

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

Market Report

July - September 2016



Director's Message

As the weather warms up during spring and we head into summer, we approach the time when real estate sales activity increases. The past quarter has recorded some great property sale prices, post the Federal election and the local real estate market continues to display positive signs for the near future.

Due to the success of our 2016 Hot Summer Auction we have scheduled for another large in-room summer auction for Tuesday the 24th of January 2017. In 2016 the auction room was full to maximum capacity with buyers and there was plenty of heat in the competitive bidding. Our office auction success rate for 2016 so far is 84%.

Competition is what drives athletes to break world records during the Olympics. The same thing happens with property auctions. Auctions help us achieve record property sales results so if you would like to have your property showcased during our Hot Summer Auction event please contact one of our experienced sales staff.

If you would like to be informed each Thursday afternoon of the most recent sales, new listings, open homes scheduled for the upcoming weekend and community events, subscribe to our office weekly e-newsletter. Contact sales@prohenderson.com.au to register and to be kept up to date with the latest market activity. Currently there are over 9,000 subscribers already receiving this e-newsletter market update.

Residents should keep a look out in your mail box for the 7th edition of our Niche: Property and Lifestyle Magazine. We have been receiving great feedback and also some fantastic editorial content ideas from locals. If you would like to have the magazine posted to you free-of-charge please email sales@prohenderson.com.au to request a copy of the next edition.

In July, John Henderson Real Estate was awarded the monthly Gold Coast Business Excellence Award for Family Business; we have now been awarded this honour seven years running. 43 years selling local real estate, providing a large number of local jobs and supporting our community helps us to achieve this award each year, and we are humbled to be recognised for our efforts. The Annual Award presentation dinner will occur in November to hopefully again name John Henderson Real Estate for the overall category award.

If you are seeking to know the new market value of your property please contact our experienced sales team. John Henderson Real Estate is the highest selling real estate agency in the beachside area and have been for the past four decades. We will continue to be the prominent agent in the area for decades to come.

Andrew Henderson and Luke Henderson - Directors

www.prohenderson.com.au



Analysing the Market

Beachfront

Desirability for beachfront units was evidenced with the sales of the three-bedroom, ground-floor unit in "On the Park" at 255 Hedges Avenue for \$1,420,000.



1/255 Hedges Avenue, Mermaid Beach
Beachfront ground floor luxury unit sold for \$1,420,000.

Beachside house and land content

Strong demand from buyers and limited supply is leading to great activity for houses and whole unit blocks in the beachside area. Some great sales include 34 Heron Avenue which sold for \$1,550,000, 9 Tamborine Street for \$1,815,000, 42 Ocean Street for \$1,095,000 and 2291 Gold Coast Highway for \$873,600.



9 Tamborine Street, Mermaid Beach
Duplex pair sold for \$1,815,000

Units (non-beachfront)

This part of the market is really the most affordable entry point. Sales for the quarter started at just \$222,000 for a top-floor one-bedroom unit in "Beaches on Wave" at 38 Petrel Avenue and \$222,500 for a ground-floor one-bedroom unit in "Mermaid Cove" at 45 Ventura Road. Two units at 27 Cronulla Avenue sold for \$370,000 & \$380,000. Some other unit sales include a two-bedroom, one-bathroom unit at 5 Wave Street for \$533,000 and two-bedroom-with-ensuite units at 29 Montana Road sold for \$463,000 and a unit at 37 Sunbrite Avenue sold for \$500,000.

A beachside corner block of 6 x 2 bedroom and 3 x 1 bedroom units on a 1,222m2 corner sold at Auction for \$3,000,000, while 2 units in the 'Alexis' building at 19 Mermaid Avenue sold for \$770,000 and \$1,200,000 respectively.



2/5 Wave Street, Mermaid Beach
Prime location with ocean views sold for \$533,000

Property Management

You will see our office cars are now displaying the new Professionals Real Estate logo, with the number plates "Mermaid" & "Miami". They are highly visible and show that our property management department are always actively out and about in the neighbourhood.

We are always looking for ways to use technology to improve our property management services and we have just implemented an electronic key tracking system to make additionally sure that the office copy of the spare keys to your investment property remain safe and secure at all times.

Property Management in Queensland, a book written by Andrew Henderson, is now available to purchase for \$29.95 or for your free copy simply transfer the property management of your local investment property to John Henderson Real Estate. Contact New Business Manager Larissa Kloots on 5572 8011 or email larissa@prohenderson.com.au.

Beachside property we sold this quarter from Mermaid Beach to Miami

2203/2214 Gold Coast Highway, Mermaid Beach	\$450,000	18 Ventura Road, Mermaid Beach	\$1,395,000
26/38 Petrel Avenue, Mermaid Beach	\$222,000	1/255 Hedges Avenue, Mermaid Beach	\$1,420,000
2/45 Ventura Road, Mermaid Beach	\$222,500	6/29 Montana Road, Mermaid Beach	\$463,000
9 Tamborine Street, Mermaid Beach	\$1,815,000	4/37 Sunbrite Avenue, Mermaid Beach	\$500,000
2/108 Petrel Avenue, Mermaid Beach	\$420,000	1/27 Cronulla Avenue, Mermaid Beach	\$380,000
2/5 Wave Street, Mermaid Beach	\$533,000	2/27 Cronulla Avenue, Mermaid Beach	\$370,000
1/42 Ocean Street, Mermaid Beach	\$547,500	26 Nagel Avenue, Mermaid Beach	\$1,420,000
2/42 Ocean Street, Mermaid Beach	\$547,500	35 Seashell Avenue, Mermaid Beach	\$1,175,000
34 Heron Avenue, Mermaid Beach	\$1,550,000	6/19 Mermaid Avenue, Mermaid Beach	\$770,000
85 Seagull Avenue, Mermaid Beach	\$1,130,000	8/26 Albatross Avenue, Mermaid Beach	\$725,000
18/8 Marine Parade, Miami	\$399,000	2523 Gold Coast Highway, Mermaid Beach	\$3,000,000
159/7 Redondo Avenue, Miami	\$340,000	26/19 Mermaid Avenue, Mermaid Beach	\$1,200,000
2/2071 Gold Coast Highway, Miami	\$675,000		



John Henderson Real Estate is the long standing major sponsor of the Mermaid Beach, Miami and Nobby Beach Surf Clubs.

Out In the Community

Long Lunch biggest and best yet

The Mermaid Beach SLSC Surf & Turf Long Lunch event saw more than 500 people attend. It was a great day with a great deal of fun and fashion. The event was a sell-out. Given the great success The Club and The Henderson Foundation is pleased to announce the date for the 2017 event has already been set for Saturday the 22nd of July. Save this date in your calendar now as we have set the bar higher to have a bigger and even better event. In addition to funds raised, our family has now donated from their own pockets a total of \$750,000 to the three local surf clubs. The clubs are a vital and integral part of the fabric of our beach community. The volunteers spend many hours patrolling to keep both residents and visitors safe in the water between the flags. When you're on the beach on the weekend keep an eye out for the new Mermaid Beach SLSC beach trailer with our new logo.

"Your generous donation and support helped raise an amazing \$33,243.50 from the day. This money will definitely help in acquiring and updating necessary lifesaving equipment which is vital to our lifesaving duties for the upcoming season."
Phil Chipman, President, Mermaid Beach Surf Club.

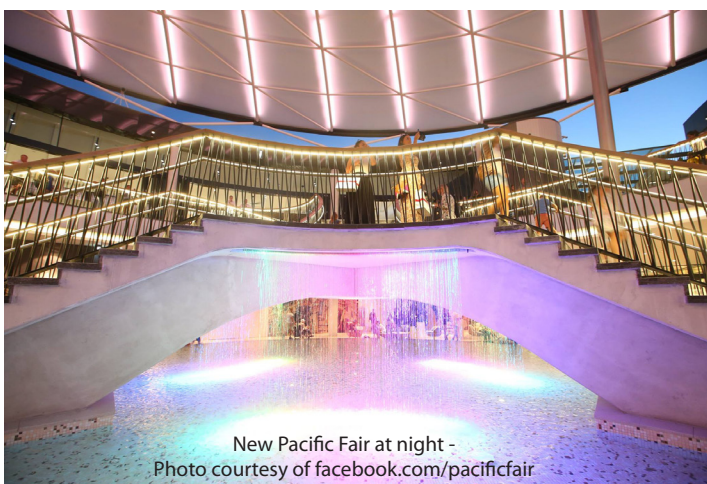
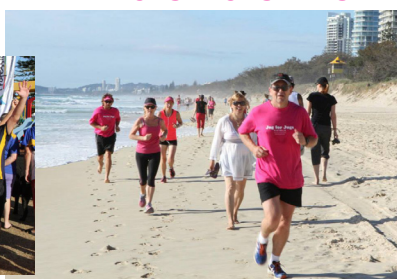


Jog for Jugs - it's on again!

October is breast cancer awareness month and again Mermaid Beach will host the Gold Coast event for the annual Jog for Jugs beach run/walk on the 30th of October. It will start and finish at Ken Mansbridge Park in front of the Mermaid Beach Surf Club.

Registration is only \$10, so come along, wear pink and show your support. Jog for Jugs has so far raised \$80,000. The name of the event may be tongue in cheek but helping to find a cure is the ultimate goal.

jogforjugs.org.au



New Pacific Fair at night -
Photo courtesy of facebook.com/pacificfair

OUR BIGGEST EVENT OF THE YEAR

Hurry! Don't miss the boat!!

John Henderson's

HOT Summer

AUCTION EVENT

JANUARY 24TH 2017

Contact us today about how you can sell your property at this event, with special never-before-seen marketing packages.

Don't miss this once a year Auction Event. Incredible marketing packages, amazing savings and sensational results.

On some sad news we regret to advise the passing of Nick Deane. Nick was a great guy, a well-liked member of the sales team and was a big part of the John Henderson Real Estate 'extended family'. Many of the readers would have had dealings with or seen Nick conducting open homes in the area. We express our sincerest condolences to his parents Mike and Robyn and our thoughts are with them at this time.



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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).