

# Market Report July - September 2019

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



[www.prohenderson.com.au](http://www.prohenderson.com.au)



[facebook.com/mermaidbeachrealestate](https://facebook.com/mermaidbeachrealestate)



[@johnhendersonrealestate](https://instagram.com/johnhendersonrealestate)



[youtube.com/ilovemermaidbeach](https://youtube.com/ilovemermaidbeach)



Spring is here and the surf lifesavers are back patrolling our beaches. We look forward to this glorious spring time weather continuing and anticipate long summer days ahead. If you were considering selling now is a great time, because of the strong market activity we have seen since the beginning of September. The summer holidays always bring an influx of buyers from interstate and South East Queensland to the city, so why not make the most of this great opportunity to sell?

Our great lifestyle is one of the key reasons buyers are attracted to our beachside area to reside and invest. Our "Spring Auction Spectacular Event", held on the 10th of September witnessed a clearance rate of 93% with 13 of the 14 properties selling either prior, under the hammer or immediately after the auction. The event again filled the Mermaid Beach Bowls club with 200 plus attendees, over 50 registered bidders and over \$11 million dollars in sales. We still have cash buyers looking to purchase and our next "Hot Summer Auction" event is scheduled for Tuesday, January 21, 2020. Our auction clearance rate consistently far exceeds the industry average so if you would like to be involved with this Auction success please contact any of our experienced sales agents.

We, as a business, want to keep business local. Holding events like our in-room Auctions in local venues is beneficial to the whole local community.

In other news, the Professionals Group Australia's Annual Awards are being held on the 12th October in Melbourne, and our own Inspections Officer Casey Hopping has been nominated for a Staff Excellence Award. Our Office Administrator Sharon Howarth will also be presented with an award for over 20 years of service to the Group.

You might also be aware that October is Breast Cancer Awareness month and you will notice our website has changed to pink in commemoration. As a Diamond Partner of the National Breast Cancer Foundation, The Professionals Group has donated a total of \$3.4 million to the NBCF, and our office donates a percentage of every single sale made for the whole year to this worthwhile cause.

For the latest real estate news, listings, price reductions and sales, we invite you to follow our social media pages on Instagram, Facebook, LinkedIn and Youtube. Visit [@luke.mermaidbeach](https://facebook.com/luke.mermaidbeach), Luke Hendersons Property Facebook page that has recently been posting a series of information videos to assist sellers and buyers through the sales process and are a great starting point for anyone wanting to learn more about maximising their sale result.

If you want to talk real estate or about the local community, we are here to help.



Andrew Henderson  
0438 691 972  
[andrew@prohenderson.com.au](mailto:andrew@prohenderson.com.au)  
Principal & Managing Director  
REIQ Zone Chairman - Gold Coast  
Director - The Professionals Real Estate Australia



Luke Henderson  
0409 599 507  
[luke@prohenderson.com.au](mailto:luke@prohenderson.com.au)  
Director & Senior Sales Representative  
Director - Gold Coast Turf Club  
Director - St Hilda's Foundation



# Market Breakdown

All sales detailed in this quarterly newsletter have been sold and negotiated by John Henderson Real Estate Professionals Mermaid Beach, the largest selling beachside agency in the area for the past 46 years.



9 / 37 Albatross Avenue sold for \$730,000

## Beachfront

Our beachfront sales for the quarter include two absolute beachfront apartments in "Spindrift" at 37 Albatross Avenue, Mermaid Beach for \$730,000 and \$749,000 and level 5 in "Solano" at 121 Hedges Avenue, Mermaid Beach for \$1,255,000. Beachfront properties in the area are rare, so don't miss out on some of the great opportunities we have available. Notably for sale is a home at 111 Hedges Avenue, situated on a large 769m2 land area with 19 metres of frontage of absolute beachfront. This home is massive and consists of 6 bedrooms.

Please contact Luke Henderson to inspect this one-of-a-kind property before it sells.



59 Seagull Avenue sold for \$1,570,000

## Beachside house & land content

The quarter witnessed the sale of three cottages off Hedges Avenue, Mermaid Beach. The home at 9 William Street sold for \$1,548,000, 7 William Street for \$1,448,000 and 14 Dudley Street for \$1,365,000 along with a beautifully renovated home at 59 Seagull Avenue for \$1,570,000. The transformation of Mermaid Beach and Miami continues with the construction of stunning homes. As a result, securing land to build your dream is becoming more and more challenging. If you are not ready to build, buy now and hold.



2/5 Francis Street sold for \$674,000

## Apartments and units (non-beachfront)

Again this part of the market dominated the sales during the past quarter with some examples of sales being: a three-bedroom villa at 2/102 Hedges Avenue, Mermaid Beach selling prior to auction for \$1,080,000, a three-bedroom apartment in "Magic Mountain" Great Hall Drive, Miami selling for \$602,000, a two-bedroom, ensuited apartment in "Warringa Sands" 5 Francis Street, Mermaid Beach selling for \$674,000 and a two-bedroom unit in "Port-Na-Mara" at 34 Seagull Avenue, Mermaid Beach selling for \$452,000.

Mermaid Beach continues to see a number of modern high-rise and medium rise apartments being constructed and completed, if you are interested in securing a property in one of these brand-new developments we are here to assist.



This unit at 21 Chairlift Avenue is available to lease for \$520 per week

## For rent

Historically rental vacancy levels reduce for properties located near to the beach as the weather warms and this year has been no different. The higher levels of vacancy experienced over the winter period is now adjusting to levels under 1.5%, leading back to a "tight" rental market. Our experienced Property Management team is all based in our Gold Coast Highway office where you can call in and see your property manager. If you would like to change property managers, it's easier than you think and we can handle the whole process on your behalf.

Please contact Andrew Henderson or Niomi Bailey on 5572 8011 for a confidential discussion or email [andrew@prohenderson.com.au](mailto:andrew@prohenderson.com.au). Enquire to receive a free copy of the book "Property Management in Queensland – A guide for Investors". The book is designed to let property investors use our knowledge and experience to take the stress out of owning an investment property.

## Our latest beachside sales, from Mermaid Beach to Miami.

<b>SOLD</b>	59 Seagull Avenue, Mermaid Beach	\$1,570,000
<b>SOLD</b>	7 & 9 William Street, Mermaid Beach	\$2,996,000
<b>SOLD</b>	14 Dudley Street, Mermaid Beach	\$1,365,000
<b>SOLD</b>	42/1 Great Hall Drive, Miami	\$602,000
<b>SOLD</b>	304/46-48 Peerless Ave, Mermaid Beach	\$455,000
<b>SOLD</b>	6/34 Seagull Avenue, Mermaid Beach	\$452,000
<b>SOLD</b>	4/62 Petrel Avenue, Mermaid Beach	\$430,000
<b>SOLD</b>	2/5 Francis Street, Mermaid Beach	\$674,000
<b>SOLD</b>	1/39 Alfred Street, Mermaid Beach	\$540,000
<b>SOLD</b>	2/102 Hedges Avenue, Mermaid Beach	\$1,080,000
<b>SOLD</b>	2/34 Ventura Road, Mermaid Beach	\$465,000

<b>SOLD</b>	22/37 Albatross Ave, Mermaid Beach	\$749,000
<b>SOLD</b>	9/37 Albatross Ave, Mermaid Beach	\$730,000
<b>SOLD</b>	5/2 Venice Street, Mermaid Beach	\$1,255,000
<b>SOLD</b>	19/36 Montana Road, Mermaid Beach	Undisclosed
<b>SOLD</b>	9/38 Petrel Avenue, Mermaid Beach	\$295,000

Plus many more...  
Talk to our people!

Honesty & Integrity



Luke [Henderson] is professional, kind, caring and honest. An agent who will get your property sold with honesty and integrity."

\* source Realestate.com.au Agent Reviews



## Support the agency supporting your community



## Locals swap surf for turf

Our annual Surf and Turf Long Lunch Race day with the Mermaid Beach Surf Life Saving Club has now raised a net sum of \$143,933 since it's inception. We recognise the untiring efforts of the organisers of the Long Lunch Race Day, Jeff Burchell & Lee Murphy, who put in an enormous effort to make this event such a success. We again thank everyone who supported the event over the past few years and we are looking forward to next year's event. Our family's personal donations to the three local Surf Life Saving Clubs now exceeds \$1 million dollars. We have made the commitment as a family to give back to the community and will continue to do so.

Support the agency who supports your local community.

## BABY BOOM!

We have some new bubs in our office family! Salesperson Cindy Katene, Sales Administrator Katie Pikos and Property Manager Larissa Martos have all welcomed daughters! Property Manager Tiffany Coplick is also due to welcome her first baby in January! Congratulations to our new mums!



**Introducing:**  
Eva Rose Zammit  
**Born:** 12/07/19  
**Mum & Dad:**  
Cindy Katene & Mitchell Zammit



**Introducing:**  
Olivia Sevasti Toki  
**Born:** 30/08/19  
**Mum & Dad:**  
Katie Pikos & Cole Toki



**Introducing:**  
Parker Jane Faye Martos  
**Born:** 30/09/19  
**Mum & Dad:**  
Larissa & Ricky Martos  
**Big Brother:**  
Archie Martos



Learn more about our famous inroom auctions and how you can include your property for sale on the night by visiting [ilovemermaid.com.au](http://ilovemermaid.com.au)

- AUCTION EVENT OF THE YEAR -



Meet Niomi,  
our new  
Property  
Manager!

Niomi Bailey started with our agency in September as our New Business Coordinator and Property Manager, replacing Larissa Martos who has now commenced maternity leave. Niomi has over 5 years experience in the property management field, first starting her career in residential sales before pursuing her passion for property management, giving her a wide range of knowledge in all aspects of real estate.

For a confidential discussion about your property investment, contact Niomi on [niomi@prohenderson.com.au](mailto:niomi@prohenderson.com.au).

## PINK RIBBON MONTH

Professionals are proud to have raised over \$3.4 million to such a worthy cause.  
**FIND OUT HOW YOU CAN GET INVOLVED!**



Proudly celebrating 15 years of  
partnership with NBCF!

**ZERO DEATHS FROM BREAST  
CANCER BY 2030**



## Company Directors



Andrew Henderson  
0438 691 972  
andrew@prohenderson.com.au  
**Principal & Managing Director**  
**REIQ Zone Chairman - Gold Coast**  
**Director - The Professionals Real Estate Australia**



Luke Henderson  
0409 599 507  
luke@prohenderson.com.au  
**Director & Senior Sales Representative**  
**Director - Gold Coast Turf Club**  
**Director - St Hilda's Foundation**

## Sales Team



Evelyne Castaldi  
Senior Sales Representative  
0410 088 866  
evelyne@prohenderson.com.au



Jeff Burchell  
Senior Sales Representative  
0418 141 624  
jeff@prohenderson.com.au



Simon Francis  
Senior Sales Representative  
0413 198 357  
simon@prohenderson.com.au



Tania Pears  
Senior Sales Representative  
0411 135 931  
tania@prohenderson.com.au



Cindy Katene  
Senior Sales Representative  
0418 118 506  
cindy@prohenderson.com.au



Matt Maguire  
Senior Sales Representative  
0437 002 952  
matt@prohenderson.com.au



Rebecca Moffrey  
Senior Sales Representative  
0433 261 489  
rebecca@prohenderson.com.au



Amanda Hill  
Buyers Agent  
0415 586 000  
amanda@prohenderson.com.au



Tania Levick  
Executive Assistant to  
Luke Henderson  
tlevick@prohenderson.com.au

## Company Consultants

John Henderson  
David Henderson

## Property Management

Ashleigh Mills  
Teresa Little  
Tiffany Coplick  
Niomi Bailey

*Property Manager*  
*Property Manager*  
*Property Manager*  
*Property Manager*

Larissa Martos  
Casey Hopping  
Amy Taylor

*Property Manager*  
*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.

## Privacy Act

Henderson Real Estate Holdings Pty Ltd (ACN 114 557 390 as Trustee for the Henderson Unit Trust) trading as John Henderson Real Estate is committed to protecting your privacy in compliance with the Privacy Act 1988 (Cth) and the Australian Privacy Principles (APPs). This document sets out John Henderson Real Estate's condensed Privacy Notice. John Henderson Real Estate also has a full Privacy Policy, which contains information about how you can complain about any breach by John Henderson Real Estate of the APPs or an applicable APP Code. A full copy of our Privacy Policy can be accessed at [www.prohenderson.com.au/about-mermaid-beach/privacy-policy/](http://www.prohenderson.com.au/about-mermaid-beach/privacy-policy/). If you do not wish to receive further communication from John Henderson Professionals Mermaid Beach please email us at [sales@prohenderson.com.au](mailto:sales@prohenderson.com.au) (please ensure to include the address of your Gold Coast property if applicable).