

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

Market Report

October - December 2017



Director's Message

Each December, we like to look back and review the year that was. In 2017 we saw continued strong capital growth in the local property beachside market with the highest purchaser demand from owner-occupiers seeking a piece of our great lifestyle. The office achieved some fantastic property sales with our top 5 settled sales in 2017 being 187-191 Hedges Avenue, achieving the highest recorded local sale price for the year at \$16,450,000, 272-276 Hedges Avenue \$11,000,000, 73 Hedges Avenue \$4,775,000, 114 Marine Parade \$3,025,000 & 19 Peerless Avenue for \$3,100,000. Along with many, many more great local property sales we achieved the most beachside property sales in Mermaid Beach and Miami during 2017 of any agency and we continue to be the largest selling agency with a long proven 44-year track record and history of getting the best deals done. We conducted 89 Auctions during 2017 with a phenomenal sales success rate of over 88% for the year. Our next in-room Auction Event will be held on the 23rd of January at the Mermaid Beach Bowls Club from 5.30pm. Auctioneering on the night is the crowned 2017 Australasian Auctioneer of the Year, Justin Nickerson from Apollo Auctions.

In a year of achievements, Luke Henderson won the award for the Professionals Real Estate Top Selling Agent for Australia, which was awarded at the Groups International Conference on the Gold Coast in October and he has also been named a finalist for the 2018 REIQ Residential Salesperson of the Year, the only agent on the Gold Coast to qualify. Sharon Howarth was awarded Professionals International Administrator 2017 and John Henderson Real Estate was also named as the city's Family Business of the Year at the coveted Gold Coast Business Excellence Awards for 2017.

As a company, it's great to win awards and to be recognised by our peers we couldn't have done it without the help and support of everyone who is part of the John Henderson Real Estate team, family and, of course, our loyal clients.

We are currently witnessing a huge amount of urban revival in Mermaid Beach and Miami with more than 1,000 new residential apartments in the local area under construction, or already approved by the City Council for development. These new building projects are a mixture of medium sized buildings or high-rise tower developments of up to 26 levels, which will significantly transform the area as we know it in the coming years.

2018 is the year of the Gold Coast Commonwealth Games and this will by far be the biggest event to ever occur locally. April's much-anticipated Opening Ceremony cannot come soon enough to put our great city on show to the world.

Enjoy the rest of your summer and cheers to a great 2018.

Andrew Henderson and Luke Henderson

www.prohenderson.com.au



Analysing the Market

All sales detailed in this quarterly newsletter have been sold by John Henderson Real Estate Professionals Mermaid Beach. Deal with the agency team who make the sales and work with the most buyers in the local area. We have been the market leading and number one selling agency in the area for over 44 years.

Beachfront

Beachfront property is scarce with properties remaining tightly held. Over the past quarter there was 2 absolute beachfront sales in "Albatross North" with a 3-bedroom apartment selling for \$1,087,500 and 2-bedroom apartment for \$700,000. If you want to purchase on the beachfront we have a number of great properties going for sale at our Hot Summer Auction Event on the 23rd of January.



1/21 Ventura Road, Mermaid Beach
Sold for \$1.3 million
Sold by Evelynne Castaldi & Jeff Burchell

Apartments/Units (non-beachfront)

Buyer demand remains strong in this market segment with some Villa sales of note being 1/21 Ventura Road selling for \$1,300,000, 2/87 Seagull Avenue selling for \$898,000 and 1/95 Seagull Avenue selling for \$785,000. A ground floor 3-bedroom apartment in "Hedges 252" achieving \$1,630,000. There have been numerous 2-bedroom unit sales in beachside streets ranging from \$362,500 to \$580,000.



182 Hedges Avenue, Mermaid Beach
Sold for \$2 million
Sold by Luke Henderson

Beachside house and land content

Houses remain in short supply and demand is strong especially in the Nobby Beach neighbourhood as witnessed by our Auction in December of the home at 16 Surf Street with 16 registered bidders. The spirited bidding achieved a sale under the auctioneer's hammer of \$1,560,000. We still have 15 "cash" buyers looking to purchase from this auction. The original cottage at 33 Surf street sold under the hammer at Auction for \$1,150,000.

Whole blocks of units are a rare opportunity and all three sales this quarter were quickly purchased with a high level of buyer demand. A block of 6 strata titled units at 99 Seagull Avenue selling under the hammer at auction for \$2,400,000, a whole block of 4 strata titled units at 19 Peerless selling for \$3,100,000 and block of 3 strata titled units at 182 Hedges Avenue selling for \$2,000,000.

Property Management

Rental vacancy remains very low with our office vacancy rate currently under 2%. Property management is a very important and integral part of our business and we would like to manage your all-important investment property. All our property management staff work from our Mermaid Beach office and we don't outsource any of the duties overseas so all jobs are retained locally right here. If you would like to discuss changing property managers please call for a confidential discussion. We can handle the entire process and paperwork on your behalf. If you would like a copy of Andrew Henderson's book "Property Management in Queensland - A guide for investors".

Just email reception@prohenderson.com.au or phone 5572 8011.

Our latest beachside sales, from Mermaid Beach to Miami

- 2/123 Seagull Avenue, Mermaid Beach - \$480,000
- 2/87 Seagull Avenue, Mermaid Beach - \$898,000
- 135/7 Redondo Avenue, Miami - \$362,500
- 13/125 Albatross Avenue, Mermaid Beach - \$1,250,000
- 102/252 Hedges Avenue, Mermaid Beach - \$1,630,000
- 7/3 Ocean Street, Mermaid Beach - \$435,000
- 5/39 Arthur Street, Mermaid Beach - \$371,000
- 6/2269 Gold Coast Highway, Mermaid Beach - \$370,000
- 1/95 Seagull Avenue, Mermaid Beach - \$785,000
- 4/23 Dudley Street, Mermaid Beach - \$450,000
- 1/21 Ventura Road, Mermaid Beach - \$1,300,000
- 33 Surf Street, Mermaid Beach - \$1,150,000
- 6/10-12 Redondo Avenue, Miami - \$460,000
- 99 Seagull Avenue, Mermaid Beach - \$2,400,000
- 7/28 Peerless Avenue, Mermaid Beach - \$405,000
- 12/6 Venice Street, Mermaid Beach - \$580,000
- 1/125 Albatross Avenue, Mermaid Beach - \$700,000
- 8/36 Alexandra Avenue, Mermaid Beach - \$410,000
- 7/32 Ocean Street, Mermaid Beach - \$482,500
- 7/26 Albatross Avenue, Mermaid Beach - \$411,000
- 182 Hedges Avenue, Mermaid Beach - \$2,000,000
- 16 Surf Street, Mermaid Beach - \$1,560,000
- 303/2214 Gold Coast Highway, Mermaid Beach - \$537,000
- 1/22 Alfred Street, Mermaid Beach - \$330,000
- 6/44 Ocean Street, Mermaid Beach - \$405,000
- 30/15 Santa Monica Road, Miami - \$385,000

Plus many more!

Rate My Agent 2017 AGENCY OF THE YEAR WINNER!



Local Agency makes saving lives easier for local clubs

With the summer surf living saving season well underway we acknowledge the volunteers who patrol our 3 local beaches on weekends and public holidays. These hardworking volunteers keep our beaches safe for swimming. If you want to help, join a local surf club today! John Henderson Real Estate has now personally contributed over \$850,000 to the three local surf lifesaving clubs of Mermaid Beach, Nobbys Beach & Miami with our long and continued association.

In addition, part of each property sale made funds are donated to the National Breast Cancer Foundation (NBCF). The Professionals Group has now contributed over \$3,200,000 to help research and find a cure.

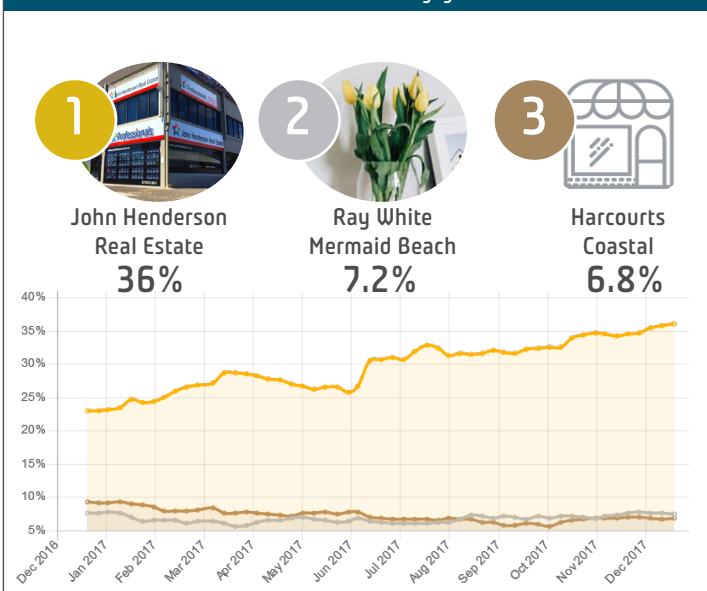


Principal Andrew Henderson presents the John Henderson Trophy at the 2017 MNM Carnival

Support the agency that supports your local community

Top Mermaid Beach Agencies by Market Share

* source ratemyagent.com.au at December 2017



Refer a friend or family member for a new management and we will reward you with a

\$250*

COLES/MYER GIFT CARD

So while you are satisfied that you have referred our award-winning services to a friend, you can have some fun spending as well!

Contact our property management department today on 07 5572 8011 or email Patsy Monk
patsy@prohenderson.com.au

* Terms & Conditions at www.prohenderson.com.au

Professionals
John Henderson Real Estate



Luke Henderson named as one of state's best

Our own Luke Henderson has been named as a finalist in the 2018 REIQ Awards for Excellence. As the only Gold Coaster in his category, Luke has worked hard to secure \$100 million in sales this year alone. He was also named as one of the Most Influential People on the Gold Coast in December's Gold Coast Bulletin poll.

Professionals
John Henderson Real Estate

in association with **apollo** auctions

5th Annual

HOT Summer

AUCTION EVENT

AUCTION EVENT OF THE YEAR!

TUESDAY 23RD JANUARY 2018
MERMAID BEACH BOWLS CLUB
9 Markeri Street, Mermaid Beach
Registrations from 5:30pm
for 6:00pm Auction commencement

View all properties available at
www.prohenderson.com.au

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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

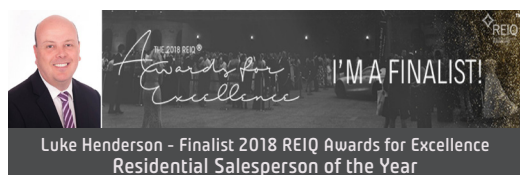
Administration

Jan Henderson
Sharon Howarth

Office Administration
Office Administration

Candice Dodgen
Lauren McMahon

Sales Administration
Office Administration



Privacy Act

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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).