

# APARTMENT

ISSUE 04  
SPRING 2018

In this edition, we analyse the **outcomes of the Royal Commission**, offer **advice on location for investors** and give our tips on aesthetics for tenants. We also offer an update on the **best performing developments** in the South East, investigate the **hype of the Northern Beaches**, and give you some reasons **why Brisbane is growing** into its mantle as Australia's New World City.



FRESH  
PERSPECTIVES  
& GROWING  
LOCATIONS.



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# EFFECTS OF THE ROYAL COMMISSION

THERE HAS BEEN ONGOING DISCUSSION IN THE REAL ESTATE MARKET THROUGH RECENT MONTHS SURROUNDING THE ROYAL COMMISSION INTO MISCONDUCT IN THE BANKING, SUPERANNUATION AND FINANCIAL SERVICES INDUSTRY AND THE IMPACT THIS IS HAVING ON CONSUMER'S ABILITY TO SECURE FINANCE.

Established on the 14th of December 2017, The Royal Commission is currently in its fifth round of investigations and is expected to deliver its final report by the Commissioner in February 2019. To date, the public hearings have investigated a wide scope of financial practices, from consumer lending practices in small to medium enterprises and remote and regional communities, to financial planning and wealth management advice, insurance and superannuation.

All of Australia's major banks have now been implicated in some form of malpractice, with many Tier 2 and 3 organisations also incriminated. As a result, consumer lending has softened significantly as banks apply stricter lending conditions.

Undoubtedly any purchaser who was a 'borderline' approval is now in a position where they're unlikely to easily attain finance - if at all.

The ramifications of this has been a slowing of transactions in the residential market, which is likely to get worse before it gets better.

Long term, these changes were unquestionably required. There has been some unacceptable advice and decisions made throughout the past 10 years. Short term, the residential property market has to overcome another hurdle.

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# APPEALING TO TENANTS

Rental vacancy is not always driven by the individual property; location also plays a critical part in attracting a tenant and retaining them longer.

As a rule of thumb, rental properties as a percentage of tenure increases with proximity to the CBD. In most cases, this product has been designed with tenants in mind and therefore sold in higher percentages to property investors seeking returns. So, within an ever-expanding market where supply is increasing, and tenants are inevitably comparing like-for-like buildings, what makes one location more appealing than another?



FEEDBACK FROM OUR TENANTS DIRECTLY CAME UP WITH 3 KEY CRITERIA.

## 1. PROXIMITY TO TRANSPORT

The ability to get from Point A to Point B quickly and without the need for a car.

## 2. RETAIL AND ENTERTAINMENT

Close proximity to local coffee shops, restaurants and bars; both day and night.

## 3. LOCAL EMPLOYMENT

Jobs are critical for the comfort of tenants and the desire to stay settled.

At the end of the day, walkability and connectivity are key for the lifestyle the majority of renters seek. Rental accommodation is substitutable if the locational benefits do not tick all the boxes.

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# TEMPORARY DECORATING TIPS FOR TENANTS



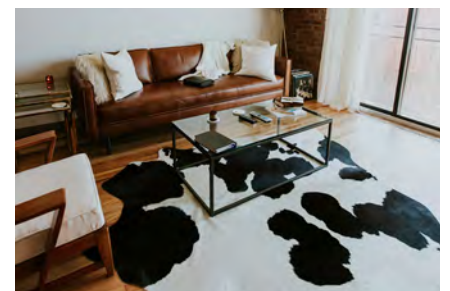
## ART

Make those blank walls feel less barren with some artwork. Avoid drilling holes by using temporary hooks or try resting your art on freestanding furniture.



## FOLIAGE

A signature potted plant or makeshift vertical garden is the perfect way to bring temporary life to any space – just be sure to use a drainage systems to avoid damaging floors.



## RUGS

Carpet showing its age or colour not working with your scheme? Cover any unsightly floors or draw a room together through the use of a sizeable rug.

*If you wish to alter the aesthetic of the home, always contact your property manager or landlord first - the worst they can say is no!*

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### WESTSIDE – INDOOROOPILLY

A \$67 million development comprising a designer collection of one, two and three bedroom apartments – a rare offering for Indooroopilly.



### RHODES APARTMENTS - CAPALABA

Comprising 54 apartments with a range of spacious 2 or 3 bedrooms, this 6 storey complex designed by distinctive architects brings new architectural liveability to Capalaba.



### OXLEY & BOWEN – NEW FARM

Featuring 7 freehold terrace homes, Oxley & Bowen Residences is a limited offer for the astute buyer with a desire for chic inner-city living in one of the city's most sought-after suburbs.

# NOW SELLING



### SUNDERLAND – REDLAND BAY

Comprising 23 apartments over 4 levels, Sunderland Apartments offers a serene bayside lifestyle to the most discerning buyer.



### THE BOATYARD – BULIMBA

Now under construction, The Boatyard Bulimba's 16 Waterfront Apartments and 11 Terrace Apartments set a new benchmark for exclusive waterfront living.



### SILK ON RACECOURSE – ASCOT

A four storey, mixed use development feature retail and residential. Located in Ascot, Silk consists of 13 one, two, three and four bedroom apartments and a ground floor retail centre.



### BRASTED PLACE – TARINGA

Offering 18 appealing one, two and three bedroom apartments, this unique development is well suited to a range of lifestyles and opportunities.



### ARISE APARTMENTS - BIRKDALE

12 brand new apartments nestled into the heart of Birkdale's luxury shopping precinct, just 500m from the waterfront. Arise successfully combines affordability, lifestyle and convenience.



# ARISE BIRKDALE

Embracing architectural sophistication within a crisp, boutique design, these 12 newly constructed apartments deliver contemporary, stylish living in the ultimate bayside setting.

Nestled in the heart of Birkdale's shopping precinct and just 500 metres from the water's edge, take advantage of an array of amenities nearby and a wealth of transport options, creating an easy commute to the Brisbane CBD or Victoria Point.

Arise sets the standard in streamlined living, with each and every apartment embracing quality finishes and sleek natural interiors throughout.

Successfully combining affordability, lifestyle and convenience, these contemporary apartments can be yours from \$359,000.

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*YOUR  
BAYSIDE  
OASIS  
AWAITS.*



## FEATURE ARTICLE

# BRISBANE IS AMONGST THE FASTEST GROWING CITIES NATIONALLY

*With the population hitting 2.4 million in June 2017, Brisbane is one of Australia's fastest growing cities. Domain have used onsite search behaviour to uncover trends in buyer activity in Brisbane's off-the-plan apartment market.*



## Domain

Scott Simpson  
National Sales Director

### Where are people moving from?

Measuring population growth in QLD can be broad based. Whilst overseas migration and natural growth have traditionally played the biggest role, it is the acceleration of interstate migration that has changed the population drivers.

Based on ABS data, Brisbane has gained a lot of migrants from Melbourne, particularly the Inner, West and South-East regions. There has also been strong growth from Sydney - with the most people moving from the North Sydney and Hornsby regions as well as City and Inner South.

### Where are Brisbane's hotspots?

To predict Brisbane's most in-demand suburbs, Domain looks for an increase in the number of people viewing online projects, in a particular suburb or region.

The Redcliffe, Bribie and Caboolture region has seen the highest growth in searches for new apartments in Brisbane, this is followed by Redlands City and Western suburbs.

Increased demand for new apartments in Redcliffe, Bribie and Caboolture is likely due to the growing presence of apartments targeting downsizers and those seeking a lifestyle change.

### What are the most searched for suburbs in Brisbane for off-the-plan apartments?

Most searched suburbs for off-the-plan apartments in QLD between June 17 - June 18.

- |                  |                  |
|------------------|------------------|
| 1 Brisbane City  | 6 Wynnum         |
| 2 West End       | 7 Chermside      |
| 3 Kangaroo Point | 8 Redcliffe      |
| 4 South Brisbane | 9 Indooroopilly  |
| 5 St Lucia       | 10 Woolloongabba |



### What type of property are people looking for in Brisbane?

With 47% of users searching for two bedroom off-the-plan apartments, this can be considered the most sought-after apartment size. This is closely followed by 37% searching for three bedroom apartments and 16% searching for one or four bedroom apartments.

Brisbane is experiencing a shift in prospective buyers seeking to purchase off-the-plan. This is especially prevalent in the Brisbane Inner City, Domain users had a higher intention to buy a new property to live in, in the next 12 months.



# PROJECTOR

## INNER CITY APARTMENTS MARKET REPORT JUNE QUARTER 2018

### BRISBANE MARKET OVERVIEW

175 UNCONDITIONAL  
TRANSACTIONS WERE  
RECORDED FOR THE  
JUNE QUARTER 2018,  
TOTTALLING APPROXIMATELY  
\$118 MILLION WORTH OF  
APARTMENT SALES.

Sales volumes rebounded modestly throughout Inner Brisbane during the June 2018 quarter with 175 unconditional sales being recorded, up 31 unconditional sales on the previous quarter. Sales volumes do however remain at below trend levels, in line with the softer property cycle. Overall, the weighted average price increased 1.7% compared to last quarter, recorded at \$674,714.

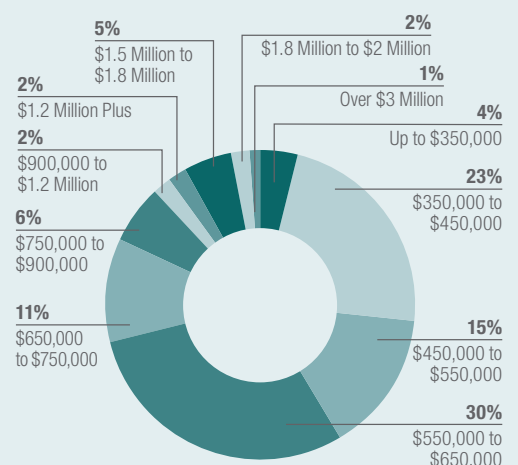
Although the weighted average sale price for off-the-plan apartments remains steady and sales numbers have increased, the Inner Brisbane new apartment market continues to navigate through a period of low market confidence. However, the market has now stabilised, experiencing a relatively soft landing overall. Shoots of positivity are emerging in the market on the back of exceptional value and a supply pipeline that is steadily drying up. With several developments pushing back their expected completion dates, remaining supply will enter the market in a more time staggered nature, softening any potential negative impacts to the market.

#### Summary of the June 2018 Quarter

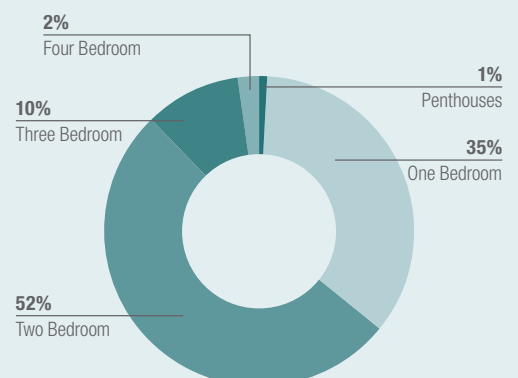
- There are currently 54 projects being sold off-the-plan in Inner Brisbane.
- The weighted average sale price for the June quarter 2018, was recorded at \$674,714. This represents an increase of 1.7% compared to the previous quarter, but 9.3% less when compared to the same period in 2017.
- One-bedroom apartments between \$350,000 and \$450,000 and two-bedroom apartments between \$550,000 and \$650,000 accounted for 51% of total off the plan sales for the quarter. This is the highest proportion for these apartments since March 2017.
- At the end of the June 2018 quarter, only 21% of the total new apartment market remains available for purchase.
- Of the 1,936 new apartments that are currently available for sale, 30% are expected to complete construction in the second half of 2018, 31% are expected to complete construction in 2019 and the balance in 2020.

- Current available new apartments have a supply timeframe of 33 months at current sales rates.
- Current available new apartment supply will be completely absorbed by early to mid-2021 at current sales rates.
- Remaining available supply consists primarily of two-bedroom apartments, which account for 54% of all remaining new apartments. One-bedroom apartments account for a further 28%, whilst three bedroom apartments account for 13%.

#### Unconditional Sales by Price Point



#### Unconditional Sales by Bedroom Configuration



# BRISBANE CBD

## 12 unconditional transactions; weighted average price \$1,645,833.

Whilst, sales volumes remain modest in the CBD precinct, there remains very few projects to choose from, restricting supply. This precinct has experienced a preference for high end apartments over the last few quarters, keeping the weighted average sale price well above the \$1,000,000 mark and now edging closer to \$2,000,000.

- 443 Queen recorded some exceptional results during the June quarter 2018 to record the highest weighted average sale price for the entire Inner Brisbane market of \$1,838,889. The project also recorded the most sales for the

precinct with 9 apartments selling off-the-plan.

- Sales volumes in the CBD precinct increased slightly from the last quarter to record 12 unconditional sales during the June quarter 2018.
- The weighted average sale price of off-the-plan apartments in the CBD precinct once again edged higher compared to the last quarter to sit at \$1,645,833. This represents an increase of 6.2% compared to last quarter and 69% compared to the same period 12 months prior.
- One-bedroom configurations were the most popular during the December quarter 2017, accounting for 42% of all sales in the CBD precinct.

This is a change from the previous quarter when two-bedroom configurations were the most common configuration purchased and accounted for 60% of all sales.

- There are currently 275 apartments for sales throughout the CBD precinct. All of these are expected to finish construction by the end of 2019.
- The majority of this supply is in two-bedroom configurations, accounting for 59% of all supply in the CBD precinct. A further 15% is in one-bedroom configurations, 13% in three-bedroom configurations and 12% in four-bedroom and penthouse configurations.

Development	Suburb	Status	Expected Completion	Total units	Sold to Date	Available for sale	June Qtr 2018
The Midtown	CBD	Completed	Completed	144	129	15	1
Skytower	CBD	Under Construction	2019	1,092	998	94	0
443 Queen	CBD	Under Construction	2019	264	160	104	9
Mary Lane	CBD	Under Construction	Nov-18	184	122	62	2
CBD PRECINCT TOTALS				1,684	1,409	275	12

# NORTH OF THE RIVER

## 109 unconditional transactions; weighted average price \$558,486.

The North of the River precinct saw very little activity in the \$1,000,000+ range as purchasers seek to absorb lower priced apartments that are currently portraying significant value. Almost half of the new apartment buildings in the precinct are now finished, with the remaining buildings set to complete construction steadily over the next two years.

- Gallery House Stage 2 was the standout performer for the precinct during the June quarter 2018, recording the most unconditional sales of any project in Inner Brisbane with 23 and a weighted average sale price of \$710,870 - the highest for the precinct.

- Two-bedroom apartments were once again the highest selling configuration, accounting for 54% of all apartment sales for the precinct. One-bedroom configurations were next, accounting for 41% of sales, whilst three-bedroom apartments accounted for the remaining 5%.
- At the end of June quarter 2018, there were 906 apartments remaining for sale across the North of the River precinct, representing a 25-month supply at current sales volumes.
- 906 apartments now remain for sale throughout the precinct. The remaining stock consists mostly of two-bedroom configurations, accounting for 52% of all remaining stock. This is followed by one-bedroom configurations, accounting for 36%

and three-bedroom configurations, representing a further 6% of remaining apartments.

- Over 50% of the current new supply to the North of the River Precinct has recently completed construction. A further 12% is currently expected to complete in the second half of 2018, followed by 20% in 2019. This clearly shows that supply to this precinct has peaked, with remaining supply being delivered steadily, avoiding any significant levels of completing supply to the precinct.

Development	Suburb	Status	Expected Completion	Total units	Sold to Date	Available for sale	June Qtr 2018
Belise	Bowen Hills	Completed	Completed	228	193	35	18
The Hudson at The Mill	Albion	Completed	Completed	140	138	2	0
The Yards	Bowen Hills	Completed	Completed	401	308	93	14
Newstead Central - Laguna	Newstead	Completed	Completed	189	189	0	6
Newstead Central - St Tropez	Newstead	Completed	Completed	231	231	0	1
Newstead Central - Capri	Newstead	Completed	Completed	207	187	20	7
Mode	Newstead	Completed	Completed	157	139	18	0
Hercules	Hamilton	Completed	Completed	228	226	2	0
Pure	Spring Hill	Completed	Completed	93	83	10	0
The Johnson	Spring Hill	Completed	Completed	192	191	1	0
The Winn	Fortitude Valley	Completed	Completed	63	63	0	7
38 High St	Toowong	Completed	Completed	136	127	9	0
Nero	Newstead	Under Construction	2018	107	82	25	4
Illumina	Toowong	Under Construction	2018	221	216	5	0
Gallery House - Stage 1	Hamilton	Under Construction	Dec-18	170	133	37	10
Baxter St Apartments	Fortitude Valley	Under Construction	2018	56	50	6	6
Magnolia	St Lucia	Awaiting Construction	Mar-19	38	13	25	4
Augustus Residences	Toowong	Under Construction	2019	90	85	5	0
White Dawn	Toowong	Under Construction	2019	60	52	8	0
Henley Towers	Fortitude Valley	Awaiting Construction	2019	301	178	123	0
Aura	Milton	Awaiting Construction	Late 2019	82	44	38	8
Utopia Space	Fortitude Valley	Under Construction	End 2019	300	241	59	1
Chester Apartments	Newstead	Under Construction	Jun-20	170	155	15	0
Ella Apartments	Newstead	Under Construction	Jun-20	149	106	43	0
Obsidian	Milton	Awaiting Construction	Jun-20	298	57	241	0
Gallery House - Stage 2	Hamilton	Under Construction	2020	150	64	86	23
NORTH OF THE RIVER TOTALS				4,457	3,551	906	109



# SOUTH OF THE RIVER

54 UNCONDITIONAL TRANSACTIONS;  
WEIGHTED AVERAGE PRICE  
\$693,519

The South of the River precinct is fast approaching the end of its new apartment supply with half of the new apartment buildings in the area now finished and a significant proportion set to complete construction by the end of the year. However, at current sales rates, it will still take several quarters for this supply to be absorbed by the market.

- The highest recorded weighted average sale price since the March quarter 2014, at \$693,519, was recorded for the South of the River precinct. Sales activity was consistent at both high and low-price points and buying interest was demonstrated across multiple levels.

- Whilst two-bedroom apartments were the most popular, recording 54% of the sales for the quarter, one and three-bedroom apartments sold in similar volumes, accounting for 24% and 22% of sales respectively.
- Soko Waterfront Apartments sold the most apartments in the precinct for the June quarter 2018 with nine unconditional sales, however, the highest weighted average price for the precinct was recorded for Virtuoso at an impressive \$1,590,000 across five sales.
- 755 apartments remain available for sale throughout the South of the River precinct. These are largely made up of two bedroom configurations which account for 56% of

available stock. One-bedroom and three-bedroom configurations account for 22% and 20% of remaining stock. Four-bedroom, penthouse and sub-penthouse configurations account for the remaining 2% of available stock.

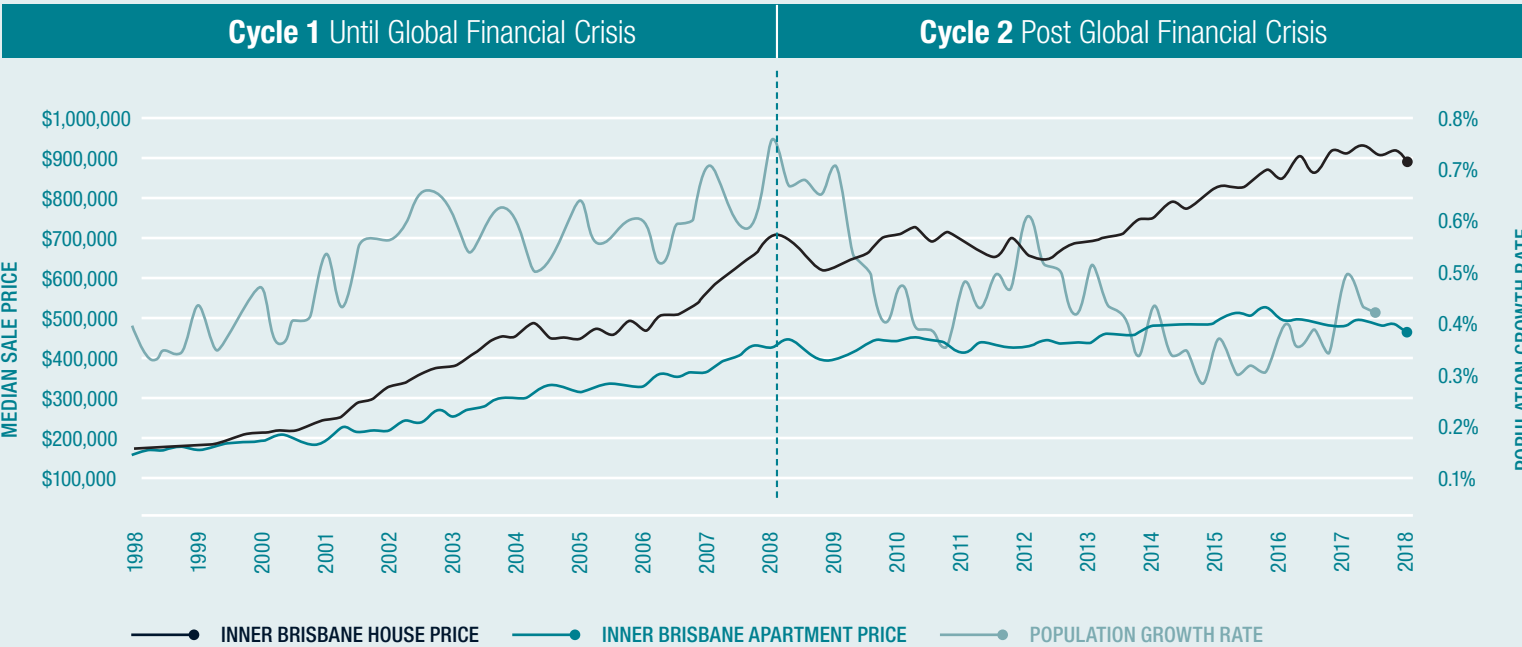
- The remaining six months of 2018 are expected to see the bulk of new apartment buildings complete construction. At this stage, there is only a further 13% expected to complete construction in 2019.

Development	Suburb	Status	Expected Completion	Total units	Sold to Date	Available for sale	June Qtr 2018
Light & Co - Radiance	West End	Completed	Completed	139	135	4	2
Light & Co - Illuminate	West End	Completed	Completed	90	81	9	1
Olympia on Russell	South Brisbane	Completed	Completed	65	62	3	0
Black Fold	West End	Completed	Completed	40	29	11	0
Atlas	South Brisbane	Completed	Completed	210	170	40	1
Soko Waterfront Apartments	West End	Completed	Completed	120	95	25	9
Allure Apartments	West End	Completed	Completed	53	41	12	0
Linc	Kangaroo Point	Completed	Completed	45	45	0	1
Affinity	Kangaroo Point	Completed	Completed	44	44	0	1
Corde Residences	East Brisbane	Completed	Completed	60	54	6	2
The Marc	Kangaroo Point	Completed	Completed	69	65	4	4
The Duke	Kangaroo Point	Completed	Completed	125	121	4	0
INK	West End	Completed	Completed	107	68	39	0
Park Central One	Woolloongabba	Under Construction	Dec-18	168	17	151	0
Oxy	Greenslopes	Under Construction	Dec-18	60	23	37	4
Brisbane 1	South Brisbane	Under Construction	Dec-18	608	454	154	0
The Mews	Woolloongabba	Under Construction	Late 2018	140	122	18	0
Citro	West End	Under Construction	2018	106	69	37	0
Virtuoso	West End	Under Construction	2018	77	62	15	5
Boggo Road Stage 2	Dutton Park	Under Construction	2018	75	59	16	4
Lincoln on the Park	Greenslopes	Under Construction	2018	93	70	23	6
Encore (Previously Ferry Rd.)	West End	Awaiting Construction	Jul-19	60	23	37	0
Linton Apartments	Kangaroo Point	Under Construction	Oct-19	148	115	33	0
The One	West End	Under Construction	Nov-19	61	33	28	8
Florence	Greenslopes	Awaiting Construction	Late 2019	107	58	49	6
SOUTH OF THE RIVER TOTALS				2,870	2,115	755	54

# SPECIAL REPORT

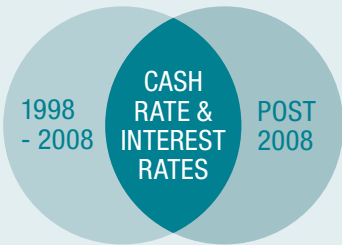
## INNER BRISBANE PROPERTY: TWO MARKET CYCLES

The Inner Brisbane property market is in the midst of transitioning into a new property cycle. Looking back over the past 20 years, there have been two main property cycles in Inner Brisbane. The first began in 1998 and continued until the Global Financial Crisis in 2008, after which, the second property cycle began and continued until 2018. Whilst, **INTEREST RATES** are commonly accepted to have a major impact on property prices, **POPULATION GROWTH** appears to be a more significant factor impacting the Inner Brisbane property market.



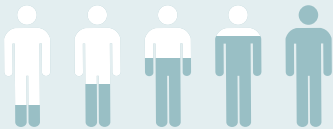
### INTEREST RATES

The RBA cash rate and subsequent mortgage interest rates have been an insignificant factor of property prices in Inner Brisbane during the last two market cycles.

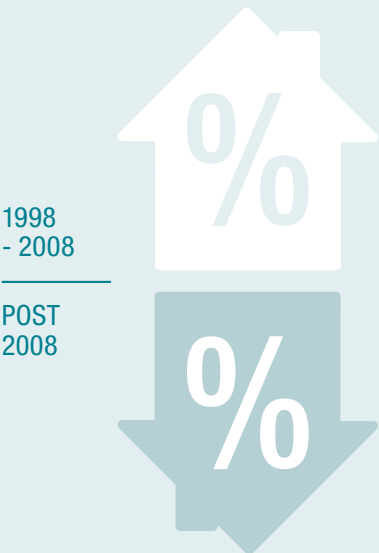


### POPULATION GROWTH RATE

Population growth rates appear to have a significant impact on property prices in Inner Brisbane.



BRISBANE ENJOYED A HIGH POPULATION GROWTH RATE DURING THE PROPERTY CYCLE FROM 1998 – 2008 COINCIDING WITH SIGNIFICANT PRICE GROWTH. DURING THE SECOND CYCLE POST 2008, POPULATION GROWTH RATES SOFTENED COINCIDING WITH LOWER PROPERTY PRICE GROWTH.



IN THE PROPERTY CYCLE FROM 1998 TO 2008 INNER BRISBANE PROPERTY EXPERIENCED SUBSTANTIAL INCREASES IN PRICE DESPITE RISING INTEREST RATES.

POST 2008, INTEREST RATES HAVE BEEN DECLINING, YET INNER BRISBANE PROPERTY HAS NOT PERFORMED TO THE HEIGHTS OF THE PREVIOUS CYCLE.

### CAPITAL GROWTH

Population Growth

Economy

Apartment Supply

Brisbane's potential for capital growth in the medium term is looking ever more positive as population growth and the economy return to increasingly positive trends and new apartment supply diminishes.

ADDITIONALLY, BRISBANE APARTMENTS ARE MORE AFFORDABLE NOW THAN THEY WERE IN 2008 IN RELATIVE TERMS, WHILST THE DIFFERENCE IN PRICE BETWEEN SYDNEY AND MELBOURNE PROPERTY ARE NEAR ALL TIME HIGHS.



# BEACHSIDE ESTATE



*Affinity homes by Sekisui House is your invitation to connect with all the things you love about the Sunshine Coast.*

These superb architecturally designed homes are a rare opportunity to enjoy the coastal lifestyle you've always dreamed of.

Featuring high quality finishes throughout, these stunning homes have been meticulously designed by Sekisui House to make the most of the idyllic Cooloolum lifestyle and location.

Set within the exclusive Beachside Estate with direct beach access, resort style pool, tennis court, BBQ and surrounded by pristine landscaped gardens.

Ideally located just 20 minutes from Noosa and 20 minutes to Maroochydore, you'll be in prime position to enjoy the best of what the region has to offer - without losing any of the serenity that makes Beachside Estate so alluring.

**In addition, this stunning estate will benefit from the recently approved, neighbouring world-class coastal village, Yaroomba Beach.**

In June 2018, Sekisui House received approval from Sunshine Coast Council for the world-class \$800m resort and residential development. The centrepiece will be the 5 Star international hotel, The Westin Cooloolum Resort & Spa - the first new 5 Star resort on the Sunshine Coast in 30 years.

Yaroomba Beach will be a new coastal village with boutique retail, cafés, bars and restaurants that are surrounded by lush parklands and kilometres of landscaped paths.

The Westin Cooloolum Resort & Spa will have two signature restaurants, rooftop bar and luxury day spa for you to enjoy.

This development will also provide a wealth of benefits to the local community including:

- a \$108m annual boost to the local economy
- an influx of 360 new jobs onsite
- a patrolled beach with car parks, bike paths and amenities
- new housing suited to an array of community needs
- a diverse program of arts and cultural events

**FOR ENQUIRIES PLEASE CONTACT**

**Andy Camm | 0458 666 670 | [andycamm@eplace.com.au](mailto:andycamm@eplace.com.au)**



# NORTHERN BEACHES

THE NORTHERN  
BEACHES ENCOMPASS  
COOLUM BEACH,  
MOUNT COOLUM,  
POINT ARKWRIGHT,  
YAROOMBA, PEREGIAN  
SPRINGS AND  
PEREGIAN BEACH.





This coastal community holds a sought-after position right next to the Pacific Ocean on the Sunshine Coast. Tourism controls the economy in this picturesque location, creating the major driving force behind employment and property prices.

The region exudes a relaxed, village lifestyle, appreciated by many locals and holidaymakers. Besides endless sun, sand and surf, this area features many local dining, entertaining, retail and educational amenities. Located only a short 1.5-hour drive from Brisbane, the Northern Beaches create the perfect escape for those chasing a sea change.

Constituting an array of well-established dwellings and new residential developments, the current median house price sits at a respectable \$679,000 and apartments, \$459,900.

The 5 year annual growth rate in median prices for houses and apartments is 7% and 10% per annum, respectively. Vacant land has also experienced an impressive annual growth rate over the years with the median price sitting at \$380,000. Despite a standout performance, land sales volumes have begun to decline as vacant lots become more scarce.

8,932 people call the Northern Beaches home. This number is expected to increase in the near future as migration to Queensland and attitudes towards proposed development remains positive. This area is becoming family orientated as the proportion of households has grown to 77%. The Northern Beaches are also home to more mature residents with a median age of 41. In addition, household income seems to be increasing with the median being \$1,379 per week.

The Northern Beaches of the Sunshine Coast provide a pristine, coastal lifestyle for both permanent residents and holidaymakers. If you're seeking a small-town vibe with the prospect of potential growth and development, this is the ideal community.





# BRISBANE'S FUTURE



Infrastructure is paramount for future property growth. It connects us, delivers core services such as medical and education, and improves the overall lifestyle that our population strives to preserve and enhance.

Today, Brisbane exists in a convincing position. The SEQ infrastructure plan has identified the future plans for Brisbane with a focus on increasing connectivity and supporting the ever-expanding population. Brisbane has over 130 infrastructure projects currently in the works, totalling over \$55 billion worth of investment. Undoubtedly, these projects will add to the strength of the residential market through job creation and increased demand in newly well-serviced areas.

We have identified 5 key infrastructure developments which will significantly transform the residential market and impact the lives of Inner Brisbane residents for the better.

Expected completion	TBA	2019	2022	2023	2024
<b>BRISBANE LIVE ENTERTAINMENT ARENA</b> \$2 Billion	<b>HOWARD SMITH WHARVES</b> \$110 Million	<b>QUEEN'S WHARF PRECINCT</b> \$3 Billion	<b>BRUCE HIGHWAY UPGRADE</b> \$8.5 Billion	<b>CROSS RIVER RAIL</b> \$5.4 Billion	



# WHY BUY OR SELL IN SPRING?



## **Spring sees the property market blossom - and for good reason.**

The warmer weather brings avid buyers out of hibernation, making open homes more appealing. Trees are in full bloom and gardens are presenting at their best, leaving a lasting first impression. This also creates the optimal window to book your property's photography.

Standing out from the crowd is important. So, as you carry out the routine spring clean, take the extra time to fix any faults. Position yourself through the buyers' eyes. The façade is usually the first thing they see, so be sure to correct any peeling paint or sweep any dirt from the entry. These minor touch ups can make major differences in your final price.

And if you're a buyer, this is the chance for you to have the pick of the bunch and be settled in your new home before Christmas.

**Mark Brimble** | 0412 290 333 | [markbrimble@eplace.com.au](mailto:markbrimble@eplace.com.au)



# INTRODUCING BUYER'S CONCIERGE

Are you struggling to find the right property and not sure where to turn? Buyers are often left hanging and have very little to no assistance in their search to buy one of life's biggest investments.

We are not a buyer's agent, but we have an in-depth knowledge of all new developments in and around Brisbane to help you find the right place. We keep you informed and up to date on the best offerings in the areas you have your eyes on, simplifying the purchasing process and streamlining inspections for properties which meet your needs.

One of the many benefits to using Place as a concierge is having one agent looking after all inspections, and at the forefront, providing free-of-charge, reliable and trustworthy information on all potential developments.

## **BENEFITS**

1. Reliable and trustworthy agent working with the buyer
2. A single contact point
3. No cost
4. Clear understanding of your requirements
5. In depth knowledge of new developments, in and around Brisbane
6. Solid understanding of what development incentives, current valuations

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Place Projects is Brisbane's premier project marketing company. Specialising in marketing off-the-plan apartment developments, we provide a full service sales organisation to the South East Queensland market. Our passion for innovation and exceptional results ensures interaction with quality people, quality properties and quality marketing.

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