

Market Report January - March 2019

for property between the beach and the
highway, Mermaid Beach to Miami



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The Mermaid Beach and Miami area offers great diversity with fantastic restaurants, cafés, clubs and the best lifestyle, which is why we choose to live and own property here. We are full swing into 2019 and the first three months of the year has seen strong demand for beachside cottages, which are also often referred to as “beach shacks”. These properties are from a bygone era and most are being demolished to make way for modern homes and mansions. The everchanging face of not only our area but the entire Gold Coast is a result of the continuing progressive approach to new development.

Our 6th Annual Hot Summer Auctions recorded fantastic sales results under the auctioneer's hammer, with another full room at the Mermaid Beach Bowls Club. We still have 55 cashed up buyers who missed out on their property of choice but are still looking to buy. We could have the perfect buyer for your place, so please give us a call or send us an email to learn more!

There has been plenty of doom and gloom in the media regarding property prices, but we continue to achieve great sale prices at auction and there are plenty of our SOLD stickers on signboards across the area. We just keep on selling and we have been the largest selling beachside agency in the area for over 46 years. We remain family-owned and continue to negotiate great sales outcomes in any type of real estate market for our sellers. Every property sale detailed in this newsletter has been sold by our office.

Luke Henderson was again named a finalist in the Real Estate Institute of Queensland (REIQ) for the 2019 Salesperson of the Year award. This is great recognition from the peak industry body in the State for all the great sales outcomes Luke has achieved for buyers and sellers. In addition, our office was named by property review site 'Rate My Agent' as the 2019 Agency of the Year for Mermaid Beach and Luke Henderson as the 2019 Agent of the Year for Mermaid Beach.

Do you love property and crave more property news? Listen to Luke Henderson's property report each week on 94.1FM, the Gold Coast's own community radio station.

If you need a consultative real estate professional to give you some advice for the sale and marketing of your most valuable real estate asset, please contact any of our experienced salespeople and ask for a free copy of our book 'Selling Your Property'.

What glorious summer weather we experienced on the GC with perfect, warm beach days. Why would you want to live anywhere else?



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Market Breakdown

Every sale detailed in this report has been sold by our office. Make sure you are dealing with the agents negotiating the sales, not just talking about them. We have been the market leaders and number one selling agency in the area for over 46 years.



1/125 Albatross Avenue sells for \$800,000

Beachfront

The last quarter saw continued demand for beachfront property with the sales of two-bedroom ensuite apartments in "Foreshore" at 67 Albatross Avenue for \$635,000 and "Albatross North" at 125 Albatross Avenue for \$800,000. We also sold a three-bedroom apartment in "Reef Royale" at 20 Marine Parade selling under the hammer at auction for \$1,300,000 after competitive bidding.

If you are seeking to purchase beachfront real estate in Mermaid Beach or Miami we have a number of two and three-bedroom apartments for sale in Hedges Avenue, Albatross Avenue and Marine Parade. Remember, they are not making any more beachfront!



46 Hedges Avenue sells at auction for \$1,771,500

Beachside house & land content

Older cottages attracted strong buyer demand over the past quarter, especially in the Nobby Beach area. Some of our sales include 38 Surf Street selling for \$1,750,000, 60 Seagull Avenue selling for \$1,300,000 and 33 Surf Street selling for \$1,015,000. Other traditional beachside homes sold at auction at 14 Heron Avenue for \$1,350,000 and 27 Hilda Street for \$1,250,000.

The original 1950s home at 46 Hedges Avenue attracted a very large crowd at auction and sold under the hammer for \$1,771,500. This corner position attracted both national and international interest, but an existing local property buyer outbid everyone else to become the new owner.

These types of property are becoming very rare, so don't look back and one day say 'I could have' or 'I should have' bought one.



30/2341 Gold Coast Hwy sells post-auction for \$445,000

Apartments and units (non-beachfront)

New medium level and high-rise apartment construction continues in the area. The existing three-storey 'walk up' properties are the choice of those looking for an entry point into the local real estate market.

Some of our sales for older style two-bedroom units include "Norfolk Manor" at 26 Montana Road for \$380,000, "Kalahari Palms" at 32 William Street for \$470,000, "Castle Lodge" at 78 Petrel Avenue for \$477,000 and 2341 Gold Coast Highway at "Splendido" for \$445,000.



Apartments at Nalu, 122 Marine Parade in Miami, now available to lease.

For rent

Investment properties are important for owners and property management is an important part of our local business. We want to continue to grow this part of our business and to provide a stress free, income producing asset for our clients. Our rental arrears are the lowest in the industry. So, if you're not with Hendersons, then you probably should be. It's easier to change over than you think.

For a confidential discussion please contact Andrew Henderson on 0438 691 972 or email our award-winning New Business Manager Larissa Martos larissa@prohenderson.com.au.

Our latest beachside sales, from Mermaid Beach to Miami.

•SOLD	24/32 William Street, Mermaid Beach	\$470,000	•SOLD	46 Hedges Avenue, Mermaid Beach	\$1,771,500
•SOLD	14/67 Albatross Ave, Mermaid Beach	\$635,000	•SOLD	30/2341 Gold Coast Hwy, Mermaid Beach	\$445,000
•SOLD	4/78 Petrel Avenue, Mermaid Beach	\$477,000	•SOLD	9/38 Petrel Avenue, Mermaid Beach	\$293,350
•SOLD	10/26 Montana Road, Mermaid Beach	\$380,000	•SOLD	1/7 Sunbrite Avenue, Mermaid Beach	\$420,000
•SOLD	6/20 Marine Parade, Miami	\$1,300,000	•SOLD	1/42 Sunbrite Avenue, Mermaid Beach	\$420,000
•SOLD	1/125 Albatross Ave, Mermaid Beach	\$800,000	•SOLD	14 Heron Avenue, Mermaid Beach	\$1,350,000
•SOLD	38 Surf Street, Mermaid Beach	\$1,750,000	•SOLD	27 Hilda Street, Mermaid Beach	\$1,250,000
•SOLD	33 Surf Street, Mermaid Beach	\$1,015,000	•SOLD	6/24 Peerless Avenue, Mermaid Beach	\$580,000
•SOLD	60 Seagull Avenue, Mermaid Beach	\$1,300,000	•SOLD	57/15 Santa Monica Road, Miami	\$390,000

5 star service



"Excellent help,
Prompt sale. No
unwanted pressure.
Very happy."

Brian Smith

* source realestate.com.au

Support the agency supporting your community

Jeff Burchell, achieving much more than just great sales

Our business lives by the motto 'support the community', but in return we value the support the community gives to us. Our family's donations to the three local surf life saving clubs is now approaching a milestone \$1,000,000. These funds directly help save lives on our beaches.

Adding to this is the inspiring personal commitment of office salesperson Jeff Burchell. Jeff founded the Mermaid Beach SLSC Surf and Turf Charity Race Day, which will be run for the sixth time on the 13th of July and has raised more than \$90,000 since its inception. Jeff is also the President of the Mermaid Beach Bowls Club, an institution in the local area since the 1960s. Jeff's hands-on involvement benefits not only the Clubs but the community as a whole. These Clubs are the backbone of our community spirit and help bring us together as neighbours and friends. They simply wouldn't exist without Herculean volunteer efforts, of people like Jeff in our community, and we give thanks to all our local volunteers.

Please support our community Clubs, so they continue well into the future.



Help Us Save the Lives of Aussie Women

The Professionals Group has raised over \$3.3 million to fund NBCF's world-class research, working towards a goal of zero deaths from breast cancer by 2030. A continued and concerted research effort is vital for improving the quality of life for those living with breast cancer, as well as moving towards breast cancer prevention and cure. Every time you sell your home with John Henderson Real Estate, Professionals Mermaid Beach, you are helping us help the NBCF in finding a cure.



National client review site awards announced



In February, independent review site Rate My Agent announced their winners for 2019. For the third year running, we were incredibly proud to be awarded;

Agency of the Year - Mermaid Beach - John Henderson Real Estate

Agent of the Year - Mermaid Beach - Luke Henderson

The awards are based on the highest number of positive, genuine reviews from real clients. We take great pride in continuing to deliver such a quality, professional service after 46 years.

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Director - The Professionals Real Estate Group



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Property Management
Property Management
Property Management

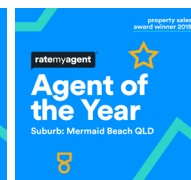
Administration

Jan Henderson
Sharon Howarth

Office Administration
Office Administration

Alana Pennell
Lauren McMahon

Sales Administration
Office 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 \$950,000.

Privacy Act

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