



Coolangatta Market Update

1st Half 2022



OVERVIEW

In Q4 2021, Coolangatta* recorded a median house price of \$930,000, and a median unit price of \$575,000. This represents annual (Q4 2020 – Q4 2021) median price growth of 27.4% for houses and 14.7% for units. Between Q4 2020 – Q4 2021 total sales in both markets slowed, by -3.7% for houses (to 2505 sales) and by -7.9% for units (to 3375 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.

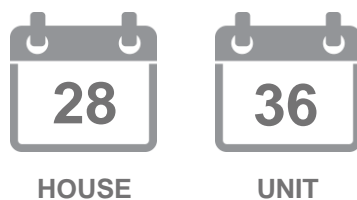
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↓
	House Median Price	↑	↑
	House Rental Price	↑	↑
	Unit Sales	↓	↓
	Unit Median Price	↑	↑
	Unit Rental Price	↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q4 2021



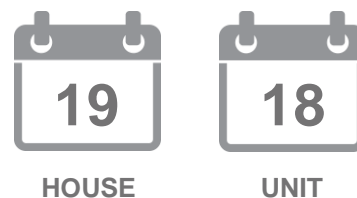
SALES AVERAGE DAYS ON MARKET Q4 2021



RENTAL MEDIAN PRICE Q4 2021

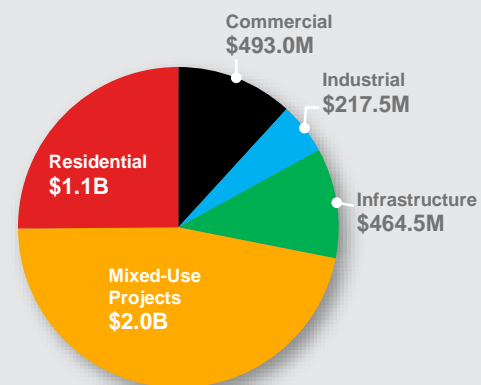


RENTAL AVERAGE DAYS ON MARKET Q4 2021



FUTURE DEVELOPMENTS

Gold Coast Local Government Area is set to see approximately **\$4.2B** worth of new projects commencing in the 1st half of 2022.

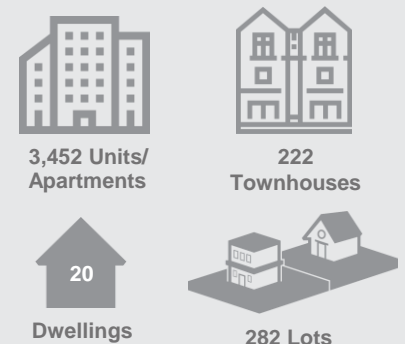


A strong focus on mixed-use and residential projects will provide much needed housing stock, creating a more sustainable price growth. It will also create new employment opportunities during the construction phase.

\$1.1B of residential projects is planned, adding 222 townhouses, 3,452 units/apartments, 282 vacant lots, and 20 dwellings in Gold Coast.

Projects located in Coolangatta include: Rockpool Apartments Rainbow Bay (\$40.0M, 20 units), Emerson Kirra (\$30.0M, 27 units), Kirra Apartments (\$25.0M, 39 units), The Del Ray (\$20.0M, 72 units), and Sur Apartments Coolangatta (\$15.0M, 11 apartments).

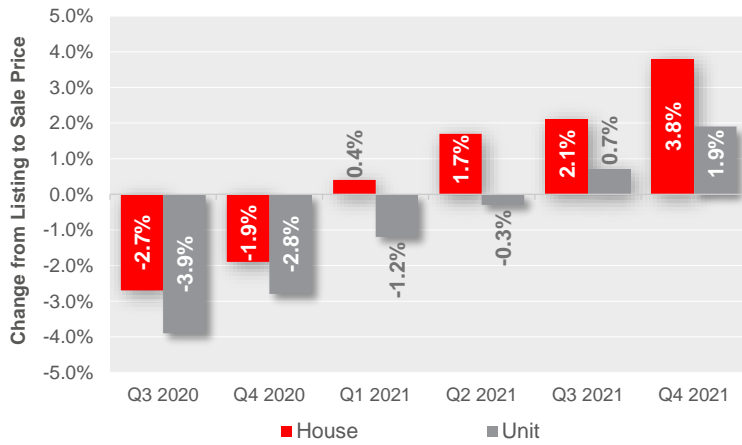
Only Boundary Street Dwellings (\$4.8M, 16 dwellings) will provide ready-to-sell houses, which means the house market will likely remain undersupplied in the near future.



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.

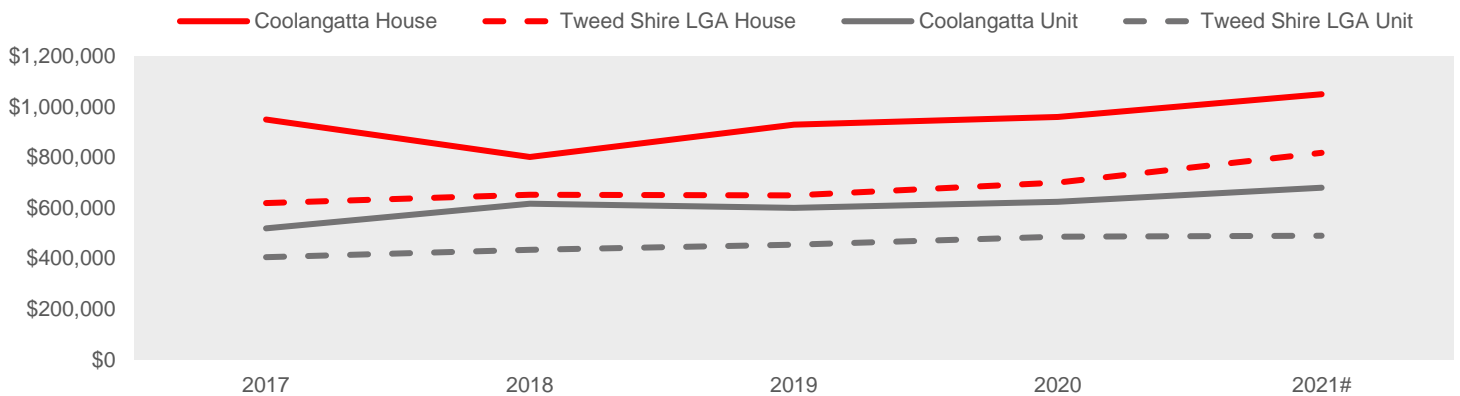
Average vendor discounts between Q4 2020 and Q4 2021 have swung to a premium for property types, to +3.8% for houses and +1.9% for unit, the highest average premium recorded in the past 2 years. Market conditions in Coolangatta* continue to favour vendors, where buyers must offer above the initial listing price.



The suburb of Coolangatta has historically outperformed the Tweed Shire 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 Coolangatta* across 2021^ were priced above \$800,000 (56.0%). Units also recorded a dominant price point of above \$600,000 (42.4%). Coolangatta* continues to show a growing premium market. Affordable options are still available, however have continued to decline in the past 18 months. Now is the time to enter the market.

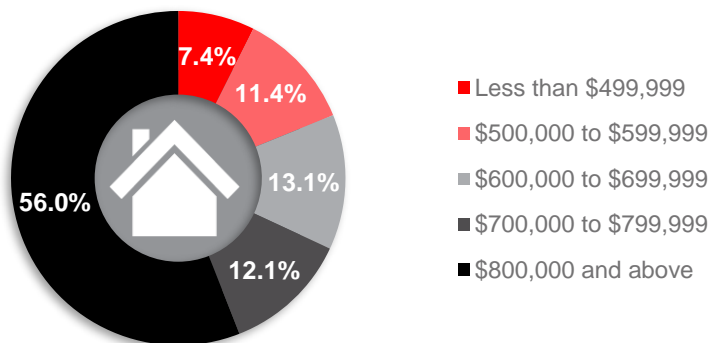
MARKET COMPARISON



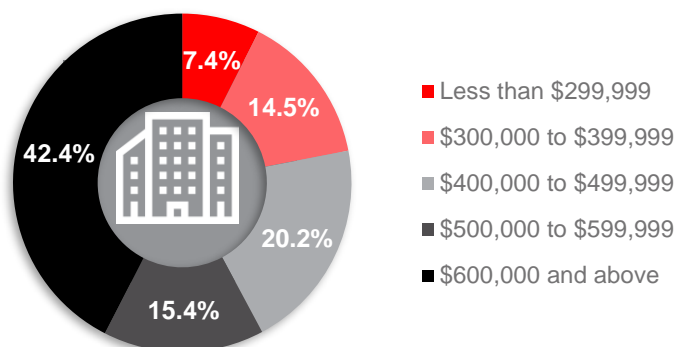
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Coolangatta.

PRICE BREAKDOWN 2021^

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2021€

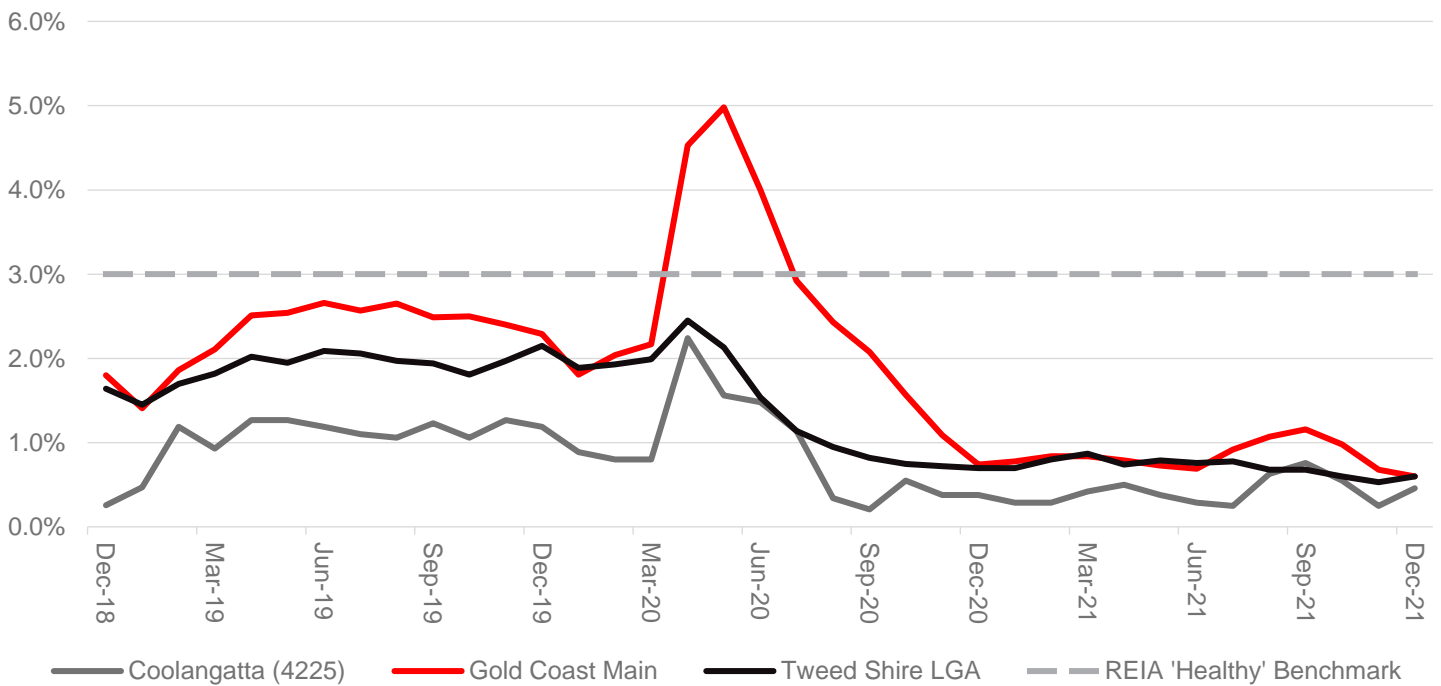
In December 2021, house rental yields in Coolangatta* were recorded at 2.3%. This may seem low, however in the past 12 months to Q4 2021 median house sale price growth, of 27.4%, have outpaced that of median house rental price growth (23.6%). That said median house rental price for Q4 2021 sits at \$680 per week, with a low average days to let of 19 days; thus indicating a resilient rental market.

4+ bedroom houses have provided investors with +22.3% rental growth annually€, with a median rent of \$685 per week.

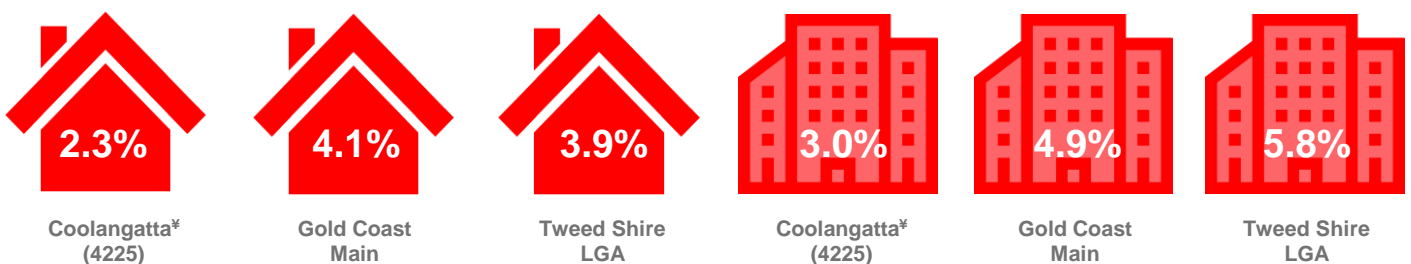
Also in December 2021, Coolangatta* recorded a vacancy rate of 0.5%, generally on par with Gold Coast LGA (0.6%) and Tweed Shire LGA (0.6%). Vacancy rates in Coolangatta* remain well below the Real Estate Institute of Australia's healthy benchmark of 3.0% and have trended below 1.0% for the past 17 months. This confirms there is still a healthy rental demand and investors can be confident of a conducive investment environment in Coolangatta*.



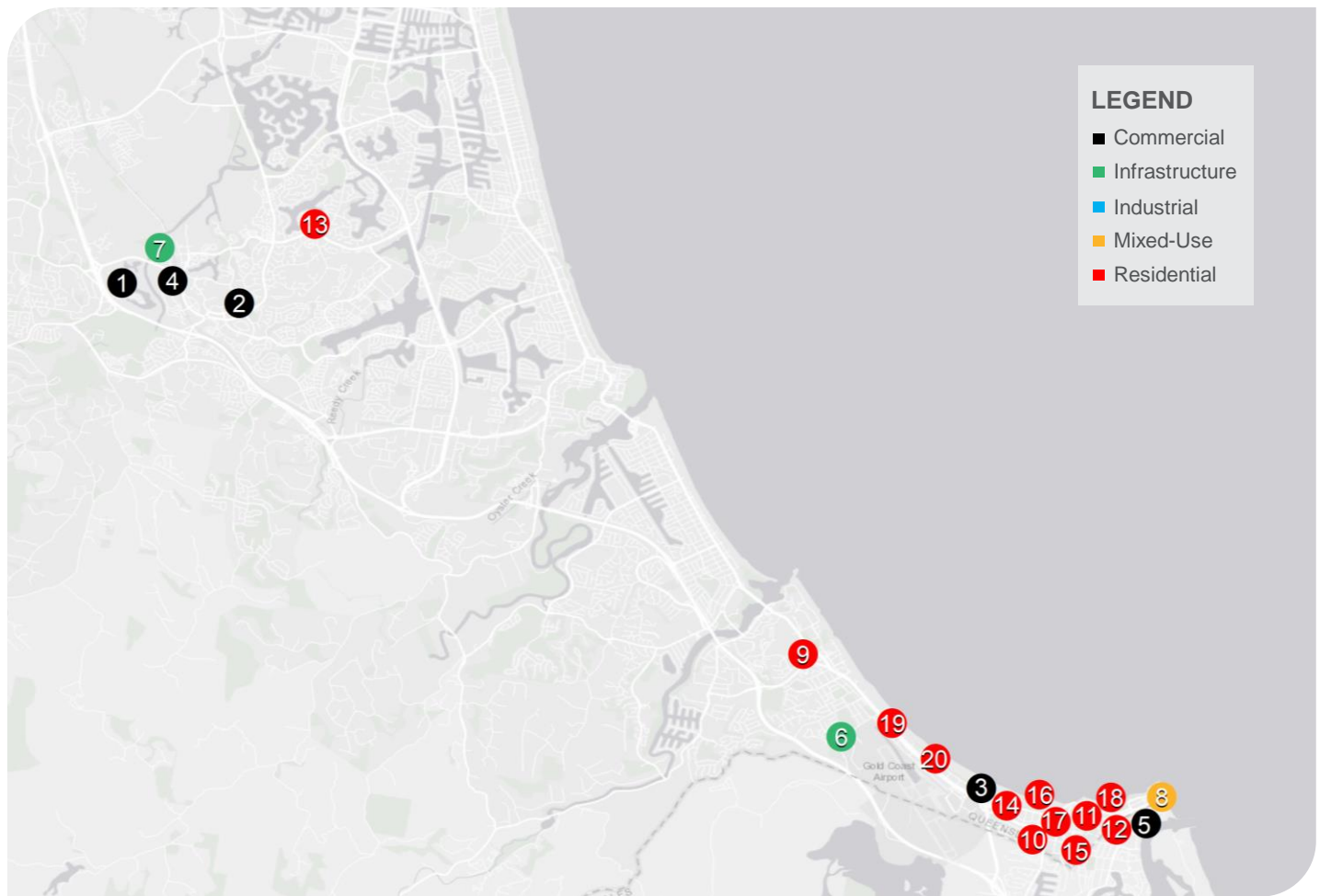
RENTAL VACANCY RATES 2021



RENTAL YIELD 2021§



TOP DEVELOPMENTS MAP 1st HALF 2022^A



Location	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	The Glades Resort Hotel & Apartments Development	Commercial	\$50,000,000	08/03/2022
2	Woolworths Robina North	Commercial	\$1,800,000	07/03/2022
3	The Pavilion Retirement Living Stage 2	Commercial	\$20,000,000	10/03/2022
4	Robina Car Park	Commercial	\$1,200,000	04/03/2022
5	Boundary Street Dwellings - Rainbow	Commercial	\$4,800,000	19/02/2022
6	Gold Coast Satellite Hospital	Infrastructure	\$40,000,000	18/04/2022
7	Robina Hospital	Infrastructure	\$1,500,000	09/01/2022
8	Awaken Residences- (9 units)	Mixed-use	\$10,000,000	31/01/2022
9	Winders Avenue Dual Occupancies- (3 Dwellings)	Residential	\$1,800,000	09/05/2022
10	Appel Street Units- (6 Units)	Residential	\$3,000,000	28/03/2022
11	Rutledge Street Apartments- (3 Apartments)	Residential	\$3,000,000	23/05/2022
12	Cala Dei Residences-(31 Apartments)	Residential	\$9,300,000	24/01/2022
13	Lakeside Robina- (20 Townhouses)	Residential	\$8,500,000	15/03/2022
14	Sur Apartments Coolangatta- (11 Apartments)	Residential	\$15,000,000	10/04/2022
15	The Del Ray- (72 Units)	Residential	\$20,000,000	21/03/2022
16	Kirra Apartments- (39 Apartments)	Residential	\$25,000,000	02/05/2022
17	Emerson Kirra- (27 Units)	Residential	\$30,000,000	21/02/2022
18	Rockpool Apartments Rainbow Bay- (20 Apartments)	Residential	\$40,000,000	28/03/2022
19	Si Units Bilinga- (15 Units)	Residential	\$7,500,000	28/04/2022
20	222 Pacific Parade Apartments- (4 Apartments)	Residential	\$1,200,000	19/01/2022

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

* Coolangatta market data and key indicators encapsulates aggregate property conditions within the Gold Coast Local Government Area.

** 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.

¥ Coolangatta market data encapsulates aggregate property conditions within the postcode of 4225.

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

⌘ Project development map referred to postcodes 4224, 4225 and 4226 and 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 Gold Coast 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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