in Bayside* are shifting towards a seller's market as buyers are willing to offer closer to the first asking price. This makes it a perfect opportunity for vendors to sell their home.

Over past 2 years to #2021, the suburb of Redland Bay saw the highest growth in house median price, of 16.5% to \$630,000 respectively. Home buyers are showing confidence and seeking great opportunities in the Redland Bay market, even amidst COVID-19 conditions.

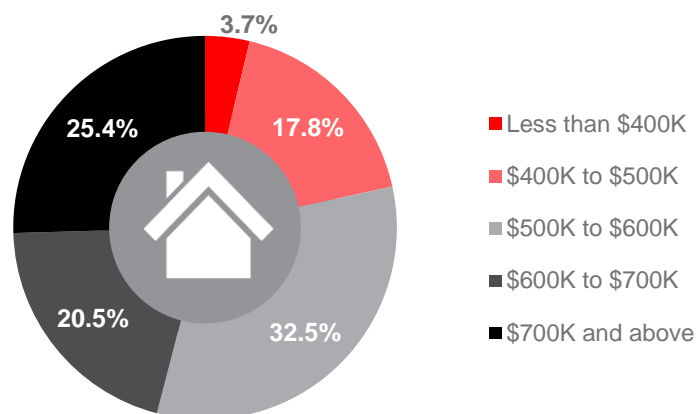
The dominant proportion of homes sold in Bayside* across 2020/21^ were priced in the middle market of \$500k to \$600K (32.5%). Units also recorded a dominant middle-price point of \$400k to \$450K (46.0%). There is an equilibrium price point in the market, serving every price budget for prospective buyers.

MEDIAN HOUSE PRICE COMPARISON

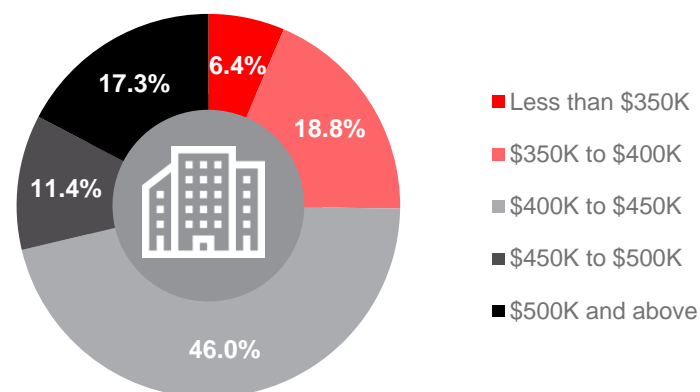
Individual Suburbs	2019	2020	#2021	2019 – 2021 % Growth
Redland Bay	\$541,000	\$570,000	\$630,000	16.5%
Thornlands	\$526,000	\$570,000	\$608,000	15.6%
Victoria Point	\$515,000	\$550,000	\$589,000	14.4%
Mount Cotton	\$531,000	\$560,000	\$582,000	9.6%

PRICE BREAKDOWN 2020/21^

HOUSES SOLD



UNITS SOLD

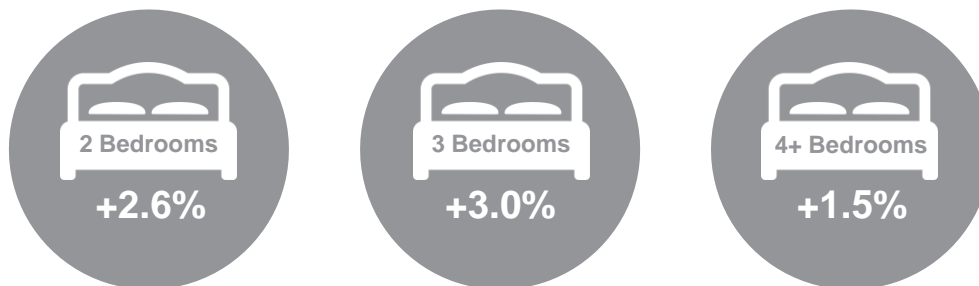


RENTAL GROWTH 2020/21€

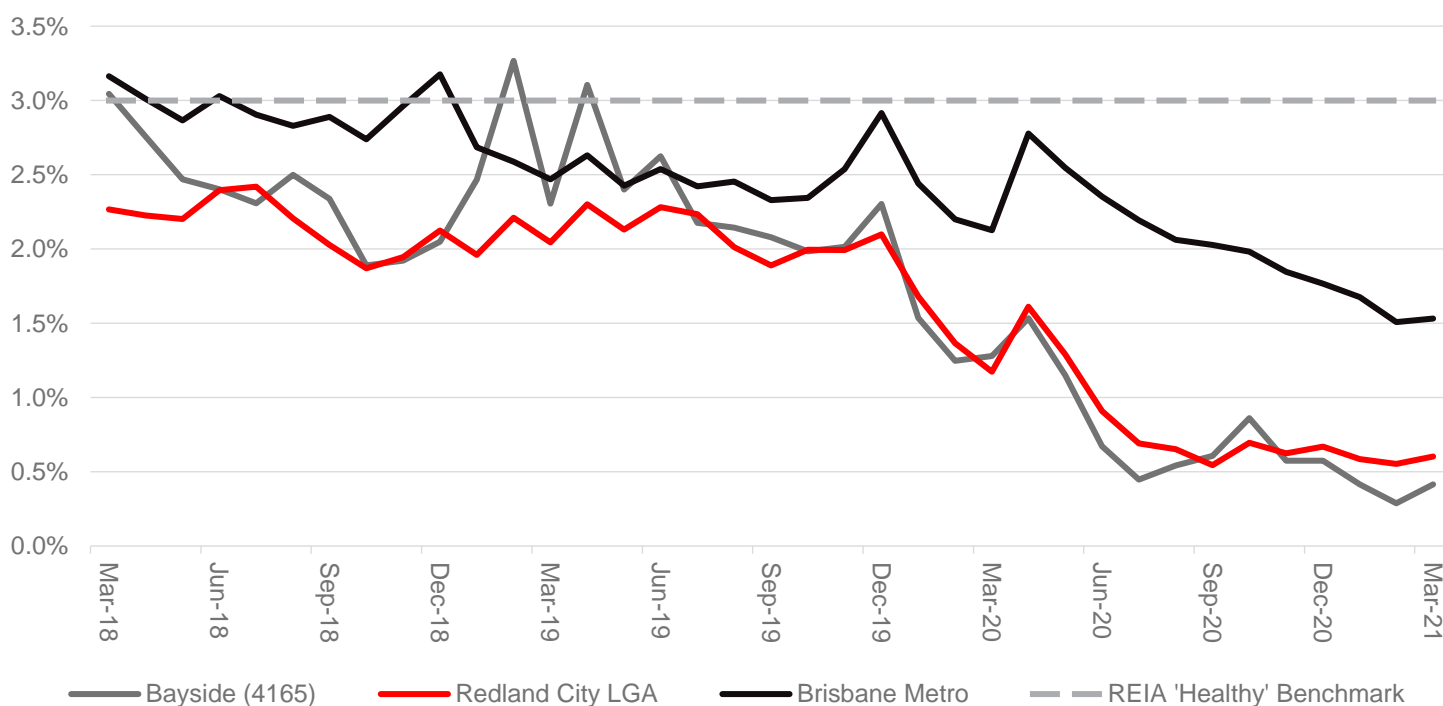
In March 2021, house rental yields in Bayside* were recorded at 4.4%. In the 12 months to Q1 2021, the median house rental price increased by 4.2% to \$500 per week, this is in conjunction with average days on the market declining by -48.3% (to 13 days). These figures represent a strong rental market, with increasing demand.

3 bedroom houses have provided investors with +3.0% rental growth annually, with a median rent of \$430 per week.

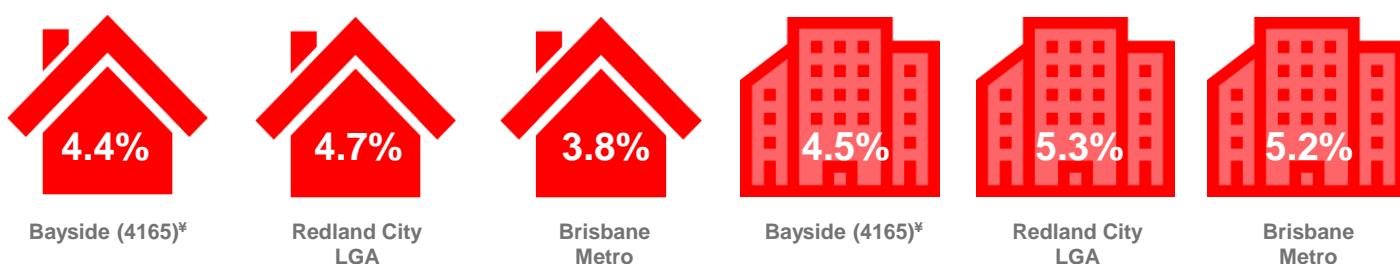
Also in March 2021, Bayside* recorded a low vacancy rate of 0.4%, well below that of Redland City LGA (0.6%) and Brisbane Metro (1.5%). Vacancy rates in Bayside* have been on a declining trend since April 2020, and have remained well below the Real Estate Institute of Australia's healthy benchmark of 3.0%, even amidst COVID-19 conditions. This confirms there is increasing rental demand, creating an extremely conducive market for investment.



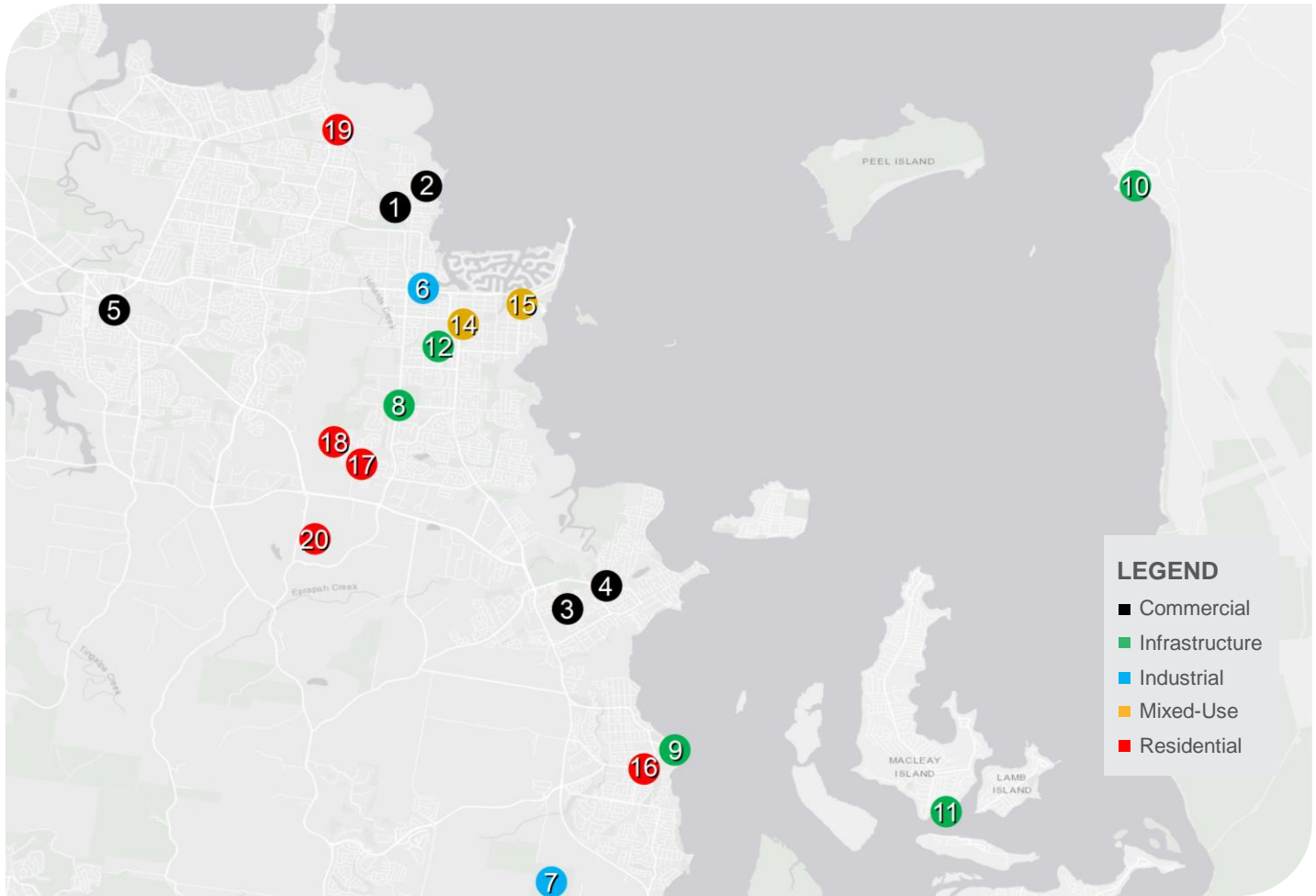
RENTAL VACANCY RATES 2021



RENTAL YIELD 2021\$



TOP DEVELOPMENTS MAP 1ST HALF 2021[Ⓐ]



Location	Project [£]	Type	Estimated Value [Ⓜ]	Commence Date [Ⓜ]
1	Ormiston Rise Retirement Village	Commercial	\$8,500,000	21/04/2021
2	Ormiston Rise Retirement Village	Commercial	\$7,500,000	12/04/2021
3	Victoria Point Retirement Village Independent Living Units	Commercial	\$4,000,000	15/03/2021
4	Woolworths Victoria Point East	Commercial	\$1,750,000	11/01/2021
5	Redland Bay Road Retail Showroom	Commercial	\$1,500,000	11/02/2021
6	Kennards Self Storage	Industrial	\$14,000,000	21/06/2021
7	Redland City & Stradbroke Island Bus Shelters	Industrial	\$1,500,000	10/04/2021
8	Wellington Street	Infrastructure	\$15,000,000	15/06/2021
9	Wayfarer Residences Redland Bay	Infrastructure	\$9,900,000	16/06/2021
10	Quampi & Whale On The Hill	Infrastructure	\$4,500,000	15/03/2021
11	Redland City Council Roadworks	Infrastructure	\$2,000,000	03/05/2021
12	Redland City Council Footpath & Kerbs	Infrastructure	\$1,576,000	15/05/2021
Not mapped	Snapper Street Pedestrian Link Stage 1	Infrastructure	\$1,309,000	01/02/2021
14	Laguna Waters Mixed Use Development Stage 5- (44 Apartments)	Mixed Use	\$17,000,000	15/05/2021
15	Aquence Tower Mixed Use Development- (26 Apartments)	Mixed Use	\$8,500,000	18/05/2021
16	Moores Road Residential Development- (54 Units, 8 Townhouses)	Residential	\$18,600,000	09/03/2021
17	Kinross Road Residential Subdivision- (50 Lots)	Residential	\$2,300,000	09/03/2021
18	Kinross Road Residential Subdivision- (45 Lots)	Residential	\$2,000,000	13/01/2021
19	Chermside Street Units- (10 Units)	Residential	\$2,000,000	19/03/2021
20	Taylor Road Residential Subdivision- (29 Lots)	Residential	\$1,300,000	19/03/2021

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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REFERENCES

* Bayside market data and key indicators encapsulates aggregate property market conditions within the suburbs of Mount Cotton, Redland Bay, Thornlands and Victoria Point.

** Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.

2021 encapsulates sales transactions for Q1 2021 (01/01/2021 – 31/03/2021).

^ 2020/21 encapsulates sales transactions for 2020 & Q1 2021 (01/01/2020 – 31/03/2021).

€ Annual rental growth is a comparison between 2019 (01/01/2019 – 31/12/2019) and 2020/21 (01/01/2020 – 31/03/2021) house median rent figures.

¥ Bayside market data encapsulates aggregate property conditions within the postcode of 4165.

§ Rental yields shown are as reported as of March 2021.

⌘ Project development map showcases a sample of upcoming projects only, due to accuracy of addresses provided by the data provider for geocoding purposes.

£ Projects refers to the top developments within the Redland City Local Government Area.

μ Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value.

ψ Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRD does not hold any liability to the exact date.

Source: APM Pricerfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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