



25/07/2023

To Mr & Mrs Ventsov,

Re: Sale Appraisal Letter: 19 Summit Road, Terrigal

Thank you for your invitation and giving us the opportunity to appraise your property and provide you with an appraisal as to what your property may be worth in today's market (we have based this appraisal on current market conditions as well our extensive knowledge of the property market in the local area).

After vast market research based on what is currently on the market and recent sold results in the area, I believe the above property address would achieve a sale price in the vicinity of up to **\$1,300,000**.

This is only an estimate and should not be misconstrued as a bank valuation. If you would like to discuss this information further or have any questions, please feel free to contact our team anytime 4385 -8888.

Regards,

Yours sincerely,
Urban & Coastal Real Estate

A handwritten signature in black ink, appearing to be "SH", written in a cursive style.

Shaun Hudson-Smith
0416 182 200
shaun@urbanandcoastal.au



19 SUMMIT ROAD TERRIGAL NSW 2260

Prepared on 26th July 2023

Shaun Hudson-Smith
URBAN & COASTAL

Unit 2, 6 Pine Tree Lane
TERRIGAL NSW 2260

m: 0416182200

w: 0243858888

shaun@urbanandcoastal.au

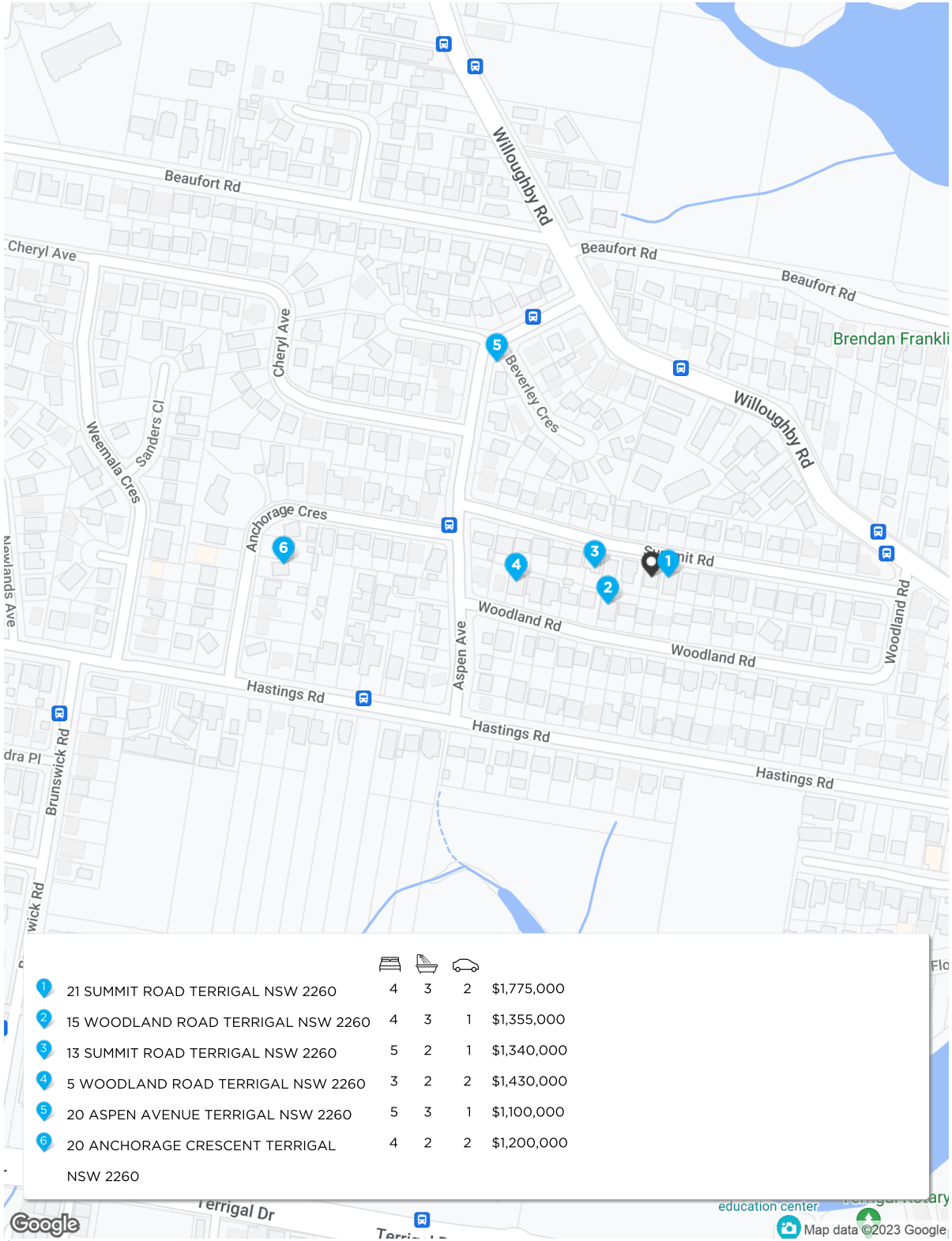
Floor Plan





Floor Plan


Comparables Map: Sales




* This data point was edited by the author of this CMA and has not been verified by CoreLogic

Comparable Sales


- 1** 21 SUMMIT ROAD TERRIGAL NSW 2260 **Sold Price** ^{RS} **\$1,775,000**




🛏️ 4 🚿 3 🚗 2 📏 474m² 🏠 233m²
 Year Built 1985 DOM 37
 Sold Date 27-Jun-23 Distance 0.01km
 First Listing Auction
 Last Listing Price Guide \$1,700,000
- 2** 15 WOODLAND ROAD TERRIGAL NSW 2260 **Sold Price** **\$1,355,000**




🛏️ 4 🚿 3 🚗 1 📏 468m² 🏠 -
 Year Built 1990 DOM 26
 Sold Date 06-May-23 Distance 0.04km
 First Listing Auction Saturday 6th May Onsite
 Last Listing Auction Guide \$1,250,000
- 3** 13 SUMMIT ROAD TERRIGAL NSW 2260 **Sold Price** **\$1,340,000**



🛏️ 5 🚿 2 🚗 1 📏 474m² 🏠 168m²
 Year Built 1975 DOM 46
 Sold Date 29-Apr-23 Distance 0.05km
 First Listing Buy Now or Auction
 Last Listing Auction Guide \$1,300,000
- 4** 5 WOODLAND ROAD TERRIGAL NSW 2260 **Sold Price** **\$1,430,000**



🛏️ 3 🚿 2 🚗 2 📏 462m² 🏠 -
 Year Built - DOM 19
 Sold Date 24-Mar-23 Distance 0.11km
 First Listing New to Market
 Last Listing Contact Agent
- 5** 20 ASPEN AVENUE TERRIGAL NSW 2260 **Sold Price** **\$1,100,000**



🛏️ 5 🚿 3 🚗 1 📏 512m² 🏠 215m²
 Year Built 1985 DOM 35
 Sold Date 02-May-23 Distance 0.22km
 First Listing Price Guide \$1,050,000 - \$1,150,000
 Last Listing Guide \$1,050,000 - \$1,150,000






DOM = Days on market RS = Recent sale UN = Undisclosed Sale * This data point was edited by the author of this CMA and has not been verified by CoreLogic

Comparable Sales

6 20 ANCHORAGE CRESCENT TERRIGAL NSW 2260

Sold Price ^{RS} **\$1,200,000**

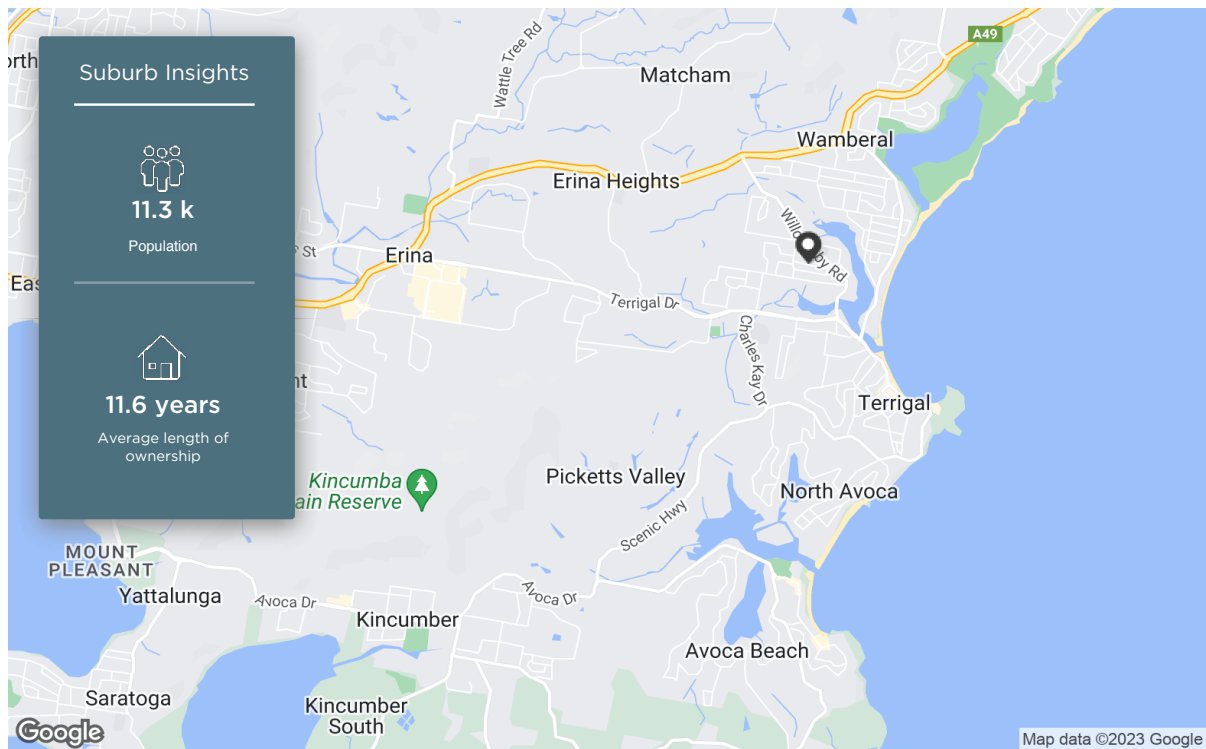


 4	 2	 2	 753m ²	 119m ²
Year Built	1990	DOM	28	
Sold Date	28-Jun-23	Distance	0.3km	
First Listing	Price on request			
Last Listing	Under contract			

DOM = Days on market RS = Recent sale UN = Undisclosed Sale * This data point was edited by the author of this CMA and has not been verified by CoreLogic

Terrigal

Demographic








The size of Terrigal is approximately 9.1 square kilometres. It has 28 parks covering nearly 10.6% of total area. The population of Terrigal in 2011 was 10,614 people. By 2016 the population was 11,344 showing a population growth of 6.9% in the area during that time. The predominant age group in Terrigal is 50-59 years. Households in Terrigal are primarily couples with children and are likely to be repaying \$1800 - \$2399 per month on mortgage repayments. In general, people in Terrigal work in a professional occupation. In 2011, 70.5% of the homes in Terrigal were owner-occupied compared with 72.3% in 2016. Currently the median sales price of houses in the area is \$1,466,000.

HOUSEHOLD STRUCTURE		HOUSEHOLD OCCUPANCY		HOUSEHOLD INCOME		AGE	
TYPE	%	TYPE	%	TYPE	%	TYPE	%
Childless Couples	40.4	Owns Outright	38.5	0-15.6K	3.4	0-9	11.6
Couples with Children	43.8	Purchaser	33.8	15.6-33.8K	12.1	10-19	12.2
Single Parents	14.4	Renting	25.4	33.8-52K	12.4	20-29	11.8
Other	1.2	Other	0.3	52-78K	13.1	30-39	11.2
		Not Stated	2.3	78-130K	21.4	40-49	13.3
				130-182K	12.4	50-59	13.8
				182K+	14.2	60-69	13.4
						70-79	8.8
						80-89	3.5
						90-99	0.5

Local Schools



	SCHOOL ADDRESS	DISTANCE	SCHOOL TYPE	GENDER	SECTOR	YEARS
	Terrigal Public School 20 Havenview Road Terrigal NSW 2260	0.87km	Primary	Mixed	Government	0-6
	Terrigal High School 100 Charles Kay Drive Terrigal NSW 2260	1.0km	Secondary	Mixed	Government	7-12
	Aspect Central Coast School 75 Duffys Road Terrigal NSW 2260	1.19km	Special	Mixed	Non-Government	0-0
	St Edward's Christian Brothers' College, Terrigal campus (The Haven Education Centre) 165 Serpentine Road Terrigal NSW 2260	1.82km	Secondary	-	Non-Government	0-0
	Our Lady Star of The Sea Catholic Primary School 165 Serpentine Road Terrigal NSW 2260	1.96km	Primary	Mixed	Non-Government	0-6



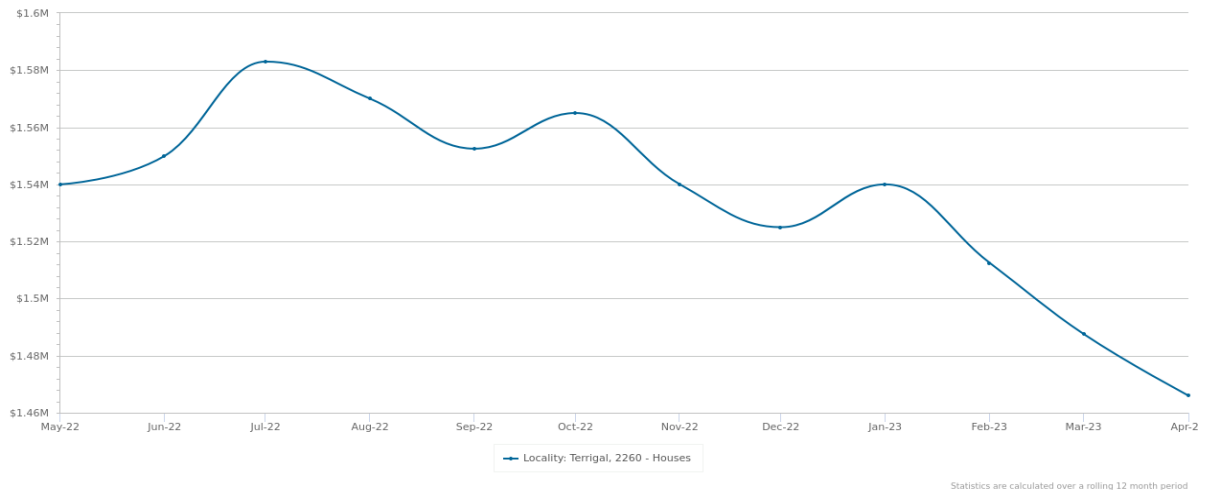
Property is within school catchment area



Property is outside school catchment area

Recent Market Trends

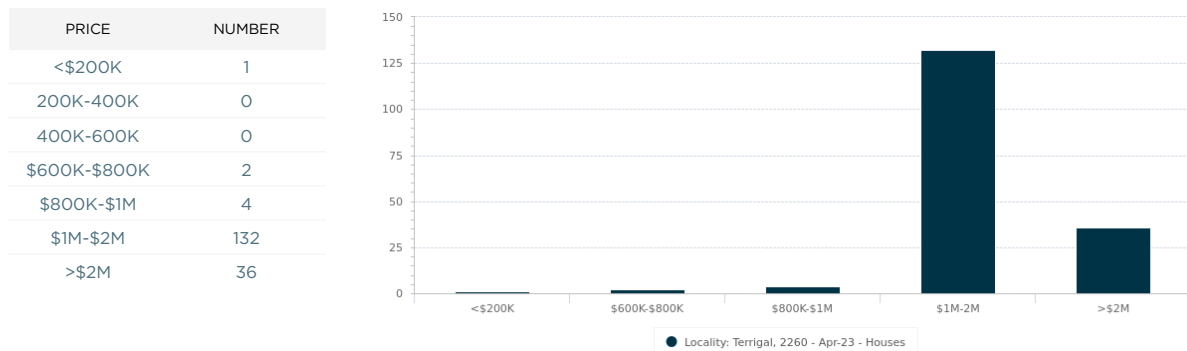
Median Sale Price - 12 months (House)



Statistics are calculated over a rolling 12 month period

PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
Apr 2023	10	\$1,466,000	-1.4% ▼	51	48	\$800
Mar 2023	14	\$1,487,500	-1.7% ▼	50	54	\$800
Feb 2023	16	\$1,512,500	-1.8% ▼	36	58	\$800
Jan 2023	12	\$1,540,000	1.0% ▲	41	63	\$800
Dec 2022	13	\$1,525,000	-1.0% ▼	36	58	\$800
Nov 2022	15	\$1,540,000	-1.6% ▼	31	71	\$800
Oct 2022	13	\$1,565,000	0.8% ▲	31	72	\$800
Sep 2022	18	\$1,552,500	-1.1% ▼	30	67	\$780
Aug 2022	14	\$1,570,000	-0.8% ▼	29	70	\$771
Jul 2022	21	\$1,583,000	2.1% ▲	27	68	\$750
Jun 2022	14	\$1,550,000	0.6% ▲	27	70	\$750
May 2022	17	\$1,540,000	0.0%	27	72	\$750

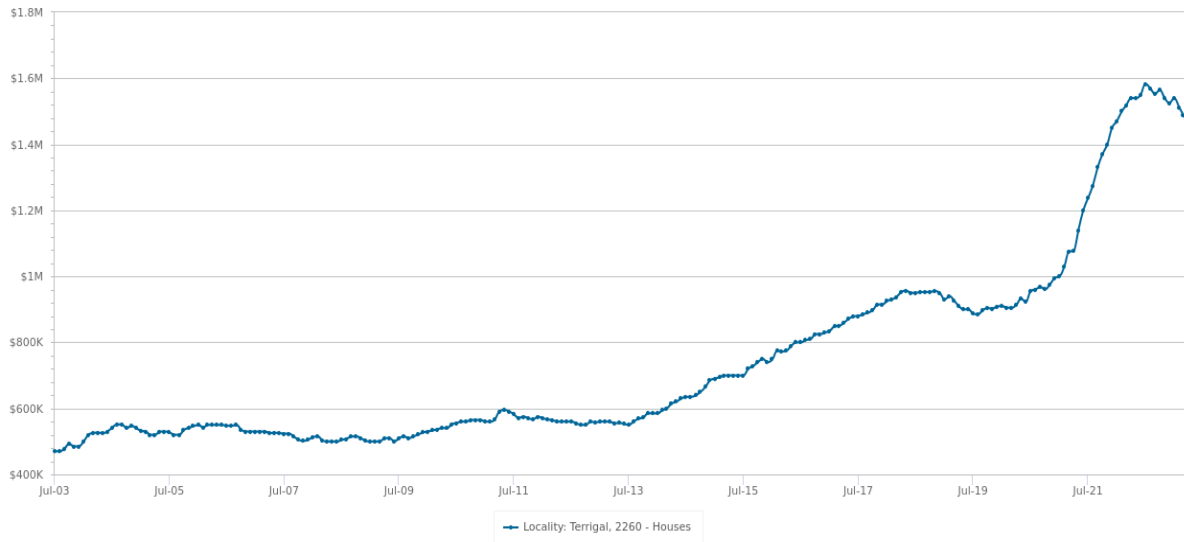
Sales by Price - 12 months (House)



Statistics are calculated over a rolling 12 month period

Long Term Market Trends

Median Sale Price - 20 years (House)



Statistics are calculated over a rolling 12 month period

PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
2023	177	\$1,466,000	-4.8% ▼	51	221	\$800
2022	233	\$1,540,000	42.9% ▲	25	256	\$750
2021	238	\$1,077,500	18.0% ▲	21	260	\$630
2020	166	\$913,000	0.3% ▲	45	211	\$580
2019	158	\$910,000	-4.5% ▼	43	234	\$570
2018	170	\$952,750	10.8% ▲	31	200	\$565
2017	185	\$860,000	11.0% ▲	27	222	\$560
2016	226	\$775,000	10.7% ▲	27	238	\$550
2015	232	\$700,000	13.8% ▲	23	270	\$515
2014	219	\$615,000	10.8% ▲	24	246	\$490
2013	221	\$555,000	-0.9% ▼	55	255	\$450
2012	183	\$560,000	-5.2% ▼	64	312	\$480
2011	182	\$591,000	9.3% ▲	73	299	\$410
2010	212	\$540,750	6.0% ▲	53	309	\$380
2009	162	\$510,000	2.0% ▲	91	337	\$380
2008	192	\$500,000	-4.8% ▼	75	347	\$350
2007	189	\$525,000	-4.5% ▼	89	323	\$330
2006	153	\$550,000	5.8% ▲	102	296	\$320
2005	156	\$520,000	-1.3% ▼	72	267	\$300
2004	246	\$526,750	16.4% ▲	48	211	-



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