Market Update & Price Guide

212/1 BASS COURT NORTH LAKES QLD 4509

Prepared for **Peter & Deborah** on **14th July 2022**

Mathew Anderson
Raas Property Group

Residential Sales Specialist - Onsite Team
Brisbane

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Your Property

212/1 BASS COURT NORTH LAKES QLD 4509

4 3 2 175m² 104m²

Your Property History

20 Jul, 2015 - Sold for $396,000

Introducing Mathew Anderson

I am a fully licensed agent, business consultant and trainer. I specialise in townhouse sales in Brisbane. We understand property investment strategies and provide regular and ongoing local property market advice for your long-term financial benefit. We help you time the sale of your property from a position of optimum strength, giving you the strategic advantage and negotiating power through careful planning, presentation, market timing and buyer management.

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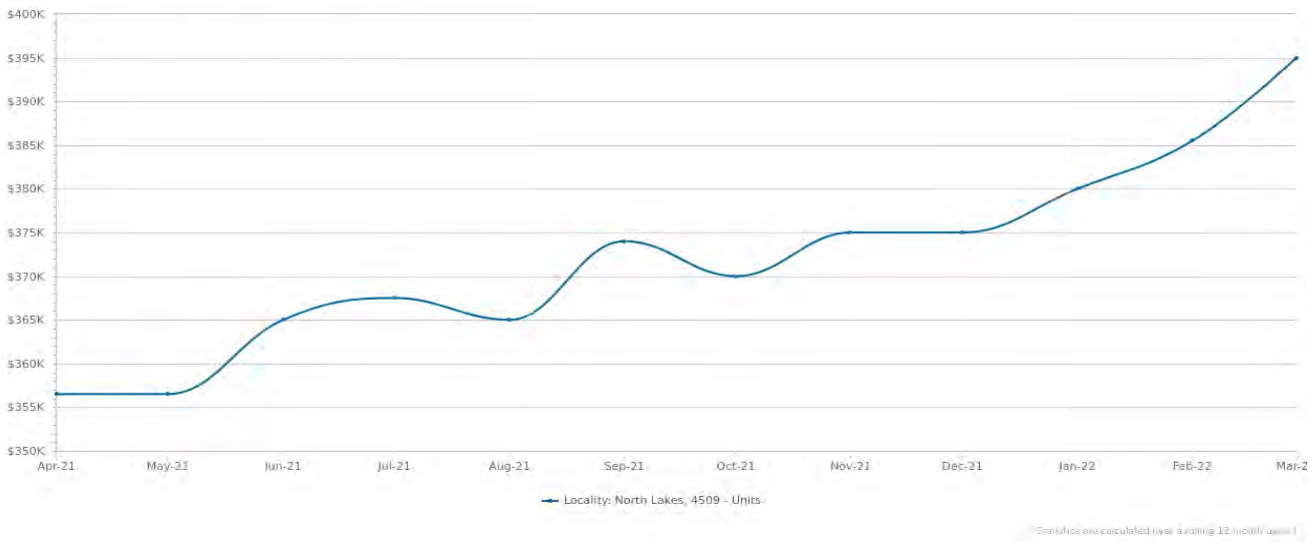
Recent Market Trends

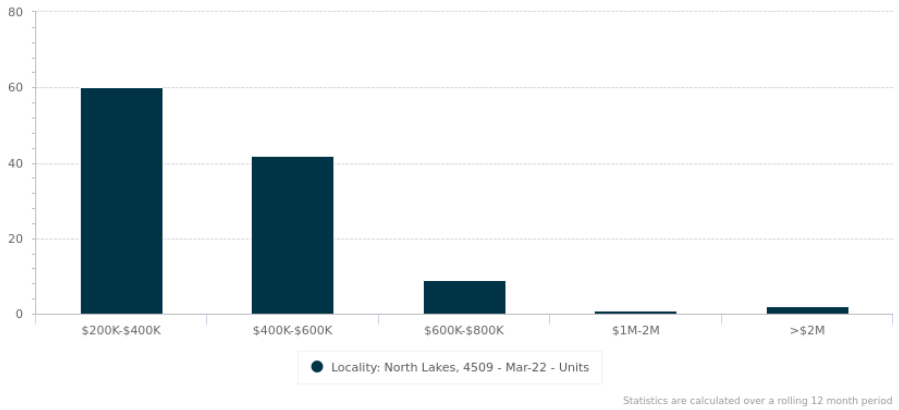
Median Sale Price - 12 months (Unit)



PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
Mar 2022	10	$395,000	2.5% ▲	16	22	$390
Feb 2022	12	$385,500	1.4% ▲	17	22	$385
Jan 2022	10	$380,000	1.3% ▲	20	12	$380
Dec 2021	8	$375,000	0.0%	25	14	$370
Nov 2021	6	$375,000	1.4% ▲	27	19	$370
Oct 2021	11	$370,000	-1.1% ▼	28	20	$370
Sep 2021	10	$374,000	2.5% ▲	34	21	$370
Aug 2021	13	$365,000	-0.7% ▼	34	24	$370
Jul 2021	7	$367,500	0.7% ▲	31	28	$370
Jun 2021	10	$365,000	2.4% ▲	33	31	$370
May 2021	11	$356,500	0.0%	45	31	$370
Apr 2021	6	$356,500	0.4% ▲	57	29	$370

Sales by Price - 12 months (Unit)

PRICE	NUMBER
<200K	0
$200K-$400K	60
$400K-$600K	42
$600K-$800K	9
800K-1M	0
$1M-$2M	1
>$2M	2



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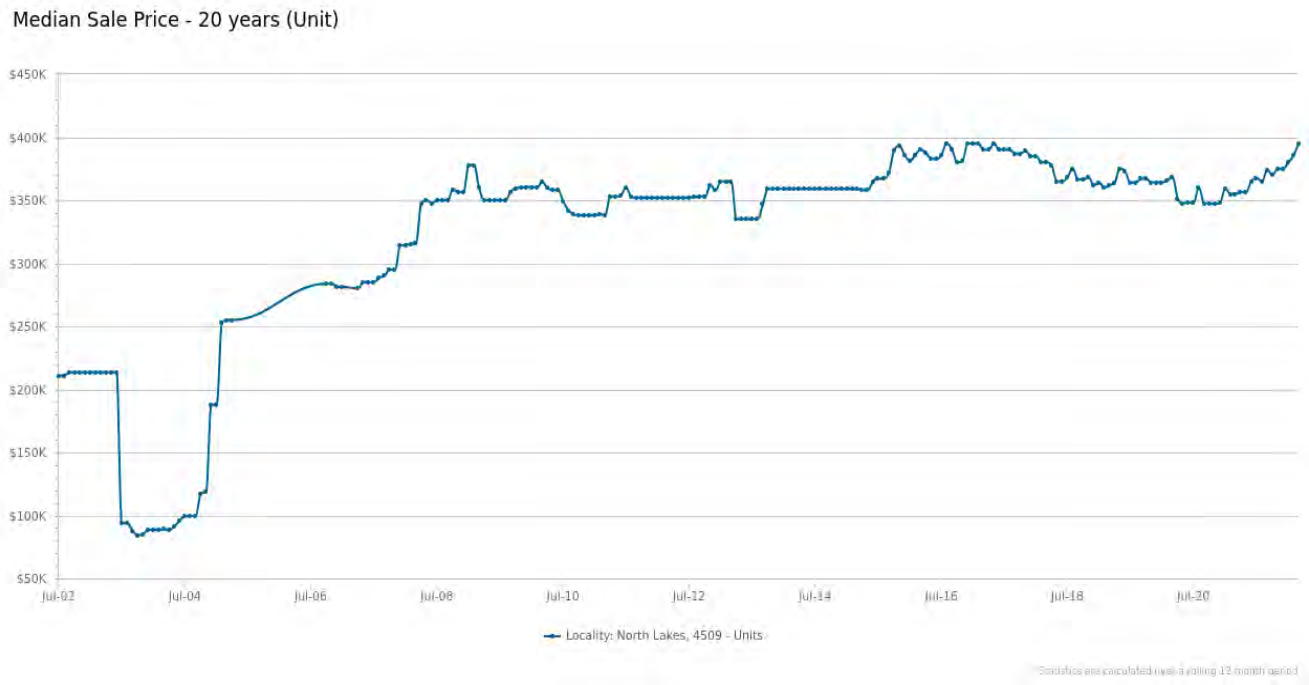
Long Term Market Trends



PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
2022	114	$395,000	11.3% ▲	16	103	$400
2021	52	$355,000	-3.5% ▼	62	75	$370
2020	57	$368,000	1.7% ▲	71	65	$362
2019	34	$362,000	-4.7% ▼	101	57	$370
2018	38	$380,000	-2.6% ▼	139	60	$365
2017	96	$390,000	0.0%	72	55	$360
2016	215	$390,000	8.6% ▲	102	30	$360
2015	159	$359,000	0.0%	49	22	$355
2014	181	$359,000	-1.6% ▼	56	33	$355
2013	67	$364,900	3.7% ▲	73	21	$350
2012	138	$352,000	4.1% ▲	-	18	$370
2011	18	$338,000	-7.2% ▼	-	11	$350
2010	22	$364,420	1.2% ▲	-	5	-
2009	27	$360,000	13.9% ▲	-	11	$370
2008	33	$316,000	-	-	3	-
2007	9	-	-	-	8	$320
2006	7	-	-	-	1	-
2005	10	$255,000	186.5% ▲	-	-	-
2004	75	$89,000	-58.3% ▼	-	-	-
2003	19	$213,500	-	-	-	-

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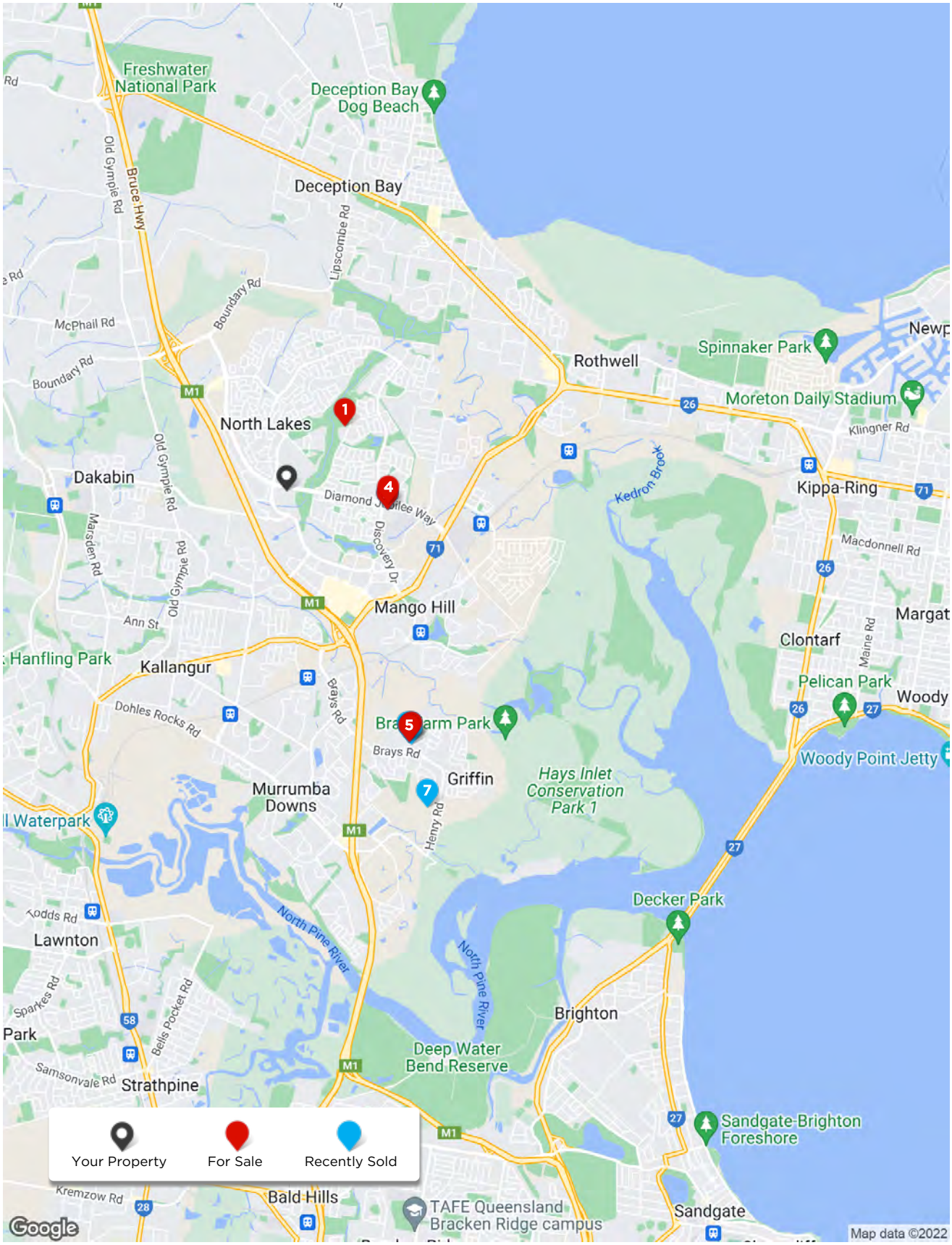
Comparables Map: Sales & Listings



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Comparable Sales

1 43/15 COLLEGE STREET NORTH LAKES QLD 4509

Sold Price **$485,000**

4 | 2 | 2 | 301m² | 143m²

Year Built	2004	DOM	8
Sold Date	24-Sep-21	Distance	1.45km
First Listing	Offers over $450,000		
Last Listing	Offers over $450,000		

2 35/51 LAVENDER DRIVE GRIFFIN QLD 4503

Sold Price **$470,000**

4 | 2 | 1 | 145m² | 124m²

Year Built	2016	DOM	19
Sold Date	14-Dec-21	Distance	3.95km
First Listing	Offers Over $490,000		
Last Listing	Offers Over $469,000		

3 28/51 LAVENDER DRIVE GRIFFIN QLD 4503

Sold Price **$475,000**

4 | 2 | 1 | 145m² | 124m²

Year Built	2015	DOM	-
Sold Date	07-Feb-22	Distance	3.92km
First Listing	-		
Last Listing	-		

4 51 LAVENDER DRIVE GRIFFIN QLD 4503

Sold Price RS **-**

4 | 2 | 2 | 1.18ha | -

Year Built	-	DOM	29
Sold Date	27-Jun-22	Distance	3.96km
First Listing	$490,000		
Last Listing	$490,000		

5 13/51 LAVENDER DRIVE GRIFFIN QLD 4503

Sold Price **$472,000**

4 | 2 | 1 | 145m² | 124m²

Year Built	2015	DOM	10
Sold Date	21-Jan-22	Distance	3.98km
First Listing	$470,000		
Last Listing	$470,000		

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

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Comparable Sales

6 8/51 LAVENDER DRIVE GRIFFIN QLD 4503

Sold Price RS UN -

4 2 1 145m² 124m²

Year Built	2015	DOM	17
Sold Date	15-Jun-22	Distance	4km
First Listing	$490,000		
Last Listing	$490,000		

7 9/44 FERN PARADE GRIFFIN QLD 4503

Sold Price **$505,000**

4 2 2 220m² 151m²

Year Built	2016	DOM	19
Sold Date	18-Dec-21	Distance	4.9km
First Listing	For Sale By Negotiation		
Last Listing	Under Offer		

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

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Comparable Listings

1 6/119 COPELAND DRIVE NORTH LAKES QLD 4509

4 2 2 165m² 120m²

Year Built	2014	DOM	1 day
Listing Date	20-Jun-22	Distance	1.2km
Listing Price	Offers Over $520,000		

2 43/15 COLLEGE STREET NORTH LAKES QLD 4509

4 2 2 301m² 143m²

Year Built	2004	DOM	8 days
Listing Date	17-Sep-21	Distance	1.45km
Listing Price	Offers over $450,000		

3 35/51 LAVENDER DRIVE GRIFFIN QLD 4503

4 2 1 145m² 124m²

Year Built	2016	DOM	19 days
Listing Date	26-Nov-21	Distance	3.95km
Listing Price	Offers Over $469,000		

4 64/15 COLLEGE STREET NORTH LAKES QLD 4509

4 2 2 293m² 137m²

Year Built	2004	DOM	9 days
Listing Date	31-May-21	Distance	1.45km
Listing Price	for sale		

5 51 LAVENDER DRIVE GRIFFIN QLD 4503

4 2 2 1.18ha -

Year Built	-	DOM	29 days
Listing Date	30-May-22	Distance	3.96km
Listing Price	$490,000		

DOM = Days on market * This data point was edited by the author of this CMA and has not been verified by CoreLogic

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Summary

212/1 BASS COURT NORTH LAKES QLD 4509

Price Guide
$490,000

Notes from your agent
We anticipate a selling range of $480,000 to $510,000 for a four bedroom townhouse at 1 Bass Court the midpoint being $490,000.

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The Proprietor
"Park View"
1Bass Court North Lakes QLD 4509

Brisbane Market Assessment May 2022

In mid 2021 House price have risen first, driving growth in waves from the inner city moving outward, with apartments and townhouses rising in price from around Jan 2022, following this growth trend as a flow on effect.

Now, for many first home buyers, a freestanding house on land had become increasingly unaffordable in 2021. These Buyers are now opting for townhouses to get into the market, and this trend gathered momentum in the first half of 2022.

Investors have also becoming more active buying townhouses and apartments, competing with first home buyers, and looking to buy into what has become a rising market.

Your Townhouse at "Park View" in North Lakes located 30km north of the city, being a little further out, started to benefit from this flow on effect at the start of the year, with price growth gaining momentum, and in most cases townhouses have surpassed and exceeded the original off-the-plan purchase price by a handsome margin, by April 2022, catching up with this market trend.

Your Investment Property Forecast at Park View North Lakes

Having emerged from the pandemic, state and national borders having reopened, strong interstate migration and historically low interest rates have led to demand outstripping supply for housing in South East Queensland in early 2022.

Investors who have been patient in the slow market over the preceding years, have now gained the full benefit of the current property growth cycle, the strongest in Southeast QLD since 2001.

Headline inflation surged in the first half of 2022, Consumer prices jumping 2.1 per cent in just the first quarter of this year, according to data from the Bureau of Statistics, announced late April 2022, Consumer prices have jumped by the most in more than 20 years, with the cost of living up by 5.1 per cent over the past year.

Speculation about how the Reserve Bank will respond to the unexpected surge in inflation, has now become a question of by how much and how quickly interest rates will rise. The Reserve Bank is now moving quickly to slow price growth, lifting rates and reducing the borrowing capacity of buyers in the property market over coming weeks and months. Around 3 million Australians hold a mortgage. Some of them have taken on high loans and have never experienced a rate rise.

We expect current economic conditions to lead to rapidly increased supply and lower buying power among investors and first home buyers in the market in coming weeks and months.

For the above reasons we believe selling now, prior to the end of the financial year is ideal timing for sellers wishing to maximise gains from the peak of the current property cycle. Alternatively for investors with 5-10+ year timeframes we suggest holding your property through to the next growth cycle leading up to the 2032 Brisbane Olympics.

This advice is general in nature, and we understand that every investor has individual circumstances, goals and structures associated with their property investment. You are welcome to reach out to us for more detailed advice, tailored to your situation.

Testimonials

"We have always struggled to find an agent that truly worked with our best interests at heart, Mathew featuring our property within the suburb creating maximum exposure and securing a high sale price."

John & Krysta England

"I have bought and sold houses in my time and dealt with many agents but Mathew is exceptional. Knowing the downsides, he was honest, straightforward and easy to work with."

Mr Neil Ford

"He earned our trust and respect by really listening to what we were saying. He went beyond the normal call of duty in the amount of help and follow-up he gave us, above the normal industry standard."

Kevin & Michelle Bees

"After a long time on the market and a couple of other agents, Mathew was successful in selling our property. He listened to our needs and respected our opinion. He restored our faith in Real Estate."

Mr William Crowe

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