

# Comparative Market Analysis

Prepared for Ian and Jan Somers on 2nd August 2019



**8/60 Alexandra Parade Maroochydore QLD 4558**



**Paul Angell**  
**First National Coastal**

Shop 21, 121 Mooloolaba Esplanade  
MOOLOOLABA QLD 4557



m: 0438 468 378

w: 07 5444 0800

paul@fncoastal.com.au

# Your Property

8/60 Alexandra Parade Maroochydore QLD 4558

2  2  1  -  109m<sup>2</sup> 



## Your Property History

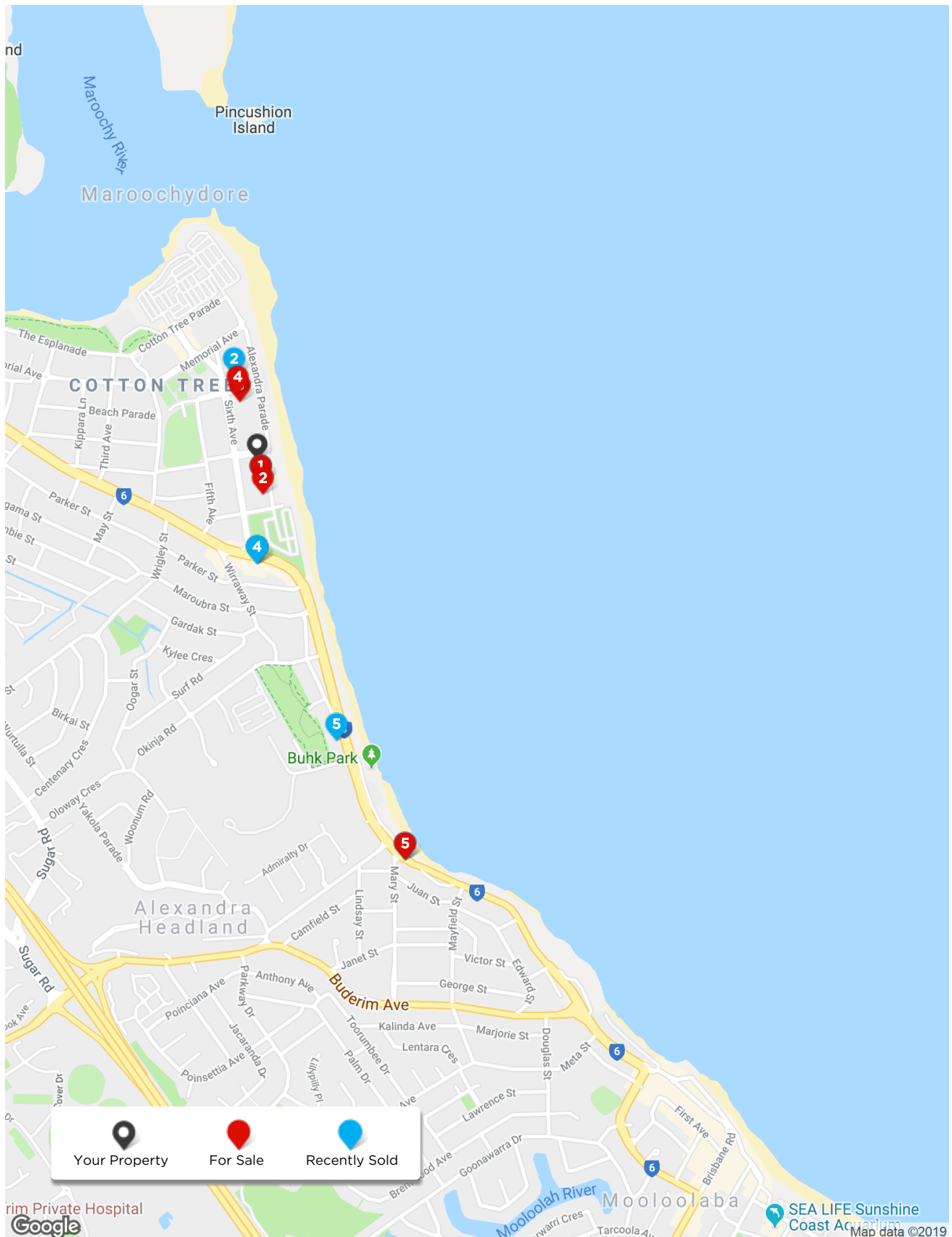
- 6 Nov, 2010 - Listed for rent at \$330 / week
- 7 Jan, 2009 - Listed for rent at \$400 / week
- 24 Apr, 1995 - Sold for \$89,496
- 15 May, 1993 - Sold for \$89,496
- 6 Jan, 1988 - Sold for \$104,000



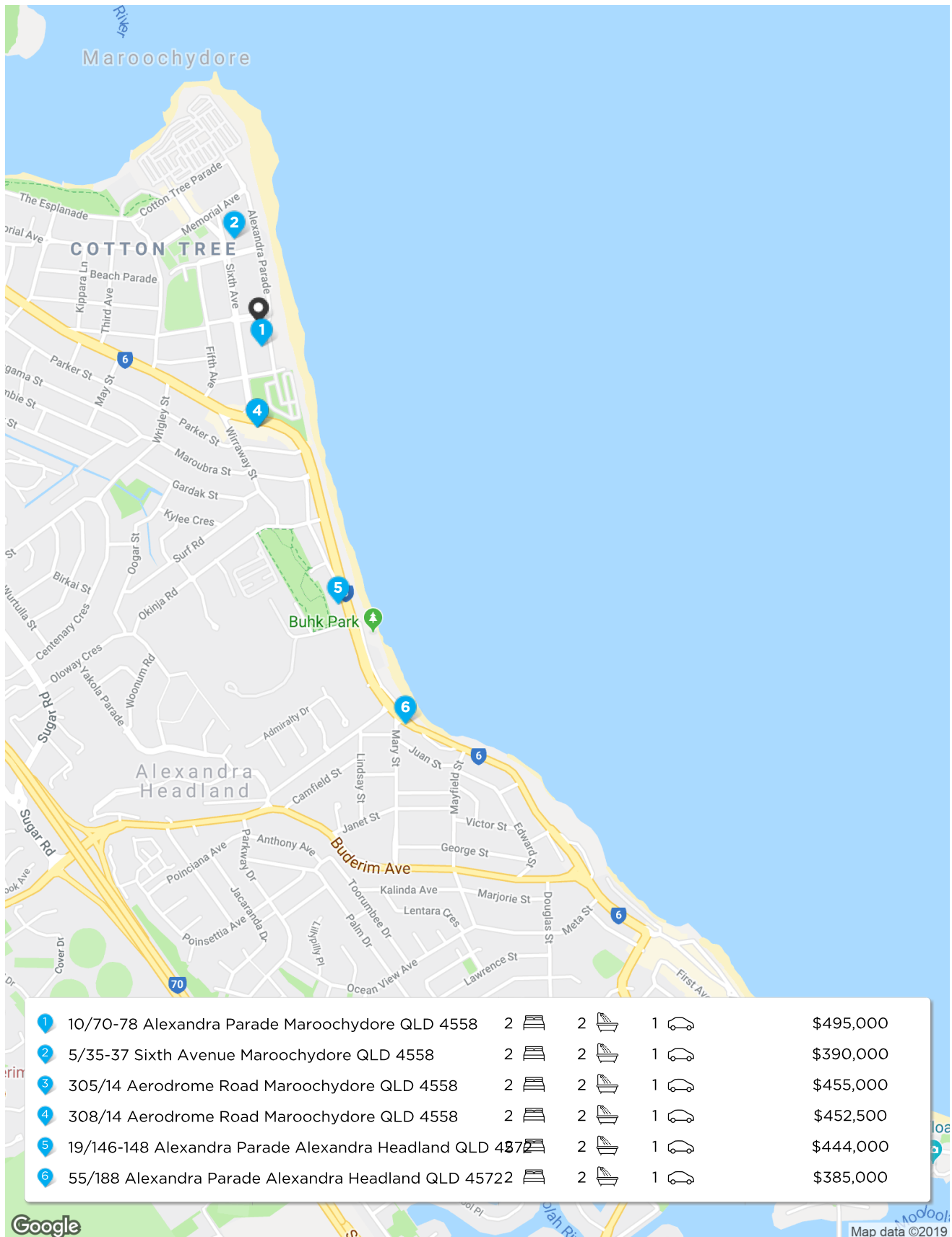
## Introducing Paul Angell

After a 13 year stint with the Department of Defence Paul ventured into real estate in 1992 starting his career in Caloundra. After a relatively short period Paul saw the opportunity and potential of Mooloolaba and purchased a local agency. The agency flourished as an independent, boutique office an

# Comparables Map: Sales & Listings



# Comparables Map: Sales



## Recent Sales



10/70-78 Alexandra Parade  
Maroochydore QLD 4558

**Sold Price** **\$495,000**

 2
  2
  1
  125m<sup>2</sup>
 125m<sup>2</sup>

|           |           |               |           |            |      |
|-----------|-----------|---------------|-----------|------------|------|
| Sold Date | 30-Apr-19 | Price Change  | -         | Year Built | 1982 |
| DOM       | 56        | First Listing | -         |            |      |
| Distance  | 0.09km    | Last Listing  | \$450,000 |            |      |



### Notes from your agent

Similar Position - Higher BC



5/35-37 Sixth Avenue Maroochydore  
QLD 4558

**Sold Price** <sup>RS</sup> **\$390,000**

 2
  2
  1
  101m<sup>2</sup>
 101m<sup>2</sup>

|           |           |               |           |            |   |
|-----------|-----------|---------------|-----------|------------|---|
| Sold Date | 01-Jul-19 | Price Change  | ▼ -13.1%  | Year Built | - |
| DOM       | 130       | First Listing | \$449,000 |            |   |
| Distance  | 0.3km     | Last Listing  | \$419,000 |            |   |




### Notes from your agent

Was excellent buying



305/14 Aerodrome Road Maroochydore  
QLD 4558

**Sold Price** **\$455,000**

 2
  2
  1
  124m<sup>2</sup>
 102m<sup>2</sup>

|           |           |               |           |            |      |
|-----------|-----------|---------------|-----------|------------|------|
| Sold Date | 21-May-19 | Price Change  | ▲ 33.8%   | Year Built | 2004 |
| DOM       | 375       | First Listing | \$340,000 |            |      |
| Distance  | 0.38km    | Last Listing  | -         |            |      |



### Notes from your agent

Newer building but Higher BC



308/14 Aerodrome Road Maroochydore  
QLD 4558

**Sold Price** **\$452,500**

 2
  2
  1
  122m<sup>2</sup>
 102m<sup>2</sup>

|           |           |               |           |            |      |
|-----------|-----------|---------------|-----------|------------|------|
| Sold Date | 23-Apr-19 | Price Change  | ▼ -14.5%  | Year Built | 2004 |
| DOM       | 175       | First Listing | \$529,000 |            |      |
| Distance  | 0.38km    | Last Listing  | \$455,000 |            |      |



### Notes from your agent

Newer building but Higher BC






DOM = Days on market    RS = Recent sale    UN = Undisclosed Sale

## Recent Sales



19/146-148 Alexandra Parade Alexandra Headland QLD 4572

**Sold Price** **\$444,000**

 2
  2
  1
  94m<sup>2</sup>
 -

|           |           |               |   |            |   |
|-----------|-----------|---------------|---|------------|---|
| Sold Date | 06-Mar-19 | Price Change  | - | Year Built | - |
| DOM       | -         | First Listing | - |            |   |
| Distance  | 1.04km    | Last Listing  | - |            |   |

5




### Notes from your agent

Newer building- some ocean views but Higher BC



55/188 Alexandra Parade Alexandra Headland QLD 4572

**Sold Price** **\$385,000**

 2
  2
  1
  1m<sup>2</sup>
 -

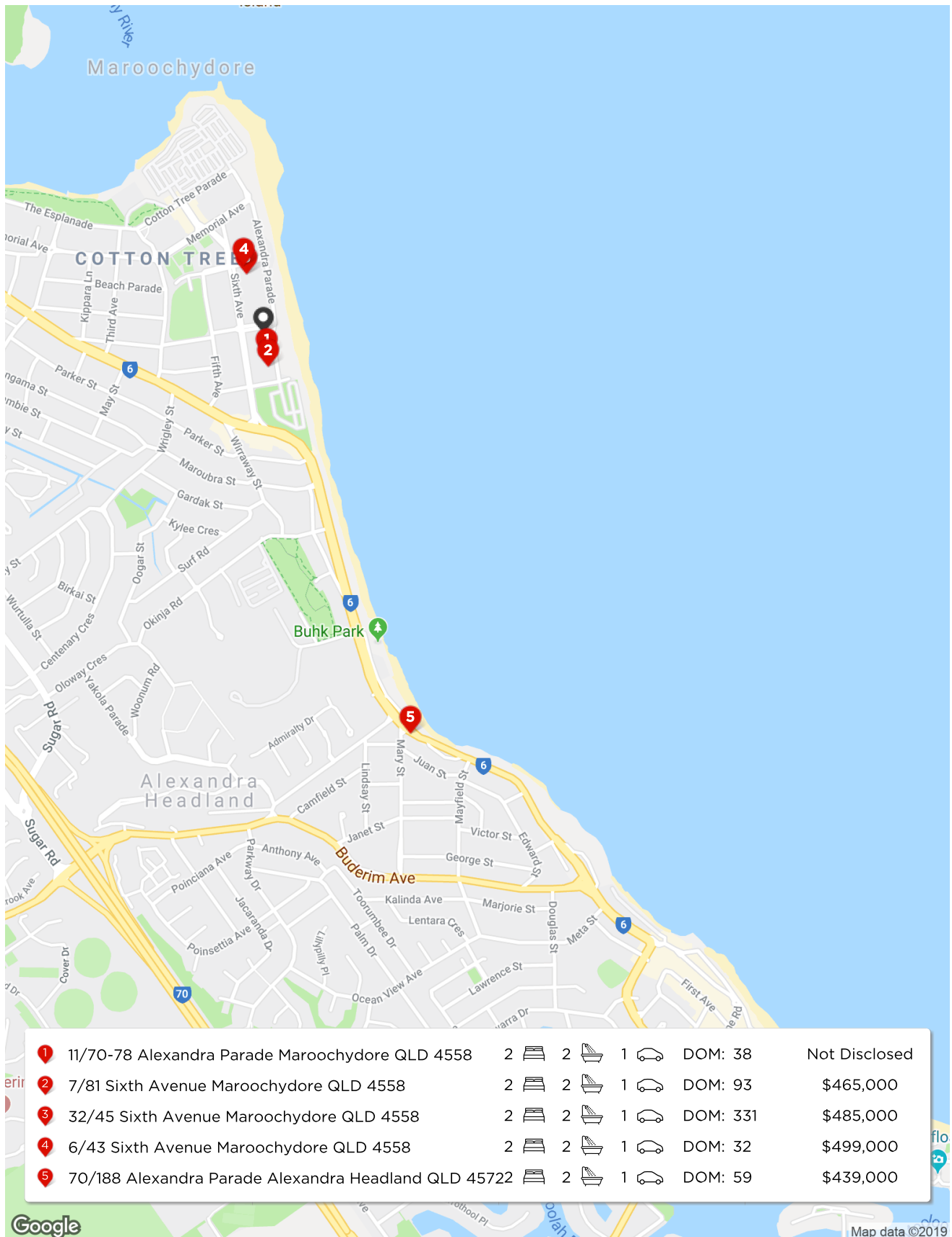
|           |           |               |           |            |      |
|-----------|-----------|---------------|-----------|------------|------|
| Sold Date | 13-Mar-19 | Price Change  | ▼ -7.2%   | Year Built | 1999 |
| DOM       | 132       | First Listing | \$415,000 |            |      |
| Distance  | 1.52km    | Last Listing  | \$395,000 |            |      |

6

### Notes from your agent

Newer building but Higher BC

# Comparables Map: Listings



# Recent Listings



11/70-78 Alexandra Parade Maroochydore QLD 4558

 2
  2
  1
  -
  121m<sup>2</sup>

|                            |                    |                  |                   |               |
|----------------------------|--------------------|------------------|-------------------|---------------|
| <b>Listing Price</b>       | <b>Listed Date</b> | <b>26-Jun-19</b> | <b>Year Built</b> | <b>-</b>      |
| <b>Forthcoming Auction</b> | <b>DOM</b>         | <b>38 days</b>   | <b>Distance</b>   | <b>0.09km</b> |




## Notes from your agent

Similar Position - High Body Corp



7/81 Sixth Avenue Maroochydore QLD 4558

 2
  2
  1
  -
  116m<sup>2</sup>

|                      |                    |                  |                   |               |
|----------------------|--------------------|------------------|-------------------|---------------|
| <b>Listing Price</b> | <b>Listed Date</b> | <b>02-May-19</b> | <b>Year Built</b> | <b>1980</b>   |
| <b>\$465,000</b>     | <b>DOM</b>         | <b>93 days</b>   | <b>Distance</b>   | <b>0.13km</b> |



## Notes from your agent

Renovated - High Body Corp



32/45 Sixth Avenue Maroochydore QLD 4558

 2
  2
  1
  130m<sup>2</sup>
 101m<sup>2</sup>

|                      |                    |                  |                   |              |
|----------------------|--------------------|------------------|-------------------|--------------|
| <b>Listing Price</b> | <b>Listed Date</b> | <b>06-Sep-18</b> | <b>Year Built</b> | <b>2001</b>  |
| <b>\$485,000</b>     | <b>DOM</b>         | <b>331 days</b>  | <b>Distance</b>   | <b>0.2km</b> |



## Notes from your agent

Good size unit - limied views - Under Contract at \$477,500

DOM = Days on market

## Recent Listings



6/43 Sixth Avenue Maroochydore QLD 4558

 2 
  2 
  1 
  - 
  107m<sup>2</sup>

Listing Price  
\$499,000

Listed Date  
DOM 02-Jul-19  
32 days

Year Built -  
Distance 0.24km

4

### Notes from your agent

good sized apartment



70/188 Alexandra Parade Alexandra Headland QLD 4572

 2 
  2 
  1 
  1,314m<sup>2</sup>
 77m<sup>2</sup>

Listing Price  
Offers Over  
\$439,000

Listed Date  
DOM 05-Jun-19  
59 days

Year Built 1999  
Distance 1.52km

5

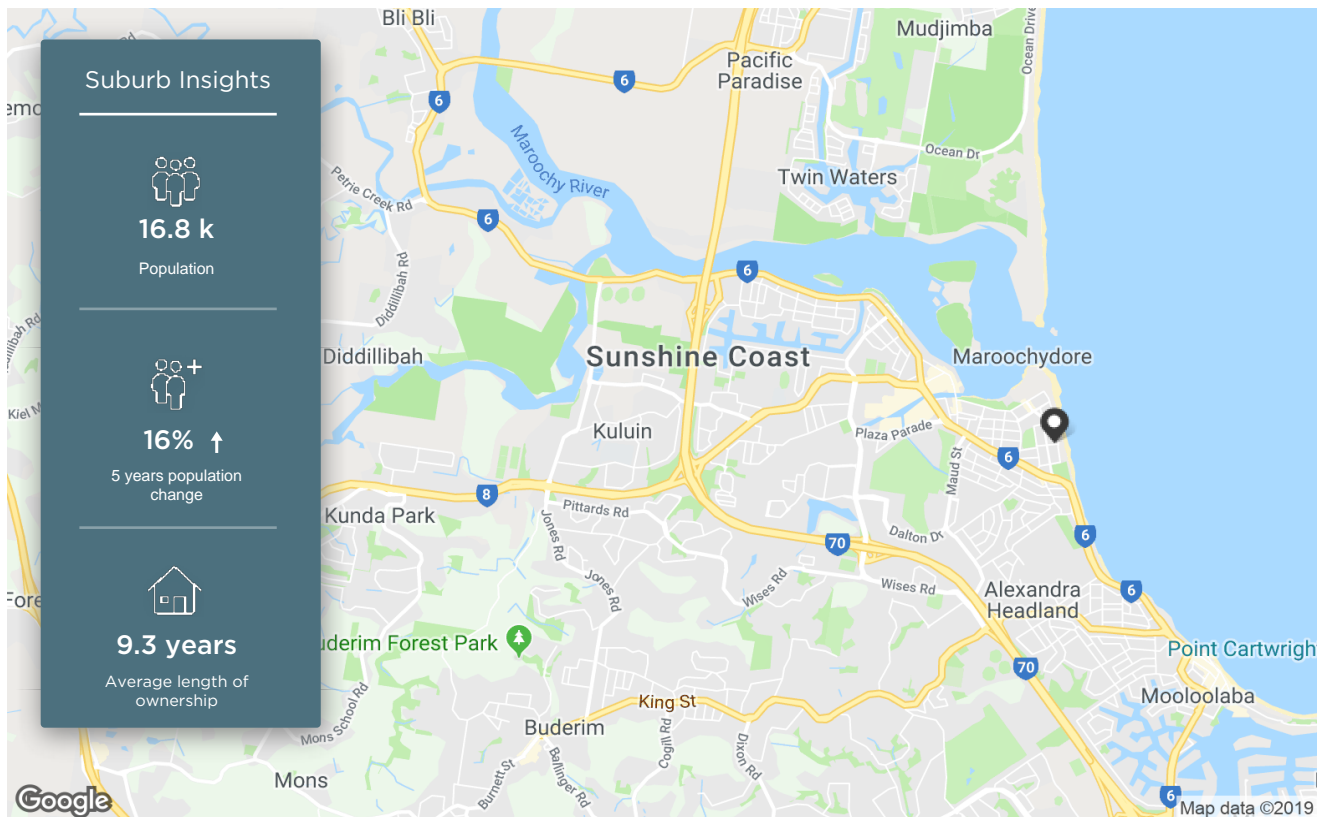
### Notes from your agent

Good Price - Has the roof terrace - Higher Body Corp

DOM = Days on market

# Maroochydore

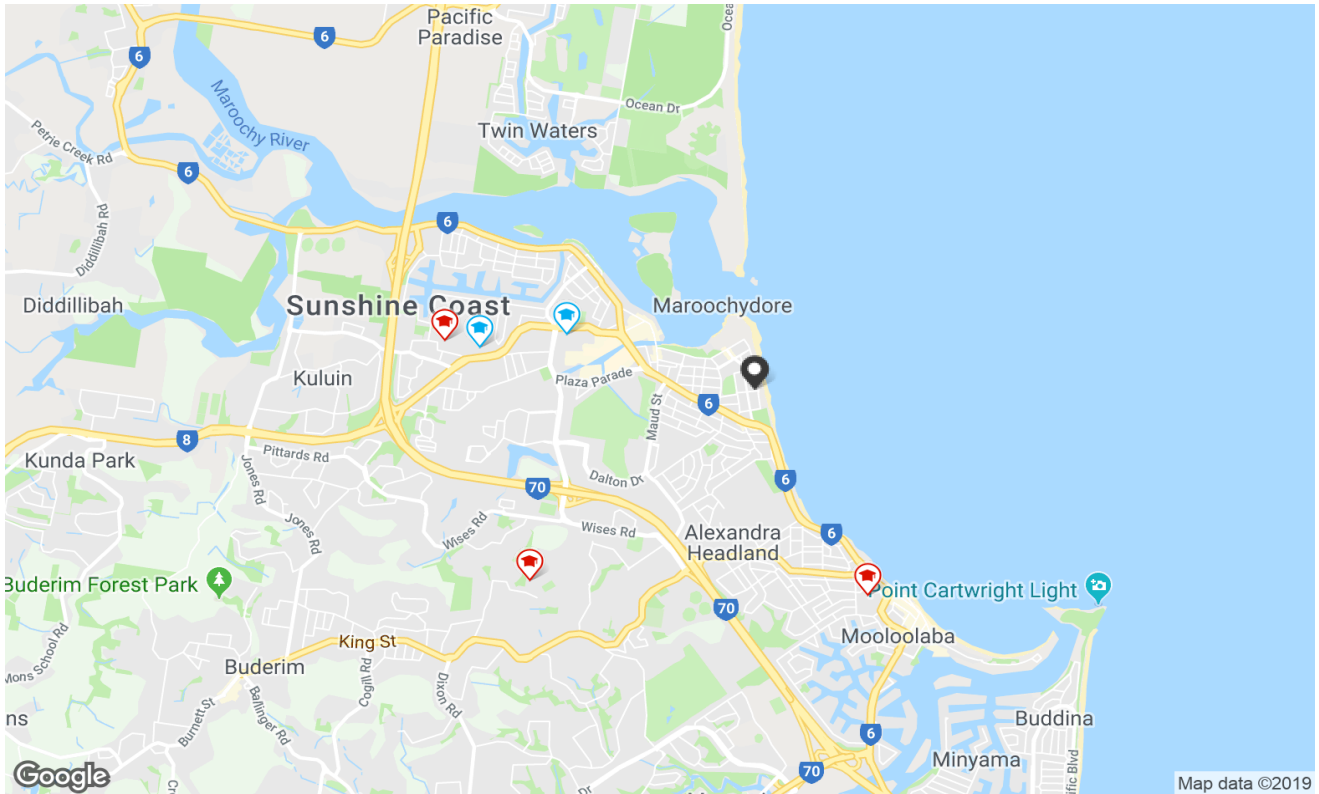
## Demographic





The size of Maroochydore is approximately 12.6 square kilometres. It has 43 parks covering nearly 6.3% of total area. The population of Maroochydore in 2011 was 14,445 people. By 2016 the population was 16,764 showing a population growth of 16.1% in the area during that time. The predominant age group in Maroochydore is 20-29 years. Households in Maroochydore are primarily childless couples and are likely to be repaying \$1800 - \$2399 per month on mortgage repayments. In general, people in Maroochydore work in a professional occupation. In 2011, 50.4% of the homes in Maroochydore were owner-occupied compared with 49% in 2016. Currently the median sales price of houses in the area is \$630,000.

| HOUSEHOLD STRUCTURE   |      | HOUSEHOLD OCCUPANCY |      | HOUSEHOLD INCOME |      | AGE   |      |
|-----------------------|------|---------------------|------|------------------|------|-------|------|
| TYPE                  | %    | TYPE                | %    | TYPE             | %    | TYPE  | %    |
| Childless Couples     | 55.2 | Owns Outright       | 29.7 | 0-15.6K          | 4.2  | 0-9   | 7.7  |
| Couples with Children | 24.9 | Purchaser           | 19.3 | 15.6-33.8K       | 20.0 | 10-19 | 6.9  |
| Single Parents        | 17.8 | Renting             | 45.6 | 33.8-52K         | 18.5 | 20-29 | 15.6 |
| Other                 | 2.1  | Other               | 1.5  | 52-78K           | 18.3 | 30-39 | 12.7 |
|                       |      | Not Stated          | 4.0  | 78-130K          | 18.7 | 40-49 | 10.6 |
|                       |      |                     |      | 130-182K         | 6.5  | 50-59 | 14.0 |
|                       |      |                     |      | 182K+            | 4.4  | 60-69 | 14.6 |
|                       |      |                     |      |                  |      | 70-79 | 10.6 |
|                       |      |                     |      |                  |      | 80-89 | 6.0  |
|                       |      |                     |      |                  |      | 90-99 | 1.3  |

# Local Schools



|                                                                                     | SCHOOL ADDRESS                                                                          | DISTANCE | SCHOOL TYPE | GENDER | SECTOR         | YEARS |
|-------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|----------|-------------|--------|----------------|-------|
|  | <b>Maroochydore State School</b><br>56-68 Primary School Court<br>Maroochydore QLD 4558 | 1.94km   | Primary     | Mixed  | Government     | 0-6   |
|  | <b>Mooloolaba State School</b><br>Cnr Meta & Douglas Streets<br>Mooloolaba QLD 4557     | 2.49km   | Primary     | Mixed  | Government     | 0-6   |
|  | <b>Maroochydore State High School</b><br>160 Maroochydore Road<br>Maroochydore QLD 4558 | 2.78km   | Secondary   | Mixed  | Government     | 7-12  |
|  | <b>Immanuel Lutheran College</b><br>35 Rim Road Buderim QLD 4556                        | 3.02km   | Combined    | Mixed  | Non-Government | 0-12  |
|  | <b>Stella Maris School</b><br>LOT 6 Aragorn Street<br>Maroochydore QLD 4558             | 3.14km   | Primary     | Mixed  | Non-Government | 0-6   |



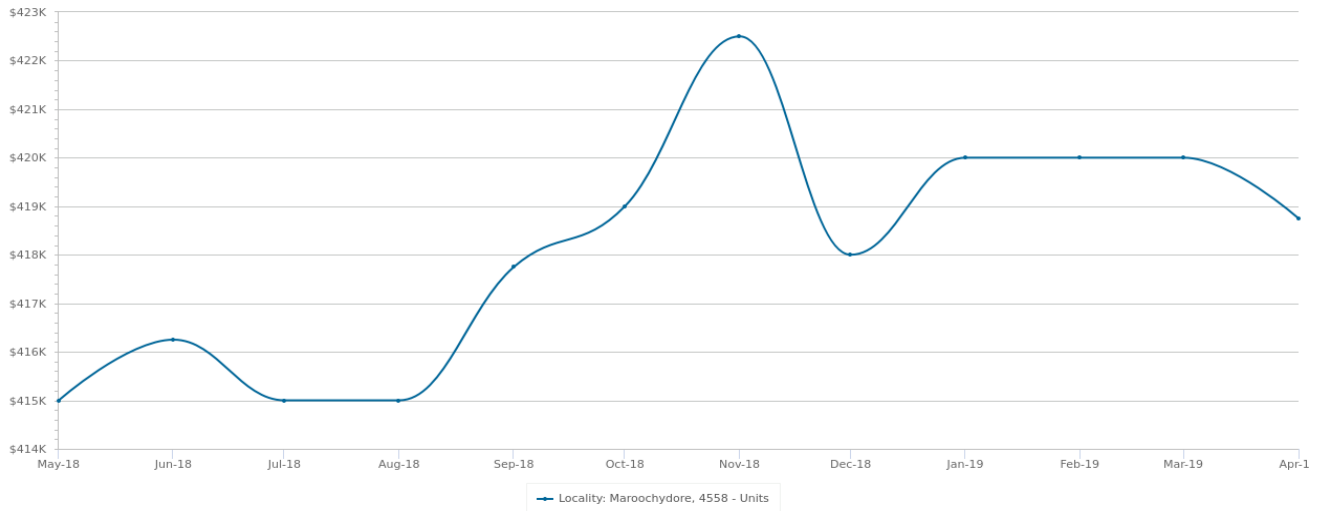
Property is within school catchment area



Property is outside school catchment area

# Short Term Market Trends

Median Sale Price - 12 months (Unit)

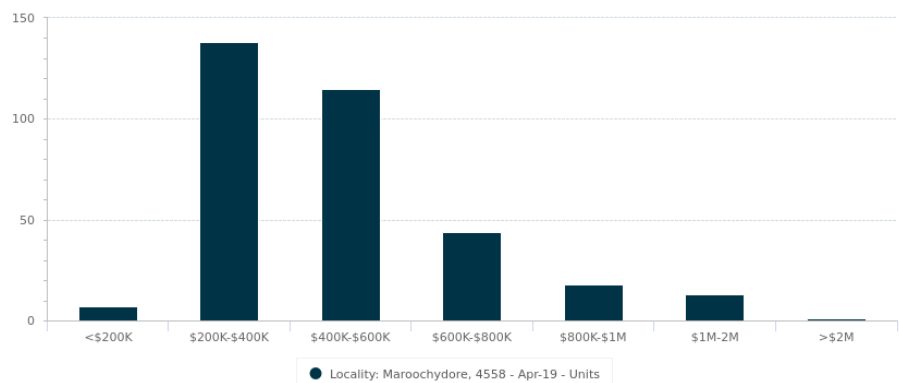


Statistics are calculated over a rolling 12 month period

| PERIOD   | PROPERTIES SOLD | MEDIAN PRICE | GROWTH  | DAYS ON MARKET | LISTINGS | ASKING RENT |
|----------|-----------------|--------------|---------|----------------|----------|-------------|
| Apr 2019 | 27              | \$418,750    | -0.3% ▼ | 42             | 260      | \$400       |
| Mar 2019 | 26              | \$420,000    | 0.0%    | 39             | 240      | \$400       |
| Feb 2019 | 23              | \$420,000    | 0.0%    | 39             | 222      | \$400       |
| Jan 2019 | 33              | \$420,000    | 0.5% ▲  | 39             | 223      | \$395       |
| Dec 2018 | 26              | \$418,000    | -1.1% ▼ | 35             | 204      | \$395       |
| Nov 2018 | 25              | \$422,500    | 0.8% ▲  | 32             | 205      | \$395       |
| Oct 2018 | 30              | \$419,000    | 0.3% ▲  | 33             | 209      | \$395       |
| Sep 2018 | 28              | \$417,750    | 0.7% ▲  | 34             | 179      | \$390       |
| Aug 2018 | 33              | \$415,000    | 0.0%    | 34             | 188      | \$390       |
| Jul 2018 | 23              | \$415,000    | -0.3% ▼ | 36             | 182      | \$390       |
| Jun 2018 | 28              | \$416,250    | 0.3% ▲  | 38             | 168      | \$386       |
| May 2018 | 38              | \$415,000    | 1.7% ▲  | 39             | 163      | \$385       |

Sales by Price - 12 months (Unit)

| PRICE         | NUMBER |
|---------------|--------|
| <\$200K       | 7      |
| \$200K-\$400K | 138    |
| \$400K-\$600K | 115    |
| \$600K-\$800K | 44     |
| \$800K-\$1M   | 18     |
| \$1M-\$2M     | 13     |
| >\$2M         | 1      |



Statistics are calculated over a rolling 12 month period

# Long Term Market Trends

Median Sale Price - 20 years (Unit)



Statistics are calculated over a rolling 12 month period

| PERIOD | PROPERTIES SOLD | MEDIAN PRICE | GROWTH   | DAYS ON MARKET | LISTINGS | ASKING RENT |
|--------|-----------------|--------------|----------|----------------|----------|-------------|
| 2019   | 340             | \$418,750    | 2.6% ▲   | 42             | 610      | \$400       |
| 2018   | 420             | \$408,000    | -0.5% ▼  | 41             | 527      | \$386       |
| 2017   | 468             | \$410,000    | 14.2% ▲  | 44             | 530      | \$370       |
| 2016   | 531             | \$359,000    | -3.2% ▼  | 61             | 601      | \$360       |
| 2015   | 548             | \$370,750    | 1.6% ▲   | 54             | 633      | \$360       |
| 2014   | 510             | \$364,750    | 10.0% ▲  | 63             | 613      | \$345       |
| 2013   | 388             | \$331,500    | -5.0% ▼  | 73             | 590      | \$350       |
| 2012   | 310             | \$349,000    | -5.7% ▼  | 77             | 557      | \$330       |
| 2011   | 310             | \$370,000    | -0.5% ▼  | 63             | 603      | \$325       |
| 2010   | 462             | \$371,750    | 7.4% ▲   | 59             | 580      | \$320       |
| 2009   | 414             | \$346,106    | -6.2% ▼  | 64             | 511      | \$320       |
| 2008   | 672             | \$369,000    | 9.8% ▲   | 41             | 521      | \$300       |
| 2007   | 638             | \$336,000    | -4.0% ▼  | 57             | 389      | \$270       |
| 2006   | 549             | \$350,000    | 7.7% ▲   | 62             | 294      | \$247       |
| 2005   | 562             | \$325,000    | 10.2% ▲  | 43             | 278      | \$260       |
| 2004   | 817             | \$295,000    | 63.9% ▲  | 25             | 148      | -           |
| 2003   | 1032            | \$180,000    | 31.4% ▲  | -              | 24       | -           |
| 2002   | 867             | \$137,000    | 5.4% ▲   | -              | 2        | -           |
| 2001   | 442             | \$130,000    | 3.2% ▲   | -              | 1        | -           |
| 2000   | 444             | \$126,000    | -10.0% ▼ | -              | -        | -           |

# Summary

**8/60 Alexandra Parade Maroochydore QLD 4558**



## Appraisal price range

Mid to high \$400,000's

## Notes from your agent

The property is well positioned directly across the road from the beach and features an exclusive roof terrace.

While there are a lot of units for sale in this price range most are in larger buildings with On Site Managers higher BC levies.

This will appeal to owner occupiers and possible someone who wants a lock up / weekender.

Last sale in the building was a nicely presented unit - it went in the high \$400,000's

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