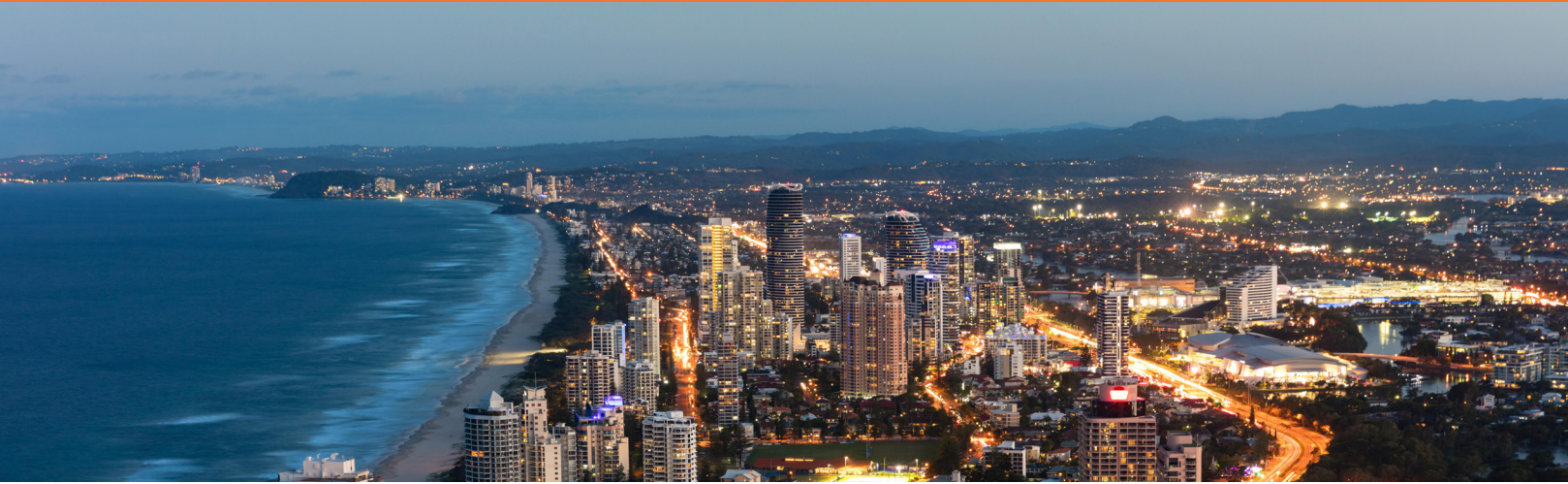


Property between the beach and the highway: Mermaid Beach to Miami

Market Report

January - March 2018



Director's Message

The Commonwealth Games has arrived and it is the biggest event to be held in Australia this decade. The Games has given the whole of the Gold Coast a renewed sense of community spirit and is a time for us to shine and be proud of our city.

Local real estate sales remain strong with median prices continuing to increase upwards over the past 5 years. Our annual Hot Summer Auction Event held at the Mermaid Beach Bowls Club was the largest local sales event, with an extremely high 85%+ successful clearance rate of properties going up for sale. Over 300 people attended with over 100 bidder registrations. We have many cash buyers still in the market so we have planned our next auction event for Tuesday the 29th of May. We will take advantage of the post Commonwealth Games property market, after the world spotlight has been focused on the city we expect to see strong buying demand. To be part of the success and have your property sold, contact one of our experienced sales team.

There are numerous mixed-use quality developments under construction or approved to be constructed in Mermaid Beach and Miami. Already underway are the developments of 'Neo', 'Otto', 'Miami Ice', 'Miami One', 'North Residences' and 'Elysium', with pre-sales underway for the 44-level Sunland development at 272 Hedges Avenue, the 24-level 'Naia' in Alexandra Avenue and the two high-rise towers of 522 apartments called 'Elegance' on the corner of Mermaid Avenue and the Gold Coast Highway. These new projects are creating their own vertical neighbourhoods and are a major change to the landscape of the area. Along with these projects, many other Highway sites are being held for new developments promising additional job creation well into the future.

The office was again awarded the top honours by 'Rate My Agent' review website as the Number One Agency in Mermaid Beach and Luke Henderson was named the Number One Agent for the Mermaid Beach area. In addition, the office was awarded the top office for the entire eastern seaboard in the Professionals Group for the October to December 2017 quarter and Luke Henderson was named the top agent in the Group for the quarter.

Make sure your chosen agency is a member of the Real Estate Institute of Queensland (REIQ). All REIQ member offices are required to maintain professional knowledge via Continuing Professional Development plus hold a current professional indemnity insurance policy, which protects their clients against the unforeseen.

We are pleased to advise that our office will remain open over the Commonwealth Games period due to the increase in the number of visitors to the area who may also have an appetite for purchasing real estate.

Andrew Henderson and Luke Henderson

www.prohenderson.com.au



Analysing the Market

Every sale detailed in this report has been sold by John Henderson Real Estate Professionals Mermaid Beach. Make sure you are dealing with the agents who are actually negotiating the deals and not just talking about them. We have been the market leaders and number one selling agency in the area for over 45 years.

Beachfront

The number of properties on the market for sale over the past quarter was lower than average. Some of our sales include a 3-bedroom apartment in 'Reef Royale' at 20 Marine Parade on the esplanade at Miami. This apartment offered show-stopping views and sold under the hammer at auction for \$1,105,000. Also on the esplanade in 'Sandrift' at 98 Marine Parade, a 2-bedroom apartment sold under the hammer at auction for \$650,000 and a ground floor 2-bedroom unit in 'Foreshore' at 67 Albatross Avenue sold at auction for \$590,000. We have recently listed for sale some sensational beachfront apartments in both Mermaid Beach and Miami. This is your opportunity to secure some irreplaceable positions.



5/20 Marine Parade, Miami
Sold for \$1.105 million by Perry Brosnan

Apartments/Units (non-beachfront)

There were a high number of sales recorded during the past quarter across a range of apartments from 1-bedroom to 3-bedrooms. Some of these sales included a modern whole-floor apartment at 2/89 Seagull Avenue in 'Essence', which sold for \$1,375,000, a 2-bedroom ensuite unit in 'Paradise Ocean' situated at 2 Fraser Avenue, Miami selling for \$540,000, a 2-bedroom ensuite unit 'Weston Lodge' at 15 Mermaid Avenue selling for \$485,000, and a 2-bedroom apartment in 'Wahlua' at 2279 Gold Coast Highway, close to Nobby Beach shops, selling for \$416,000.

Our latest beachside sales, from Mermaid Beach to Miami

- 19 Ventura Road, Mermaid Beach - \$1,800,000
- 7/15 Mermaid Avenue, Mermaid Beach - \$485,000
- 144/7 Redondo Avenue, Miami - \$415,000
- 5/60-62 Albatross Avenue, Mermaid Beach - \$540,000
- 1/67 Albatross Avenue, Mermaid Beach - \$590,000
- 5/32 William Street, Mermaid Beach - \$485,000
- 8/72 Albatross Avenue, Mermaid Beach - \$375,000
- 213/98 Marine Parade, Miami - \$650,000
- 5/20 Marine Parade, Miami - \$1,105,000
- 94 Seagull Avenue, Mermaid Beach - \$1,250,000
- 23/2 Fraser Avenue, Miami - \$540,000



19 Ventura Road, Mermaid Beach
Sold for \$1.8 million by Luke Henderson

Beachside house and land content

For the year ending 2017, Mermaid Beach remained the most expensive suburb on the Gold Coast for houses with the REIQ reporting the median house price at \$1,556,000 and a growth rate of 8.9% in the previous 12 months. Houses in Miami also recorded a very strong median price growth rate of 8.8%.

Some recent sales have included a modern 4-bedroom home at 19 Ventura Road for \$1,800,000, a 3-bedroom cottage at 94 Seagull Avenue sold for \$1,250,000, an original condition duplex pair at 20 Montana Road sold for \$1,345,000 and a 3-bedroom house at 25 Montana Road sold for \$1,385,000. Beachside housing is scarce so if you would like a confidential discussion about buying or selling call our experienced sales team today.

Property Management

Vacancy rates have reduced to 1.1% with demand outstripping supply especially in the more affordable price ranges. The office currently boasts a fantastic result of zero rental residential tenancy arrears. Residential and Commercial Property management is an important part of our business and is all conducted in our local office. If you would like us to manage your important asset please contact us or call into the office for a confidential discussion.

Plus many more!



Remember to pick up your complimentary copy of Niche Property & Lifestyle Magazine!

Out In the Community

Professionals
John Henderson Real Estate
Henderson Foundation



MERMAID BEACH SURF CLUB'S LONG LUNCH *Save the Date!*

It's now time to 'save the date' for the 5th Annual Mermaid Beach SLSC Surf & Turf Race Day on Saturday 21st July. This is a major fundraiser for the club which allows them to purchase vital equipment to keep our family, friends and visitors safe on our beaches. Last year, in association with the Henderson Foundation, over \$33,000 of net funds was raised, with all funds going to the club. If the whole local community gets involved I'm sure we can surpass this figure at the 2018 event.

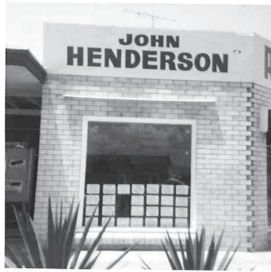
As a company and family we continue our long-running association with the three local surf clubs, having contributed over \$850,000, because we live local and we support local. Local is us. Support the agency that continues to support the local community!



Andrew & Luke Henderson accept special gift from the students of Broadbeach Primary School for their \$3,000 contribution toward 'Cool Change 150'

Cooler school ever

Broadbeach State Primary School now has air-conditioning thanks to the efforts of the school's 'Cool Change 150' fundraising team! The P & C and everyone at the school did a wonderful job with this initiative and we were glad to be involved and do our part. Thank you to all the wonderful personal messages of support received from teachers, parents and of course the students.



John Henderson's first office opened in 1973 in William Street.

45 Incredible Years

2018 marks our 45th year in business in Mermaid Beach. Established by John & Jan Henderson in 1973, the agency is now operated by sons Andrew and Luke. A very proud local family business, we remain committed to giving back to the community we have called home for 45 years.

Agency of the Year! Again!

For the second year running, John Henderson Real Estate has won the Agency of the Year and Luke Henderson as Agent of the Year for Mermaid Beach in the 2018 RateMyAgent Awards. The awards, which are the largest real estate awards in Australia, recognise those agents and agencies that have ranked the highest based on customer reviews and feedback.



Professionals
John Henderson Real Estate
in association with
apollo
auctions

John Henderson Real Estate's MAY AUCTION EVENT

29th May 2018
Mermaid Beach Bowls Club
Register your interest
by sunset 27th April

For your opportunity to sell your property at our May 29th Auction Event and to view our incredible discounted marketing packages, contact one of our salespeople for more information.

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Property Management Assistant

Administration

Jan Henderson
Sharon Howarth

Office Administration
Office Administration

Candice Dodgen
Lauren McMahon

Sales Administration
Office Administration



Privacy Act

Henderson Real Estate Holdings Pty Ltd (ACN 114 557 390 as Trustee for the Henderson Unit Trust) trading as John Henderson Real Estate is committed to protecting your privacy in compliance with the Privacy Act 1988 (Cth) and the Australian Privacy Principles (APPs). This document sets out John Henderson Real Estate's condensed Privacy Notice. John Henderson Real Estate also has a full Privacy Policy, which contains information about how you can complain about any breach by John Henderson Real Estate of the APPs or an applicable APP Code. A full copy of our Privacy Policy can be accessed at www.prohenderson.com.au/about-mermaid-beach/privacy-policy/.

If you do not wish to receive further communication from John Henderson Professionals Mermaid Beach please email us at sales@prohenderson.com.au (please ensure to include the address of your Gold Coast property if applicable).