



Beachside Market Report July - September 2015

*Property between the beach and the highway
Mermaid Beach - Miami*

Director's Message

*Source: ratemyagent.com.au

Spring is here and the property market continues to see strong buyer demand from owner occupiers as well as property investors and developers. The office continues to achieve a high number of sales. Some sales of note being the successful amalgamation of the unit blocks at 7 & 9 Mermaid Avenue on a combined 1,900m² land area. These prime positioned unit blocks, beachside and opposite Pacific Fair sold for a cumulated sum of \$2,568,000 & \$2,150,000 respectively. During our 42 years of being in business we have been involved with the amalgamation of many development sites, some of these being "Marrakesh" and "Verve" high-rises now constructed, along with the 17 beachfront units at Heron Avenue selling for \$12 million in 2014. These units have now been demolished to make way for a luxury residence.

Our office's Auction clearance rate is very high, with 84% of our auctions leading to successful sales. This figure is well above the general real estate market average. We approach our Auctions as a team with the majority of our experienced sales team in attendance to assist potential buyers and curious onlookers with their real estate needs. We are the only real estate office that can deliver this essential service to sellers, this is part of our unique team and family values. With John Henderson Real Estate you truly get a team of exceptional real estate salespeople when you list your valuable home or investment property for sale.

Our local market share of sales continues to remain around 40%*. We are a strong locally owned business with a reputation for achieving results for over 40 years. This quarterly newsletter has been published for over three decades and all sales detailed in this newsletter have been sold by our office. We continue to be the market leader, we continue to support the local surf lifesaving clubs with donations from our own pockets now totalling over \$700,000, we support our local Neighbourhood Watch and also donate to the National Breast Cancer Foundation with every property we sell. We are passionate about giving back to the community in which we work and live and most importantly we will continue to strive to be the best in the business.

If you would like more regular updates and alerts on the local market we issue an email each Thursday afternoon with new listings, open homes and property sales. To receive this informative information email me directly andrew@prohenderson.com.au and we can add your details to the database. All

data collected by John Henderson Real Estate is only used for our office purposes and never given to third parties.

If you would prefer to receive this quarterly newsletter by email rather than post please let me know, by dropping into the office, phoning in or sending me an email. If you are looking to buy, sell or simply want to know more about the latest market price of your property I encourage you to contact one of our sales team.



Andrew Henderson & Luke Henderson
Company Directors,
John Henderson Professionals Mermaid Beach

“Our local market share of all sales continues to remain around 40%...”



john henderson real estate

2406 Gold Coast Highway
Mermaid Beach

5572 8011

Successfully selling & leasing
real estate on the Gold
Coast for over 40 years



we never quote sales we haven't sold ourselves!

Our Mermaid Beach & Miami Beachside Sales this Quarter

7/3 Montana Road	\$390,000
3077/2633 Gold Coast Hwy	\$360,000
23 Ventura Road	\$1,025,000
7/12 Montana Road	\$332,500
1/2087 Gold Coast Hwy	\$1,815,000
36 Hedges Avenue	\$1,950,000
1 - 6, 7 Mermaid Avenue	\$2,568,000
10/2341 Gold Coast Hwy	\$412,000
1/118 Petrel Avenue	\$500,000

1, 3, 4, 5, 6/9 Mermaid Avenue	\$1,790,000
1/28 Marine Parade	\$760,000
7/40 Marine Parade	\$695,000
6/158 Hedges Avenue	\$698,000
7/10-12 Redondo Avenue	\$748,000
16/3 Redondo Avenue	\$254,000
2/116 Petrel Avenue	\$355,000
6/2313 Gold Coast Highway	\$425,000
B30, 1 Great Hall Drive	\$428,000

19/15 Surf Street	\$250,000
3/26 Montana Road	\$380,000
4/198c Hedges Avenue	\$350,000
24/2341 Gold Coast Hwy	\$408,000
16 Arthur Street	\$1,285,000
1/67 Seagull Avenue	\$1,015,000
1/8-12 Marine Parade	\$360,000
21/2489 Gold Coast Highway	\$352,500
and many more!	

Beachfront

The Esplanade at Miami continues to remain popular with buyers, which has led to a number of beachfront units changing hands. These included a ground floor unit in "Ocean Dream" that sold for \$760,000, a 2 bedroom unit in "Sanderling" that achieved \$695,000 and a "Miami Beach Apartments" sale for \$360,000.

If you are looking to purchase on the absolute beachfront we have available two whole floor apartments in the iconic "On the Park" at 255 Hedges Avenue. Visit www.prohenderson.com.au for property details.

Home Units

Beachside units are again the cornerstone of the market and have continued to be sought out by owners occupiers and now increasingly property investors. There is also plenty of value for money still to be had in the beachside area with the sales of a 2 bedroom unit at 198c Hedges Avenue for \$350,000; a great entry point for property buyers.

A two bedroom unit in "Sandown" on Hedges Avenue sold for \$698,000, a 2 bedroom unit in "Camden House" on corner of Montana Road and Hedges Avenue for \$390,000, a 3 bedroom penthouse in Redondo Avenue for \$748,000, along with a modern villa at 67 Seagull Avenue for \$1,015,000 & the stunning villa at 2087 Gold Coast Hwy Miami for \$1,815,000.

Houses

There continues to be low stock levels of these types of property and the bulldozers have been busy with a significant amount of new construction underway or in the planning stages.

The \$1 million dollar mark continues to be surpassed with the sales of 23 Ventura Road for \$1,025,000 and 16 Arthur Street for \$1,285,000. One of the strongest sales recorded during the quarter was that of 36 Hedges Avenue for \$1,950,000. The north facing corner position was sold immediately after the conclusion of the Auction.

The Market

Sold



36 Hedges Avenue, Mermaid Beach

5 bedroom iconic beachside home.

Sold for \$1,950,000 by Luke Henderson & Michael Boulanger

Permanent Rentals

Vacancy levels remain low but tenants remain very price conscious. If the asking rental price on a vacant property is too high tenants tend to simply choose another property rather than negotiate and each week a property remains vacant is a week's rent lost.

We don't and won't just put 'anybody' into your property; we seek out the best tenant for your investment and look after you for the long term. We reference-check each and every tenant.

We are now expanding our property management business and due to evolution in systems and technology we now have increased capabilities to be the best property managers in the area. If you would like to enquire about changing property management companies please contact Larissa Kloots at our office on 5572 8011 or email larissa@prohenderson.com.au.



Step up to the challenge & pinkify your October!



October is breast cancer awareness month, and John Henderson Real Estate is proud to be a sponsor of the third annual Jog for Jugs in Mermaid Beach to help raise money towards invaluable research.

The 5km walk/jog is being held on the 25th October. Registration is free, but there will be raffle tickets and merchandise for sale on the day.

Jog for Jugs is now a national event, with WA, NT, SA, Victoria and Tasmania also involved this year.

The flagship Gold Coast run is orchestrated by our own salesperson Jeff Burchell, who is immensely proud to be part

of this event.

"This is a cause close to my heart, and it is so exciting to see this event grow in popularity every year", says Jeff.

The Professionals Group is also a Diamond Partner of the National Breast Cancer Foundation, having donated in excess of

\$2,735,544.82

Another community event sponsored and supported by John Henderson Real Estate The Professionals Mermaid Beach.

REAL ESTATE BITES

Agency wins prestigious award

In August John Henderson Real Estate was the monthly winner from the Gold Coast Business Excellence Awards for Trades, Professions & Services.

The Gold Coast Business Excellence Awards are celebrating their 20th anniversary and showcase the best of the best Gold Coast businesses, some of which are truly world class operations based locally.

www.goldcoastbusinessawards.com.au



Pool Safety Laws

Did you know, by law, you must register your pool or spa? You can find out whether your pool is registered by doing a property search.

You may be fined up to \$2200 if your pool or spa isn't registered.

All new swimming pools need building development approval and must comply with the pool safety laws.

WHAT'S BEEN HAPPENING IN THE COMMUNITY

MERMAID SLSC WINS AGAIN!



The Mermaid Beach Surf Club has once again won the Surf Life Saving Queensland Club of the Year Award for last season, making it two years in a row!

The awards seek to recognise exceptional commitment to lifesaving, surf sports and youth development, as well as members of the community who have worked with surf life saving to improve beach safety and awareness. John Henderson Real Estate is proud to offer continued major sponsorship for the Mermaid Beach SLSC.

\$200 MILLION TOWER AT JUPITERS



Work has started on the 18-storey tower at Jupiters Hotel and Casino that will house a luxurious six-star hotel. The new tower is part of \$345 million redevelopment of the popular Broadbeach destination. The building contract has been awarded to Probuild and the construction phase is expected to create 500 jobs. One of the great things about the project is most of the workers will be sourced from local businesses. We think it's going to look sensational!

THE UNBEATABLE TEAM OF SIMON FRANCIS AND TANIA PEARS

Whilst purchasing my first property I found Tania very helpful through out the sale. She provided me with all the information I needed and I could always be in contact when needed. I would most definitely recommend Tania to anyone looking to sell or buy.

S. Kitching

Selling this property which we have owned since 1983 has been like leaving a friend, but Simon has made the process very simple and straight forward. We would recommend Simon as a very honest and hard working person.

L & F Rossmann

Support the agency supporting your community!

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i♥mermaid.com

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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).

