



# Residential

March 2019

# National Property Clock: Houses

Entries coloured orange indicate positional change from last month.



Month in Review  
March 2019



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# National Property Clock: Units

Entries coloured blue indicate positional change from last month.

Month in Review  
March 2019



RESIDENTIAL

# New South Wales

## Overview

Median price is often referred to when gauging the state of a property market. While it's a trusted measure, it is just a number on a page until you apply it to a real-world example.

To help illustrate exactly what each location's median price really means, we've asked our offices to provide evidence of what their location's median price will purchase and what the prospects are for the property at that price point.

## Sydney

The median price is generally the go to statistic when analysing how a market is performing. In a city the size of Sydney, what you can get for the city's median price will vary significantly from one part to the next.

According to realestate.com.au, the median house price in Sydney at the end of 2018 was \$955,000, whilst units sat at \$720,000. In the eastern suburbs, it is pretty difficult to find any dwelling under \$1 million these days. A two-bedroom, one-bathroom attached terrace in Surry Hills, with no parking and sitting on just 57 square metres of land sold in November last year for \$950,000.

Head south-west, approximately 60 kilometres from the Sydney CBD to the suburb of Harrington Park,

and you will find a large, part renovated, 20-year-old home with five bedrooms, two bathrooms, double garage and in ground pool, sitting on a large 708 square metre corner block. The property sold for \$960,000 in December last year.



3 Goodmans Terrace, Surry Hills

Source: CoreLogic



2 John McLennan Circuit, Harrington Park

Source: CoreLogic

The difference in what type of unit you can get for around \$720,000 is also vastly different depending on where the property is located. In North Sydney, 708/150 Pacific Highway sold in February for \$710,000. The property was a newly built, 57 square metre, one-bedroom plus study, one-bathroom unit with no parking.

In Penrith, also in a new complex, 203A/81 Lord Sheffield Circuit recently sold for \$730,000. The property comprised three bedrooms, two bathrooms and one car space, with a living area of 116 square metres.

This month we also asked our valuers to look at the median prices in a suburb or region they work in every day and what type of property can be purchased at that price. A selection of these are included below.

## Western Sydney

Buying at the median has always been a smart option for savvy owner-occupiers and investors. You're not buying the worst property in the suburb and you're not buying the most expensive. This helps reduce the impact if the market does shift, as we have seen in recent times when inferior and less desirable properties are hit hardest when demand dries up.

The median value for dwellings in Blacktown is \$695,000 (source: RP Data). This figure has dropped five per cent from this time last year, but is up 54 per cent over the past five years. The median rental for dwellings is \$420 per week equating to an average yield of 3.1 per cent. For around \$695,000

Month in Review  
March 2019



RESIDENTIAL

**A two-bedroom, one-bathroom attached terrace in Surry Hills, with no parking and sitting on just 57 square metres of land, sold in November last year for \$950,000.**

you can purchase an older three-bedroom dwelling on 600 square metres with some internal renovations.

For units, the median price is \$480,000 (source: RP Data) and with that you will get a modern two-bedroom, two-bathroom unit with a median rental of \$400 per week returning 4.3 per cent. The median value has dropped 6.25 per cent over the past 12 months, but bear in mind that median values have increased 42 per cent over the past five years for units. Both of these price points are desirable for first home buyers and investors.

In Katoomba in the Blue Mountains region, the median value for a unit is \$398,000 (source: RP Data) renting for \$330 per week with a yield of 4.3 per cent. For dwellings, the median is \$567,000, renting for \$410 per week at a yield of 3.8 per cent. The yield achieved in Katoomba is on par with investments in the Sydney metro area.

Houses in Oran Park have a median value of \$758,000 (source: RP Data) with a rental of \$520 per week returning 3.6 per cent. For that money, you can buy a new four-bedroom, two-bathroom house with a double garage on 450 square metres.

The centre of Parramatta has seen a tremendous amount of investment in recent years into infrastructure and both residential and commercial high rise buildings. Despite this, it has not escaped the market downturn with a five per cent drop in median value for units down to



**54%**

**Blacktown** median value for dwellings is up over the past five years.

\$618,000 (source: RP Data) by the end of 2018. However the median value for a unit has jumped 23 per cent in the past five years.



12 Hadrian Avenue, Blacktown, a 3-bedroom, 2-bathroom house on 556 square metres, sold in October 2018 for \$702,000 Source: CoreLogic

#### Inner West/CBD Fringe

Median values throughout the inner west region of Sydney have generally been declining since mid to late 2017 due to various market factors such as tighter lending restrictions, the Banking Royal Commission and overall weaker market sentiment. Considering median prices have come back over the past six to 12 months, there are now properties selling for less than what they achieved in 2017 and in some cases, prices are back to 2016 levels. In light of this, there is potential for good buying opportunities in comparison, however there is the likelihood that prices could continue to weaken depending on how this



**23%**

**Parramatta** median value for units has jumped in the past five years.

year plays out, particularly surrounding credit availability and the upcoming state and federal elections.

Sitting just under the Leichhardt median house price of \$1.395 million as at October 2018 (source: RP Data), 65 Rolfe Street sold in November 2018 for \$1.35 million. It had sold earlier in April 2018 for \$1.45 million, showing how this market has come back in 2018. The estimated rental for this property would be around \$800 per week, or approximately a three per cent gross yield.

This type of property will appeal to young families and means getting a renovated property located in close proximity to Norton Street, the light rail and located only seven kilometres from the CBD. It also looks to be good value compared to properties sold at this price in 2016 and 2017.

On the flip side, there is the potential that this price point could come back further and there is also an increasing supply of properties for sale or rent which is likely to put further downward pressure on values and rental levels.



65 Rolfe Street, Leichhardt

Source: realestate.com.au

Also sitting just under the suburb median unit price of \$1.0375 million in October 2018 (source: RP Data), was 72/122 Saunders Street, Pyrmont, which

Month in Review  
March 2019



RESIDENTIAL



sold for \$1 million in October. The unit was a 1994 built, two-bedroom, two-bathroom unit with one car space, with Anzac Bridge views. The estimated rental for this property would be around \$800 per week, or approximately a four per cent gross yield.

Given its close proximity to the CBD and Darling Harbour, the property is likely to appeal to downsizers and young professionals who work in the CBD. However the risk is that unit prices and rents will fall further in 2019 due to increased supply levels, while common facilities such as indoor swimming pools, gyms, saunas, lifts and concierge services mean higher strata levies in comparison to a smaller scale development without these common facilities.

#### Northern Beaches

Mona Vale has a median house price of \$1.7 million, which is fairly consistent with the median house price of the Northern Beaches LGA of \$1.75 million as at October 2018. Mona Vale has seen an annual median house price decline of 2.86 per cent while the Northern Beaches LGA has recorded a 4.37 per cent decline (source: RP Data).

Dwellings in this price range will typically be constructed between the 1960s and 1990s, located on the western side of Barrenjoey and Pittwater Road and are reasonably well finished. The entry level into the Mona Vale housing market is around the \$1.2 million mark, while anything beachside (eastern side of Pittwater and Barrenjoey Road) generally starts at \$2 million.

A recent example of a property which sold around the median price is 53 Parkland Road, Mona Vale, which sold for \$1.81 million in December 2018. The sale consists of a circa 1980s, renovated, two-storey, five-bedroom, three-bathroom dwelling on 702 square metres of land, on a slightly busy road.



53 Parkland Road

Source: CoreLogic

Mona Vale has a median unit price of \$937,500, in comparison to the Northern Beaches LGA of \$882,000 as at October 2018. Mona Vale has seen an annual decline of 1.32 per cent in comparison to the Northern Beaches LGA which recorded a 3.63 per cent decline (source: RP Data).

Options at the median price level will typically range from an older (1950s to 1970s) two-bedroom, one-bathroom unit in an east side location to a modern two-bedroom, two-bathroom unit situated in less a desired location. The yields are typically higher for new stock (four to 4.5 per cent in comparison to 3.5 to four per cent for older buildings) and require less maintenance from an investor standpoint, however we have seen greater capital growth in prime beachside locations, as stock levels remain consistent, they are more popular from a buyer standpoint and there is additional scope to create value through renovation works in older buildings.

9/20 Park Street, Mona Vale sold for \$800,000 in November 2018 (leasing for \$670 per week at 4.36 per cent). The sale is a 2007 constructed, two-bedroom, two-bathroom unit located in the heart of Mona Vale Village. The property is larger and more modern compared to other Mona Vale units in

this price range, although these benefits are at the expense of a slightly less desired location.

#### Lower North Shore

Lane Cove is a well-regarded suburb on Sydney's Lower North Shore, comprising a mix of single detached dwellings and unit developments of varying ages.

The median house price in Lane Cove as at October 2018 was \$2.125 million (source: RP Data). Lane Cove is known predominantly as a family area and the style of property at this median price point is evidence of this. A typical property at this median price point would be a detached family home with four or five bedrooms on around 650 square metres of land. As a good example, 23 Tambourine Bay Road sold in early December 2018 for \$2.13 million (source: RP Data). This was a single level renovated Californian Bungalow comprising four-bedroom, two-bathroom accommodation with a large, near level rear yard and a land area of 607 square metres. This type of property is in strong demand and has seen strong growth over the past five years. It does appear however that this market is weakening, down close to 12 per cent from almost 12 months ago when the median sale price was \$2.4025 million (source: RP Data).



23 Tambourine Bay Road, Lane Cove

Source: CoreLogic

Month in Review  
March 2019



RESIDENTIAL



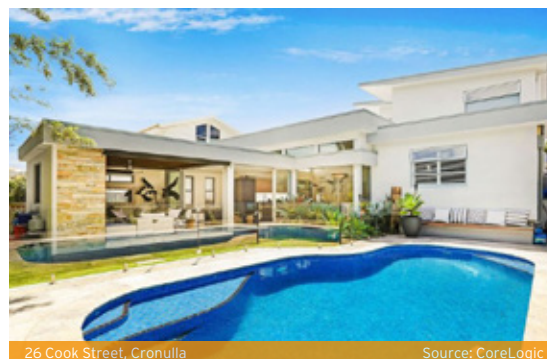
The median unit price in Lane Cove as at October 2018 was \$835,000 (source: RP Data). There has been a large increase in supply of units in Lane Cove over that past five years. A typical unit at this median price point would be a modern style unit around 80 square metres with two-bedroom accommodation and a single car space. As a good example, 505/9-13 Birdwood Avenue sold in December 2018 for \$820,000 (source: RP Data). This was a modern unit comprising two-bedroom, two-bathroom accommodation with a single car space. This sector of the market has a high number of investors, although the median price is only down around four per cent from almost 12 months ago when the median sale price was \$870,000. Interestingly, the unit described above was originally purchased from the developer for \$971,290 in May 2015 (source: RP Data) so is a great example of what the new and modern unit market is doing in Lane Cove.

#### Sutherland Shire

The median house price in Cronulla as at October 2018 was \$2.2 million while the median house rental price was \$950 per week (source: RP Data). The position within Cronulla will dictate what type of property you can purchase at this price. In the northern part of the suburb, you can purchase a renovated house around the median house price, whilst in the southern part of the suburb you are likely to only be able to afford an unrenovated single level house for this price. The median house price dropped from \$2.294 million in January 2018 to \$2.2 million in October 2018 (source: RP Data).

A renovated four-bedroom, three-bathroom home with double garage, pool and modern alfresco

area, sold just before Christmas for \$2.4 million. The property is suited to a family and is located on the fringe of Woollooware and is relatively close to schools, golf courses, beaches, cafes and public transport, although at about 1.2 kilometres to the nearest beach, it might be a little further than some might envisage when buying in Cronulla.



26 Cook Street, Cronulla

Source: CoreLogic

The median unit price for Cronulla as at October 2018 was \$882,500 (source: RP Data). Whilst this was actually up from \$850,000 in January 2018, there is a broad range of unit types in Cronulla ranging from small, older style one-bedroom units to luxury modern apartments with panoramic ocean views. The composition of unit sales in any month (such as a larger percentage of more modern units selling) can heavily influence the median price and prices have likely fallen during this period despite the median price showing an increase.

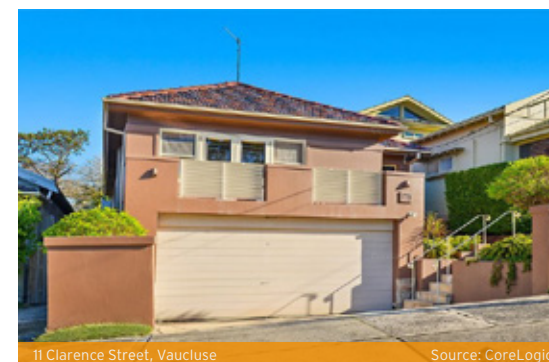
An updated 1970s unit at 12/18 Elizabeth Place, Cronulla sold in November 2018 for \$850,000. The 77 square metre top floor unit has two bedrooms,

one bathroom and a one-car garage with restricted ocean views over neighbouring buildings. Gross rental yields for this type of property are generally around 3.5 per cent.

#### Eastern Suburbs

The Woollahra local government area provides one of the highest median house prices in the country, at \$3.7325 million in November 2018, down slightly from \$3.775 million in January 2018 (source: RP Data). An updated, single storey, three-bedroom, two-bathroom Vaucluse home with four-car basement garage sold in October for \$3.6 million. The property, on 500 square metres of land, also had a small pool and would capture ocean views from a second storey addition.

The property provides a good entry point to the Vaucluse market however is located on the eastern fringe of the Woollahra council area with a nine kilometre drive into the Sydney CBD.



11 Clarence Street, Vaucluse

Source: CoreLogic

Likewise the unit median price in Woollahra fell slightly in 2018, down from \$1.4275 million in January 2018 to \$1.4 million in November 2018 (source: RP Data). In Double Bay, a 1960s two-bedroom, one-bathroom unit with one covered car space sold for \$1.4 million in November last year. The unit, at 5/19 Guilfoyle Avenue, had been

**The median house price in Cronulla dropped from \$2.294 million in January 2018 to \$2.2 million in October 2018.**

renovated internally and had a living area of approximately 80 square metres. The property is very well positioned, close to Double Bay shopping strip, ferry wharf and harbour foreshore. The downside is purchasing in an older building with a single bathroom, whereas more modern units in this price range will tend to have a second bathroom. Rental returns for this type of unit sit at around a three per cent gross yield.

## Lismore

Housing in the Lismore property market is dominated by freestanding dwellings, with relatively few unit sales in comparison to many other markets. For this reason, we have focused on dwellings in this commentary.

Median prices within the Lismore market range from \$275,000 in South Lismore to \$430,000 in Goonellabah. The reason for such a large variation in price can be attributed to factors including environmental (flood), age of the housing stock and of course access to services.

Lismore currently has a median house price of approximately \$350,000. Housing in this market typically consists of elevated timber homes on timber posts ranging in age from 100 years to 40 years. A large portion of the Lismore housing market is constructed on flood prone land. Dwellings that have the main floor level below the predicted one in 100-year flood level are generally discounted significantly. At the median price point, a purchaser can expect a three-bedroom timber clad cottage in tidy condition, with car accommodation and storage space located under the main living area. Typical dwelling size is 100 to 120 square metres.

Girards Hill is a small residential pocket adjacent to Lismore. This location is sought after for its older

style timber cottages with period features. Girards Hill is generally flood free but located close to the CBD with portions of the suburb listed as having heritage significance under the Lismore LEP. The median house price in this suburb is approximately \$410,000. While still very affordable compared to other markets, it is significantly higher than Lismore proper. At this price point in Girards Hill, you can expect a two- or three-bedroom cottage on a sloping block in good to fair condition. Bathrooms and kitchens would typically be dated and require upgrading, however many of the dwellings have sought after period features.

Goonellabah is a large suburb to the east of Lismore. Goonellabah is elevated and typically flood free. Housing in this suburb is more recent than Lismore and is the growth sector of the Lismore market with housing ranging from 50 years old to modern. At the median house price of \$430,000, a purchaser can expect a well presented 30 to 40 year old three- to four-bedroom brick dwelling, 100 to 140 square metres of living area, with an updated kitchen and bathroom. Goonellabah is well serviced with a large shopping centre and council aquatic centre and gymnasium.

Finally, South Lismore is situated on the other side of the Wilson River from Lismore. Almost entirely flood-prone, South Lismore has a mixture of residential and industrial land uses. Due to the flood-prone nature of the housing, stock is elevated and consists mainly of timber clad cottages with metal roofing. The majority of the housing stock

**\$350,000**

**Lismore**  
median house price

**\$275,000**

**South Lismore**  
median house price

was constructed between 1930 to 1960. The median house price in this suburb is \$275,000. At this price point, you can expect an elevated two- to three-bedroom timber cottage in average condition. Renovated cottages realise sale prices of between \$350,000 and \$390,000. Once again properties whose main floor levels are below the one in 100 year flood level are discounted and there is some market resistance to these properties.

With a median house price of between \$275,000 and \$430,000, Lismore is attractive to both first home buyers and investors alike. With a university and major government employers located in Lismore, rental demand is good and yields achieved on properties are attractive to investors. The expectation for 2019 is that the median house price is likely to stay at similar levels or fall slightly as the relative affordability and predicted stable employment within the market are expected to underpin prices.

## Casino / Kyogle

Real estate statistics, in general, can offer some assistance for the property investor, first home buyer and upgrader.

However, it should be noted that the median price statistic does have its limitations within a smaller country or regional town where the variety of housing type is relatively wide and the volume of sales activity is significantly lower than their coastal based cousins and large metropolitan areas.

A case in point are the small, rural townships of Casino and Kyogle.

*To date, there are simply no units available for sale in Kyogle....zero.*

Month in Review  
March 2019



RESIDENTIAL



Based on Corelogic's (RP data) generated statistics, the median price for houses in Casino is \$288,500 and \$223,000 for units. The median price of houses in Kyogle is \$279,000 and \$244,500 for units.

These towns are relatively similar. However, we must stress that there were only eight sales of units in Kyogle over the 12-month period to date with a wide price variance from \$158,000 to \$295,000 - not exactly a large sample size from which to make a definitive statement! In comparison, Casino had 35 sales over the same period with a price range of \$149,000 to \$410,000, an even wider price range differential.

On this basis, the statistics for units are rather skewed, particularly for Kyogle as the sales types range from a very compact, circa 1970s, two-bedroom, one-bathroom attached brick unit with carport to a modern, detached, three-bedroom, two-bathroom duplex unit with a built-in single garage.

The median price of \$244,500 should be able to secure a very tidy, original, circa 1980s brick unit with single garage within close proximity of the town centre. To date, there are simply no units available for sale in Kyogle....zero.

Similarly, a median price of \$223,000 for a unit in Casino would be represented by either an updated or tidy original two- to three-bedroom, one-bathroom, attached unit or townhouse with a single garage or carport within close proximity of the town centre.

Units located further out, say greater than two kilometres, can expect slightly lower prices (assuming all other features remain equal).

Houses at the median price level of \$279,000 for Kyogle and \$288,500 for Casino are generally

quite similar, with the typical dwelling being somewhat older or original timber or fibro cement clad construction (and the occasional 1970s or 1980s brick home) and comprising two or three bedrooms with garage or carport. However, at that price level, they would tend to be a bit further out from the town centre as well.

There is no real definitive pro or con regarding these median price levels as they tend to be suitable due to their affordability for first home buyers and property investors with the added possibility of further capital gain if responsible renovation work is carried out.

### Ballina /Byron Bay

The median house price in the Ballina Shire is \$685,000 and the median unit price is \$475,000. Generally speaking, the most sought-after location within the Ballina Shire is Lennox Head with a median house price of \$930,000 and a median unit price of \$732,500.

\$930,000 would buy you a reasonably good quality and comfortable four-bedroom house behind Lennox in say the Meadows, Epiq or Coastal Grove estates. Within the Lennox village (walking distance to shops and beach) however, this would buy you only a modest dwelling that would likely require renovation works.

As for units, \$732,500 would generally buy you a near new duplex unit behind Lennox or a neat and tidy possibly renovated townhouse or villa within the Lennox village. It should be noted that the median prices within Lennox Head can be skewed

by the irregular transactions of prestige beach front property.

Within Ballina, the median house price is \$560,000 and the median unit price is \$460,000.

\$560,000 would buy you a reasonable quality, neat and tidy three-bedroom house. Any house transacting under \$500,000 within Ballina would be expected to be quite modest. \$460,000 would buy you a comfortable two- bedroom villa or townhouse located within one of the more desirable locations in Ballina or a three-bedroom villa or townhouse within a slightly less desirable location.

Within the hinterland township of Alstonville, the median house price is \$620,000 and the median unit price is \$330,000. \$620,000 would buy you a reasonable quality four-bedroom house. \$330,000 would buy you a two-bedroom villa with nothing to spend or possibly a three-bedroom villa requiring some renovation works. It should be noted that the median unit price within Alstonville appears quite low compared to the median house price and this can be attributed to the significant amount of two-bedroom units, villas and townhouses which transact in Alstonville as opposed to larger three-bedroom duplex units or the like.

In the Byron/Suffolk Park suburb there is a current house price median of \$1 million.

What is available for this medium \$1 million price point in Byron Bay are two to three-bedroom units within the central township or smaller dwellings situated on the outskirts of the township (say three to five kilometres out of town). In Suffolk Park, what



**The most sought-after location within Ballina Shire is Lennox Head with a median house price of \$930,000 and a median unit price of \$732,500.**

is available for that price are three- to four-bedroom homes on the western side of the coast road.

In the suburb of Ocean Shores there is a current median house price of \$750,000 to \$900,000. What is available in Ocean Shores for that price are older dwellings on larger allotments or modern dwellings or duplex units depending on proximity to services and beach.

Most of these price points are steady, with a slight increase in stock levels since the end of 2018. Time spent on market for these styles of property has increased however there remains no real evidence to indicate a decrease in market value at this stage.

### The Clarence Valley

In recent times, the Clarence Valley has seen an increase in median sale prices across the property sectors. However, it remains relatively affordable when compared to its bustling northern and southern counterparts.

In 2018, the coastal township of Yamba saw its median house price fluctuate between \$520,000 and \$540,000. Yamba offers mostly circa 1980s to current brick dwellings in the residential section and older fibro or timber dwellings in the central sought-after beach locations. As is the case in most beachside townships, land value drives up the value of sales occurring in the more desirable sections within close proximity of the CBD and beaches with a definite divide evident between locations.

Further south on the Clarence River in Grafton, the median price recorded in 2018 ranged between \$310,000 and \$330,000 with a steady increase observed throughout the year. Within this range available product might include renovated older style single level dwellings with

traditional features or larger brick homes, often featuring two living levels.

Whilst both Yamba and Grafton are situated within the Clarence Valley, it is clear that the median house prices will remain at different levels.

### Coffs Harbour

What does the median house price actually buy within the Coffs Coast area? To start with, it is best to talk about the general geographical areas which make up this lifestyle coast. Coffs Harbour is positioned fairly centrally with the northern beaches extending 35 kilometres north to Woolgoolga and encompassing Korora, Sapphire Beach, Moonee Beach, Emerald Beach and Sandy Beach. All these locations are split by the Pacific Highway with the beach side townships to the east and rural residential to the west. To the south of Coffs Harbour the suburbs extend to North Boambee Valley, Boambee East, Bonville Toormina and the popular Sawtell (ten kilometres). To keep it simple, we will focus on suburban property and what you can expect for the median house and unit price within these areas and how the price differs.

Starting with Coffs Harbour and based on realestate.com.au statistics, we see a median house price of \$495,000. We can further divide Coffs Harbour into east and west using Hogbin Drive as the dividing line. To the east of Hogbin Drive, we have the popular harbour and beachside areas known as The Jetty and Diggers Beach and the poorer second cousin of Park Beach which all vary significantly in property types. In the more sought-after areas such as Diggers Beach and The Jetty, you will struggle to find a home in this price bracket;

if you can it will be 30 to 60 years of age in original condition and representative of land value only.

Park Beach is equally well located to the beach and major shopping facilities, however is characterised by 1970s and 1980s constructed homes of modest designs and traditionally a less desirable, lower socio-economic location where you will pick up a partly updated three- to four-bedroom, one-bathroom home on a 500 to 700 square metre site.

West Coffs Harbour is a more suburban location where you get more bang for your buck with the trade-off of a longer drive time to the beach, although equally well located close to shopping and schools. \$495,000 buys a ten to 40 year old three-bedroom, two-bathroom home on a 500 to 1,000 square metre site.

If we look at the median unit price of \$350,000, again we see a market different in product size and quality depending on proximity to the beach. \$350,000 is the basic entry level into The Jetty precinct, buying a dated 1970s or 1980s two-bedroom, one-bathroom unit in varying condition. Diggers Beach has no product available at this price level and Park Beach again sees the most affordable values close to the beach where \$350,00 would buy a 1980s or 1990s three-bedroom unit with one bathroom in a smaller complex. West Coffs Harbour will get you a similar 1980s or 1990s villa or duplex style property with two to three bedrooms, one or two bathrooms and varying size yard area.

Moving south along the Pacific Highway, we come to North Boambee Valley which is a real mix of commercial property lining the highway

 *Here we see the median house slightly lower than Coffs Harbour at \$487,750 which surprises us.*

Month in Review  
March 2019



RESIDENTIAL

which transitions into modern single residential estates to the west which adjoin established rural residential land. Here we see the median house price slightly lower than Coffs Harbour at \$487,750 which surprises us as it supports some of the more modern estates with good quality homes which start at \$550,000. The median price will buy you a modest 1980s to 2000s, three-bedroom, one-bathroom generally dated home which needs work on 400 to 700 square metres.

Next off the rank is Boambee East which is a suburban area developed in the mid 1990s, slightly further from town (eight kilometres) that has traditionally seen values slightly less than Coffs Harbour. It's no surprise here that the median house price is \$458,500. Again, it's a brick and tile three-bedroom home with two bathrooms and double garage. From here we head east to the traditionally poorer southern suburb of Toormina which has been one of the lower socio-economic suburbs characterised by pockets of ex-Housing Commission estates and generally modest housing constructed in the 1970s and 1980s. We have seen a resurgence of interest and increase in values within Toormina over recent years with the median price sitting at a respectable \$432,000 for a dated three or four-bedroom home on a 400 to 1,000 square metre site.



Toormina

Source: onthehouse.com.au

## These areas are seeing more gentrification as prices slowly creep north.

We would put Toormina in the same category as Park Beach, both seen as the poorer areas but which are well located close to beach and shopping facilities, adjoining the more affluent suburbs of The Jetty and Sawtell. These areas are seeing more gentrification as prices slowly creep north and well worth a look for the keen investor. Once we leave Toormina heading east to the beach (two kilometres) you hit arguably the most expensive real estate in the beachside village of Sawtell. No surprise here that we hit \$657,500 as the median and you will not get much in central Sawtell for this - maybe a 1950s or 1960s renovator's delight on 500 to 700 square metres if you are lucky. The outer Sawtell streets (adjoining Toormina) will get you a dated brick home on 700 to 1,000 square metres.

I'm sure these prices will make the city dwellers envious. I know every time I see the media talking about Sydney and Melbourne prices topping \$1 million median value, I realise how lucky we are living where the mountains meet the sea and mortgages are still affordable.

### Mid North Coast

The Mid North Coast median has been used for comparing properties from the townships of Port Macquarie, Forster and Taree. It gives an overview of market performance over the 2018 calendar year.

This snapshot instantly informs the reader on which local towns are performing better in regard

to capital growth and let's face it, we all want more bang for our buck these days.

It's important to remember that the median price may not necessarily give you an accurate assumption of market trend, as mentioned previously. The median tool should only be used as an indicative methodology and potential purchasers should always rely on their own due diligence when transacting on property.

Therefore, let's take a look at the Mid North Coast's three main townships of Port Macquarie, Taree and Forster and review their medians over the past calendar year.

### Port Macquarie

Port Macquarie is a seaside tourist town which has seen good growth over recent years due to various economic factors, including: upgrading of the Pacific and Oxley Highway; building of the Charles Stuart and Newcastle Universities; upgrade to the hospital; the building of a Bunnings store; three new aged care facilities; and the airport upgrade, which have all caused a flow on effect to residential development and growth in the area.

This flow on effect has seen outer fringe subdivisions and townships forming to cater for the growing population, with a new school (Lake Cathie), IGA shopping centre commencing (Thrumster) and the Port Macquarie hospital expansion.

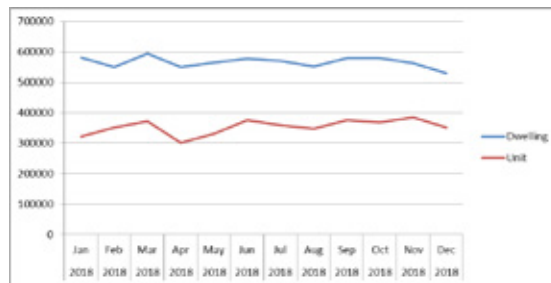
With the recent pending elections and outcomes of the Banking Royal Commission, we have a stabilising market, with property prices and transactions better aligning themselves to these outside influences. You will note these effects within all graphs displayed below, with the Port Macquarie and Forster graphs showing a decline in dwelling median prices at the end of 2018.

Month in Review  
March 2019



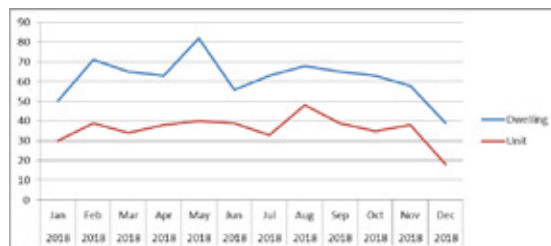
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## PORT MACQUARIE (2444) Dwelling and Unit Median Sale Prices



From the dwelling and unit median sales graph above, we can pinpoint a yearly median of \$567,500 for dwellings and \$356,000 for units. To look at this further, the median house price will enable you to purchase an older three to four-bedroom dwelling within the township of Port Macquarie or a new four-bedroom dwelling on the outer fringe subdivisions. For units, \$356,000 will buy you a two to three-bedroom villa or an older three-bedroom unit within the township of Port Macquarie or a new two-bedroom villa within the outer fringe estates.

## PORT MACQUARIE (2444) Number of dwellings and units sold

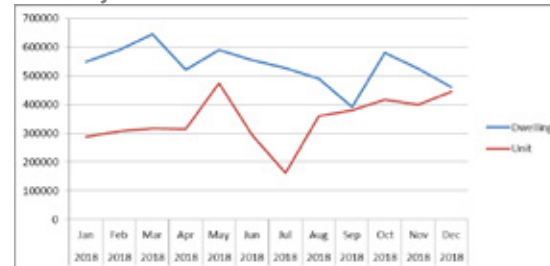


We note that a decline in house sale numbers was also seen at the end of 2018.

## Forster

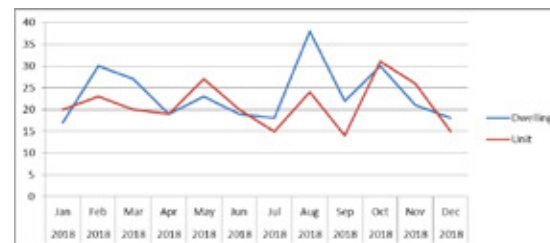
Forster is a smaller coastal village with similar demographics to that of Port Macquarie, and has also seen good growth over recent years, however the Forster market is more reliant on tourism and retirees than business and industrial development, as indicated by the decline in median sale prices during the winter months.

## FORSTER (2428) Dwelling and Unit Median Sale Prices



From the dwelling and unit median sales graph above, we can pinpoint a yearly median of \$541,500 for dwellings and \$339,000 for units.

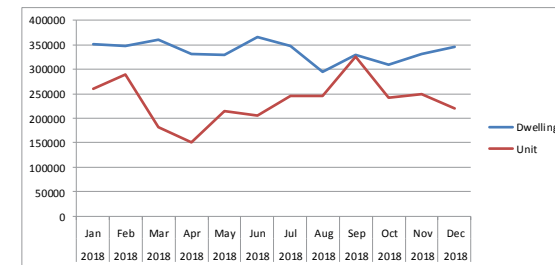
## FORSTER (2428) Number of dwellings and units sold



## Taree

Taree, being more of a regional centre with a number of low socio-economic areas, tends to be more subdued with median house prices throughout the year. Limited top end housing or unit stock and an abundance of lower end housing

## and unit stock keeps the median prices stable throughout the year. TAREE (2430) Dwelling and Unit Median Sale Prices



From the dwelling and unit median sales graph above, we can pinpoint a yearly median of \$338,625 for dwellings and \$234,250 for units.

## TAREE (2430) Number of dwellings and units sold



In summary, median house and unit prices across the mid north coast vary significantly from town to town.

The above graphs give the purchaser a composition of sales rather than a good indicator of changing property values, therefore data such as sales volumes, comparisons and investigative work should all be included when analysing the property market.

## Month in Review March 2019





## Central Coast

The Central Coast region is located just north of the Sydney metropolitan region and south of Newcastle City - about midway. And that's a good thing according to the locals where we can lean on the influences of both without being drawn in.

In terms of the real estate market, the Central Coast is seen as a viable alternative to the Sydney market due to its relative levels of affordability with easy access back and forth. With this in mind, let's see what can actually be purchased for the median value in a few selected suburbs of the region.

The renowned and ever popular suburb of Terrigal provides a mixture of dwellings of all shapes and sizes with an equal number of units. Generally speaking, values increase the closer you get to the beach. At the moment, the median value for houses is \$947,500 which indicates a rise of around 3.5 per cent over a twelve month period. Samples of properties at this level include:

- ▶ **A current sale** at \$940,000 for a renovated 1970s style dwelling with five bedrooms, three bathrooms and a single garage fronting a busy road without views.
- ▶ **A light and airy**, extended and renovated two-storey dwelling in a popular pocket about three kilometres from the beach sold for \$955,000. It included five bedrooms, two bathrooms and single carport.
- ▶ **An approximate** 2000 built single level brick and tile dwelling with four bedrooms, two bathrooms and double garage in a consistently popular area recently sold for \$960,000.
- ▶ **A modern three-bedroom**, two-bathroom and double garage townhouse on the fringe of the Terrigal town centre recently sold for \$940,000.

## Many property owners in this area have taken advantage of the ability to build granny flats (second dwellings) on their properties.

This was considered to represent good value as most units and townhouses so close to the action would generally start above the \$1 million mark.

From what we can see at the moment, most of the properties sold at this level have been sold for owner-occupier purposes - most likely upgraders or purchasers new to the region. Investment wise, we would expect returns of around four to five per cent gross.

Toward the northern end of the region lies Mannering Park, an often overlooked location that offers a lot to those prepared to check it out. It's a smaller suburb on the shores of beautiful Lake Macquarie. Having generally older style development, there are a few recent examples of renovations. The current median value is just \$500,000 which indicates a rise of around 9.5 per cent over the past twelve months. At the median value level, expect to see:

- ▶ **A well-presented**, 1970s style single level dwelling close to local shops. Hardiplank clad with tiled roof, three bedrooms and detached double garage on a level site. Sold for \$470,000.
- ▶ **A circa 1995** cement rendered, tiled roof dwelling with four bedrooms, two bathrooms, double garage, covered outdoor area and detached shed. Sold for \$540,000.

These sales are away from the lake edge areas, but no matter where you are in Mannering Park, the furthest you will be from access to the water is only minutes. Mannering Park is popular with owner-occupiers and investors. A return of five per cent and above (gross) can be expected here.

Towards the middle of the region is Bateau Bay. This is a larger suburb with distinct price variations as you move away from the beach areas. It is an older suburb with much to offer with a selection of beaches, good shopping centre and choice of schools. The current median value is \$685,000 which surprisingly, is a drop of just over one per cent over the past twelve months, but we bear in mind that Bateau Bay is a suburb where values are very much influenced by those selling in East Bateau with a higher price point than the rest of the suburb. At the median value, we have seen the following sales:

- ▶ **A near original** 1990s style, two-storey brick and tile dwelling with four bedrooms plus study, two bathrooms, double garage and in ground pool. The property is located on the western side of the Central Coast Highway and sold for \$695,000.
- ▶ **A circa 1990**, single level brick and tile with four bedrooms, one bathroom, single garage and attached two-space carport. Basic in finish, but close to a neighbourhood shopping centre. Again, located on the western side of the Central Coast Highway, it sold for \$682,000.

There is a reasonably strong rental market in Bateau Bay with returns of 4.5 to five per cent.

Down to the southern end of the region, Umina Beach has seen more action in the market over the past three years than many other of the region's suburbs. At the moment, the median value is \$742,000 which is an increase of near 20 per cent over a twelve month period which is in line with the increases in 2015 and 2017. The area has been very popular with those exiting the Sydney market over



the past several years, but we sense that Umina Beach will be a victim of its own success if market values suffer in the near future as predicted. Nevertheless, at present properties around the current median value include:

- **A recently renovated** single level cement rendered and tile dwelling with three bedrooms, one bathroom and single garage with in ground pool recently sold at \$715,000.
- **An unrenovated** but well-presented four-bedroom, two-bathroom home with two carports and small studio has just been sold for \$762,000.
- **A 1980s style** brick and tile dwelling within the elevated section of Umina Beach and having a bushland outlook recently sold for \$752,000. It came with four bedrooms and one bathroom.

Many property owners in this area have taken advantage of the ability to build granny flats (second dwellings) on their properties. Rental returns for single dwelling properties are around four to 4.5% gross, but this increases to anywhere between 5.5 and seven per cent depending on the quality of the accommodation.

Let's now talk Gosford, long regarded as the main business centre for the southern end of the region. The unit market has and is still seeing considerable activity over the past three years. Many new developments are nearing completion and the take up rates have been very good. The success of these developments has been riding on good marketing, out of area buyers and investors and the expansion of the Gosford Hospital. Many of the units were purchased off the plan as early as December 2016 and as settlements are nearing or are occurring now, there are mixed results on the original purchase prices equalling or exceeding current values or falling short.

With this in mind and noting that many settlements are occurring now or are very close to occurring, the current median for units in Gosford of \$440,000 (and has pretty much been at this level for the past twelve months), is likely to spike in coming months as these new units are settled and the data captured by researchers. We say this as most of the new units that we are being instructed to value are being sold at values well above the current median value level - some are still in the low \$400,000s, but many are closer to the \$600,000 mark.

At the current median value of \$440,000, examples of what we can expect to secure are:

- **A 2000 built** two-bedroom, two-bathroom unit with two car spaces on the fringe of the CBD and views toward Brisbane Waters has sold for \$435,000.
- **A circa 1990** two-bedroom, two-bathroom unit situated on the third of seven levels with a single car space and views to the water has sold for \$445,000. This is a large complex with a residents' pool and gym.
- **A 2001 built** three-bedroom, two-bathroom unit with single car space with corridor water views has sold for \$435,000.

Rental returns on units are sitting around the five per cent mark.



## Newcastle

Don't they say location, location, location? The age-old property question... How much are you willing to spend to buy in a certain location?

Median houses prices - what do they reflect in certain markets and how much are properties worth? Especially when you take the time to compare this particular value against different suburbs? But, do median house prices show the full picture behind the numbers?

Newcastle is an attractive beast of its own; within and outside of this glorious city you can find a huge change in median prices depending on which suburb you're referring to, much like various other regional cities.

Let's take a look at the morphing suburb of Wickham, with huge redevelopment and infrastructure within the area including the brand new multi-million-dollar transport interchange. It's transformed this suburb from an almost forgotten west end of the CBD into a thriving development hub. The median price for a house in Wickham is \$632,500, yet interestingly, the unit median price is \$615,000. Now, let's unpick this.

Wickham is mixed use zoning, so you'll find warehouses (some transformed into trendy residential), commercial, residential houses and many new mixed-use commercial and apartment high rise developments. Just across the main access road you can find views across Newcastle city and harbour. Now Wickham is a smaller sized suburb and as such can have limited sales at times, so these high-end sale prices with these magnificent views up the ante and bingo, you have a higher median price.

One recent sale in Wickham of \$670,000 for a brand new two-bedroom unit within a new



apartment complex with sweeping views across Newcastle harbour sold over the median price bracket for the suburb.



303/12 Bishopsgate St Wickham. Sold \$670,000 Source: realestate.com.au

Another recent sale of a two-bedroom townhouse within the heart of Wickham sold for \$585,000, which is under the median price for a house.



2 - 31 Flemming St Wickham. Sold \$585,000 Source: realestate.com.au

Just like the suburb itself, there is a good mix of opportunities to be found in Wickham.

Look west to another interesting suburb called Wallsend. It's had its fair share of stigma, but it's also another one with more to the story behind the median sales figure. If buying in this suburb from out of area, it's somewhat like taking your chances

on Married at First Sight. You could come up with an absolute winner and live happily ever after or you could end up stuck with the dud equivalent of a property.

In Wallsend, you can find houses selling around the median price of \$511,500 and units at around \$458,000. This is a larger sized suburb on the outer fringes of Newcastle. It's close to the M1 freeway for quick escape to either Sydney or the North Coast. Wallsend also sits happily nearby Newcastle University, which may contribute to the higher than average unit median price. The housing situation is rather varied; you can find a pocket of properties selling for over \$1 million against smaller more value for money houses. It's these outliers which always throw a curve ball into the data analytics and final median sale prices.

Let's head up the North Coast to the idyllic coastal waters of Tea Gardens and Hawks Nest, which sit directly across the bay from the more known seaside beauty of Port Stephens. The median price for a house in Hawks Nest is \$517,000 and for a unit is \$460,000. Here you can find absolutely stunning beach front homes on The Boulevard in Winda Whooper. On this particular street, there was a sale in July 2018 of a five-bedroom home with direct access to the beach that sold for \$1.9 million.



69 The Boulevard Hawks Nest. Sold \$1.9 million Source: realestate.com.au

Whilst median price points offer a good overall idea of property values within different suburbs, it always pays to conduct further research. What may be enticing on paper becomes a different story when living in the moment.

We're sure this exact thought is running through some contestants' heads in Married at First Sight as we speak.

*(\*All median house pricing data comes from CoreLogic data 2019)*

## Southern Highlands

In 2018, the median house price for the Wingecarribee Shire was \$825,000 and the median unit price was \$632,000 (source: RP Data).

The median house price in Bowral is \$1.039 million as at October 2018. Typically for this price point, buyers can expect a circa 2000s, four-bedroom, two-bathroom dwelling on 800 to 1500 square metres of land in East Bowral. Historically, this is the entry point to the highly sought after older style properties close to town. Think Merrigang Street, Boolwey Street, Bendooley Street and Shepherd Street.

The median unit price for Bowral is \$745,000 as at October 2018. Traditionally, at this price point, buyers can expect a circa 1990s, three to four-bedroom townhouse or villa located close to retail, medical, school and transport infrastructure. This market segment is heavily influenced by recent retirees moving down from Sydney as an affordable lifestyle change.

The median house price in Mittagong is \$825,000 as at October 2018. Historically, at this price point, dwelling types are of a mixed age, three to four bedrooms on 1,000 to 2,000 square metres of land. Buyers can expect older style





## **D**arraby is currently experiencing an oversupply of vacant land allotments and new dwellings going to the open market.

properties on the northern side of the Mittagong Township, in the highly sought after Alice Street, Arthur Street and Alfred Street on smaller lots at a similar price point. The older style, character houses typically rent for \$600 to \$700 per week. Mittagong is becoming increasingly popular with Sydney buyers with its easy access to the Hume Motorway.

The median unit price for Mittagong is \$620,000 as at October 2018. There is a limited amount of sales evidence available for units in Mittagong around the median sale price, however the evidence suggests typically a three to four-bedroom villa in Mittagong ranges from \$750,000 to \$810,000 on the eastern side of the township within semi-modern complexes on Wills Place, Evans Street and Colo Street.

The median house price in Moss Vale is \$725,000 as at October 2018. Buyers can expect a new, four-bedroom, two-bathroom brick veneer dwelling typically on 550 to 800 square metres of land within the Darraby Estate which typically rents for \$580 to \$650 per week. These properties have been particularly popular amongst the first home buyer market. Darraby is currently experiencing an oversupply of vacant land allotments and new dwellings going to the open market, which in turn has resulted in prices being reduced in order to sell within a reasonable selling period. This may continue to influence future price movement. Alternatively, slightly more dated dwellings built circa 1970s to 1980s, situated on slightly larger lots ranging from 1,000 to 1,800 square metres are of similar value.

RP Data reports that the median unit price in Moss Vale is \$515,000 as at October 2018. At this price point, buyers can expect a circa 2000, semi-modern, two to three-bedroom villa located relatively close to the Moss Vale township and typically renting for \$400 to \$450 per week.

### **Illawarra**

For this edition, we have decided to breakdown the area into four Local Government areas (LGAs) with discussion about what property looks like at the median value in these areas. Median sale price is calculated over a rolling 12-month period ending 31 October 2018 and data has been provided by RPData.

#### **Wollongong- Median house price of \$759,000.**

Wollongong covers a broad range of housing locations such as the northern beaches including Austinmer (median sale price of \$1.25 million) through to the larger residential suburbs such as Figtree (\$737,500) and Dapto (\$571,000). When using the parameters of \$700,000 to \$800,000 we can find recent sales of older style houses or semi-detached residences in Helensburgh. Heading south there have been no sales of houses in this price range in the last six months until we hit Bulli. From Woonona south, there becomes more evidence of sales in this range including sales of smaller dwellings on the east side of the railway line and Memorial Drive. Figtree and Mount Saint Thomas starts to provide a bit more house for your money, a tidy four-bedroom, two-bathroom house has recently sold on Edgebury Road in Figtree for \$720,000. Continuing south again and sales start to thin out in the suburbs such as Unanderra,

Cringila and Warrawong where only a limited number of houses are valued over \$700,000. The median sale price will buy a modern four-bedroom house on a small block in Horsley or an older style three-bedroom dwelling in Windang.

Wollongong CBD Units -- \$600,000. Previous editions of the Month in Review have highlighted the recent large supply of new residential units close to the Wollongong CBD. The median sale price of a unit is \$600,000, an increase of five per cent from the previous 12 months, mainly due to there being more and more modern stock selling as opposed to smaller older units. Brand new or "off the plan" two-bedroom units are available for this amount, or if you are savvy, an older three-bedroom unit can be picked up which may return a rent of \$500 per week.

#### **Shellharbour - Median house price of \$650,000.**

The majority of house sales around the median price of \$650,000 in the Shellharbour LGA can be found in Albion Park (\$627,000). Many properties in Warilla (\$560,000) and Lake Illawarra (\$561,000) are well below the median while it would be rare to find a house around the median in Shell Cove (\$935,000) and impossible in Barrack Point (\$1,575,000)

#### **Kiama - Median house price of \$950,000.**

The Kiama LGA includes Minnamurra (\$1.1 million) in the north to Gerroa (\$1.295 million) in the south. A residential house should be available for purchase around the \$950,000 median in most residential suburbs in Kiama with Kiama Downs (\$808,000) the most likely suburb to be able to buy a bigger house.

#### **Shoalhaven - Median house price of \$565,000.**

The Shoalhaven is a large LGA encompassing varied terrain and topography. It is home to Berry



(\$1.35 million) and Huskisson (\$830,000) with Sanctuary Point (\$430,000) at the other end of the scale. Nowra had 230 house sales in the last 12 months and a median sale price of \$459,000. \$565,000 is a bit too low for most rural residential properties although there have been some sales in the vicinity for older houses around Nowra Hill or Tomerong and set on one to two acres.

## Tamworth

Tamworth is made up of East, North, West and South Tamworth, Oxley Vale, Westdale, Hillvue and Calala, with each suburb having different characteristics and price points. For this Month in Review, we've focused on Calala (a newer suburb), East Tamworth (an older blue chip area) and South Tamworth (traditionally more affordable) as between them, we cover a large portion of home buyers.

### Calala - Median house price of \$390,000.

For the median price a buyer can get a modern (2010 or later) three to four-bedroom, two-bathroom dwelling with a double garage on a 500 to 700 square metre block. The expected gross rental return is between five and 5.5 per cent. The benefit of buying at this price point is that a buyer is able to get into a moderately new home with an



Calala, Tamworth

Source: realestate.com.au

established yard and no maintenance required, however Calala currently has two subdivisions which are made up of similar properties which may restrict capital growth.

### East Tamworth - Median house price of \$448,000.

\$448,000 in East Tamworth will buy an older federation style three-bedroom, one-bathroom house that has been renovated throughout. The expected gross rental return is 4.5 to five per cent. East Tamworth is traditionally the more sought after suburb in Tamworth due to its close location to the CBD, established neighbourhoods and federation architecture. The potential for capital growth is high in East Tamworth, however this comes with a drop in rental return and higher maintenance costs.

### South Tamworth - Median house price of \$260,000.

The last suburb we are looking allows a buyer to pick up a 1970s to 1990s, three-bedroom, one-bathroom dwelling with an updated interior and an expected gross rental return of 5.5 to six per cent. South Tamworth has traditionally been known as one of the more affordable suburbs, making it attractive to first home owners and investors with its higher rent returns. While the suburb attracts higher rent returns, it experiences lower capital growth and given the age of the properties, may cost more to maintain.

As you can see, there is a broad range of options for both owner-occupiers and investors within the Tamworth market. Each of the suburbs offer their own benefits and downfalls when looking at houses at the median price point.

# Victoria

## Melbourne

Many potential purchasers consider the median price to be a good indicator when buying into a suburb. The median price point however does not always reflect the typical home one could purchase. There are various factors that influence the median price, as well as personal preferences that play into the decision when buying a home. Here we review

### Melbourne median house prices

Region	Dec-18	Sept-18	Dec-17	QoQ	YoY
Inner	\$1,106,000	\$1,100,000	\$1,305,000	0.5%	-15.3%
Inner East	\$1,300,000	\$1,300,000	\$1,551,750	0%	-16.2%
Inner South	\$1,167,000	\$1,225,000	\$1,382,500	-4.7%	-15.6%
North East	\$689,000	\$700,000	\$726,000	-1.6%	-5.1%
North West	\$830,000	\$811,000	\$830,000	3.1%	0%
Outer East	\$750,000	\$750,000	\$815,000	0%	-8%
South East	\$640,000	\$640,000	\$650,000	0%	-1.5%
West	\$600,000	\$595,000	\$600,000	0.8%	0%
Mornington Peninsula	\$670,000	\$655,000	\$703,500	2.3%	-4.8%

### Melbourne median unit prices

Region	Dec-18	Sept-18	Dec-17	QoQ	YoY
Inner	\$530,000	\$530,000	\$535,000	0%	-0.9%
Inner East	\$608,088	\$585,500	\$615,000	3.9%	-1.1%
Inner South	\$600,000	\$572,000	\$620,500	4.9%	-3.3%
North East	\$475,000	\$445,000	\$475,150	6.7%	0%
North West	\$460,000	\$456,000	\$430,000	0.9%	7%
Outer East	\$542,000	\$527,500	\$551,000	2.7%	-1.6%
South East	\$431,250	\$420,000	\$435,250	2.7%	-0.9%
West	\$411,250	\$405,000	\$415,000	1.5%	-0.9%
Mornington Peninsula	\$437,500	\$447,500	\$450,000	-2.2%	-2.8%

Source: Domain Group House Price Report, December quarter 2018

what the median price in various suburbs across Victoria will buy you.

### Inner City

Inner city is generally considered to be within five kilometres of the Melbourne Central Business District (CBD). Richmond abuts the CBD to the east. Its vibrancy, multicultural character, compactness and distinct architecture attract 762 potential buyers per day on realestate.com.au (February 2019).



Richmond Source: realestate.com.au

As at December 2018, the median price for a dwelling located in Richmond was \$1.3805 million and for units, the median was \$588,500, respectively a 4.6 per cent decrease and 1.1 per cent decrease from September 2018.

	Dec-18 Quarter	Quarterly Change	Sep-18 Quarter	Annual Change
House	\$1,380,500	-4.60%	\$1,447,000	-4.10%
Unit	\$588,500	-1.10%	\$595,000	0.00%

Source: REIV Research, Feb 2019

Sales within the median: A dwelling house with land, circa 1950 three-bedroom, one-bathroom, original condition on land area of 268 square

metres sold for \$1.4 million, reflecting \$5,223 per square metre of improved land. For a unit, a circa 2018 two-bedroom, one-bathroom single car space brand new apartment with living area of 63 square metres, sold for \$585,000, reflecting \$9,285 per square metre of living.

### East

Within the middle ring to the east are suburbs such as Doncaster, Nunawading, Blackburn and Ashburton. These suburbs are mostly comprised of stand-alone dwellings in excess of \$1.2 million due to their land values and development potential, as well as townhouses from said developments being purchased for a minimum of \$950,000 on average.

Last year we gave attention to 38 Karnak Road, Ashburton, a circa 1950 fully renovated double storey dwelling with four bedrooms, two bathrooms and swimming pool which sold in November 2017 for \$2.35 million on a land area of 695 square metres, reflecting \$3,381 per square metre of improved land area. As at 1 February 2019, realestate.com.au recorded a median price of \$1.82 million for four bedrooms and a \$1.21 million median for a three-bedroom unit or townhouse.

Sales within the median: In the current market, a circa 2008, single level dwelling with four bedrooms and two bathrooms sold in November 2018 for \$1.76 million, reflecting \$2,528 per square metre of improved land. For a unit within the median, we found a circa 1990 villa unit on a block of two, with three bedrooms, two bathrooms on a land area of 376 square metres which sold in

Month in Review  
March 2019



RESIDENTIAL

October 2018 for \$910,000, reflecting \$2,420 per square metre of improved land.



25 Jeffery Street Blackburn

Source: realestate.com.au



25 Jeffery Street Blackburn kitchen

Source: realestate.com.au

Last year we also reviewed 25 Jeffery Street, Blackburn, a circa 2016 double storey four-bedroom two-bathroom dwelling on land area of 1,252 square metres which sold in September 2017 for \$2.38 million, reflecting \$1,900 per square metre of improved land.

The median price for Blackburn is \$1.395 million for a four-bedroom dwelling and \$905,000 median for a three-bedroom unit or townhouse.

Sales within the median: a circa 1950 original condition four-bedroom, one-bathroom dwelling with a land area of 1,071 square metre sold for \$1.39 million, reflecting \$1,297 per square metre of improved land. For a unit within the median, a

circa 1980 villa unit on a block of two with updated kitchen, three-bedrooms and two-bathrooms on land area of 344 square metres sold in October 2018 for \$910,000, reflecting \$2,645 per square metre of improved land.

#### Inner and Outer North

Just north of the Melbourne CBD, Fitzroy has a median house price of \$1.305 million, on par with its local council, City of Yarra's median house price of \$1.3 million (source: Corelogic, 2019). This price point can buy a two-bedroom, one-bathroom fully renovated Victorian terrace with car accommodation, or a three-bedroom, one-bathroom unrenovated period home.

159 Argyle Street Fitzroy, Vic 3065 sold for \$1.335 million (two bedrooms, one bathroom, one car space).



159 Argyle Street Fitzroy

Source: realestate.com.au



159 Argyle Street Fitzroy

Source: realestate.com.au

House prices in Fitzroy have decreased by up to 15 per cent year on year (source: Corelogic, 2019), inviting potential new buyers into the Fitzroy market. The predominant demographic in Fitzroy is childless professional couples in their twenties and thirties. The pros about living in Fitzroy are the proximity to cosmopolitan cafes, bars and quirky strip stores. Residents can walk to the CBD or have easy access to the tram network leading north and south. Such factors can influence future price movement, encouraging steady growth alongside the median sale price for the City of Yarra.

Units in Fitzroy have a median price of \$717,500 which is 24 per cent higher than the median unit price of its local government area (source: Corelogic, 2019). A combination of spacious warehouse conversions and contemporary constructions provide buyers with luxury apartment living, offering car accommodation, two bedrooms, one bathroom and city or street views. The average rental income of units in Fitzroy is \$570 per week (source: realestate.com.au), providing opportunity for investors to benefit from buying in this compact and character-filled Melbourne suburb.



Source: Corelogic, 2019

Approximately 13 kilometres north of Melbourne's CBD is the suburb of Glenroy where the median house price is \$720,000, 18 per cent less than the

Month in Review  
March 2019



RESIDENTIAL





### Recent Median Sale Prices (Unit)

Period	Glenroy Median Price	Moreland Median Price
October 2018	\$520,000	\$517,000
September 2018	\$520,000	\$520,000
August 2018	\$520,000	\$515,500
July 2018	\$525,000	\$515,000
June 2018	\$525,000	\$515,000
May 2018	\$525,000	\$517,000
April 2018	\$516,750	\$512,500
March 2018	\$512,000	\$510,000
February 2018	\$512,000	\$505,000
January 2018	\$500,582	\$507,000
December 2017	\$500,000	\$502,265
November 2017	\$497,500	\$502,500

Source: Corelogic, 2019

Statistics are calculated over a rolling 12 month period



22 Featherwood Crescent Craigieburn

Source: realestate.com.au

Craigieburn offers long term lifestyle factors with an abundance of family friendly facilities: self-sufficient estates, numerous schools, parks, sporting facilities and shopping centres. There is easy access to the freeways and thoroughfares leading into the CBD or further north to unique towns and getaway destinations such as the Macedon Ranges and Daylesford. The sales per annum for houses in Craigieburn for the year 2018 (until 31 October) were 873, in comparison to only 88 units (source: Corelogic, 2019). Evidently, purchasers are willing to spend a little more to invest in a full family home for long term occupation, as opposed to a unit. Similarly, houses are deemed to be a better investment in Craigieburn as the average rental income per week is \$390, whereas the rental income for units is \$350 per week.

#### West

Melbourne's outer western suburbs have seen some substantial growth since 2017 and even with the correction in the market, are still proving popular with buyers, especially young families and first home buyers who are attracted by the access to public transport, proximity to the CBD, shopping centres and community facilities.

Agents are indicating that even though buyer enquiry has slowed, there is still genuine interest

median price of its local authority, City of Moreland (source: Corelogic, 2019). The median house price of Glenroy can offer a 1970s brick veneer fully detached dwelling, situated on a generous site with three to four bedrooms, two bathrooms and multiple car accommodation. With proximity to parks, sporting facilities and public transport, such dwellings promote long-term family homes with the potential to renovate, or allow for investors to plan for future residential development of multi-unit homes.

Units in Glenroy have a \$520,000 median price (source: Corelogic, 2019), accommodating generous living areas, similar to houses, but with smaller land sizes. Contemporary townhouses with two to three bedrooms, one bathroom and single garages can be purchased at the median unit price, a great opportunity for first home buyers or investors who are looking to downsize. With consistent price points of units over the past twelve months, Glenroy displays no surprise spikes in the local market, allowing potential buyers and sellers to budget effectively in the current property market.

For a similar price of a unit in Glenroy, buyers can purchase a house in Craigieburn, located approximately 15 kilometres north of Glenroy and 25 kilometres north of the Melbourne CBD. The median house price for Craigieburn is \$551,000 and \$393,500 for a unit (source: Corelogic, 2019). Houses at this price point are contemporary new builds in up and coming estates with an average of four bedrooms, two bathrooms and double garages.

22 Featherwood Crescent Craigieburn, Vic 3064  
Sold for \$569,000 (four bedrooms, two bathrooms, two car garage).



22 Featherwood Crescent Craigieburn

Source: realestate.com.au



if a property is priced and marketed correctly. One of the main reasons is its affordability. Most properties are priced well below the metropolitan median of \$840,000 and the \$600,000 cut off for first home buyer incentives.

So what exactly can you purchase for the median within these areas?

#### Point Cook median is \$630,000

62 Miles Franklin Boulevard, Point Cook - \$630,000 to \$680,000

Four bedrooms, two bathrooms, double lock up garage on a 418 square metre allotment.



62 Miles Franklin Boulevard, Point Cook Source: realestate.com.au



62 Miles Franklin Boulevard, Point Cook Source: realestate.com.au

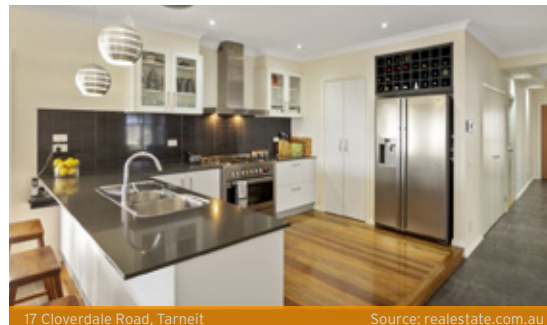
#### Tarneit Median \$537,000

17 Cloverdale Road, Tarneit - \$510,000 to \$560,000

Comprising three bedrooms, two bathrooms, double garage on 425 square metres



17 Cloverdale Road, Tarneit Source: realestate.com.au



17 Cloverdale Road, Tarneit Source: realestate.com.au

#### Werribee has a median of \$532,000

83 Purchase Street, Werribee - \$500,000 to \$550,000

Comprising four bedrooms, two bathrooms, double storey dwelling with double lock up garage and carport on a 686 square metre allotment.



83 Purchase Street, Werribee Source: realestate.com.au



83 Purchase Street, Werribee Source: realestate.com.au

*Most properties are priced well below the metropolitan median of \$840,000 and the \$600,000 cut off for first home buyer incentives.*

Month in Review  
March 2019



RESIDENTIAL

## Geelong

Most recently, RP Data figures showed that regional locations such as Geelong were actually defying the downward trend seen in the Melbourne market due to their affordability. This has led to an increase in the median to \$555,000 as at December 2018.

So if this is the new norm for a property, what does the median get you and where?

In the central Geelong CBD, the answer is an apartment only. Currently, the median dwelling value is \$715,000 while the apartment value is \$550,000, therefore, those seeking to purchase within the city will have to choose location over size.

Apartments located within the city are offering good investment returns due to limited supply because of the rise in popularity of AirBnB. A potential supply surplus may reduce demand with the completion of the Mecer Street Tower and Miramar Complex.

101/8-10 McLarty Place -  
\$549,000 to \$599,000.

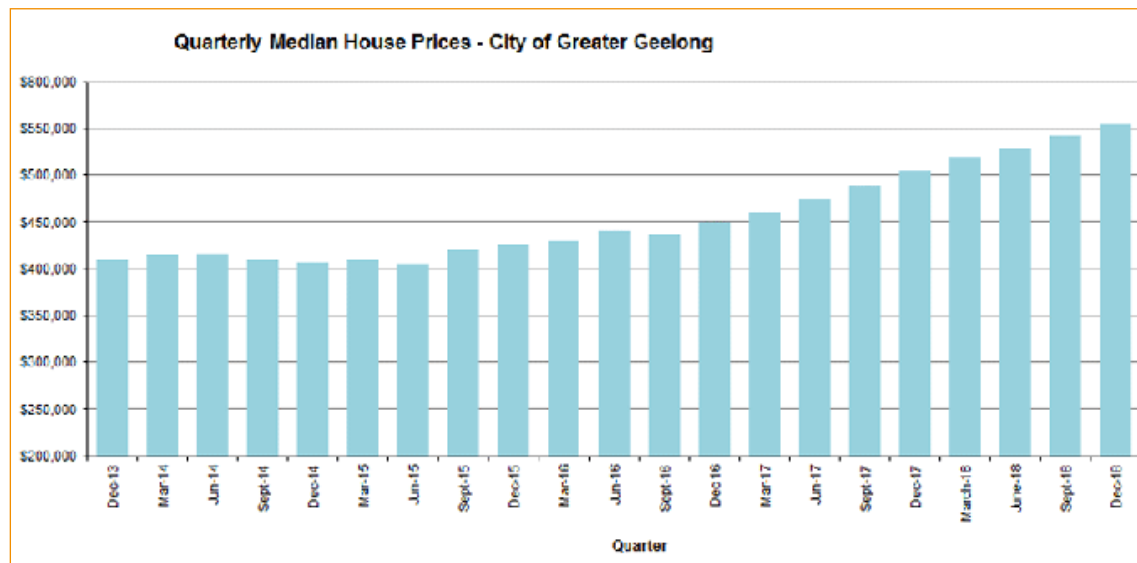
The property is a modern two-bedroom, two-bathroom apartment located centrally within Geelong and provides secure undercover parking.



On the outer edges of the CBD, properties within the median price range tend to be older original dwellings comprising three bedrooms, single bathrooms with detached garages on smaller allotments. These properties offer value for those who are looking to get their hands dirty and renovate the property to a modern standard of living.

11 Helen Street, East Geelong -  
\$500,000 to \$550,000.

Comprising a single storey, circa 1960s, three-bedroom, brick veneer dwelling situated on a 476 square metre allotment. The property presents in neat original condition.



Month in Review  
March 2019



RESIDENTIAL



8 Hector Street, Geelong West -  
\$500,000 to \$550,000

Circa 1950s original condition, three-bedroom, single storey, vinyl clad dwelling situated on a 376 square metre allotment with single detached garage.



8 Hector Street, Geelong West

Source: realestate.com.au



8 Hector Street, Geelong West

Source: realestate.com.au

7 Cooma Court, North Geelong -  
\$530,000 to \$560,000

Comprising a three-bedroom, single storey brick veneer dwelling that has been partially renovated and updated.



7 Cooma Court, North Geelong

Source: realestate.com.au



7 Cooma Court, North Geelong

Source: realestate.com.au

Moving further away from the city centre, there tends to be a greater value for dollar achieved. Dwellings tend to be larger, comprising three or four bedrooms, two bathrooms, modern or renovated and located on larger allotments.

However future capital growth for these assets is often slower than that of a dwelling located closer to central business areas due to travel times, access to public transport and infrastructure.

17 Ryong Street, Grovedale -  
\$529,000 to \$559,000

Four-bedroom, two-bathroom, double storey dwelling that has been modernised with renovated interior on a 698 square metre allotment with double lockup garage and decked alfresco.

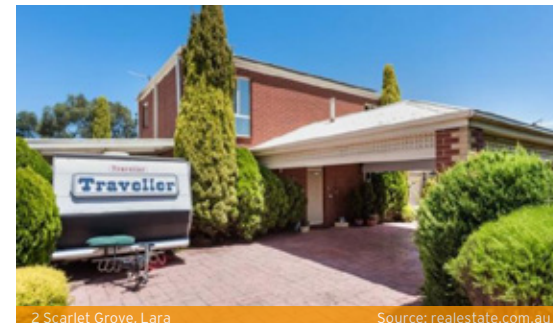


17 Ryong Street, Grovedale

Source: realestate.com.au

2 Scarlet Grove, Lara - \$539,000 to \$569,000

Double storey, three-bedroom, two-bathroom dwelling constructed circa 1990 situated on a 744 square metre allotment. Other features include a triple carport and established gardens and alfresco.



2 Scarlet Grove, Lara

Source: realestate.com.au

Month in Review  
March 2019



RESIDENTIAL

Alternatively, buyers have the option to purchase in developing estates such as Armstrong Creek, Curlewis, Lovely Banks and Lara where on average \$550,000 will purchase a modern four-bedroom, two-bathroom, double garage dwelling on an average 400 square metre allotment.

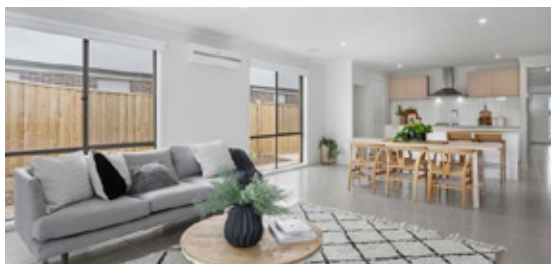
5 Cootamundra Drive, Armstrong Creek – \$530,000 to \$560,000

Single level, brick veneer dwelling comprising four bedrooms, two bathrooms, double lock up garage and established gardens on a 467 square metre allotment.



5 Cootamundra Drive, Armstrong Creek

Source: realestate.com.au



5 Cootamundra Drive, Armstrong Creek

Source: realestate.com.au

### Inner and Outer South East

In the ever-expanding Casey municipality, the median house price is \$603,000 and median unit price is \$425,000 (source: Corelogic, 2019). The appeal of this area is the many new shopping

centres, parks, schools and child care centres within a close radius, making the area enticing to young families looking to buy or rent. Below is an example of a typical house and unit for sale in the suburb of Cranbourne.

**House:** 16 Desert Rose Court, Cranbourne

**Price Range:** \$575,000 to \$615,000

**Features:** A 2008 single storey dwelling with four bedrooms, two bathrooms, two living areas, double garage and alfresco.

**Land area:** 615 square metres (source: realestate.com.au, 2019)

**Unit:** Unit 1/83 Clarendon Street, Cranbourne

**Price Range:** \$370,000 to \$400,000

**Features:** A 1985 renovated two-bedroom, one-bathroom unit with a single garage and paved courtyard.

**Land area:** 317 square metres (source: realestate.com.au, 2019)

**Location:** Located within walking distance of Cranbourne Park shopping centre.

Further south on the Mornington Peninsula, the median house price is \$765,000 and \$512,000 for a unit respectively (source: Corelogic, 2019). The Mornington Peninsula appeals to retirees, people looking to purchase holiday homes as well as established families looking to upgrade from their first home. Below is an example of a typical house and unit for sale in the suburb of Mornington.

**House:** 3 Orchid Avenue, Mornington

**Price Range:** \$750,000 to \$790,000

**Features:** The property is in its original condition and consists of three bedrooms and one bathroom. The property also has a garage, carport and pergola.

**Land area:** 567 square metres (source: realestate.com.au, 2019)

**Location:** The property is within minutes of the popular Fishermans Beach. This kind of property appeals to investors as either a renovation project or to let to people who cannot afford the high price of buying close to the beach.

**Unit:** Unit 1/2A Marine Avenue, Mornington

**Price Range:** \$490,000 to \$520,000

**Features:** A 1965 brick single level unit with two bedrooms and one bathroom. The property has been extensively renovated. The property also contains a single car garage and a small rear garden.

**Land area:** 75 square metres (source: realestate.com.au, 2019)

**Location:** Located 300 metres from shops and cafes and within walking distance to the beach. This unit has wide market appeal as it is suitable for downsizers as well as investors looking for rental properties close to amenities.

Further north in the Greater Dandenong locality, the median house price is \$700,000 and \$445,000 for a unit (source: Corelogic, 2019). It is also an area that sees many generations living under the one roof or with granny flats located behind the original dwelling in order to take advantage of ample block sizes. Below are examples of a typical house and unit for sale in the suburb of Noble Park.

**House:** 1 Logan Court, Noble Park

**Price Range:** \$690,000 to \$730,000

**Features:** The property is an unrenovated three-bedroom, one-bathroom house with a small work shed.

**Land area:** 711 square metres (source: realestate.com.au, 2019)

**Location:** Pros of this property include its potential to be subdivided due to the large block size and its close proximity to Eastlink and Yarraman Station.

Month in Review  
March 2019



RESIDENTIAL



**Unit:** 1/64 Chandler Road, Noble Park

**Price Range:** \$420,000 to \$460,000

**Features:** Three-bedroom, one-bathroom unit. The property has polished floor boards, a single carport and a backyard.

**Land area:** 315 square metres (source: realestate.com.au, 2019)

**Location:** Pros include distance to Noble Park Secondary College and short distance to the shopping strip.

In the inner south-eastern locality of Glen Eira, the median house price is \$1.4 million and \$633,000 for a unit respectively (source: Corelogic, 2019). This area consists of a wide mixture of housing types including original homes, duplexes, townhouses, units and apartments. Below are examples of a typical house and a unit for sale in the suburb of Bentleigh.

**House:** 25 Godfrey Street, Bentleigh

**Price range:** \$1.38 million to \$1.45 million

**Features:** A 1970s weatherboard, two storey dwelling with five bedrooms, two bathrooms, alfresco area and shed. The home also features elaborate ceilings, timber floors and picture rails.

**Land area:** 624 square metres (source: realestate.com.au, 2019)

**Location:** Within walking distance of Bentleigh station, McKinnon Secondary College and the Centre Road shopping strip.

**Unit:** 7/15 Eddys Grove, Bentleigh

**Price guide:** \$629,950

**Features:** A partially renovated 1970s, two-bedroom, one-bathroom unit with courtyard and two-car garage.

**Land area:** 128 square metres (source: realestate.com.au, 2019)

**Location:** Close to the Centre Road shops, Bentleigh West Primary School and Brighton Secondary College and Allnutt Park.

## Shepparton

The Shepparton property market has thrived over recent times due to the major cities experiencing a period of contraction and regional centres benefiting. Median house prices have steadily risen by 10.7 per cent over the past five years to \$275,000 (source: Corelogic).

The median price represents a 1960s brick veneer in an established residential area with adequate services. Sometimes, a renovated kitchen or bathroom is featured in these properties and are sought after by owner-occupiers as well as being of particular interest to the investor market. The below property sold for \$272,500 and features an updated kitchen.



Source: realestate.com.au

These properties are renting for \$300 to \$330 per week, with some achieving up to \$350 for renovated accommodation. This represents a gross yield of around six per cent, but higher yields can be achieved.

## Wodonga

The Wodonga market has remained steady over the past 12 months with only a modest one per cent increase in the median house price, up from \$340,000 to \$343,500. Sales activity within the housing sector decreased slightly by five per cent

on the previous 12 months. The vast majority (65 per cent) of all dwelling sales occurred in the \$200,000 to \$400,000 price bracket.

Unit sales experienced a slight median price increase of around 2.3 per cent from January 2018 (\$208,000) to November 2018 (\$213,000). Sales activity within this market has softened from 64 sales over the past 12 months to 54 sales, down from the peak of 79 sales in 2015.

So what exactly does the median price get you in Wodonga?

Within Whitebox Estate, one of the largest developing residential estates in Wodonga, the median house price of \$343,500 will achieve a three or four year old, three-bedroom, two-bathroom brick veneer dwelling with two-car garage under the main roof, situated on a small 300 to 450 square metre allotment.

Within the older areas of Wodonga, the median price will likely achieve a largely unrenovated three or four-bedroom 1980s brick veneer dwelling with double garage, situated on a 600 to 750 square metre allotment.

In our view, the purchase of the older property at this price point will likely deliver a better return on investment over the long term due to a number of factors, including that the older properties generally are located in well regarded areas, many of the dwellings have been renovated to varying degrees and the dwellings in these localities are less homogenous than in the newer estates. An investor purchasing in these markets could anticipate returns of five to 5.2 per cent within the newer estates and around 5.4 to 5.6 per cent within the older estates.

In terms of the median unit price of \$213,000, this price point will likely achieve an unrenovated

Month in Review  
March 2019



RESIDENTIAL

two-bedroom late 1980s to early-1990s unit having a single garage under the main roof. These units are generally located in older homogenous estates characterised by modest growth over the long term. An investor can likely expect the median unit to achieve rent of between \$240 and \$260 per week, or around 5.8 to 6.3 per cent.

### Echuca-Moama

The most typical price in Echuca-Moama sits in the \$350,000 to \$400,000 price bracket for modern three or four-bedroom homes with two bathrooms on a standard block of 600 to 1,000 square metres.

This segment of the market continues to be relatively well traded but ran into short supply through the tail end of 2018. The start to 2019 appears to have brought on additional supply which will likely alleviate some of the upward price pressure on this market segment, although the gains from 2018 are likely to be consolidated with insufficient new stock coming onto the market to create a position of oversupply.

### Mildura

Mildura's median house price is around \$280,000, and for this price a buyer can choose between either an unrenovated, older home within two kilometres of the CBD or a more modern dwelling in a reasonable, but further out location.

The first option will have greater appeal for owner-occupiers, especially those able to complete renovations, while the second option will be more suited to an investor or buyers not wanting the expense or hassle of renovating.

With the increasing cost of buying serviced lots in new subdivisions, some of which are now five kilometres from the CBD, we expect to see buyers continue to show interest in buying median price

homes, either with the intention of renovating for their own use or as investments.

Mildura's median unit price is around \$220,000. At the median price point, it should be possible to buy a well-maintained two-bedroom unit in a small complex in a decent part of town. Units at around the median price will appeal to both investors and owner-occupiers. An investor would find the rental return is lower than if they bought an older and cheaper unit, however there will also be less need for maintenance and upgrading and greater likelihood for future capital gain.

Month in Review  
March 2019



RESIDENTIAL

# Queensland

## Brisbane

There's a checklist of reasons why Brisbane-centric property people feel our city offers some of the best opportunities for investment in the country.

These arguments roll off the tongue effortlessly whenever you engage one of us in conversation - Brisbane provides an easy-going lifestyle, new infrastructure spending, ready coastal access, promising long-term employment outlook... and so on.

All good motives for sure, but top of the list is affordable real estate.

The affordability wave of southern buyers has been threatening to hit us in force since the start of this decade, but has never really delivered the hoped-for drenching. The flow is certainly underway, but it's been more of a slow rising tide than a flash flood.

So, assuming you get the chance to sell your high-priced Sydney unit and can spend a portion of your new-found wealth in our city, what is it you'll land for a median figure?

Establishing our price median depends on who you ask, but for the purposes of this article, let's use the figures supplied by CoreLogic in their most recent national media release which defined the Brisbane median house and unit price as approximately \$550,000 and \$380,000 respectively.

Heading north and you'll be in our mid-ring localities. This is a pretty handy investment and

owner-occupier zone, as there's terrific potential if you can be positioned close to transport options and essential services.

At the \$550,000 house price, check out areas such as Chermside, Nundah, Kedron and Stafford Heights where original-condition, post-war homes through to 1980s era dwellings provide entry level buying. There are options to improve these abodes with a little renovation work too, so that's an attractive equity-add for those handy with a hammer.

For example, 3 Seabrook Street, Kedron is listed for \$549,000 and offers a three-bedroom, one-bathroom, single-car home of circa 1965 construction. It's neat and tidy but could also benefit from a little work.



On the unit front, look for resales of modern apartments. A circa 2010 or later unit offering two-bedroom, two-bathroom, single-car accommodation can be found within the \$380,000

to \$400,000 median figure. Again, transport and essential services are nearby so finding tenants for this style of accommodation shouldn't be difficult if appropriately priced.

Looking south and again, mid-ring is your friend with Holland Park, Annerley, Carina, and Carina Heights providing options.

In a mirror of the north, it's the original condition post-war homes through to the 1980s-constructed properties that will fit the bill. You will need to find a little more cash to open up your options - a touch north of \$550,000 would be handy - but the established market is open to you.

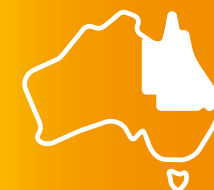
For example, a property at 28 Orana Street, Carina is on the market for offers over \$500,000. It's a tiny cottage this one, on a 450 square metre block. The original finish and two-bedroom, one-bathroom accommodation won't meet everyone's needs, but there will be buyers at this affordable price point.



Month in Review  
March 2019



RESIDENTIAL



Again, modern style apartments in the south are the go within these mid-ring positions. Look for two-bedders with two bathrooms, particularly if you're an investor hoping to jag tenants.

18/51 Daniells, Carina is a great example. Asking for offers over \$365,000, it's in a decent location and has a modern finish.



18/51 Daniells Carina

Source: realestate.com.au

If you have your heart set on finding something a bit more contemporary (i.e. you couldn't be bothered with maintenance and renovation), then apply the long-established rules of property economics. The further out from the CBD you travel, the bigger the block and better the quality you can buy for your buck.

Outer-ring localities to the north include North Lakes, Griffin and Mango Hill. These suburbs have great access to transport, services, facilities and lifestyle. They are appealing estates that offer modern project-home options on a range of block sizes - a great family location if the budget is a bit tighter and you're looking for something nice and neat in your \$500,000 bracket. Better yet, look for a property that's only a couple of years old to improve your chances of capital gains.

Attached housing at the unit price median here

is mostly modern style townhouses of three-bedroom, two-bathroom accommodation.

Outer localities in the south include Pallara, Springfield, Springfield Lakes, Redbank Plains and Collingwood Park where project homes are also the go for the Brisbane median. There's been plenty of new construction throughout this corridor and supply of resale property is decent, so look for something that's not too old but has lost its new car price premium.

Overall, if you have the choice, we consider the older detached homes in the middle ring as the best prospects for investment. History shows their potential for capital gain is greater. Also, if you are in the right position, there are plenty of tenants willing and able to take up a rental on your investment.

## Gold Coast

### Southern Gold Coast/Northern New South Wales

Residential property prices in the southern Gold Coast and northern New South Wales areas have remained subdued with some signs of easing at mid-range and higher price points in the first quarter of 2019. Local selling agents have reported longer marketing periods in most instances with signs pointing towards a buyer's market.

Popular beach front locations such as Burleigh Heads and Casuarina have begun to show signs of easing with median house prices in February 2019 showing a gentle slow down, dipping to \$880,000 and \$1.03 million respectively and units displaying a similar trend at \$517,500 and \$487,000 (source: Hometrack Australia, 2019).

Local agents have reported that there is steady interest in older style walk up units in areas such as Palm Beach, Tugun and Currumbin between \$350,000 and \$450,000 from predominantly owner-occupiers. We have noticed a general shift

towards unit living, particularly in areas of the southern Gold Coast and an increase in transit oriented developments and the future extension of the light rail to Coolangatta.

### Central North Coast

The median house value within the northern Gold Coast area is estimated to be between \$600,000 and \$650,000. This price point will secure a good standard of dwelling in well located central Gold Coast suburbs with good public amenities including schools, retail and public transport. These areas, generally speaking, provide for safe investments being in areas that are experiencing stronger demand as the city continues to expand mainly to the north and west and some central locations are being more densely filled. We have noticed a recent slowdown in the overall Gold Coast market as the market appears to be shifting to a buyer's market. Expected rental return within this area is circa \$650 per week. Some recent sales examples within this range are as follows:

**12 Arundel Springs Ave, ARUNDEL QLD 4214 sold in November 2018 for \$600,000.**



12 Arundel Springs Ave, Arundel

Source: realestate.com.au

A circa 2018 four-bedroom, two-bathroom rendered brick and tile roof single level dwelling with double car garage. Features as new





*Surfers Paradise is aimed predominantly at the tourism and letting market and the median unit price reflects the smaller units used for these purposes.*

throughout, average standard fitout, ducted air conditioning, vinyl plank flooring, stone bench tops, small patio under main roof and established landscaping. Spec home sold by builder in as new condition. Located within new developing estate. Affords local outlook. Presents as a modest sized dwelling. Land area 380 square metres.

20 Westpark Court HELENSVALE QLD 4212 sold in September 2018 for \$626,000.



20 Westpark Court, Helensvale

Source: realestate.com.au

A circa 1996, onground, four-bedroom, two-bathroom conventional dwelling on a concrete slab foundation with brick walls, concrete tiled roof and two car garage. Areas: living - 162 square metres; outdoor - 13 square metres; car - 35 square metres. The dwelling is located on a regular shaped, near level, inside lot with a suitable building site which is naturally contoured and positioned at road level. The property is cleared and faces east with bushland views and has frontage to bushland. Access to the property is easy and direct. Ancillary improvements include exposed aggregate driveway, partially enclosed

yard of timber construction, concrete paths, paved paths, established landscaping, pebblecrete in ground pool with paved surrounds and aluminium pool fencing, garden shed and shade sails. The property has good external condition, good internal condition and good presentation. Land area 1,070 square metres.

6 Frome Place COOMBABAH QLD 4216 sold in September 2018 for \$630,000.



6 Frome Place Coombabah

Source: realestate.com.au

A circa 1987, three-bedroom, two-bathroom single level dwelling with brick walls, tile roof and detached double car garage. Features new kitchen and bathrooms, stone bench tops, modest standard fit-out. Site improvements include in ground swimming pool, large covered patio, fully fenced colorbond fencing with electric gate, moderate landscaping. Land area 1,144 square metres.

107 Crestwood Drive MOLENDINAR QLD 4214 sold in November 2018 for \$650,000.



107 Crestwood Drive Molendinar

Source: realestate.com.au

A circa 2003, single level rendered brick, four-bedroom, two-bathroom dwelling with concrete tiled roof and two car accommodation. Areas: living - 223 square metres, outdoor - 31 square metres, garage - 36 square metres. Moderate landscaping. Features ducted air conditioning, fresh paint finishes, laminate kitchen. Inside, above road level allotment. Land area 730 square metres.

Median unit values within the north coast area are estimated to be between \$310,000 and \$350,000. The unit market is very fickle. Developers continue to release new unit stock with a seemingly current oversupply for this property type. New stock is heavily marketed to interstate and foreign investors and seldom holds medium term value. New stock is often popular while still regarded new and fresh, however will typically fall in value as newer buildings are released. The median price range is reflected by the resale of slightly older units

situated in good locations often within close proximity to the Southport CBD or Broadwater. This property segment is far more risk prone than the dwelling market. We are aware of one large unit complex built in 2015 in the area that has a reported 69 current listings with recent resale prices reflecting as much as 15 per cent losses from the original developer's sale prices. Investors need to be vigilant and aware of body corporate fees, with some units becoming difficult to sell when the outgoings are perceived to be excessive. Expected rents would be in the range of \$350 to \$400 per week. Some recent sales examples within the estimated median range are as follows:

**5/26 Lather St SOUTHPORT QLD 4215 sold in July 2018 for \$315,000.**

A circa part updated 1989, two-bedroom, two-bathroom walk up unit situated on level two of a three level complex known as Walton Court, with rendered masonry walls, concrete tiled roof and one car basement car space. Areas: living - 86 square metres; balcony - 5 square metres; car - 22 square metres. The unit has a northerly aspect. Ancillary improvements include a concrete driveway, partially enclosed yard of brick construction, paved paths and basic landscaping.

**408/33 Clarke St BIGGERA WATERS QLD 4216 sold in October 2018 for \$325,000.**

A circa 2004, rendered masonry, two-bedroom, two-bathroom with single basement car space. Ground level unit with western aspect within Pavillions by the Broadwater, a large 102 unit security-gated low-rise complex. Areas: living - 78 square metres, patio- 18 square metres. Unit affords no significant views. Ancillary improvements are of a good standard and include partially enclosed yard of mixed construction; paved paths; established

landscaping, pool, gymnasium, spa, on site manager.

**20/20 Huth St LABRADOR is currently under contract for \$335,000.**

A circa 1993, three-bedroom, one-bathroom conventional townhouse, situated in a 39 unit complex on a concrete footings and slab foundation with brick veneer and Hardiplank walls, tile roof and single car garage. Areas: living - 101 square metres; car park - 18 square metres. The townhouse has a westerly aspect with no significant views. Ancillary improvements include concrete driveway, partially enclosed yard, concrete paths, paved paths, moderate landscaping, garden shed and common improvements include swimming pool. The property has a fair external condition, fair internal condition and fair presentation.

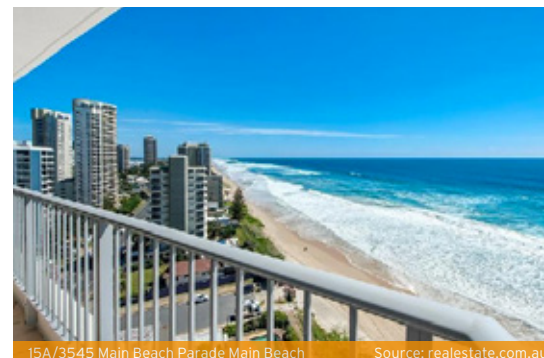
**1/4 Waverley St SOUTHPORT QLD 4215 sold in September 2018 for \$345,000.**

A single level, circa 1998, semi-modern, brick, two-bedroom, two-bathroom, low rise unit, with concrete tile roof and one basement car space. Unit presents in partially updated internal condition from online photos. Areas: living - 77 square metres, balcony - 19 square metres. Located on the second level of Waverley Terraces, a six-unit, three level low rise unit complex. Ancillary improvements include established landscaping, part fencing and concrete driveway. The property has average external condition and very good internal condition.

**Central Gold Coast**

The centrally located suburb of Main Beach comprises a mix of property types including units, duplexes and houses. The median house price for

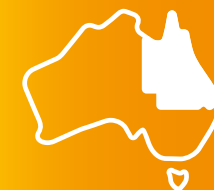
an older style medium to highrise unit typically ranges between \$800,000 and \$900,000. A few examples of a typical unit in this price range is as follows:



15A/3545 Main Beach Parade Main Beach Source: realestate.com.au

**15A/3545 Main Beach Parade Main Beach** under contract January 2019 \$850,000. This unit is an absolute beach front two-bedroom, two-bathroom unit in a 40 year old medium-rise building with one car space. Whilst having a smaller footprint of only 108 square metres, the unit has undergone various updates over the years and presents in good albeit dated condition. The unit has a prime north-east aspect with good available beach and ocean views. The expected rental return on this unit would be circa \$700 per week. A similar style unit in fully renovated condition on the seventh floor sold in October 2018 for \$910,000.

**55 Xanadu East 59 Pacific St Main Beach** is currently contracted for \$882,500. Located in a more modern building, the unit provides two-bedroom, two-bathroom accommodation with a single car space and has been partly updated. The unit is situated on the 18th floor with an easterly aspect and good available coastal views north. A larger unit of 124 square metres of living plus a 27



square metre balcony. The expected rental on this unit would be circa \$820 per week. A similar unit in original condition on the seventh floor with inferior views sold in October 2018 for \$805,000.

When you move to the more modern buildings, the median price climbs to between \$1.1 million and \$1.3 million. These buildings are more boutique in their style and offer good resident amenities. A couple of good sales in these buildings include:

**903 Axis 11-13 Hill Pde, Main Beach** sold on 6 December 2018 for \$1.12 million. A modern, boutique-style building, circa 2005 built, two level, two bedroom plus study, two bathroom plus powder room sky home style unit with tandem basement car space. Located on the seventh and eighth floors (lift level nine and ten) of the building, the unit has a living area of 168 square metres and outdoor area of 25 square metres. The unit has a southerly aspect with local views and good ocean views between buildings. The rental return on this unit would be circa \$900 per week.

**1401/25 Breaker Street** sold \$1.3 million in mid 2018. The units is a single level, circa 2009, three-bedroom, three-bathroom, modern, highrise unit with two side-by-side basement car spaces plus storage lock-up. This is a boutique style building with one unit per floor configuration. Areas: living - 192 square metres; outdoor - 48 square metres. The highrise unit is located on level 14 having a north-easterly aspect appreciating local views, hinterland views, river views and ocean views. Expected rental return would be around \$1,100 per week.

Surfers Paradise is aimed predominantly at the tourism and letting market and the median unit price reflects the smaller units used for these purposes. Unit prices average between \$400,000 and \$500,000, with a \$450,000 median price

securing a two-bedroom, two-bathroom unit. Price variations will occur depending on the proximity of the unit to the beach, size of living and outdoor areas, available views, condition and the level of body corporate fees. Rental returns will range between \$450 and \$550 per week for a unit in this price range on a permanent rental basis.

Some recent sale examples include:

**605 Solaire, 18 Cypress Avenue** sold \$395,000. This is a single level, circa 2006, two-bedroom, two-bathroom, modern medium rise unit situated on level six with one basement car space. Areas: living - 106 square metres; outdoor - 13 square metres; car - 14 square metres. The medium rise unit has an east-south-easterly aspect with local and city views and restricted ocean views. The property has fair external condition, fair internal condition, with modern PC items of average quality.

**901/10 Vista Street** sold \$458,000. A circa 1986, two-bedroom, two-bathroom conventional unit, situated in a medium-rise complex with concrete walls and single basement car space. Areas: living plus balcony - 102 square metres. The unit has a north-easterly aspect with local, city skyline, beach and ocean views. Largely good original fit out.

**51 Silverton, 2940 Gold Coast Highway** sold for \$470,000. A single level, two-bedroom, two-bathroom conventional strata unit with one basement car space. The unit has a total area of 152 square metres including balcony and is located on the ninth floor with a north to east aspect. Views include good local and district views, city, river and restricted ocean views. Updated internally with a modern kitchen and bathrooms.

Interestingly, just five kilometres inland from Surfers Paradise beach, you can still find houses within the price band of \$550,000 to \$600,000

within the suburb of Ashmore. These are typically a three or four bedroom, 1980s dwelling with double garage and if you are lucky, a pool. Rental returns for a house in this price bracket range from \$520 to \$600 per week.

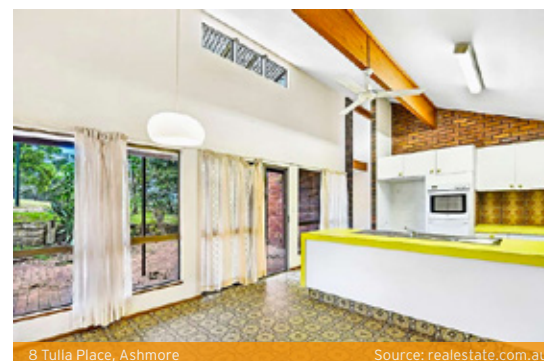
Recent sales examples are as follows:



4 Boxthorn Street, Ashmore

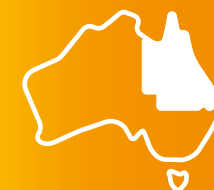
Source: realestate.com.au

**4 Boxthorn Street** sold for \$550,000 and is an onground, single level, four-bedroom, two-bathroom semi-modern dwelling with rendered brick walls, concrete tiled roof and two-car detached carport. Ancillary improvements include driveway, fencing and swimming pool located on a 686 square metre lot.



8 Tulla Place, Ashmore

Source: realestate.com.au





**8 Tulla Place** sold for \$575,000 and is a circa 1985, single level, three-bedroom, two-bathroom older dwelling on a concrete slab foundation with brick walls, concrete tiled roof and double car garage. Areas: living - 134 square metres; outdoor - 15 square metres; car - 45 square metres. The dwelling is located on an irregular shaped, near level, inside lot with a suitable building site which is naturally contoured and positioned slightly above road level. The property is cleared and faces south with local views. Access to the property is easy and direct. Land area is 857 square metres.

## Sunshine Coast

The median house price on the coast is currently \$617,000 which is up from a low of \$450,000 in 2012 and up 7.7 per cent over the past 12 months. The median unit price on the coast is currently \$421,000 which is up from a low of \$345,000 in 2012.

At the median house price, there is the ability to purchase or build a new dwelling within many of the new estates across the coast such as Aura, Harmony, Parklakes or Peregrine Springs. Typically you would be able to find a four-bedroom, two-bathroom dwelling with a double lock up garage on 400 to 600 square metres of land with some homes that are slightly older (up to five years old) having pools within the price range.

Within the northern areas of the coast, it is very difficult to find a dwelling around the Sunshine Coast median price of \$617,000 with purchasers having to look slightly further out to areas such as Tewantin or further south to Coolumb Beach where the house will be circa 20 years old. When we break down the stats and look specifically at the Noosa Shire, the median price is \$717,000 and this certainly opens up your options.



9 Fuller Street Baringa

Source: RP Data

### 9 Fuller Street, Baringa

Circa 2018, four-bedroom, two-bathroom, two-car 504 square metres - \$620,000



60 Hooper Crescent Tewantin

Source: RP Data

### 60 Hooper Crescent, Tewantin

Circa 1990, four-bedroom, two-bathroom, two-car 737 square metres - \$610,000

Areas close to the beach or good amenities generally find house prices well above the median however there are still options available with the ability to purchase older 1970s or 1980s dwellings that may require renovations. The alternative to this is smaller lot sizes in areas such as Sunshine Cove in Maroochydore close to amenities and the future town centre. You are able to purchase a relatively new dwelling on a much smaller allotment

of between 125 and 250 square metres which will comprise three or four bedrooms, two bathrooms and a double garage.



11 Dunwich Lane Maroochydore

Source: RP Data

### 11 Dunwich Lane, Maroochydore

Circa 2017, three-bedroom, two-bathroom, two-car 229 square metres - \$605,000



26 Saleng Crescent Warana

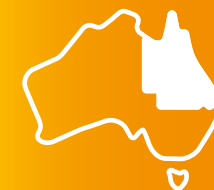
Source: RP Data

### 26 Saleng Crescent, Warana

Circa 1980, three-bedroom, one-bathroom, one-car 546 square metres - \$632,500

With the median price of units being much lower than dwellings, you are able to find good quality units in highly sought-after tourist locations in Mooloolaba and Caloundra, however in the Noosa area it's more challenging.

Month in Review  
March 2019



RESIDENTIAL

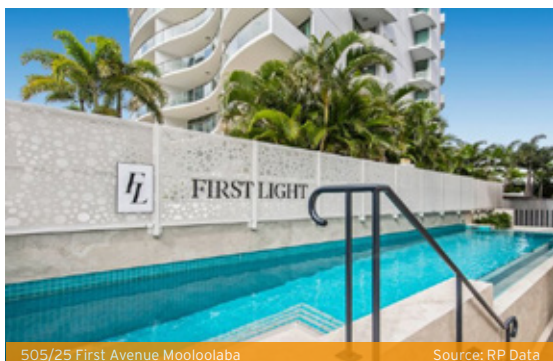


Taking the central Sunshine Coast area for example, for around the median unit price you can purchase a modern two-bedroom, two-bathroom unit in a sought-after location in Mooloolaba or alternatively you are able to purchase a larger three-bedroom townhouse further from the beach in Buderim for around the same price.



### 2/20 King Street, Buderim

Circa 1997 three-bedroom, two-bathroom, one-car - \$440,000



### 505/25 First Avenue, Mooloolaba

Circa 2017 two-bedroom, two-bathroom, one-car - \$415,000



### 6/19 Wyandra Street, Noosa Heads

Circa 1988 two-bedroom, one-bathroom, one-car - \$400,000

The market for housing and units within this price level has continued to see strong demand from both owner-occupiers and investors. The investor market tends to lean towards the new properties with the added benefits of negative gearing and depreciation seen as a draw card. Also, rental demand is still pretty strong with vacancy rates low. Clearly the negative gearing rules may change post the federal election.

The coast has a wide range of housing options to suit individual buyer's needs, from older properties close to the beach to newer properties within modern estates. The choice is yours.

### Toowoomba

The median sale price for houses in the Toowoomba region has remained relatively stable over the past twelve months. As at October 2018, it was sitting at approximately \$375,000 with small fluctuations

from November 2017. The median sale price for units in the Toowoomba region has declined over the past twelve months. As at October 2018, it was sitting at \$285,000, a \$10,000 decline from November 2017.

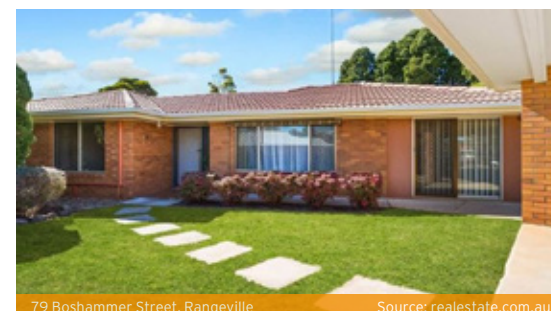
With this month's focus on the median price point for houses and units, we have provided recent examples of property sales in this segment.

### Houses

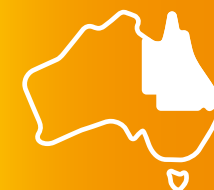
Below is a sale of a home in the western suburb of Harristown. This property sold for \$375,000 and comprised a recently renovated four-bedroom, two-bathroom dwelling with a single garage.



In comparison, \$377,000 in the eastern suburb of Rangeville will get you a 1980s home with original fixtures and fittings comprising four-bedrooms, two-bathrooms and a carport.



Month in Review  
March 2019



RESIDENTIAL

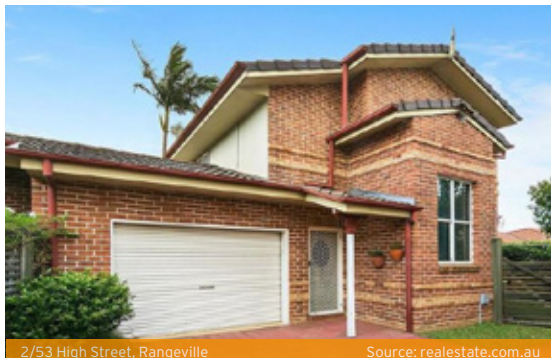
HERRON  
TODD  
WHITE  
RESIDENTIAL

## Units

It's a similar outcome with units (including townhouses and villas). Below is the sale of a villa in the western suburb of Newtown. This property sold for just above the median unit price at \$290,000 and is only two years old with two bedrooms, two bathrooms and a single garage.



In comparison, \$280,000 in the eastern suburb of Rangeville will get you a two-bedroom, one-bathroom, single-garage townhouse with original fixtures and fittings.



The western suburbs of Toowoomba provide a better-quality product at the same price point, however these properties are considered to be in

inferior locations compared to the eastern suburbs of Mount Lofty, East Toowoomba, Rangeville, Centenary Heights and Middle Ridge.

The Toowoomba market may be described as multi-speed at the moment. The eastern suburbs are generally performing better than the suburbs west of Ruthven Street. Higher priced established properties in the eastern suburbs appear to be enjoying strong interest from owner-occupiers (third and fourth home buyers), while interest in the western suburbs, which largely appeals to first home buyers and investors has softened.

Investor wise, a four-bedroom, two-bathroom dwelling in Harristown would typically lease for less than \$400 per week, while a dwelling with similar accommodation in the eastern suburbs would usually lease for anything above \$400 per week. This further highlights the difference in demand between the eastern and western suburbs of Toowoomba.

We are seeing an increase in interest for smaller older dwellings in established areas close to the CBD, including the western suburb of Newtown. The fringe CBD areas are gentrifying and are underpinned by a range of council initiatives, including the Railway Parklands Priority Development Area Development Scheme.

## Cairns

The median price in Cairns for houses sits at around \$409,000 and for units around \$221,000. Many Cairns suburbs are far from homogenous, with the median price normally sitting in the middle of a very wide range. Earlville is a good example of this for houses where the median price for 2018 was around \$390,000. The cheapest house sold for \$260,000 and the most expensive house sold for over \$2.35 million. Cairns City is a good



example of this for units. During 2018, the cheapest unit sold for \$91,000 and the most expensive sold for \$2.235 million, with the median coming in at around \$432,500. Due to the small suburb size and their heterogeneous natures, suburb medians tend to be fairly meaningless in Cairns.

A quick search in realestate.com.au in the 4870 postcode shows 42 houses for sale with an asking price of between \$400,000 and \$425,000 with most being three-to-four bedroom houses, ten to 20 years old in the established suburbs.

For units, realestate.com.au suggests 86 units, apartments and villas for sale in the 4870 postcode with an asking price of \$200,000 to \$250,000 with many being units and townhouses in established complexes from 10 to 20 years old, mostly with two bedrooms.

Month in Review  
March 2019



RESIDENTIAL

When buying or building, it's probably more important to work out the particular sub market within the suburb you are interested in and try to work out the typical or average property for that sub market. If you stick with the typical property you are likely to be in the sweet spot with what buyers and tenant want. If your property is unusual for the area, for example a much higher price level or a two-bedroom house where most other houses are four bedrooms, you risk having difficulties when trying to find a buyer or a tenant.

### Townsville

Townsville's residential market is currently cemented at the start of recovery phase with the median house price as at December 2018 currently trending at around \$320,000 and established units at around \$234,500.

So, what do you get if you buy at the Townsville house median?

The inner-city option of North Ward offers limited options at this price point with those properties available typically requiring full renovation. Moving further out to Railway Estate and West End, a \$320,000 price tag will typically afford you an older style timber framed dwelling that has been neatly renovated.

Within the suburbs of Douglas and Annandale you can typically pick up a low set brick or masonry block home with a semi modern appointment. These dwellings generally offer three to four bedrooms, two bathrooms and car accommodation. Kirwan and Mount Louisa will afford you a semi modern low set home typically with four bedrooms, two bathrooms and double lock-up garage on a traditional sized allotment or a smaller modern home on a smaller lot.

**Overall, it is currently a buyer's market with the medians for both houses and units offering good buying opportunities.**

Moving further afield to the northern beaches corridor of Burdell and Bushland Beach, you can get a modern low set rendered masonry block home generally with four bedrooms, two bathrooms and double garage on a traditional sized lot.

At the current unit median of \$234,500, you can purchase semi modern inner city or North Ward located units that are typically compact in size and comprise one or two bedrooms and two bathrooms. Further afield, the current median will afford you a larger semi modern three bedroom, two bathroom unit in an area such as West End or Douglas.

Overall, it is currently a buyer's market with the medians for both houses and units offering good buying opportunities.

### Rockhampton

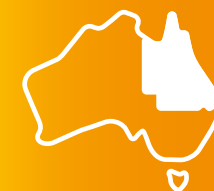
The median price is often used as a reference point to compare markets. In Rockhampton as at the September 2018 quarter (sales for the December quarter are still filtering through and are therefore not finalised), the median house price was \$255,000, lower than the Livingstone Shire at \$354,500 and Gracemere at \$261,000. Typically, these areas have a limited unit market, therefore accurate data in this sector is difficult to obtain.

Examples of what can be purchased in these regions for the median price vary. In south Rockhampton, \$255,000 will see you purchase a knock down job in a prestige area (typically hard to come by), or a neat, partly renovated Queenslander in an average quality suburb south of the river. In north Rockhampton, \$255,000

will buy you a neat high set three-bedroom home, circa 1960 to 1970 or a 25-year-old, onground, brick, three-bedroom, one-bathroom home, depending on the suburb. The Capricorn Coast median price is reflected in a ten-year-old, onground brick, home of four-bedroom, two-bathroom, double car accommodation without significant views. For the Gracemere median, buyers could acquire an average quality onground four-bedroom, two-bathroom, double car accommodation home, less than 10 years old.

Each of these examples have pros and cons associated with buying a property reflective of the median value. The main pro or con (depending which side of the river you are on) is the amount of work required to improve the property. Homes at the median value on the north side will require less renovation or maintenance than a home of equal value on the south side. On the flip side, the quality of the surrounding development may be superior and underlying land values are considered less volatile due to the limited supply of land in south Rockhampton.

You may have noticed that although Rockhampton is the larger centre of these regions, it has the lowest median value, which may be surprising to some. We believe it is important to note that with any statistical analysis, results can be skewed by a small cross section of the input data. In the case of the median level of value, Rockhampton itself has a significant volume of sub-\$200,000 stock, whereas our immediate neighbours have very limited sales under \$250,000 for the Coast and \$200,000 for Gracemere. This then results in Rockhampton having a lower median, which





does not necessarily accurately reflect the typical residential property in our patch.

As an example, if one was to compare a ten-year-old onground brick home with four-bedroom, two-bathroom, double car accommodation, without significant views on the Capricorn Coast, with an equivalent property in Norman Gardens, the market value is likely to be closely aligned, however there is a variation of nearly \$100,000 in the median value of these localities. So, whilst median values are still a relevant point of reference in some markets, it is important to remember to take a step back from all the number crunching and reflect upon the cause and effect which led to the results.

## Gladstone

The graph below shows the number of genuine house sales within the 4680 postcode for the duration of 2018 and as indicated, there has been steady but slight improvement in the median house price which rose from \$243,500 in July 2018 to \$288,000 by the end of the year. Although the data is not yet fully available, we feel that 2019 has kicked on with a similar trend and that there is a good chance we may see a median house price of \$300,000 reached in the first quarter of 2019.

### House sales - 2018 Gladstone Region (4680)



Source: Pricerfinder

Buying in the median covers a lot of the suburbs within the Gladstone region. Typically, a four-bedroom, two-bathroom semi modern home built within the last five to 20 years can be acquired in suburbs including New Auckland, Glen Eden, Clinton, Kirkwood and Calliope.

Some of the more sought-after suburbs such as Tannum Sands, Boyne Island or central Gladstone suburbs still provide opportunity in this price range, however the size and age of the house will often have to be compromised in order to stay within the median house price, such as dropping back to a three-bedroom, one-bathroom home. Unfortunately, acreage suburbs such as Burua and Beecher are more often than not out of the question unless you decide to buy a vacant block and wait until you can build later, although financial lending in this scenario can be difficult.

Units on the other hand are a much more affordable option for those on a tighter budget or just happy to find their feet, can be seen in the below graph. Again, since July we have seen a slightly more erratic but significant growth with the median unit price rising from \$105,000 in July to \$140,000 in December. Surprisingly, units within this price range can be better than you think, often ranging from two to three bedrooms with many being relatively modern units less than ten years old which were built in the peak period (2010 to 2012). Many of these can be found in the inner suburbs of West Gladstone, South Gladstone and Gladstone Central although there are still a number of unit complexes built in the more outer residential suburbs. As previously noted, there has been a reduction in the vacancy rates across the Gladstone region during the past 12 to 18 months resulting in increased rental prices and now some agents are reporting interest from a small number of investors returning to the

market. Albeit early days, there are good signs to suggest this will continue to strengthen in the short to medium term.

### Unit sales - 2018 Gladstone Region (4680)



Source: Pricerfinder

## Bundaberg

The median price for residential houses in the Bundaberg area is \$285,000. For around this money you could buy a fully renovated 1950s style timber three-bedroom, two-bathroom dwelling in the town area with an approximate rent of \$290 to \$310 per week or a 1980s to 1990s three to four-bedroom brick home in original to partly renovated condition that would rent for between \$300 to \$340 per week.

The median price for units is around \$245,000. This would get you a two-bedroom, one-bathroom with single car garage for \$210,000 to \$230,000 that would rent for around \$250 per week.

Buying in this price bracket makes the purchase an affordable proposition as rental income is almost on par with the mortgage repayments.

## Mackay

REIQ figures put the median house price at \$340,000 at the end of the December quarter, which shows an annual increase of 5.6 per cent, however when put into context is approximately 20 per cent below the peak of \$423,250 in





September 2013. The good news for Mackay is that the bad days appear to be well behind us, with a far more positive outlook predicted not only for the Mackay economy but for the residential property market.

So, what can you get for \$340,000? It's a mixed bag of results depending where you want to live in Mackay. In the traditional close in suburbs, you can buy neat low set and highest dwellings including 1950s style Queenslanders through to high-set butter boxes. These dwellings are not fully renovated however are in fair to good condition in this price range.

As you head over the river north, the same sort of dwellings can be found in the established suburbs. If the older dwellings are not your style, you can obtain a neat 1990s style brick dwelling in Andergrove, Beaconsfield or Rural View for the median house price. These are traditionally three or four bedroom configuration.

Unfortunately, if new is your go, there are not very many modern houses you can obtain for the median house price. For the investor, you can still easily obtain a four-bedroom modern dwelling (2010 to 2015 build) in Blacks Beach Cove for under the median house price.

All in all, the Mackay market has seen a resurgence over the past 18 months, on the back of large infrastructure projects and increased employment opportunities in the resource sector. We have seen rental vacancy rates fall significantly in this period to currently sit at 0.9 per cent with rental values increasing in line with demand. If the median house price is where you are looking to purchase in Mackay, it's probably best to start looking, as most pundits predict this figure will be higher come this time next year!

### Hervey Bay

The median price for residential houses in the Fraser Coast area as at June 2018 was \$318,600 which was a 1.1 per cent increase on the prior year. Properties in Hervey Bay ranging from \$300,000 to \$325,000 are predominantly onground brick dwellings providing three-bedroom, one or two bathroom accommodation with a single garage or detached shed. These homes rent for approximately \$330 to \$370 per week. You could also find a beach cottage a few streets from the esplanade, however these homes will generally require refurbishment.

The median price for units is around \$255,000 which is an increase of 2.2 per cent on the previous year. This would get you a two or three single bedroom villa or townhouse with a single car garage. Rents would range from \$270 to 320 per week depending on location.

### Emerald

The median sale price for houses in Emerald has increased approximately 20% over the past 12 months to currently sit at \$305,000. Units currently sit at \$145,000 however, in reality it's more like \$180,000 as the past quarter saw mostly one-bedroom units sell or low quality units near the bottom end of the market which dragged it back. The most active price range is \$150,000 to \$350,000 for houses. The general trend in the market and reports from agents is to push the bottom end houses to a minimum of \$200,000 as values continue to rise and the vacancy rate tightens.

For a median sale price of \$305,000, you can expect to buy a three-bedroom former mining home or project style home either circa 1978 or 1994, mostly renovated in good condition with

pool or shed. Otherwise, it's a neat four-bedroom home subject to flooding. Still a long way off the median house price peak in 2012 of \$460,000 but we are slowly heading back up and are now nearing three years on the rise. The last boom went for approximately ten years. Has the last few years just been a market correction or a reflection of our local economy? We think it's a reflection of the local economy as this area is heavily influenced by the resource sector. Keep a close eye on coal prices and that will give you a fair reflection of how our market will trend.

### Whitsunday

In the Whitsundays, it's the price point as opposed to the middle ring. The Whitsunday middle ring market is considered to be \$400,000 to \$440,000 across the suburbs of Jubilee Pocket, Cannonvale and Cannon Valley. This will get you a high-set circa 1990s house that has had some renovations or a modern, rendered onground style dwelling with three to four bedrooms that is only up to six years old or a lifestyle property that is one to two hectares with an older 1960s or 1970s dwelling.

The market is all stabilising and there are signs of some slight increases. It appears that we have finally put the drama and trauma of Tropical Cyclone Debbie well and truly behind us now and we are back on track.



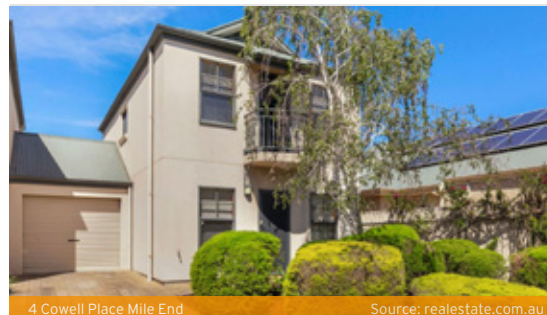
# South Australia

## Adelaide

The Adelaide market has continued to show signs of stable growth, bucking the trend of a number of the other major capital cities. During the winter hibernation, the market remained stable only to awaken from its slumber with a two per cent increase in the median dwelling price from the September to December quarter, rounding out 2018 at \$480,000. The median unit price grew steadily throughout 2018, finishing the year at approximately \$325,000. Whether it's new, old, original or renovated, an array of property types can be purchased in all the directions of the compass at this price point throughout the metro area.

Within the inner ring, buying at the median dwelling price can be difficult with many of the suburbs with proximity to the CBD having median sale prices of well above \$480,000. To purchase at the median in the inner ring, properties typically provide basic accommodation and are situated on smaller allotments. Geographically the inner west which is characterised by heritage style dwellings and recent 2000s infill development provides the most availability at this price point. The suburbs of Mile End and Thebarton fall into this geographic location, each being within approximately five kilometres from the CBD. Recent sales at this price point include 9/4 Cowell Place, Mile End (\$475,000) a circa 2000s two-bedroom, one-bathroom townhouse and 63 Maria Street, Thebarton (\$500,000) a circa 1900s two-bedroom, one-bathroom settler's cottage. If one is to look hard enough, bargain

hunters can find median priced gems throughout the inner east's blue ribbon suburbs. Located in proximity to the shopping precinct of The Parade, Norwood was 99 Sydenham Road, Norwood which achieved a sale price of \$500,000 in November 2018. This property comprised an original 1900s character dwelling disposed as two-bedroom, one-bathroom on an allotment of 214 square metres. To purchase a dwelling at this price point in this location is a rarity given Norwood's current median of \$896,000.



4 Cowell Place Mile End

Source: realestate.com.au



99 Sydenham Road, Norwood

Source: realestate.com.au

The \$480,000 median is considered most common within the middle ring with a number of property types being available at this price point. Suburbs within the middle ring are serviced by retail hubs and provide residents easy access to the CBD via major transport routes. A mixture of character dwellings, development sites and newer infill development can be purchased at this price point. Looking at the compass: in the north-east, \$472,000 would have bought you both 35 Patricia Avenue, Hillcrest a circa 1966 cement sheet dwelling on 800 square metres and 28 Treweek Avenue, Hillcrest, a circa 1999, three-bedroom, two-bathroom courtyard dwelling; north-west and \$480,000 would have bought you 2 Calander Place, Woodville West, a circa 1950s renovated four-bedroom, one-bathroom dwelling on 550 square metres of land; south of the city, \$470,000 would have bought you 15 Harlow Street, Mitchell Park, a circa 2016 three-bedroom, two-bathroom townhouse. This market segment provides options aplenty for investors and first home buyers alike and looks to have great prospects for capital growth over the next 12 months.

Month in Review  
March 2019



RESIDENTIAL



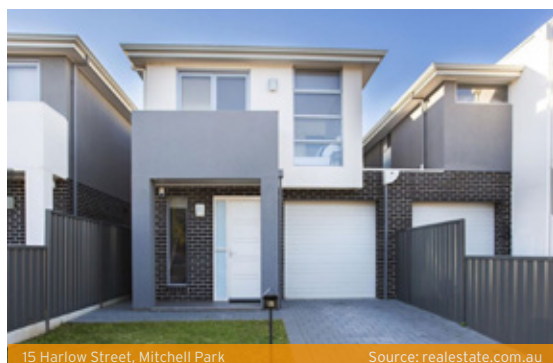
35 Patricia Avenue, Hillcrest

Source: realestate.com.au



2 Calander Place, Woodville Park

Source: realestate.com.au

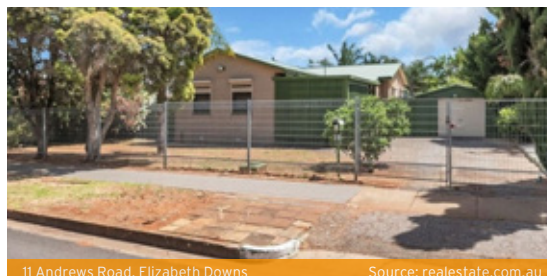


15 Harlow Street, Mitchell Park

Source: realestate.com.au

Moving to the outer ring, it's a tale of the north and south with each having significantly different market dynamics. Situated approximately 20 kilometres north of the CBD is the city of Playford.

Suburbs within the city of Playford have the lowest entry price point for all metropolitan councils. As at the December quarter, only three of the 38 suburbs within the council area registered median prices of above \$375,000. These were Virginia, One Tree Hill and Angle Vale, all of which are considered rural living locations. Available at the median in Angle Vale was 10 Chardonnay Court which achieved a price of \$465,000. This property provided a circa 1987 homestead style property on nearly 2,000 square metres of land. Throughout the traditional suburban locations north of the city, a first home buyer can enter the market at a fraction of the metropolitan median whilst an investor can pick up multiple properties for under \$480,000. A savvy investor could have purchased 11 Andrews Road, Elizabeth Downs (\$147,000), 8 Butler Street, Elizabeth Park (\$145,000) and 13 Bagot Road, Elizabeth South (\$150,000) with change in the pocket to cover stamp duty on all three purchases. Each of these properties are free standing three-bedroom dwellings which have the potential to achieve a weekly rental of \$250 which would give gross yields of between eight and nine per cent.



11 Andrews Road, Elizabeth Downs

Source: realestate.com.au

Heading 20 kilometres south of the CBD, you will find the heart of the city of Onkaparinga. A large proportion of this council area hugs the coastline as it peters out towards the Fleurieu Peninsula. Having proximity to the coast is one of a number

of key drivers of price levels outperforming the north. Price points throughout this council typically fall around \$400,000. Located one street back from the Christies Beach foreshore is 57 Witton Road, Christies Beach which achieved \$470,000. This humble cement sheet dwelling on 850 square metres provided both an option for those looking for a sea change and those looking to value add as a development site. Whether it be a lifestyle property or something to value add to, there is plenty available at \$480,000 throughout the southern outer ring.



57 Witton Road, Christies Beach

Source: realestate.com.au

So, what can \$325,000 get you in the metropolitan unit market? Well the typical metropolitan unit is circa 1960s to 1970s single level, brick construction, comprising two-bedrooms, one-bathroom and a single car space. Examples of this type of property can be seen throughout the inner and middle rings. The sale of 3/22 Gardiner Avenue, St Morris which achieved a sale price of \$320,000 is a representation of this type of property. This was a circa 1974 single level updated unit in a single level group of four, disposed as two bedrooms and one bathroom. The Adelaide metropolitan unit market is its own beast as we continue to see increased levels of apartment settlements. Within the CBD, to buy at the median price means you are typically giving up



a bedroom or car space. Recent examples include 1004/10 Balfours Way, Adelaide (\$315,000), a one-bedroom, one-bathroom, single-car space tenth floor apartment and 505/22 Ifould Street, Adelaide (\$325,000), a two-bedroom, one-bathroom, fifth floor apartment with no off-street parking. In the current market, it's tough to get a read on the CBD apartment market as we continue to see increased levels of off the plan settlements. This market should be monitored closely as resales begin to occur in a number of the recently constructed apartment towers.



22 Gardiner Avenue St, Morris

Source: realestate.com.au

Depending on a purchaser's motivations, there are plenty of options available at the median in both the dwelling and unit markets. As the Adelaide market continues to show signs of stability amongst market uncertainty, it's expected that the medians will continue to creep upwards throughout 2019.

## Mount Gambier

When it comes to various markets, median house and unit values are supposedly an indication of what you will pay for a typical holding. As shown in the graphs, in Mount Gambier the median price for a house in 2018 was \$250,000 and the median price for a unit was \$187,000.

The median house sale price of \$250,000 in Mount Gambier is considered affordable and



it will generally allow you to purchase a house of average to good quality, including three to four bedrooms, one to two bathrooms, garage or carport and a pergola area, situated on approximately 600 to 1,000 square metres of land. This could be a larger house situated in a good location in average, original condition, or an older style house that has been recently renovated, as shown in the examples below.



14 Bellshire Place, Mount Gambier - \$250,000

Source: RP Data



7 Livingston Street, Mount Gambier - \$250,000

Source: RP Data

The median unit sale price of \$187,000 in Mount Gambier will allow you to purchase a small, original unit of basic quality, including two to three bedrooms, one bathroom and a garage or carport, situated in a small unit complex.



1/1 Thrush Street, Mount Gambier - \$180,000

Source: RP Data

The median sale price of \$250,000 for a house is considered affordable and is popular for owner-occupiers entering the market, those looking to downsize and investors. The median sale price of \$187,000 for a unit is also popular for investors looking at a property that provides a stable rental return.

Investor interest in the Mount Gambier region has been positive in recent years with agents advising increased interest given the good rental returns. For investors, a unit of \$187,000 might rent for \$240 to \$260 per week. A house of \$250,000 might rent for \$290 to \$320 per week. Units and houses within this range will typically have a gross return of five to seven per cent.





In Mount Gambier, one of the main factors that impacts the strength of the property market is employment. Currently, talk around employment in Mount Gambier is generally positive and in addition interest rates are low which has helped lead to a continual increase in the median house price since 2014.

The economy in Mount Gambier is currently well positioned and there is positivity in the market place. Considering the market within the region has been relatively stable in the past five years, we believe that a growth in employment would influence future price movement.

Month in Review  
March 2019



RESIDENTIAL

# Tasmania

## Hobart

Many reading this may not believe it, but Hobart's median house price (as at 1 February 2019) was \$680,500. The property price boom of the past three years has certainly created capital growth in the Apple Isle.

The median unit price in Hobart is \$637,500 as at 1 February 2019.

With median house rents at \$515 per week and units at \$500 per week, the median investor is looking at gross returns of around four per cent. This is a contraction from the six to seven per cent of only a few years ago.

So, what can you buy in the state capital at the median price level?

284 Davey Street, South Hobart is under contract for \$678,000. It is an inner city, mostly brick and tile home with two bedrooms, bathroom, outside laundry, garage and carport. Neat but dating pc items. You are paying for the location here!

Slightly further from the CBD, 30 Giblin Street,



284 Davey Street, South Hobart

Source: realestate.com.au

Lenah Valley is under contract for \$683,000. This comprises a renovated three-bedroom two-bathroom Federation era cottage with modern wiring and plumbing. In comparison to the Davey Street sale, this provides much more comfortable housing while not so far from the city.

Stretch the legs a bit more and for \$675,000 you can get a two-bedroom, one-bathroom dwelling on Osbourne Esplanade at Kingston Beach! Walk on the beach and take a swim before brekkie. There is no parking on site however.

## Launceston

To the north of the state in Launceston, this city too has seen a significant uplift in capital values over the past few years. Median house prices now sit at \$421,000 while units are at \$329,000. Median rents are \$370 per week and \$288 per week respectively, reflecting gross yields of around 4.6 per cent for both.

122 Canning Street recently sold for \$420,000. The property is an inner city 1930 weatherboard home with open plan living and dual bathrooms



3/181 George Street, Launceston

Source: realestate.com.au

positioned on a 635 square metre corner lot.

Or you could buy an inner-city townhouse with three bedrooms, one bathroom and garage for \$421,000, such as 3/181 George Street. Just a hop skip and jump to The Mall.

Again, move further from the city and for just \$400,000 you could have purchased 5 Knox Street, Prospect being a modern style low set home with double garage and dual bathrooms, on a flat block and just a short stroll to the Olde Tudor shopping precinct.

Month in Review  
March 2019



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# Northern Territory

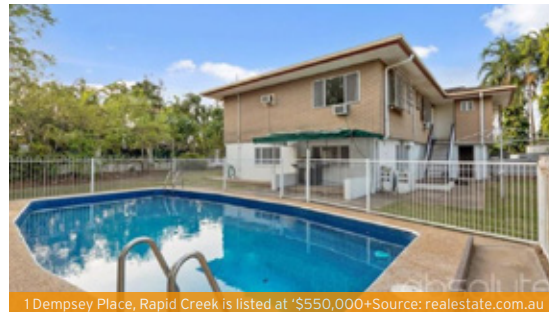
## Darwin

What goes up, must come down. This quote holds true for any property market.

We saw Darwin in its peak when the median price was \$625,000 (March 2015, REINT). Fast forward about four years and the median price now sits at \$493,750 (December 2018, REINT), which is a reduction of approximately \$130,000. Although the statistics state the peak median price was in March 2015, we saw prices developing through 2009 to 2010 and 2012 to 2013.

Darwin's median house price is now a touch under half a million and the main driving forces are Darwin Inner, Darwin North and Palmerston. According to REINT December quarter statistics, it is without question that Darwin inner median prices (\$675,000) lead the pack when compared to Darwin North and Palmerston. Darwin North comes in second (\$556,667) followed by Palmerston at (\$447,000).

Although Darwin North prices are leading Palmerston, the number of recorded sales is higher in Palmerston at 111 for the fourth quarter of 2018, (December 2018, REINT). Darwin North recorded sales of 96 for the same period. There should be a greater disparity between the two suburbs given there is a median price difference of \$100,000, however the northern suburbs present many positives in terms of living. Firstly, the proximity to the coast in a tropical climate - the sea breeze is a man's best friend! Given the number of people who fly in and out, the proximity to the airport is a positive. Lastly, easy access to Darwin



1 Dempsey Place, Rapid Creek is listed at '\$550,000+Source: realestate.com.au



13 Snowden Street, Jingili is listed at \$549,000 Source: realestate.com.au

CBD; for many northern suburbs, the travel time is approximately ten to 15 minutes into the city. Given the incentives to live within the northern suburbs, there is currently great value on the market. We look at two listings (pictured), both properties consisting of in ground pools, at least four bedrooms and approximately ranged at the median price.

**Our office holds a positive outlook for the Darwin property market and with good reason.**

## Palmerston

Palmerston is considered the satellite city of Darwin and is located approximately 15 to 20 minutes from the Darwin CBD. In the beginning of its establishment, Palmerston lacked amenities compared to the northern suburbs, however this has changed in recent years to include the recently completed Gateway shopping centre and Palmerston Regional Hospital. There are also plans for a new police complex. The rapid growth in the commercial sector and affordable prices show why Palmerston's number of recorded sales is higher than the northern suburbs. We take a look at two properties currently on the market (pictured), both properties consisting of in ground pools, four bedrooms and approximately ranged at the median price.

Investment wise, taking into consideration that the median price for the northern suburbs is \$100,000 over Palmerston, it makes sense to see rental returns higher in the northern suburbs. According to REINT December quarter figures, rental returns for northern suburbs are on average \$450 for a three-bedroom home and Palmerston is \$400 per week for a three-bedroom home.

At the beginning of this article we stated that what goes up, must come down. We note the contrary to this saying is also true! Our office holds a positive outlook for the Darwin property market and with

Month in Review  
March 2019



RESIDENTIAL

HERRON  
TODD  
WHITE  
RESIDENTIAL



77 Notenius Circuit, Gray is listed at \$450,000+ Source: realestate.com.au



39 Sibbald Circuit, Woodroffe is listed at \$430,000 Source: realestate.com.au

good reason. In February 2019, the government announced a new scheme titled Territory Home Owner Bonus. The incentives include up to \$50,601 for a first home owner building or buying a new home to live in and up to \$28,601 to buy an established home. The scheme is designed to draw people to the Territory, lift the property industry and its economic markets.

With the new Government scheme and affordable prices, it is an exciting time to be entering the Darwin property market.

Month in Review  
March 2019



RESIDENTIAL



# Western Australia

## Perth

Recent statistics from the Real Estate Institute of Western Australia show that the median house price for the wider Perth area in January 2019 was \$505,000, down one per cent since December 2018. Suburbs with a similar median include Munster, Currambine, Roleystone, Edgewater, Atwell, Osborn Park, Harrisdale, South Yunderup, Jane Brook and Greenwood. However throughout the entire Perth metropolitan area, and in indeed, throughout the whole state of Western Australia, there are some very good opportunities at all value bands. We've compiled a plethora of examples to demonstrate what the median house price in different locations will achieve.

East Perth has been inundated with apartment supply over the past few years, which coincided with investors leaving the market in favour of the eastern states and as a result, values of established units have taken a solid hit. The median unit price in East

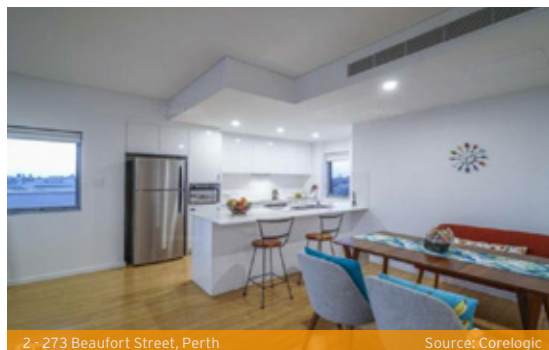


Concept Picture of Vue Towers Adelaide Terrace, East Perth Source: CoreLogic

Perth settled at \$490,000 in the December quarter 2018, down 8.4 per cent from the previous quarter.

Pictured above is a concept image of Vue Towers in East Perth, due for completion in mid-2019. A unit which features two bedrooms, two bathrooms, one car space and 86 square metres of floor area was purchased off-the-plan in November 2018 for \$495,000.

Another unit sold for \$480,000 in October 2018 in the East Bank Apartments by Psaros. It features two bedrooms, one bathroom and one car space, with a floor area of 106 square metres.



2 - 273 Beaufort Street, Perth

Source: CoreLogic

Pictured above is a top-floor unit from an apartment complex on Beaufort Street in Perth. It features two bedrooms, two bathrooms and one car space. The property sold for \$699,000 in December 2015 and recently sold in January 2019 for \$465,000. That is a decrease of 33 per cent in just over three years, averaging out to about -11 per cent per annum.

Unfortunately, this scenario has been seen too often recently as the over-supply of apartments coupled with diminished population figures continue to put negative pressure on established apartment values.



3 - Alvah Street, St James

Source: CoreLogic

St James is a suburb situated seven kilometres south-east of the Perth CBD. There is a varying mix of property types around St James and within this is a notable amount of older, partially or fully renovated dwellings on varying allotments. St James currently has a median house price of \$525,000, just above Perth's median. The St James median house price has remained unchanged since the September quarter 2018, however it has dipped 2.3 per cent since December 2017.

Pictured above is a property that represents a purchase just above Perth's median house price. This dwelling is a near-fully renovated circa 1952 construction with three bedrooms, one bathroom, and two car spaces, located on a corner allotment of 687 square metres.





5 - Ellem Street, St James

Source: Corelogic

This townhouse (shown above) located at the back of a quadruplex subdivision features three bedrooms, two bathrooms and a double garage on 287 square metres of land. Upon completion of its construction in 2012, the property sold for \$600,000. In May 2018 it sold again for \$498,000, showing a decrease in price of 17 per cent or -2.8 per cent per year.

We are still seeing value decreases in many established suburbs around Perth, however the increments have been generally getting smaller and there are signs of price rebounds in some of these locations.



6 - Willowcreek Mews, Woodvale

Source: Corelogic

Woodvale is a suburb located next to the Mitchell Freeway 18 kilometres north-west of the Perth CBD. The median house price in Woodvale settled at \$610,000 in the December quarter 2018, up 1.7 per cent from December 2017.

*There are a lot of factors that go into the thought process of buying a property and sometimes, emotionally driven decisions can make purchasers pay over market value.*

The property shown above finished construction in 2018 as part of a subdivision. The new dwelling features three bedrooms, two bathrooms and a double garage, on a 368 square metre allotment. It sold for \$625,000 in January 2019.



Pebblewood Road, Woodvale

Source: Corelogic

This property (shown above) was built in 1994. It has four bedrooms, two bathrooms and a double garage on a 709 square metre allotment. It has been partially renovated in the kitchen and has new flooring to the living areas and new carpet in the bedrooms. It sold in September 2018 for \$611,000. These two properties demonstrate the decision making process for different lifestyles. It is more likely that a family of four were willing to sacrifice a newly built home for the extra space at Pebblewood Road. On the other hand, a couple without children who did not need as much room were more satisfied with having a newer home on a smaller allotment such as the property at Willowcreek Road.

There are a lot of factors that go into the thought process of buying a property and sometimes, emotionally driven decisions can make purchasers

pay over market value. This shows the process of balancing property features in the purchaser's head, sacrificing one thing such as land size for another such as dwelling size, age or quality, to get to their own value figure.

In one of Perth's fringe suburbs, Baldivis' median house price settled at \$390,000 at the end of the December quarter 2018, down 1.3 per cent from September 2018 and down 3.6 per cent since the year previous. We have well and truly covered this suburb's recent history and values are expected to decline further throughout 2019 unless we see a major change in Western Australia's migration figures.



Huxtable Terrace, Baldivis

Source: Corelogic

Pictured above is a circa 1996 built, four bedroom, two bathroom family home on a 704 square metre allotment. It sold in November 2018 for \$382,000. This property is situated within the more desirable area of Baldivis in Settlers Hills Estate. Here you can get a good sized lot and a reasonably sized but old and basic dwelling for close to the median price. Essentially you would be paying for the land and the location.





Beckingham Parkway, Baldvis

Source: Corelogic

This property is located in a less central area of Baldvis, Chimes Estate. It sold for \$405,000 in November 2018. This property has a more than reasonable level of specification and includes four bedrooms, two bathrooms and a double garage on a 567 square metre allotment. In this area you need a decent sized block and a fairly large dwelling with good features to reach the median price, as there is less demand here than in the more central estates.

Even further south in the Mandurah urban area, the median house price settled at \$365,000 for the December quarter 2018. Housing options in Mandurah are very diverse due to unique locational aspects such as waterfront properties along the many canals. In some areas you can find a mix of apartments, development units, subdivisions and detached residential dwellings all within short distances of each other.



Allnutt Street, Mandurah

Source: Corelogic

This property (pictured above) sold for \$350,000 in June 2018 after three months on the market. Built circa 1982, it has three bedrooms, two bathrooms

and a two-car garage on an 850 square metre lot. Located on a primary road this may have potential for development in the future.



The Palladio Mandurah

Source: Corelogic

This canal-front apartment (pictured above and below) sold for \$373,000 in December 2018 and features two bedrooms, two bathrooms and one dedicated car space. When the development finished in 2008, this same unit sold for \$600,000, a 32% decrease over the ten year period.



Living Area The Palladio Mandurah

Source: Corelogic

Pictured below is a front-lot duplex unit built in 2018. It features three bedrooms, two bathrooms and a double garage. This property sold for \$359,000 in October 2018.



Third Avenue, Mandurah

Source: Corelogic

The Mandurah region's median house price dipped 1.4 per cent since the September quarter 2018 and has decreased by two per cent since December 2017. There are a few suburbs within the Mandurah area that are still experiencing declines in value including Dawesville, Dudley Park, Erskine, Lakelands, Mandurah, North Yunderup, Pinjarra, Ravenswood, San Remo and Wannanup. However there have been signs of improvement in Coodanup, Greenfields, Madora Bay and Bouvard.

Outside of Perth, our regional centres produced broadly mixed results over the December quarter with median house price changes seen in the range of -8.5 per cent (Broome) up to + five per cent (Port Hedland) for the quarter.



Elliot Way, Bulgarra

Source: Corelogic

Karratha's median house price settled at \$329,000 for the December quarter 2018, down 0.3% since September according to figures from the Real Estate Institute of Australia (REIWA). Situated in the Pilbara region of Western







## The wider Port Hedland area's median house price settled at \$210,000 in the December quarter 2018, up five per cent from September.

Australia, 1,250 kilometres north of Perth, Karratha holds a population of around 16,000 people and is known for its heavy involvement in the resources sector. Karratha consists of a mix of housing options. Multi-residential units are not unusual as such, but the majority of properties in Karratha are single residential dwellings on lots of between 500 and 1,300 square metres.

The dwelling shown above has three bedrooms and one bathroom and was constructed circa 1974. On 734 square metres of land, this property in Bulgarra sold in November 2018 for \$320,000 and is currently leased for \$420 per week. This represents the typical dwelling type for most older suburbs within the Karratha urban area and is only \$9,000 short of the median house price.



Balyarra Parkway, Baynton

Source: Corelogic

Baynton is located approximately five kilometres west of the Karratha CBD. It is considered to be the newest suburb within the Karratha area as many of its dwellings were constructed from 2008 to 2014 during the last resources boom.

The property pictured above sold for \$350,000 early in 2018. Built in 2012, it has four bedrooms, two bathrooms and a double carport. It also features colorbond and rendered fibrous cement sheeting walls and a colorbond roof on a 416 square metre lot. This type of construction was used for some of the newer houses in the area as it is less expensive than double-brick construction. It is lightweight and easy to transport.

Overall this market has performed fairly well over the past year, with Karratha seeing median values increase by eight per cent due to an increase in net migration from abundant employment opportunities. It is expected that this market will continue to make a steady recovery throughout 2019.

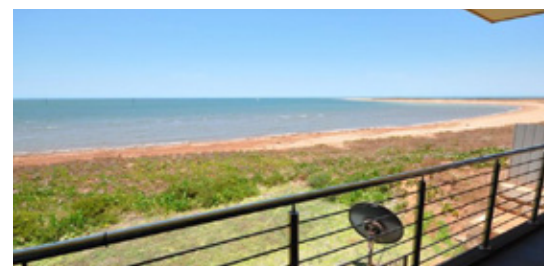
The wider Port Hedland area's median house price settled at \$210,000 in the December quarter 2018, up five per cent from September. This was positive news for the area as Port Hedland saw a -8.7 per cent change year on year. There is a fair difference between median values in Port Hedland and South Hedland as they differ significantly in location. Port Hedland's (suburb) median is \$395,000 and South Hedland is \$195,000.

Port and South Hedland have an abundance of units and townhouses of varying ages.



Kitchen at Kingsmill Street, Port Hedland

Source: Corelogic

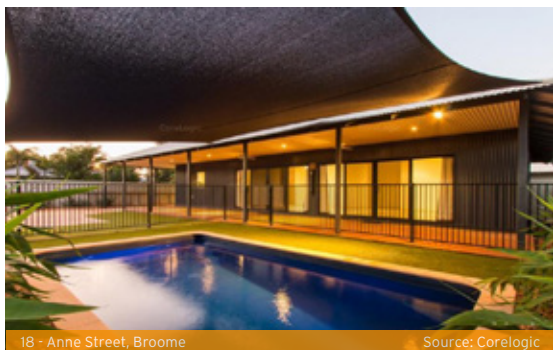


View at Kingsmill Street, Port Hedland

Source: Corelogic

The top storey of this unit development sold for \$389,000 in September 2018. Built in 2011, it hosts three bedrooms and 2.5 bathrooms with 170 square metres of living area and ocean views.

Broome, located 1,700 kilometres north-east of Perth, has a mix of housing options including some older multi-unit developments, however detached single residential dwellings or duplex subdivisions are seen for the most part. Broome's median house price settled at \$430,000 in the December quarter 2018, down 8.5 per cent from September 2018 and down 13.1 per cent since December 2017. Whilst there are some signs of the market beginning to stabilise, downward value pressure still looms over this market and is a reminder that the repercussions of a boom and bust economy can be felt for a number of years.

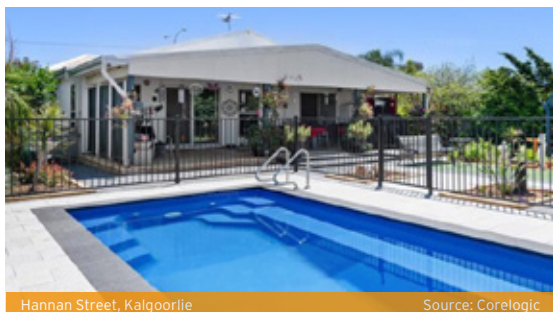


18 - Anne Street, Broome

Source: Corelogic

This duplex subdivision sold for \$400,000 in November 2018. It features a colorbond roof and colorbond walls, three bedrooms and one bathroom on a 517 square metre lot. In 2016 it sold for \$455,000. That is a decline of 12 per cent over two years.

Kalgoorlie-Boulder's median house price settled at \$305,000 for the December quarter 2018, remaining stable since the September quarter 2018 and also the December quarter 2017. Kalgoorlie's housing predominantly consists of single dwellings on over 700 square metre lots or duplex subdivisions.



Hannan Street, Kalgoorlie

Source: Corelogic

This 1950s property (pictured above) has been fully renovated on the inside and sold after 11 days on

the market for \$335,000 in November 2018, ten per cent above the median. It features a pool, three bedrooms and two bathrooms on a 759 square metre lot in the heart of Kalgoorlie.

As you can see, there is a plethora of property types available at close to the median house price in areas throughout the state of Western Australia. Within the Perth metropolitan area, the diversity of opportunity is almost overwhelming and we encourage future participants in the market to cast their eyes as far afield as possible in order to see for themselves the variances in value for money.

### Southwest WA

As we head into the year it provides us with an opportunity to step back and ask the question, what can I actually buy for a location's median value?

The South West is a large geographical area that covers many regions and as such the median house price can vary considerably. However, across the board the average median house price is in and around the \$500,000 mark. So, what does \$500,000 get you?

A good option for medium to long term capital growth in the South West is along the coastal strip located on the northern side of Bussell Highway traversing the suburbs of Busselton, West Busselton, Broadwater and Abbey. This coastal strip is approximately 500 metres in width and runs for approximately ten kilometres along the Geopraphe Bay.

As the City of Busselton continues to grow at an above average rate, this well-located section of land will continue to grow in desirability and affluence as the urban sprawl continues to be pushed further away from the coast line. This consequently will result in good capital growth over the medium to long term as an increase in population will lead

to stronger demand of a product that has limited scope to increase in supply. As such, this well positioned and limited coastal strip would represent a good option for a prospective purchaser looking to invest \$500,000.

\$500,000 is an entry point into this market and would secure a very basic residence, with the vast majority of the value being in the underlying land. While the rental return of the investment would be weak, purchasing within this coastal strip would provide a strong opportunity for capital growth over the medium to long term.

\$500,000 would also get you into the Dunsborough market. Dunsborough is located within Geopraphe Bay and attracts a higher number of tourists given its beaches and proximity to the world-renowned Margaret River vineyard region. More specifically, we see the coastal strip that runs from north of Caves Road to the beach as being a good area to invest. Generally, residential dwellings in this pocket are positioned on good sized lots ranging from 800 square metres and above and are located in very close proximity to the ocean, stimulating demand. \$500,000 is an entry point into this market and would secure a very basic residence with the vast majority of the value being in the underlying land. If these properties were to be purchased with a view to being held for the long term, good capital growth could be expected as it historically has performed well.

Alternatively, \$500,000 can also get you a modern residence in the Dunsborough Lakes Estate, located a little further back from the ocean and town centre but providing for modern family living. Capital growth predictions would not be as strong for this market, however rental returns would be stronger.



In regard to the unit market, the South West does not generally provide for multi-level apartment blocks, apart from a couple within the Bunbury CBD. The majority of the unit market is made up of green titled properties that have been subdivided into two or three strata lots and provides for free standing units. \$500,000 would achieve a high spec three or four bedroom, two bathroom detached unit located in close proximity to the ocean.

Overall the median house price will secure you a nice piece of real estate in the South West, ranging from entry level basic homes in coastal regions to modern and quality family living in the outlying residential estates.

Month in Review  
March 2019



RESIDENTIAL



# Australian Capital Territory

## Canberra

Each patch in the ACT has a different median value and varies based on location, age and various other factors. The inner city areas hold the highest median values given their distance from the city and often large land parcels. The median house price in the ACT sits at around \$800,000. Listed below are the median for houses for each district as at September 2018:

- Inner South ~ \$1.25 million
- Inner North ~ \$950,000
- Woden Valley ~ \$850,000
- Gungahlin ~ \$675,000
- Weston Creek ~ \$670,000
- Belconnen ~ \$600,000
- Tuggeranong ~ \$575,000

There are certain suburbs in each area where a standard house costs well above the median value for the district. One example is the suburb of Forrest in the inner south where you could expect to pay upwards of \$2.4 million for a standard dwelling with land, nearly double the district median. Another example is Weetangera and Aranda in Belconnen, where entry level houses with land begin at around \$800,000 which is well above the suburb median.

If you were to take the median price for a house in the inner south and put it into another district, you are able to purchase a newly built property on a large land parcel in a well located suburb. One

example is the sale of a newly constructed five-bedroom, three-bathroom house on a 1,000 square metre allotment in Kaleen for \$1.2 million. Another example is the sale of a four-bedroom, two-bathroom home on a 900 square metre allotment in Curtin for \$1.07 million.

Different sources show different trends in the median unit price across the ACT over the past year, but most sources suggest a decrease in unit values. The Canberra unit market is currently experiencing a period of oversupply, with many new developments being completed in the established and developing areas of Canberra. The median unit price at the end of 2018 was \$440,000 which, in the ACT unit market, could purchase a one or two-bedroom, new unit in most Canberra suburbs.

Month in Review  
March 2019



RESIDENTIAL