



# Robina Market Update 2nd Half 2021



## OVERVIEW

In Q2 2021, Robina\* recorded a median house price of \$855,000, and a median unit price of \$520,000. This represents annual (Q2 2020 – Q2 2021) median price growth of 15.5% for houses and 13.0% for units. Between Q2 2020 – Q2 2021 total sales in both markets have increased, by 8.5% for houses (to 77 sales) and by 95.4% for units (to 127 sales). This is a clear indication of increased consumer confidence, with real returns on investment as price growth is accompanied by higher transaction volumes. Now is an opportune time for vendors to transact, as demand is exceeding supply levels.

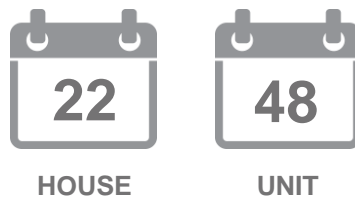
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↑	↓
	House Median Price	↑	↑
	House Rental Price	↑	↑
	Unit Sales	↑	↓
	Unit Median Price	↑	↔
	Unit Rental Price	↑	↑

## MARKET CONDITIONS

### SALES MEDIAN PRICE Q2 2021



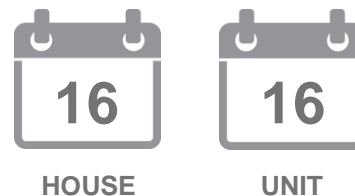
### SALES AVERAGE DAYS ON MARKET Q2 2021



### RENTAL MEDIAN PRICE Q2 2021

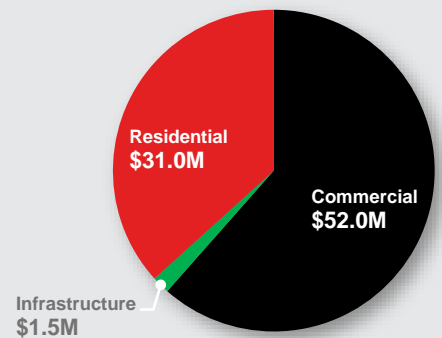


### RENTAL AVERAGE DAYS ON MARKET Q2 2021



## FUTURE DEVELOPMENTS

Robina is set to see approximately **\$84.5M** worth of new projects commencing in the 2nd half of 2021.



A focus on commercial projects will stimulate economic growth and create jobs in Robina\*, which will continue to have a positive spill-over impact on the real estate market. Residential projects is needed to meet demand, and ensure sustainable price growth.

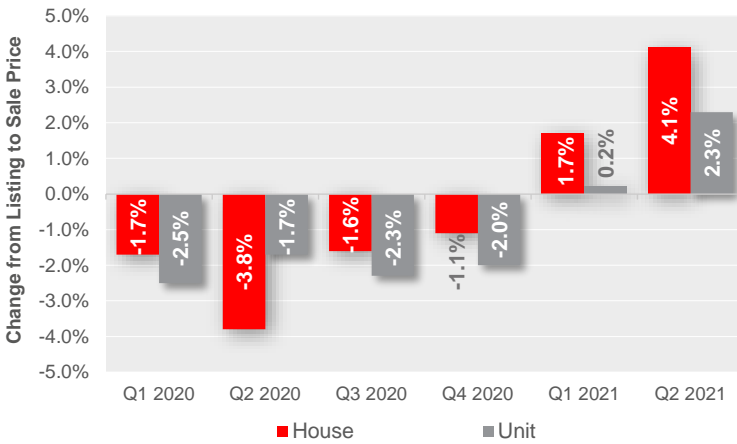
A major commercial project in the 2<sup>nd</sup> half of 2021 is The Glades Resort Hotel & Apartments Development (\$50.0M). This project is set to construct a new 60 rooms resort hotel to the market, as well as supplying 70 serviced apartments. Current golf course and clubhouse will remained, with added pool and BBQ area.

A total of \$31.0M residential projects is planned in Robina, adding 112 units/apartments and 20 townhouses. Key projects in Robina include: Lake Orr Drive Development Site (\$25.0M, 112 apartments) and Lakeside Robina (\$6.0M, 20 townhouses). There is an absence of projects that plans to deliver ready-to-sell stand alone house, thus creating an opportune time for current home-owners.



# 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.

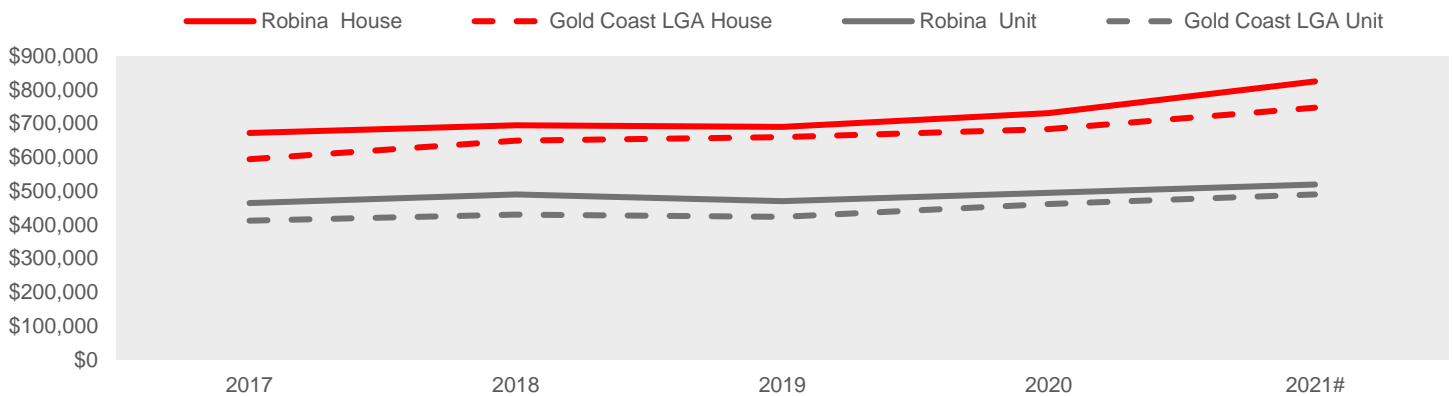


Average vendor discounts between Q2 2020 and Q2 2021 have swung to a premium of 4.1% for houses and to 2.3% for units. The Robina\* market has shifted to favour vendors, where buyers must offer above the initial listing price. Now is the time for vendors to capitalise on their investments.

The suburb of Robina has historically outperformed Gold Coast Main Local Government Area (LGA) in both house and unit median prices. This trend has continued in 2021# with house and units recording continuous median price growth.

The dominant proportion of homes sold in Robina\* across 2021^ were in the premium price bracket above \$800,000 (55.1%). Units also recorded a dominant price point of above \$550,000 (46.3%). Robina\* shows a growing premium market, with long term capital growth expectancy. Affordable options are still available in both houses and units, in good news for first home buyers.

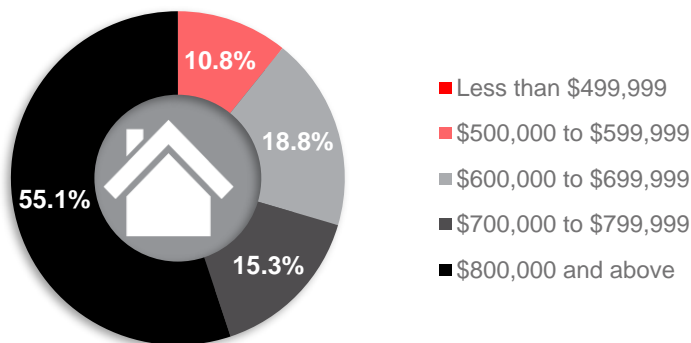
## MARKET COMPARISON



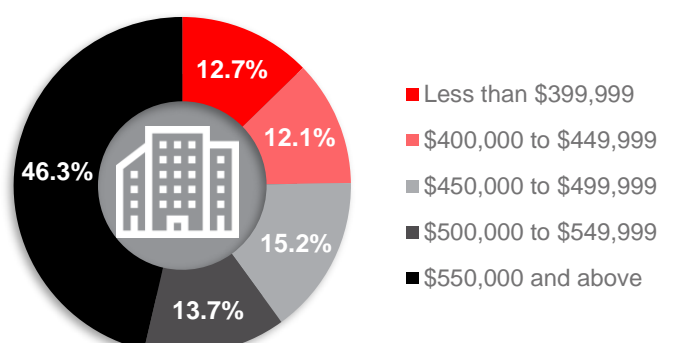
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Robina.

## PRICE BREAKDOWN 2021^

### HOUSES SOLD



### UNITS SOLD



# RENTAL GROWTH 2021€

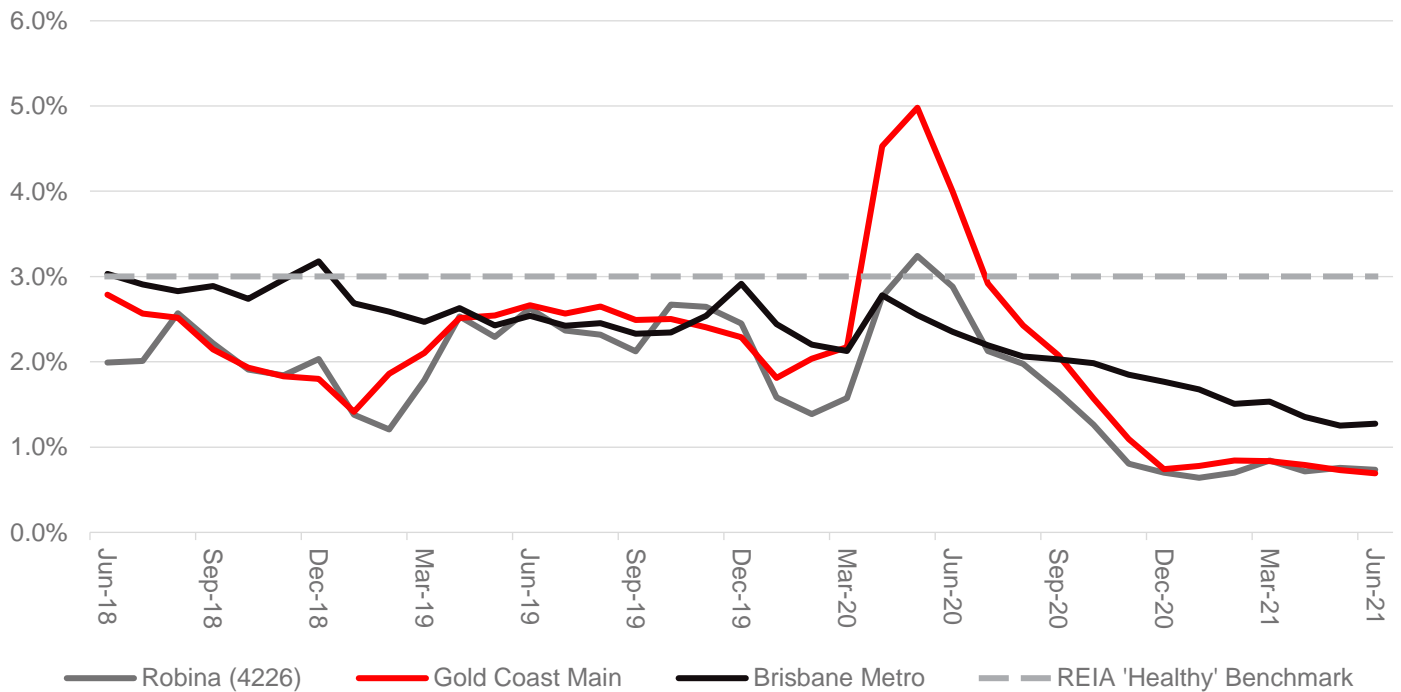
In June 2021, house rental yields in Robina<sup>€</sup> were recorded at an attractive 5.7%. In the 12 months to Q2 2021, the median house rental price increased by 17.1% to reach \$720 per week, while average days on the market declined by -33.3% (to 16 days). These figures indicate a surge in investment returns, inviting astute investors to enter the market.

3 bedroom houses have provided investors with +15.5% rental growth annually<sup>€</sup>, with a median rent of \$635 per week.

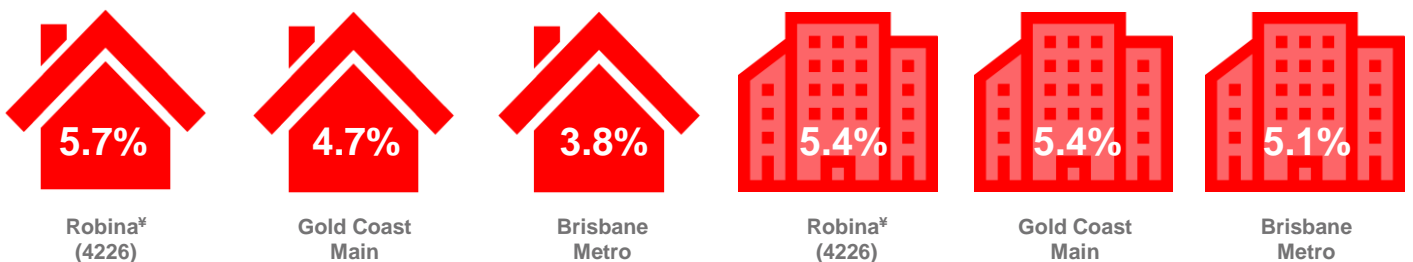
Also in June 2021, Robina<sup>€</sup> recorded a vacancy rate of 0.7%, on par with Gold Coast Main and well below Brisbane Metro (1.3%). Vacancy rates in Robina<sup>€</sup> have continued to decline, recording historical lows in the past 6 months, and remaining below the Real Estate Institute of Australia's healthy benchmark of 3.0% as the economy recovers from COVID-19. There is a sustainable healthy rental demand and investors can be confident of a conducive investment environment in Robina<sup>€</sup>.



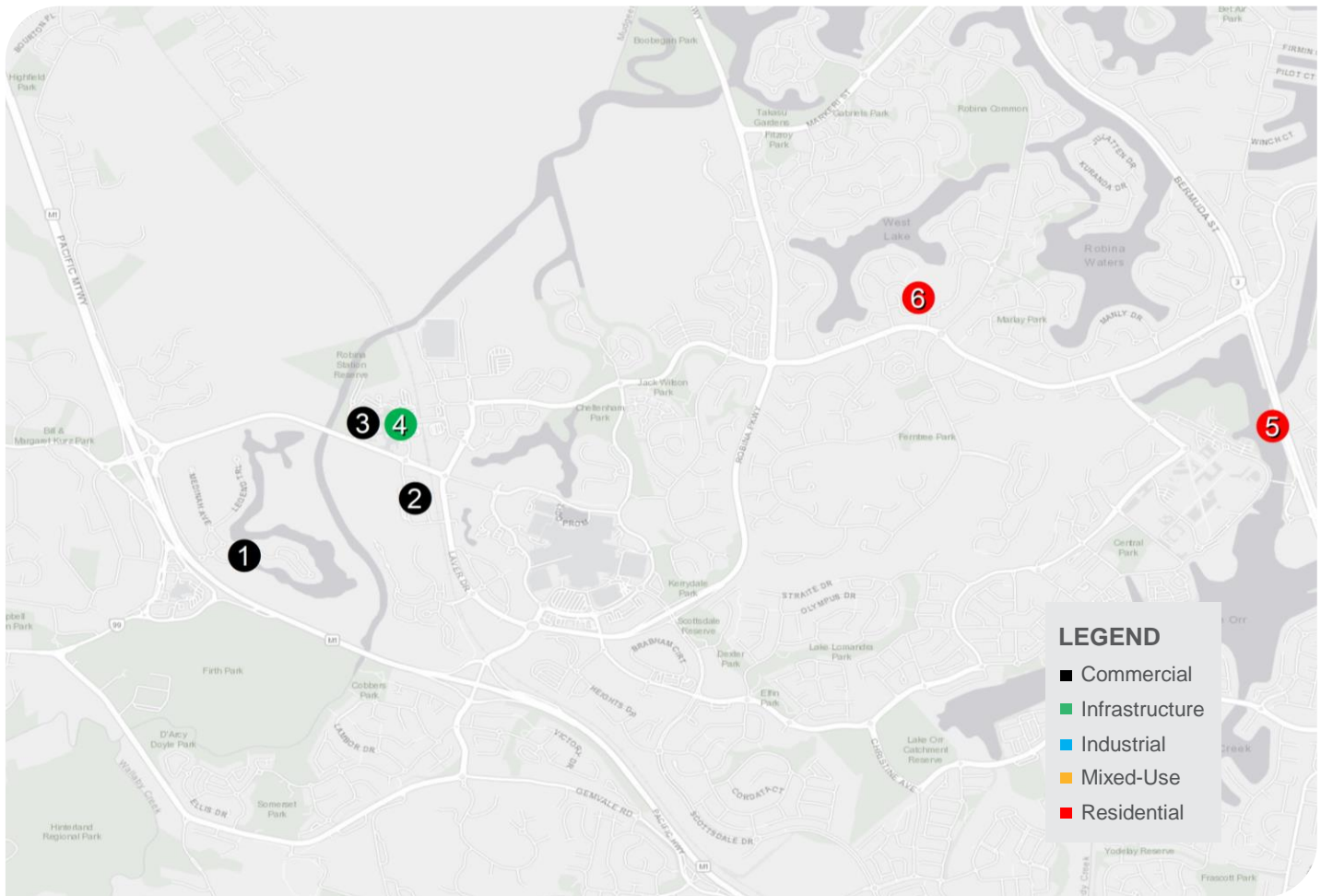
# RENTAL VACANCY RATES 2021



# RENTAL YIELD 2021§



# TOP DEVELOPMENTS MAP 2ND HALF 2021<sup>▲</sup>



Location	Project <sup>£</sup>	Type	Estimated Value <sup>µ</sup>	Commence Date <sup>¶</sup>
1	The Glades Resort Hotel & Apartments Development	Commercial	\$50,000,000	08/12/2021
2	Robina Car Park	Commercial	\$1,200,000	04/07/2021
3	Robina Hospital	Commercial	\$750,000	22/10/2021
4	Robina Hospital	Infrastructure	\$1,500,000	28/11/2021
5	Lake Orr Drive Development Site- (112 Apartments)	Residential	\$25,000,000	30/08/2021
6	Lakeside Robina- (20 Townhouses)	Residential	\$6,000,000	08/07/2021

## 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.



**Justin Johnson**, Director  
**M** +61 435 587 280  
**E** [justin.johnson@prd.com.au](mailto:justin.johnson@prd.com.au)

**PRD Robina**  
**P** +61 7 5593 2283

Shop 1a Robina Shopping Village  
199 Ron Penhaligon Way  
Robina QLD 4226

[PRD.com.au/robina](http://PRD.com.au/robina)

# 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.

# 2021 encapsulates sales transactions for 1H 2021 (01/01/2021 – 30/06/2021).

^ 2021 encapsulates sales transactions for 1H 2021 (01/01/2021 – 30/06/2021).

€ Annual rental growth is a comparison between 1H 2020 (01/01/2020 – 30/06/2020) and 1H 2021 (01/01/2021 – 30/06/2021) house median rent figures.

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

§ Rental yields shown are as reported as of June 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 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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