



Month in Review

November 2019

The Month in Review identifies the latest movements and trends for property markets across Australia.

Contents

Click on
any state or
page number
for immediate
access

Feature -Eye-candy property in 2019	3
Commercial - Retail	4
New South Wales	6
Victoria	9
Queensland	11
South Australia	16
Western Australia	19
Australian Capital Territory	20
Residential	21
New South Wales	24
Victoria	35
Queensland	42
South Australia	53
Western Australia	56
Northern Territory	62
Australian Capital Territory	64
Tasmania	65
Rural	67
Market Indicators	72

Disclaimer

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Eye-candy property in 2019

Month in Review
November 2019

It's obviously important to maintain a healthy outlook when it comes to purchasing real estate.

A level-headed approach that has you studying the numbers, weighing up the options and drawing sensible conclusions. Those of us who live and breathe the stuff are all about an unemotional consideration of the comparable evidence. Working with the fundamentals to maximise the outcome.

Yes, a no-nonsense approach is best... most of the time, that is.

Because, every once in while, you just need a bit of a sugar-fix with your bricks and mortar. If you've been going at it with a focus of intensity that's starting to wear down your resolve, take a moment to pause and drink in some property info with a bit of oomph. Think of it as an elite athlete who needs time to taper - or perhaps more accurately, the cheat day on fitness challenge.

In November, Month in Review is all about that sweet, sweet, eye-candy property where we study the big and beautiful sales and listings throughout 2019 so far.

There is a method to this sugary goodness of course. Property is a serious business when you're dealing in the multi-millions price bracket. As such, market performance in the high-end can tell us plenty about a region's general residential sector. Prestige transactions are often more likely to align with overall economic performance, or even stock market movements, than whether interest rates go up or down or finance is tough to secure. Buyers in this bracket can cater to their whims and once they find the home that meets their needs, money is no object.

That said, for the vast majority of the population, just having a read about what the really big money buys throughout the country is a bit of a thrill.

Best of all, prestige property on offer throughout Australia is as diverse as the nation's landscape. For this reason, we've asked our expert team to give us a residential rundown of the biggest, best, brightest and most interesting sales so far this year.

In here, you'll find homes with everything from ten car garages and bowling alleys to multiple yurt style design.

And, if you're in the commercial space and have a hankering for retail property, we're at that point where we start to look back and dissect the market's 2019 performance. Our retail teams from coast to coast have done their thing and come up with this nation's most up-to-date precis of how retail markets have tracked.

Finally, the rural experts have stepped up to the plate for their run down on the properties that feed and clothe this nation. In addition, they've provided a little Valuation 101 and shared some thoughts on what drives values in their areas of specialty.

There it is folks. A brilliant water-cooler edition of Month in Review that will have you carrying on extended discussion with your real estate friends about how you'd spend your property dollar if money was no object.

Of course, while you're more than welcome to revel in the sugary goodness of our prestige property report, make sure you check in with the sensible folk at your local Herron Todd White office before making any major decisions.

Now, enjoy... guilt-free!



FEATURE



Retail

November 2019

National Property Clock: Retail

Entries coloured purple indicate positional change from last month.



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New South Wales

Overview

2019 is drawing to a close and it's time to look back over the retail property sector and see how we've tracked. This is your location-by-location review with a localised and nuanced take on the good and not so good of retail property this year.

Sydney

The retail market in Sydney has seen moderate growth over the past twelve months as a result of increased demand for good investment assets, growth in rental income and generally lower vacancy rates, despite the continued threat of online shopping and generally negative perception of the retail market.

We have noted that some retail precincts and shopping centres are working hard to keep up the levels of foot traffic and as such are adapting to changes in the market and demand. This has helped to retain vacancy in some areas. We are of the opinion that those landlords who adapt to the changes in the market may fare best.

Food and beverage outlets have certainly been popular this year. This part of the market has been driving tenant demand.

As a result of adaptation and increase in demand from food and beverage retailers, we have seen

rental rates remain generally stable this year following a general increase in 2018.

The Sydney CBD remains strong, as infrastructure improvements and new development continue and speculation about the impact of these continues to drive areas of the market.

Within the CBD, tenant demand originates from high end and luxury goods as well as food and beverage, with retailers keen to secure their positions within the CBD as infrastructure improvements, mainly the light rail, get closer to being completed and the pedestrian shopping areas of the CBD are revitalised.

Retail assets with good lease covenants have seen capital growth over the past twelve months. Demand from investors was the driving force in the market this year. Properties with well-established retail tenants and those with underlying future development potential were the most popular. We saw an increase in capital values in the early part of the year and some strong sales with relatively low capitalisation rates.

We caution however that from around July this year we have started seeing a decline in the fringe and secondary markets, in particular a slight increase in capitalisation rates, indicating that demand is slowing and that capital values are declining.

Retail was certainly an interesting market to watch this year with several factors driving the market and differing areas of the market moving at different speeds.

Newcastle

As we move towards the end of the year and start thinking about Christmas parties and Christmas presents for the kids, we at Herron Todd White are taking the opportunity to pause and look back on the year that was in the retail market in the Newcastle area.

Retail activity has been defined by an unusual dichotomy where yields are at or near all-time lows, meaning values remain high, while the number of sales transactions has been very low compared to activity in peak market conditions from 2015 to 2018.

Some further discussion on the state of yields is required at this point. Well tenanted property with tenants that show strong trading history and long lease terms is still very strong and recent interest rate reductions by the Reserve Bank have helped underpin this strong market. We have seen, however, a (small) number of sales that indicate we have come back from peak market conditions, especially for those non-core retail properties that may reflect a higher degree of risk for the investor. Factors such as a secondary location, short lease expiry profile or partial vacancies were not being factored into yields during the market boom and the yield differential between core and non-core retail investment properties was not

Sydney retail was certainly an interesting market to watch this year with several factors driving the market and differing areas of the market moving at different speeds.





being adequately built into sale prices. We have seen a number of retail sales of such properties where yields have increased somewhat to reflect these risks. We see further adjustment required in this space, which is happening, albeit at a slow pace given the limited number of retail sales this year. We also anticipate this sales rate to increase somewhat in 2020 with a further easing of lending policy from major lenders.

Now that the light rail has been up and running for some time, we see that a number of retailers on Hunter Street have suffered. Not only during the construction phase, but now with no parking available where the light rail runs along Hunter Street, many retailers have been forced to shut up shop or landlords are now in a position where they either accept lower rental returns or face extended letting up periods. We see these areas being converted from retail to office in coming years. So as we start our Christmas shopping, rather than shopping at Amazon or Googling for a bargain, get out and about in Newcastle and check out what the locals have to offer.

Wollongong

Overall the retail market is headed towards finishing the year as predicted, flat.

The first half of the year was particularly challenging for retailers due in large part to a stagnant housing market however some hope for a recovery has been provided for the second half of the year and moving into 2020 as the housing market recovers, likely being fuelled by the three interest rate cuts. It is hoped that these interest rate cuts will stimulate spending in the retail sector.

Leasing conditions have continued a long term trend of being static given above average

vacancy rates and generally soft demand, while supply continues to be introduced to the market given the large number of mixed-use projects completed in the Wollongong CBD over recent times and with additional projects also being developed at present. There is no upward pressure being placed on rental rates with conditions generally favouring tenants.

Buyer demand does exist for quality investment assets underpinned by strong leases as exhibited by the sale of the BWS tenanted retail strata property in Windang for \$830,000, a yield of 6.27% and rate of \$4,213 per square metre of lettable area, however such sales have been limited throughout 2019.

Lismore

The Lismore retail market has its positives and negatives, so let's start with the facts and figures.

The uncertainty and apprehension surrounding the retail market in Lismore continues although there has been a small number of properties sold which have not indicated any significant decline in yield. We believe the lack of yield movement has been hidden by the nature of the sales which tend to be stronger leased assets with stable tenants. It is envisaged that properties that are vacant or have limited owner-occupier appeal would show a significantly different picture.

Address	Sale Date	Sale Price	Passing Yield (%)
CBA - 86 Woodlark St, Lismore	01/02/2019	\$1,110,000	7.25
The Learning Cottage, 28 Keen St, Lismore	01/04/2019	\$1,545,000	6.99
Fundies Wholefood Market, 140 Keen St, Lismore	21/12/2018	\$815,000	7.84

The elephant in the room is ultimately likely to be the rental market. Lismore has significant vacancies of large retail spaces within the CBD. A quick search of realcommercial.com indicates approximately 38 properties within the immediate retail precinct for lease in Lismore. There are a number of properties that have been vacant for more than three years.

Lismore City Council's shop front vacancy analysis indicated 8.57% in December 2018.

Total shop front vacancies from council and our recent review are shown below.

Street	Vacancies Dec 2018	Vacancies October 2019
	LCC	HTW
Molesworth Street	26	14
Carrington/Conway Streets	8	12
Keen Street	8	8
Magellan Street	2	2
Woodlark Street	1	8
Total	45	44

Council raw numbers don't tell the true picture with a number of the vacant spaces being very large premises (previously occupied by Fosseys, Country Target, Williams Shoes, Spotlight, Molesworth Street Newsagency, NAB and Spotlight, Rivers and Betta Electrical). They represent very large footprints and on a lettable area basis indicating the picture may appear much worse.

We are aware of a recently negotiated lease in a strong retail position in Lismore which has seen a 16% fall from that achieved in 2010 and 2014 which was flat. We would expect that in weaker locations, this fall could be more significant.

Despite a negative perception, the Lismore retail centre is more than just numbers. Upon walking

D *The elephant in the room for Lismore retail is ultimately likely to be the rental market.*

around the CBD there are some very dynamic businesses with a diverse range of activities which includes retail, restaurant, café, wine bar, music lounge, community services, banking and a trend towards conversion of traditional retail to office. This has created a unique and very eclectic mix of businesses which offer a superior social atmosphere providing an opportunity both for local businesses and the community as a whole. While many major national chains have moved out, the continued diversity and community engagement of the CBD has the potential to grow significantly stronger.

The expansion of the Heart in the City along with Oaks Oval, the strong work within the business houses community and community events such as Eat the Street, Lantern Parade, Tropical Fruits, together with a community which boasts a strong arts community and a philanthropic culture is likely to create a backbone to the retail precinct.

The future expansion of North Lismore residential precinct along with expanding residential areas of Goonellabah Richmond Hill and Chilcotts Grass will create a stronger population base.



Victoria

Melbourne

The Melbourne retail investment sales market has generally remained steady throughout 2019 with firm yields reflecting the limited availability of quality stock and solid purchaser demand. We have seen particularly strong results for well-located properties with long term leases to major national retailers and for those with longer term development potential.

We have continued to see varied results throughout the wider market. There have been a number of examples of heavily declining rents which, when coupled with already sharp yields, is resulting in downward pressure on capital values in some areas.

The Melbourne CBD retail market has experienced reasonable levels of leasing demand within the retail core. The Melbourne retail rental market continues to be impacted by changes in consumer behaviour and varied consumer confidence. There has been an increasing level of tenant demand from food based operators and an ongoing decline in demand from consumer goods retailers throughout the Melbourne CBD, although we are aware of a possible oversaturation occurring within this sector. Subdued consumer spending is causing pressure on retailers' occupancy costs and downward pressure on rents.

Discussions with a number of leasing agents throughout Melbourne has identified an emerging trend whereby tenants are seeking to secure short initial terms, sometimes as short as one year, with a number of further option terms which allows for flexibility in the short term but some security and

This reflects a reviewed net income of approximately \$53,000 per annum - a near 60 per cent decrease in the net income prior to the review.

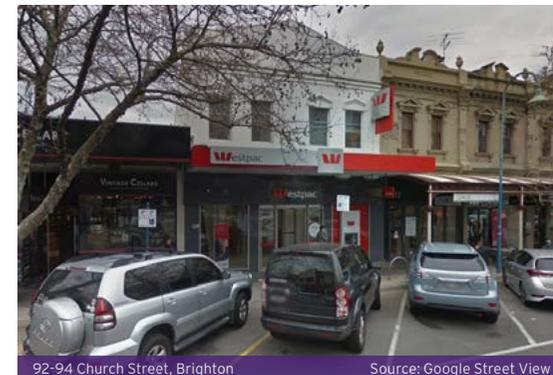
certainty to retain premises should the location prove suitable for the business. From a landlord's perspective, these flexible leasing terms are attracting tenants, covering operating costs and providing for reviews to market should the leasing market improve.

In addition to the above we have also witnessed a number of tenants being more aware of the impact that significant incentives have on the net effective rents. Tenants appear to now be more open to negotiating lower face rents in lieu of rent-free periods or fit out contributions which provides more transparency for the tenant and landlord.

Downward pressures on rents in suburban retail strips persisted throughout 2019 with some areas such as Chapel Street continuing to experience high levels of vacancies coupled with decreasing rental rates. An example of this trend occurred when a seven-year lease to a national retail operator was reviewed to market in August 2019. Prior to the review, the property generated an annual net income of approximately \$125,000 (plus outgoings totalling over \$16,500 per annum) payable by the tenant. As part of this rent review the tenant negotiated a reduction in lease term to three years together with a reduction in the rent to \$70,000 per annum gross, so the landlord is now responsible for the payment of all outgoings. This reflects a

reviewed net income of approximately \$53,000 per annum - a near 60 per cent decrease in the net income prior to the review.

Conversely, we have also witnessed a number of strong results throughout the Melbourne retail market. Two notable sales that occurred in 2019 are detailed below:



92-94 Church Street, Brighton

Sale Date: June 2019

Sale Price: \$6,900,000

Yield: 3.84%

Rate per square metre of building area: \$24,643

Land: Regular shaped 312 square metre allotment



Location: Approximately 12 kilometres south-east of the Melbourne CBD

Zoning: Commercial 1 Zone.

Description: Improved on the site is an older style two level retail building which provides a total GLAR of approximately 280 square metres

Tenant: Westpac Banking Corporation

Lease: Five-year lease commencing June 2017 with no further option terms

Outgoings: Net lease, tenant pays all outgoing including Land Tax. Westpac Banking Corporation is a listed company and does not fall under the provisions of the Retail Lease Act 2003 therefore pays land tax

Net income: \$264,992 per annum

WALE: 3.3 years



481 Toorak Road, Toorak

Source: Google Street View

481 Toorak Road, Toorak

Sale Date: April 2019

Sale Price: \$8,700,000

Yield: 4.16%

Rate per square metre of building area: \$20,714

Land: Regular shaped 422 square metre allotment.

Location: Approximately 5.2 kilometres south-east of the Melbourne CBD.

Zoning: Commercial 1 Zone.

Description: Improved on the site is an older style part two level building, which provides a total GLAR of approximately 420 square metres

Tenant: Australian Liquor Group Pty Ltd

Lease: Five-year lease commencing December 2017 with two further option terms of five years each

Outgoings: Net lease, tenant pays all outgoing including Land Tax. Australian Liquor Group Pty Ltd is a subsidiary of Coles Group Ltd which is a listed company and does not fall under the provisions of the Retail Lease Act 2003 therefore pays land tax

Net income: \$362,305 per annum

WALE: 3.67 years

Overall whilst demand for quality retail assets remains strong, particularly for well-located properties which have long term leases and strong lease covenants, there is evidence that tighter commercial lending criteria is restricting access to funds for many potential purchasers. Financial institutions are placing an increased focus on factors such as security of income, lease covenant and length of remaining lease term in assessing serviceability of debt. As a result of the reduction in the borrowing power of purchasers, we are beginning to see a slowdown in the constant price rises seen over the past five-year period.



Queensland

Brisbane

The Brisbane retail property sector has remained relatively stable throughout 2019. Firm yields continue to be achieved across asset types and price points with strong demand from investors for quality retail assets with strong income security.

The recent interest rate cuts and the very poor returns from cash are however again putting downward pressure on property yields for good quality investments, despite an industry consensus in late 2018 and early 2019 that yields had bottomed. We are yet to see widespread evidence of further yield tightening but this is more a function of very limited levels of stock availability and lesser levels of sales activity.

At the lower end of the market, the demand for good quality convenience and neighbourhood shopping centres remains strong with high levels of investor interest from private investors in particular. Such properties generally continue to trade in the six to seven per cent yield range.

There has been strong investor interest in large format retail properties over the past twelve months. The most recent notable sale is of a recently redeveloped Bunnings located at 727 Gympie Road, Lawnton which sold under the hammer for \$18.6 million reflecting a passing yield of 4.71 per cent. The property sold with a lease term

certain of 9.88 years with fixed annual 2.5 per cent rent reviews.

At the higher end of the CBD retail market, a recent notable and high profile sale was that of 130 Queen Street at the mid-point of the Queen Street Mall. This is a 3,780 square metre GLAR three level retail property which sold for \$77.1 million on a reported net yield of 5.71 per cent.



130 Queen St, Brisbane - Sold for \$77.1 million Source: Herron Todd White

More broadly, sub-regional, regional and major regional shopping centres continue to feel the squeeze as the traditionally high rental levels are in many instances not sustainable. Whilst good centres are better at maintaining occupancy, for many centres this is being done on a reduced rental structure which has a direct flow through to values. For secondary centres, the increasing levels of vacancies are becoming harder to hide.

Much of this pain is still to be worked through and is likely to continue for some time. These pressures are impacting on the higher end investment markets where the sentiment for retail has softened considerably.

Overall, we expect generally stable market conditions to continue for the lower tier retail markets into 2020 on the back of the low interest rate environment. In particular, there will continue to be strong interest in secure income producing properties with strong lease covenants, however many leasing markets are likely to remain difficult and there will be a heightened degree of volatility for both rentals and values for secondary assets.

Gold Coast

Early in the year we commented that the Gold Coast retail market was holding a steady course, although we were on the lookout for a shift in this trend.

On reflection, we have been surprised by the momentum that has been carried through 2019. Whilst the brakes were definitely applied in the earlier part of the year in terms of market activity, value levels in the most part have held firm.

In a nutshell, most retail investment products



6% to 7%

Yield on
good quality
neighbourhood
centres



In particular, there will continue to be strong interest in Brisbane's secure income producing properties with strong lease covenants.



across the coast have performed well, the exception being the tourist retail driven areas (more on that later).

There have been relatively few confirmed transactions of larger supermarket anchored assets. Pacific Pines Town Centre is the only one on the Gold Coast proper to be confirmed to date at \$30.8 million, reflecting a shade over six per cent, along with Coles Yarrabilba for \$19 million reflecting just under 5.44 per cent. We are yet to hear the result of recent campaigns for Woolworths at Ormeau, Logan Village and Reedy Creek however we are expecting similar results in the order of 5.75 to six per cent.

Local agents report that there are numerous investors patiently waiting in the wings, particularly in the sub-\$10 million price bracket. Most are driven to find a return on their capital in the prevailing low interest rate environment and commercial property (including the right retail assets) are being viewed as a safe high return investment vehicle. The challenge has been finding quality investments, as many property owners have a reluctance to sell due to the difficulty in finding a suitable replacement investment.

That being said, yields are the strongest they have been for a long time and rents in the most part remain firm. With the pent up demand from purchasers, it would appear an opportune time for sellers contemplating cashing in their chips.

Although not all that glitters is gold.

The tourist retail market continues the struggle to find its feet. This has been largely driven by

the continued supply additions throughout the southern Gold Coast that are detracting attention from the traditional tourism hot spots. Whilst tourist



Burleigh Arcade Source: Herron Todd White



Lakeside Source: Urban Developer

numbers are reportedly up, numerous quality traders in the south have been impacting second tier operators in the central precincts and obviously online shopping continues to be an ongoing challenge for those in the major shopping centres.

The knock on effect of this is an increasing rate of business failure, higher and longer vacancies, downward pressure on rents and increasing incentives. Broadbeach, whilst previously a strong performer, is the place showing the most evidence of this trend occurring of late, whilst Main Beach and Surfers were never able to fully recover post GFC.

That aside, what were the major influencing factors in the retail investment market over 2019? In our view, interest rates and the federal election, both of which injected an air of confidence back into the market following a rather uncertain start to the year. Yes, the reduced cash rate is a response to a sluggish economy, and no nothing has really changed post-election, however the mood and attitude of pundits has certainly improved locally which has resulted in a few surprises in the marketplace this year:

- ▶ The Lakes Retail Centre (no anchor) - sold in a \$20 million deal for a circa six per cent yield
- ▶ Old Burleigh Theatre Arcade - Sub four per cent but ended up being a redevelopment play
- ▶ High WALE retail showrooms now showing sub six per cent on occasions.

Sunshine Coast

The 2019 year has generally been a strong one for retail asset sales. This has been across the sector generally with yield levels holding at near market peaks and even improving to sub-five per cent for high quality assets in the Hastings Street retail precinct.

Starting with the northern part of the Sunshine Coast, we saw the sale of the Oasis Centre on Sunshine Beach Road for \$6.8 million in March, indicating a yield of 5.08 per cent and \$8,843 per

▶ *On reflection, we have been surprised by the momentum that has been carried through 2019.*



Overall, the Sunshine Coast retail rental market has shown various factors with some increased tenancy turnover across a range of assets, though vacancy rates are holding firm currently.

square metre. This was a record for the Noosa Junction precinct.

May saw the sale of a stand-alone holding in Hastings Street with Peter Alexander as the tenant for \$6.9 million and a yield of 4.99 per cent and \$34,673 per square metre. More recently we have seen a strata in Hastings Street contracted for over \$4 million with a reported yield of 4.75 per cent and over \$65,000 per square metre.

Further south we saw a stand-alone bulky goods facility on the Nicklin Way at Minyama transact at a price of \$12.05 million indicating a yield of 6.82 per cent and \$3,752 per square metre.

Other sales of note include a mixed use complex in Coolum Beach for \$4.55 million and a yield of 6.81 per cent fully leased to a range of local tenants and a two level mixed use complex in Maroochydore for \$3.52 million and a yield of 7.51 per cent.

Overall the rental market has shown various factors with some increased tenancy turnover across a range of assets, though vacancy rates are holding firm currently. Tenants are pushing back on any rental increases with overall retail spending generally down, even across tourism markets, which have continued to attract strong tourist numbers.

The retail market is difficult to predict. While interest rates remain low, there is some belief that yields may contract further, however there is also increased tenant risk in the market with a number of national failed retail businesses during 2019 and significant turnover of local tenants. These

factors along with continued reduction in retail spend and further inroads by the online market make it difficult to pin where the retail market will end up.

Toowoomba

Retail leasing in Toowoomba has been relatively subdued in 2019 with vacancy rates within the CBD increasing. This is likely due to the completion of the QIC Grand Central Shopping Centre redevelopment in 2018. The centre doubled in size to approximately 90,000 square metres, introducing new discount department stores, supermarket and approximately 160 speciality stores, with the latter considered to have drawn businesses from the CBD. Rentals appear to have been relatively static, although some lease incentives are available for long term commitments.

The historically low interest rates have resulted in a strong demand for retail properties by investors, however the lack of supply of quality, fully leased properties has limited the number of investment sales and has resulted in a firming of net yields over the past two years.

Despite strong investor demand there have been no major retail sales in Toowoomba in 2019. This is due to a lack of supply with most property owners electing to hold on to assets with good lease covenants and secure cash flow. The most recent retail investment sales of note in Toowoomba include:

- **Bunnings** - 239 Ruthven Street, Toowoomba City - A modern Bunnings Warehouse located to the

northern fringe of Toowoomba's CBD. Sale price of circa \$41 million with a reported net yield of 5.35%.

- **Godfreys** - 223 James Street, Toowoomba City - Semi-modern retail building of 580 square metres leased to Godfreys. Unexpired lease term of 2.77 years. Sale reflected a passing net yield of 7.83%. Sale price of \$1.9 million.

We note that a marketing campaign has commenced to sell Clifford Gardens Shopping Centre, a sub-regional shopping centre located in the suburb of Newtown. The centre is anchored by Coles, Woolworths and Big W, with two mini-majors, 80 specialities and seven kiosks. The centre has a total GLAR of 27,437 square metres with a reported income of circa \$13 million. The centre is being sold via an expressions of interest campaign.

Cairns

The Cairns retail property market passed through the bottom of the cycle during the course of 2014, but the limited recovery thus far means that the retail property market remains relatively flat. It must be also said that retail property sales in Cairns are extremely sporadic, with most sales involving retail property of mixed use retail and office buildings or tenant buyouts of single premises.

The level of general commercial property sales in Cairns, inclusive of retail and commercial office premises, highlights that activity in the Cairns commercial market



RENT

RENT RANGES:

- Prime Cairns CBD**
\$600 to \$800 per square metre per annum
- Cairns Esplanade/ tourist precincts**
\$1,000 to \$1,750 per square metre per annum





remains well below the levels achieved in the 2003 to 2007 period. Sales volumes have been gradually rebuilding over the past nine years, but are still only averaging around 90 to 100 sales per annum. Median prices paid specifically for strata titled premises have increased mildly over the past seven years, but our general impression is that prices per square metre of floor area are mostly stable within the \$2,500 to \$4,500 range for strata units.

High exposure CBD retail space remains reasonably well occupied, but vacancies are more noticeable in the lesser exposure locations and on the CBD fringe. Rents have remained generally stable, showing ranges of \$600 to \$800 per square metre per annum for prime CBD space and \$1,000 to \$1,750 per square metre per annum in key tourist precincts such as the Cairns Esplanade.

Blue chip retail located within the main Esplanade tourist strip as well as the central business district show reasonably low vacancies, though there is also limited demand from new businesses. There remains good investor demand for well leased properties which rarely come onto the market.

The Cairns retail property market overall has experienced little change thus far during 2019 and is expected to see little change for the remainder of the year.

Townsville

Activity within the retail sector during 2019 has remained steady with activity for modern suburban convenience and community centres seeing a follow-on of interest from 2018.

The biggest transaction to date has been the sale of a neighbourhood shopping centre in Currajong anchored by Otto's Fresh Food Market for a reported \$7 million. There has been a bit of motion around the fresh food market sector with Otto's

this year also opening a second fresh food market within the Precinct convenience centre at Idalia.

Fairfield Central shopping centre has recently completed its stage-three expansion with the opening of a new Coles supermarket along with a fresh food market and deli, Liquorland and other specialty stores.

Within the CBD we have seen the recent commencement of Flinders Lane, a retail development providing a pedestrian link between the recently completed CBD bus hub and the city centre. This laneway will provide retail and café opportunities along with connectivity to the North Queensland Stadium walkway and waterfront promenade.

Rockhampton

Market conditions in the retail sector have remained relatively flat throughout 2019, however there have been some developments showing positive signs and some market confidence. These include the recent opening of an Aldi in Rockhampton, which appears to have been well received by locals in its first weeks of trading. Still to open this year is a Carl's Jr and also a new cafe Coco Brew in William Street.

We have seen a slow re-establishment of a small retail precinct at Diggora Terrace on William Street. This is likely due to the increased foot traffic generated since the opening of Dingles Cafe as well as the availability of street parking in the immediate area. Indicators of a continued flat market have been seen though, with many retail buildings sitting vacant for extended periods.

There are various locations across Rockhampton experiencing these vacancies, which is due to a number of factors and is not solely a reflection of current market conditions. These can be factors

such as poor car parking, high asking rentals, sizing of the tenancies and poor exposure.

Investors remained active throughout the year, however are sensitive to the strength of the tenant and the length of time remaining on the lease term.

Gladstone

The retail sector in Gladstone has seen a relatively flat 2019 as a result of generally weak local economic conditions. Some confidence has been slowly returning to the market as we have seen some new local retailers opening their doors, however at the same time others continue to close theirs.

In order to perform well and maintain occupancy, tenancies with the best chance are those that provide affordable and realistic asking rentals and have convenient parking with moderate foot traffic. For neighbourhood shopping centres, a strong anchor tenant and affordable rentals are key to maintaining occupancy.

There has been very limited sales activity for the year.

Most notable retail sales are the Gladstone Central Shopping Centre (also known as the



Select commercial precincts in Hervey Bay and Bundaberg have experienced improved market conditions in terms of land sales and construction.

Nightowl centre and the Spotlight Centre) and the Autobarn. The Gladstone Central Shopping Centre transacted for circa \$20 million and was sold by CBRE. The centre is occupied by multiple national retail operators including Spotlight, Coffee Club, Subway, Cheesecake Shop, Dominos, Gloria Jeans and Repco. It is also anchored by the Gladstone Cinemas. The property had a reported WALE of about three years in December 2018. The sale price reflects a reported passing yield of 11.75 per cent and a reported analysed yield fully leased of 14.8 per cent. There are substantial vacancies within the centre which has been reflected in the sale yields.

At a much lower price point is the recent sale of the Autobarn tenanted property along Dawson Road. The property transacted for \$1.475 million in May this year. The sale analyses to a yield of about eight per cent. The property previously sold in June 2015 for \$1.705 million and the rental was subsequently renegotiated at a lower level, reflecting the tough economic conditions in the retail sector.

Wide Bay

The calendar year 2019 has been steady for the retail property markets in the Wide Bay. The market trends of a stagnant CBD retail property market and slowly improving retail development in modern areas has continued and the shopping centres in Hervey Bay and Bundaberg still have a strong presence in the retail market.

Select commercial precincts in Hervey Bay and Bundaberg have experienced improved market

conditions in terms of land sales and construction and there has been a noticeable improvement in areas such as Kensington in Bundaberg with increased development from a range of retail and medical uses that have improved the profile to a broad range of buyers. Other than the investment sales with blue chip tenants and strong lease covenants, retail investment property sales have been few and far between, albeit with low stock on the market.

Mackay

Although there has been a steady recovery in the Mackay regional economy since the mining downturn, the retail property sector has remained relatively slow with limited sales and rents recorded in 2019.

We are aware of a retail property in Sydney Street which is currently under contract of sale at a price of \$650,000 excluding GST (reflecting \$1,380 per square metre of lettable area) being purchased by the sitting tenant.

There are still a number of retail vacancies within the city heart. Of the few retail leases struck in this area, most annual gross rents have been at less than \$30,000.

There has been a flurry of construction within the Northern Beaches suburb of Rural View with a BP service station, fast food outlet and car wash facility being constructed at 41 - 43 Arana Drive along with another fuel station and two fast food outlets being constructed at 10 Eimeo Road.

South Australia

Adelaide

Once again, we begin a Month in Review discussing the recent reduction in interest rates. With the cash rate now hovering at just 0.75 per cent, the RBA noted that the outlook for the global economy remains "reasonable" yet flagged the uncertainty between the US and China and low levels of inflation. Throughout the retail property sector, not much has changed. Spending remains constant for the food and household goods sector while clothing stores and department centres are still struggling.

Reflecting on the Adelaide retail market of 2019, sales activity has been rather subdued. 2018 saw a total of \$8.25 billion in retail assets change hands, while over the first half of 2019 only \$1.68 billion of retail assets have been exchanged. These lower sales volumes reflect the change in investor sentiment as investors are looking towards the higher yielding industrial market as various retail sectors come under pressure.

At the top end of town, shops in Rundle Mall and Rundle Street reached the high price points; 41 Rundle Mall was sold for \$6.4 million and 270-274 Rundle Street changed hands for \$4.55 million. The lower price points were seen in Mount Barker where a small retail shop transacted for \$280,000 and two shops on Grange Road in Allenby Gardens sold for \$320,000.

Retail main streets are continuing to struggle given the significant investment that has gone into developing and refurbishing shopping centres over recent years. Some of the premier retail strips in Adelaide are beginning to feel the pinch of the

relatively flat retail sector. Vacancies have risen on The Parade at Norwood, with lessees unable to meet the high rental levels that owners are demanding. Slightly skewing the vacancy figures on the Parade however are the vacant tenancies that make up the ground floor of the new Bath Hotel and Nuova apartments. Rundle Street and Jetty Road have also seen vacancies rise, while O'Connell Street has seen a decrease in vacant shops from this time last year. The imminent council decision on the re-development of the old Le Cornu site at 88 O'Connell Street has spiked the interest of investors. The proposed mixed-use development has been touted to include a number of apartments, bringing more people, activity and spending to O'Connell Street.



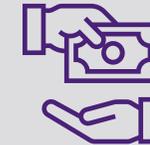
Retail tenancies for lease on the ground floor of the Nuova Apartments, Norwood. Source: Realcommercial

The leasing front has also been rather quiet. As flagged in our last retail update, Sephora secured the lease at 90 Rundle Mall and opened its doors just weeks ago after months of preparation and

refurbishment of the old Just Jeans site. With vacancies rising on main streets, tenants may start looking to occupy shops within larger shopping centres that have attractive anchor tenants.

The development of retail property has been scarce throughout the state, with limited major retail developments taking place in South Australia. The majority of upcoming development is centred on shopping centres, while we are seeing more and more of the small retail shops undergo refurbishments and conversion to cafes and restaurants. Eastern suburb centre Burnside Village has proposed an addition of 11,000 square metres, with completion expected in 2021, adding to the array of retail outlets at the complex. Westfield Marion has also proposed an 11,000 square metre addition which is expected to be completed in 2023.

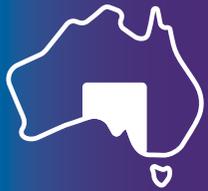
Looking at the current vacancy rates as well as the low sales volumes, it's clear that investors are steering clear of retail property. The RBA will continue to adjust interest rates and various fiscal policies in order to stimulate the economy, but until spending picks back up, the retail market will remain relatively flat.



TOTAL value of retail asset transactions

\$8.25 billion
2018

\$1.68 billion
2019 (first half)



Western Australia

Perth

The 2019 calendar year was a mixed bag for the retail property sector in Western Australia.

Out in the 'burbs, institutional owners of major regional and regional shopping centres pushed ahead with expansions following the removal of the cap on maximum retail floor space and the state government's push to create suburban activity centres. These expansion projects are focusing on delivering a better retail experience for shoppers.

Making headlines in the Perth CBD was the relocation of Louis Vuitton, Tiffany & Co and Kailis Jewellers from King Street to the revamped Wentworth Building of Charter Hall's Raine Square development. The move by some of the most renowned brands away from King Street possibly signals the emergence of a new high end retail precinct for Perth.

It is also worth noting the success associated with the opening of the DFO within the Perth Airport grounds in October 2018 which to date has been very popular with consumers largely due to the discount spending offered by retailers. The first Costco outlet in Western Australia is currently under construction on an adjoining site at Perth Airport and is due to open in early 2020. A second Costco outlet servicing the southern corridor of the Perth metropolitan area in Casuarina, approximately 31 kilometres south of the Perth CBD, has also been mooted.

However the award for best performing retail asset has to go to investment grade retail property or

more specifically, neighbourhood shopping centres. This asset was the darling of investors as evidenced by a wave of transactions hotly contested by local, interstate and overseas buyers. Critically however is the anchor tenant, with a divergence in yields evident between prime (Coles, Woolworths) assets and those with secondary calibre tenants.

Generally speaking however the retail property market in Perth continued to face difficult conditions. Consumer spending has been restrained due to perceived increases in the cost of living, high household debt and slow wage growth.

The hospitality sector in particular has been through a difficult time recently with a number of high profile venues closing including Ku De Ta, Chophouse, The Trustee, Beaufort Street Merchant

The move by some of the most renowned brands away from King Street possibly signals the emergence of a new high end retail precinct for Perth.

and Greenhouse. These venues represent but a sample of those that have closed during the year.

In spite of the weak trading conditions at present, a number of new venues have opened across the Perth metropolitan area, including several that have opened in older style commercial or industrial buildings that have been re-purposed for hospitality uses. Typically these properties are being leased on an as is, bare shell basis with substantial fit-outs being undertaken either in part or fully by the tenants.

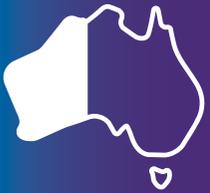
Generic suburban (strip style) retail premises continue to experience a prolonged downward trend with tenants often struggling to meet rental payments. Online retail spending continues to grow rapidly and apply further pressure on the viability of bricks and mortar retail but especially on discretionary retailers operating from suburban strip outlets.

Proactive landlords have provided some rental relief to retail tenants, particularly in high street locations where rentals are coming off a particularly high base having been set in far more buoyant conditions. The trade off to such rental abatements or reductions is the requirement for the tenant to exercise any existing options or extend the current lease term in order to provide

the landlord (and typically their financier) comfort around security of tenure through the current tough retail environment.

Our team has noted that tenants who would traditionally require large floor plates (such as furniture outlets) have begun to significantly reduce their space requirements when re-locating.

Looking ahead, Herron Todd White sees the existing malaise in retail property market conditions continuing in at least the short term. Opportunity does however exist for investors with an increased



risk appetite seeking counter-cyclical acquisitions of less sought after assets in the market place at yield premiums or secondary assets with good prospects for re-positioning through capital expenditure so as to take advantage of the next up-swing.



Northern Territory

Darwin

A 2018 study by Herron Todd White (commissioned by the Property Council of Australia) found that there was about 220,000 square metres of general retail space in the greater Darwin area. This figure includes properties varying from neighbourhood style centres of two to three shops through to regional retail centres such as Casuarina Square (individual corner shop type tenancies have been excluded).

Of this 220,000 square metres, about 68,000 square metres (or 30 per cent) has come on line in the past two to three years, principally in the Bakewell Shopping Centre (8,000 square metres), Coolalinga Central (20,000 square metres) and Gateway Palmerston (40,000 square metres).

Unfortunately, this large increase in supply has come on line at a time when Darwin's population is experiencing a significant decline, with the weaker economy seeing many Darwinites heading interstate in search of work.

What we have seen has been a drift of businesses to these newer centres, attracted by strong tenant incentives and a desire to follow the ant trail of shoppers. As a result of this displacement, vacancies have sprung up, particularly in Darwin CBD and Palmerston CBD. It is difficult to see trading conditions improving in these locations until the population begins to increase.

Coolalinga Central is being advertised for sale with negotiations around \$90 million. This would represent a yield in the order of 7.75 per cent which would seem attractive to many prospective investors who are used to seeing similar assets in other capital cities at yields of less than half this level.

It is expected that there will be limited rental and capital growth opportunities in Darwin retail centres, especially secondary centres without a major anchor, for the next three to five years.

Unfortunately, this large increase in supply has come on line at a time when Darwin's population is experiencing a significant decline.



Australian Capital Territory

Canberra

The Canberra retail market has continued to display stable sales and leasing activity throughout 2019 with early indications of market strengthening taking place, underpinned by the recent interest rate reduction by the Reserve Bank, low unemployment, vacancy levels below the ten year average and continued population growth. Furthermore, retail sale statistics issued in August by the ABS indicated a growth rate of 1.9 per cent (above the national average) in seasonally adjusted terms for the nation's capital.

It should be noted that while many aspects of the retail market appear positive, a continued divergence between new and old offerings has led to an increased disparity in both demand and rental results. Non-centrally located and dated stock, often in older local shopping precincts, has seen a spike in vacancies and a softening of rental expectations.

Increases to municipal and council rates continue to be a major concern in the Canberra property sector with these increases often outweighing CPI rental increases. The market has responded, with local agents indicating that more net leases and increases to recoverable outgoings are being negotiated.

The outlook for the Canberra retail market is for slow to medium take-up levels to continue over the next 12 months, with a need for incentives to continue.

The outlook for the Canberra retail market is for slow to medium take-up levels to continue over the next 12 months, with a need for incentives to continue.





Residential

November 2019

National Property Clock: Houses

Entries coloured orange indicate positional change from last month.

Month in Review
November 2019



RESIDENTIAL



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This report is not intended to be comprehensive or render advice and neither Herron Todd White nor any persons involved in the preparation of this report accept any form of liability for its contents.

National Property Clock: Units

Entries coloured blue indicate positional change from last month.

Month in Review
November 2019



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New South Wales

Overview

Prestige property transactions serve two purposes for the average real estate punter. Firstly, they provide some indication on how the top-end-of-town feels about our local markets. In addition, reading about how the big money is spent is highly entertaining and a great cause for discussion as we approach the end of the year.

Please enjoy our eye-candy edition of *Month in Review*.

Sydney

In 2018, suburb and region records were sent tumbling right across the city, including the Australian record. While 2019 has been more subdued in regard to trophy homes and record sales, there have been some amazing homes which have either sold or hit the market.

SALES

23 Newton Road, Strathfield

Recently sold in June 2019 for \$7.1 million and previously sold in 2016 for slightly less at \$6.8 million.

This estate style property is set on over 2,000 square metres (or half an acre) within a sought-after street of Strathfield. Strathfield is located approximately 15 kilometres from the

CBD, however is still a highly regarded locality particularly due to being surrounded by prestigious schools, parks, shopping and transport hubs, grand properties and sought after neighbourhoods such as the golden mile.

23 Newton Road includes circa 1920s period style features, manicured gardens and in-ground pool, tennis court, four-car garage plus additional parking for up to eight vehicles.



23 Newton Road, Strathfield Source: realestate.com.au

Bells Line of Road, Mount Wilson

A unique sale of 4.2 hectares of extensively landscaped gardens with two dwellings in Mount Wilson, a well-regarded enclave within the wider Blue Mountains area. Selling for \$2 million, this property is located off the Bells Line of Road, just

under two hours from the Sydney CBD and has one of the best landscaped gardens in New South Wales. The property sold through Iris Property.



Bells Line of Road Source: realestate.com.au

38-40 Station Street, Newtown

We have just seen the sale of an extremely unique property in the inner west suburb of Newtown. Situated at 38-40 Station Street, the property sold at the start of September this year for an undisclosed price, although it is expected to be at the upper end of the Newtown sales market. The property itself was built circa 1934 and was utilised as a Masonic Hall before being converted to residential use.

The main residence is situated over two levels with a modern fit-out and features ceiling heights of between 4.2 and 4.8 metres throughout. The sub-floor level comprises a massive workshop, storage and studio area, extremely rare for the high-density suburb of Newtown. The overall living area is reported to be 799 square



While 2019 has been more subdued in regard to trophy homes and record sales, there have been some amazing homes which have either sold or hit the market.

metres, including the sub-floor level, and has a flexible floor plan with the upper level currently comprising a second kitchen allowing for dual living if desired.

As expected for a property of this nature, the open home inspections were extremely busy, with local residents finally getting a chance inside one of Newtown's iconic homes. Although the property is unique and appeals to a specific buyer, the property was sold within 36 days according to RP Data records.



38 Bower Street, Manly

38 Bower Street, Manly is currently under contract for reportedly in excess of \$16 million. The property sold through Clarke & Humel in August 2019 after only eight weeks on the market. An architecturally designed trophy home set in the exclusive Fairy Bower oceanfront setting, the property garnered interest both locally

and internationally however the buyer has not been identified. The sale is a new suburb record previously held by 68 Bower Street, Manly, having sold in 2018 for \$16 million.



41/62 North Steyne, Manly

No surprise that the highest unit sale is also located in the premier suburb of Manly. 41/62 North Steyne, Manly sold for \$4.55 million in August 2019. This four-bedroom, two-bathroom penthouse unit is situated on the 14th floor of a 1970s building. The sale provides exceptional views over Manly Beach and perfectly suits a local downsizer.



28 Matthew Flinders Place, Burraneer

The highest sale in the Sutherland Shire so far in 2019 is a large waterfront property in Burraneer. The property, which sold through Greg Gilbert Real Estate, was a large, 1,293 square metres, deep waterfront lot with expansive Port Hacking and Royal National Park views. Improvements comprise a large renovated six-bedroom main home, separate two bedroom accommodation at the street front, boat shed, jetty and slipway. The property spent 105 days on the market before selling in early February for \$6.5 million.



20B Tivoli Avenue, Rose Bay

It has been a subdued year in the eastern suburbs trophy home market so far in 2019, however this harbour front home sold in February for \$23.56 million through Ben Collier of The Agency. The property comprises a contemporary four-bedroom home with high quality finishes, with four-car garage and boat shed and deck at the water's edge, on a 675 square metre allotment. The main selling point however is the view of the iconic harbour capturing the CBD skyline, Harbour Bridge and Opera House.

Month in Review
November 2019



RESIDENTIAL

A similar property next door subsequently sold off market in May for \$22.6 million.



20B Tivoli Avenue, Rose Bay

Source: PriceFinder

LISTINGS

52A Cranstons Road, Middle Dural

A custom-built Hamptons inspired 136 square home (1,200 square metres) featuring home cinema, billiards room, tennis court, large inground pool and covered car accommodation for up to 13 vehicles. This area has seen some large sales over the past few years as the value increases seen for standard dwellings flow out to the rural lifestyle market. This area is also home to a number of high net worth individuals who have the means to build large high-quality dwellings on five acres of landscaped land.

The property is listed through William Brush LJ Hooker Dural with expectations over \$9 million.



52A Cranstons Road, Middle Dural

Source: realestate.com.au

1-10 Railway Parade, Springwood

Another Blue Mountains special is 1-10 Railway Parade Springwood, an early 1800s Victorian era manor with its very own medieval turret tower! It is a fully renovated property providing six bedrooms and four bathrooms. The property is listed through Purcell Property.



1-10 Railway Parade, Springwood

Source: realestate.com.au

Keepers Cottage, Vaucluse

This unique heritage listed property on Old South Head Road is back on the market after selling in 2016 for \$7.5 million. The property was built in 1881 and comprises four bedrooms, three bathrooms and three car garage, on a large 2,600 square metre allotment surrounded by parkland. Price expectations this time around are between \$8 and \$8.5 million.

The property has also recently been leased at \$4,200 per week.



Keepers Cottage, Vaucluse

Source: CoreLogic

RENTALS

28B/171 Gloucester Street, The Rocks (Stamford Residences)

This sky home is located on the top three levels of the building and has recently been advertised for rent (fully furnished) with an asking price of \$5,750 per week with a four-week bond (\$23,000). According to CoreLogic sales history, the last transaction took place in 2015 for \$9.1 million.

This tri-level penthouse which spans over 522 square metres is located within the highly sought after Stamford Residences which benefits from five-star amenities including concierge, meeting rooms, swimming pool, spa and gym. The accommodation mix comprises four bedrooms, four bathrooms and a three-car garage.

For \$5,750 per week, or approximately \$300,000 per year, you can expect the following features: C-Bus lighting; Calcutta marble bathrooms; steam oven; plate warmer; and other high-end finishes throughout. There are also expansive city skyline and harbour views throughout and internal lift access to all three levels.



28B/171 Gloucester Street, The Rocks

Source: realestate.com.au

Clifton Gardens, Mosman

The short-term prestige rental market is extremely popular over the summer months



on the Lower North Shore, particularly for properties within close proximity to beaches and the harbour. Although short-term rentals are not reflective of the general rental market, landlords are increasingly utilising the premiums achieved over the summer months as part of their investment strategies.

One such property available for lease over the Christmas period is listed in the Clifton Gardens pocket of Mosman, renting for approximately \$23,000 per week over the summer holiday period. The property comprises four bedrooms, four bathrooms, swimming pool, tennis court and appreciating restricted harbour views.



Clifton Gardens, Mosman Source: propertyproviders.com.au

180 Whale Beach Road, Whale Beach

The warmer months lend themselves to shorter term holiday rentals and astute investors capitalise on such opportunities. 180 Whale Beach Road, Whale Beach is no exception. This architecturally designed four-bedroom, four-bathroom trophy home with sweeping Whale Beach views can accommodate up to 12 guests and can achieve between \$20,000 and \$25,000 per week during peak periods.



180 Whale Beach Road, Whale Beach Source: CoreLogic

Lismore

69 Ocean Drive, Evans Head sold for \$800,000.

A development site with some of the hard work already done provides potential for this property.

Already possessing a development approval for the erection of a residential flat development comprising a three-bedroom unit and three two-bedroom units as determined by Richmond Valley Council on 6 July 2001, substantial work has already been commenced.

This rare vacant allotment in Evans Head has dual access, Evans River views and all utilities already brought to the property.



69 Ocean Drive, Evans Head Source: HTW

46 Baldock Drive, Mcleans Ridges sold for \$1.25 million.

This quality award winning Del Casa designed home was built in 2013 and presents as new. The orientation of the dwelling maximises the views over the Eltham Valley and the Nightcap Mountain Range from every bedroom and living area.



46 Baldock Drive, Mcleans Ridges Source: realestate.com.au



46 Baldock Drive, Mcleans Ridges Source: realestate.com.au

This house is a winner and previously sold for \$1.1 million in 2017. So, capital growth, great views and an award winning home all in one package equals winner.





Casino/Kyogle

Residential properties that fit the flash and the furious mould within the Kyogle and Casino regions are rather slim in number. For these rural towns, any detached house within the residential zoned area achieving a sales figure above \$500,000 certainly invokes a “saaay whaaaat?!” response in the locals.

A case in point is the sale recorded at 4 Rosewood Place, Kyogle for \$518,000 in July 2019. Located in a 1990s era subdivision, the two level, four-bedroom, two-bathroom house with three-car accommodation stands out from the rest having been fully renovated inside and out. Complete with tiered seating in the main lounge with an LCD projector and motorized screen, you have a veritable cinema under the roof!

In the popular satellite suburb of Gays Hill, near Casino, the most expensive house sale for 2019 was 6 Devon Court for \$549,000 in July 2019. A more original 1990s, but extremely well maintained and spacious four-bedroom, two-bathroom home with two-car accommodation is a testament to the first owner’s care and attention. This level of price is generally found to be more akin with more modern houses....so this one was an eye opener.

Rural residential properties usually command the upper price levels within close proximity to Casino and Kyogle, as they benefit from rural views and having the space and opportunity to go nuts on landscaping and ancillary improvements.

A unique property located on a well elevated 6.44 hectare site is 38 Chisholm Court, Collins Creek which sold for \$700,000 in May 2019. Contemporary in its design with only three bedrooms, two bathrooms and a detached two-car garage, the house site affords panoramic rural and

The Casino and Kyogle region has its share of eye candy and there appears to be a market demand to savour it.

mountain views to the north and east and is only ten kilometres from Kyogle. Far enough away but not too far....as they say. No problems with water supply thanks to a recently installed bore.

In a recently developed rural residential estate in Naughtons Gap, approximately ten kilometres north-east of Casino CBD, we have 35 Ironbark Place, a four bedroom, two bathroom, modern home with two-car built-in garage and a lot of bells and whistles such as ducted air conditioning, solar power system, 12 x 9 metre machinery shed, inground pool and 130,000 litres of water storage, all on a 2.424 hectare site for \$755,000 in June 2019. Every whim and wish catered for here!

Lastly, we have the larger, rural lifestyle properties that crack the \$1 million plus ceiling and can leave a tear in the eye (or wallet).

Consider 3309 Bruxner Highway, Casino for \$1.095 million in June 2019. A well laid out 40.33 hectare property with a 1990s, five-bedroom, two-bathroom, brick home with pleasant features such as a wide alfresco area, inground pool, three-bay garage and attached carport, fully equipped bore, dam...a machinery or store shed large enough to fit a Donald Trump Winnebago election troupe travel group - yeah... that’s big. Together with clean flat to easy undulating topography and a short ten minute drive from Casino, you can have the luxury of residential and rural living in one package.

Similarly, a 41 hectare property at 1233 Collins Creek Road, Collins Creek is only 14 kilometres north of Kyogle CBD and includes a beautiful three-bedroom, two-bathroom homestead set amongst whispering gums with panoramic north-easterly

rural views and views of Border Ranges National Park. The clean and improved pastures keep the cattle happy as well whilst you lounge on the open verandah and take in the cool breezes and eye catching scenery. At \$1.01 million in June 2019, you would think this is a bargain!

With the recent cut in interest rates, one would be forgiven for casting an eye on the more pricey real estate. A brief glance at the residential market for Casino and Kyogle shows only a handful of properties listed in the \$500,000 plus price bracket and they appear to be sticking around.

However, this is not the case for rental accommodation in Casino and Kyogle with the bulk of the rental stock being listed and quickly occupied. At a rental range of \$250 per week to \$500 per week, there is a sensing of tightening in supply throughout.

For larger rural lifestyle properties near Casino and Kyogle, the \$1 million-plus price bracket listing is becoming more apparent for well-presented rural lifestyle properties with a plethora of features such as creek or river frontage, elevated rural or mountain views and good quality and range of improvements.

In summary, the Casino and Kyogle region has its share of eye candy and there appears to be a market demand to savour it.

Ballina

The prestige market in the Ballina Shire is typically concentrated within the coastal localities of Lennox Head, Skennars Head and East Ballina as well as the sought after northern rural

localities such as Newrybar, Brooklet, Knockrow, Fernleigh and Tintenbar. The performance of the prestige market within these areas is no different to the prestige market within the Byron Shire in that it is traditionally related to the performance of capital city markets, most notably Sydney and to a lesser extent Melbourne and south-east Queensland.

The most notable sale within the Ballina Shire over the past 12 months is 1 Rocky Point Road, Lennox Head which transacted for \$6 million in August 2019 after an extended selling period in excess of 18 months. This represents a market leading sale for a residential property in the Ballina Shire. The property comprises an executive quality four-bedroom, two-bathroom, two-level residence with three car garage and resort style pool situated on approximately one acre surrounded by reserve with extensive northerly ocean views over Boulders Beach towards Lennox Head in the distance. It is of interest to note that this property previously sold for \$3.1 million in March 2005.

The market leading sale for a strata titled property within the Ballina Shire is 1/9 Rayner Lane, Lennox Head which transacted in December 2018 for \$2.7 million. This property comprises a ground level four-bedroom, two-bathroom duplex unit which adjoins beach front reserve and has unrestricted ocean views to the east. The property previously sold in May 2007 for \$2.4 million.

The market leading sale within the rural localities over the past 12 months belongs to the property at 219 Old Byron Bay Road, Newrybar which sold in July 2019 for \$3.9 million. This property comprises a 45.37 hectare (approximately 112 acres) lot which is generally considered prime grazing country with district views and is improved with a semi-modern architect designed residence. Again this property

was subject to an extended marketing campaign, having been listed since October 2018.

Clarence Valley

Across the Clarence Valley, 2019 has seen a number of strong and in some cases record breaking sales.

Some of the region's best known beach locations such as Iluka and Yamba were no exception. Iluka saw 46 Queens Lane sell for \$945,000. A quaint cottage with direct frontage to a sandy riverfront and river walk, the Queens Lane sale was the highest single use residential sale for Iluka over the course of the year and proved that location and views are still what it's all about. As for Yamba, its unique position caters for prestige riverfront or river view and beach view, and continues to lure many to the town. Throughout the course of 2019, its residential market showed the furthering of the gap between suburban Yamba and Yamba Hill. Whilst the first showed a stabilisation trend, the latter shot up and proved to be one of the most improved locations in the Valley. Yamba Hill, with its easy access to beaches and food and retail outlets, saw sales between \$900,000 and \$2 million, with a sale of land with no views at 13 Ager Street for a staggering \$615,000.

At present, there are a number of pricey properties, some of which are incredibly unique. For instance, the offering of 718 Goodwood Island Road, Goodwood Island occupies almost the entire island and features a landing strip while the nearby listing of Gourd Island, is in fact for a whole island, complete with its own private barge access.

Overall, the Clarence Valley's varied composition ensures each year's sales are a little different to the

last and one is never entirely sure what or where a listing may pop up.

Coffs Harbour

When talking prestige property on the Coffs Coast it is important to understand what the prestige market sectors constitutes.

Typically properties priced over \$1 million are considered prestige with the majority of sales within this market sector ranging between \$1 million and \$1.5 million. Sales between \$1.5 million and \$2 million become decidedly more scarce, typically numbering less than ten per year and those in excess of \$2 million are like hens teeth.

Let's start with the unit market. Typically there are very few sales over \$1 million, with the most recent highest sale of note being a penthouse unit in the Seashells highrise complex at Park Beach going for \$1.65 million. The unit has a total strata area of 231 square metres, affording extensive coastal and hinterland views with the normal upmarket features and complex facilities.

The next is located within the sought after Jetty precinct of Coffs Harbour along Camperdown Street selling for \$1.5 million. This is a circa 2010, three-bedroom, two-bathroom contemporary unit, situated in a low rise complex of nine units. The unit has an easterly aspect with unrestricted harbour and ocean views and strata area of 311 square metres. It is interesting to note that this property previously sold in 2010 for \$1.55 million.

Over this value level there is no recent sale to draw from other than noting two prestige units currently listed for sale within Sea La Vie at 131

 *The nearby listing of Gourd Island, is in fact for a whole island, complete with its own private barge access.*





High end properties appeal to a select and discerning market and are typically purchased by out of town capital city buyers.

Victoria Street asking \$1.995 million and \$2.295 million. This complex is also located within the Jetty precinct. The units comprise three bedrooms, three bathrooms and a two-car garage in an architect designed three-unit complex affording a high position with extensive coastal and mountain views north. They are single level design with extensive patio and private plunge pool.

The beachside housing market again has experienced very few sales over \$1.5 million this year, however we have recently seen a \$2.1 million sale within the prestige Charlesworth Bay precinct of Coffs Harbour. What is so special about this property is the location, affording a unique headland position of 3,173 square metres boarded on three sides by regional park with access to the beach.

To find properties in excess of the \$2 million mark, we have to venture further from the beach into the rural surrounds with the most recent being in Walters Road, Upper Orara achieving a respectable \$2.6 million. Known as Orara Valley Estate, it can only be described as a rural retreat set on 28 hectares with an extensive five-bedroom executive style country home with secondary quarters, resort pool and manicured grounds located 15 minutes west of Coffs Harbour.

For something a little different we venture south of Coffs Harbour to the lesser known area of Gumma or more specifically Barnetts Road, located eight kilometres east of Macksville along the pristine Warrel Creek. This property achieved a respectable \$2.025 million and comprises a unique rural lifestyle holding with a single level, five-bedroom, three-bathroom architect designed dwelling with

five-car detached garage set on a 40 hectare lot with 400 metres frontage to Warrell Creek.

As expected, these high end properties appeal to a select and discerning market and are typically purchased by out of town capital city buyers and require longer than normal selling periods to find the right buyer.

Newcastle

Here we go - eye candy property. Who doesn't love a good drive by or website search to view those amazing properties? With shows such as The Block absolutely dominating the ratings as usual, we all love having a good perve on some glamorous properties and checking out their styling choices and all those little extra features that wow the crowds.

Recently we've been advised of a property currently under contract which is rumoured to have broken the highest sale price in Newcastle. This prestigious property is located in the suburb of Bar Beach within close proximity to the actual Bar Beach. The sale is closely compared to the previous record holder of 40 Kilgour Avenue, Merewether which sold for \$5.51 million in February 2019.



16 Bar Beach Av Bar Beach sold in Oct 2019 Source: realestate.com.au

This architect-designed dwelling has four-bedrooms, three-bathrooms, three-car spaces and views over Empire Park and Bar Beach, all centrally located within close proximity to shopping and the CBD. Ancillary items include a 16.5-metre solar heated lap pool and north facing gardens and outdoor area. It's been reported that the agent had good interest in the property and it was listed for around three to four weeks. This recent sale is evidence that there is a strong demand for this particular type of property in Newcastle with very limited supply on the market at this time.

Another unique property in Kotara also recently sold for \$2.175 million and set the highest sale in the area record. This property is unique to the area and situated on a large 5,685 square metre block of land. It almost feels like it's located in the country instead of in the middle of the Newcastle area.



203 Ginsell St Kotara sold for \$2.175 million Source: realestate.com.au

This renovated property has four-bedrooms, two-bathrooms and eight-car spaces not to mention gym, tennis court, screen covered heated saltwater pool with alfresco area and built in BBQ. This property has so many features indoor and out it would take half this month's review to get through them all. With such an ideal central location that's close to shopping precincts of Kotara Westfield and Charlestown

Square and also the John Hunter Hospital, it's a great spot for both professionals and families.

To finish we present the ultimate eye candy property, aptly referred to as the Black House. This striking architect-designed four-bedroom, three-bathroom and two-car-space property sold for \$2.18 million in October 2019.



21 Flowerdale Ave Merewether sold for \$2.18 million Source: realestate.com.au

This magazine editorial worthy property has captured attention since it hit the market with its Japanese inspired design and complementary landscaping and has proved to be a winning combo with a strong sale price. The house spans four levels of living area and boasts a car garage with internal lift, plunge pool and smart automation home system, keeping it up with the technology game.

We feel that the best take away from the eye popping candy edition is that there is regaining strength in our market, albeit slow, but it's moving in the right direction. These types of properties, whilst different styles, appeal to a particular type of buyer who is actively seeking and ready to buy when these prestige properties hit the market.

There is regaining strength in the Newcastle market, albeit slow, but it's moving in the right direction.

Illawarra

The top end of the market in the Illawarra has seen usual market activity throughout 2019. Whilst there has been lower demand than during the peak period in previous years, the top end hasn't been quite as dramatic as the sub-\$1 million properties. High end sales include dwellings for \$4.1 million in Wombarra, \$3.2 million and \$3.8 million in Bulli and a rural residential property just out of Berry for \$5.4 million. A Wollongong unit in Cliff Road sold for \$3.225 million.

One of the more extraordinary sales in 2019 was a \$2.7 million property in Dapto. The house was built in 2018 and is approximately 475 square metres in size, featuring six bedrooms and three bathrooms all on 2,974 square metres of land. The homesite is elevated and has district and escarpment views and the grounds are extensively landscaped and retained with self-irrigating gardens, a wet-edge pool with spa and garaging for six cars. By far a record price in Dapto, it is not expected that there would be any more expensive properties in this area let alone any that have hit the market recently. Top-end properties vary depending on their type however most have a high quality level of fitout, substantial size and a significant view. Vast ancillary improvements need to complement the dwelling itself. These highlights show that there has been decent trading in the upper bracket. Buyers have still been willing to pay a decent price if they are getting something unique and special.

A search of realestate.com.au for properties in the region currently for sale over \$4 million lists a number of development sites along with

a penthouse with rooftop pool and private lift in Gerringong, an ocean front house on a double block in Bulli and two rural residential properties in Kangaroo Valley.

Southern Highlands

The Southern Highlands property market has a long history of attracting interest from the who's who of corporate Australia and as we near the back end of 2019 it appears that even after a somewhat weakened general residential market, the prestige price point is still commanding some very strong sales.

The highest reported sale for the year was of investment banker Mark Burrows' Widgee Waa land holding in East Kangaloon. The property is made up of 155 hectares and has allegedly traded hands for over \$14.5 million to none other than tech billionaire and Atlassian co-founder, Mike Cannon-Brookes. That purchase is the third property Cannon-Brookes has acquired in the Southern Highlands in the past three years. The entrepreneur purchased a 45 hectare property just up the road in 2018 for \$5.35 million as well as a large land holding in Joadja in 2016, taking his total portfolio in the Highlands to over \$20 million.

Other notable sales in the area included a \$9.25 million purchase on Bresnahans Lane in Avoca. The property is a 40 hectare holding with the main residence having a total living area of over 900 square metres as well as an indoor pool, full sized tennis court and a barn of over 450 square metres. The residence has changed hands twice in the past three years, achieving \$8.1 million in 2017 and indicating that the prestige market in the Highlands has held fairly strong even as the general residential market deteriorated across New South Wales into 2018.

Month in Review
November 2019



RESIDENTIAL

Looking forward to 2020, the local area currently has several high profile properties on the market including Beacon Hill, the estate of the late Roddy Meagher, listed at a guide of \$5.5 million. The property sits off Old South Road enjoying exceptional district views.

Goulburn

With spring in full swing, the end of the year drawing near and signs of the market beginning to stabilise, let's reflect on some of the most expensive, biggest and the most weird and wonderful properties sold in the Goulburn region in 2019.



244- 246 Cowper Street Goulburn - \$2.15 million Source: Real Estate View

On the market for eight months, this historic 1861-built residence in Cowper Street sold for a record \$2.15 million in March this year. This property was originally six rundown apartments and was restored to a single residence in 2004. The home is a Victorian Italiante country style house that has been extensively renovated internally, features five bedrooms, three bathrooms, a three-car detached garage and is located on 2,567 square metres in arguably Goulburn's most prestigious blue ribbon precinct. Despite the general residential and prestige high-end market being notably weaker than previous years, this country mansion is now

the most expensive home in Goulburn, topping 15 Abbey Road, Goulburn which sold for \$1.802 million in September 2018.



104 Bradley Street Goulburn - \$1.07 million Source: realestate.com.au

Sold at auction for \$1.07 million in September, this double-storey brick grand old property in Bradley Street is also located within Goulburn's blue-ribbon precinct. Set on just under an acre of established parklands, the 1883 residence comprises six bedrooms, two bathrooms and two kitchens. The historic ornate features throughout include the original slate tile roof, 14 foot ceilings, grand central timber staircase, wrap around verandah and leadlight windows. However, we feel the property could be significantly enhanced with some painting and small renovation works to bring it up to 2019, whilst still keeping within the style of that period.



138 Mulwaree Drive, Tallong - \$800,000 Source: realestate.com.au

This property in Tallong consists of six large yurt-shaped structures surrounding a central courtyard and can only be described as honeycomb cells from a bird's eye view. The residence contains four bedrooms and two bathrooms and features cathedral like ceilings, floor to wall double glazed windows and timber lined ceilings and walls throughout. The architecturally designed dwelling is located on a heavily timbered 1.33 hectares within the safe gated community of Tallong Park Estate. Levies by the Tallong Park Association Inc are currently \$1,346 per annum which allows the property owners and their invited guests to make use of the nine-hole golf course, tennis courts, 12.5 metre indoor heated swimming pool, bush walking tracks, horse riding trails and picnic areas.

Albury

The Albury prestige property market offers discerning purchasers a choice of location, size, quality and an array of ancillary improvements. Thus far in 2019 there have been 27 dwelling sales in the \$700,000 to \$1.4 million range, with only four over \$1 million. Despite the very strong central Albury market dominated by character dwellings, the best address has proven to be modern Chamberlain Close, with three sales over the past two years all between \$1.1 and \$1.2 million. The most recent transaction was off market in April. 15 Chamberlain Close sold for \$1.2 million. This is a modern well-appointed circa 2012 home with a pool on a 744 square metre level block within walking distance of the CBD. This segment of the market is stable and thinly traded due to the sought after location and the very limited stock of new or modern homes in a central location.





15 Chamberlain Close, Albury Source: rpp.rpdata.com

Rest assured that if you have a million dollars to spend in Albury, there won't be anything to spend once you move in. Just up the hill from the central flats, 699 Uralla Place, Albury sold for \$1.08 million in January. The property is a highly renovated circa 1965 part two level, four-bedroom, three-bathroom, four-car-garage with a pool on a moderately sloping 930 square metre block, proving the market will pay for someone else to do the renovation work.



699 Uralla Place, Albury Source: rpp.rpdata.com

The aerial images highlight that at the top end of town, size and amenities matter, but if you are feeling a bit claustrophobic from all house no yard, the prestige residential lifestyle property might tick all the boxes.

In February, 4 Hawksview Road, Wirringa sold for \$1.1 million, so is comparable to our in town examples price wise. Set on 8,098 square metres, there isn't room for horses however the property comprises the original 1930 cottage in addition to a very well appointed colonial style four-bedroom, two-bathroom, two-car brick home with wrap around verandahs, pool, tennis court and large workshop located 14 kilometres from Albury and only one kilometre from Lake Hume.



4 Hawksview Road, Wirringa Source: rpp.rpdata.com

The prestige rural lifestyle market segment again is thinly traded, highly sought after and has a small pool of potential purchasers.

To conclude our Albury wish list with the biggest and the best, in March, 26 Old Sydney Road, Table Top was the highest sale at \$1.35 million. Everything about this property was top notch for the area. A circa 2005, five-bedroom, two-bathroom, three-car residence (324 square metres of living) set on established manicured gardens with panoramic countryside views on 3.15 hectares featuring pool and large workshop only 16 kilometres from town with Lake Hume just down the road.



26 Old Sydney Road, Table Top Source: rpp.rpdata.com

There are currently three listings in Albury in the \$1 million price bracket. Interestingly, these include a character dwelling in town, a character dwelling on large block in Thurgoona and a rural lifestyle in Table Top, so take your pick, Albury offers the lot.

Tamworth

The bigger the better, whether that is dwelling size, land size or even the view - if you're after high end property in Tamworth they are all a must have.

The high end market in Tamworth can be broken





The high end market in Tamworth can be broken into three distinct sections - the new, the old and the lifestyle.

into three distinct sections - the new, the old and the lifestyle.

In the new market, we saw 66 Campbell Road, Calala sell for \$780,000. This property is a 2012 built home of exceptional quality. It was the improvements that pushed the property up the price ladder with an in-ground pool, workshop, granny flat and to top it all off views over the local farmland while still being an easy 650 metre walk to the local shopping centre.

For those who like a bit of character in their home, East Tamworth is the place to look with 109 White Street recently selling for \$920,000. Now what you get for this type of money is an exceptionally well maintained and renovated circa 1940 double brick home with incredible views over the city of Tamworth all nestled in manicured lawns to make the most of those summer days and the view. All of this and to be less than 1.5 kilometres from the CBD! What a home!



109 White Street, East Tamworth

Source: rpdata.com

Last but certainly not least is the lifestyle market. What we mean by lifestyle is any property from one

hectare up to ten hectares where you have room to move and space to run a horse, motorbike or just enjoy not having neighbours too close.

So once you've chosen this route, you then need to decide whether you go new or old, as the lifestyle market offers you a range of options.

If you went new, then 4 Horseshoe Place, Moore Creek sold for \$820,000, which would have given you a four-year-old house with a whopping 319 square metres of living of the utmost quality throughout. Add to this the 2.31 hectares of space and the large workshop and the home is ready to go.

The downside of new however is the lack of established gardens and ancillary improvements. This is where 939 Daruka Road at \$790,000 steps in, with its 2.03 hectares of landscaped gardens, in-ground pool and exceptional shedding. All the hard work is done with nothing to do but sit back and relax.

Whatever your choice, the high-end of the Tamworth market will have a property to suit your needs with a number of options to ensure that your home ticks all of your boxes.

Victoria

Melbourne

South-East

It is evident that the Bayside contains some of the best eye candy properties in the south-eastern suburbs of Melbourne. Demand has remained constant due to the prestige nature of the properties, whether because of their location, size or the lifestyle features they offer. Given the right market conditions, investors and owner-occupiers are willing to pay a premium for an eye candy property as an addition to their portfolio.

Highlighted below are the highest priced transactions for 2019 and the highest current listings on the market today in the south-eastern region of Melbourne.

Hampton

Highest priced sale: 36 Margarita Street, Hampton

Sale price: \$3.1 million (May 2019)

Four bedroom, three bathroom, two car



36 Margarita Street Hampton

Source: realestate.com.au

Investors and owner-occupiers are willing to pay a premium for an eye candy property as an addition to their portfolio.

Conveniently located between Port Phillip Bay and Hampton Street, 36 Margarita Street, Hampton is an ideal family home with an opulent modern living design. This property is situated in a low traffic area in walking distance of the hustle and bustle of the Hampton Street shopping precinct.

Highest current listing: 10 Linacre Road, Hampton

Asking price: \$4.9 to \$5.35 million

Five bedroom, four bathroom, three car



10 Linacre Road, Hampton

Source: realestate.com.au

Sitting on an incredible 1,440 square metre allotment on a hill with a stunning garden landscape, this Bayside treasure is the ultimate family home, offering something for everyone in the family from panoramic city to bay views, heated pool, tennis court and cellar.

Black Rock

Highest priced sale: 45 First Street, Black Rock

Sale price: \$3.9 million (July 2019)

Five bedroom, three bathroom, five car



45 First Street, Black Rock

Source: realestate.com.au

Known as one of the most sought after addresses in Black Rock, this bespoke three storey design by architect Eric Sette embodies the true essence of luxury. With floor to ceiling windows, this property offers panoramic bay views, a heated pool and a home theatre. This is the perfect home to entertain guests with a touch of luxury living.

Highest current listing: 346 Beach Road, Black Rock

Asking Price: \$3.2 million

Four bedroom, three bathroom, three car





346 Beach Road, Black Rock

Source: realestate.com.au

Currently on an attractive rental return of \$52,140 per annum, this property is located on one of the most prestigious locations on Beach Road. This three-storey family home is situated on a size of 916 square metre with magnificent Bayside views spanning across to the Mornington Peninsula.

Mount Eliza

Highest priced sale: 18 Watts Parade, Mount Eliza

Sale price: \$4.35 million (April 2019)

Four bedroom, five bathroom, three car



18 Watts Parade, Mount Eliza

Source: realestate.com.au

Nestled on a jaw dropping 3,777 square metre hillside block, this grand property is perfect for those who are looking for privacy and luxury as

it offers a cosy open fireplace, wine cellar and sandstone terrace poolside with bayside views as well as distant city skyline views.

Highest current listing: 5 Lois Place, Mount Eliza

Asking Price: \$3.5 million to \$3.75 million

Five bedroom, four bathroom, four car



5 Lois Place, Mount Eliza

Source: realestate.com.au

Recently listed as Mount Eliza's most expensive listing to date, this grand bespoke luxury home is also known as the former estate of Sir Edgar and Dame Mabel Coles. Magnificently set in private grounds of 2,386 square metres, this resort style home features a full-sized tennis court, resort style infinity edge pool, a library office with a separate pool house or guest bedroom offering its own en suite and built in sauna.

Rosebud

Highest priced sale: 310-330 Jetty Road, Rosebud

Sale price: \$4.65 million (October 2019)



310-330 Jetty Road, Rosebud

Source: realestate.com.au

Situated in the heart of Rosebud, this incredible allotment of around 22 hectares is one of the Mornington Peninsula's most unique properties. This three-bedroom cottage provides privacy and luxury as it comes with features such as a private helicopter pad, lake, windmill, barn and entertainment terrace just to name a few. This property was recently auctioned in front of a crowd of 80 people and was nabbed by a developer who paid \$2 million less than what the previous owners paid in 2016. The opportunities for the new owners are endless as this property is zoned Special Use Zone so allows the property to be used or developed in many different ways.

CBD

Whilst the city centre has experienced an increase in the number of high-rise apartments over the past few years, developers are always looking for new ways to improve city living for residents. There are many apartments available on the market today including off the plan developments.

The median Melbourne apartment price ranges between \$340,000 for a one-bedroom apartment and \$840,000 for a three-bedroom apartment.



The median Melbourne apartment price ranges between \$340,000 for a one-bedroom apartment and \$840,000 for a three-bedroom apartment with the potential to generate rent of \$450 per week to \$910 per week respectively. Highlighted below are the city centre's highest priced sale to date and highest current rental listing.

Median Unit Price

Buy
\$438,000

(Price data last updated Sep 27th, 2019)

1 BR	2 BR	3 BR
\$340,000	\$508,000	\$840,000

Source: realestate.com.au

Highest priced sale: 1901/35 Spring Street, Melbourne

Sale price: \$14.75 million (May 2019)

Five bedroom, four bathroom, six car



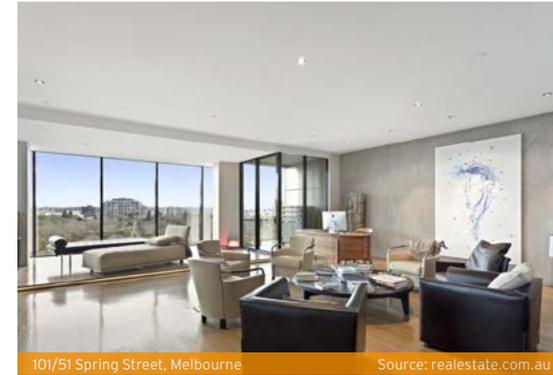
Located at the Paris end of the city, 35 Spring Street is known as one of Melbourne's high-calibre buildings. With a modern luxury design, residents can enjoy the many features and amenities this property has to offer yet still be in the hustle and bustle of the core of the city with its renowned retail, restaurant and entertainment culture.

Listed prices and clearance rates rose again after showing reminiscent signs of the period of prosperity Melbourne experienced from 2014 to mid 2017.

Highest rental listing: 101/51 Spring Street, Melbourne

Rent: \$3,300 per week

Three bedroom, two bathroom, two car



Overlooking the treelines of the Treasury Gardens, this mansion-like apartment is one of the Melbourne CBD's most prized apartments. Taking up an entire level, this luxury dwelling features a family library, wine cellar and voluminous living spaces which can be used for formal and informal entertainment areas. This is the ultimate family home as there is something for everyone.

Inner and Outer East

During 2019, Melbourne's property market has had a firm correction following a brief period of recession. Listed prices and clearance rates rose again after showing reminiscent signs of the period of prosperity Melbourne experienced from 2014 to mid 2017. This month we are looking at some of the most ostentatious listings and palatial homes in the

Month in Review
November 2019



RESIDENTIAL

eastern suburbs of Melbourne. Blue-chip suburbs such as Hawthorn are known for offering a grand lifestyle and it is easy to see why when you see its homes and apartments of an elite calibre, however the home pictured below would better fit the category of a manor.

18-20 Shakespeare Grove, Hawthorn has been listed on the market since 28 November 2018. The last known sale price was \$19.8 million on 5 May 2014. It is currently being listed by RT Edgar Toorak and they have listed the property with an indicative selling price of \$45 million. With nine bedrooms, seven bathrooms and an underground garage capable of housing up to ten cars, it has an impressive resume. Set on 4,251 square metres in one of Melbourne's most elite locations and sought after enclaves, Shakespeare Grove, the property is admired and timeless.



18-20 Shakespeare Grove, Hawthorn Source: domain.com.au

Just around the corner from Hawthorn is Kew, a suburb of similar calibre and filled with beautiful homes often listed for multiple millions of dollars. A home currently listed by RT Edgar Toorak is 107 Sackville Street, Kew. Set on 1,179 square metres and featuring five bedrooms, four bathrooms and three-car parking spaces, the indicative selling price is \$6 million to \$6.6 million. While it is a bit

Blue-chip suburbs such as Hawthorn are known for offering a grand lifestyle and it is easy to see why when you see its homes and apartments of an elite calibre.

more reserved and subtle than the property shown above, there is no disregarding its great location on one of the most desirable roads in **Kew**.



107 Sackville Street, Kew Source: realestate.com.au



107 Sackville Street, Kew Source: realestate.com.au

Originally built in 1920, the home has been renovated extensively on the inside and has had cosmetic work completed on the outside to restore the look of the home. This is a unique and valuable home in which to raise a family, entertain guests and enjoy a luxurious lifestyle.

Wonga Park is located 28 kilometres north-east of Melbourne's CBD. The suburb features semi-rural properties with large land sizes and grandiose homes. 134 Jumping Creek Road, Wonga Park sold for \$2.47 million on 13 May 2019. Set upon four hectares of land, the property is comprised of seven bedrooms, seven bathrooms and 11 car parking spaces over three storeys on a triangular-shaped allotment. The house's features look more like a forest getaway than a home.



134 Jumping Creek Road, Wonga Park Source: realestate.com.au

Built originally in 1970, the house was updated with a brand-new kitchen, living and dining areas in February 2006. The previous owners did a great job maintaining the exposed brick look in sections of the home to complement the renovations excellently. Having been sold previously on 27 November 1999 for \$610,000, the house has quadrupled in value in the past 20 years. The home is located an hour's drive from the city and has connecting roads to access Yarra Valley's wine region and Victoria's alpine areas.



This is a home suited for a family looking to settle into third gear and enjoy being away from the hustle and bustle that the fast-paced inner eastern suburbs offer.



134 Jumping Creek Road, Wonga Park Source: realestate.com.au

Inner and Outer North

When looking at eye candy property in the north and eastern suburbs, it's hard to look past the suburb of Toorak. The typical buyer in this region is not only buying a designer home but purchasing a lifestyle, with the majority of these larger homes including added luxuries such as a movie cinema, wine cellar, indoor gym, tennis court and pool.

The suburb is also home to one of Australia's most expensive buildings, located at 39 St George's Road, which is rumoured to have cost up to \$70 million in construction alone.

Looking at recent sales in the suburb, 26 Linlithgow Road, a five-bedroom, four-bathroom, four-car space mansion in Toorak sold for \$12.15 million. This luxury home is sprawled over 1,308 square metres of land and is fitted out from top to bottom with high-end features. It includes a cinema room, wine cellar, home gym, tennis court and outdoor pool.



26 Linlithgow Road, Toorak Source: realestate.com.au

2 Chastleton Avenue in Toorak sold for \$13.4 million on 18 June 2019. This stunning property features five bedrooms, six bathrooms and an underground six-car garage. Sprawled over 657 square metres in the heart of Toorak, the property features high-end finishes and fixtures whilst only a stone's throw away from the Toorak Village, Como Park and the Yarra River.



26 Linlithgow Road, Toorak Source: realestate.com.au

Currently listed on the market at a cool \$25 million is the sub-penthouse at Capitol Grand on Chapel Street, South Yarra. This home in the sky combines breathtaking views with unparalleled luxury. The three-bedroom, three-bathroom,

eight-car garage apartment includes 512 square metres of living space, floor to ceiling windows, European finishes and several other amenities including a cinema, massage room, indoor gym, sauna, pool, spa and 24/7 concierge. Although the property hasn't sold, it's one of the most extravagant listings on the market.



Chapel Street, South Yarra Source: realestate.com.au

West

Melbourne's west is mostly known for its current status of being the nation's fastest growing new housing market and is well renowned for its affordability and investment capabilities, however inner western suburbs such as Williamstown, Newport and Altona are home to some stunning properties that simply ooze class and luxury with a price tag to match.

An example of one of these extraordinary properties is this timeless home situated in the heart of Williamstown. This Victorian residence was originally built in 1880, collating period elegance with modern opulence to create a show stopping masterpiece. Sitting on 1,012 square metres of land, the first section of this home comprises four original era bedrooms and two modern bathrooms that branch off from the high arched central hallway. This then leads to the architecturally



designed rear of the home, which has been exquisitely renovated to blend modern aesthetics with functional living that proclaims luxury. The seamless indoor/outdoor pool haven situated in the back yard is truly something special and complements the house so well. This property was sold in June and holds the highest selling price for any home in Williamstown for 2019 at \$3.85 million.



Williamstown Source: realestate.com.au



Williamstown Source: realestate.com.au

In terms of what's currently on the market, you can't go past this property located on Electra Street in Williamstown. With an auction reserve of \$3.35 million, it is the best the area has to offer. The home is imaginatively executed with sophisticated yet inviting spaces that are brilliant for families of all

sizes. The architecture and details that have gone into the build are each truly one of a kind such as the in ground heated pool with an underwater window looking into the bottom level of the house and the curling staircase which looks up to an oval skylight. This home simply screams of wow factor and is worth every penny that comes its way in the upcoming auction.



Electra Street in Williamstown Source: realestate.com.au



Electra Street in Williamstown Source: realestate.com.au

Greater Geelong

Geelong's property market is vast and consists of a large variety of property types. Geelong has seen some high sales of some remarkable properties in 2019 such as this property sold in Geelong's most sought-after suburb, Newtown. The property sold in May for \$3.55 million and it's fairly evident why. Set

behind high gardened walls on an extensive 1,402 square metre block, this five-bedroom, multi-level, minimalist executive residence is a true showcase of state of the art functionality and eye for detail. Designed by renowned architect Rob Mills, this is a home that caters to the very best, radiating modernist principles, a brilliant integration of light-filled open spaces, architectural vision and innovative design.



Geelong Source: CoreLogic



Geelong Source: CoreLogic

One property in Geelong has recently hit the market at an extravagant price of \$6.1 million. Boasting class and sophistication on grand proportions, this stately and timeless home is immediately captivating and has recently



undertaken the most stunning of renovations. This iconic home set on 3,200 square metre of blue chip land situated in the heart of Newtown's prestigious school belt has the feel of a grand estate and features uninterrupted views, manicured gardens, pool, floodlit tennis court and pavilion, gymnasium and sauna. It has been finished with luxurious designer interiors and beautifully considered lines, the finest of Greek Thassos and Italian Carrara marble, Italian tiles and Coco Republic lighting and even has a full sit-down bar for guests to enjoy. With a \$6 million price tag, only the absolute elite will be pondering this mansion.



Geelong

Source: CoreLogic



Geelong

Source: CoreLogic

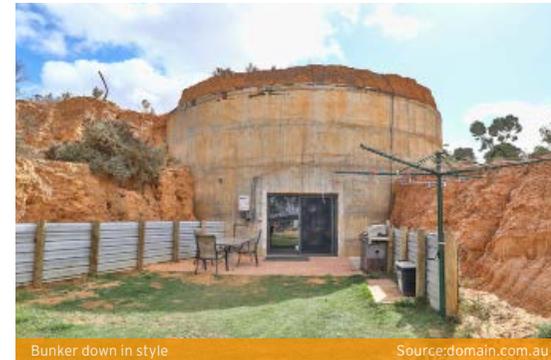
Mildura

We are a fairly conservative lot when it comes to housing and most new homes follow the same architectural theme. Most are single storey and it is unusual for any new homes to be constructed with anything other than brick veneer or rendered hebel panel walls. Higher value homes tend to be distinguished by being larger, having a higher standard of fittings and more extensive external improvements, but are more often than not built using similar materials and floor plans to more run of the mill properties.

The highest value residential sale to have occurred this year is a house situated in Carramar Drive, which sold for \$1.475 million. This house was built in the 1970s and has a very dated appearance, however has the appeal of overlooking the Murray River. Buyers know that there are few such buying opportunities each year and so are prepared to accept the need for renovation if they get the benefit of river frontage.

Interestingly, there has been only one sale in our region above \$1 million so far in 2019, whereas there were over ten sales above \$1 million in 2018, including two that were over \$2 million. The most probable scenario is that there have been simply fewer prestige homes advertised for sale this year, following an unusually high number in 2018.

Meanwhile for those not afraid of something different or who perhaps have a leaning towards doomsday preparation, a former World War II fuel storage bunker at Yelta, approximately 18 kilometres north-west of Mildura is currently being advertised for sale. The current owner has recently converted the structure into a dwelling, which is fitted out to a good standard. From the inside, the only difference is the lack of windows and, we suspect, a pleasant ambient temperature.



Bunker down in style

Source: domain.com.au

The bunker is built out of 30 centimetre thick concrete walls. To keep it safe from prying eyes and any fighter bombers, it is also set into the side of a hill.



Queensland

Brisbane

While Brisbane is regarded as the affordable east-coast capital by many, we still have our fair share of property stunners set to whet the appetites of cashed up buyers.

Of course, our brilliant outdoor lifestyle combined with easy-going existence, simple CBD access, river and mountain aspects as well as relative abundance of space all combine as attractive foundations for creating quality property desire.

While the number of prestige sales in 2019 has actually been lower than in previous years, there's still been plenty of ooh-la-la property that's changed hands at the rarefied end of the city's price parameters.

Sales

For starters, there was 95-99 McConnell Street, Bulimba, which is now under contract for \$8.4 million.



A palatial five-bedroom, three-bathroom (plus two

powder rooms), double-garage home all set on a 1,473 square metre site with 32 metres of Brisbane River frontage.

The two-level home offers over 950 square metres of space and is finished to a luxe level. Included are a wine cellar, garden pavilion, inground pool and two private pontoons for mooring your tinnie.

For those who want a riverfront home in New Farm without the hassle of a boardwalk between your boat and the open water, then 39 Griffith Street will give you an indication of what it takes. This post-war property on 873 square metres sold for \$7.75 million in March 2019.



While there's no doubt the dwelling looked a bit dated, the position can't be beaten. Advertised by the agent with statements such as:

"Build your dream home, renovate existing post-war home or develop and take advantage of the medium density zoning (STCA)... the options are yours!"

It's easy to see this was all about location, location, location.

Reports have come through of a major off-market transaction in October. While we normally to wait for confirmation via our data sources, the Courier Mail have already published the story. 1 King Arthur Tce, Tennyson - now former home of Bronco's chairman Karl Morris - reportedly sold off-market for more than \$16 million. The property sits at the junction of the Brisbane River and Oxley Creek and provides over 4000 square metres of land with close to 100 metres of water frontage. The Morris family built the Bayden Goddard designed home in 2010. This benchmark sale is the second-highest price achieved in our city's history.

Of course, while Brisbane has a number of detached homes that appeal to prestige buyers, there are apartments that also push the top tier price points.

10/170 Bowen Terrace, New Farm which sold for \$6 million in July this year is a prime example.





This two-level penthouse apartment provides four-bedroom, four-bathroom accommodation with garaging for six cars. The views are a knockout taking in the city, Story Bridge and Brisbane River from the couch.

As you'd imagine, the fitout is exceptional with granite, timber and glass all featuring. Other swoon-worthy elements include a private lift, sculptured light features and a separate kitchen scullery.

Listings

If you've got deep pockets and are on the hunt for something special, then here are a few current listings worth checking out. Of course, this is at the time of writing, so don't be disappointed if they've changed hands by the time you read this.

33b Harbour Road, Hamilton is listed as for sale by negotiation.



33b Harbour Road, Hamilton

Source: realestate.com.au

When the Portside project at Hamilton came out of the ground, the developers created two stand-alone waterfront properties for themselves. This is one of the pair.

It's a Shaun Lockyer Architects designed home

If you've got deep pockets and are on the hunt for something special, then here are a few current listings worth checking out.

of 1,034 square metres with eight bedrooms, nine bathrooms and a four-car garage.

It's a striking design that offers a surprising amount of privacy in this now busy lifestyle hub. Apart from the extraordinary high-end finish, the property includes a cantilevered heated swimming pool with adjoining bar and kitchen, internal lift, climate-controlled wine cellar and an open-air fire pit. The property previously sold for \$11.8 million in April 2015.

1 Leopard Street, Kangaroo Point - is listed as for sale and has heads turning once more - not least of all because its previous sale of \$18.488 million in November 2016 set a house price record for Brisbane.



1 Leopard Street, Kangaroo Point

Source: realestate.com.au

This cliff-clinger is a three-level property which holds a renowned position. The 1,184 square metre site affords a unique aspect of the river, CBD and mountain ranges. The home provides for six bedrooms, six bathrooms and five-car accommodation. The fitout is exceptional, of course, with an internal lift, huge terraces,

underfloor heating, infinity pool, wine cellar, gym and cinema. There is some colourful history here with one of the site's original owners being former internet porn king Greg Lasrado who paid \$2.8 million for the vacant land in 1999.

101 Welsby Street, New Farm is for sale by expression of interest and is sure to fetch a pretty penny.



101 Welsby Street, New Farm

Source: realestate.com.au

This is a characteristic Queensland colonial in one of the city's most desirable suburbs perched upon a 2,127 square metre site with direct river frontage.

For those with an eye for grand classics, this 1882-built home has it going on. Wrap around verandahs, high ceilings, VJ timbers, polished timber floors and stained glass. The home provides four-bedroom, three-bathroom, eight-car accommodation. The property encompasses three allotments and the owner is accepting offers on one of the blocks as a vacant site during the campaign.

10 Morgan Street, Ascot is also listed for sale by negotiation.



10 Morgan Street, Ascot, Qld 4007 Source: realestate.com.au

With five-bedrooms, six-bathrooms and six-car accommodation, this home is a striking blend with views across to the CBD, river and ranges. It's very much a new-design in one of Brisbane's recognised old-money suburbs. It's huge too with 1,470 square metres of living area fit on a 920 square metre allotment. The home has a commercial-level fitout, infinity pool, internal lift, oversized bar and entertainment area, wine cellar, media suite, gym and steam room.

Last of the listings is 17 Julius Street, New Farm



17 Julius Street, New Farm Source: realestate.com.au

The property is a 688-square-metre site with 38 metres of Brisbane River frontage, private pontoon and views taking in the river, bridge and

CBD skyline. The Kevin Hayes-designed, three-level home has four bedrooms, three bathrooms and four-car accommodation. That said, the block's position and outlook lend it to a demolition and rebuild for a cashed-up buyer.

...and just a bit of fun

To finish off, if you want an example of something a bit unique in the Brisbane market, it's tough to go past 94 Minimine Street, Stafford which sold for \$3 million in June this year.

This is very solid, high-end real estate. A 1,783 square metre block improved with an architect-designed two-level contemporary home providing four-bedroom, four-bathroom accommodation with a ten-car garage!

Advertised as the ultimate entertainer, the home includes (I kid you not) a competition-level double-lane bowling alley, neon lit bar, wine cellar and Gold Class cinema room. The sale is also reported to include a pool table, air hockey table and pinball machine.



94 Minimine Street, Stafford - yeah... no fun at all! Source: realestate.com.au

Gold Coast

Whilst some market segments have been a bit erratic throughout 2019, there are still a number of high-end properties that have transacted this year.

They are located in the beachside and waterfront suburbs and attracted interest from far and wide.

One of the highest penthouse sales in recent years occurred in February 2019 for \$8.6 million, comprising the top two floors of an eight level absolute beach front building known as Sea and located at 3533 Main Beach Parade, Main Beach. With three bedrooms and five bathrooms, the unit has a gross floor area of 705 square metres and panoramic views of the Gold Coast skyline, hinterland and ocean.



3533 Main Beach Parade, Main Beach Source: Kollosche Prestige Agents

Sovereign Islands is a prestige residential locality at the northern end of the Gold Coast. The collection of man-made islands is home to some of the largest and most prestigious dwellings on the coast. 20 Parklane Terrace, Sovereign Islands, Paradise Point is no exception and sold in March 2019 for \$6.3 million. Constructed on the property is an ultra-modern five-bedroom, four-bathroom dwelling with an eight car basement garage. The house is situated on a rare 1,497 square metre, north-west canal facing, double wide allotment boasting a 27-metre water frontage. The dwelling leverages its expansive water frontage to produce incredible canal views. Other improvements include a grand entrance with imported white marble staircase,



home theatre room, bar room with fireplace, large lap style pool with water feature and spa and 24 metre pontoon jetty (Photo Credit:?)

Located in a prime main river front location, 1A Yacht Street, Southport sold in June 2019 for \$7 million. The property features a south-east facing, two storey Hamptons style, five-bedroom, four-bathroom dwelling with three-car built-in garage, having a gross floor area of 825 square metre. The dwelling appreciates expansive views of the magnificent Surfers Paradise skyline and the Nerang River. The property is located within the prestigious TSS (The Southport School) precinct within Southport with a number of tightly held multi-million dollar homes.



1A Yacht St, Southport Source: Corelogic

Paradise Waters continues to set the benchmark for waterfront housing on the Gold Coast. One of the highest sales in the area this year was 22 Admiralty Drive which transacted in January for \$7.975 million. Whilst built in 1990, the home was renovated in 2007 and 2008 and comprises a substantial, 665 square metre, modern, five-bedroom, five-bathroom, prestige dwelling with garage area for six cars. Having a land area of 1,351 square metres and 37 metres of frontage to the Nerang River along the south-eastern

boundary, it is afforded good local, wide water and city skyline views. Other improvements to the property include an indoor lap pool, high quality landscaping, water features, 24-metre pontoon jetty, two timber decks over the river and a boat shed with wet bar. This house benefits from an ever-changing view across the water to the Surfers Paradise skyline.



22 Admiralty Drive Source: Corelogic

A north facing, 4,000 square metre Nerang River front allotment at 18 Maryland Avenue, Carrara is under contract for \$6.3 million. It has a Hamptons inspired, modern dwelling with four-bedroom, four-bathroom and six-car accommodation built over two levels with a gross floor area of 863 square metres and a 31-metre frontage to the Nerang River. The property is located in a sought-after enclave with several multi million dollar homes on similar small acreage riverfront and dry allotments. The property is in the process of changing hands and was placed under contract after a very short marketing campaign of just six days!

For Sale

Hedges Avenue, also known as millionaire's row is one of the most exclusive residential beach front localities on the Gold Coast with numerous multi-million dollar beachside residences. 17 Hedges

Avenue, Mermaid Beach is currently listed for sale for \$12.5 million. Situated on a prime, corner block, the six-bedroom, eight-bathroom dwelling spans three storeys with floor to ceiling stack sliding doors to each floor, maximizing its views of the white sandy beaches of the Coast. The property offers a rare slice of paradise, being only one of four properties currently listed for sale along millionaire's row.

Te Moana at 255 Monaco Street, Broadbeach Waters is listed for sale for \$13.75 million and occupies a 3,296 square metre north-west facing Nerang River front allotment with 43 metres of prime river frontage. The house is a classically designed, two level, palatial home of approximately 1,300 square metres with five bedrooms, six bathrooms and six-car garaging. Monaco Street is one of the premier streets of the Gold Coast with a number of large prestige homes situated within close proximity to the Pacific Fair Shopping Centre, Broadbeach business precinct, Surfers Paradise CBD and the Gold Coast Convention and Exhibition Centre.



255 Monaco Street, Broadbeach Waters Source: Luxure The Property People

Aiming to break all Gold Coast property records, 26 Knightsbridge Parade East on Sovereign Islands has been listed for sale at USD \$30 million (or about



AUD \$44.2 million depending on the exchange rate). This property is located across five absolute broadwater front lots, with over 4,000 square metres of land area and a true north facing aspect and also has a staggering 106 metres of broadwater frontage. Containing one of the Gold Coast's largest residences, the dwelling has a total floor area of over 2,700 square metres built in the Tuscan style of architecture and designed by Bayden Goddard (one of the Gold Coast's sought after architects). Features to the property include seven bedrooms, nine bathrooms, eight metre ceiling heights, timber parquet flooring, Turkish travertine feature columns, Turkish bathhouse, 30 metre north facing pool, high quality landscaping and 12 car basement.



26 Knightsbridge Parade East

Source: RPData/Alex Phillis Real Estate

Watch this space as hopefully next year we will be reporting on these properties as record breaking sales.

Sunshine Coast

Across the Sunshine Coast, the prestige market has been running at a couple of different speeds. This has been dependant on the location of the property and its type. Generally, the prestige market has fared well through 2019 with trophy properties still being sought after.

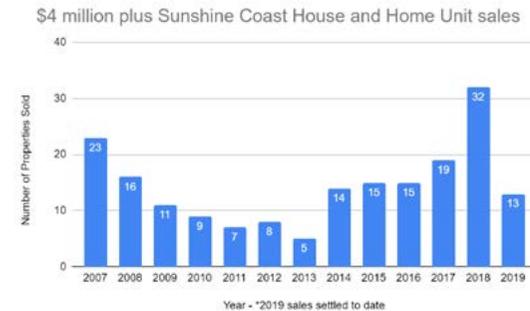
Across the Sunshine Coast, the prestige market has been running at a couple of different speeds.

In the first half of the year we experienced a slowing in the market on the back of the slowing Sydney and Melbourne markets, the effects of the Banking Royal Commission and the lead up to the federal election in May. Agents have reported that the result of the federal election has had a significant positive effect on the market. The election result combined with the recently reported improvements in Sydney and Melbourne markets and passing effects of the Banking Royal Commission have seen increases in both enquiry and sale volumes.

The improvement in the prestige or higher end properties has historically been influenced by a high percentage of capital city buyers from Brisbane and interstate investors from Sydney and Melbourne. With the low Aussie dollar, international buyers have come onto the scene. This is especially the case in the Noosa region. The relative affordability when you compare Sydney and Melbourne prices to those of the Sunshine Coast demonstrates pretty good value. It also appears that the Sunshine Coast is pretty high on a number of the lists of the baby boomers who have started to retire.

An indication of the improvement in the prestige market is that in 2007, the highest sale on the Sunshine Coast was \$8 million. Since 2017, there have been a number of sales beating previous records, with the highest sale in this cycle being \$18 million at 23 Webb Road, Sunshine Beach in 2018.

The below graph shows the number of sales in excess of \$4 million since 2007, showing 2018 to be a record year for the prestige market on the Coast.



Source - HTW data obtained from Pricefinder

The Noosa area is still the region on the Coast that experiences most of the activity with 54 Noosa Parade recently selling for \$7.1 million, providing a north facing, absolute riverfront property within walking distance of Hastings Street. The central and southern Sunshine Coast waterfront markets haven't reached the same levels as the Noosa markets but there are still some good prices being achieved, with a deepwater riverfront property at 31 Carwoola Crescent, Mooloolaba currently under contract for \$4.725 million.

For units, the larger permanent occupancy style product remains most popular. The most recent sale of Unit 2, 23 Hastings Street, Noosa Heads is a record unit sale, being a three-bedroom, three-bathroom, one per floor unit in a three-unit beach front complex selling for \$8.25 million (\$33,119 per square metre) in August. This is the highest unit sale in Hastings Street since 2006. Just recently, Unit 6, Noosa Court in Hastings Street was listed for sale with a price guide of \$11 million.

In the prestige rural residential market, Magnolia at



566 Reesville Road, Reesville is under contract for \$5.25 million, sold fully furnished with additional chattels. This 38 hectare property is one of the larger high quality rural residential dwellings on the Coast.

Overall, the prestige market has been pretty good. The question is, how long will it last?



2/23 Hastings Street Noosa Heads

Source: realestate.com.au



'Magnolia' 566 Reesville Road, Reesville

Source: realestate.com.au

Mackay

This month, we get all starry eyed and look at the prestige market and how it has fared over the past 12 months.

Mackay has been in recovery mode for the 12 months, with improved market confidence across

the residential sector. Values bottomed out and have now started to improve slightly.

On the prestige front, we have seen a variety of properties sell, with the majority of sales around \$1.2 million give or take \$50,000. For this amount, you can get good quality rural residential properties comprising large executive style dwelling and associated ancillary improvements. Examples include 241 Koch Road, Farleigh for \$1.240 million and 185 Ian Reddacliffe Drive for \$1.2 million.

In town, we have also seen some good quality residential sales. These include the sale of 11 Joseph Court for \$1.05 million. It comprises a large, two-storey architecturally designed dwelling representing the highest sale in a standard residential estate.

The jewel in the crown however belongs to the sale of 30 Beach Road, Dolphin Heads for \$1.73 million. This property comprises a large architecturally designed dwelling on absolute beach front at Dolphin Heads and represents the highest sale recorded in Mackay in the past 12 months.

Local agents report good interest in prestige property, however a lack of high quality stock is currently holding the market back. One way we have seen around this is the increase in new construction of prestige dwellings. A number of large architectural dwellings are currently being built or planned for construction right across the Mackay region.

Local agents report good interest in prestige property, however a lack of high quality stock is currently holding the market back.

Rockhampton

The Rockhampton region has been spoilt for choice with a number of quality homes selling throughout the year. This isn't always the case for our local markets so it has been a very exciting year!

Rockhampton itself has seen our long-standing price ceiling of \$1.5 million smashed this year with the sale of 50 Agnes Street, The Range. This property was set to go to auction back in March however sold prior to, with a number of serious offers received prior to the day. The eventual sale price was just shy of \$1.8 million. This property is positioned on the top of The Range, a highly desirable residential locality among families and investors alike. It is a modern home of grand proportions with top quality fitout, on a larger than average 2,462 square metre well landscaped allotment with pool, pool house and tennis court just some of the stand out features.

The Capricorn Coast has also had some premium sales throughout the year, albeit less volume than 2018. A rural residential property on two hectares with elevation high above Mulambin Beach is currently under contract for well in excess of \$1 million. This property attracted multiple offers over a relatively short marketing period, highlighting that there is still demand for well-established property with quality views at the upper price points.

To a lesser extent, our rural residential markets also provided some interesting sales throughout the year with a current contract of a modern home on an acre allotment on the northern fringe of Rockhampton reaching \$900,000. This property



has a generously proportioned modern home with pool and large shed.

Regionally, there is typically very little by way of premium rental properties or units with most executive rentals topping out at around \$550 to \$600 per week.

If one were chasing a sea change, 27 Island View Crescent at Barlows Hill has on offer, for \$1.95 million, an architect designed, multi-level home of a reported 1,000 square metres of living area! Expansive ocean views are on offer, together with six bedrooms, opulent master suite, soundproof media room, C-Bus lighting system, wet edge pool, library and dumbwaiter.

North Rockhampton has a select few areas which spark the curiosity of the marketplace.

29 Murlay Avenue has recently been listed for sale at \$985,000. Once again, this is a spacious, multi-level home, with the main feature here being the quality views back over the city of Rockhampton and the Fitzroy River. The property has a unique appeal to the entertainers out there.

Back over to The Range and just over the road from the record-breaking sale at 50 Agnes Street, number 51 Agnes Street is a listing to watch. Having recently undergone a complete transformation after being purchased for \$460,000 just over 12 months ago, it is now offered to the market at \$945,000 with high quality fitout and immaculate presentation and styling.

One of our more unique listings of late has been a seven hectare absolute river front property on the fringe of suburban North Rockhampton at 352 Lakes Creek Road, Koongal. The property is unique not only for its river frontage, but also due to its combination of improvements including a residence, a set of four flats, stables and large

shed. This one of a kind property was taken to auction in May, before being priced to sell at \$1.25 million. The site is partly flood affected and has been zoned Waterfront and Marine Industry. This property has no recent sales history and is without comparison, so it will be an interesting property to analyse once sold.

Gladstone

The residential market in the Gladstone region has stabilized over recent years after a very volatile patch. Since the beginning of the year there has been limited sales activity of homes on standard residential lots over the \$600,000 price point and unit sale prices top out at just over \$200,000.

The city of Gladstone is the largest multi-commodity shipping port in Queensland so as a consequence most eye-candy property in the region takes advantage of water views.

Tannum Sands and Boyne Island are two localities situated on the coast to the south of central Gladstone and seem to have the majority of 2019 residential home sales at the upper end of the market. One property worthy of note in this location is 5 Di Street, Tannum Sands which has frontage to the Boyne River and sold in July 2019 for \$750,000. The property offers uninterrupted river views from a two storey, four-bedroom, three-bathroom modern home with an inground pool.

When considering eye-candy residential property in Gladstone, it is difficult to go past 2 Parkville Drive, New Auckland. This modern resort style home won the CQ Master Builders Housing and

Construction Awards 2013 for best individual home and swimming pool, outdoor living and landscaping prizes. Owned by a local builder, the property sold for \$1.04 million in May 2019. Located on a 2,806 square metre block, the architecturally designed home offers four bedrooms, three bathrooms, state of the art kitchen, butler's pantry, sound proof media room, relaxing urban views over the L-shaped pool and a 165 square metre shed with kitchen, bathroom and mezzanine floor.

2019 prestigious unit sales only include a luxurious penthouse apartment in the Aspex complex which sold in April 2019 for \$810,000. This is a significant reduction from the previous sale in 2011 at \$1.4 million. The modern apartment offers 302 square metres with four bedrooms, three bathrooms and a sky terrace with views of Auckland Creek Inlet and the Gladstone Marina.

The top end price listing has to be 6 Cormorant Close, South Gladstone with a list price of offers over \$1.4 million. The property has been on the market since May 2019 and is significantly discounted from its previous sale price in 2015 of \$1.84 million. Having a land area of 1,151 square metres, this architecturally designed home offers six bedrooms and three bathrooms over six different levels and three outside entertaining areas. An L-shaped pool including 12.5 metre lap pool and waterfall blade is also a feature. Boasting ocean and bush views the home also offers a custom designed art room with 100-year-old recycled timber flooring, gymnasium, wine cellar

Since the beginning of the year, there has been limited sales activity of homes on standard residential lots over the \$600,000 price point in Gladstone and unit sale prices top out at just over \$200,000.



and mud room. Internal size is advertised as 672 square metres.

You had me at wine cellar!

Bundaberg

The Bundaberg residential market has remained typically flat throughout 2019, however there seems to have been a lot of interest in the residential market with agents searching for more stock as they have exhausted most stock on hand. This renewed enthusiasm comes after what was seen as a political election win federally that appears to assist investors.

The biggest value residential sale in the region was a house at Bargara on the waterfront known as the Glass House. Located at 51 Woongarra Scenic Drive, Bargara, it sold to a local farming and banking identity for \$4.12 million setting a new record for the area. The house is an architectural masterpiece in a premium oceanfront location. Placing an emphasis on beachside living, the Glass House is a multi-award winning architectural masterpiece of sophisticated style in a dream location. It has five bedrooms, five bathrooms and parking for two vehicles. The dwelling sits on a beach front property of 2,239 square metres fronting the sandy beach.

Bargara continues to be a sought-after location at the current time.

Emerald

While Emerald is still bouncing off the bottom and in a slow rising mode, there is little eye candy around unless the property ticks all the boxes and has multiple buyers looking. A big sale for Emerald is over the \$1 million mark.

This year we have seen two properties sell in this top range with the first being 8 Campbell Ford

Drive, situated on 4,061 square metres with nine bedrooms, five bathrooms, a four-car garage, over 750 square metres under roof, a 19 metre pool and an approximately 400 square metre shed. This is a one of a kind for Emerald, hence the price tag of over \$1.1 million.

The second home selling at just over \$1 million was at 22 Slack Drive. The property is 1.03 hectares of river frontage with manicured landscaping, an outstanding outdoor area, four bedrooms, two bathrooms, approximately 480 square metres under roof, an approximately 300 square metre shed and an inground pool.

Both of these properties lacked nothing for quality accommodation in Emerald.

Rents top out at \$450 to \$500 per week with six listings currently. Rents have seen the highest growth in 2019 and this should start driving house prices upward.

There are currently four genuine listings of residential properties in Emerald over \$850,000. Each is unique with architect designed homes, pools, granny flats, large sheds, acreage, extra-large homes and high quality accommodation.



Emerald prestige

Source: Raywhite Emerald



Acreage quality

Source: Raywhite Emerald

Hervey Bay

The historic town of Maryborough was first settled in the mid 1800s, becoming a busy port town exporting wool and primary produce. The Engineers Arms located at 115 March Street in the heart of the CBD was built in approximately 1870 and is a heritage listed former hotel. Trading as a hotel until 1950, the property has also operated as a guest and boarding house, restaurant, community centre and leased commercial spaces. After being on the market for five years, this historic property sold for \$415,000 in August 2016 and is currently under contract to new owners. The property was extensively internally refurbished in 2017 and 2018 and was converted into a gourmet food and liquor hub. In recent times the building has been council approved as a single residential dwelling and provides six-bedroom, two-bathroom accommodation set over two levels. The property boasts approximately 397 square metres of living space and 237 of covered outdoor areas. Features include a wooden staircase, open fireplaces, polished timber floors, fretwork and high ceilings. Given the central location and close proximity to the river, this property would make an ideal Airbnb (subject to approvals) for travellers who are

Month in Review
November 2019



RESIDENTIAL

seeking a unique historic experience in this great part of Queensland.



The Engineers Arms Source: CORELOGIC 2019

Cairns

The stand out sale in terms of price in Cairns for 2019 was 2-4 Hibiscus Lane which was sold for \$4 million in March by Belle Property. The property is a 2,679 square metre, absolute beach front site with over 65 metres of beach frontage improved with a contemporary home and lap pool and previously traded for \$3.7 million in 2010.



2-4 Hibiscus Lane, Holloways Beach Source: realestate.com.au

Executive quality homes are synonymous with Port Douglas and the sale of 2 Murphy Street for \$5.1 million in July by Sotheby's International Realty continues that trend. The property is located high

on Island Point with wonderful views and within walking distance of Macrossan Street. The site is developed with a fully renovated five bedroom home over three levels - a trophy property.



2 Murphy Street, Port Douglas Source: realestate.com.au

The other notable mention is the new development known as Shara Palm Cove being developed by Palm Cove veteran Bob Simkin. The development will be the first new complex in many years and the pre-sales to date suggest a strong level of underlying demand for the premium quality, family sized units. Only a couple of units remain for sale and construction is to commence in 2020.



Shara Palm Cove Source: realestate.com.au

Townsville

Townsville's top end eye candy property is a relatively shallow market with the majority of prestige stock falling within the \$1 million to \$2.5 million price range.

These swoon-inducing properties typically offer elevated aspects and ocean views with well above average levels of accommodation and fit out. Improvements include features such as pools, architectural design and good outdoor living areas, along with extensive main living areas.

To date in 2019 the highest settled residential sale recorded was for a property located on Castle Hill, which transacted for just over \$1.5 million. This architecturally designed property offers sweeping views over Cleveland Bay and comprises five bedrooms, three bathrooms and an inground pool.



37 Yarrowonga Drive, Castle Hill Source: realestate.com.au

There are currently a number of properties listed on the market with asking prices over \$1.5 million within the North Ward and Castle Hill areas along with some located on Magnetic Island. An exceptionally large architecturally designed house in Annandale comprising six bedrooms and five bathrooms with views over the Ross River is



currently on the market with an asking price of \$2.4 million negotiable. This property is built over three levels with a reported total floor area of over 900 square metre including four-car accommodation, pool, theatre, lift, C-bus electrical system and self-contained living to the lower level.



3 Fairlight Crescent, Annandale Source: realestate.com.au

Toowoomba/Darling Downs

Whilst other market segments in Toowoomba have been soft in recent times, the prestige sector has been performing strongly, particularly in East Toowoomba. The prestige market for \$1 million-plus properties continues to show signs of strong interest and sales results, but is limited in supply. An analysis of all house sales recorded in the Toowoomba Regional Council area during 2018 reveals only 7.5% made the \$1 million plus price point. Prestige units exceeding \$500,000 are also proving more desirable than previously, with retirees showing a preference for lower maintenance properties in prestige locations.

Suburbs encompassing the prestige sector include Middle Ridge, Rangeville, Redwood, Prince Henry Heights, Mount Lofty and the stand out performer, East Toowoomba. These suburbs are located on the eastern escarpment of Toowoomba, enjoying large

Suburbs encompassing the prestige sector include Middle Ridge, Rangeville, Redwood, Prince Henry Heights, Mount Lofty and the stand out performer, East Toowoomba.

lots and valley views as well as being within many of Toowoomba's private school catchment areas.

The typical prestige property comprises open plan, four-plus bedrooms, two to three bathrooms and multiple floor levels on large lots. They are generally large, extensively renovated or extended older timber and brick dwellings and modern architectural homes with detailed finishes, quality landscaping and some with escarpment views.

Below are some examples of the higher priced sales in the region in 2019.

3 Arthur Street, East Toowoomba



3 Arthur Street, East Toowoomba Source: RPdata.com

Six bedroom, three bathroom, four-car garage dwelling situated on a 3,338 square metre block featuring a tennis court, swimming pool, granny flat and multiple living areas. The property sold for \$2.35 million in February.

15-17 Karaview Court, Rangeville



15-17 Karaview Court, Rangeville Source: RPdata.com

The dwelling is situated on a 4,000 square metre lot facing north with valley views and comprises four bedrooms, two bathrooms and a two-car garage featuring a tennis court, swimming pool and multiple living areas. The property sold for \$2.025 million in March.

Unit 23/14-16 Cottesloe Street, East Toowoomba



Unit 23/14-16 Cottesloe Street, East Toowoomba Source: RPdata.com



This unit is situated on the tenth floor of Cottesloe Crest with a north to east aspect and extensive rangeside views. The unit comprises four bedrooms, two bathrooms and two basement car parks with approximately 178 square metres of living area and 29 square metres of outdoor area. The unit sold for \$900,000 in March 2019.

There are a handful of current listings above \$1 million in the Toowoomba region. The higher priced properties are listed below:

- ▶ 56 Spring Street, Middle Ridge - \$1.99 million asking price.
- ▶ 10 Golf Course Drive, Middle Ridge - \$2.25 million asking price.
- ▶ 12 Mayes Street, East Toowoomba - Interest from \$2.75 million (under offer).



South Australia

Adelaide

Sugar-free and guilt-free. Eye candy provides voyeurs with dreams of what could be.

Through 2019 there has been a mixed bag of eye candy available for those looking to purchase and those just window shopping. We are going to delve into the 2019 sales and current listings that have made the mouth water and the jaw drop.

The metro market has seen a handful of \$3 million plus transactions throughout 2019, centred within the inner ring and western beachside suburbs.

North of the city, 55 Dutton Terrace, Medindie achieved a sale price of \$4.1 million; south of the city, 7 Victoria Terrace, Unley Park achieved a sale price of \$3.88 million. Both these properties provide extended and renovated dwellings on large allotments and are each located on their respective suburb's blue ribbon street. West of the city, 307 Esplanade, Henley Beach and 81 Seaview Road, Tennyson achieved sale prices of \$3.5 million and \$5.2 million respectively. Both properties have unrestricted ocean views and 81 Seaview Road has direct beach frontage and accommodation of seven bedrooms and eight bathrooms.

During 2019, the Adelaide Hills achieved one of the highest residential transactions on record with 36

Riverview Road, Woodside transacting for \$4.962 million. Known as Glenhurst and comprising 30 hectares of land, the dwelling was built in 2012 and provides four bedrooms and three bathrooms across some 800 square metres of living. The yards surrounding the dwelling are immaculately manicured whilst the remaining land is divided into ten paddocks.



Other notable listings within the Adelaide Hills are 762 Strathalbyn Road, Mylor which is a six-bedroom, six-bathroom character dwelling on 18 hectares and 14 Williams Road, Heathfield, a super modern futuristic five-bedroom, three-bathroom dwelling on three hectares. The latter is a one of a kind with curved concrete external walls and all the

mod cons. Both properties are currently listed with asking prices in excess of \$3 million.



The inner eastern prestige market has seen a flurry of activity heading into spring with a number of extensive heritage dwellings hitting the market. Honourable mentions go to: 148 Grant Avenue, Toorak Gardens; 56 Yeronga Avenue, Kensington Park; 9 Prescott Terrace, Rose Park; and 40 East Terrace, Kensington Gardens. Each of these properties comprises a character dwelling with all the trimmings on allotments ranging from 1,500 square metres to half a hectare. These properties are each listed with price tags in excess of \$4 million.

The pick of the bunch has been 103 Alexandra Avenue, Toorak Gardens which is currently under contract with an undisclosed asking price. This property comprises a renovated and extended heritage dwelling with five bedrooms and two bathrooms on a 1,300 square metre site. This property's point of difference is the 16 square

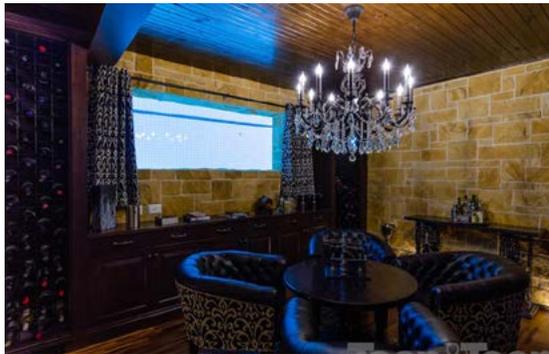
The metro market has seen a handful of \$3 million plus transactions throughout 2019, centred within the inner ring and western beachside suburbs.



metre cellar with glass viewing deck into the 25-metre indoor lap pool.



103 Alexandra Avenue Toorak Gardens Source: realestate.com.au



103 Alexandra Avenue Toorak Gardens Source: realestate.com.au

After being purchased in April 2018 for \$3.2 million, 48 Carrick Hill Drive, Mitcham is back on the market with an undisclosed asking price. The property comprises a circa 2004, four-bedroom, three-bathroom dwelling with distant suburban Adelaide views. The property has manicured yards, pavilion and wet edge swimming pool located across the expansive 7,000 square metre allotment. What makes this property unique is that post the 2018 transaction, a development application was lodged to demolish the dwelling to make way for an even larger dwelling.



48 Carrick Hill Drive Mitcham Source: realestate.com.au

The CBD apartment market has always been popular with window shoppers. Activity thins out at the \$2 million price point within this market with only the most ostentatious punching through the ceiling. Located fronting Hurtle Square in the CBD's south-east quadrant is 701/36 Hurtle Square, Adelaide. This penthouse apartment was constructed in 2018 and provides expansive 180 degree skyline views. The apartment is disposed as three bedrooms and three bathrooms and includes four car parks. This apartment transacted for \$2.65 million in April and represents one of the highest prices achieved for a CBD apartment in 2019.



701/36 Hurtle Square Adelaide Source: realestate.com.au

One of the most unique offerings in the CBD comes in the form of an expansive penthouse apartment at 1001/19 Gilles Street, Adelaide. Constructed in 2009, the complex is known as The Wave and provides occupants with significant common amenities. The apartment is disposed as three bedrooms, three bathrooms five car spaces and totals some 550 square metres of living across two levels. The apartment has its own secluded roof terrace, swimming pool and expansive views east of the city to the Adelaide Hills. This property has been listed for sale for approximately five months and has a current asking price in excess of \$5 million.



1001/19 Gilles Street Adelaide Source: realestate.com.au

Known as the city of churches, both metropolitan and regional South Australia see their fair share of unique residential conversions of these architectural masterpieces. Transacting in August at \$683,500 was 2/31 Carlton Parade, Torrensville, a community titled converted church maisonette on 271 square metres. The property had been extensively renovated and provided two bedrooms and two bathrooms.

An eye-catching church conversion is located at 8 Horn Street, Houghton. Houghton is a small hills township located just north-east of the



metropolitan boundary. The property has been fully renovated and converted to residence providing three bedrooms and two bathrooms, rear extension and manicured gardens. The property is listed with an asking price of \$990,000 to \$1.08 million.

Other notable mentions are 8 Stirling Street, Wallaroo and 30 Church Hill Road, Old Noarlunga, with asking prices of \$575,000, and \$400,000 to \$440,000 respectively. Both these properties have a domineering street presence with 8 Stirling Street being offered with a bed and breakfast on a walk in, walk out basis and 30 Church Hill Road, Old Noarlunga having its own cemetery dating back to 1850.



8 Horn Street Houghton

Source: realestate.com.au



8 Stirling Street Wallaroo

Source: realestate.com.au



30 Churchill Road Old Noarlunga

Source: realestate.com.au

Beauty is in the eye of the beholder. Whether you are looking for the vanilla, ostentatious or quirky, the market will throw up something to cater.



Western Australia

Perth

Recent data from the Real Estate Institute of Western Australia shows that there were 586 properties sold in the greater Perth region for the week ending 13 October 2019. This was 4.5 per cent higher than four weeks previous and 27 per cent higher than the same week in 2018. This suggests an upswing in buyer activity, which is a regular occurrence as we move towards the middle of spring.

There were 13,830 total listings as at mid-October 2019 - 15 per cent lower than the same week in 2018 - however the majority of this activity is in the sub-\$1 million range and whilst the market has been subdued overall, there have been some spectacular properties sold throughout the year across the state. To get some perspective on the magnitude of the properties we are about to discuss, the median house price in Perth is currently \$485,000.

While this month's brief was to reveal some of the extraordinary properties to have traded in 2019, we in Western Australia couldn't resist the urge to share some of the stellar sales that occurred a little further back as well.

Starting off our venture into the prestige side of the property market is one of the biggest residential sales in Perth for 2019.

There were 13,830 total listings as at mid-October 2019.



Chidley Way, Mosman Park Source: Corelogic & William Porteous Properties

This 1,428 square metre riverfront estate on Chidley Way in Mosman Park is named Anuket, the original Egyptian goddess of the River Nile. It went under contract in April 2019 for an eye-watering \$12.05 million. In comparison, the median house price in Mosman Park settled at \$1.277 million for the June quarter 2019.



Chidley Way, Mosman Park Source: Corelogic & William Porteous Properties

The property was on the market for 183 days, taking expressions of interest at around \$16 million

and was previously owned by the owner of a Perth-based commercial and residential development group with completed projects valued in excess of \$1.5 billion.



Chidley Way, Mosman Park Source: Corelogic & William Porteous Properties

Originally built in 1987, this limestone wonder has since had a number of restorations and alterations both internally and externally. It features five bedrooms, six bathrooms, four living areas, a four car garage with extra parking spaces, grand entry lobby and an infinity lap pool overlooking the Swan River.



Duneraig Road, Applecross

Source: CoreLogic



Applecross is known as an affluent riverside suburb situated six kilometres from the CBD on the Swan River. The median house price in Applecross settled at \$1.525 million for the June quarter 2019, the eighth highest suburb median in greater Perth.



Views - Duncaig Road, Applecross Source: CoreLogic

This property at Duncaig Road sold for \$10.5 million in November 2018 after 151 days on the market. On a 1,839 square metre allotment, this gated estate is situated at the highest point of Duncaig Road, providing expansive views of the Swan River and Perth CBD.



Rear - Duncaig Road, Applecross Source: CoreLogic

Originally built in 1988 its features include a double staircase entry, formal quarter with large void up

to the coffered ceilings, dining and wine room, four bedrooms, each with an en suite, a detached one-bedroom maid's quarters, gourmet kitchen, large terrace, pool and spa, basement level four car garage and private media room.



Entry - Duncaig Road, Applecross Source: CoreLogic

The property was previously purchased in 2001 for \$6.5 million by a Perth couple who won \$30 million in what was then the country's biggest lotto jackpot.

The new purchasers are not new to the area as they also own a property at The Strand, Applecross which was bought in May 2017 for \$6.9 million. They also sold another property in November 2018 at Flanagan Road, Applecross for \$3 million.



Aerial - Margaret Street, Cottesloe Source: CoreLogic & Google Maps

Another notable sale this year was this Margaret Street property in Cottesloe. Built in 2011 on a 652 square metre allotment, it comprises five bedrooms, five bathrooms and a double garage. It was purchased in June 2019 for \$8.5 million by a West Australian billionaire. The new owner also owns multiple properties in Mosman Park, Peppermint Grove and Swanbourne with an estimated total spend of just under \$30 million - not a bad portfolio! The median house price in Cottesloe settled at \$2.225 million for the June quarter 2019, the third highest suburb median in Western Australia.



Front Facade - Waratah Place, Dalkeith Source: CoreLogic & Mack Hall



Rear & View - Waratah Place, Dalkeith Source: CoreLogic & Mack Hall

This property in Dalkeith sold for \$7.25 million





in December 2018. Originally built in 1985, this three-level Tuscan inspired residence has been substantially renovated since and comprises five bedrooms, four bathrooms, an infinity pool, wine cellar, and panoramic views of Freshwater Bay. Dalkeith's median house price settled at \$2.265 million for the June quarter 2019, coming in as the second highest suburb median in Western Australia.



Concept Image - Elizabeth Quay Towers Source: OffThePlan.com.au, 2019

The Elizabeth Quay Towers has been one of Perth's most talked about development projects over the past few years. Situated along Geoffrey Bolton Avenue and Barrack Square at Elizabeth Quay, the first completed tower encompasses 105 apartments over 28 floors with views of Perth City, Kings Park, Langley Park and the Swan River. Prices range from about \$650,000 all the way up to \$12.5 million for the penthouse suite. Some of the amenities include multiple pools, private lounges and a gym. The neighbouring tower also includes the Ritz-Carlton Hotel with over 200 rooms due for completion in November 2019. The complex features operable walls whereby a panel in the external wall is able to be opened as a tilt panel window - a unique feature for apartments in Perth.

The most recent sale in the Towers was actually

Dalkeith's median house price settled at \$2.265 million for the June quarter 2019.

one of its better apartments on offer. On floor 26, the 289 square metre suite is currently under contract for \$4.046 million and has expansive views reaching around 240 degrees.



Front Facade - Harborne Street, Wembley Source: CoreLogic



Kitchen & Living Area - Harborne Street, Wembley Source: CoreLogic

One notable sale our valuers recall was back in May 2017 and it remains a topic of discussion! This 1920s renovated character dwelling in Wembley sold for \$2.5 million comprising four bedrooms, three bathrooms, a three-car garage, self-contained studio and the most interesting feature

- an underground half-size basketball court! Not something that our valuers come across every day.

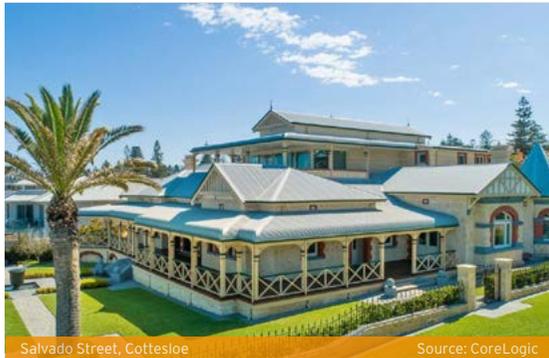


Underground Basketball Court - Harborne Street, Wembley Source: CoreLogic



Victoria Avenue, Dalkeith Source: CoreLogic

If you happen to be in the market for a multi-million-dollar property, then do not fret, there is still a plethora of prestige stock ready for a willing buyer. This Dalkeith vacant allotment of 1,600 square metres is on offer by Mack Hall Real Estate for a cool \$9 million or \$5,625 per square metre and backs directly onto the Swan River.



Salvado Street, Cottesloe

Source: CoreLogic



Entry - Salvado Street, Cottesloe

Source: CoreLogic

This Cottesloe home was originally built in 1893 and has recently been extensively restored by the renowned Zorzi Homes. According to the realestate.com.au listing, this three-storey Federation Queen Anne style property comprises five bedrooms, five bathrooms, lift access, custom-made cornices, architraves, mouldings and skirtings, a restored original fireplace, full home automation and security system, manicured

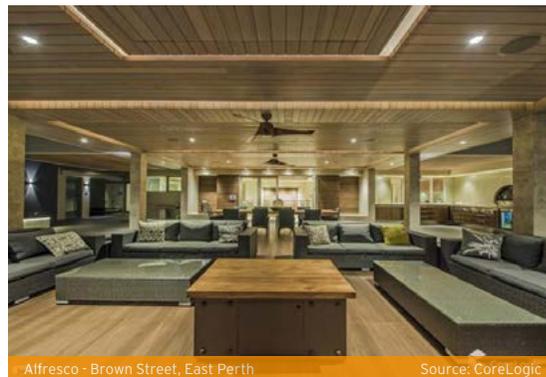
front garden, bar room, games room, alfresco entertaining area, ten car below ground garage and a wine cellar.



Kitchen & Dining - Salvado Street, Cottesloe

Source: CoreLogic

On offer by The Agency, this property is currently taking offers of interest and has been on the market for 237 days. It was last purchased in 2009 (before its restoration) for \$4.25 million.



Alfresco - Brown Street, East Perth

Source: CoreLogic

If you happen to be in the market for a multi million dollar property then do not fret, there is still a plethora of prestige stock ready for a willing buyer.

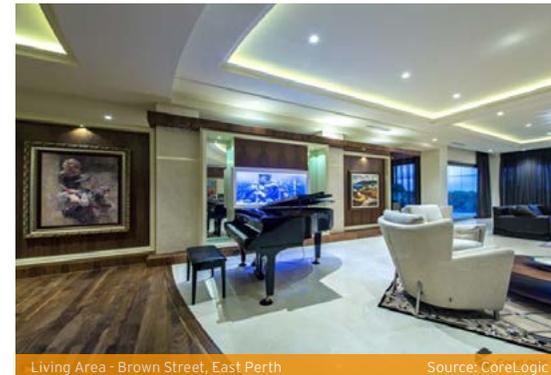
Brown Street, East Perth (pictured above) is a mammoth penthouse apartment. The listing currently displays price upon application, however there was a previous price guide listing back in September 2018 for a whopping \$20 million.



Lounge - Brown Street, East Perth

Source: CoreLogic

It had been on the market for 544 days when this article was being written. Built in 2014, the two-storey penthouse comprises eight bedrooms, eight bathrooms, three kitchens, maid's quarters, lap pool, Bali inspired alfresco, steam room, outdoor spa bath, gym, home office with a fireplace, wine cellar, private lift access, secure eight car accommodation and cinema room. The terrace has views of the city, Claisebrook Cove, Optus Stadium and Crown Casino.



Living Area - Brown Street, East Perth

Source: CoreLogic



With a living area of 898 square metres, balcony and terrace of 774 square metres, storeroom of five square metres and car accommodation equalling 220 square metres, the floor area comes to a total of 1,897 square metres!



Pool & View - Brown Street, East Perth Source: CoreLogic



Watkins Road, Dalkeith Source: CoreLogic

We thought we would save one of our favourite listings for last. This waterfront property is situated at the end of Watkins Road in Dalkeith and has quite an interesting history, but before we get into the history let's go over the luxurious features.



Living - Watkins Road, Dalkeith Source: CoreLogic

Spanning over six separate titles and situated on a 6,406 square metre allotment, this dwelling has 2,930 square metres of internal living space over four levels. Features include (let me take a breath!) six bedrooms, eight bathrooms, a 21-seat cinema, function room for 400 plus guests, two caterers' kitchens, walk-in cool room, separate pizza, Teppanyaki and BBQ house, commercial bar and games room, full sized gym with pummel massage shower room and sauna, full size squash court, floodlit tennis court, 230 square metre swimming pool with a 12-seat swim-up bar, 10,000 bottle cellar and tasting room, designer gardens, boat storage and private boat launch with private boat mooring available and underground parking for 12 cars.



Deluxe Dressing Room - Watkins Road, Dalkeith Source: CoreLogic

The property has been on the market for 541 days. As you would imagine, the pool of potential buyers is somewhat limited. According to an article by Domain.com.au, the property was designed by Perth architect Geoffrey Summerhayes in 1978 and originally built for the late Alan Bond in time for the 1983 America's Cup.



Wine Cellar - Watkins Road, Dalkeith Source: CoreLogic

CoreLogic's property data suite, RP Data, shows that a gold mining magnate purchased the property in 1995 from the Bond family trust company for \$7.3 million. He then sold it four years later after extensive renovations. The property was then sold in 2011 with a price tag of \$39 million and is again available for purchase.



Swimming Pool - Watkins Road, Dalkeith Source: CoreLogic



To wrap up, there have been some impressive transactions over the past couple of years and as the recovery phase gathers pace, we would expect to see many more such transactions. There is a feeling of pent up demand in the market place as the majority of potential buyers have been sitting on their hands for the past few years. Our valuers are reporting surges of activity in sought after localities at most value bands, however these surges are often short lived and fail to maintain traction. Further improvement in consumer sentiment could lead to the traction the market has been expecting for some time.

South West WA

The past year has been a relatively quiet one for high priced properties in a region that has its fair share of prestige properties given the extensive coastlines and magnificent ocean views. The region in the past five years regularly achieved residential sales upwards of \$3 million, however 2019 has been a quiet one. It's probably a good indicator of the subdued state of the top end of the market that there have been so few sales.

A couple of sales which were notable in the past 12 months are:

2/28 Ella Gladstone Drive, Eagle Bay

Sale price: \$2.8 million

Sale date: 4 June 2019

This is a circa 2011, two storey, four bedroom, two bathroom, architect designed dwelling which has been finished to a very high standard and includes quality fitout and a below ground pool. The property is located at the end of a cul-de-sac on a 916 square metre elevated site and has very good ocean views. Eagle Bay is a salubrious locality and comprises many high quality homes many of which

have views of the ocean and bay. This property ticks all the right boxes.

15 Duckworth Place Naturaliste

Sale price: \$2.3 million

Sale date: 23 January 2019

This property comprises a circa 2000, single level, four bedroom, two bathroom, architect designed dwelling with rammed earth and timber walls. The property has many features including a 14 metre high ceiling and has been finished to a very high standard with a top quality fitout. It is located on Mount Duckworth which is situated between Dunsborough and Yallingup on a moderately sloping elevated rural residential lot which has a land area of 4.3 hectares. The elevated location of the house gives it excellent panoramic views of the coastal plain and distant ocean views of Geographe Bay.

Listings



7 Picquet Close Eagle Bay, WA, 6281

Source: realestate.com.au

In terms of listings, it would be hard to go past this property. It is a 2003 built two-storey limestone dwelling with three bedrooms and two bathrooms and is situated on a 2,243 square metre elevated site and has absolute beach front to Eagle Bay. The very private house has been finished to a high

standard however it is the fact that it has ocean views from almost every window and that you could stand on the back deck and almost reach out and touch the whales as they pass by that makes this property stand out. Be prepared to put your hand in your pocket though - it doesn't currently have an asking price and is asking for offers.



Northern Territory

Darwin

The wandering eye for grandeur and a prestige address in the greater Darwin area leads in one of two directions - water views or acreage.

Long held premium locations of Larrakeyah, Cullen Bay, Fannie Bay and Bayview remain the sought-after water locations with ocean or marina views. Coming into more prominence are tightly held pockets of Nightcliff that offer Casuarina foreshore views and sections of Stuart Park that overlook Frances Bay and the CBD.

Knuckey Lagoon still presents as the premium rural residential location of the Darwin market. Nearby access to all urban infrastructures balanced with space and country feel are the drivers in this location.

There have been 19 residential sales at arm's length above \$1 million in the 2019 calendar year (to mid-October) for the Darwin, Palmerston and rural residential areas, including a mix of dwelling and strata sales, so a fraction under two per month.

The market for prestige dwellings in Darwin's inner suburbs has softened over recent times. This market has been less volatile than mortgage belt locations and continues to be underpinned by proximity to the CBD and standard of dwelling. Large allotments and tropical style dwellings have remained popular for purchasers. Without question the ability for owners to hold property in poorer

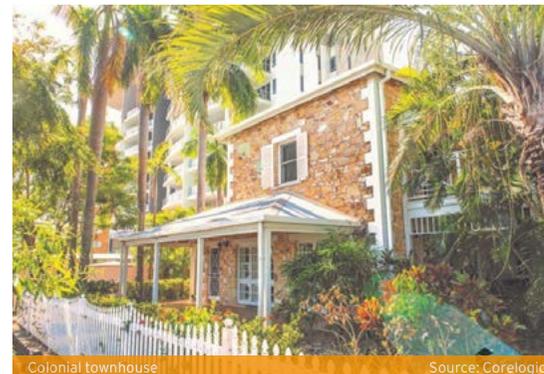
market times has helped these market sections. We must highlight that this segment of the market has not been quarantined from the reductions in the wider market; re-sales of the same dwelling have shown reductions in the order of 10 to 15 per cent.

The Darwin prestige market beyond \$2 million has been very thinly traded in recent years. The most activity in the market has been for new builds, where older dwellings have been purchased and demolished. Notable locations for these projects have included East Point Road in Fannie Bay, Larrakeyah Terrace in Larrakeyah and to the marina in Cullen Bay.

Many of these projects have exceeded land and build of \$5 million. These projects, while not sale transactions, provide open market evidence to the activity in this market segment and we specifically note this is not uncommon within the local market place which is dominated by owner-occupiers in a very tightly held market segment.

The highest residential sale in the rural residential market this year was achieved in Knuckey Lagoon, an acreage allotment with a number of dwellings and sheds that exceeded \$4 million.

The highest strata sale in the Darwin area was for one of the colonial style, stone townhouses on the Esplanade in the CBD. The sale was negotiated by Seth Chin of Chin & Associates at \$2.3 million in April following an open marketing campaign.



Colonial townhouse

Source: Corelogic

Seth is one of the leading prestige agents in the market. As he sees the prestige end of the market, "The market in Cullen Bay has been active with enquiry levels remaining consistent from local owner-occupiers. With a number of our key listings ranging from \$2 million to \$3 million we have seen a significant amount of inspections, however given the price point and current broader market conditions these properties require extended marketing periods". (Seth Chin, Director, Chin & Associates)

So, what's on the market at the moment and eye catching?

For those looking at inner city living, there are penthouse units available at Evolution, arguably one of Darwin's best CBD addresses, with extensive common areas and views that capture the whole



There have been 19 residential sales at arm's length above \$1 million in the 2019 calendar year.



CBD. Asking prices are \$3.5 million with David Booth Real Estate.

Other attractive listings are located on the Marina and Sea Wall at Cullen Bay, including 104 Cullen Bay Crescent with Pacific Property seeking offers over \$2.95 million, offering uninterrupted sea views and a large, five-bedroom, three-bathroom dwelling.



104 Cullen Bay Crescent

Source: realestate.com.au

It's certainly not all doom and gloom in the Darwin market. High quality property is still changing hands and premium builders and architects have projects on the drawing board as we see the shape of the prestige market move to modern homes mixed with the essential tropical touch of our neighbourhood. Without doubt, there will be more to talk about in 2020 as the Darwin market continues to recover and transition to the next stage of the cycle.

Alice Springs

Things are hotting up in the Red Centre, but sadly that is true only for the weather and the real estate market remains decidedly cool. Sales numbers continue to show a downward trend and there has been minimal change in median prices for both units and houses. Demand continues to be somewhat soft and the tightening of bank lending

policies in the wake of the Royal Commission has further impacted on a market that is lacking impetus.

Houses at the lower end of the market (\$350,000 to \$400,000) continue to move quickly if reasonably priced, with some bargains out there for those not scared of a bit of hard work, but the lack of capital gain in the market place is proving to be a deterrent to flippers. Older two-bedroom units continue to slide in value, due in part to the recent abundance of new or near new units coming on line in recent years. This oversupply has seen a number of unit developments stall or be deferred in the absence of sufficient pre-sales.

Locals can expect to see cranes in the skyline in the future however as the tender for construction of a five-level, 70-unit accommodation complex for hospital staff has been awarded. Construction is believed to be commencing in the first half of 2020. During construction, the project is expected to provide 240 jobs, which will provide a boost to the local economy, at least in the short term.

Tourism operators have experienced a bumper season, purportedly on the back of a rush of visitors wanting to climb the rock before the Uluru climb was permanently closed in late October. The area has gained both positive and negative coverage from the media during this time but in the absence of any catalyst for migration to the area, the population base is expected to remain largely stagnant.

In the coming months, there seems little to get excited about as far as an upturn in the real estate market is concerned and the market is expected to continue to bounce along at (or near) the bottom in the foreseeable future.

Australian Capital Territory



Canberra

Overall the Canberra property market has been in a stable market position from the end of 2018 to early 2019. Most Canberra suburbs have maintained median price points for standard dwellings while medium density and unit stock have seen some small declines.

Active sections of the market include standard housing at the entry level price points in some of Canberra's fringe and outer suburban locations. Generally purchases are looking for large blocks within established suburbs that provide access to good education and employment services. Entry level price points for this style of housing range between \$550,000 and \$650,000. Most homes within this section of the market provide three- and four-bedroom accommodation, generally 30 to 60 years old and, in many cases, the dwellings are ready for some renovation and upgrading.

Inner suburban locations in Canberra's north



A high-end listing in Forrest

Source: realestate.com.au

D *Inner suburban locations in Canberra's north and south set a higher price point, generally \$1 million plus.*

and south set a higher price point, generally \$1 million-plus. This section of the market is also relatively stable with families looking to move on the property ladder with their second or third acquisition. Again block size, location and proximity to schools and other services are the main drivers. This section of the market ranges from \$1 million up to around \$3 million.

Market activity for property in the \$3 million plus price point is slower, with buyers generally more discerning. Location, block size, build quality and level of inclusions are major factors influencing this section of the market.

Price points in the medium density unit market range from \$200,000 to \$275,000 for a one-bedroom unit recently constructed in a fringe Town Centre location, to \$400,000 to \$500,000 for a centrally located unit in Canberra's inner north or inner south. Both investors and owner-occupiers are active, however strong supply within the medium density market has had an impact on activity. Being in close proximity to or directly in Town Centres including Tuggeranong, Woden, Canberra City, Belconnen or Gungahlin is important for rental return, low vacancy and potential future growth.

Tasmania

Hobart and Launceston

Tasmania continues to lead the country in many property indicators.

However, in comparison to some of the larger mainland markets, the premium price segment does - to some extent - remain 'affordable'.

Historically, the highest ever residential sale was in 2011 for in excess of \$8 million. During 2019 to date the highest has been for \$3.7 million being a river front holding positioned between Wrest Point and the Royal Hobart Yacht Club at 358 Sandy Bay Road, Hobart.



Comprising a dual level holding with five-bedrooms, three-bathrooms and a double carport. As would be expected its fully secured with an electronic gate and features its own jetty.

The talk of the town however is the construction of a family residence at Tinderbox, just south of Blackmans Bay. Corelogic have reported a construction cost of \$17 million on realestate.com. Records show the land was purchased for just over \$3 million. Comprising a riverfront holding over dual levels with a floor area in excess of 1200 square metres of living. Anyone for a small hotel?

Up north in Launceston a sale was settled at the start of the year for \$3.25 million. This was located at 1 Brisbane Street virtually within the CBD and known as "Glenfruin".



Promoted as a historic Italianate style home it is positioned overlooking City Park on a 1482 square metre lot. The house is built over three levels, and is a fully renovated 1880's home with four-to-five bedrooms.

The talk of the town however is the construction of a family residence at Tinderbox, just south of Blackmans Bay.





Rural

November 2019



Overview

As we draw towards another year end it will be interesting to see how this year is remembered in the rural sector. We have endured another bone-dry season in many parts of Queensland, New South Wales and Victoria and the West has also had a tough winter crop season relatively speaking compared to the previous five years there. Only parts of South Australia and Victoria along with Tasmania have any really good stories to reflect on season wise. That aside, the values being offered in many regions for a variety of property and commodity types are still at high levels and clearly many are prepared to look past the current dry conditions in their purchase decisions.

The grass buyers have been and gone from North Queensland earlier this year, water seems to be in the media every week now for one reason or another and interest rates have continued to fall which is supporting the sector along with the softening of the dollar. Yet in all of that we also have less corporate or international transactions (outside of the horticulture sector) than the prior two or three years and some bigger corporate assets are on the market which may be de-aggregated in part or full by larger local family operators.

So, "What does this mean for the market overall?" is the question and now so much more the answer is, "It depends." Does it rain or not over late spring and summer? How is access to capital for expansion and also working capital going to be made available and what terms will be applied as restocking, crop funding etc come to next year?

The number of properties now looking to be sold by expressions of interest rather than auction or

So, "What does this mean for the market overall?" is the question and now so much more the answer is, "It depends."

private treaty also suggests the market itself is not quite sure which way things will tip. A large widespread rain event (not that one is forecast) would shift the activity and may bring more sellers to the market, however there are a lot of empty paddocks to restock as well, so activity will go to that side of the business. It is clear in beef, sheep and wool that rebuilding of production will take a while even on a changed seasonal outlook. The horticulture market still has to work though the water supply and demand equation as tree maturity increases and higher value crops draw more of the water asset's demand in systems. The value of bores has been now clearly established whereas they were often overlooked or undervalued by many buyers previously.

Only in hindsight will we know the real answer however I feel that 2019 will be a defining year for many operators (corporates and families) as they review their business plans, cash flows and risk assessments of the opportunities that will present. It may be that timing for many however will start to slow down as businesses re-establish their base before further expansions occur broadly.

Western NSW

The current level of large scale agricultural land on the market continues to test the market, with the likes of the Midkin Aggregation coming on the market and now purportedly selling for \$300 million, Harvard University's properties in western New South Wales which are worth circa \$200 million, the full RIFA Portfolio now on the market along with some smaller corporate level holdings

in the Albury area and central New South Wales. You would think that the dry climatic conditions being experienced across the state would temper any expansionary activity however this is not the case.

Apart from these larger scale corporate level properties, there are a number of smaller properties changing hands at value levels that show the market continuing to increase. Recent examples of this are:

► **Eurella Station, Ivanhoe** - This is a 25,600 hectare parcel located approximately eight kilometres north of Ivanhoe which was sold by private treaty by Landmark Harcourts Deniliquin for \$4.4 million. This equates to \$172 per hectare overall and approximately \$550 per DSE. This property was improved with a five bedroom homestead, machinery shed, four stand shearing shed and good sheep and cattle yards.

This sale is in close proximity to Rosewood Station which sold in November 2018 for \$165 per hectare. We are also aware of an offer and acceptance on a property in the same general area that was purchased approximately two years ago and now is under offer at a value level that will show a 27% increase over that period. While this appears high, it is in line with most areas in New South Wales.

The Ivanhoe area is proving to be an active location in terms of property being offered for sale. The holding Cross Roads Station is being marketed by a new entrant to the rural sales scene, Border Real Estate. This is a 27,000 hectare grazing property located to the north-

east of Ivanhoe which has attracted solid levels of interest with approximately 35 enquiries. This property has a current capacity of approximately 8,000 DSE. The recent sales indicate that this property should achieve greater than \$4 million. It will be interesting to see the result once the expressions of interest period closes.

Another property further to the north-east of Cross Roads is Koonaburra which is being offered to the market via a Facebook campaign and also through Elders Real Estate. This property is approximately 40,000 hectares and has an asking price of \$55 per acre or \$136 per hectare. This property has areas of Mallee and thicker timber. After taking into consideration these areas, the asking price would be considered a strong sale if achieved.

These two properties are located in an area which has received some level of rainfall and as such there are areas of feed and grass available. This has been one of the major contributing factors to the level of interest is being shown. Discussing the situation with one of our clients, they pointed out that their budgets indicated that the cost to purchase grain and hay to feed their drought stricken stock was approximately four times that of the cost of going out and purchasing a property that would accommodate the same level of stock. This is a function of the extremely low interest rates currently being experienced. This option is really only available for those that have a very strong balance sheet but is indicative of what can be achieved in the current low interest rate environment.

The current level of large scale agricultural land on the market continues to test the western New South Wales market.

Mildura

The price of leasing irrigation water this season continues to rise, causing plenty of headaches for our local horticultural community.

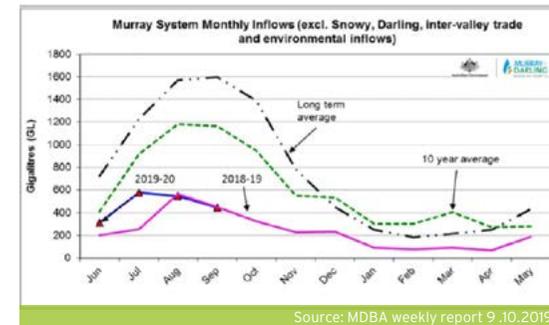
In mid-August, temporary water was trading for around \$625 per megalitre which was well above prices we have seen in recent years and reflected concerns that the supply of water would be tight this season. The largest supply of leased water generally comes from New South Wales Murray General Security Licence holders and by mid-August it was clear that this class of entitlement was likely to have a zero allocation for the second year in a row. An allocation of even five per cent or ten per cent would have brought a significant volume of water onto the market and eased prices, however that is not going to happen this season.

Over the past two months the position has worsened, with the realisation that Victorian licence holders are now unlikely to get a 100 per cent allocation and the cost of leasing water has risen another 30 per cent, to now be around \$800 per megalitre.

It is normal for the Victorian resource manager to open the season on 1 July with a low allocation, which then increases as the extent of winter and spring rainfall becomes evident. Inflows to the main storage dams (Dartmouth, Hume and Eildon) have been dismal this season and holders of Victorian Murray licences are now faced with the very real possibility that allocations might only reach 50 per cent. They have gradually crept up to 40 per cent at the time of writing.

This creates the double whammy of putting many normally secure irrigators into a position of having to lease water, as well as significantly reducing the supply available from licence holders who would otherwise be in a position to lease out all or part of their entitlement.

The Murray Darling Basin Authority publishes a weekly report showing inflows to the Murray River system and the latest chart highlights the current predicament.



Our region has faced this position before, most recently during the millennium drought, when irrigators endured two consecutive years when allocations for Victorian Murray licences reached 43 per cent and 35 per cent respectively. That event was brutal and forced many irrigators to abandon their plantings and cease farming.

The key difference this time around is that commodity prices are much better than they were in 2007 and 2008 and local irrigators can now justify spending the exorbitant sums required to maintain production from their citrus, vines and almond trees. Of course, this only increases demand, which in turn increases the cost and helps explain the current predicament. The only thing which will prevent the cost increasing to \$1,000 per megalitre by mid-summer would be above average



rainfall in north-eastern Victoria over the coming summer, which at present seems very unlikely.

On a more positive note, we are seeing some diversification in our farming base with the establishment of a large scale medicinal cannabis facility just outside Mildura. The development is being undertaken by Cann Group Limited, who has purchased a modern juice processing facility that was originally developed to process carrot juice and started construction of a three-hectare glasshouse facility. They are well underway in their plan to create a vertically integrated business that can tap into the growing global demand for medicinal cannabis.

Central Western QLD

The rural property market in central western Queensland strengthened significantly in 2019 as droughted producers from the Northern Territory, central Queensland and New South Wales competed to secure limited numbers of well grassed properties.

Sales activity has generally been confined to areas from Longreach to west of Winton, with values increasing by up to 25 per cent on levels seen from 2010 to 2018. The Blackall and Barcaldine area had its run in 2018, but dry conditions in this region have seen the market focused further west, where good rainfall totals have seen a large number of well grassed properties hit the market.

Sales data has seen nearly 40 properties sell in 2019 to date, up from around 20 in 2018.

While the majority of purchasers have been chasing grass, in some cases they are bringing forward expansion plans due to current drought pressures. Most are looking at a longer-term investment, not a short-term quick fix. Sheep

producers, principally from New South Wales, have also been active in the region for the first time in nearly 30 years.

The increase in values has been due to the strong demand and limited properties for sale, but is also riding on the back of significant land value increases in the eastern half of Queensland, coupled with low interest rates. Some producers are also securing land rather than pay very high agistment rates which is extremely limited, preferring to pay off their own property rather than someone else's.

Demand is still evident, at this late stage of the year, with two properties in the Winton district recently going under contract and market attention now focused on the smaller scale, reportedly well grassed Aramac property, Caber Feidh, which goes to auction in early November.

North and North West Queensland

Recent rain in the Charters Towers area has lifted eyes towards the sky. There has been some good moisture in the sky with clouds building in the afternoon. Recent events have developed with isolated thunderstorms delivering up to 24 millimetres in the odd spot and barely spit in others.

The old saying rings in the ears that where the first break of the season is, that is where it will fall for the oncoming wet season. These are early falls, however they have had immediate effect on the minds of land holders.

Last wet season, the Charters Towers area (more so to the north) had regular steady rain events. A cracking season for some!

From an agricultural perspective, this district has lots to offer. Since the area was thrown open

to cattle grazing in the 1860s, agriculture has endured the tribulations of drought, disease, flood, commodity market cycles and property market cycles.

Property market cycles have endured cattle slumps, a millennial boom, a live export ban and now strong demand exists with limited country for sale.

At four of the last five auctions in this district, neighbours were successful in expanding their holdings. The auctions of Somerset, Maitland Downs, Reedybrook and Myrllumbing certainly provided varying gauges of market depth from under bidders. There have been a few privately negotiated transactions to neighbouring land holders. This degree of demand is somewhat different to the post live export ban period where there was limited market interest in northern cattle breeding assets.

Auction results have been:

- ◆ Maitland Downs - \$9.85 million (\$712/ha, \$288/acre) walk in walk out;
- ◆ Somerset - \$4.3 million (\$296/ha, \$120/acre) bare of livestock, plant and equipment;
- ◆ Reedybrook - \$5.67 million (\$603/ha, \$244/acre) walk in walk out;
- ◆ Myrllumbing - \$5.9 million (\$373/ha, \$150/acre) walk in walk out.

As usual, it depends what you apportion to cattle and plant, but our bare/improved land rate range from these sales is from \$296 per hectare (\$120 per acre) to \$538 per hectare (\$217 per acre).

Even though these are sales to neighbours, one cannot forget the depth of underbidding to take the buyer to the auctioneer's drop of the gavel.





Given the recent rain, last year's seasonal conditions, cattle demand, interest rates and slim pickings for buyers, only time will tell whether the broader market starts to push value rates higher. Certainly, the property market conditions are in the vendor's favour at present. With both neighbours and vendors confident in their property investments and the future, it is very difficult for prospective buyers to invest at present.

North Queensland

The depth of the horticultural market in far north Queensland will be tested with a large mixed avocado and sugar cane property being offered to the market.

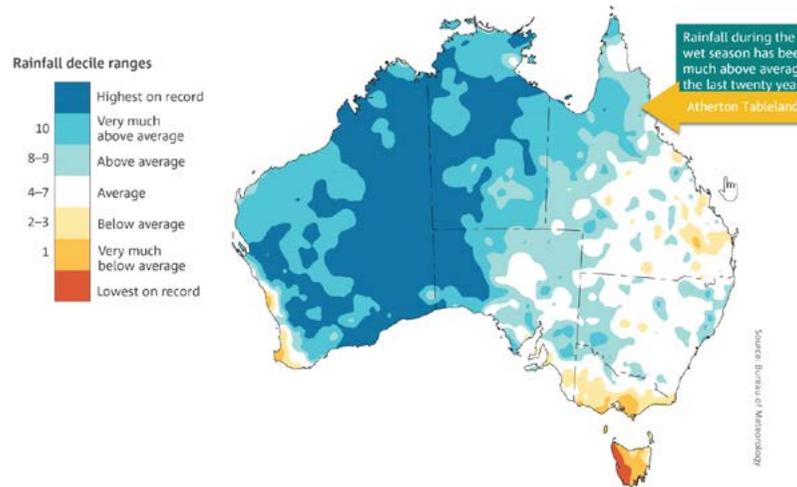
The property, located at Arriga, comprises 1,576 hectares developed with 31,483 young Hass variety avocado trees and a sugar operation producing around 120,000 tonnes per annum. The irrigation water allocation of 8,732 megalitres is one of the

Property market cycles have endured cattle slumps, a millennial boom, a live export ban and now strong demand exists with limited country for sale.

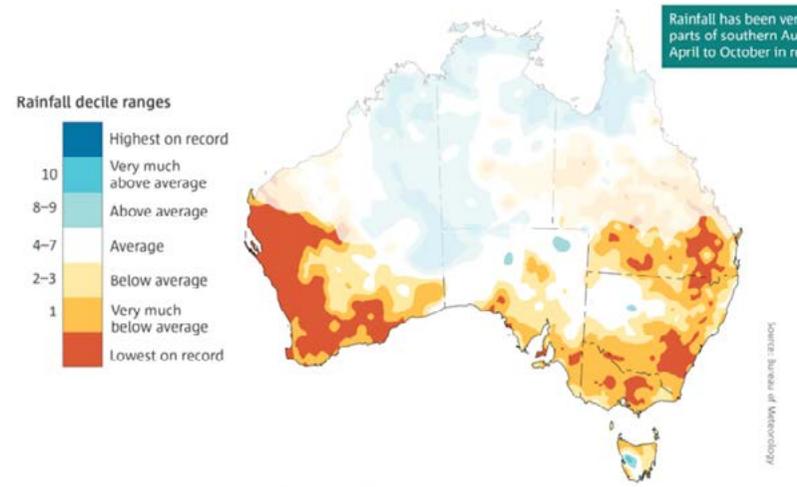
larger allocations in the region. Combined with extensive structural improvements and supporting infrastructure, it is expected to generate interest from corporate buyers and local larger family operators.

The market for well-watered Atherton Tableland grass country continues to be strong with numerous recent sales to western graziers and others seeking drought proof fattening country. The latest is a 120-hectare piece at Moregatta on the southern Tablelands that sold under the hammer for \$1.24 million at auction with strong interest. The sale analysed to \$7,802 per hectare ex-structures. What makes it a bullish sale is that

it was a deceased estate / administrator's sale in run down condition requiring repairs, however this is consistent with the recent bullish trend. Reliable high rainfall is the main driver in this market with rainfall throughout the Atherton Tablelands ranging between 1,500 millimetres and 2,500 millimetres per annum. Recent wet seasons in north Queensland have been above average and this is consistent with Bureau of Meteorology rainfall statistics borne out in the below illustration. If rainfall trends continue, it is likely that Atherton Tableland grass country will be a hot spot for west graziers for many years to come.



Northern wet season (October–April) rainfall deciles for the last 20 years (1998–99 to 2017–18). A decile map shows where rainfall is above average, average or below average for the recent period, in comparison with the entire national rainfall record from 1900.



April to October rainfall deciles for the last 20 years (1999–2018). A decile map shows where rainfall is above average, average or below average for the recent period, in comparison with the entire rainfall record from 1900. Areas across northern and central Australia that receive less than 40 per cent of their annual rainfall during April to October have been faded.

Darling Downs

We are now in the middle of spring. The daytime skies are blue and the haze of dust in the air is creating some spectacular sunsets and sunrises, just to look at the bright side.

I'm starting to be convinced that Hughie has simply forgotten how to rain in the south-east. The hot and windy days are compounding the dry conditions. In our travels, many landholders frequently ask where the driest part is observed. In my opinion, it would have to be in the south-east corner to south of Toowoomba through to Stanthorpe. Many paddocks that were once grazing now appear as fallow cultivation country due to being eaten out to bare ground. A real concern should it rain is the potential impact of significant soil erosion due to very little ground cover - much of the country has turned to

a fine powder. The latest Bureau of Meteorology climate outlook statement for November to January indicated the chance of receiving above median rainfall for the south-east is between 25 and 30 per cent and slightly better moving west where the Balonne Shire is 40 to 50 per cent. For graziers in the south-east and particularly in the Southern Downs region, where the majority of stock water requirement is provided by surface water only, the outlook is becoming desperate as dams are drying up rapidly.

With the dry seasonal conditions, it is now evident that this is impacting on market confidence with very few transactions of scale in the south-east region. One sector of the market that has shown improvement in the liquidity is in far western Queensland and primarily those holdings benefiting from either rain or flood waters from February and

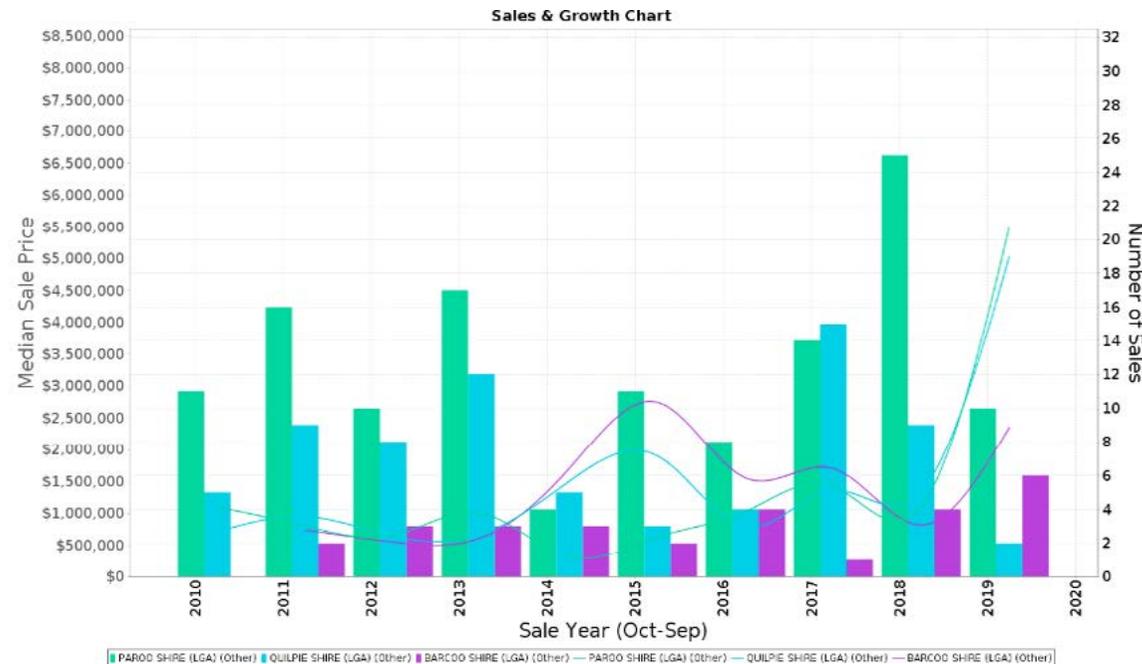
March events further north. Market activity in the Paroo, Quilpie and Barcoo Local Shires over the past eight months has increased on the back of improved seasonal conditions.

The purchasers are a combination of local and outer district landholders seeking additional country, but the major market driver is those seeking grass. The increase in buyer demand has created a broad firming in value trends over a relatively short period. This trend may consequently soften should further follow-up rain not be received this summer, where any firming in values observed in the short term maybe attributed to those grass purchases.

Some recent transactions in the region include:

- ▶ Clifton Station, Windorah - a 48,800 hectare holding under contract;
- ▶ Canaway Downs, Eromanga - a 93,316 hectare holding selling for \$8.137 million in May;
- ▶ Coniston, Windorah - a 28,500 hectare holding under contract;
- ▶ Retreat, Windorah - a 142,601 hectare holding reportedly sold for \$20 million including stock and equipment.

We are also aware of a pending sale in the Cunnamulla region that will show the continuing strengthening for river frontage country, with further details to be provided when publicly available.





Property Market Indicators

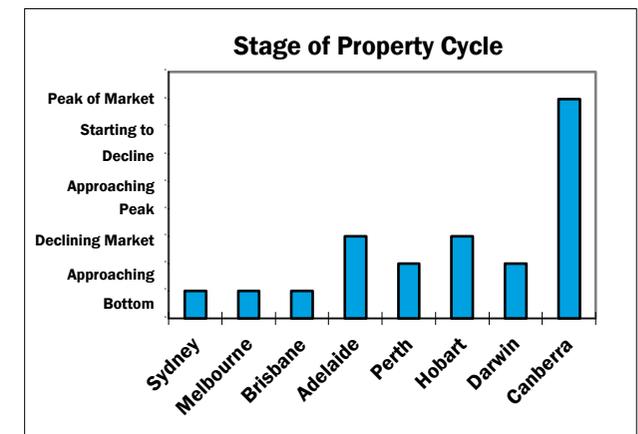
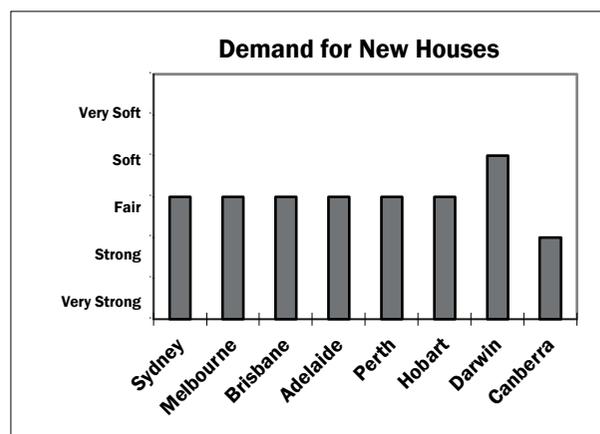
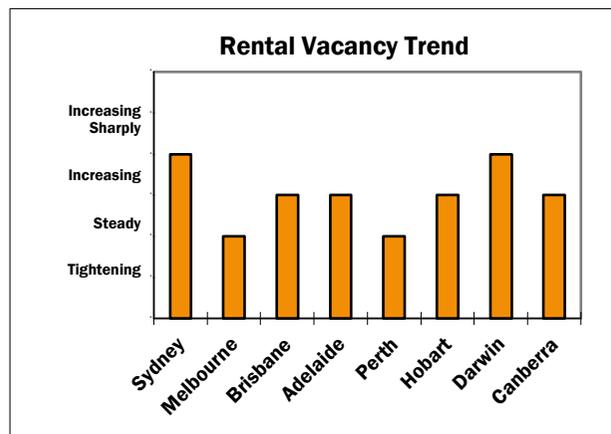
November 2019

Capital City Property Market Indicators – Houses

Factor	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Darwin	Canberra
Rental Vacancy Situation	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market	Severe shortage of available property relative to demand	Over-supply of available property relative to demand	Severe shortage of available property relative to demand
Rental Vacancy Trend	Increasing	Tightening	Steady	Steady	Tightening	Steady	Increasing	Steady
Demand for New Houses	Fair	Fair	Fair	Fair	Fair	Fair	Soft	Strong
Trend in New House Construction	Increasing	Steady	Increasing	Steady	Increasing	Declining	Increasing	Increasing
Volume of House Sales	Increasing	Increasing	Steady	Steady	Steady	Steady	Steady	Steady
Stage of Property Cycle	Start of recovery	Start of recovery	Start of recovery	Rising market	Bottom of market	Rising market	Bottom of market	Peak of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Almost never	Occasionally	Occasionally	Occasionally	Occasionally	Frequently	Occasionally

Red entries indicate change from previous month to a higher risk-rating

Blue entries indicate change from previous month to a lower risk-rating

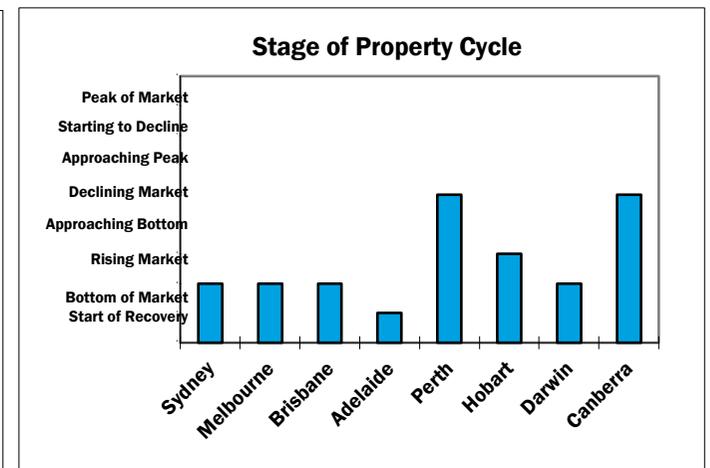
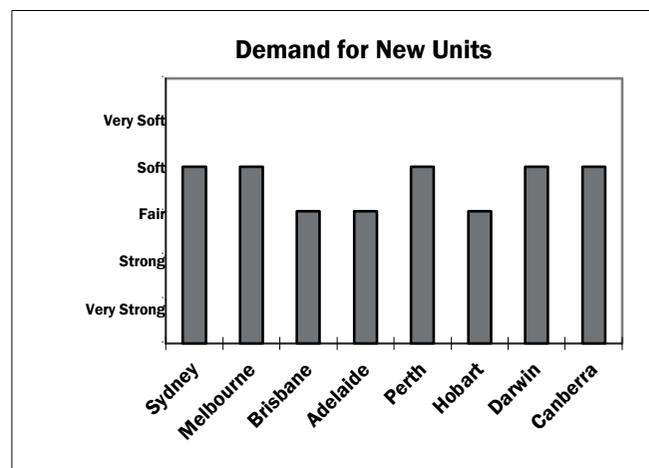
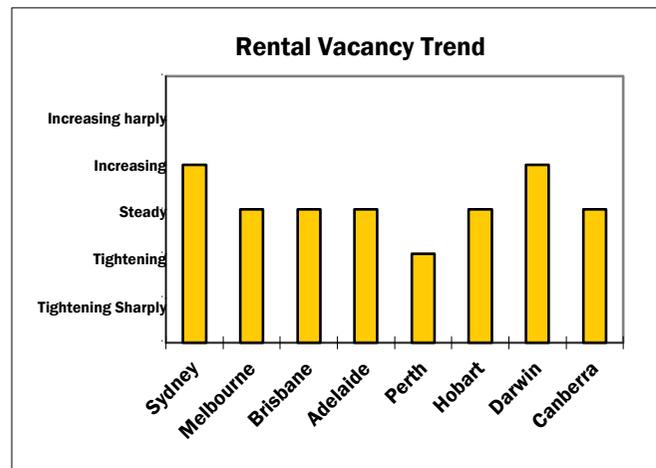


Capital City Property Market Indicators – Units

Factor	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Darwin	Canberra
Rental Vacancy Situation	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Balanced market	Balanced market	Severe shortage of available property relative to demand	Large over-supply of available property relative to demand	Balanced market
Rental Vacancy Trend	Increasing	Steady	Steady	Steady	Tightening	Steady	Increasing	Steady
Demand for New Units	Soft	Soft	Fair	Fair	Soft	Fair	Soft	Soft
Trend in New Unit Construction	Increasing	Increasing	Steady	Steady	Increasing	Declining	Increasing strongly	Declining
Volume of Unit Sales	Steady	Declining	Steady	Steady	Declining	Steady	Declining	Declining
Stage of Property Cycle	Bottom of market	Bottom of market	Bottom of market	Start of recovery	Declining market	Rising market	Bottom of market	Declining market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Frequently	Almost never	Very frequently	Occasionally	Very frequently	Occasionally	Frequently	Occasionally

Red entries indicate change from previous month to a higher risk-rating

Blue entries indicate change from previous month to a lower risk-rating

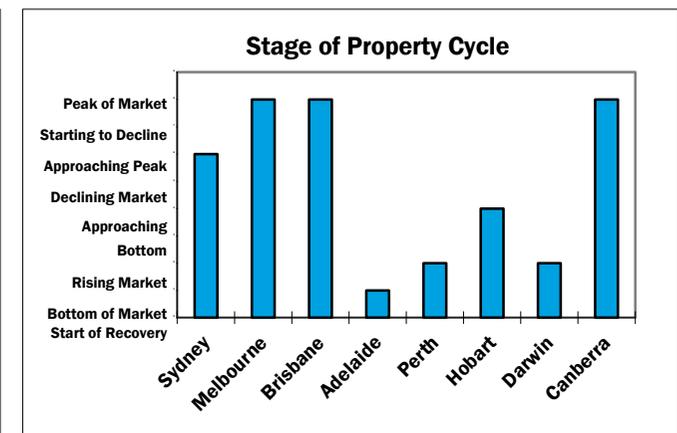
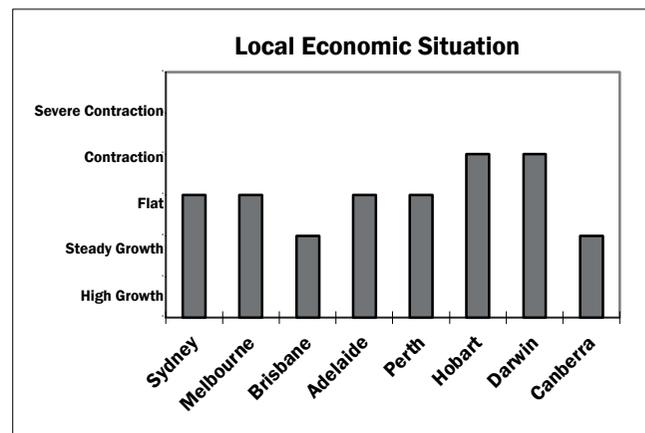
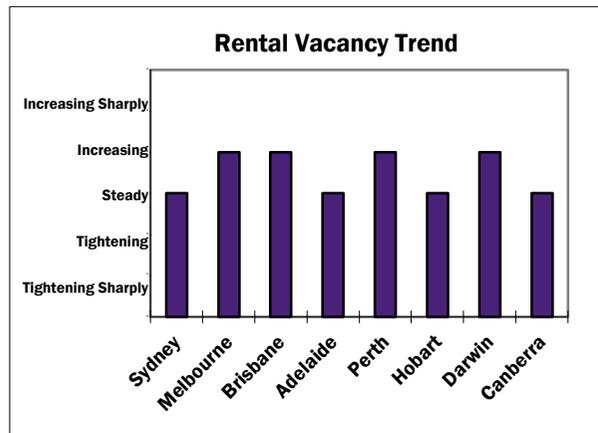


Capital City Property Market Indicators – Retail

Factor	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Darwin	Canberra
Rental Vacancy Situation	Balanced market	Over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand	Balanced market			
Rental Vacancy Trend	Steady	Increasing	Increasing	Steady	Increasing	Steady	Increasing	Steady
Rental Rate Trend	Stable	Declining	Stable	Stable	Declining	Stable	Stable	Stable
Volume of Property Sales	Steady	Steady	Declining	Declining	Declining	Steady	Steady	Steady
Stage of Property Cycle	Approaching peak of market	Peak of market	Peak of market	Start of recovery	Bottom of market	Approaching bottom of market	Bottom of market	Peak of market
Local Economic Situation	Flat	Flat	Steady growth	Flat	Flat	Contraction	Contraction	Steady growth
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Significant	Large	Significant	Significant	Significant	Large	Significant	Large

Red entries indicate change from 3 months ago to a higher risk-rating

Blue entries indicate change from 3 months ago to a lower risk-rating

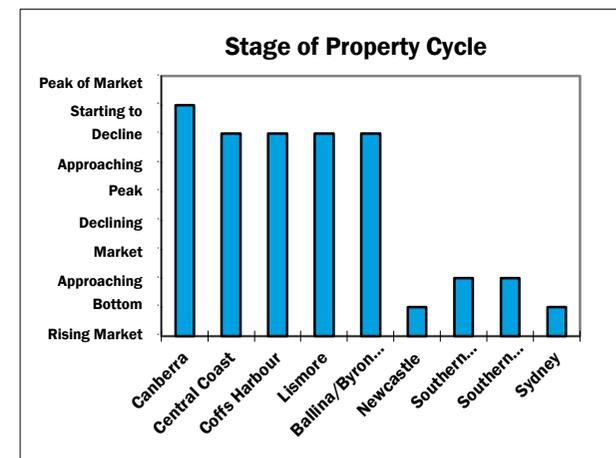
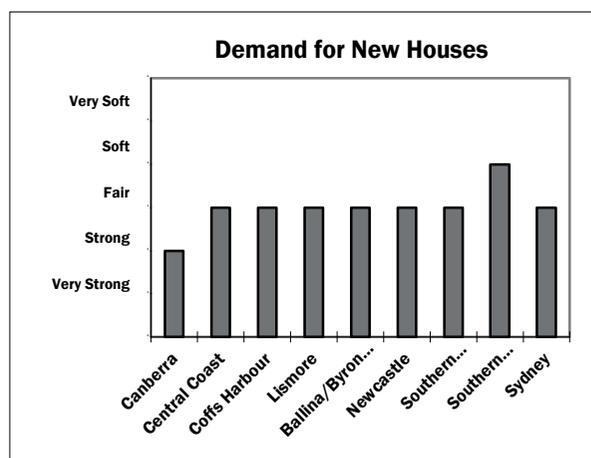
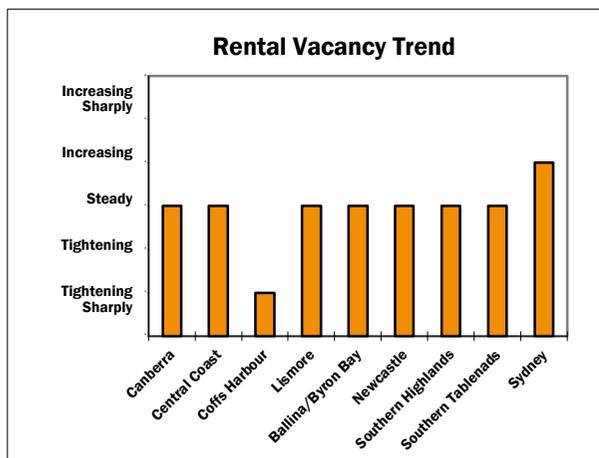


East Coast New South Wales Property Market Indicators – Houses

Factor	Canberra	Central Coast	Coffs Harbour	Lismore	Byron Bay/Ballina	Newcastle	Southern Highlands	Southern Tablelands	Sydney
Rental Vacancy Situation	Severe shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market
Rental Vacancy Trend	Steady	Steady	Tightening sharply	Steady	Steady	Steady	Steady	Steady	Increasing
Demand for New Houses	Strong	Fair	Fair	Fair	Fair	Fair	Fair	Soft	Fair
Trend in New House Construction	Increasing	Steady	Steady	Steady	Declining	Steady	Increasing	Declining	Increasing
Volume of House Sales	Steady	Declining	Steady	Steady	Increasing	Declining	Declining	Increasing	Increasing
Stage of Property Cycle	Peak of market	Starting to decline	Starting to decline	Starting to decline	Starting to decline	Start of recovery	Bottom of market	Approaching bottom of market	Start of recovery
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Frequently	Almost never	Almost never	Almost never	Occasionally	Occasionally	Occasionally	Occasionally

Red entries indicate change from previous month to a higher risk-rating

Blue entries indicate change from previous month to a lower risk-rating

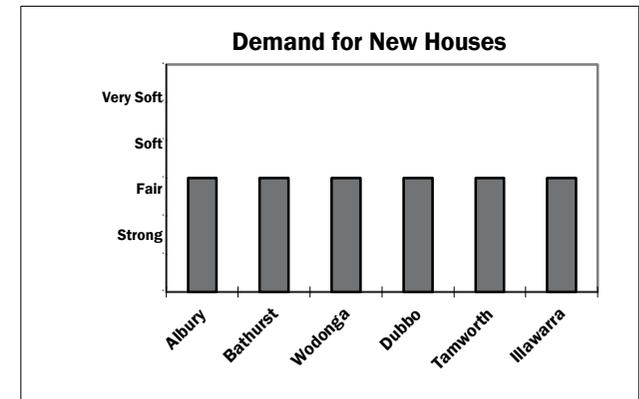
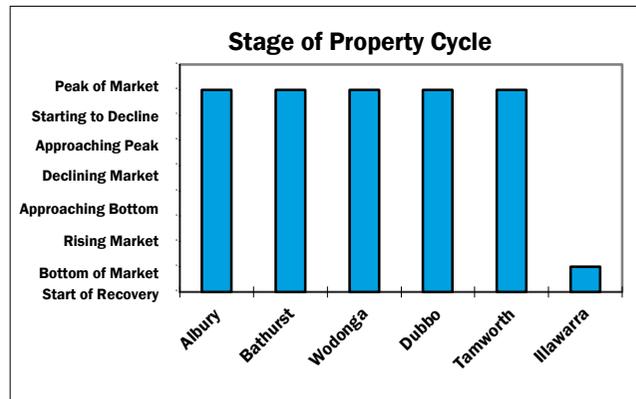
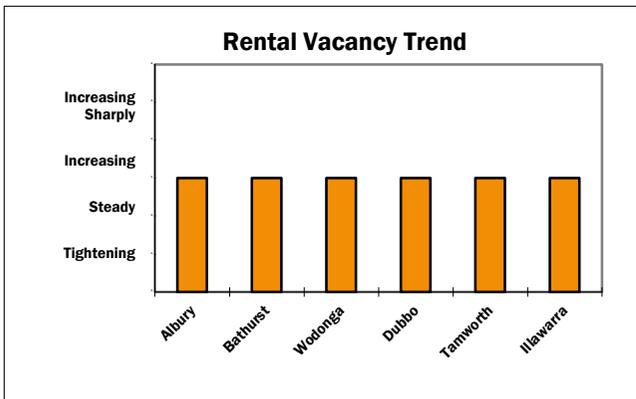


Country New South Wales Property Market Indicators – Houses

Factor	Albury	Bathurst	Wodonga	Dubbo	Tamworth	Illawarra
Rental Vacancy Situation	Balanced market					
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Steady	Steady
Demand for New Houses	Fair	Fair	Fair	Fair	Soft	Fair
Trend in New House Construction	Steady	Declining	Steady	Steady	Increasing	Steady
Volume of House Sales	Steady	Steady	Declining	Increasing	Steady	Steady
Stage of Property Cycle	Peak of market	Start of recovery				
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Very frequently	Occasionally	Frequently

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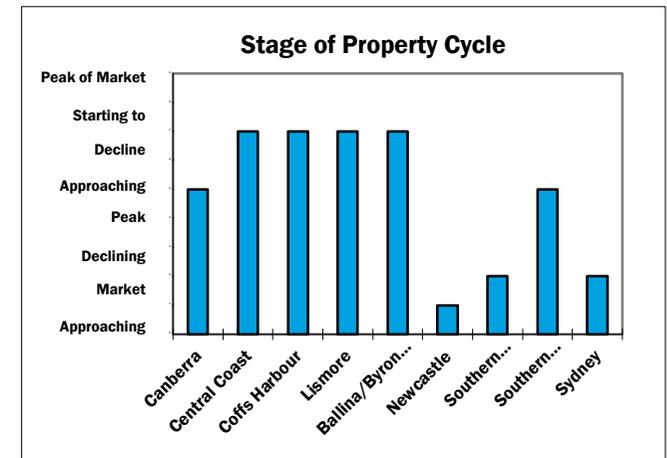
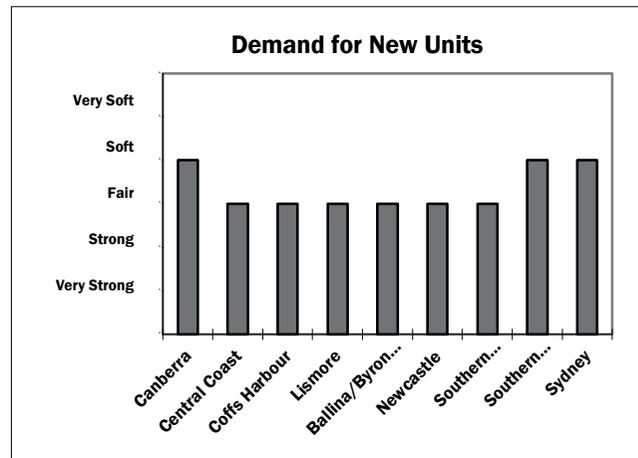
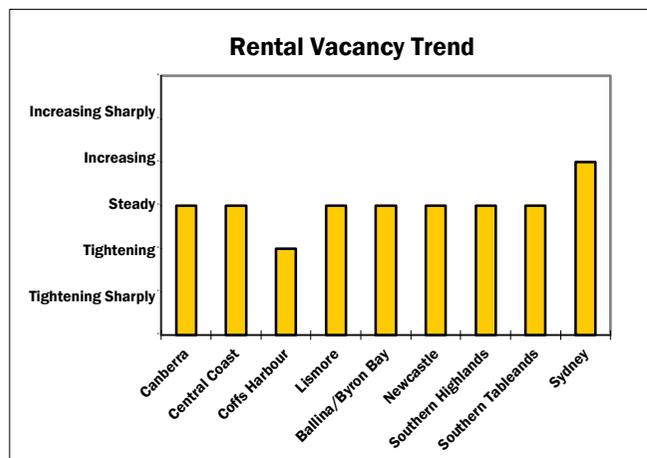


East Coast New South Wales Property Market Indicators - Units

Factor	Canberra	Central Coast	Coffs Harbour	Lismore	Byron Bay/Ballina	Newcastle	Southern Highlands	Southern Tablelands	Sydney
Rental Vacancy Situation	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Balanced market	Balanced market	Balanced market	Over-supply of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Tightening	Steady	Steady	Steady	Steady	Steady	Increasing
Demand for New Houses	Soft	Strong	Fair	Fair	Strong	Fair	Fair	Soft	Soft
Trend in New House Construction	Declining	Steady	Increasing	Steady	Declining	Steady	Declining	Increasing	Increasing
Volume of House Sales	Declining	Steady	Steady	Steady	Increasing	Declining	Steady	Steady	Steady
Stage of Property Cycle	Declining market	Starting to decline	Starting to decline	Starting to decline	Starting to decline	Start of recovery	Bottom of market	Declining market	Bottom of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Almost never	Almost never	Occasionally	Occasionally	Occasionally	Frequently

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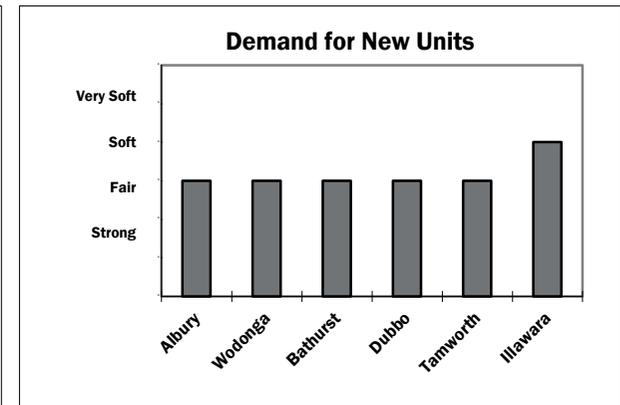
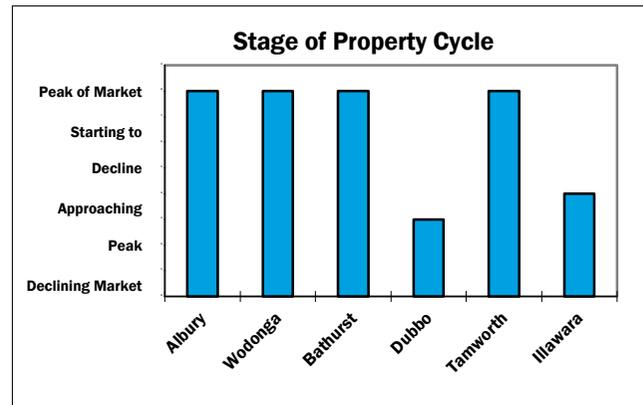
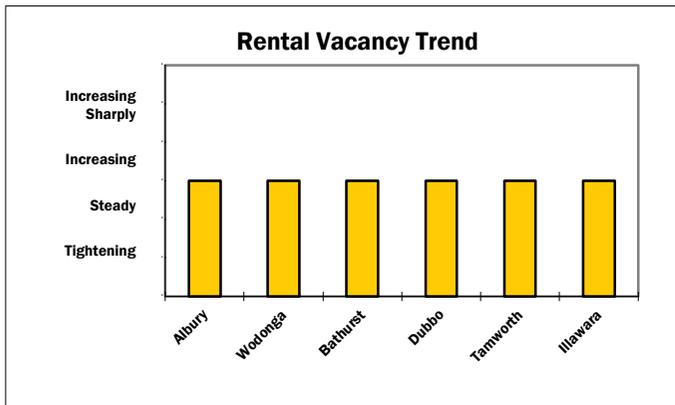


Country New South Wales Property Market Indicators - Units

Factor	Albury	Wodonga	Bathurst	Dubbo	Tamworth	Illawarra
Rental Vacancy Situation	Balanced market	Over-supply of available property relative to demand				
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Steady	Steady
Demand for New Units	Fair	Soft	Fair	Fair	Soft	Fair
Trend in New Unit Construction	Steady	Increasing	Increasing	Declining	Increasing	Steady
Volume of Unit Sales	Steady	Declining	Steady	Steady	Steady	Steady
Stage of Property Cycle	Peak of market	Peak of market	Peak of market	Rising market	Peak of market	Start of recovery
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Almost never	Occasionally	Occasionally	Occasionally	Occasionally	Very frequently

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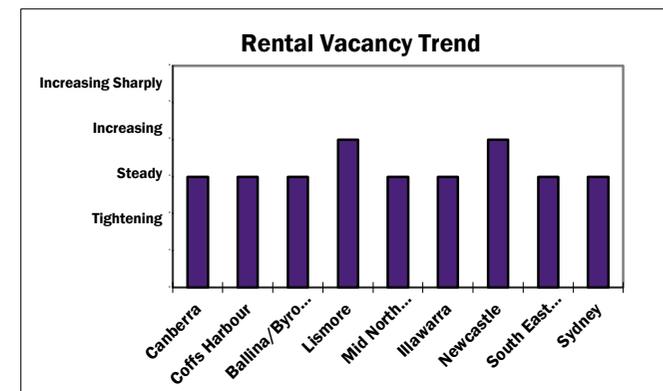
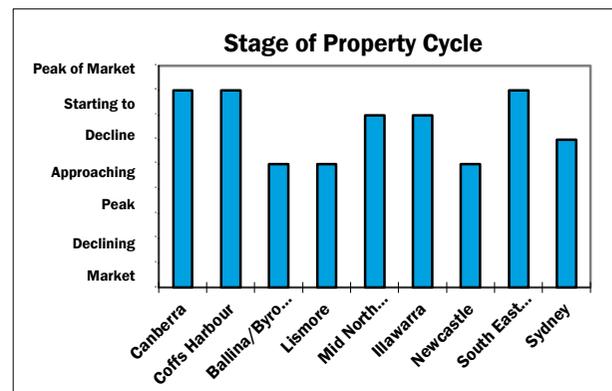
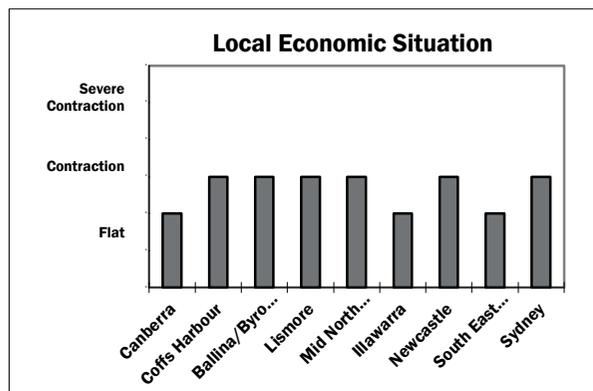


East Coast & Country New South Wales Property Market Indicators – Retail

Factor	Canberra	Coffs Harbour	Ballina/Byron Bay	Lismore	Mid North Coast	Illawarra	Newcastle	SE NSW	Sydney
Rental Vacancy Situation	Balanced market	Balanced market	Balanced market	Balanced market	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Balanced market - Over-supply of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Increasing	Steady	Steady	Increasing	Steady
Rental Rate Trend	Stable	Stable	Stable	Stable	Declining	Stable	Stable	Stable	Stable
Volume of Property Sales	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady
Stage of Property Cycle	Peak of market	Peak of market	Peak of market	Declining market	Declining market	Starting to decline	Starting to decline	Declining market	Peak of market
Local Economic Situation	Steady growth	Flat	Flat	Flat	Flat	Flat	Steady growth	Flat	Steady growth
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Large	Significant	Significant	Significant	Large	Significant	Large	Significant	Significant - Large

Red entries indicate change from 3 months ago to a higher risk-rating

Blue entries indicate change from 3 months ago to a lower risk-rating

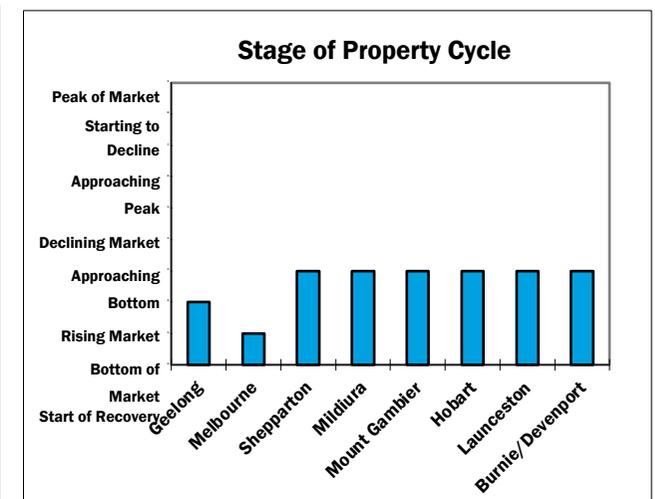
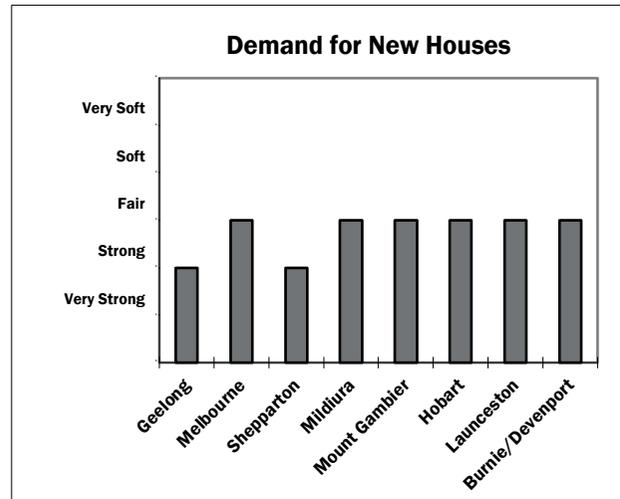
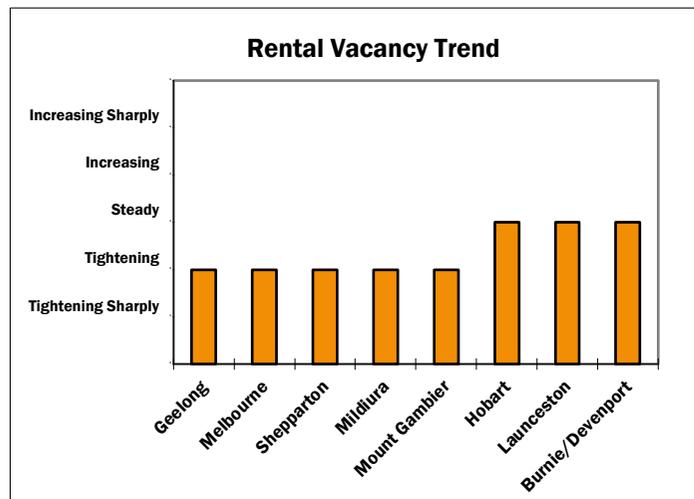


Victorian and Tasmanian Property Market Indicators – Houses

Factor	Geelong	Melbourne	Shepparton	Mildura	Mount Gambier	Hobart	Burnie/Devenport	Launceston
Rental Vacancy Situation	Balanced market	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Balanced market	Severe shortage of available property relative to demand
Rental Vacancy Trend	Steady	Tightening	Tightening	Tightening	Tightening	Steady	Steady	Steady
Demand for New Houses	Fair	Fair	Strong	Fair	Fair	Fair	Fair	Fair
Trend in New House Construction	Steady	Steady	Steady	Steady	Steady	Declining	Steady	Declining
Volume of House Sales	Steady	Increasing	Steady	Steady	Steady	Steady	Steady	Steady
Stage of Property Cycle	Start of recovery	Start of recovery	Rising market	Rising market	Rising market	Rising market	Rising market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Almost never	Almost never	Almost never	Almost never	Occasionally	Occasionally	Occasionally

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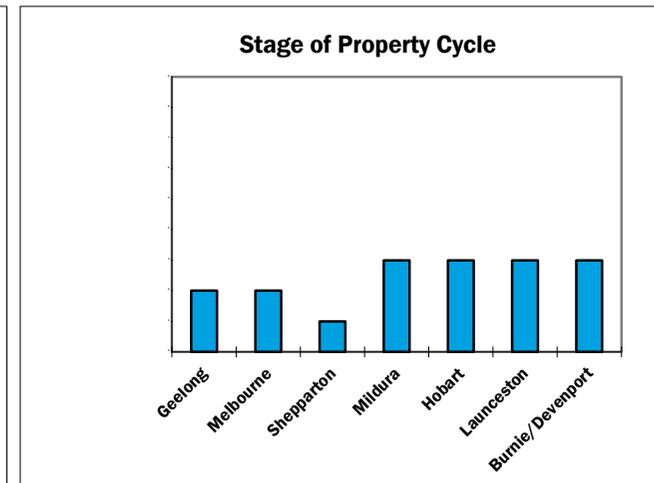
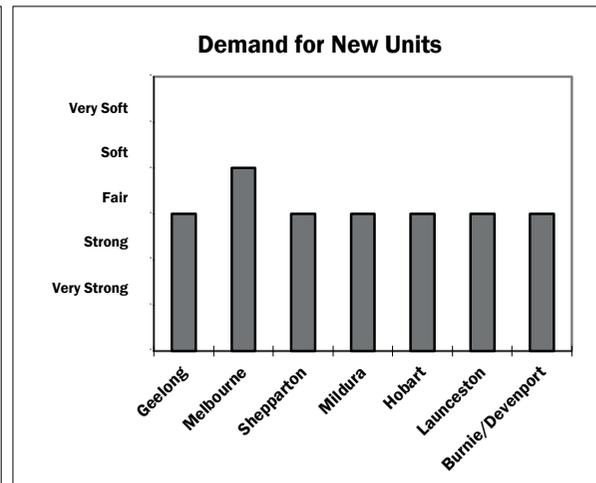
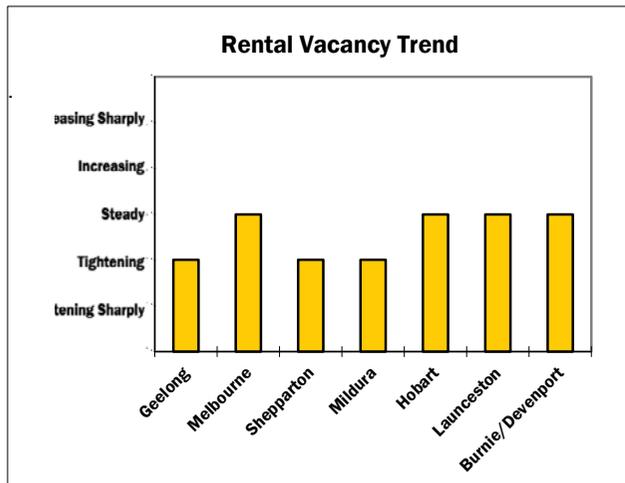


Victorian and Tasmanian Property Market Indicators – Units

Factor	Geelong	Melbourne	Shepparton	Mildura	Hobart	Launceston	Burnie/Deveport
Rental Vacancy Situation	Balanced market	Over-supply of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Balanced market
Rental Vacancy Trend	Steady	Steady	Tightening	Tightening	Steady	Steady	Steady
Demand for New Houses	Fair	Soft	Fair	Fair	Fair	Fair	Fair
Trend in New House Construction	Steady	Increasing	Steady	Steady	Declining	Declining	Steady
Volume of House Sales	Steady	Declining	Steady	Steady	Steady	Steady	Steady
Stage of Property Cycle	Start of recovery	Bottom of market	Start of recovery	Rising market	Rising market	Rising market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Almost never	Almost never	Almost never	Occasionally	Occasionally	Occasionally

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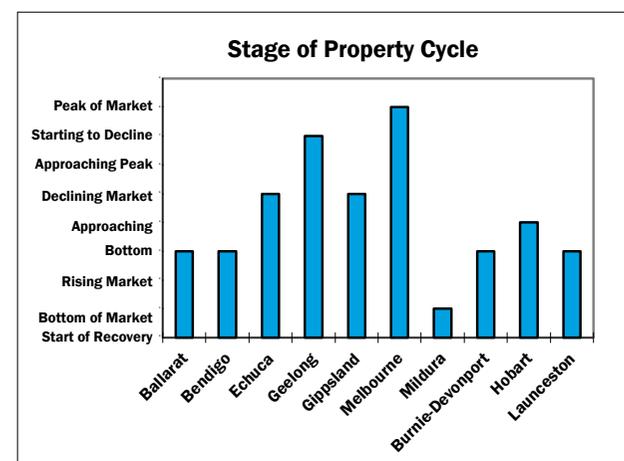
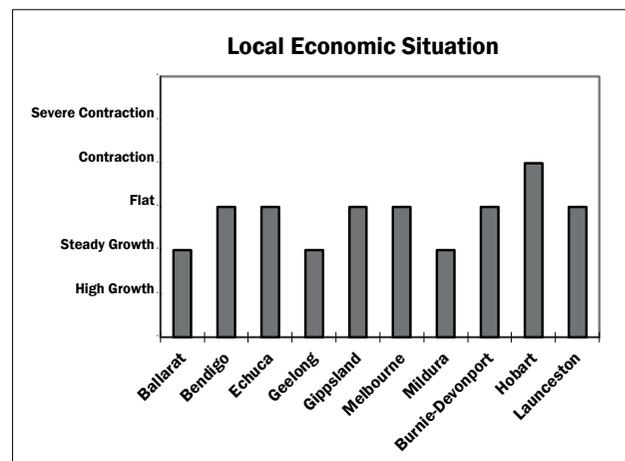
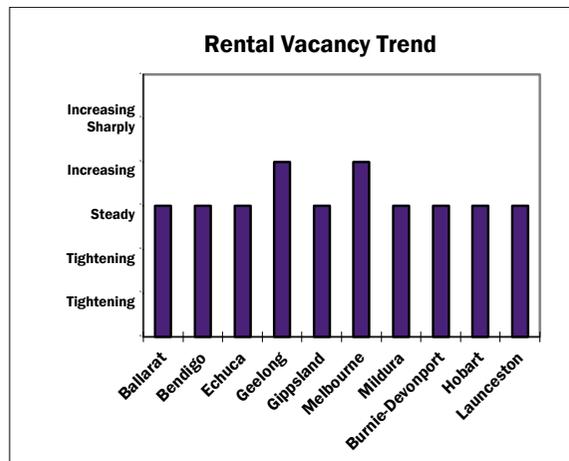


Victorian and Tasmanian Property Market Indicators – Retail

Factor	Ballarat	Bendigo	Echuca	Geelong	Gippsland	Melbourne	Mildura	Burnie/Devenport	Hobart	Launceston
Rental Vacancy Situation	Balanced market	Balanced market	Balanced market	Balanced market	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Increasing	Steady	Increasing	Steady	Steady	Steady	Steady
Demand for New Houses	Stable	Stable	Stable	Declining	Stable	Declining	Stable	Declining	Stable	Declining
Trend in New House Construction	Declining	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady
Volume of House Sales	Rising market	Rising market	Declining market	Starting to decline	Declining market	Peak of market	Start of recovery	Rising market	Approaching bottom of market	Rising market
Stage of Property Cycle	Steady growth	Flat	Flat	Steady growth	Flat	Flat	Steady growth	Flat	Contraction	Flat
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Significant	Significant	Small	Small	Significant	Large	Small	Significant	Large	Significant

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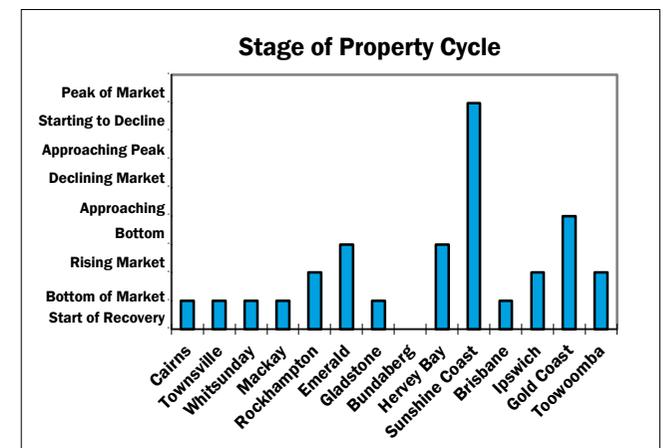
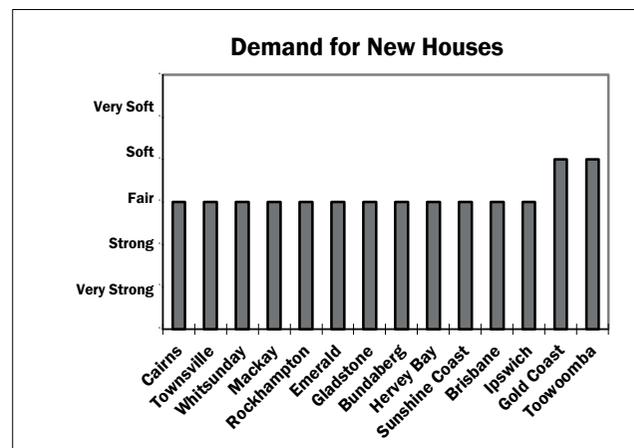
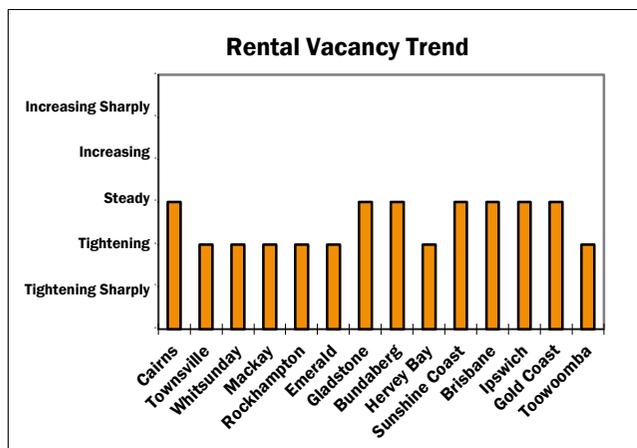


Queensland Property Market Indicators – Houses

Factor	Cairns	Townsville	Whitsunday	Mackay	Rockhampton	Emerald	Gladstone	Bundaberg	Hervey Bay	Sunshine Coast	Brisbane	Ipswich	Gold Coast	Toowoomba
Rental Vacancy Situation	Shortage of available property relative to demand	Balanced market	Balanced market	Balanced market	Balanced market	Shortage of available property relative to demand	Balanced market	Balanced market	Over-supply of available property relative to demand	Balanced market	Shortage of available property relative to demand			
Rental Vacancy Trend	Steady	Tightening	Tightening	Tightening	Tightening	Tightening	Steady	Steady	Tightening	Steady	Steady	Steady	Steady	Tightening
Demand for New Houses	Fair	Fair	Fair	Fair	Fair	Fair	Fair	Fair	Fair	Fair	Fair	Fair	Soft	Soft
Trend in New House Construction	Steady	Steady	Declining	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Increasing	Increasing	Increasing	Increasing
Volume of House Sales	Steady	Steady	Steady	Increasing	Steady	Increasing	Steady	Increasing	Steady	Steady	Steady	Steady	Declining	Declining
Stage of Property Cycle	Start of recovery	Start of recovery	Start of recovery	Start of recovery	Bottom of market	Rising market	Start of recovery	0	Rising market	Peak of market	Start of recovery	Bottom of market	Approaching bottom of market	Bottom of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Almost never	Almost never	Almost never	Occasionally	Occasionally	Occasionally	Occasionally	Almost never	Occasionally	Occasionally	Occasionally	Occasionally	Frequently	Frequently

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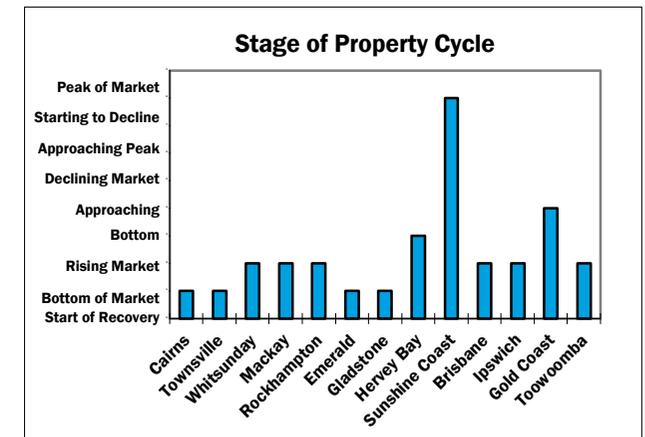
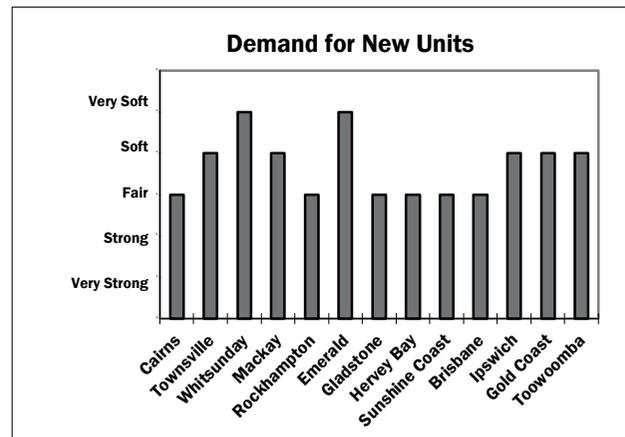
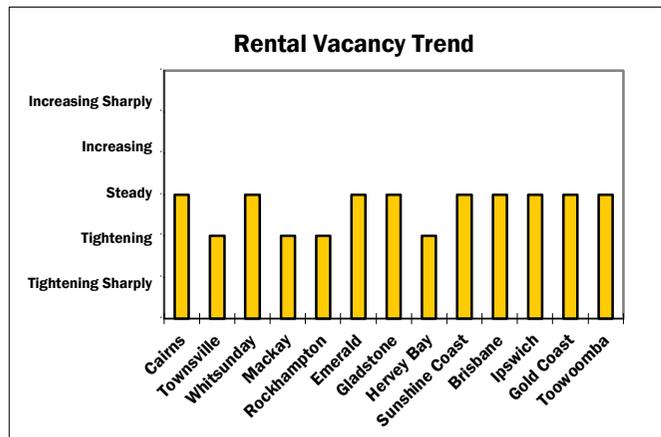


Queensland Property Market Indicators – Units

Factor	Cairns	Townsville	Whitsunday	Mackay	Rockhampton	Emerald	Gladstone	Bundaberg	Hervey Bay	Sunshine Coast	Brisbane	Ipswich	Gold Coast	Toowoomba
Rental Vacancy Situation	Shortage of available property relative to demand	Shortage of available property relative to demand	Over-supply of available property relative to demand	Shortage of available property relative to demand	Balanced market	Balanced market	Balanced market	Shortage of available property relative to demand	Balanced market	Balanced market	Over-supply of available property relative to demand	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Steady	Tightening	Steady	Tightening	Tightening	Steady	Steady	Tightening	Steady	Steady	Steady	Steady	Steady	Steady
Demand for New Units	Fair	Soft	Very soft	Soft	Fair	Very soft	Fair	Fair	Fair	Fair	Soft	Soft	Soft	Fair
Trend in New Unit Construction	Steady	Steady	Declining significantly	Increasing	Steady	Increasing strongly	Steady	Steady	Steady	Steady	Steady	Steady	Increasing	Steady
Volume of Unit Sales	Steady	Increasing	Steady	Steady	Steady	Steady	Steady	Increasing	Steady	Steady	Steady	Declining	Declining	Steady
Stage of Property Cycle	Start of recovery	Start of recovery	Bottom of market	Bottom of market	Bottom of market	Start of recovery	Start of recovery	Rising market	Peak of market	Bottom of market	Bottom of market	Approaching bottom of market	Bottom of market	Start of recovery
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Almost never	Almost never	Occasionally	Occasionally	Almost never	Occasionally	Occasionally	Occasionally	Almost never	Very frequently	Very frequently	Frequently	Very frequently	Almost never

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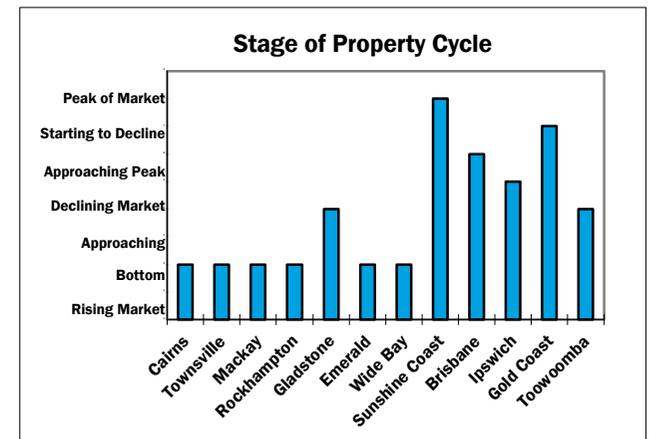
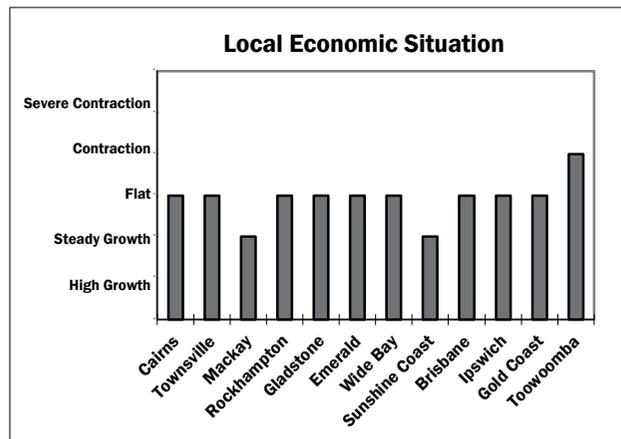
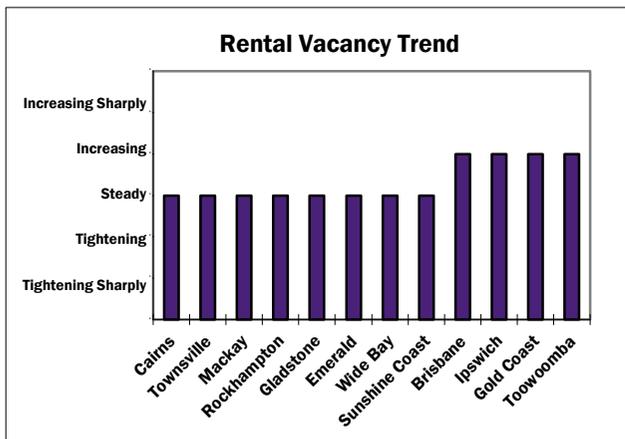


Queensland Property Market Indicators – Retail

Factor	Cairns	Townsville	Mackay	Rockhampton	Gladstone	Emerald	Wide Bay	Sunshine Coast	Brisbane	Ipswich	Gold Coast	Toowoomba
Rental Vacancy Situation	Over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand									
Rental Vacancy Trend	Steady	Steady	Increasing	Steady	Increasing	Increasing						
Demand for New Units	Stable	Stable	Stable	Stable	Stable	Stable						
Trend in New Unit Construction	Steady	Steady	Declining	Steady	Declining	Steady						
Volume of Unit Sales	Bottom of market	Bottom of market	Start of recovery	Approaching bottom of market	Approaching bottom of market	Bottom of market	Bottom of market	Peak of market	Peak of market	Peak of market	Peak of market	Declining market
Stage of Property Cycle	Flat	Flat	Steady growth	Flat	Flat	Flat	Flat	Steady growth	Steady growth	Steady growth	Flat	Contraction
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Small	Significant	Significant	0	0	Small - Significant	Significant	Significant	Significant	Significant	Small	Significant

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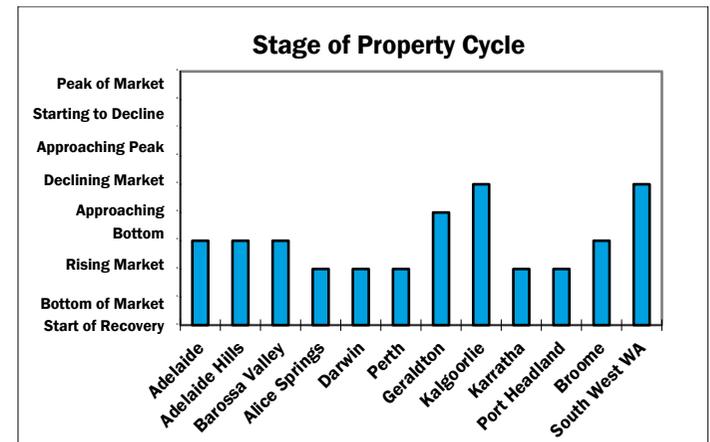
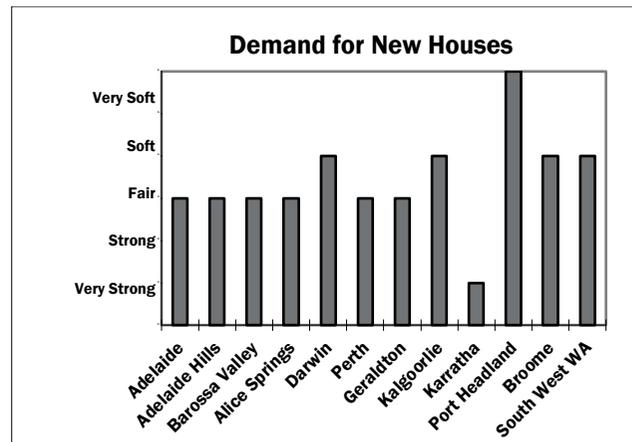
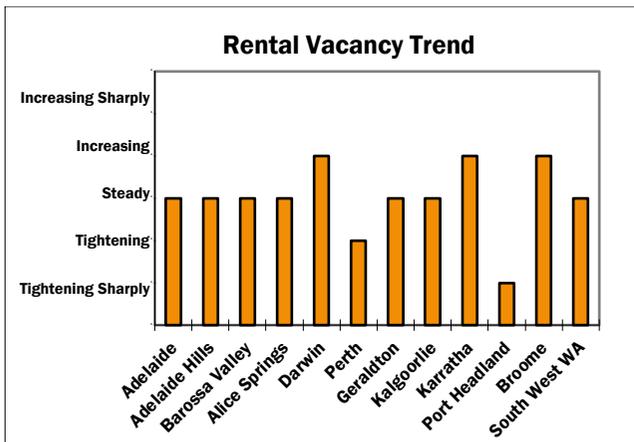


SA, NT and WA Property Market Indicators - Houses

Factor	Adelaide	Adelaide Hills	Barossa Valley	Alice Springs	Darwin	Perth	Geraldton	Kalgoorlie	Karratha	Port Headland	Broome	South West WA
Rental Vacancy Situation	Balanced market	Balanced market	Balanced market	Balanced market	Over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Shortage of available property relative to demand	Balanced market	Balanced market	Balanced market
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Increasing	Tightening	Tightening	Increasing	Tightening	Tightening	Steady	Steady
Demand for New Houses	Fair	Fair	Fair	Fair	Soft	Fair	Fair	Fair	Fair	Fair	Fair	Soft
Trend in New House Construction	Steady	Declining significantly	Steady	Steady	Increasing	Increasing	Steady	Steady	Steady	Steady	Steady	Increasing
Volume of House Sales	Steady	Steady	Steady	Steady	Steady	Steady	Increasing	Declining	Declining	Declining	Declining	Declining
Stage of Property Cycle	Rising market	Rising market	Rising market	Bottom of market	Bottom of market	Bottom of market	Approaching bottom of market	Declining market	Rising market	Start of recovery	Approaching bottom of market	Declining market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Almost never	Frequently	Occasionally	Almost never	Almost never	Almost never	Almost never	Almost never	Almost never

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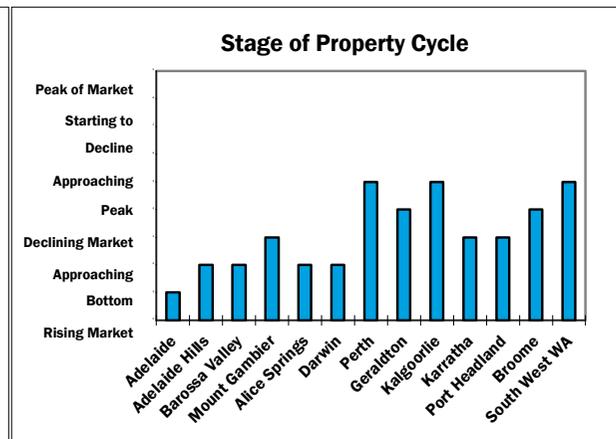
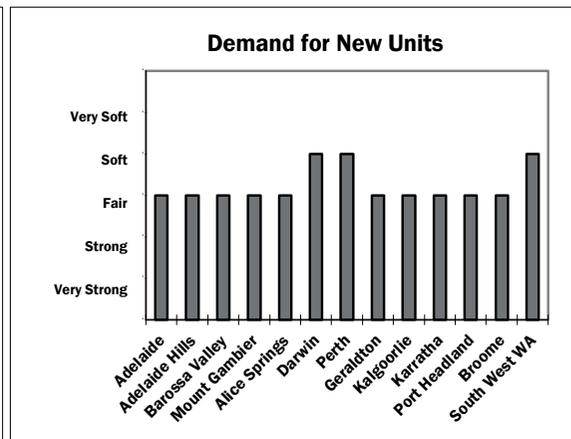
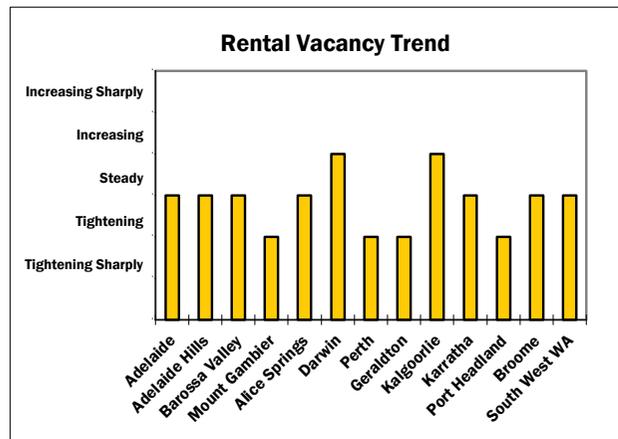


SA, NT and WA Property Market Indicators – Units

Factor	Adelaide	Adelaide Hills	Barossa Valley	Mount Gambier	Alice Springs	Darwin	Perth	Geraldton	Kalgoorlie	Karratha	Port Headland	Broome	South West WA
Rental Vacancy Situation	Balanced market	Balanced market	Balanced market	Shortage of available property relative to demand	Balanced market	Large over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Shortage of available property relative to demand	Balanced market	Balanced market	Balanced market
Rental Vacancy Trend	Steady	Steady	Steady	Tightening	Steady	Increasing	Tightening	Tightening	Increasing	Steady	Tightening	Steady	Steady
Demand for New Houses	Fair	Fair	Fair	Fair	Fair	Soft	Soft	Fair	Fair	Fair	Fair	Fair	Soft
Trend in New House Construction	Steady	Increasing	Steady	Steady	Steady	Increasing strongly	Increasing	Steady	Steady	Increasing	Steady	Steady	Increasing
Volume of House Sales	Steady	Steady	Steady	Steady	Steady	Declining	Declining	Increasing	Declining	Increasing strongly	Declining	Declining	Declining
Stage of Property Cycle	Start of recovery	Bottom of market	Bottom of market	Rising market	Bottom of market	Bottom of market	Declining market	Approaching bottom of market	Declining market	Rising market	Start of recovery	Approaching bottom of market	Declining market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Occasionally	Almost never	Frequently	Very frequently	Almost never	Almost never	Almost never	Almost never	Almost never	Almost never

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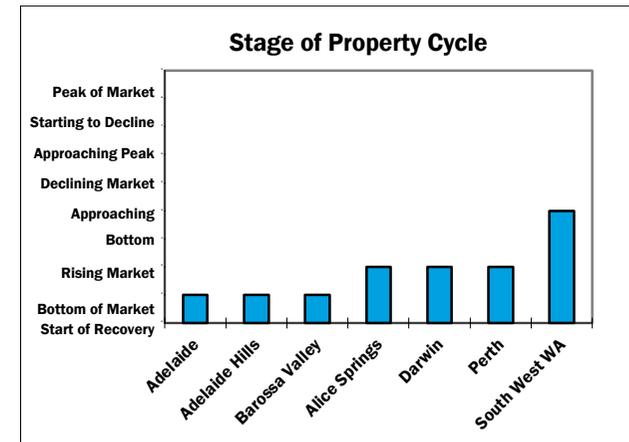
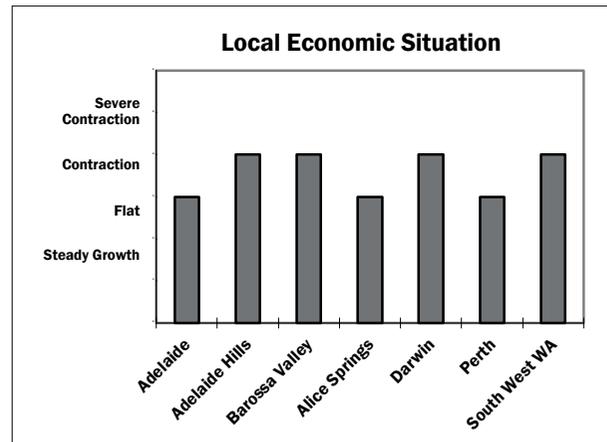
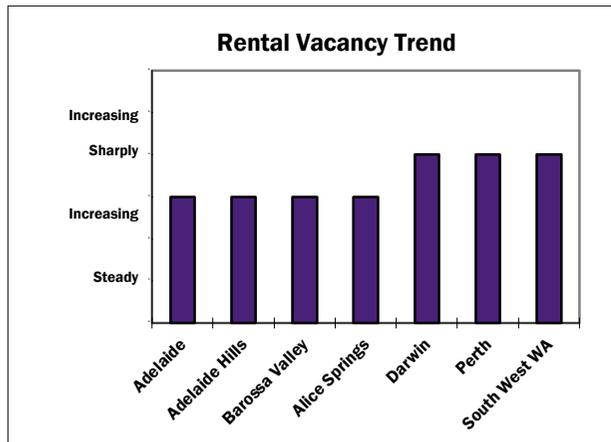


SA, NT and WA Property Market Indicators – Retail

Factor	Adelaide	Adelaide Hills	Barossa Valley	Alice Springs	Darwin	Perth	South West WA
Rental Vacancy Situation	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Increasing	Steady	Increasing
Demand for New Units	Stable	Stable	Stable	Stable	Declining	Stable	Declining
Trend in New Unit Construction	Steady	Steady	Steady	Steady	Steady	Declining	Steady
Volume of Unit Sales	Start of recovery	Start of recovery	Start of recovery	Peak of market	Bottom of market	Bottom of market	Approaching bottom of market
Stage of Property Cycle	Flat	Flat	Flat	Flat	Contraction	Flat	Contraction
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Significant	Significant	Significant	Small	Large	Large	Large

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