

# Burleigh Heads Market Update

## 1<sup>st</sup> Half 2024



### OVERVIEW

In Q4 2023, Burleigh Heads\* recorded a median house price of \$1,525,000, and a median unit price of \$842,750. This represents annual (Q4 2022 – Q4 2023) softening of -3.8% for houses and a 1.2% price growth for units. During this time total sales decreased, by -1.3% (to 77 sales) for houses and by -31.8% (to 101 sales) for units, most likely due to an undersupply of stock. Interestingly on a quarterly (Q3 – Q4 2023) basis median house price grew by 2.0%, which suggest consumer confidence is returning and house prices are on the road to recovery. Thus, house buyers looking for a more affordable option need to act fast, especially due to low supply.

#### CHANGE FROM LAST YEAR HALF YEAR



	YEAR	HALF YEAR
HOUSE SALES	↓	↓
HOUSE MEDIAN PRICE	↓	↑
HOUSE RENTAL PRICE	↑	↑



UNIT SALES	↓	↓
UNIT MEDIAN PRICE	↑	↓
UNIT RENTAL PRICE	↑	↑



### MARKET CONDITIONS

MEDIAN PRICE  
Q4 2023

**\$1.5M**

**SALES**

**\$842K**

AVERAGE DAYS  
ON MARKET Q4 2023

**52**  
HOUSE

**48**  
UNIT

MEDIAN PRICE  
Q4 2023

**\$1,100**

**RENTALS**

**\$780**

AVERAGE DAYS  
ON MARKET Q4 2023

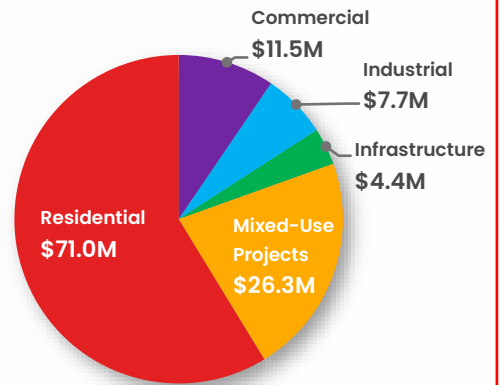
**20**  
HOUSE

**18**  
UNIT



### FUTURE DEVELOPMENTS

Burleigh Heads will see approximately **\$120.9M of new projects commencing in the 1<sup>st</sup> half of 2024.**



These projects will stimulate economic growth and create local job opportunities in Burleigh Heads. This will have a spill-over impact on the real estate market, in the form of higher demand for housing.

A main mixed-use project in the 1<sup>st</sup> half of 2024 is Burleigh De-luxe Development (\$25.0M). This is will construct a new 14 storey luxury apartment building comprising of 30 apartments with 4 retail/cafe tenancies on ground floor.

Other residential projects include:

- 1214-1220 Gold Coast Highway & Tenth Avenue Apartments Palm Beach (52 Apartments).
- Elevaire Palm Beach Apartments (41 Apartments).
- 5 & 7 Hythe Street (13 units)

All projects planned only add units, there is an absence of stand-alone dwellings. This will put pressure on house prices; thus, a market recovery is highly likely.



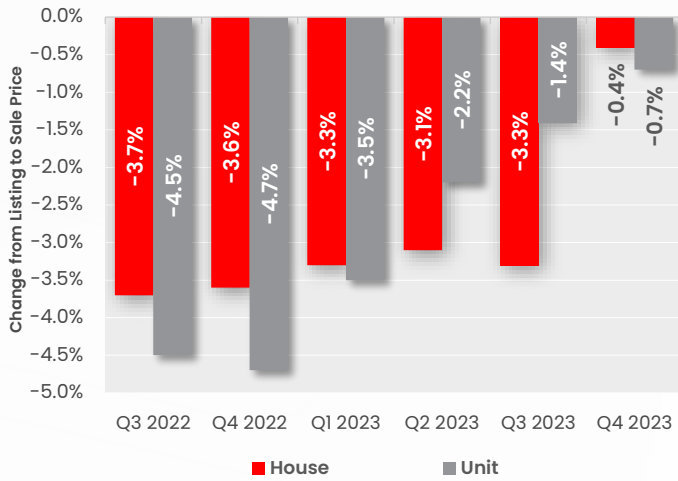
**194 Units/  
Apartments**



## AVERAGE VENDOR DISCOUNT\*

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 2022 and Q4 2023 have significantly tightened, to -0.4% for houses and -0.7% for units. This is the tightest discount recorded for the past 18 months. The peak of a discount has passed (in Q3 and Q4 2022). There is a shift in market dynamics, transitioning towards a sellers' market. Buyers can still benefit from a slight discount at present; however, time is limited.

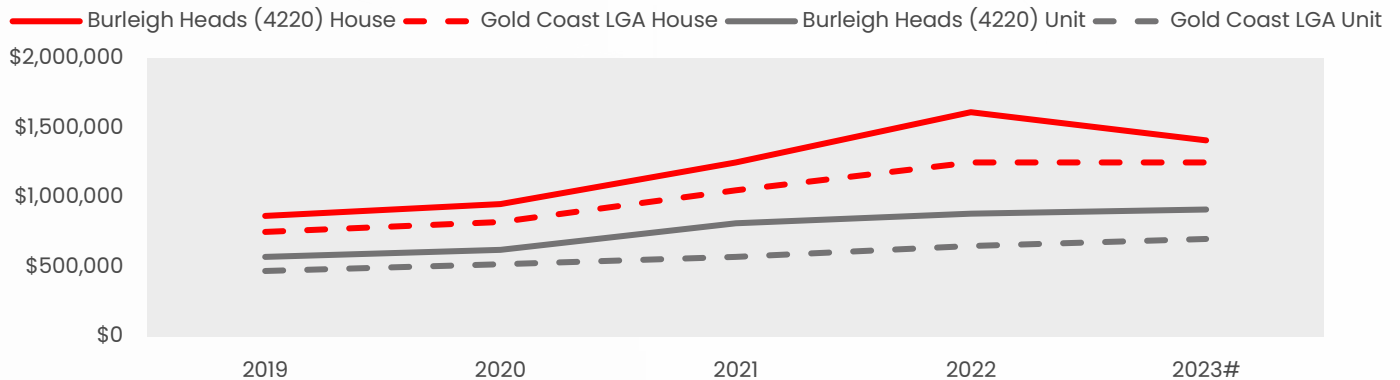


The suburb of Burleigh Heads has outperformed the wider Gold Coast Local Government Area (LGA) in both house and unit median prices for the past 5 years. 2023# saw the trend continue, even with a price softening in Burleigh Heads – thus the suburb is still a premium market.

The dominant proportion of homes sold in Burleigh Heads\* across 2023# were in the premium price bracket above \$1,500,000 (47.4%). Units also recorded a dominant price point, of above \$950,000 (40.0%). The two most affordable price brackets are still available, 30.4% for houses and 33.6% for units, in goods news for buyers. That said these price brackets have continue to shrink, thus opportunities for first home buyers are becoming limited.



## MARKET COMPARISON

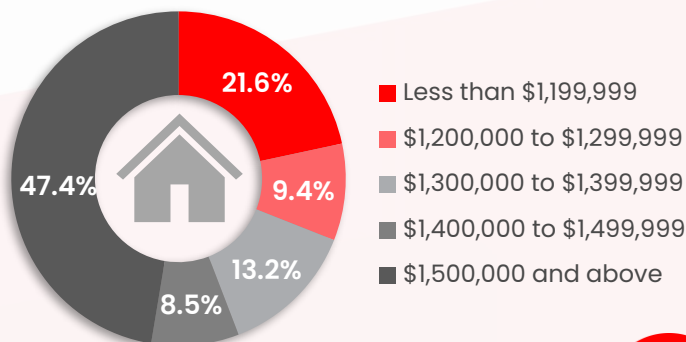


The market comparison graph provides a comparative trend for median price of houses and units over the past 5 years. The main LGA chosen was based on their proximity to the main suburb analysed, which is Burleigh Heads.

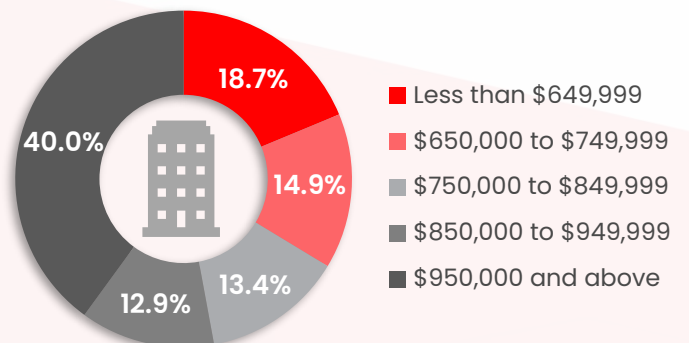


## PRICE BREAKDOWN 2023#

### HOUSES SOLD



### VACANT UNITS SOLD





## RENTAL GROWTH 2023

House rental yields in Burleigh Heads<sup>‡</sup> was 3.2% as of December 2023, on par with the Gold Coast (4.0%). This was paired with a 15.2% increase in median house rental price in the past 12 months, at \$1,100 per week, and a 1.0% increase (to 104 units) in the number of houses rented. Average day on the market declined by -4.8%, to a low 20 days. The same pattern can be seen in the unit market, thus there is an undersupplied and resilient rental market in Burleigh Heads<sup>‡</sup>.

2-bedroom houses have provided investors with +11.7% rental growth annually, achieving a median rent of \$715 per week.

Burleigh Heads<sup>‡</sup> recorded a vacancy rate of 1.1% in December 2023, slightly above the Gold Coast City LGA average (1.0%) but below Brisbane Metro (1.2%). Vacancy rates in late 2022 – early 2023, due to investors re-entering the market. However, it has notably decreased for the past 6 months due to more people being priced out of the sale market and opting to rent. This indicates solid rental demand and quicker occupancy. Thus, a conducive and sustainable environment for investors, especially with property sales prices still on the road to recovery.

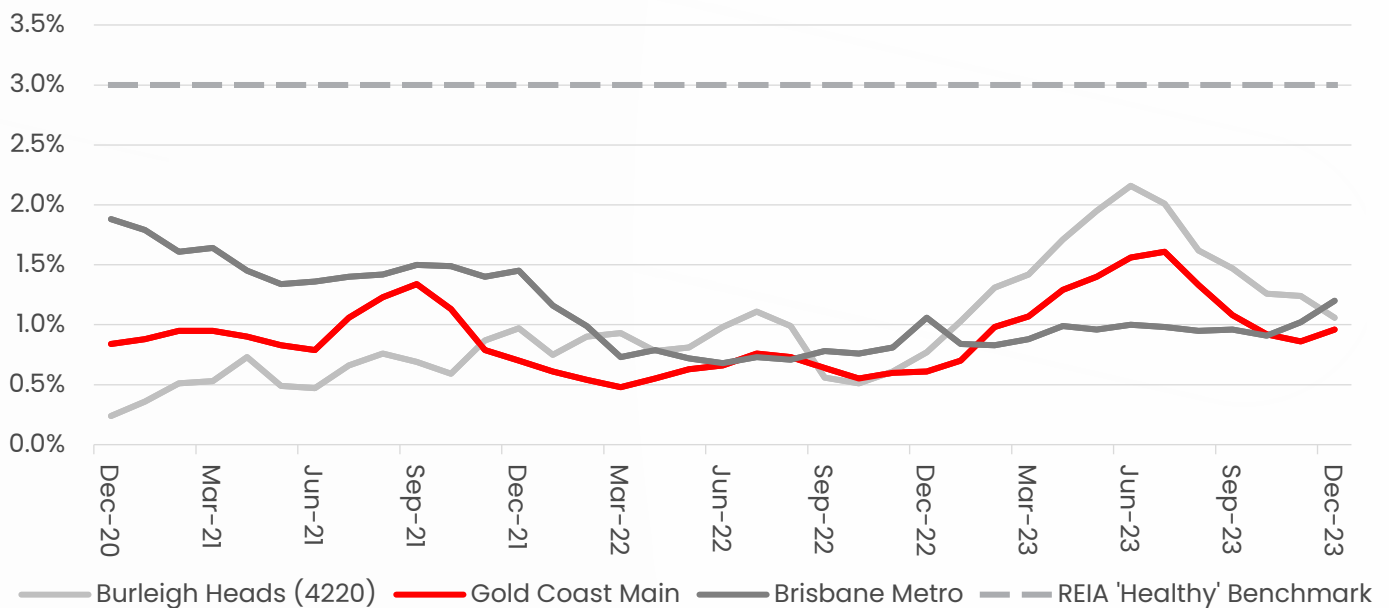
 2 BEDROOMS  
**+11.7%**

 3 BEDROOMS  
**+9.2%**

 4 BEDROOMS  
**+4.2%**



## RENTAL VACANCY RATES 2023



## RENTAL YIELD 2023<sup>§</sup>



**3.2%**

Burleigh Heads<sup>‡</sup>



**4.0%**

Gold Coast Main



**3.6%**

Brisbane Metro



**4.4%**

Burleigh Heads<sup>‡</sup>



**4.9%**

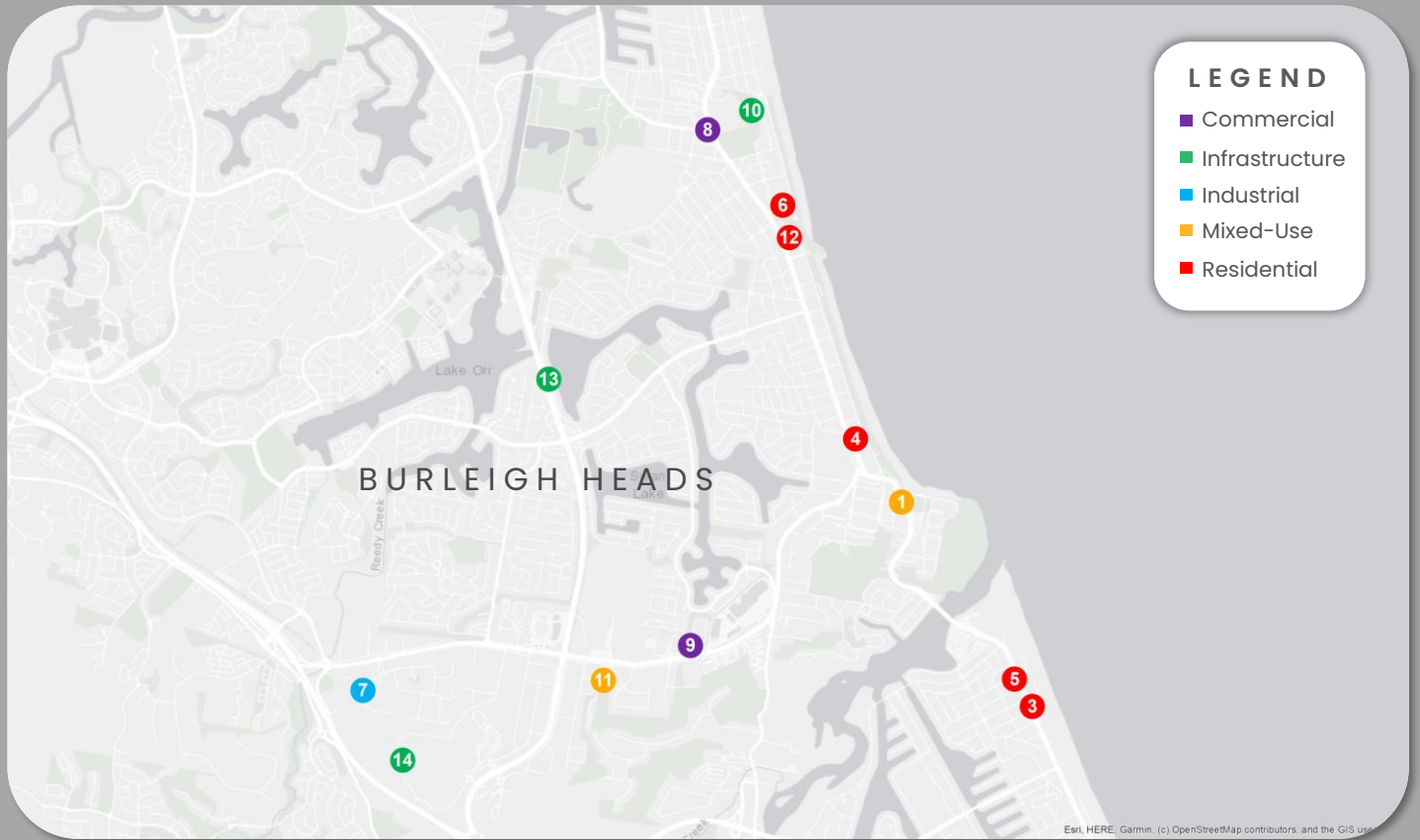
Gold Coast Main



**5.2%**

Brisbane Metro

# PROJECT DEVELOPMENT 1<sup>st</sup> HALF MAP 2024 <sup>A</sup>



#	Project <sup>£</sup>	Type	Estimated Value <sup>µ</sup>	Commence Date <sup>ψ</sup>
1	Burleigh De-luxe Burleigh Heads Mixed Use Development (30 Apartments)	Mixed-use	\$25,000,000	12/02/2024
2	1214-1220 Gold Coast Highway & Tenth Avenue Apartments Palm Beach (52 Apartments)	Residential	\$20,000,000	29/01/2024
3	Elevaire Palm Beach Apartments (41 Apartments)	Residential	\$20,000,000	08/04/2024
4	1871 Gold Coast Highway Apartments (46 Apartments)	Residential	\$13,800,000	23/05/2024
5	1466 Gold Coast Highway Apartments (9 Apartments)	Residential	\$8,500,000	22/04/2024
6	5 & 7 Hythe Street Units (13 Units)	Residential	\$7,800,000	29/01/2024
7	The Nordic Warehouse Units Burleigh Heads	Industrial	\$7,700,000	24/06/2024
8	Miami Medical 2158-2164 Gold Coast Highway Miami	Commercial	\$7,000,000	06/05/2024
9	223 Burleigh Connection Road Offices & Gymnasium	Commercial	\$4,500,000	22/01/2024
10	Lions Head Park Bank Stabilisation (Gold Coast City Council)	Infrastructure	\$2,696,035	01/04/2024
11	9 Stevenson Court Warehouse & Office	Mixed-use	\$1,300,000	12/04/2024
12	26 Brakes Crescent Apartments (3 Apartments)	Residential	\$900,000	23/04/2024
13	Cassowary Drive Bridge Replacement (Gold Coast City Council)	Infrastructure	\$850,000	18/06/2024
14	Reedy Creek Landfill Piggyback Liner System (Gold Coast City Council)	Infrastructure	\$850,000	04/03/2024

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## RESEARCH SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customised products, and 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

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## REFERENCES

\* Burleigh Heads sales 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.

# 2023 encapsulates sales transactions for all of 2023 (01/01/2023 – 31/12/2023).

€ Annual rental growth is a comparison between Q4 2022 (01/10/2022 – 31/12/2022) and Q4 2023 (01/10/2023 – 31/12/2023) house median rent figures.

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

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

▲ 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 Pricfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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