







Coolangatta Market Update

2nd Half 2023



OVERVIEW

In Q2 2023, Coolangatta* recorded a median house price of \$1,000,000, and a median unit price of \$690,000. This represents annual (Q2 2022 – Q2 2023) growth of 1.5% (house) and 7.1% (unit). That said on a quarterly (Q1 – Q2 2023) basis, median house price growth remained 1.5%, but tapered slightly to 5.3% for units. In the past 12 months to Q2 2023 the number of houses sold declined by -17.8%, thus an undersupply fuelling price growth. Overall this suggests cash rate hikes have had a mild impact on the market and due to the undersupply buyers looking for a more affordable market must act fast.

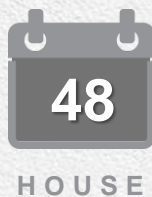
	CHANGE FROM LAST	YEAR	HALF YEAR
 House Sales		↓	↓
 House Median Price		↑	↑
 House Rental Price		↑	↑
 Unit Sales		↓	↑
 Unit Median Price		↑	↑
 Unit Rental Price		↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q2 2023



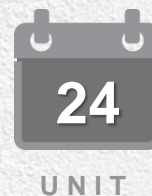
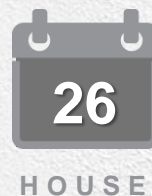
SALES AVERAGE DAYS ON MARKET Q2 2023



RENTAL MEDIAN PRICE Q2 2023

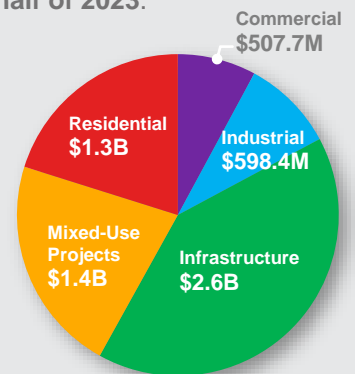


RENTAL AVERAGE DAYS ON MARKET Q2 2023



FUTURE DEVELOPMENTS

Gold Coast Local Council* is set to see approximately **\$6.4B** worth of new projects commencing in the 2nd half of 2023.



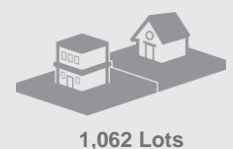
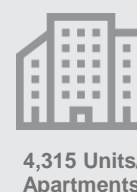
These projects will stimulate economic growth and create large employment opportunities in Coolangatta. This can attract more people to the area, increasing demand for housing.

A main mixed-use project over the 2nd half of 2023 is the Paradiso Place Mixed-Use Development (\$800.0M). The project is set to add 792 Units to Gold Coast LGA.

The Coomera Public Hospital (\$1.5B) is a significant infrastructure project that will improve liveability and health services for residents.

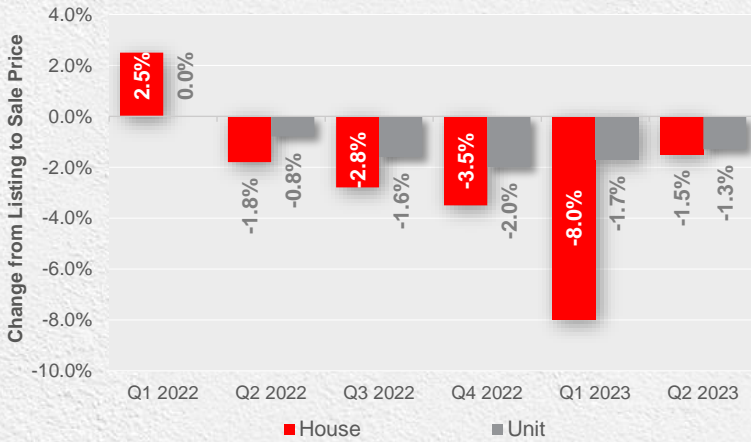
Specifically for Coolangatta, 65 Units were planned, which include:

- 40 Marine Parade Apartments (\$4.0M, 6 Units)
- 19 Appel Street (\$5.8M, 12 Units)
- 30 Garrick Street (\$12.0M, 40 Units)



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.

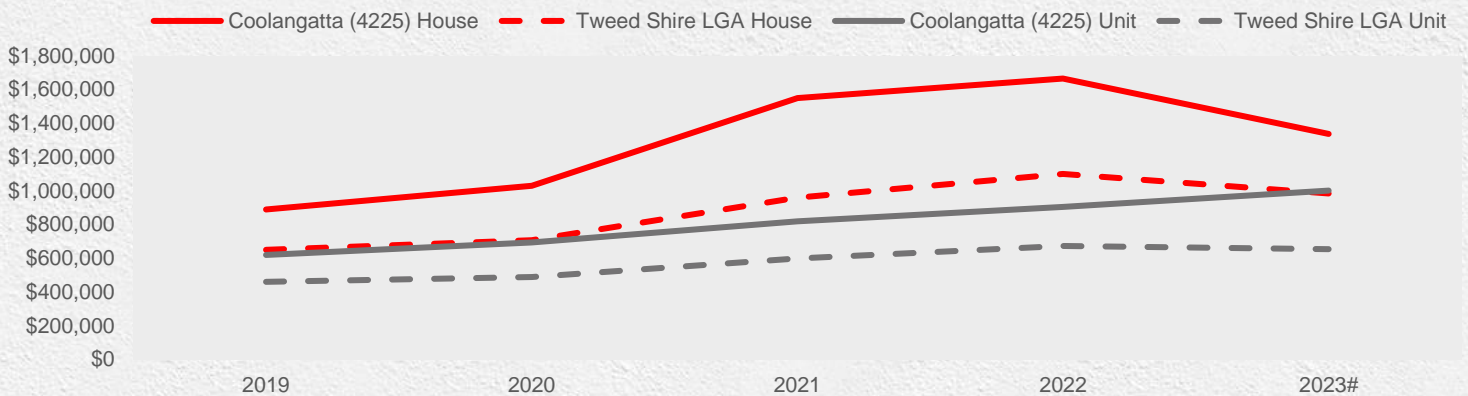


Average vendor discounts between Q2 2022 and Q2 2023 have tightened for houses, to -1.5%, and widened for units, to -1.3%. There is a shift in market dynamics - one that still favour buyers, but they now need to offer closer to the first list price. For both property types, the period for peak of average vendor discount has passed (in Q4 2022 for units and Q1 2023 for houses).

The suburb of Coolangatta has outperformed the wider Tweed Shire Local Government Area (LGA) in the past 5 years, especially in house prices. 2023# saw the trend continue, even with price softening in Coolangatta.

The dominant proportion of homes sold in Palm Beach* across 2023# were in the premium price bracket of above \$1,100,000 (43.1%). Units also recorded a dominant premium price point, of \$700,000 and above (49.2%). There are still opportunities for buyers at the most affordable price points - 26.9% for houses and 9.8% for units. Houses and Units display a similar price breakdown in Coolangatta, which shows uniformity in how both property types move in the market.

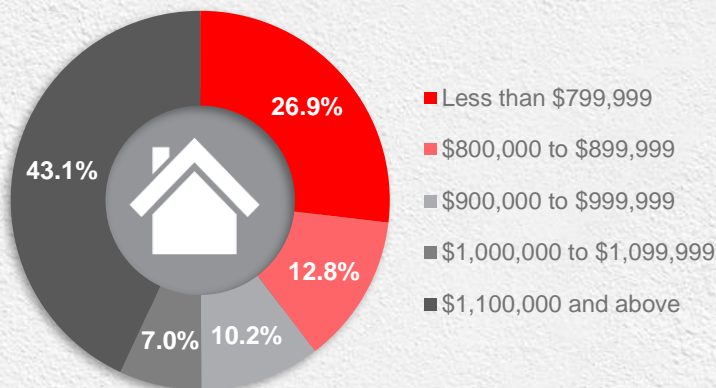
MARKET COMPARISON



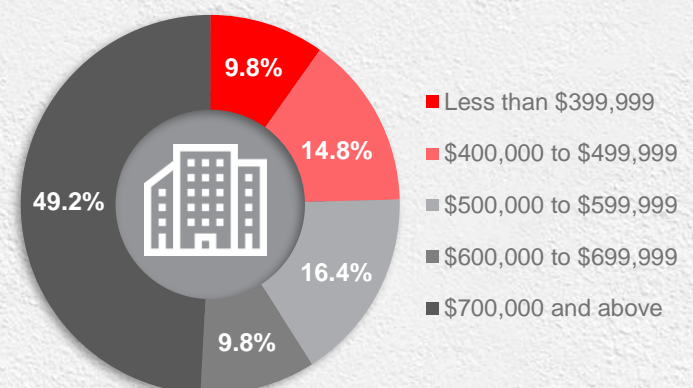
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Coolangatta.

PRICE BREAKDOWN 2023#

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2023€

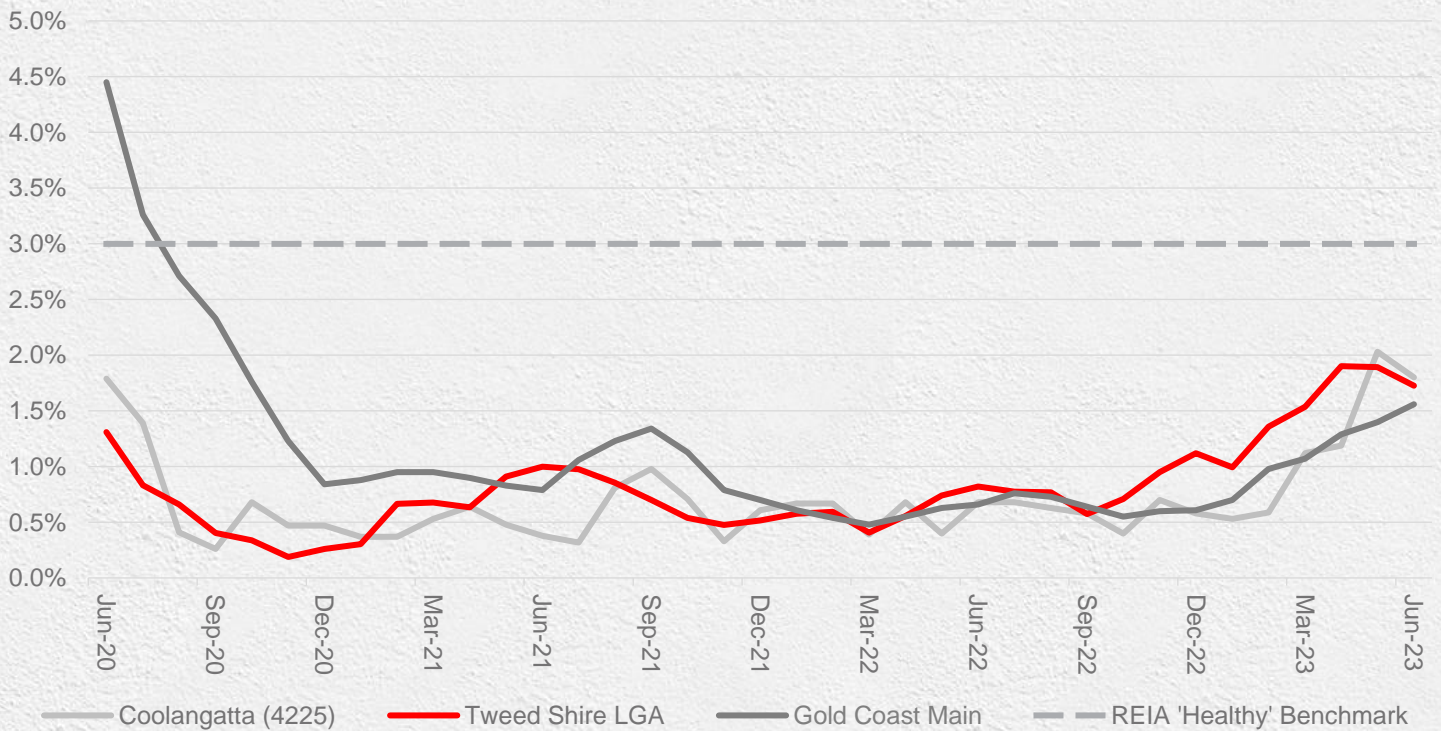
House rental yields in Coolangatta* was 2.5% in June 2023, below Gold Coast Main (3.8%) and Tweed Shire (3.2%). That said, median house rental price increased by 4.7% in the 12 months to Q2 2023, to \$775 per week. The number of houses rented grew by +15.8% (to 1917 rentals), which suggest a highly demanded rental market. With median house sale price growth relatively stable in the past 12 months, there are new opportunities for investors to re-enter the Coolangatta* market.

4+ bedroom houses have provided investors with +10.7% rental growth annually, achieving a median rent of \$830 per week.

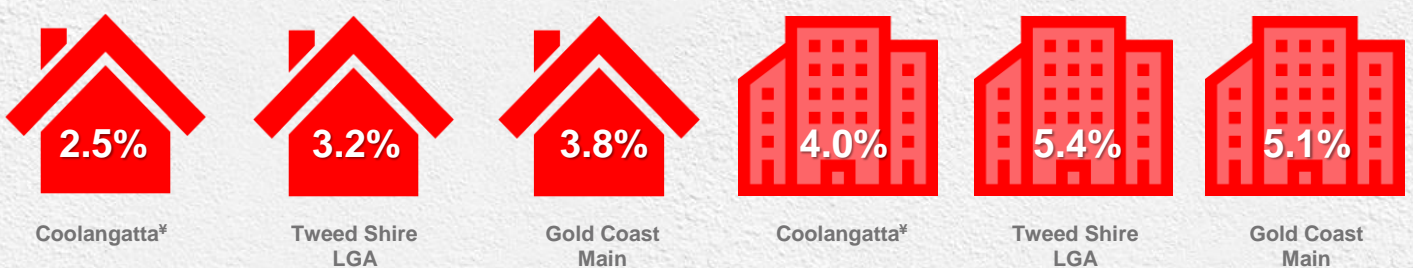
Coolangatta* recorded a vacancy rate of 1.8% in June 2023, slightly above Tweed Shire's 1.7% average. In the past 12 months vacancy rates in Coolangatta* have significantly increased, due to investors returning and capitalising on the tight market. However a 1.8% vacancy rate is quite a low reading and well below the Real Estate Institute of Australia's healthy 3.0% benchmark. Overall this still points to quicker rental occupancy and thus a conducive investment environment.



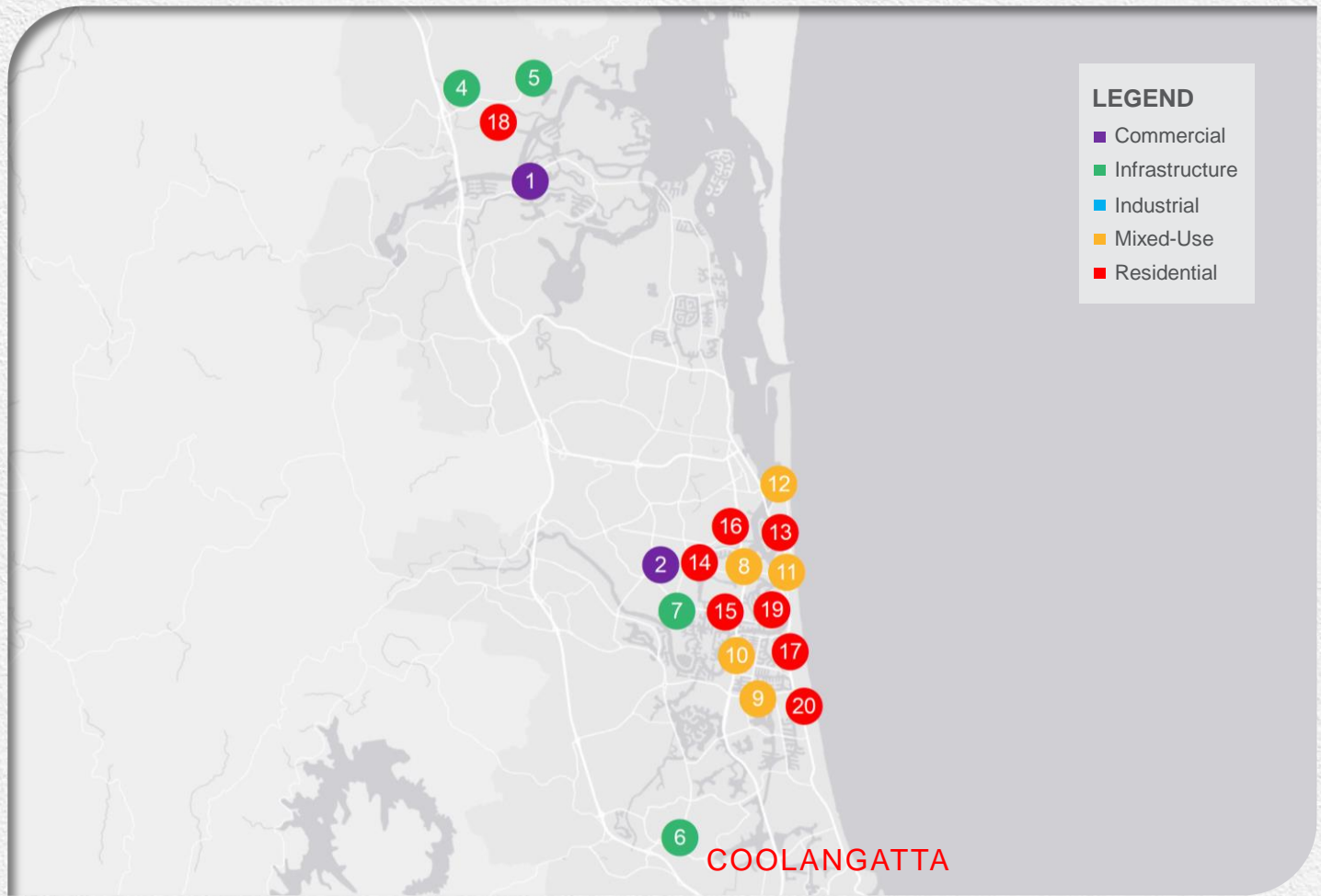
RENTAL VACANCY RATES 2023



RENTAL YIELD 2023\$



TOP DEVELOPMENTS MAP 2nd HALF 2023[Ⓐ]



Location	Project [£]	Type	Estimated Value [Ⓜ]	Commence Date [Ⓜ]
1	Swissotel Gold Coast Hope Island Hotel	Commercial	\$60,000,000	04/12/2023
2	Gold Coast Racecourse	Commercial	\$63,000,000	24/10/2023
3 (Not on Map)	Visy Glass Manufacturing & Recycling Plant Stapylton	Industrial	\$500,000,000	17/08/2023
4	Coomera Public Hospital	Infrastructure	\$1,300,000,000	11/12/2023
5	Coomera Connector Stage 1 Central Helensvale Road To Smith Street Motorway Project	Infrastructure	\$800,000,000	06/11/2023
6	Robina Private Hospital Expansion	Infrastructure	\$190,000,000	13/11/2023
7	Gold Coast Cultural Precinct - Stages 1c & 3	Infrastructure	\$150,000,000	20/11/2023
8	Odyssey Aged Care Facility Chevron (152 Units)	Mixed-use	\$127,000,000	14/08/2023
9	Elegance Mixed Use Development (521 Units)	Mixed-use	\$100,000,000	15/10/2023
10	Central On Broadbeach Mixed Use Development (458 Units)	Mixed-use	\$240,000,000	11/12/2023
11	Paradiso Place Mixed Use Development (792 Units)	Mixed-use	\$800,000,000	13/12/2023
12	Mantaray Residences (24 Units)	Mixed-use	\$50,000,000	23/10/2023
13	143 Surf Parade & Britannia Avenue Apartments - The Rochester (170 Units)	Residential	\$51,000,000	20/11/2023
14	9-15 Armrick Avenue Units (339 Units)	Residential	\$95,000,000	27/11/2023
15	9-11 Thornton Street Apartments (129 Units)	Residential	\$80,000,000	01/10/2023
16	Mawarra Street Apartments Surfers Paradise (133 Units)	Residential	\$80,000,000	07/08/2023
17	Lily By Mosaic Apartments Broadbeach (98 Units)	Residential	\$75,000,000	25/09/2023
18	207 Foxwell Road & George Alexander Way Townhouses & Apartments (134 Units, 175 Townhouses)	Residential	\$70,000,000	08/12/2023
19	Eternity Apartments Broadbeach (88 Units)	Residential	\$60,000,000	20/11/2023
20	2949-2957 Surfers Paradise Boulevard & Vista Street Residential Building (274 Units, 6 Townhouses)	Residential	\$180,000,000	16/12/2023



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.

2023 encapsulates sales transactions for 2023 (01/01/2023 – 30/6/2023) only.

€ Annual rental growth is a comparison between Q2 2022 (01/04/2022 – 30/06/2022) and Q2 2023 (01/04/2023 – 30/06/2023) house median rent figures.

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

§ Rental yields shown are as reported as of June 2023.

⌘ 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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