





Market Report

July, August, September 2021

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

 www.prohenderson.com.au
—
 @mermaidbeachrealestate
—
 @johnhendersonrealestate
—
 youtube.com/ilovemermaidbeach



Spring is here and the real estate market has experienced further gains with the market continuing to be fuelled by low interest rates, migration, returning ex-pats, low stock levels and high levels of buyer activity.

Our property auctions have continued to produce exceptional results through strong buyer competition. An auction method of sale involves marketing your property without a set asking price. Taking away the price ceiling on the property is a pure test of how much the market is prepared to pay. Our office auction clearance rate for 2021 is an industry leading 95%, adding to this is our comprehensive marketing strategy to make sure we attract all possible buyer interest to achieve the maximum possible sale price. Our Spring Spectacular In-room Auction Event is scheduled for Tuesday the 26th of October at the Mermaid Beach Bowls Club. If you would like to know more, please visit www.ilovemermaid.com.au

The Gold Coast continues to put out the welcome mat for the wave of interstate migration to enjoy the life we love here on the coast. The border closures have not stopped the double digit price increases and this level of migration has seen significant gentrification of the Mermaid and Miami area as it accommodates the population growth. We welcome the new residents of the now-completed upmarket developments of 'Mali' in Alexandra Avenue and 'Bela' in Peerless Avenue in the past few months. With more new developments planned we will continue to see cranes appearing in the sky as the area continues to change and grow with new planned developments in Ventura Road, Alexandra Avenue and Mermaid Avenue.

Summer is nearly here! If you are looking to sell or would just like to know the new market value of your property please talk to our experienced sales agents who are actually making and negotiating the deals, not just talking about them. All the sales detailed in this newsletter have been sold by John Henderson Real Estate. As the saying goes, you can only pick the top of the market after it has passed, so if you are considering selling, take advantage of the current supply and demand imbalance.

Until next quarter, when we will be warmly welcoming 2022.



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
Chair - St Hilda's Foundation
Convenor-Nobby Beach Neighbourhood Watch



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 48 years.

Keep updated with new listings, sales and open homes in the area! Join 12,000 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.



4/28 Marine Parade, Miami
Sold for \$1,200,000

Beachfront

A new building record was set with the sale of the 2-bedroom unit 14 in 'Foreshore' selling prior to auction for \$975,000. We also had the sale of a 2-bedroom in 'Ocean Dream' at 28 Marine Parade selling under the hammer for \$1,200,000 in front of an extremely large crowd of registered bidders and onlookers.

If you are looking to purchase on the beachfront, get in touch with us and subscribe to our weekly email report. Beachfront properties are always snapped up very quickly so our advice is, don't wait or you'll miss out.



54 Albatross Avenue, Mermaid Beach
Sold for \$5,600,000

House & Land

The building of new houses and major renovations continues with most "beachside" streets seeing owners undertaking significant upgrades. Buyers are seeking to purchase their own piece of paradise from original beachside houses and shacks through to modern day mansions. Some deals of note include the auction sales of 54-56 Albatross Avenue selling for \$5,600,000 and 9 Albatross Avenue selling for \$3,620,000. We also secured the market sale of a vacant block at 6 Ocean Street for \$2,800,000.

Houses in the area continue to see a significant level of undersupply comparative to market demand. If you are looking to purchase a piece of prime real estate, the iconic 'Arvon' building at 72 Albatross Avenue has been listed for sale. Eight strata titled units on 809m2 land area, prime for redevelopment or land bank and collect the rent. Please contact exclusive marketing agent Simon Francis to find out more about this once-in-a-lifetime opportunity.



2/14 Dudley Street, Mermaid Beach
Sold for \$2,100,000

Apartments and units (non-beachfront)

New development stock and off-the-plan sales continue to see high activity with existing properties regularly seeing new building price records being set.

Some sales of interest for the past quarter include the modern 4-bedroom villa at 2/14 Dudley Street selling under the hammer at auction for \$2,100,000, a 2-bedroom unit in 'Blue Horizon Court' at 4 Hedges Avenue for \$595,000 and 2-bedroom unit in 'Kiama Lodge' 198b Hedges Avenue selling for \$592,500.

We have many buyers on our database looking to purchase a variety of apartment types in the area.



This 3-bedroom villa in Mermaid Beach
was leased for \$875 per week

Property Management

Property management is an important part of our business and we would love to have the opportunity to manage your local investment property. We have an experienced team of property managers to make sure your compliance and legislation obligations are met, such as the incoming 2022 Smoke Alarm compliance legislation on January 1st.

We consider it our job to not only manage, but also to minimise the inherent risks of owning an investment property.

Changing property managers is easier than you may think. For a confidential discussion about your investment, contact Sam Peattie sam@prohenderson.com.au or Larissa Martos larissa@prohenderson.com.au. Phone 5572 8011 or 0492 855 101.

Our latest beachside sales, from Mermaid Beach to Miami.

SOLD	18/2103 Gold Coast Hwy, Miami	\$595,000
SOLD	6/4 Hedges Avenue, Mermaid Beach	\$595,000
SOLD	14/67 Albatross Avenue, Mermaid Beach	\$975,000
SOLD	54 Albatross Avenue, Mermaid Beach	\$5,600,000
SOLD	2/14 Dudley Street, Mermaid Beach	\$2,100,000
SOLD	6 Ocean Street, Mermaid Beach	\$2,800,000
SOLD	4/28 Marine Parade, Miami	\$1,200,000
SOLD	2/198b Hedges Avenue, Mermaid Beach	\$592,500
SOLD	9 Albatross Avenue, Mermaid Beach	\$3,620,000
SOLD	305/51 Peerless Avenue, Mermaid Beach	\$475,000
SOLD	1/38 Heron Avenue, Mermaid Beach	\$710,000
UNDER CONTRACT	2/87 Albatross Avenue, Mermaid Beach	\$2,100,000



This apartment in 'Foreshore' on Albatross Avenue set a new record price for the building of \$975,000.

Interested in finding out how much you could achieve for your property? Contact us today!

Jeff Burchell recognised for outstanding community contribution

Jeff Burchell has been recognised by our Federal Member of Parliament Angie Bell and has formally received the Volunteer Award for his outstanding efforts in improving the local Mermaid Beach Bowls Club, among other endeavours. This award recognises those who inspire others to enrich our community. Congratulations Jeff on this well-deserved honour for your tireless work in the local community.

Since the inception of our family business in 1973 we have made it part of our core belief to support the local community, with multiple decades as the major sponsor of the Mermaid Beach SLSC, Nobby Beach SLSC, Miami SLSC, Mermaid Beach Bowls Club and Neighbourhood Watch. All these organisations benefit our local community through the time given by committed volunteers. We encourage all our readers to do what you can to give back to your community - even if it's just a meal & a pint down at your local club!




Professionals
 JOHN HENDERSON REAL ESTATE
 www.prohenderson.com.au 5572 8011

Mermaid Beach - Mermaid Waters - Miami

Beach House Positioned along one of our prettiest beaches with fantastic views of the Pacific Ocean. Quality residence on 400m ² of beachfront land. \$2,300,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Double Block Secure 100m ² on two bays, close of prime 'beachside' land with extensive 25 years old garden. \$1,500,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Bigger and Better Beachside residence with 3 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. \$1,250,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	'Beachside' & Beautiful Beach and immediate 1 bedroom, 1 bathroom, home nestled in natural coastal garden setting on 400m ² land area. \$990,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Luxury New Villa Hand-crafted quality with classic tropical appeal, this villa is the perfect opportunity to own a piece of paradise in a casual 'beachside' setting on 400m ² of the most sought after residential location. \$970,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Landmark Residence The latest arrival reflects an elegant beach house theme. A spacious 4 bedroom residence is situated on the large and beautiful 400m ² land area. \$970,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au
The Perfect Setting The gateway to the beachfront is unsurpassed. A quality 2 bedroom, 2 bathroom, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$790,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	'Beachside' Flats Secure, close to beach with 2 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$729,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	John Henderson's Professionals Mermaid Beach 2406 Gold Coast Highway 5572 8011 www.prohenderson.com.au		Picnic in the Park With a fantastic, maturely landscaped garden, this villa is the perfect opportunity to own a piece of paradise in a casual 'beachside' setting on 400m ² of the most sought after residential location. \$720,000 ANDREW HENDERSON 0409 599 597 www.prohenderson.com.au	Duplex Pair 'Beachside' 2 x 2 bedroom, 2 bathroom, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$685,000 ANDREW HENDERSON 0409 599 597 www.prohenderson.com.au
'Beachside' Cottage The original 'beachside' cottage is situated on a 400m ² plot of Mermaid Beach. Located 150m from the beach, close to shops, SLSC and swimming pool. \$670,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	\$635,000! Bargain This beachside home with 2 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$635,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Italian Style See the style and size of this large 3 bedroom, 2 bathroom, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$515,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	'Beachfront' An opportunity for your own piece of the Mermaid Beach beachfront strip. Located 2 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$515,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Modern Villa Spacious 3 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$500,000 neg. LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Beachfront Beachfront 2 bedroom, 2 bathroom, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$430,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au
Fantastic Views Directly opposite Mermaid Beach. Beautiful 2 bedroom, 2 bathroom, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$399,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Penthouse on the Park Large family home with 3 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$399,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Look No Further Large family home with 3 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$345,000 ANDREW HENDERSON 0409 599 597 www.prohenderson.com.au	Almost Beachfront This lovely beachside unit is located on prestigious Mermaid Beach beachfront strip. Located 2 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$330,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Ground Floor! 2 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$325,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Mermaid Waters If you have been looking for a 3 bedroom, 2 bathroom, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$320,000 ANDREW HENDERSON 0409 599 597 www.prohenderson.com.au
Burleigh / Miami Fantastic 3 bedroom, 2 bathroom, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$279,000 ANDREW HENDERSON 0409 599 597 www.prohenderson.com.au	Excellent Investment Very lovely villa, from this modern fully furnished 2 bedroom, 2 bathroom, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$275,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Potential Plus Close to 2 bedrooms, 2 bathrooms, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$249,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Holiday Unit Delightful 1 bedroom, 1 bathroom, 1 living area, 1 terrace, 1 pool, 1 carport, 1 driveway, 1 garage and 1 pool. A special home at a bargain price. \$185,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Double Your Luck The choice of two 1 bedroom units in the heart of Mermaid Beach. Along your foot there or collect the best of the future on today. \$155,000-\$165,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au	Burleigh West An investor's delight. Large 3 bedroom, 2 bathroom, 2 living areas, 2 terraces, 2 pools, 2 carports, 2 driveways, 2 garages and 2 pools. A special home at a bargain price. \$149,000 LUKE HENDERSON 0409 599 597 www.prohenderson.com.au

Flash Back to 2003!

We recently found this newspaper advertisement from 2003 - do you recognise any of the properties?

Back when Mermaid Waters was still an emerging suburb and you could buy a three bedroom home with a pool on Oceanic Drive for \$320,000. To put it in perspective, in September 2021 we sold a 3-bedroom original home in the same street for \$974,000. That is an increase in value of 204% over 18 years!

It's certainly a testament to how much the popularity of the area has grown, as people realised the beauty of the Mermaid neighbourhoods and their surrounds.

We've had thousands of clients over the years and love seeing the same sellers and buyers return time and time again for the honest and professional service we are famous for.

It's on again!

Learn more at ilovemermaid.com.au

John Henderson Real Estate's

Spring Spectacular AUCTION EVENT

Tuesday 26th October 2021
Mermaid Beach Bowls Club
from 5:30pm

Hendersons...
Celebrating 48 years in Mermaid Beach!

Knowledgeable & trustworthy



* source Realestate.com.au Agent Reviews

Luke was a fantastic agent to deal with. His knowledge of the market and in particular, Mermaid Beach, was clearly obvious. He was responsive to questions, kept us informed and guided us through the process. We felt by the way he conducted himself, he is a genuine professional and very trustworthy. I thank Luke for all his help. He achieved an amazing result for property.

L. Schuetzmann

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
Chair - St Hilda's Foundation
Convenor - Nobby Beach Neighbourhood Watch

Sales Team



Evelynne Castaldi
Senior Sales Representative
0410 088 866
evelynne@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



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



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



Jeff Burchell
Consultant
0418 141 624
jeff@prohenderson.com.au



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



Katie Pikos
Executive Assistant to
Luke Henderson
katie@prohenderson.com.au

Company Consultants

John Henderson
David Henderson

Property Management

Asleigh Mills
Sam Peattie
Larissa Martos

Property Manager
Property Manager
Property Manager

Casey Hopping
Amy Taylor

Property Management
Property Management

Administration

Jan Henderson
Sharon Howarth

Office Administration
Office Administration

Abby Grimsey
Lauren McMahon

Sales Administration
Office Administration

**RATED NUMBER
ONE IN 2020.**

Our people don't set
out to win awards,
but it's nice when we do.



Winners - Gold Coast Business Excellence Awards
Annually - 2010 & 2017
Monthly Annually from 2011 - 2018

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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