

Market Report

April - June 2019

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



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Well, another financial year has passed us by. For the past 46 years we have been the largest selling beachside agency in Mermaid Beach and Miami and we continue to keep on selling. The same beachside newsletter you are reading now has been published continuously each quarter over the past three decades. During our time in the local real estate business we have gained unsurpassed local knowledge and we are the area's trusted property advisors. During this time we have been through numerous real estate cycles and the only certainties is that the property market is ever-changing and that in a challenging market you want a real estate professional.

So, as people always ask, "How's the market?". Australia is not just one housing market, it's a collection of hundreds of different housing markets. The falls in southern capital city prices is not reflected here on the Gold Coast. Locally we have seen a decrease in the volume of properties being sold, however, the price of those selling remains stable. At our recent Auctions I have been surprised by the large number of "cash" buyers who are turning up. This means appropriately priced property are attracting offers. The smart buyers are buying.

During our time in real estate we have learnt we often only regret the chances we didn't take. Don't regret not buying that real estate opportunity.

Local development continues with numerous buildings under construction. Developers such as Sunland, Morris Group, Pindan, Mosaic and Dankav, just to name a few, continue to show confidence in the market as they continue to gentrify the Mermaid Beach area with upmarket developments.

Real estate means different things to different people. For some, it's finding a roof over their head, for others it's finding their dream home, an investment property opportunity to secure their financial future, a hobby, or attending open homes and auctions as entertainment. The one thing we can say is that real estate is a national obsession that affects everyone.

Our Spring Spectacular In-Room Auction Event is scheduled for the evening of Tuesday 10th September at the Mermaid Beach Bowls Club. Should you be looking to buy, sell or just researching the market, please feel free to contact any of our experienced sales team to be part of our ongoing event success.



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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.



3 / 121 Hedges Avenue sold for \$1,330,000

Beachfront

For those wanting a lifestyle by the beach, living on the beachfront is the ultimate position. During the past quarter there was the sale of the ground floor, 3 bedroom apartment in "Solano" at 121 Hedges Avenue for \$1,330,000 and in Miami a 2 bedroom apartment in "Sandrift" at 98 Marine Parade sold for \$710,000.

If you are looking to live on the beach or purchase an investment property we have a couple of absolute beachfront apartments for sale in "Spindrift" at 37 Albatross Avenue from \$739,000. To inspect contact Jeff Burchell or Evelynne Castaldi today.

Remember, they are not making any more beachfront.



39 Venice Street sold for \$1,450,000

Beachside house & land content

There was limited number of sales during the past quarter, but one sale of note was 39 Venice Street for \$1,450,000.

As we head towards the end of the decade, older beachside homes and cottages are, as the saying goes, becoming "rare as hen's teeth". We have a great opportunity at 192 Hedges Avenue, on the corner of Ventura Road, an original home with great ocean views, listed for sale at \$1,799,000. Land bank or build your dream home! Contact Luke Henderson today to inspect.



5 / 198c Hedges Avenue sold for \$560,000

Apartments and units (non-beachfront)

Often these properties are the entry price point to the area. Boutique three story walk up buildings in a prime location represent great value and they have been recently highly sought after by owner occupiers to renovate. When you consider the value of the land, these are potentially great future investments. Some sales of note include a 3 bedroom unit in "Kiama Court" at 198C Hedges Avenue for \$560,000, a 2 bedroom unit sold in "Josephine Court" at 35 Ventura Road for \$466,000, "Istria Court" at 19 Montana Road for \$515,000, "Milford Sound" at 108 Petrel Avenue for \$494,000 and "Toms Lodge" at 26 Dudley Street for \$436,000.

On the other side of the equation, brand new developments under construction are being designed with owner occupiers in the forefront of developers' minds. These often include larger sized apartments, 2 car spaces and storage areas. We have some great opportunities to purchase off-the-plan in northern Mermaid Beach. Buy today to secure the most prized positions in these buildings.



New release of apartments at Nalu, 122 Marine Parade in Miami, now available to lease.

For rent

Rental vacancy has been rising and this is an historic trend through the winter months as hospitality workers move on to other locations and people move away from the beach. To secure the best tenants in the current market, the rental asking price needs to be competitive to reflect the current level of supply and demand.

Property Management is a large part of our business and as owners we are very "hands on". As investment property owners ourselves we would not put tenants into your property that we would not put into our own properties. We really believe that we are not just a property management business, but also a business that takes the stress out of property management for our owners.

We have never sold our rent roll, so if you are seeking stability, security and a say in the company who manages your valuable asset, we have an experienced award winning team. Please contact Andrew Henderson or Larissa Martos for a confidential discussion. It's easier than you think to change over property management companies, and we will look after the whole process for you.

Our latest beachside sales, from Mermaid Beach to Miami.

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| •SOLD | 6/35 Ventura Road, Mermaid Beach | \$390,000 |
| •SOLD | 1/2 Venice Street, Mermaid Beach | \$1,330,000 |
| •SOLD | 1/19 Montana Road, Mermaid Beach | \$515,000 |
| •SOLD | 2/19 Seaside Avenue, Mermaid Beach | undisclosed |
| •SOLD | 2/108 Petrel Avenue, Mermaid Beach | \$494,000 |
| •SOLD | 6/28 Dudley Street, Mermaid Beach | \$436,000 |
| •SOLD | 12/98 Marine Parade, Miami | \$710,000 |
| •SOLD | 39 Venice Street, Mermaid Beach | \$1,450,000 |
| •SOLD | 56/15 Santa Monica Road, Miami | \$392,000 |
| •SOLD | 5/198c Hedges Ave, Mermaid Beach | \$560,000 |

Above & beyond



"Great team ..could not do enough to help me out, super fast and efficient agents"

Bruce Claverie

* source Google Reviews

Support the agency supporting your community



Henderson's local Surf Club Donations exceed \$1 million

We are so proud to announce that our total donations to local surf lifesaving clubs Mermaid Beach, Miami and Nobby's Beach have now exceeded the magic mark of \$1 million!

Our decades of long-term commitment to our valuable surf clubs have enabled them to purchase valuable lifesaving equipment including beach tractors, boards and tents, as well as training up young lifesavers to who volunteer patrolling our beaches year round.

We are especially proud of the fact that all our donations come directly from our own pockets. The \$1 million mark does not include all the money we help generate from any fundraising activities. The Clubs rely on our commitment and are thankful that we are able to provide contributions, thanks to the ongoing support of the community who continue to make us the number one local real estate agency in the area.

We are committed to giving back to the community and will continue to support our local clubs.

Fresh face joins sales team

We are so excited to announce that seasoned sales professional Rebecca Moffrey has now joined our sales team.

When it comes to sales and marketing, Rebecca is a cut above the rest. Specialising in \$1 million+ homes, she boasts exceptional sales records.

Rebecca's extensive time in the industry has given her a wide database of buyers and high end clientele. Sellers know that if they want results, Rebecca will deliver.



Contact Rebecca Moffrey for a free, no-obligation appraisal of your home or investment.

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Incredible discounted marketing packages available to save you thousands.

Learn more about our famous inroom auctions by visiting

ilovemermaid.com.au

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Property Management
Property Management

Administration

Jan Henderson
Sharon Howarth

Office Administration
Office Administration

Abby Grimsey
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 \$1,000,000.

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