

Tallebudgera Market Update

1st Half 2024



OVERVIEW

In Q4 2023, Tallebudgera* recorded a median house price of \$1,600,000. This represents annual (Q4 2022 – Q4 2023) growth of 10.7% for houses. During this time house sales increased, by 6.3% to 17 sales. Interestingly, on a quarterly basis (Q3 – Q4 2023), median house price saw a -10.0% decline, from its peak of \$1,770,000 in Q3. Yearly data suggest a resilient market, due to high demand in a small market. However quarterly data suggest higher interest rates have translated into the market, with some buyers slightly more cautious. This creates an opportunity for those who have waited to enter the Tallebudgera* market – now is the time to act.

CHANGE FROM LAST YEAR HALF YEAR

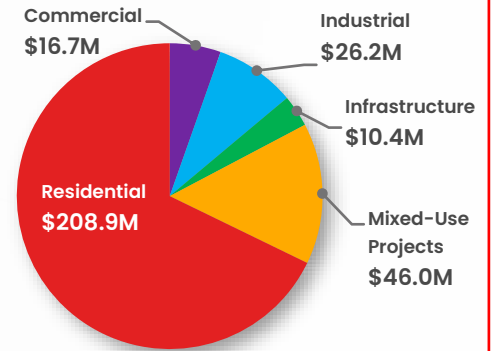


	YEAR	HALF YEAR
HOUSE SALES	↑	↑
HOUSE MEDIAN PRICE	↑	↓
HOUSE RENTAL PRICE	↑	↑



FUTURE DEVELOPMENTS

Tallebudgera will see approximately **\$308.1M of new projects commencing in 2024.**



A key focus on residential projects is ideal, to address the current undersupply. This will assist in keeping the price growth at a more sustainable level.

A key project near to Tallebudgera is Treetops North Precinct Burleigh Waters Units (\$75.0M, 129 Units).

Other key residential projects include:

- 4 Fleay Court (18 townhouses)
- 46 Etwart Street (7 units)
- 1805 Gold Coast Highway mixed use development (55 apartments)
- De-luxe Burleigh (30 apartments)

Although there are multiple projects planned, it is delivering mostly units. There is very little new stand-alone houses planned. This will further push up house prices.



MARKET CONDITIONS

MEDIAN PRICE
Q4 2022



SALES

AVERAGE DAYS
ON MARKET Q4 2022

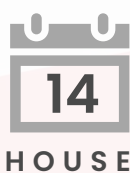


MEDIAN PRICE
Q4 2023



RENTALS

AVERAGE DAYS
ON MARKET Q4 2023



HOUSE PRICE COMPARISON

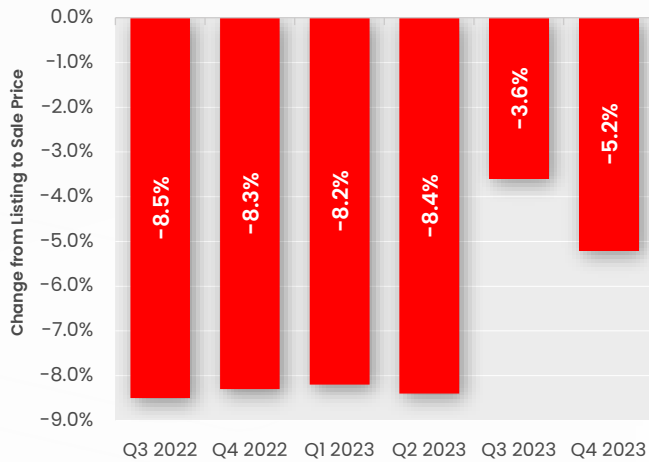
Suburb	2021	2022	2023#	2021-2023% growth
Tallebudgera	\$1,295,000	\$1,500,000	\$1,510,000	16.6%
Tallebudgera Valley	\$1,575,000	\$2,200,000	\$1,950,000	23.8%





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.



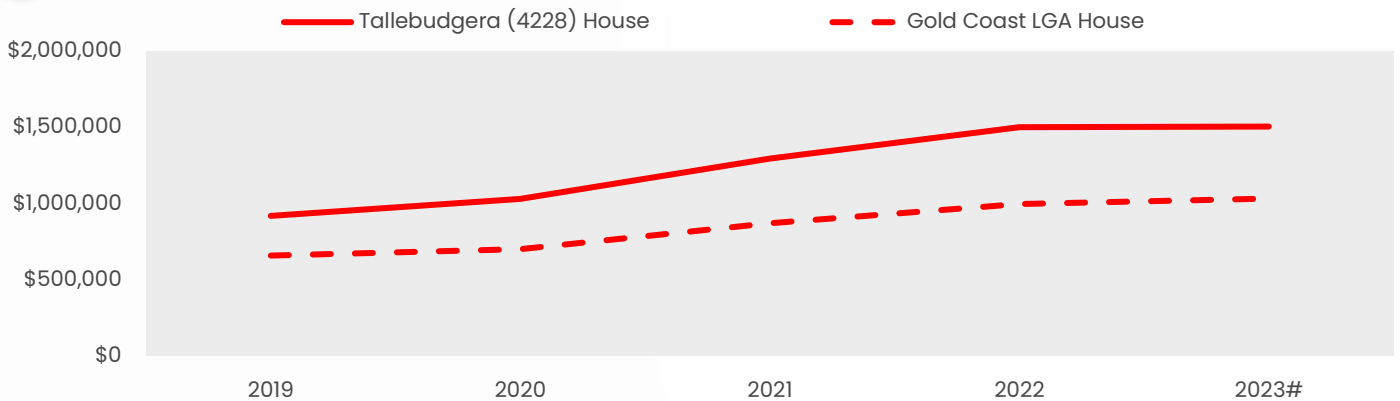
Average vendor discounts between Q4 2022 and Q4 2023 have tightened, to -5.2% for houses. There is a shift in market dynamics, one that still favour buyers, but shifting closer to a seller's market. Buyers now need to offer closer to the first list price. The peak of a discount has passed for houses, in mid-late 2022, thus those looking for a discount must act fast.

The suburb of Tallebudgera has outperformed the wider Gold Coast Local Government Area (LGA) in both house and unit median prices for the past 5 years. This continued to be the case in 2023[#], even with slower price growth.

The dominant proportion of homes sold in Tallebudgera* across 2022 and 2023[#] were both in the most affordable price bracket below \$1.45M, accounting for 52.8% and 38.3%, respectively. Buyer activity in the premium price point (\$1.75M and above) increased from 26.4% in 2022 to 36.7% in 2023; which suggest a shift in the market. There is now less affordable options than 12 months ago, despite a softening in median house sale price due to higher interest rates. Thus, the time to secure a property is now.



MARKET COMPARISON

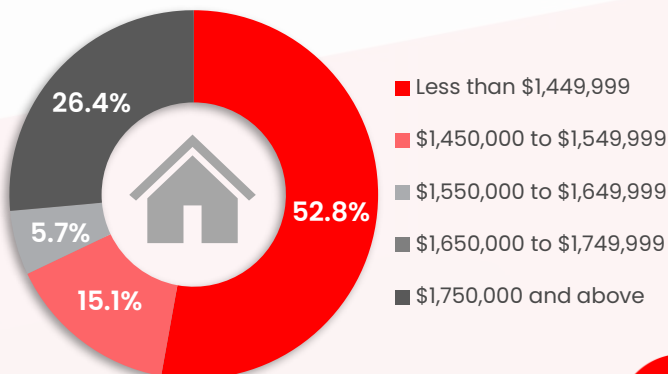


The market comparison graph provides a comparative trend for median price of houses and units over the past 5 years. The main LGA chosen was based on their proximity to the main suburb analysed, which is Tallebudgera.

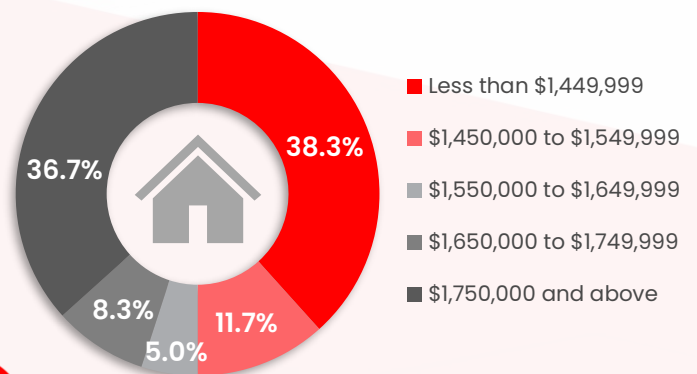


PRICE BREAKDOWN

HOUSES SOLD 2022



HOUSES SOLD 2023





RENTAL GROWTH 2023

House rental yields in Tallebudgera[¥] was 4.3% as of December 2023, higher than Gold Coast Main (4.0%) and Brisbane Metro (3.6%). This was due to the significant median house rental price growth in the past 12 months, of 30.0%, outpacing median house sales price growth, of 10.7%. Q4 2023 median house rental price reached \$1,300 per week, and the number of houses rented doubled (to 6 rentals). The average days on the market decreased to a historical low level of 14 days. Thus, there is a highly demanded and competitive house rental market.

3-bedroom houses have provided investors with +5.6% rental growth annually, achieving a median rent of \$950 per week.

Tallebudgera[¥] recorded a vacancy rate of 2.9% in December 2023, slightly below REIA's Healthy Benchmark of 3.0% average. Vacancy rates in Tallebudgera[¥] have heavily fluctuated over the past 12 months, due to the very small size of the rental market and investors entering the market. Overall, a 2.9% vacancy rate in a small rental market confirm there is a healthy rental demand, and investors can be confident of a conducive investment environment in Tallebudgera[¥].

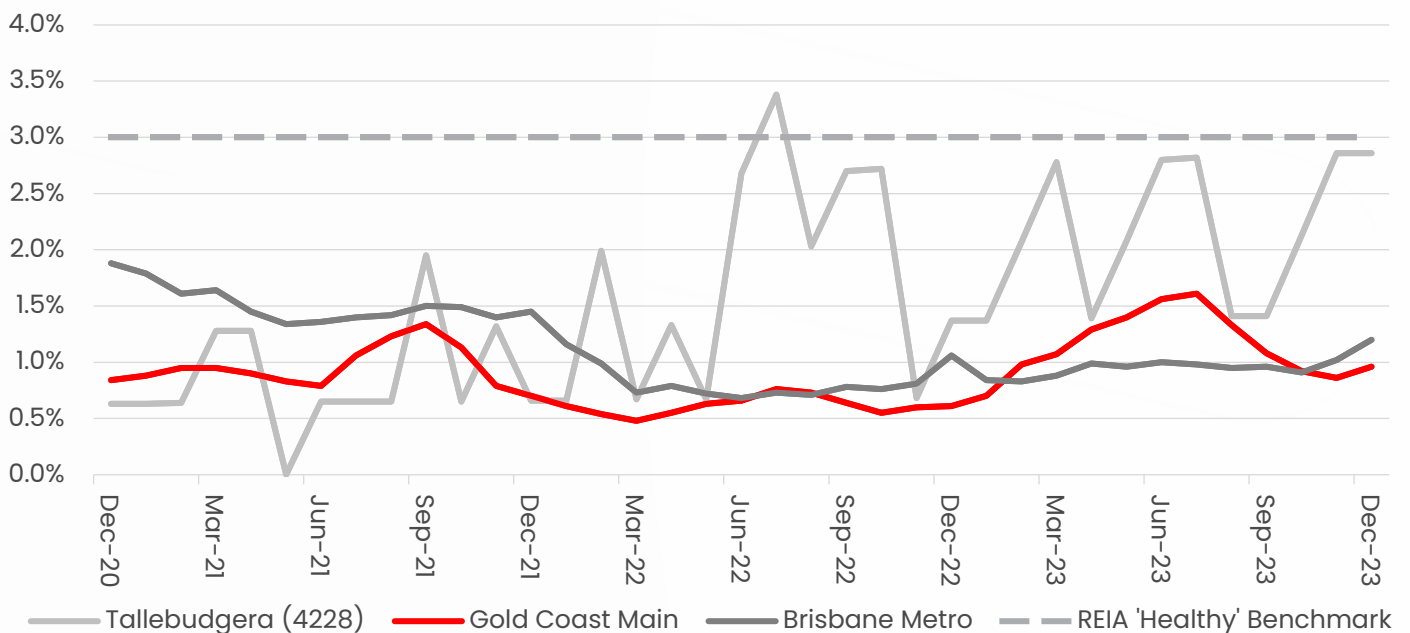
2 BEDROOMS
-3.1%

3 BEDROOMS
+5.6%

4 BEDROOMS
+0.0%



RENTAL VACANCY RATES 2023



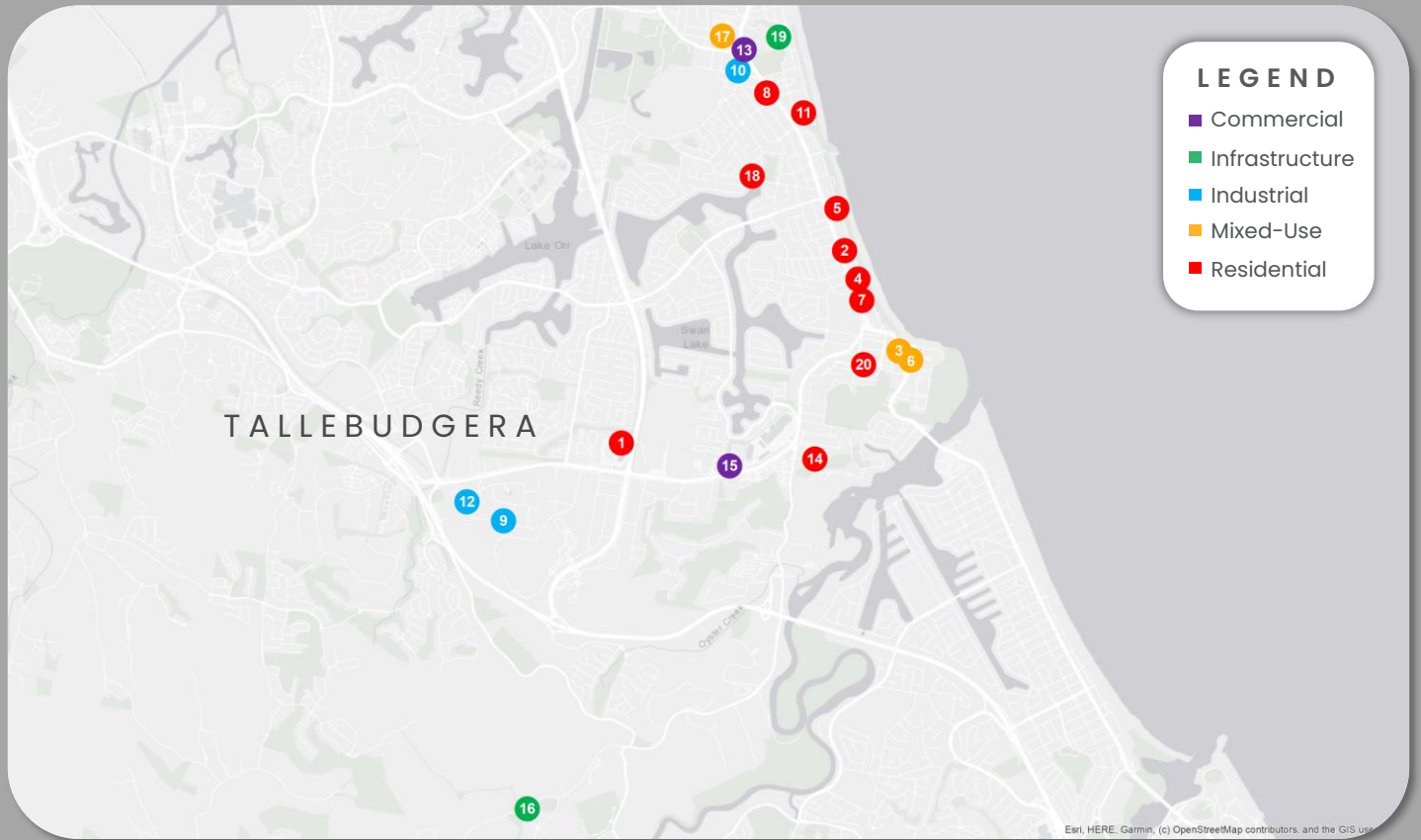
RENTAL YIELD 2023[§]

4.3%
Tallebudgera[¥]
(4228)

4.0%
Gold Coast
Main

3.6%
Brisbane
Metro

PROJECT DEVELOPMENT MAP 2024^A



#	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Treetops North Precinct Burleigh Waters Units (129 Units)	Residential	\$75,000,000	2024-11-18
2	1929 Gold Coast Highway Apartments (55 Apartments)	Residential	\$40,000,000	2024-10-11
3	Burleigh De-luxe Burleigh Heads Mixed Use Development (Residential - 30 Apartments and Commercial)	Mixed-use	\$25,000,000	2024-02-12
4	Isabel Apartments Burleigh Heads (28 Apartments)	Residential	\$25,000,000	2024-11-25
5	216 The Esplanade Apartments (28 Apartments)	Residential	\$25,000,000	2024-10-28
6	1805 Gold Coast Highway Mixed Use Development (Residential - 55 Apartments and Commercial)	Mixed-use	\$18,000,000	2024-10-12
7	1871 Gold Coast Highway Apartments (46 Apartments)	Residential	\$13,800,000	2024-05-23
8	2100-2102 Gold Coast Highway Units (12 Units)	Residential	\$8,500,000	2024-07-01
9	Bidfood Burleigh Warehouse Building	Industrial	\$8,500,000	2024-12-01
10	Storage King Miami	Industrial	\$8,000,000	2024-07-01
11	5 & 7 Hythe Street Units (13 Units)	Residential	\$7,800,000	2024-01-29
12	The Nordic Warehouse Units Burleigh Heads	Industrial	\$7,700,000	2024-06-24
13	Miami Medical 2158-2164 Gold Coast Highway Miami	Commercial	\$7,000,000	2024-05-06
14	4 Fleay Court Units (18 Townhouses)	Residential	\$5,000,000	2024-10-01
15	223 Burleigh Connection Road Offices & Gymnasium	Commercial	\$4,500,000	2024-12-01
16	Talleshudgera Creek Road Bridge Replacement	Infrastructure	\$3,500,000	2024-04-15
17	2178-2180 Gold Coast Highway Mixed Use Development (Commercial & Industrial)	Mixed-use	\$3,000,000	2024-09-22
18	81 Mountain View Avenue Dwellings (4 Dwellings)	Residential	\$2,800,000	2024-12-16
19	Lions Head Park Bank Stabilisation	Infrastructure	\$2,696,035	2024-04-01
20	46 Ewart Street Units (7 Units)	Residential	\$2,100,000	2024-12-20

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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

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John Fischer

 +61 478 071 623


 john@prdburleighheads.com.au

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PRD Tallebudgera

Your trusted local real estate agency

 +61 7 7 5535 4544

 info@prdburleighheads.com.au

 PRD.com.au/burleighheads/

 14 The Esplanade
Tallebudgera, QLD, 4220

REFERENCES

* Tallebudgera sales market data and key indicators encapsulates aggregate property market conditions within the suburbs of Tallebudgera and Tallebudgera Valley.

** 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.

¥ Tallebudgera rental market data encapsulates aggregate property conditions within the postcode of 4228.

§ 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 4228.

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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