



Burleigh Heads Market Update 1st Half 2022



OVERVIEW

In Q4 2021, Burleigh Heads* recorded a median house price of \$1,450,000, and a median unit price of \$812,000. This represents annual (Q4 2020 – Q4 2021) median price growth of 45.0% for houses and 30.6% for units. Between Q4 2020 – Q4 2021 total sales in both markets slowed, down by -3.7% for houses (to 211 sales) and by -40.6% for units (to 247 sales). Current owner occupiers and down-sizers can benefit from real returns on capital investment, as median price growth has been fuelled by an imbalance in high demand and low stock levels. The market is undersupplied, in need for ready-to-sell stock.

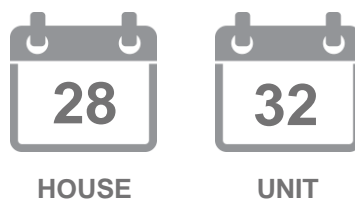
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↓
	House Median Price	↑	↑
	House Rental Price	↑	↑
	Unit Sales	↓	↓
	Unit Median Price	↑	↑
	Unit Rental Price	↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q4 2021



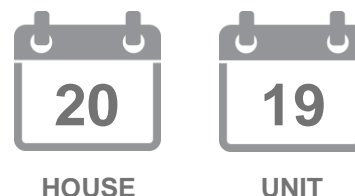
SALES AVERAGE DAYS ON MARKET Q4 2021



RENTAL MEDIAN PRICE Q4 2021

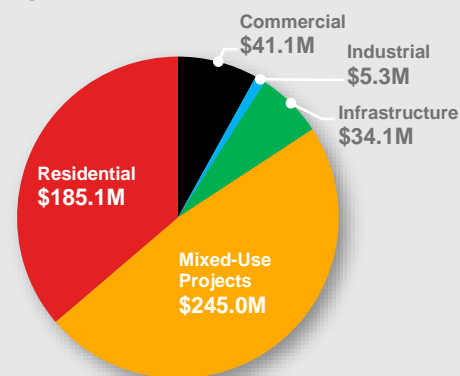


RENTAL AVERAGE DAYS ON MARKET Q4 2021



FUTURE DEVELOPMENTS

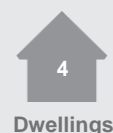
Burleigh Heads* is set to see approximately **\$510.6M** worth of new projects commencing in the 1st half of 2022.



A strong focus on mixed-use and residential projects will provide much needed housing stock to the market, potentially creating a more sustainable price growth in the future. It will also create new employment opportunities during the construction phase.

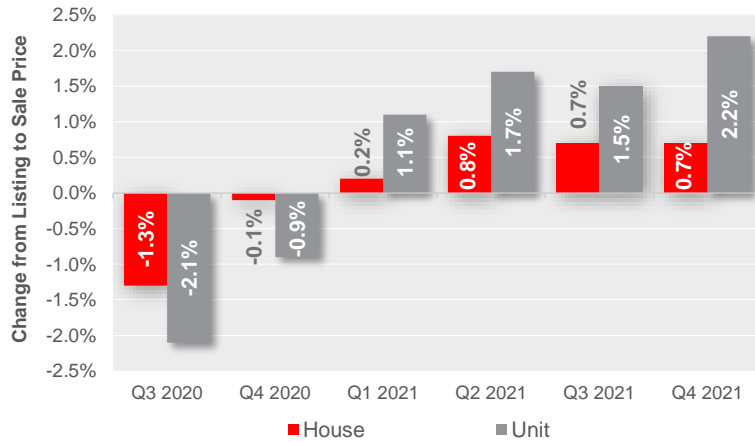
A main mixed-use project over the 1st half of 2022 is the Mondrian Gold Coast (\$200.0M, 84 apartments). This project is set to construction of 2 x 22 storey mixed use towers atop a 3 storey podium.

A total of \$185.1M of residential projects is planned, adding 545 units/apartments, 3 townhouses and 4 dwellings. A key residential project in the 1st Half of 2022 is the Northshore Palm Beach (\$50.0M, 93 units and 4 villas). Other notable projects include: Alegria Palm Beach (\$46.0M, 76 apartments) and Alba Apartments (\$40.0M, 47 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.

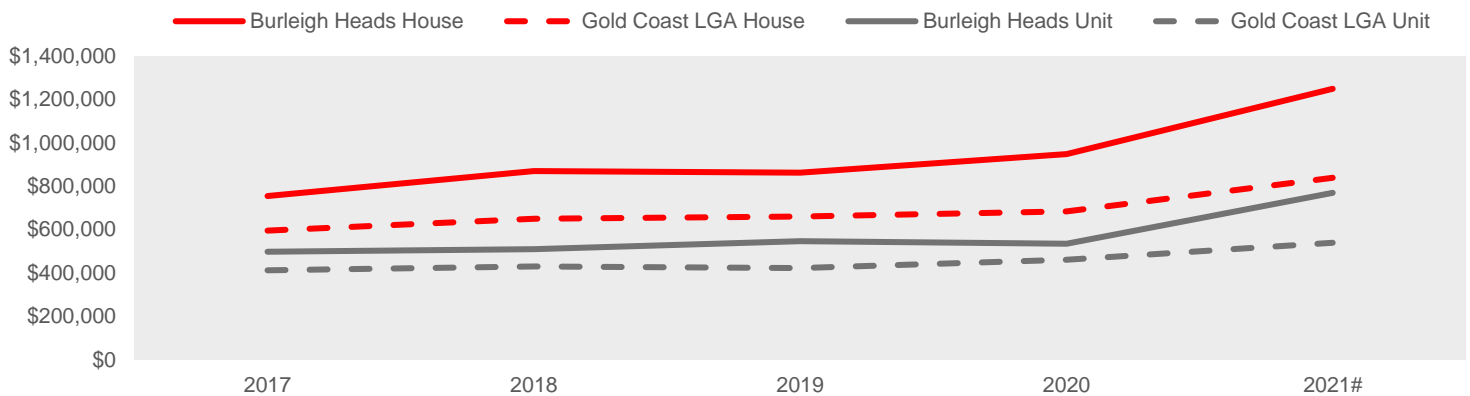


Average vendor discounts between Q4 2020 and Q4 2021 have tightened for both property types, to +0.7% for houses and +2.2% for units, the highest average premium for units in the past 2 years. Market conditions in Burleigh Heads* continue to favour vendors, where buyers are offering above initial listing price.

The suburb of Burleigh Heads has historically outperformed Gold Coast Main Local Government Area (LGA) in both house and unit median prices. This trend has continued in 2021# with houses and units recording extraordinary final sale prices.

The dominant proportion of homes sold in Burleigh Heads* across 2021^ were priced above \$1,200,000 (56.4%). Units also recorded a dominant price point of above \$700,000 (52.7%). Burleigh Heads* continues to show a growing premium market. Affordable options are available, however have continued to decline in the past 18 months.

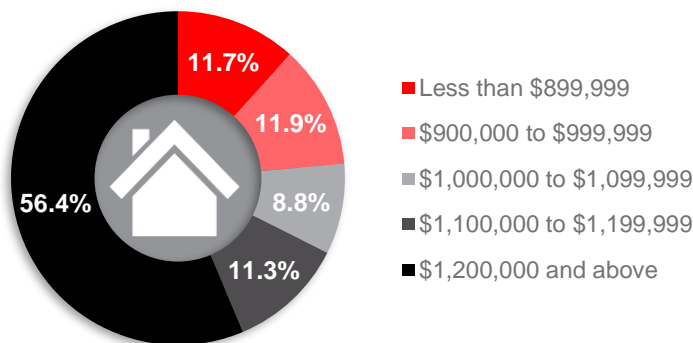
MARKET COMPARISON



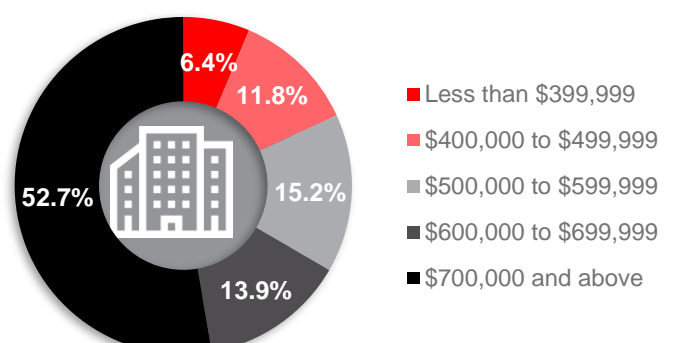
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Burleigh Heads.

PRICE BREAKDOWN 2021^

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2021€

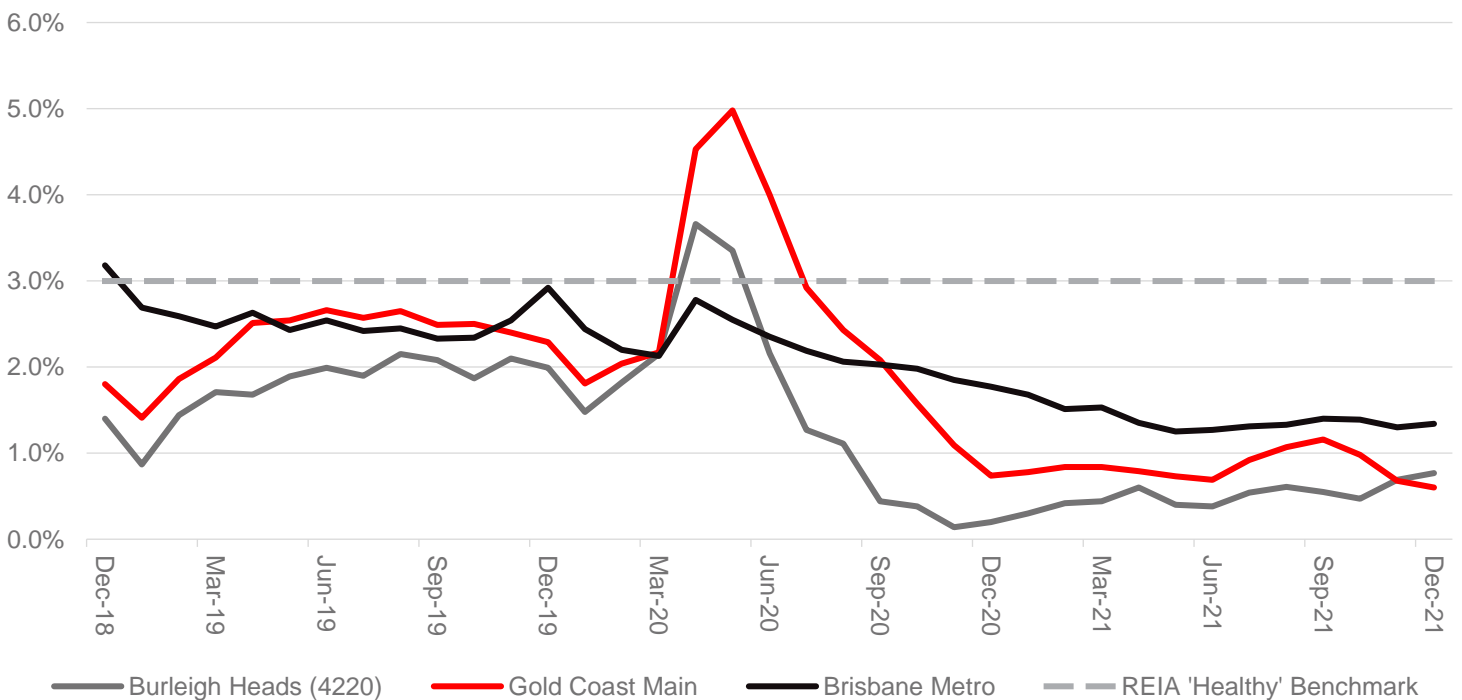
In December 2021, house rental yields in Burleigh Heads* were recorded at 2.8%. This may seem low, however in the past 12 months to Q4 2021 median house sale price growth, of 45.0%, have outstripped that of median house rental price growth (21.4%). That said median house rental price for Q4 2021 sits at \$850 per week, with a low average days to let of low 20 days; thus indicating a resilient rental market.

3 bedroom houses have provided investors with +15.4% rental growth annually€, with a median rent of \$750 per week.

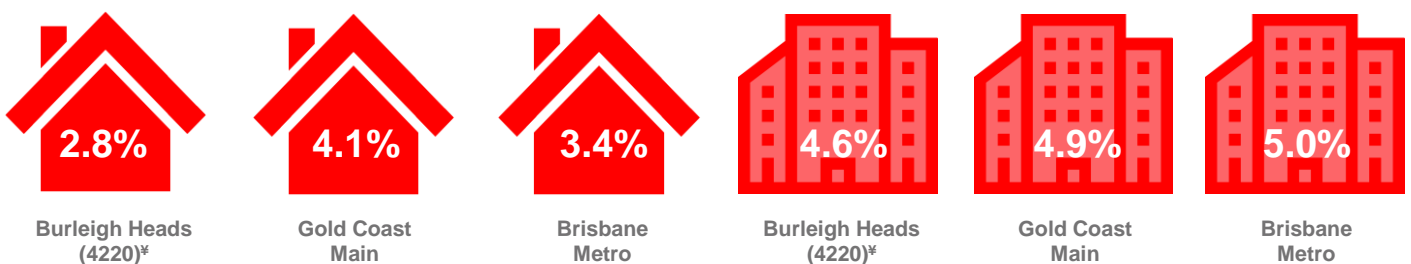
Also in December 2021, Burleigh Heads* recorded a vacancy rate of 0.8%, slightly above that of Gold Coast LGA (0.6%) but well below that of Brisbane Metro (1.3%). Vacancy rates in Burleigh Heads* remain well below the Real Estate Institute of Australia's healthy benchmark of 3.0% and have trended below 1.0% for the past 12 months. This confirms there is still a healthy rental demand and investors can be confident of a conducive investment environment in Burleigh Heads*.



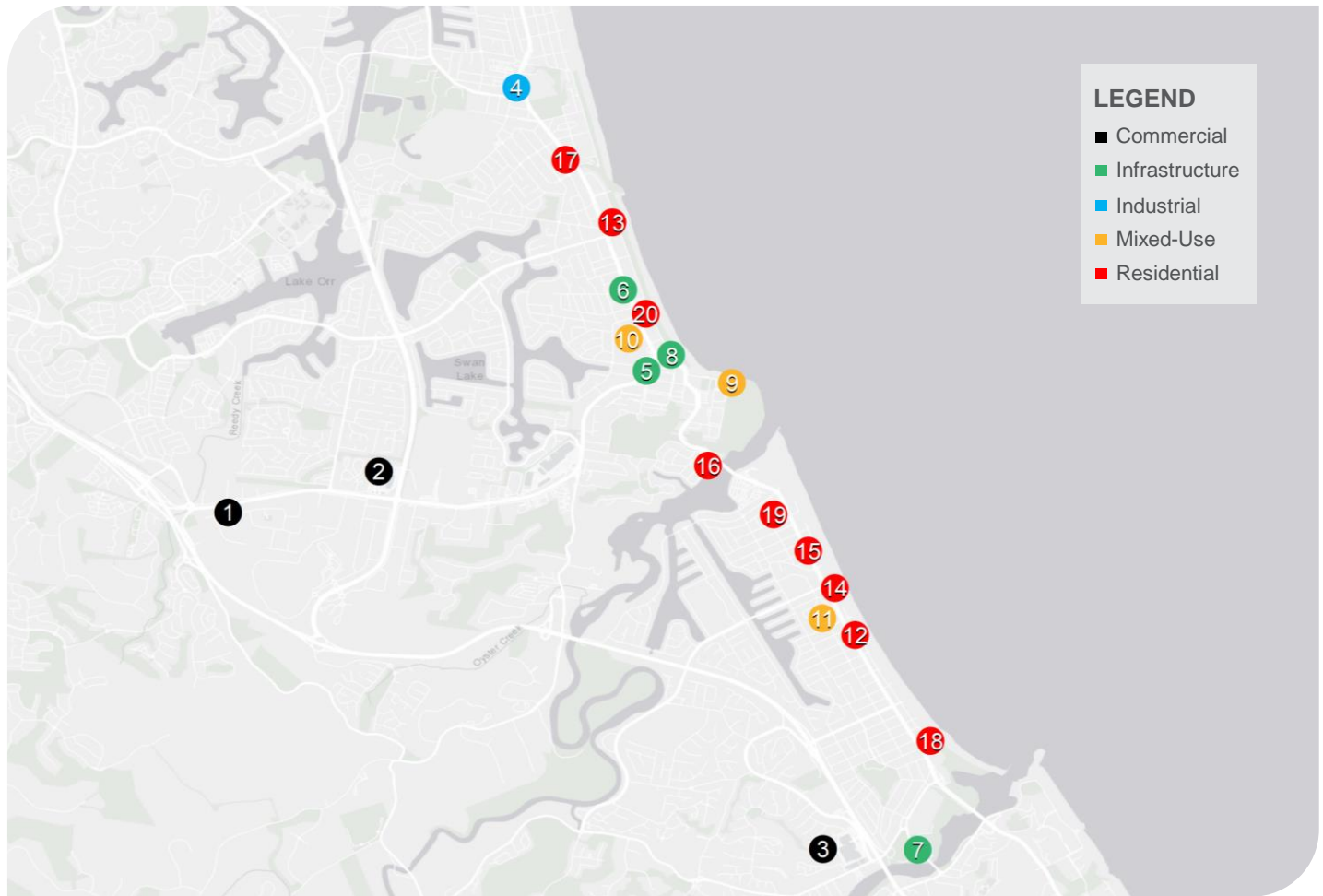
RENTAL VACANCY RATES 2021



RENTAL YIELD 2021§



TOP DEVELOPMENTS MAP 1st HALF 2022^A



Location	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Ern Harley Drive Service Station	Commercial	\$7,000,000	25/06/2022
2	Treetops Shopping Centre Redevelopment Burleigh Waters Stage 1	Commercial	\$18,000,000	14/05/2022
3	Pine Lake Retirement Village	Commercial	\$15,000,000	18/02/2022
4	Gold Coast Highway Industrial & Commercial Development	Industrial	\$3,000,000	22/06/2022
5	Gold Coast Light Rail	Infrastructure	\$2,000,000	22/01/2022
6	Burleigh-deodar Drive Stormwater Drainage Works	Infrastructure	\$5,000,000	26/03/2022
7	Palm Beach Currumbin State High School	Infrastructure	\$8,000,000	18/04/2022
8	Gold Coast Oceanway Widening	Infrastructure	\$11,500,000	06/06/2022
9	Burleigh De-luxe Apartments- (30 Apartments)	Mixed-use	\$10,000,000	07/05/2022
10	Mondrian Gold Coast- (84 Apartments)	Mixed-use	\$200,000,000	24/01/2022
11	Hemingway Palm Beach- (78 Apartments)	Mixed-use	\$35,000,000	08/02/2022
12	Gold Coast Highway Apartments- (29 Apartments)	Residential	\$8,700,000	07/03/2022
13	Alba Apartments- (47 Apartments)	Residential	\$40,000,000	07/02/2022
14	Alegria Palm Beach- (76 Apartmentments)	Residential	\$46,000,000	07/02/2022
15	Northshore Palm Beach- (93 Units, 4 Villas)	Residential	\$50,000,000	07/02/2022
16	Awoonga Avenue Apartments- (4 Apartments)	Residential	\$4,500,000	17/02/2022
17	Gold Coast Highway Apartments- (15 Apartments)	Residential	\$4,500,000	17/01/2022
18	Jefferson Lane Apartments- (4 Apartments)	Residential	\$4,000,000	28/02/2022
19	The Tally Apartments Palm Beach- (45 Apartments)	Residential	\$13,500,000	07/03/2022
20	The Esplanade Units – Sea- (30 Units)	Residential	\$10,000,000	18/04/2022

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

*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.

2021 encapsulates sales transactions for 2021 (01/01/2021 – 31/12/2021) only.

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

¥ Burleigh Heads market data encapsulates aggregate property conditions within the postcode of 4220.

§ Rental yields shown are as reported as of December 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 postcodes of 4220 and 4221.

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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