

## Market Report

### April, May, June 2020

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



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



@mermaidbeachrealestate



@johnhendersonrealestate



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



For someone who lives and breathes real estate, the events of the past three months are unprecedented during our lifetime. The rise and fall of COVID-19 cases, the flattening of the curve, the closing of the Queensland border, record low interest rates, swift action with billions of dollars in Government stimulus packages and the lowest levels of properties for sale that we have ever seen.

Most restrictions have been lifted, staff have returned to offices and children are back in classrooms much sooner than was expected and the local market has proven great resilience despite the economic downturn from COVID-19.

Government infrastructure spending on projects like the light rail will create jobs and investment in the area and the Gold Coast will be a major beneficiary of a more flexible future workforce generating strong migration numbers from interstate capital cities seeking our great lifestyle.

There are plenty of buyers looking to purchase now, but there is a lack of stock due to sellers' uncertainty in the market. As we head towards further lifting of COVID-19 restrictions and historically the stronger springtime selling season we anticipate an increase to normalisation level in the volume of property for sale. If you were looking to sell in the near future it may be better to move those plans forward into the current market while stock levels are low.

In particular, there is strong demand from first home buyers and thrifty couples who are seeking entry level properties for renovation, bolstered by the Government's home improvement grants and significant incentives.

Plans are in progress for our annual Spring Auction Event during September for auctions conducted inrooms, online and onsite. Heavy competition from buyers leads to premium sales results for sellers. This is a fantastic opportunity for sellers looking to return to the market to achieve that premium price they want.

Would you like an idea on the expected sale price of your property? Contact any of our experienced sales agents who all have unparalleled local knowledge. Looking to buy? We have a great range of property available for purchase. To view them all in detail, visit our website at [www.prohenderson.com.au](http://www.prohenderson.com.au).

On a final note we look forward to getting back to a more normal routine, but with the closure of Australian borders to international tourists, Australians have the opportunity now to rediscover the Gold Coast as the nation's tourism playground.



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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.

Keep updated with new listings, sales and open homes in the area! Join 11,000 other subscribers and receive our VIP weekly email report sent every Thursday. To make sure you receive the latest information, send your email address to [sales@prohenderson.com.au](mailto:sales@prohenderson.com.au).



8/93 Albatross Avenue sold for \$1,300,000

## Beachfront

The beachfront of Mermaid Beach and Miami has a number of new homes being constructed, all with impressive architecture.

The beachfront market has performed exceptionally well over the past quarter. This is evidenced by our sale of the 3-bedroom apartment in *Paloma* at 93 Albatross Avenue for \$1,300,000 and 2-bedroom unit in *Pandanus* at 107 Hedges Avenue for \$730,000.

If you are looking to purchase property on the beachfront, we currently have 111 Hedges Avenue for \$9,495,000 for sale, an exceptionally rare opportunity on a large 769m2 land area.

They are not making anymore beachfront land. If you are looking for somewhere to live or invest on the beachfront, enquire now about more opportunities coming up in the near future.



31 Sunbrite Avenue is listed for sale \$1,280,000

## House & Land

Three units on a single title at 20 Sunbrite Avenue were sold in June, prior to the scheduled auction. We currently still have a number of opportunities to purchase at the northern end of the Mermaid Beach beachside area with 31 Sunbrite Avenue listed for sale at \$1,280,000; a great investment opportunity to hold for land banking or to redevelop.

Older beachside homes are becoming scarce and with continued new homes being constructed, properties like these will be limited in the future. The Government is now also offering significant incentives for new builds to eligible home buyers. Our advice is to buy now before it's too late.



2/30 Heron Avenue sold for \$995,000 (full list price)

## Apartments and units (non-beachfront)

A 4-bedroom villa at 2/30 Heron Avenue, Mermaid Beach sold for the full list price of \$995,000 and a 2-bedroom unit in *Miami Beachside* at 15 Santa Monica Road, Miami sold for \$400,000. A 2-bedroom unit in *Wirringa Sands* at 5 Francis Street, Mermaid Beach also sold in June for \$672,000.

There are a number of upmarket brand new apartment blocks under construction. *Mali* by DanKav in Alexandra Avenue has a beautiful north facing position only metres to the beach while *272 Hedges* by Sunland and *Bela* by Mosaic in Peerless Avenue offer great location and lifestyle. If you're looking for great position, these developments are perfect for owner occupiers needing space without the upkeep of a house.



This villa at 4A Ventura Road was leased for \$735 per week in May

## Property Management

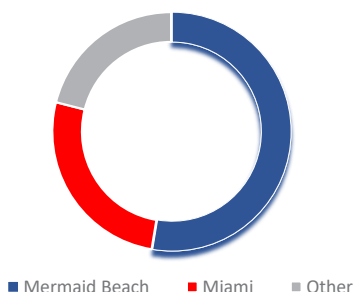
The Real Estate Institute of Queensland (REIQ) launched a campaign titled "every voice does matter", that ran against changes proposed by the State Government due to the COVID-19 pandemic. This legislation was initially aimed to protect the rights of tenants during the pandemic and did not consider the financial position of investment property owners. The proposed changes left landlords carrying all the financial burden and proved entirely out of touch with the real world. The REIQ's campaign lobbied the State Government to achieve a more fair and balanced legislative outcome for COVID-19 affected tenants, addressing rent payments and a tenant eviction moratorium. To continue to protect the rights of property owners make sure your agent is a member of the REIQ.

How is your investment property performing? Let us manage your investment property and have our experienced team of property managers do the hard work for you. If you're thinking of changing agencies, it's easier than you may think and we can handle the whole process without fuss. All new management enquiries receive a free copy of the book "Property Management in Queensland" so contact us for your free copy now. For a confidential discussion please contact Sam Peattie on 0492 855 101 or Andrew Henderson on 0438 691 972.

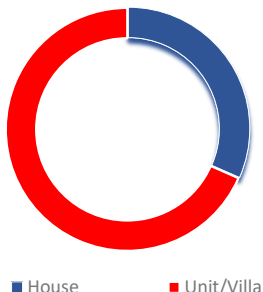
## MARKET AT A GLANCE

### Our Sold & Under Contract Statistics: April - June 2020

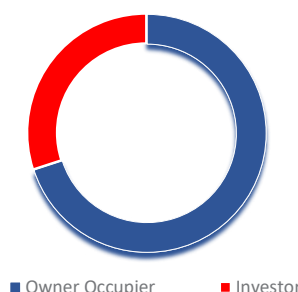
Property Sales



House vs Unit



Owner Occupier vs Investor



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

D. Zavattaro  
Source: [realestate.com.au](http://realestate.com.au)

## Support the agency supporting your community



### Local real estate icon recognised for community contributions

Now retired Mermaid Beach real estate stalwart John Henderson has been honoured by the Nobby Beach Surf Club and named as a Patron of the Club for their upcoming 2020/21 season.

John's own sons Andrew & Luke (now agency Directors) started as nippers at the Nobby Beach Surf Club, inspiring him to give back to the community by way of financial virtue.

Traditionally, a Patron is seen as being a person who gives financial or other support to an organisation or cause, and John Henderson is credited with founding our agency's decades-long partnership with local surf clubs. Total donations have now surpassed \$1 million over the years, providing vital funds used for essential surf lifesaving equipment, training and nipper boards.

Please join us in congratulating John in helping make our community a safer place to live.

### Mermaid's good to go, so go local!



With dining restrictions now being eased, there's never been a more important time to support your local club.

Check websites and social media for reopening times of your favourite local clubs, including Mermaid Beach Surf Club, Nobby Beach Surf Club, Miami Beach Surf Club & Mermaid Beach Bowls Club.

These fantastic local establishments employ hundreds of people and comprise many local volunteers that help keep our beaches safe and our families and elderly social and active.

So whether it's entering their raffles, volunteering your time or just dropping by for a meal or a drink, you'll be helping give back to countless members of your community.

### Mermaid's Memory Lane

There's nothing we love more than a retro photo of the now densely populated Nobby Beach and Mermaid Beach districts. This photo was taken at the top of Nobby Hill looking north, courtesy of Kevin Rogers.

Looking back at this image certainly makes you think 'if only I had bought then!'. Judging by the seemingly never-ending upward trend of Mermaid Beach prices, and the unparalleled lifestyle and attraction of the location, your capital growth is exceptionally secure when you buy in Mermaid Beach or Miami.

Do yourself, your kids and your grandkids a favour and buy in Mermaid. You'll be glad you did!



Incredible discounted marketing packages available to save you thousands.

Learn more about our famous inroom auctions by visiting

**[ilovemermaid.com.au](http://ilovemermaid.com.au)**



### Professionals Group continues support for NBCF

The Professionals take our social responsibilities within the community very seriously. As Diamond Partners of the National Breast Cancer Foundation – Professionals Real Estate have worked closely with NBCF for over a decade helping to raise much needed funds for breast cancer research. To date, Professionals have raised over \$3.54 million and that figure is growing every day. Right across Australia fundraising continues throughout the year with community charity events and fundraising auctions at both a national and local office level.

Professionals offices donate a portion of their commission from each property sale. By listing and selling your home with Professionals you will be helping NBCF achieve their aspirational goal of zero deaths by 2030.

**Visit [nbcf.org.au](http://nbcf.org.au) for more, or to donate to this worthy cause.**



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Property Manager  
Property Manager

Larissa Martos  
Casey Hopping  
Amy Taylor

Property Manager  
Property Management  
Property Management

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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

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