



Beachside Market Report

April - June 2016

Property between the beach and the highway
Mermaid Beach - Miami

Director's Message

Real Estate is still the talk of the town, so grab yourself a cuppa and have a read of the latest edition of our quarterly beachside newsletter. This newsletter has been continually published for more than 25 years and it is still growing in popularity.

With the end of the 2015/16 financial year I can reflect on what a strong year it was in real estate for price growth and the volume of property being sold. This past year has seen a huge majority of buyers being owner-occupiers, who have been attracted to our beachside residential suburbs of Mermaid Beach and Miami for the unique lifestyle we have to offer. When sellers list their home for sale with John Henderson Real Estate, our goal is to make your home the star.

Due to the large volume of sales, the number of properties on the market now are at the lowest levels I have ever seen in my real estate career. We expect the next 12 months to show continued positive signs for a buoyant market with the Reserve Bank's seemingly continual reduction of interest rates. Should you wish for a new appraisal of your home, please contact any of our experienced sales agents.

On May 31 the Gold Coast Bulletin reported that in the 12 months to February 2016 Mermaid Beach house prices increased on average 25.5% to \$1.21 million. This increase was the highest for any Gold Coast suburb. Then again on June 11 the Bulletin reported that Mermaid Beach house prices had increased 480% in the past 20 years, ranking it again first on the Gold Coast with prices increasing from \$250,000 to \$1,211,000. Miami house prices ranked in third place increasing 461% from \$140,000 to \$645,500.

You will notice over the next few months the Professionals logo is changing and the signage on the office on the Gold Coast Highway will undergo a transformation to reflect a new modern updated brand. Along with the new logo we are also committed to our Core Values. At John Henderson Real Estate Professionals Mermaid Beach we think *our clients*, we think *remarkable service*, we strive for *excellence*, we challenge the *status quo* and together we can create a successful result.

At the Gold Coast Professionals Group Quarterly Awards this office was named the Top Sales Office with experienced salespeople Luke Henderson, Perry Brosnan and Andre Sharples all named in the top 5 agents on the Gold Coast. Perry Brosnan was also the crowned the leading Auction agent.

The office has eight Auctions scheduled for the month of July with a number of quality properties going under the hammer. Since January 2016 we have conducted 33 Auctions for a sales success rate of 76%.

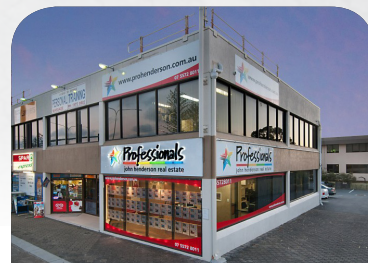
Our Niche Property and Lifestyle Magazine is being distributed every six weeks to more than 6000 local mailboxes as well as another 1000 copies being available at our office, open homes and local cafes. Keep up to date with "what's on" and what's for sale. If you would like a copy posted to you, please call our office so to make sure you never miss an issue.

Our weekly property update is sent every Thursday afternoon. If you like to keep your finger on the property pulse with the latest listings, sales, upcoming auctions and open homes, forward your email address to sales@prohenderson.com.au and we can make sure you don't miss out on your next property purchase.

ANDREW HENDERSON & LUKE HENDERSON
Company Directors,
John Henderson Professionals Mermaid Beach



"The majority of owner occupiers are attracted to our beachside residential suburbs for the unique lifestyle we have to offer."



john henderson real estate

2406 Gold Coast Highway
Mermaid Beach

5572 8011

Successfully selling & leasing
real estate on the Gold
Coast for 43 years



Our Mermaid Beach & Miami Beachside Sales this Quarter

6/70 Marine Parade	\$625,000
9/26 Albatross Avenue	\$670,000
15/125 Albatross Avenue	\$1,220,000
4/11 Mermaid Avenue	\$410,000
4/119 Albatross Avenue	\$1,235,000
9/2309 Gold Coast Highway	\$245,000
19 Alfred Street	\$1,540,000
31 Seashell Avenue	\$1,080,000
4/8 Marine Parade	\$400,000
7 Surf Street	\$1,800,000

38 Surf Street	\$1,550,000
5/10-12 Fraser Avenue	\$451,000
22/7 Redondo Avenue	\$327,000
15/37 Albatross Avenue	\$610,000
6/11 Mermaid Avenue	\$410,000
2283 Gold Coast Highway	\$1,800,000
24 Nagel Avenue	Price Undisclosed
20 Albatross Avenue	\$1,426,750
12/28 Chairlift Avenue	\$361,500
1/38 Ocean Street	\$389,000

29 Surf Street	\$1,325,000
8/2311 Gold Coast Highway	\$441,000
and many more!	

“We never quote sales we haven’t sold ourselves!”

Beachfront

The quarter recorded a number of beachfront unit sales along Albatross Avenue and Marine Parade. A three-bedroom unit in “Albatross North” sold for \$1,220,000, a three-bedroom unit in “Banksia Court” for \$1,235,000, a two-bedroom unit in “Spindrift” for \$610,000 and a two-bedroom unit in “Miami Beach Apartments” for \$400,000.

We currently have for sale the ground floor three-bedroom unit in “On the Park” at 255 Hedges Avenue for \$1,450,000. The beachfront still seems to be the ultimate property goal for most Australian property purchasers.

Houses

There is a major housing renewal occurring in the area with most beachside streets having older cottages being demolished and new homes under construction or major renovations being undertaken. This will be keeping local builders and tradespeople very happy. Modern homes assist in increasing the local median house price.

This quarter saw an increased number of home sales across the area. Some sales of note were 19 Alfred Street (\$1,540,000), 7 Surf Street (\$1,800,000), 20 Albatross Avenue (\$1,430,000), 29 Surf Street (\$1,325,000) and 31 Seashell Avenue (\$1,080,000). There was also the \$1.55 million sale of the development site at 38 Surf Street, which had the added bonus of Council Development Approval for 12 new units. We still have some quality homes and land for sale in the beachside area.

Sold



6/70 Marine Parade, Miami
Beachfront unit sold after auction for \$625,000.
Sold by Selling Director Luke Henderson

The Market

All sales detailed in this newsletter have been sold by our office. When sourcing a real estate agent to sell your most financially valuable asset, make sure you deal with those agents who make the most sales and achieve the best results. If you want the same successful sales results detailed in this newsletter please contact our experienced sales team.

Home Units

The unit market is still seeing strong buyer activity from both owner-occupiers and property investors. Some sales include two-bedroom units in “Sundowner Court” in Mermaid Avenue for \$400,000 & \$410,000, a two-bedroom unit in “Karingal” in Fraser Avenue at Miami for \$451,000 and a three-bedroom unit in “Rata Nui” in Albatross Avenue for \$670,000.

During July we have some great auctions scheduled for quality units in the area.

Permanent Rentals

In other news, Andrew Henderson’s new upcoming book “Property Management in Queensland” will soon be available from our office. This comprehensive publication is a guide to understanding the ins and outs of the residential Property Management. Put your pre-order in now for availability by the end of July. If you would like a free copy, simply transfer your investment property to our experienced property management team by emailing larissa@prohenderson.com.au or phoning 07 5572 8011. It’s easy to transfer from your existing property management to John Henderson Real Estate and we will do all the legwork for you.

For our existing valued property owners your copy will be personally posted to your mailbox very soon.

With the cooler weather comes increasing residential property vacancy. Property Management is all about market supply and demand. If you want to discuss the rent you’re receiving on your property or if you are considering selling, we are always available to discuss your individual needs.



FUNDRAISING LONG LUNCH SET TO BREAK RECORDS

This year's Surf and Turf Long Lunch on the 23rd July is set to be the biggest and best yet.

This event, now in its fourth year, is a highlight on the calendar of some of the Gold Coast's most elite socialites. The Long Lunch will be held in The Events Centre of the Gold Coast Turf Club, with plenty of bubbles, bets and bravado to go round.

This year the event will host in excess of 550 people and due to the high volume of bookings, it will this year be held in the brand new Event Centre Grand Hall One. We hope to raise over \$30,000 to purchase vital equipment to make the beaches safer for locals and visitors.

Our donations to the three local surf clubs, given from our own family's pockets, has now topped \$750,000. Along with this donation we also assist in fundraising.

John Henderson Real Estate is committed to serving the community not only in selling local property but to give back to the iconic volunteer organisations who patrol our beaches.

Community events only work if the local community get themselves involved. If you want to purchase a ticket or donate a prize, contact Senior Salesperson Jeff Burchell, jeff@prohenderson.com.au.

The Henderson Foundation Charity is proud to play a major part for the betterment of our local community.

Another community event proudly sponsored by the Henderson Foundation.



WHAT'S BEEN HAPPENING IN THE COMMUNITY

MORETON BAY FIG MYSTERY REMAINS UNSOLVED



There is still up to \$10,000 reward available from John Henderson Real Estate through Crime Stoppers for information leading to the arrest of the person/s who poisoned the century-old Moreton Bay Fig Tree in Annette Kellerman Park.

The tree is believed to have been poisoned toward the end of last year.

If you have any information I urge you to phone Crime Stoppers today on 1800 333 000, to help bring the culprit to justice.

WHALE WATCHING SEASON HAS BEGUN



Look out Dory, the Gold Coast Whale Watching Season has begun! Humpback whales can be spotted all along the Gold Coast beaches, or you can use a Whale Watching Tour to get right up close and personal.

In June, a baby seal was also washed up at Nobby Beach, where it made its way up the sand towards Mermaid Beach before resting with the Gold Coast high-rises in the background. The injured seal is now in the care of Seaworld.

REAL ESTATE BITES

Who should you use for conveyancing?

Selling and purchasing property is a big deal, and shouldn't be taken lightly. Do your research and invest in a well-respected professional firm that specialises in conveyancing. Don't presume to represent yourself as you want a professional who knows the legal system. Contact us if you need help selecting a conveyancer to represent you. Like in real estate, if you think it's expensive to hire a professional, wait till you hire an amateur!

Local property & lifestyle magazine creates buzz

Seen our Niche Property & Lifestyle Magazine around town? We are up to our fourth edition with a distribution of over 7,000. A free publication, filled with local information, community news & relevant property information. Email us at sales@prohenderson.com.au to be put on the free mailing list.



delivering results...

"The Professionals" says it all - and Luke Henderson is a shining light in their organisation. Luke took us through the process of selling my mother's home, beachside at Mermaid Beach, and I could not have wanted a better agent. At all times he was providing support from sitting with us before the process began to decide the best method of selling the property as recent auction results did not return expected results thru to advice and feedback from the 'viewings' and various "offers"!...Luke Henderson is a person I would go back to again the next time we are in the Gold Coast market. Their office is also very easy to talk to and any information and advice on renting/sales is also readily available.

C. Witt.

For more independent customer reviews on all real estate agents, visit www.ratemyagent.com.au

Support the agency supporting your community!

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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).

