



Robina Market Update

1st Half 2021



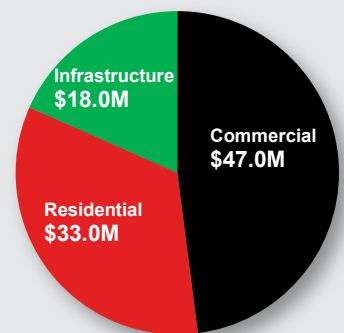
OVERVIEW

In Q4 2020, Robina* recorded a median house price of \$725,000, and a median unit price of \$500,000. This represents annual (Q4 2019 – Q4 2020) median price stability for houses, however units grew by 3.4%. Between Q4 2019 – Q4 2020 total sales increased, by 30.7% for houses (to 98 sales) and by 21.6% for units (to 141 sales). The Robina* property market is heading towards a post COVID-19 road to recovery, wherein price growth combined with an increase in sales suggest real returns on capital investment. Now is an ideal time to transact, with unique opportunities for both sellers and buyers.

	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 Robina* area is set to see approximately **\$98.0M** worth of new projects commencing in the 1st half of 2021.



A large focus on commercial projects is ideal for Robina*, as it signals the creation of new businesses and improved services, all of which has the potential to create more jobs. Supply of housing stock will be replenished thanks to residential projects, catering for high demand.

MARKET CONDITIONS

SALES MEDIAN PRICE Q4 2020



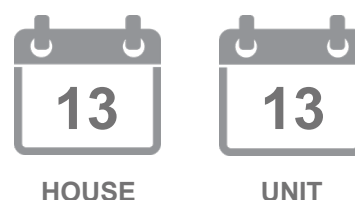
SALES AVERAGE DAYS ON MARKET Q4 2020



RENTAL MEDIAN PRICE Q4 2020



RENTAL AVERAGE DAYS ON MARKET Q4 2020



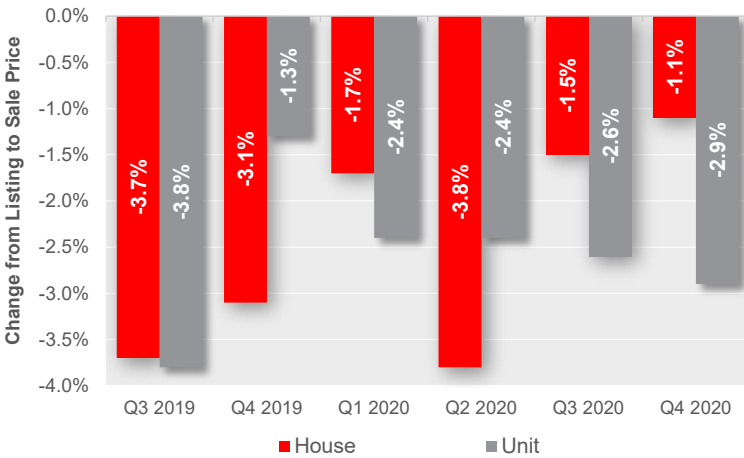
A major project in the 1st half of 2021 is The Robina Town Centre - Office Block (\$40.0M). This project is set to construct an office building which will invite a new demographic into the area and create new white collar employment opportunities. A total of \$33.0M of residential projects is planned, adding 145 units/apartments to the Robina* market. Residential projects include: Brooke Residences Tower 4 (\$18.0M, 95 units) and Lake Orr Residences (\$15.0M, 50 units). New apartments will assist in answering high demand, as apartment sales have increased by 21.6% between Q4 2019-Q4 2020. There is a unique opportunity for creating new lots, allowing first home buyers to access government grants.



145 Units/
Apartments

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.

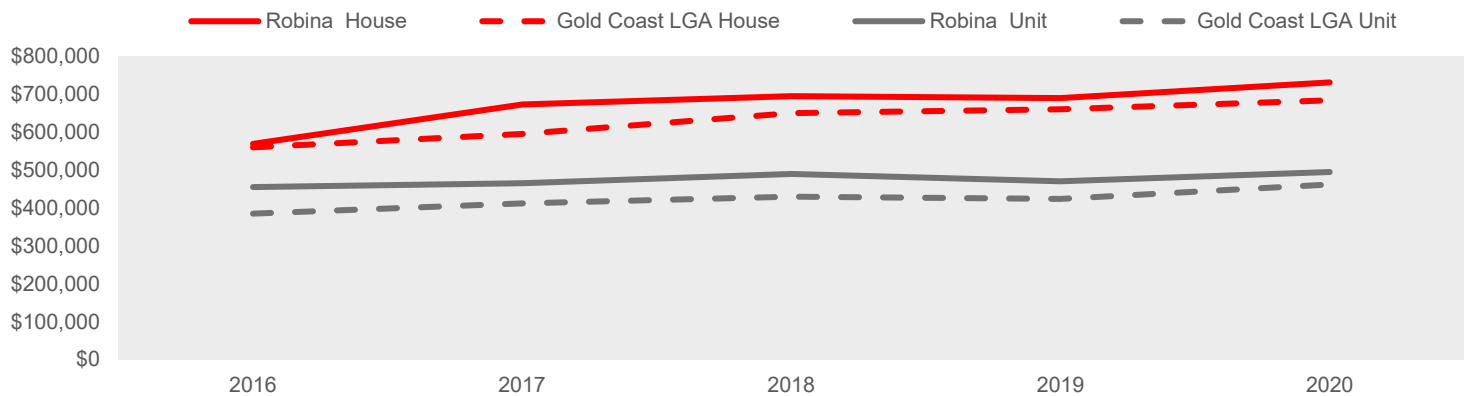


Average vendor discounts between Q4 2019 and Q4 2020 have tightened for houses, to -1.1%, however widened to -2.9% for units. The Robina* property market provides unique opportunities. House sellers can now achieve a final sale price closer to their first list price, however unit buyers can benefit from a discount.

The suburb of Robina is a premium market compared to Gold Coast Main Local Government Area (LGA) in regards to property prices. In 2020 median prices have surged, creating opportunities for vendors to sell.

The dominant proportion of homes sold in Robina* across 2020^ were within the premium price segment of above \$800,000 (34.0%). Units on the other hand, recorded a dominant middle-lower price point within the \$400,000 to \$499,999 bracket (28.1%). Currently the Robina* market provides affordable opportunities, with continual capital growth in the long term.

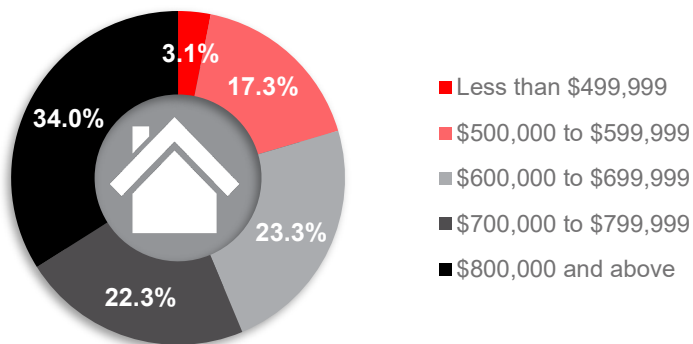
MARKET COMPARISON



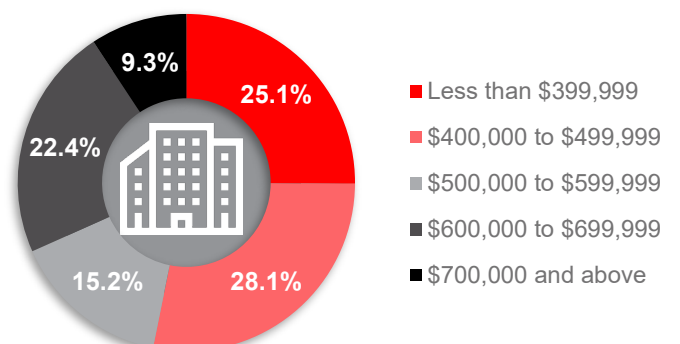
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Robina.

PRICE BREAKDOWN 2020^

HOUSES SOLD



UNITS SOLD

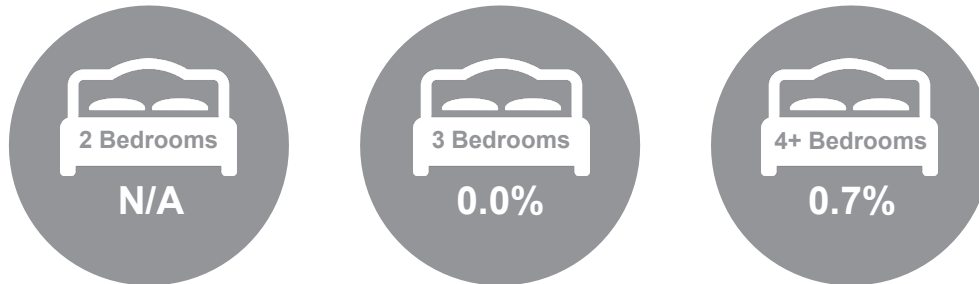


RENTAL GROWTH 2020€

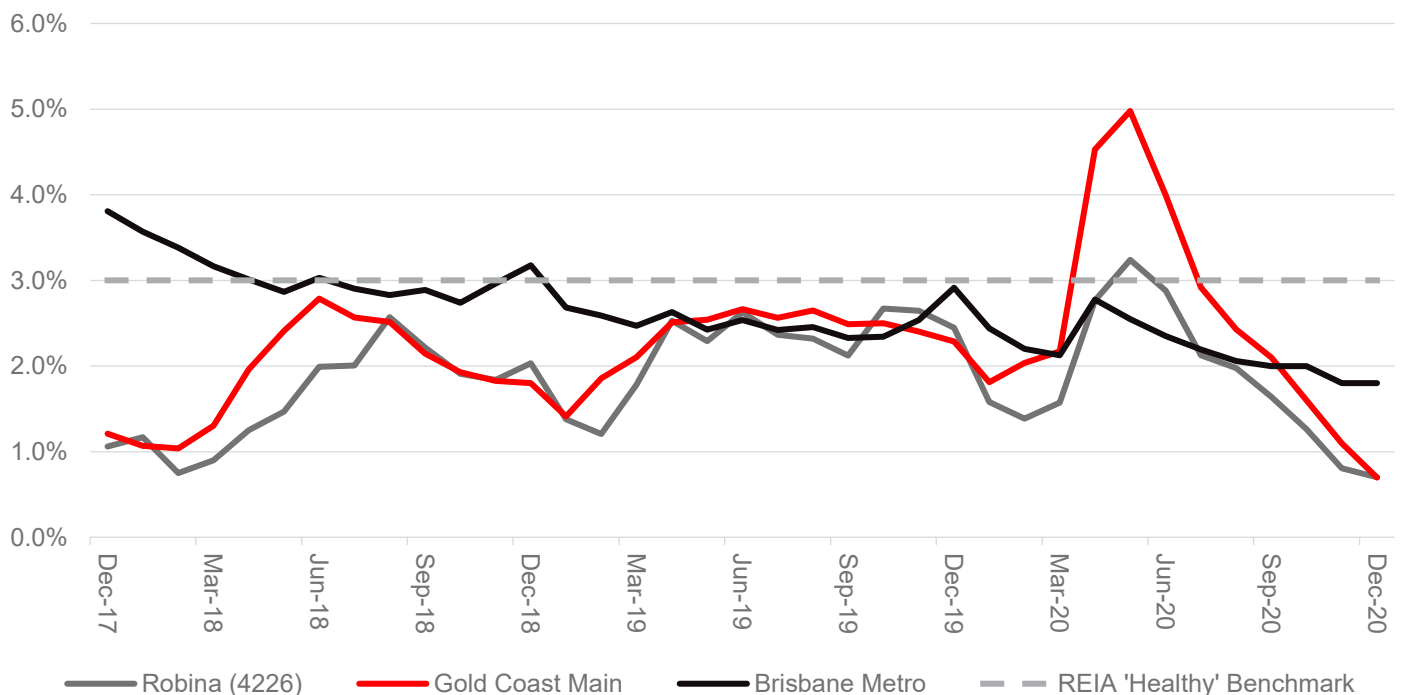
In December 2020, house rental yields in Robina[¥] were recorded at an attractive 5.2%. In the 12 months to Q4 2020 the median house rental price grew by 3.2% to \$640 per week. Furthermore, average days on the market declined by -45.8% (to 13 days). This establishes Robina^{*} as a resilient and highly demanded rental market.

3 and 4+ bedroom rental houses were the most resilient throughout COVID-19, recording stable growth throughout.

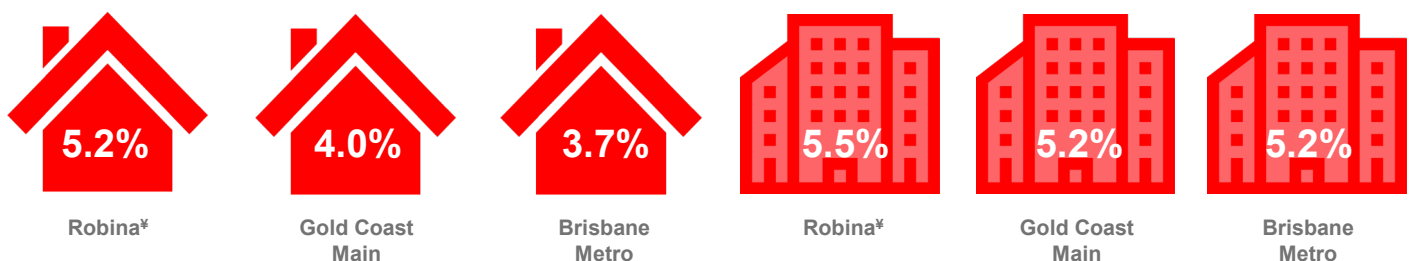
In December 2020, Robina[¥] recorded a low vacancy rate of 0.7%, on par with Gold Coast Main (0.7%) but well below that of Brisbane Metro (1.8%). Vacancy rates in Robina[¥] is at all time record lows, and well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. This confirms there is high resilience in the rental market despite COVID-19, thus investors can be confident of a conducive investment environment in Robina[¥].



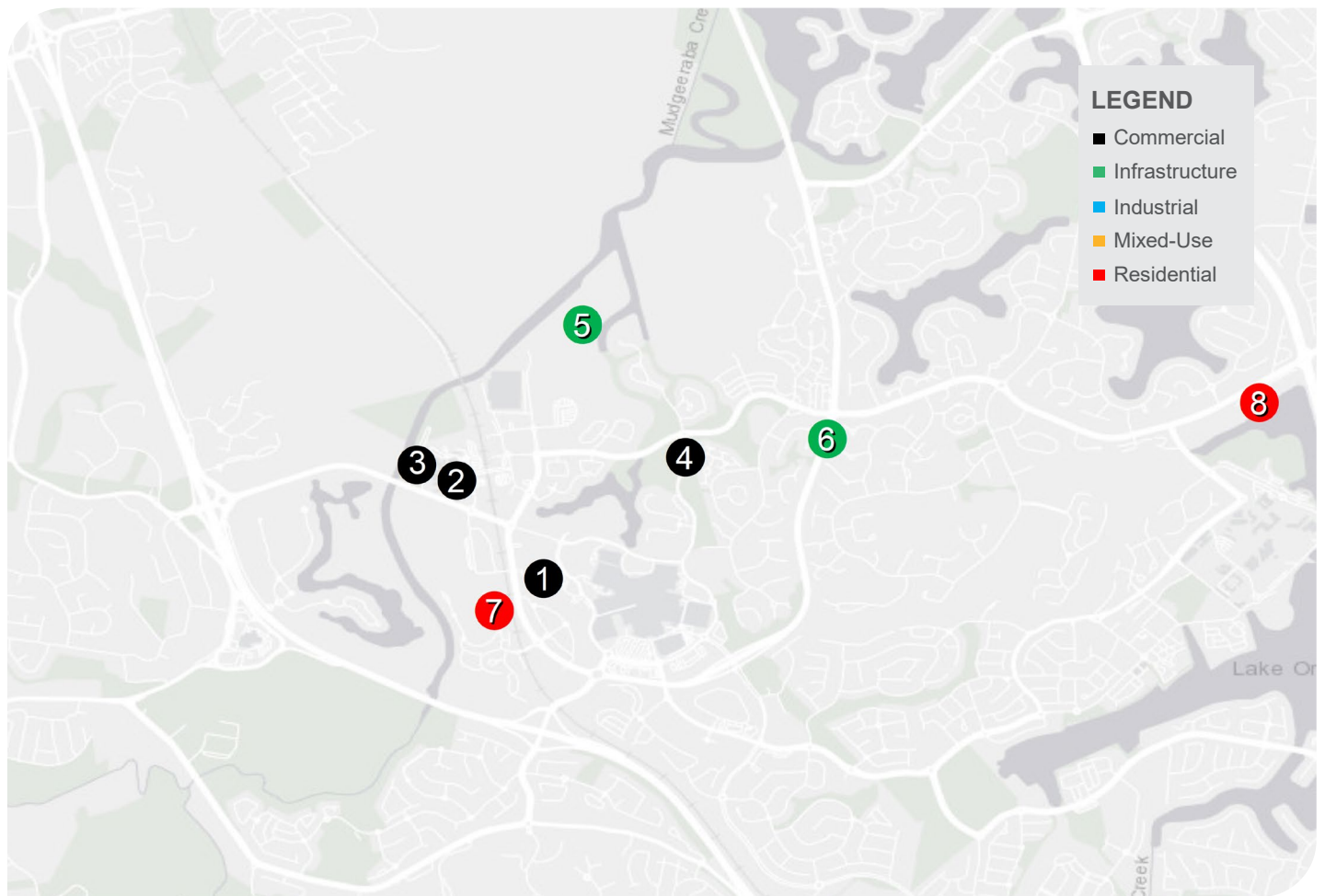
RENTAL VACANCY RATES 2020



RENTAL YIELD 2020\$



TOP DEVELOPMENTS MAP 1ST HALF 2021[Ⓐ]



Location	Project [Ⓔ]	Type	Estimated Value [Ⓜ]	Commence Date [Ⓟ]
1	Robina Town Centre - Office Block	Commercial	\$40,000,000	30/03/2021
2	Robina Hospital Crisis Stabilisation Facility	Commercial	\$5,122,000	08/03/2021
3	Robina Hospital	Commercial	\$1,500,000	28/04/2021
4	Woolworths Robina Town Centre	Commercial	\$400,000	25/04/2021
5	Robina City Parklands	Infrastructure	\$15,000,000	22/02/2021
6	City Of Gold Coast Bridge Works	Infrastructure	\$3,000,000	05/06/2021
7	Brooke Residences Tower 4- (95 Units)	Residential	\$18,000,000	22/02/2021
8	Lake Orr Residences- (50 Units)	Residential	\$15,000,000	02/05/2021

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

* Robina market data and key indicators encapsulates aggregate property market conditions within the suburb 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.

2020 encapsulates sales transactions for 2020 (01/01/2020 – 31/12/2020).

^ 2020 encapsulates sales transactions for 2020 (01/01/2020 – 31/12/2020).

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

¥ Robina market data encapsulates aggregate property conditions within the postcode of 4226.

§ Rental yields shown are as reported as of December 2020.

⌘ 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 suburb of Robina.

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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