

Market Report January - March 2020

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



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We are heading into very demanding and challenging times with stock market volatility, Government stimulus packages for the economy and the unprecedented event of COVID-19. Real estate has been the largest creator of personal wealth throughout history and as an investment strategy, property is always reliable as prices continue to rise in the long term. With interest rates at all-time lows, buying real estate is key to securing your long-term financial future. Australians love property because bricks and mortar are an asset you can touch and feel and as the old adage goes, investing in real estate is as 'safe as houses'.

The last 12 months has seen many tests on our real estate market. These includes APRA lending restrictions, the fallout from the Royal Commission on the banking sector, drought, fires, floods and a federal election. Through all this, our property market has been resilient. Tests on the market come and go and will occur long after the effects of COVID-19 virus have passed. Property will still be here, as shelter remains one of life's necessities.

At the time of writing, we are no longer able to conduct open homes or onsite auctions, but we are still showing properties by private inspection. We are still selling property, managing listings and taking on new business. We are DocuSign ready and our team has the capacity to work from home. If you have a vacant Air BnB or holiday let investment property, we would be pleased to assist you in finding a more permanent tenant.

Our 7th annual 'Hot Summer Auction' event in January at the Mermaid Beach Bowls Club again proved an outstanding success. With a room filled with more than 250 spectators and 67 registered cash bidders, we auctioned 15 properties with 13 of these selling prior to auction, under the auctioneers hammer or immediately after auction. On the night, we saw strong bidding for many of the properties with notable sales being 7 Alfred Street, Mermaid Beach, which sold for \$2,205,000 and 91 Seagull Avenue, Mermaid Beach, which sold for \$1,950,000.

In challenging times, you need a real estate agency who can negotiate deals. All sales detailed in this quarterly beachside report have been sold by John Henderson Real Estate – Professionals Mermaid Beach. Remember, we are an independently owned and family operated local business and over the past 47 years John Henderson Real Estate has been the number one selling agency in the local area allowing us to continue giving back to the local community. For all our properties for sale or lease, visit our website www.prohenderson.com.au. If you would like to be updated weekly on properties new to the market, the most recent sales and upcoming open homes, we recommend you subscribe to our weekly e-newsletter published each Thursday afternoon. It's free to subscribe, just send your email address to sales@prohenderson.com.au.

For now, everybody stay positive, healthy and caring for each other.



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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 47 years.



14 / 125 Albatross Avenue sold for \$1,100,000

Beachfront

Beachfront property in Mermaid Beach and Miami continues to be aspirational property purchase with new homes being built and houses and apartments undergoing renovation. The office recently set a new building record in "Albatross North" at 125 Albatross Avenue for the sale of a two-bedroom absolute beachfront apartment for \$1,100,000, along with the sale of a two-bedroom unit in "Camden House" at 3 Montana Road (corner of Hedges Avenue) for \$530,000.

Looking for the ultimate beachfront position? 111 Hedges Avenue is situated on 769m2 of absolute beachfront with 19 metres of frontage to the ocean for \$9,495,000. Properties like this are rare and I don't know when you will see another blue-chip opportunity like this again. For more information on this beachfront property contact Luke Henderson.



91 Seagull Avenue sold at auction for \$1,950,000

Beachside house & land content

Sales of note for the quarter include three flats on 607m2 land area at 7 Alfred Street, Mermaid Beach that sold for \$2,205,000 and a block of five units at 91 Seagull Avenue, Mermaid Beach that sold for \$1,950,000.

Older beachside cottages and homes are becoming scarce. We now have for sale a three-bedroom brick home on 405m2 land area at 31 Sunbrite Avenue, Mermaid Beach listed for sale at \$1,350,000. Or, if you are seeking a beautiful home to move straight into to enjoy the beachside lifestyle then 37 Peerless Avenue, Mermaid Beach is a must-view. It's a fully renovated four-bedroom home listed for sale at \$1,695,000.



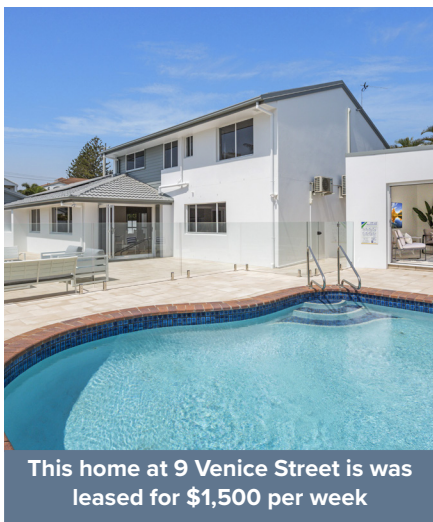
10 / 2 Fraser Avenue sold at auction for \$545,000

Apartments and units (non-beachfront)

Units in the area remain highly sought after and have seen the highest volume of turnover in the local marketplace.

Some of the three-bedroom sales include a villa at 28 Riviera Road for \$795,000, an apartment in "Alexis" at 19-21 Mermaid Avenue for \$855,000, and a top floor apartment in "Mermaid Park" at 45 Montana Road for \$695,000. In comparison, our two-bedroom sales include an ensuite apartment in "Paradise Ocean" at 2 Fraser Avenue selling at auction for \$545,000, a two-bedroom apartment in "Venezia" at 6 Venice Street selling for \$570,000 and a two-bedroom apartment in "Miami Beachside Apartments" in Santa Monica Road selling for \$410,000.

Looking to buy in the area? We have a great selection of properties available. Please contact any of our highly experienced sales team for more information.



This home at 9 Venice Street is was leased for \$1,500 per week

For rent

The past quarter has seen increased demand for high end properties to lease with 12 Santa Monica Road leased for \$1,500 per week and 9 Venice Street leased for \$1,500 per week.

If your Air BnB or holiday let unit is vacant and you want a permanent tenant, please contact us, we'd be happy to assist you.

Keeping business local is important to us. Our Property Management team is based at our Mermaid Beach office and we don't engage overseas call centres in any part of our business operations. Overseas call centres take jobs away from our children and grandchildren and it's not uncommon for a property management company to outsource any part of their business to the Philippines, without your knowledge. If you want to change to Henderson's, it's easier than you may think and we can take care of the hard work for you - contact us to find out how.

Property management is an important part of our business and we focus on servicing our property owners and protecting their real estate assets. If you have an investment property in the area, we would be pleased to take care of it on your behalf. We have a long term and experienced team of dedicated Property Managers, and New Business Manager Sam Peattie has a wealth of knowledge in this field. If you would like a confidential discussion about our property management services please contact Sam on 5572 8011 or email sam@prohenderson.com.au.

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

SOLD	5/6 Venice Street, Mermaid Beach	\$570,000
SOLD	7 Alfred Street, Mermaid Beach	\$2,205,000
SOLD	10/2 Fraser Avenue, Miami	\$545,000
SOLD	91 Seagull Avenue, Mermaid Beach	\$1,950,000
SOLD	6/6 Venice Street, Mermaid Beach	\$555,000
SOLD	14/125 Albatross Avenue, Mermaid Beach	\$1,100,000
SOLD	11/15 Santa Monica Road, Miami	\$410,000
SOLD	18/19-21 Mermaid Ave, Mermaid Beach	\$855,000
SOLD	12/10 Fraser Avenue, Miami	\$505,000
SOLD	1/28 Riviera Road, Miami	\$795,000

SOLD	6/108-112 Petrel Ave, Mermaid Beach	\$462,500
SOLD	35/15 Santa Monica Road, Miami	\$410,000

**Plus many more...
Talk to our people!**

Superb job



A superb job in marketing and selling our property. They guided us through the process in a professional and friendly manner. All their marketing strategies, valuation, and communications were excellent. We were very happy with the outcome and would highly recommend them for anyone wishing to sell their property.

* source [Realestate.com.au](https://www.realestate.com.au) Agent Reviews

B Rosbrook

Support the agency supporting your community

It's Business as Usual!

We would like to take this opportunity to thank you for continuing to support local business during the current Global COVID-19 Pandemic and advise you that the team at John Henderson Professionals Mermaid Beach continues to operate as normal, as we have for the past 47 years.

We are pleased to say that we have the necessary online and remote systems in place to accommodate any disruption. We will continue to maintain our high level of service and we are not affected by international shutdowns because we do not outsource any of our operations to overseas countries.

John Henderson Professionals Mermaid Beach will remain up to date with any changes and recommendations from the WHO and Australian Government about best practices for minimising the spread of COVID-19 and implement them where necessary.

We are still able to sell property, accept new managements and continue to manage existing properties. Contact us now if you would like assistance with your real estate services.



Locally Family Owned
Since 1973!

The good old days

We love this old photo we found of an earlier office back when John Henderson was the Principal and before we joined forces with the Professionals Group.

The office would later occupy part of the top floor of the building as well, to exclusively house our expanding sales team. Now John's sons Andrew and Luke own and manage the business, making it one of the oldest family owned agencies on the Gold Coast.



Five-Star Service

Our agency has now received in excess of 130 five-star **Google Reviews** for an overall 4.6 star rating! Thanks so much to everyone who has taken the time to review our agency. We take a huge amount of pride in providing outstanding service to each and every client and we always strive to go above and beyond.

If you have some extra time on your hands, we'd be grateful for your review! Simply Google '**John Henderson Real Estate**' and then click '**Write a Review**' next to our Google listing! It's quick and easy and a great way to support local business.



Here when our community needs us most

Community have never been more important to us and we are proud to support many local community organisations.

John Henderson Real Estate continues to be a long term major sponsors of the Miami, Nobbys and Mermaid Surf Lifesaving Clubs, along with the Mermaid Beach Bowls Club and local Neighbourhood Watch groups.

Local business is the lifeblood of our community, who sponsor your local community groups, kids sports teams and organisations! Thank you for your support of our local business!



Luke Henderson leading the way for Neighbourhood Safety

Congratulations to our own Luke Henderson, who was recently named the new Convenor of the Nobby Beach Neighbourhood Watch committee.

With four young daughters of his own, Luke understands the importance of maintaining a sense of community, neighbourhood and security in these uncertain times.

John Henderson Real Estate is proud to pay for the printing of the Nobby Beach Neighbourhood Watch newsletter, which Luke and our office have been personally hand delivering before each meeting.

Neighbourhood Watch Queensland provides a vital link between the Police and the Community. It also gives NHWQ members a direct point of contact with the police. You too can partake in helping Neighbourhood Watch Queensland to enhance engagement with the local community, and encouraging greater community participation through improved communication! Let's work together to stay connected.



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Office Administration

Abby Grimsey
Lauren McMahon

Sales Administration
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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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