



Robina Market Update 1st Half 2022



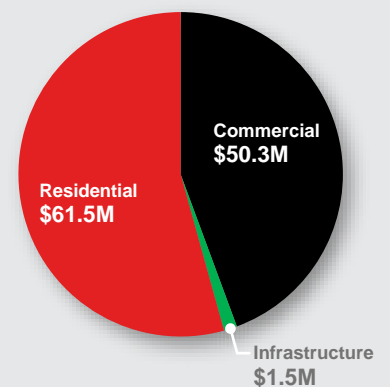
OVERVIEW

In Q4 2021, Robina* recorded a median house price of \$1,045,000, and a median unit price of \$600,000. This represents annual (Q4 2020 – Q4 2021) median price growth of 33.3% for houses and 17.6% for units. Between Q4 2020 – Q4 2021 total sales in both markets increased, up by 8.8% for houses (to 148 sales) and by 12.8% for units (to 211 sales). Current owner occupiers and downsizers can benefit from real returns on capital investment, as median price growth is alongside an increase in the number of sales. Ready-to-sell houses are in high demand, creating an opportunity for developers.

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

FUTURE DEVELOPMENTS

Robina* is set to see approximately **\$113.2M** worth of new projects commencing in the 1st half of 2022.



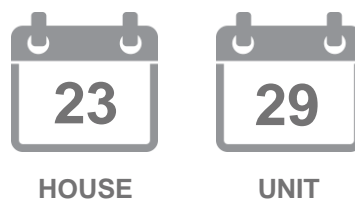
A strong focus on residential and commercial projects is ideal for Robina*, as it will stimulate the local economy whilst also addressing the current high demand.

MARKET CONDITIONS

SALES MEDIAN PRICE Q4 2021



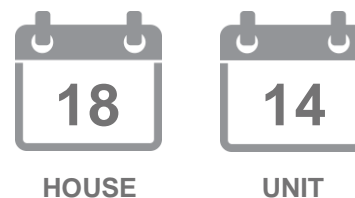
SALES AVERAGE DAYS ON MARKET Q4 2021



RENTAL MEDIAN PRICE Q4 2021



RENTAL AVERAGE DAYS ON MARKET Q4 2021



Residential projects is expected at approximately a total of \$61.5M, providing much needed supply injection into the Robina* market, in the form of 54 units/apartments and 68 townhouses

A key residential project is Stadium village (\$35.0M). The project is set to add 54 units. Break Water Townhouses Robina (\$18.0M, 48 townhouses) and Lakeside Robina (\$8.5M, 20 townhouses) are other projects planned for Robina*.

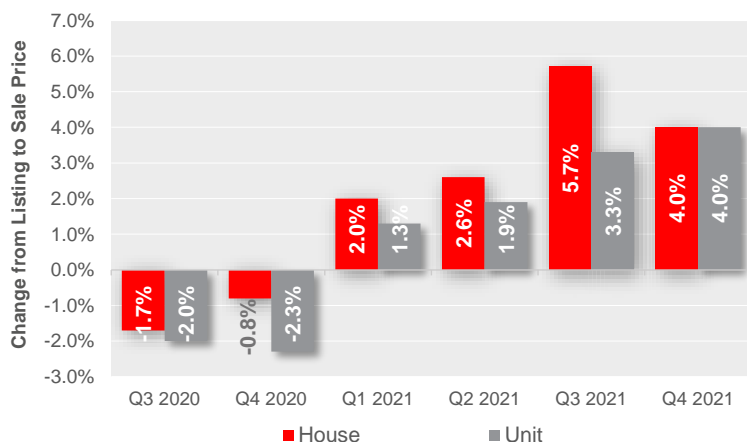
The Green Hearts gardens (\$30.0M) is a major commercial development project that will propose rezoning of former Palmer Avica Wedding Resort & Spa site to commercial, industrial, residential & community uses to allow for future development.



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.

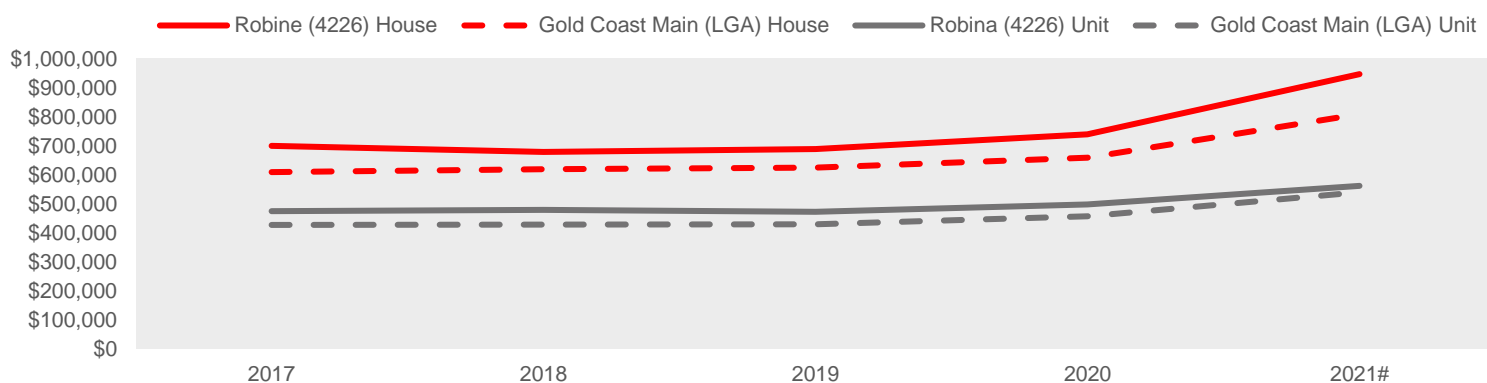
Average vendor discounts between Q4 2020 and Q4 2021 have swung to a premium of 4.0% for both property types. Market conditions in Robina* have continued to favour sellers, where buyers are willing to negotiate above the initial listing price. Now is a great time for sellers to capitalise in the current market.



The suburb of Robina has historically outperformed the wider Gold Coast Local Government Area (LGA) in property median prices. This said, 2021# saw a return to parity for unit prices in Robina with the wider LGA, while houses continue to present a premium market.

The dominant proportion of homes sold in Robina* in 2021^ were in the premium price bracket of \$950,000 and above (36.3%). Units recorded a dominant price point in the lower-mid price segment of \$400,000 to \$499,999 (27.3%). There is a relatively healthy balance of stock availability in each price point, both for houses and units, in good news for first home buyers.

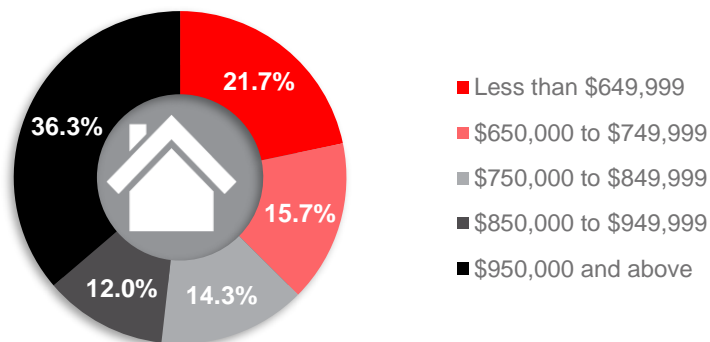
MARKET COMPARISON



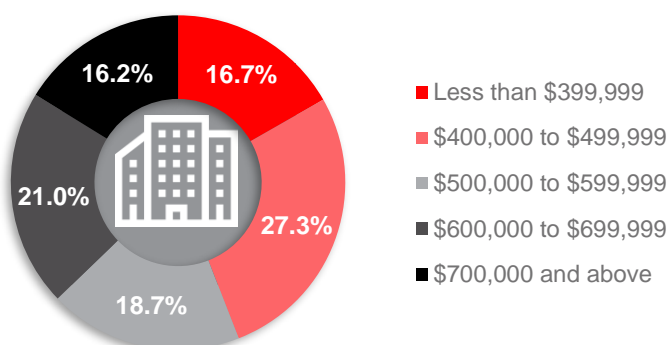
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Robina.

PRICE BREAKDOWN 2021^

HOUSES SOLD



UNITS SOLD

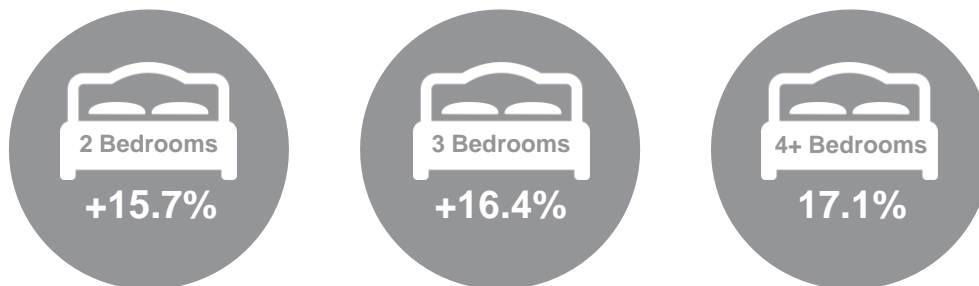


RENTAL GROWTH 2021€

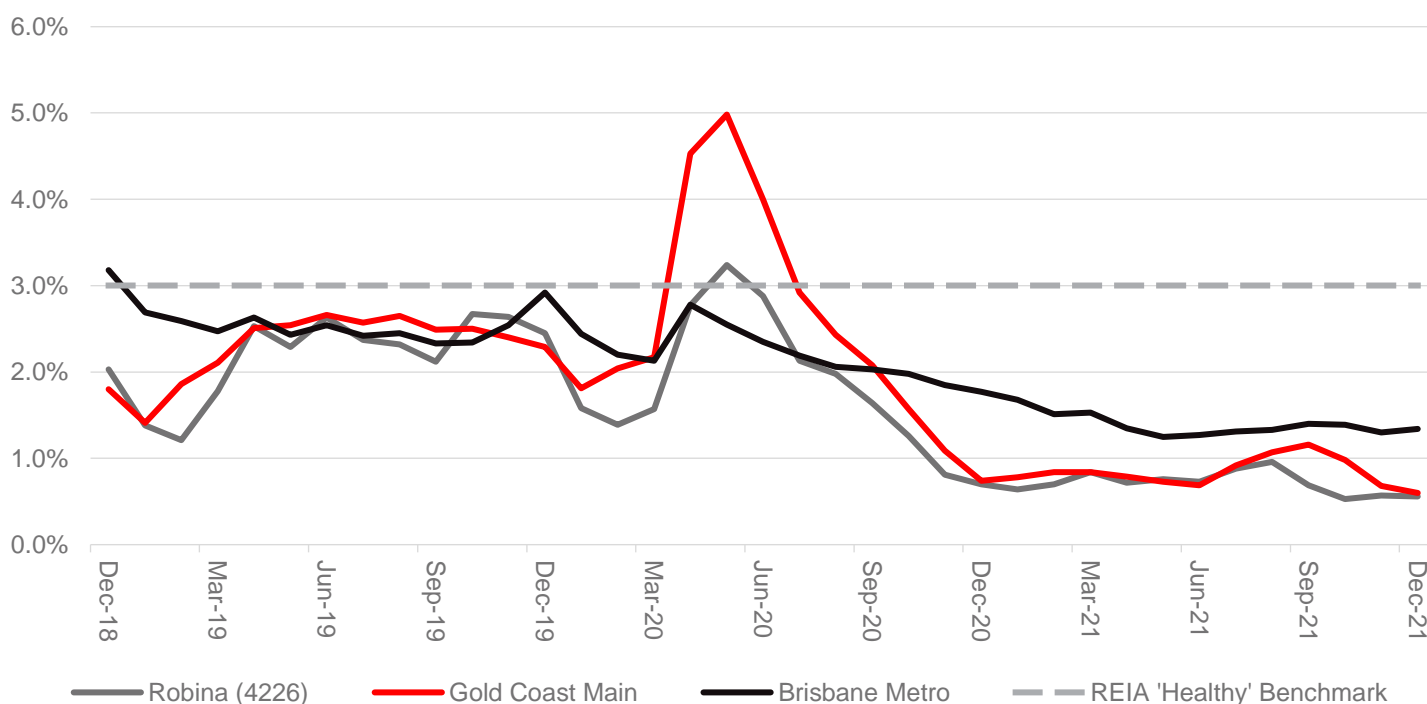
In December 2021, house rental yields in Robina[‡] were recorded at 4.7%, higher than Gold Coast (4.1%) and Brisbane Metro (3.4%). In the 12 months to Q4 2021 the median house rental price increased by 17.4% to reach \$775 per week and average days to let remained low, at 18 days. Overall this represents a resilient rental market.

4+ bedroom houses have provided investors with +17.1% rental growth annually[€], with a median rent of \$820 per week.

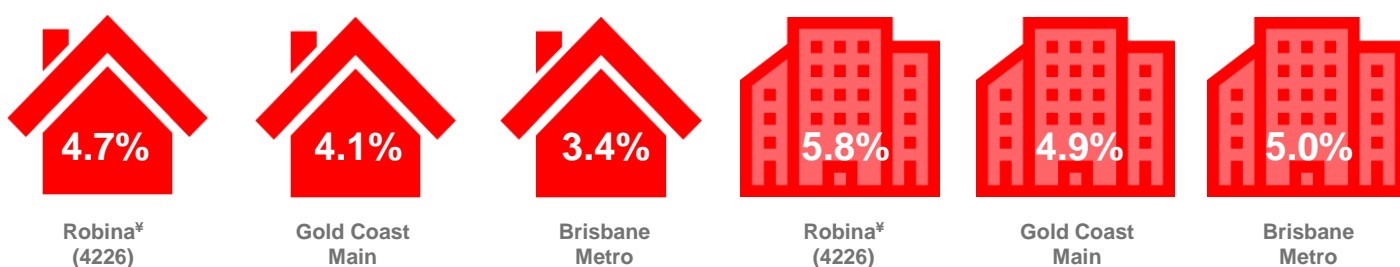
Also in December 2021, Robina[‡] recorded a vacancy rate of 0.6%, on par with Gold Coast LGA and well below that of Brisbane Metro (1.3%). Vacancy rates in Robina[‡] has trended below the 1.0% mark over the past 12 months and remain well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. This confirms there is still a healthy rental demand and investors can be confident of a conducive investment environment in Robina[‡].



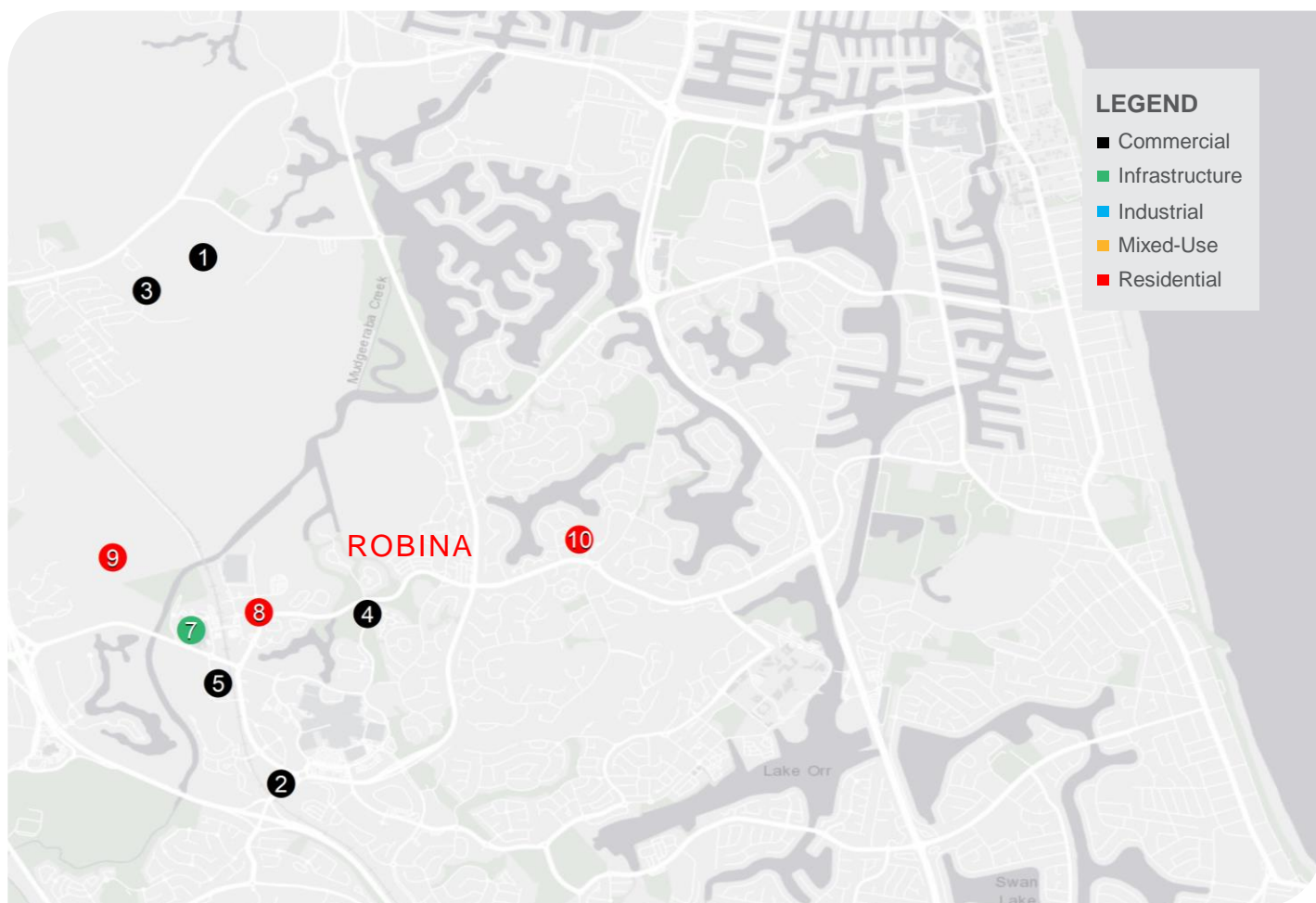
RENTAL VACANCY RATES 2021



RENTAL YIELD 2021\$



TOP DEVELOPMENTS MAP 1st HALF 2022^A



Location	Project ^E	Type	Estimated Value ^H	Commence Date ^W
1	Green Hearts Gardens Development	Commercial	\$30,000,000	18/06/2022
2	Laver Drive Mixed Development	Commercial	\$12,500,000	03/10/2022
3	50-58 Macadie Way Residential Care Facility	Commercial	\$4,000,000	17/12/2022
4	Woolworths Robina North	Commercial	\$1,800,000	07/03/2022
5	Robina Car Park	Commercial	\$1,200,000	04/03/2022
6	Robina Hospital	Commercial	\$750,000	22/01/2022
7	Robina Hospital	Infrastructure	\$1,500,000	09/01/2022
8	Stadium Village- (54 Units)	Residential	\$35,000,000	05/07/2022
9	Break Water Townhouses Robina- (48 Townhouses)	Residential	\$18,000,000	05/12/2022
10	Lakeside Robina-(20 Townhouses)	Residential	\$8,500,000	15/03/2022

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

* 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 2021 (01/01/2021 – 31/12/2021) only.

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

€ 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.

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

§ 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 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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