



Professionals

John Henderson Real Estate

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

Market Report

April - June 2017



Director's Message

It's the end of another financial year and what a year it was. Strong buyer demand and increasing property prices in our beachside market place in the quarter resulted in the sale of buildings "Majestic Court" & "Sussex Mansions" at 272 & 276 Hedges Avenue. The 1,821m2 site sold in a deal which settled in June. The amalgamation of the 16 units was the culmination of 2 years work by our long term awarding winning sales agent Perry Brosnan with an extremely strong sale price being achieved.

In the March quarter REIQ Market Monitor Report, Mermaid Beach was ranked as the most valuable suburb on the Gold Coast for house sales with a median sale price of \$1,435,000.

Due to the success of our summer in-room Auctions in January we are holding another in-room Auction event at the recently refurbished Mermaid Beach Bowls Club from 5:30pm on Tuesday the 8th of August. The January event saw a final clearance rate of over 90% of properties achieving a sale. We have some fantastic discounted marketing packages available. If you would like to have your property included and achieve the same high rate of success, contact any of our experienced sales team today for more information. There will be some great properties on offer and this will be an event not to be missed, so get your seat early.

In other news, the Professionals Group International Conference and Awards is being held on the Gold Coast in October. Large events such as this provide great economic benefit for the whole Gold Coast. For the quarter January to March the office won numerous awards; Luke Henderson was the top salesperson for the Eastern seaboard, the office was the top selling office for the Gold Coast, as well as the top Auction and top marketing office, with other awards won by Perry Brosnan, Simon Francis & Tania Pears for Top Sales Team for the Eastern seaboard and Sharon Howarth for Corporate Support and Larissa Kloots for Top Property Manager Gold Coast.

The latest edition of our property and lifestyle magazine Niche is now available, pick up your free copy.

Each sale detailed in this newsletter has been negotiated by our sales team. We are still the most prolific selling beachside agency, so should you want the same successful result for your property, deal with any of the experienced John Henderson Real Estate salespeople who are all property experts. Beachside Miami and Mermaid has the best lifestyle on offer and we are blessed to live in such a wonderful part of the world.

Should you like to be kept up with real estate activity please subscribe to our weekly property email published each Thursday afternoon. It comprises our most recent sales, new listings and open homes.

Simply forward email details to sales@prohenderson.com.au.

Andrew Henderson and Luke Henderson - Directors

www.prohenderson.com.au



Analysing the Market

Beachfront

As detailed in the introduction, the standout for this quarter were the sales of the 16 units in the amalgamation of 272 to 276 Hedges Avenue for \$11 million dollars, located next to Stella Maris Catholic Church and opposite parkland. This is a prime irreplaceable position at the most northern end of Mermaid Beach. Another great beachfront sale was 2 bedroom unit in "Foresore" selling for \$670,000. Remember, they are not making any more beachfront!

**AMALGAMATED BY
PERRY BROSNAN**



Units (non-beachfront)

The most significant sales activity is in this part of the market place with a 2 bedroom unit in "Cadagi" at 8 Riviera Road Miami selling under the hammer at auction for \$510,000, a 2-bedroom ensuite apartment in "Petrel Sands" at 53/55 Petrel Avenue Mermaid Beach selling for \$576,000 and top floor 2-bedroom unit in "Oceanside" at 20 Ocean Street Mermaid Beach selling for \$552,000. The new constructed duplex at 1/41 Arthur Street selling for \$1,088,000 and 2/87 Albatross Avenue, a modern villa with no roads to cross to the beach, for \$1,350,000.

Beachside house and land content

Most notably, the sale of the "Camelot Motel" 2289 Gold Coast Highway, with 10 motel suites and managers residence on 870m2 land area for \$2.2m & the "Surf Street Motel" 2283 Gold Coast Highway, with 8 motel suites and managers residence on 809m2 land area for \$1,800,000, a duplex at 15 Hilda Street on 438m2 land area for \$1,575,000 and a trendy home at 2081 Gold Coast Hwy at Miami for \$1,100,000. With a big crowd in attendance there was the sale under the hammer of the home at 22 Cronulla Avenue on 407m2 land area with wide 20 metres of north facing street frontage for \$1,550,000. Also, an original cottage on 607m2 land area sale at 31 Montana Road backing onto parkland sold for \$1,900,000.

We currently have some quality beachside properties for sale, both original cottages and modern homes.

Property Management

During the month of May John Henderson Real Estate leased 20 properties and demand is still outstripping supply. Currently the office has 98% of properties occupied and over 99% of our tenants pay on time. We understand that property owners have expenses such as rates, land tax and body corporate levies which need to be paid on time, so we actively follow up on any late rental payments to maximise our owners' income. I welcome all investment property owners to come into our Mermaid Beach office and meet your property manager. Real estate is often one of your most valuable assets and we have been in business for 44 years; so you are in good hands. Should you want to know more about property management in Queensland you can purchase my book or to receive your free copy by simply transferring the management of your investment property to John Henderson Real Estate. It's easier then you may think and we can handle the whole process on your behalf.

Our latest beachside sales, from Mermaid Beach to Miami

- 4/39 Ventura Road, Mermaid Beach - \$379,000
- 5/53-55 Petrel Avenue, Mermaid Beach - \$576,000
- 18/2341 Gold Coast Highway, Mermaid Beach - \$415,000
- 16/98 Seagull Avenue, Mermaid Beach - \$465,000
- 9/20 Ocean Street, Mermaid Beach - \$552,000
- 1/41 Arthur Street, Mermaid Beach - \$1,088,000
- 3/8 Riviera Road, Miami - \$510,000
- 3/38 Ocean Street, Mermaid Beach - \$429,000
- 2/62 Petrel Avenue, Mermaid Beach - \$438,000
- 19/2341 Gold Coast Highway, Mermaid Beach - \$450,000
- 15 Hilda Street, Mermaid Beach - \$1,575,000
- 2081 Gold Coast Highway, Miami - \$1,100,000
- 2283 Gold Coast Highway 'Surf Street Motel', Mermaid Beach \$1,800,000
- 62/7 Redondo Avenue, Miami - \$385,500
- 272 & 274 Hedges Avenue, Mermaid Beach - \$11,000,000
- 6/28 Peerless Avenue, Mermaid Beach - \$395,000
- 33/15 Santa Monica Road, Miami - \$370,000
- 9/98 Petrel Avenue, Mermaid Beach - \$310,000
- 5/16 Riviera Road, Miami - \$360,000
- 22 Cronulla Avenue, Mermaid Beach - \$1,550,000
- 2/87 Albatross Avenue, Mermaid Beach - \$1,350,000
- 31 Montana Road, Mermaid Beach - \$1,900,000
- 39 Surf Street 'Camelot Motel', Mermaid Beach - \$2,200,000
- 1/2489 Gold Coast Highway, Mermaid Beach - \$405,000
- 30/67 Albatross Avenue, Mermaid Beach - \$670,000

We are by far the best selling agent in the area!



Out In the Community

Professionals
John Henderson Real Estate
Henderson Foundation

Surf OR Bowls... join and support your local community clubs!



Dig deep & support the annual Surf & Turf Long Long on the 22nd July. Funds from this great day raised go directly to the Mermaid Beach Surf Club!

Saturday 22nd of July is our 5th annual Mermaid Beach SLSC Surf and Turf Long Lunch in association with the Henderson Foundation. Last years' event saw over 500 attendees with over \$33,000 of net funds being raised to assist the club save lives on our local beaches. If you would like to come along and be part of the day and assist the local community contact Lee Murphy at the Surf Club on 5575 3211 or our own Jeff Burchell who has been instrumental in the events success on 0418 141 624.

The Henderson family have donated in excess of \$800,000 to local surf lifesaving clubs plus the additional funds we have helped raise through local community charity events. The three local surf clubs of Miami, Nobby's and Mermaid Beach are integral parts of the community and they are always willing to accept volunteers to patrol our beach and keep our family, friends and visitors safe in the sand and surf.

Our surf lifesaving clubs are vital to our community and Miami SLSC recently celebrated their 70th anniversary.

Keep an eye out for the new Mermaid Beach SLSC bus, wrapped in the club colours and proudly sponsored by John Henderson Real Estate. Mermaid Beach Surf Club has also notably awarded Jeff Burchell as the joint winner of their fundraising award at the annual presentation dinner.

The Professionals co-op of member offices has now raised over \$3 million dollars for the National Breast Cancer Foundation. Funds from each property we sell contributes to this fantastic cause and assists with research for a cure to the disease.

We have also formed a strong partnership with the Mermaid Beach Bowls Club. The club has recently been upgraded and installed an updated LED lighting system to improve the night bowls experience.

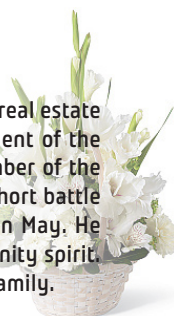


HAPPY 70TH Anniversary MIAMI SLSC!

Vale , Mike Deane.



Mike had a long and distinguished career in real estate on the Gold Coast, over 20 years as President of the Northcliffe SLSC and was a well-loved member of the John Henderson Real Estate team. After a short battle with cancer, Mike passed away peacefully in May. He was a true gentleman with a strong community spirit. Our condolences to his wife Robyn and his family.



John Henderson Real Estate's 2017 August Auction Spectacular!

Tuesday 8th August from 5:30pm
Mermaid Beach Bowls Club,
9 Markeri Street, Mermaid Beach

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in association with **aipollo** auctions

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Tiffany Coplick

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Property Manager
Property Manager

Patsy Monk
Casey Hopping
Ryhannon Esquilant

Inspections Manager
Property Management Assistant
Receptionist/Property Management

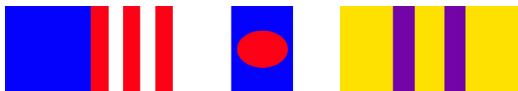
Administration

Jan Henderson
Sharon Howarth
Lauren McMahon

Office Administration
Office Administration
Office Administration

Katie Pikos
Amy Taylor

Sales Administration
Office / Sales Administration



John Henderson Real Estate is the major sponsor for the Mermaid Beach, Nobby Beach and Miami Surf Lifesaving Clubs, having donated in excess of \$800,000.



Monthly
Gold Coast Business Excellence Awards
2011, 2012, 2013, 2014, 2015, 2016
Annual
2010



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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).