



# Coolangatta Market Update 1st Half 2023



## OVERVIEW

In Q4 2022, Coolangatta\* recorded a median house price of \$960,000, and a median unit price of \$630,000. This represents annual (Q4 2021 – Q4 2022) price growth of 1.1% for houses and 6.8% for units. That said on a quarterly (Q3 – Q4 2022) basis median house price softened by -1.0% for houses and grew at a slower rate of 0.1% for units. The market current reflects cash rate hikes, lower consumer confidence, and changing economic conditions. Q4 2022 recorded the lowest number of house sales, of 1,368 sales. There are now new opportunities for buyers ready to enter the market.

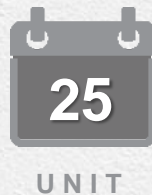
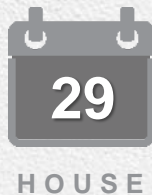
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↓
	House Median Price	↑	↓
	House Rental Price	↑	↔
	Unit Sales	↓	↓
	Unit Median Price	↑	↓
	Unit Rental Price	↑	↑

## MARKET CONDITIONS

### SALES MEDIAN PRICE Q4 2022



### SALES AVERAGE DAYS ON MARKET Q4 2022



### RENTAL MEDIAN PRICE Q4 2022

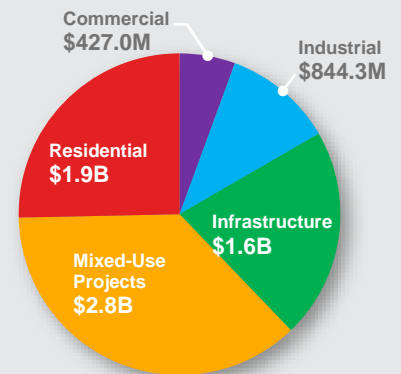


### RENTAL AVERAGE DAYS ON MARKET Q4 2022



## FUTURE DEVELOPMENTS

Gold Coast LGA plans to see approx. **\$7.6B worth of new projects commencing in the 1st half of 2023.**



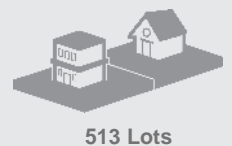
These projects will stimulate economic growth and create large employment opportunities in Coolangatta, which should have a positive spill-over impact on the real estate market.

\$1.9B of residential projects are planned in Gold Coast LGA. This will add 720 units/apartments, 513 lots, 6,253 townhouses, and 100 houses.

Specifically for Coolangatta, 142 units are planned, which include:

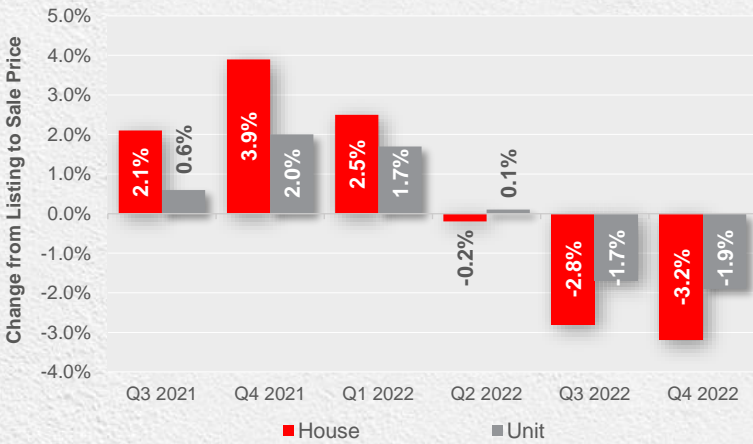
- Rockpool Apartments Rainbow Bay (\$40.0M, 20 apartments)
- Monterey Apartments Coolangatta (\$25.0M, 39 apartments)
- 4 Carmichael Close Coolangatta (\$18.0M, 31 units)

There are no stand-alone houses that is planned in Coolangatta and the immediate 4225 postcode. Thus this stock will remain undersupplied.



# AVERAGE VENDOR DISCOUNT\* KEY COMMENTS

Average vendor discount reflects the average percentage difference between the first list price and final sold price. A lower percentage difference (closer to 0.0%) suggests that buyers are willing to purchase close to the first asking price of a property.

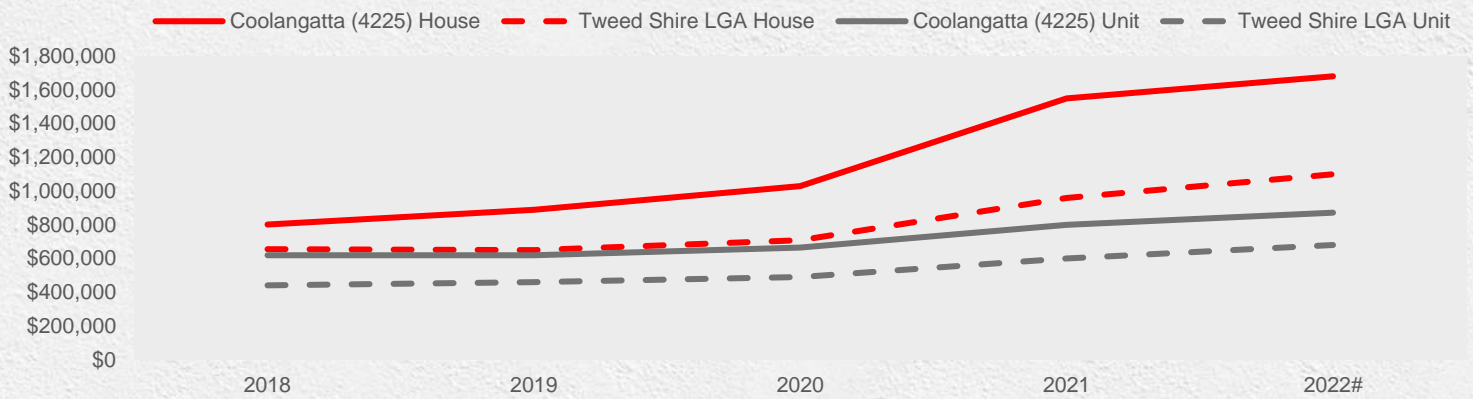


Average vendor discounts between Q4 2021 and Q4 2022 have rapidly swung for both property types, from a premium to discounts of -3.2% for houses and -1.9% for units. Market conditions in Coolangatta\* have now shifted to favour buyers, as vendors are willing to accept below the initial listing price. Now is the time to buy.

The suburb of Coolangatta has historically outperformed the wider Gold Coast Local Government Area (LGA) in both house and unit median prices. This continued to be the case in 2022#, despite slower price growth for both houses and units.

The dominant proportion of homes sold in Coolangatta\* across 2022# were in the premium price bracket above \$900,000 (51.5%). Units also recorded a dominant premium price point, of above \$700,000 (35.4%). Affordable options are becoming more available due to current economic conditions, with the most affordable price brackets now at 13.2% (houses) and 17.0% (units). New opportunities now exists for buyers.

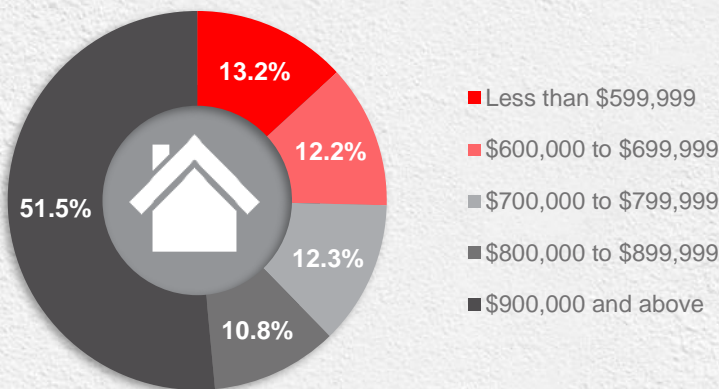
## MARKET COMPARISON



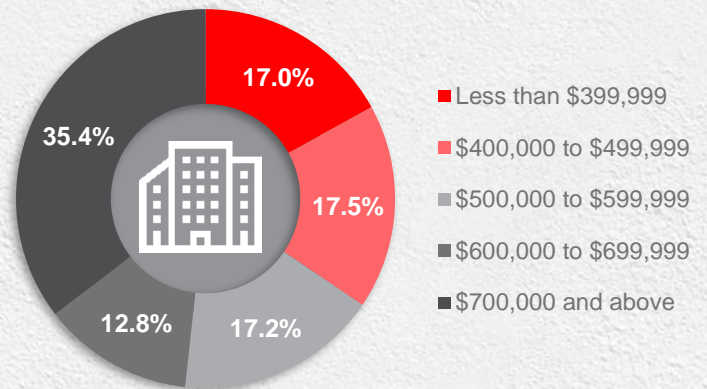
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Coolangatta.

## PRICE BREAKDOWN 2022#

### HOUSES SOLD



### UNITS SOLD

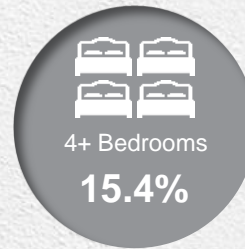


# RENTAL GROWTH 2022€

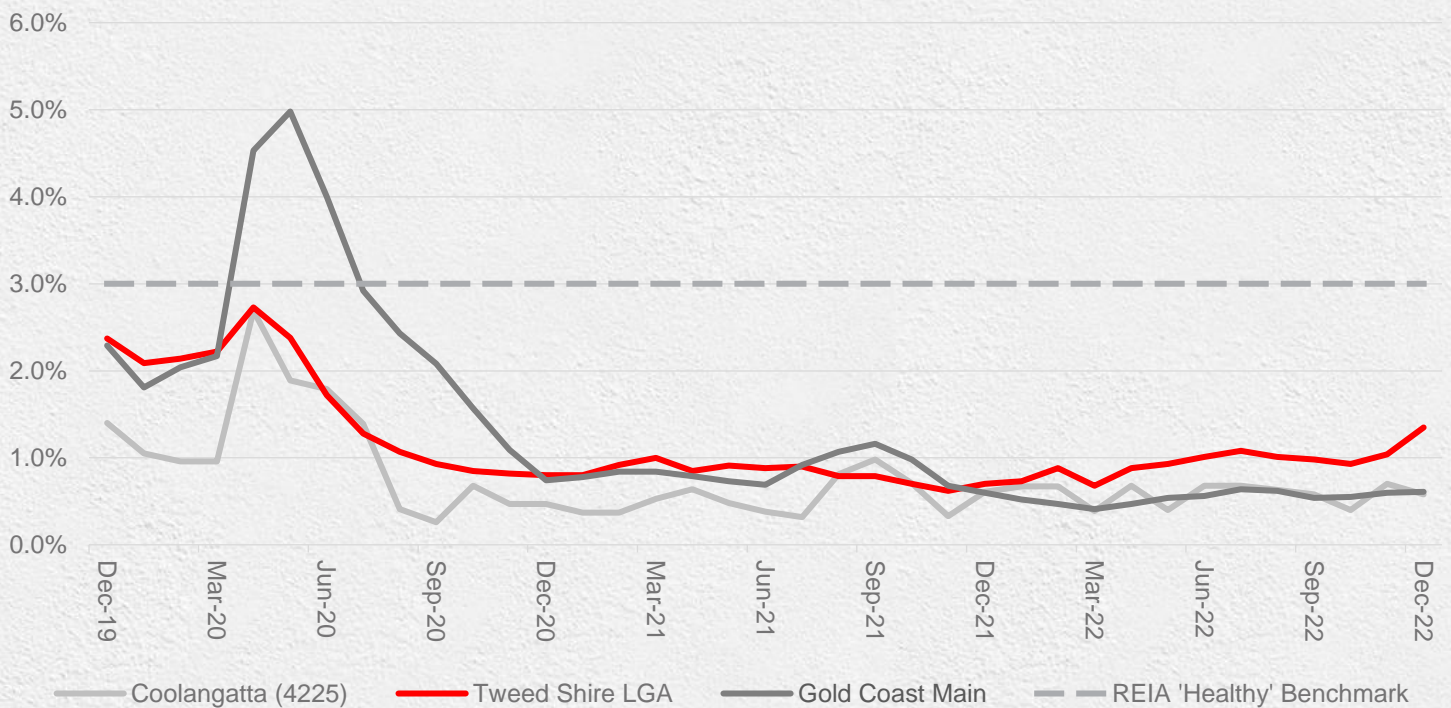
House rental yields in Coolangatta\* was 2.4% in December 2022, lower than Gold Coast Main (3.9%). That said, median house rental price increased by 7.7% (to \$700 per week) in the past 12 months to Q4 2022, alongside an 8.8% increase in the number of houses rented. The unit rental market is undersupplied, with median unit rent increasing by 17.6% (to \$600 per week) whilst the number of units rented declined by -8.3%. Overall this suggests a resilient rental market.

4+ bedroom houses have provided investors with +15.4% rental growth annually, achieving a median rent of \$750 per week.

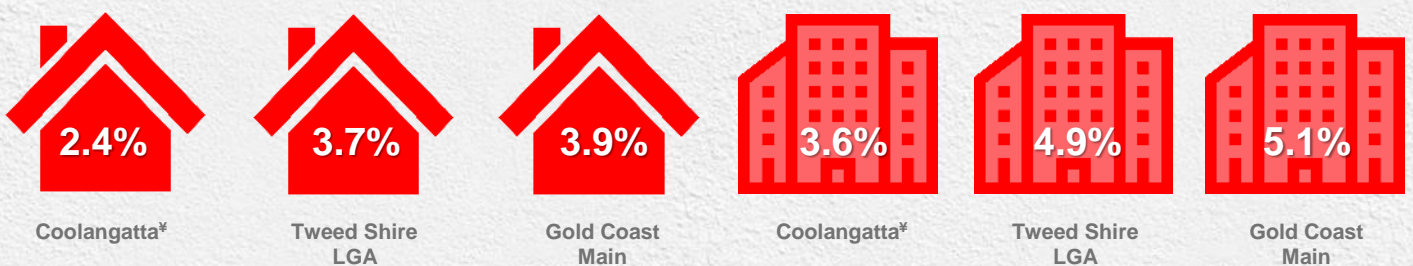
Coolangatta\* recorded a vacancy rate of 0.6% in December 2022, which is below Tweed Shire 1.4% and on par with Gold Coast Main's 0.6% average. Vacancy rates in Coolangatta\* have held steady over the past 12 months, indicating stability in its rental demand and quicker occupancy time. These key indicators create a conducive and sustainable environment for investors, especially with the recent quarterly (Q3-Q4 2022) softening in median house price.



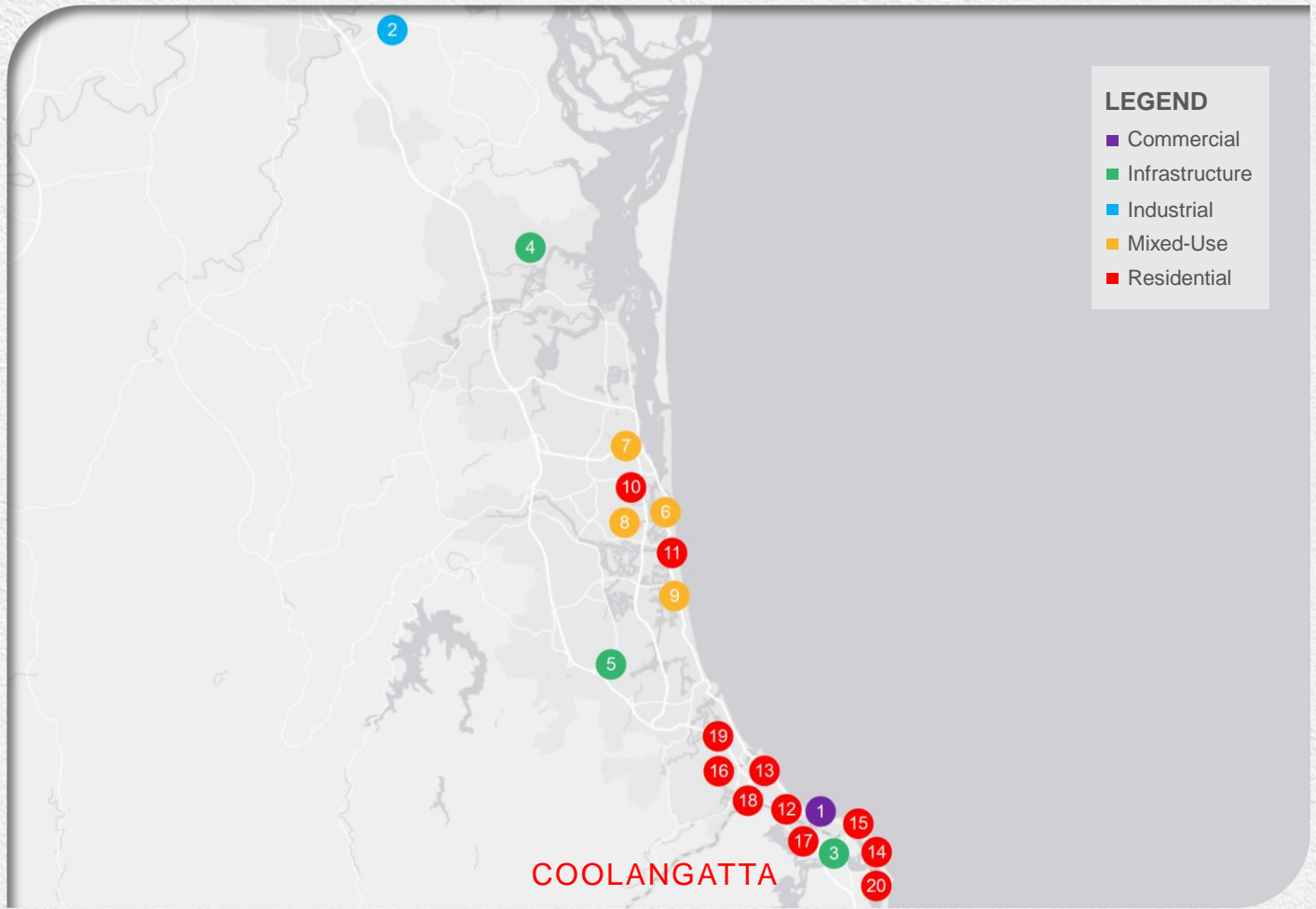
# RENTAL VACANCY RATES 2022



# RENTAL YIELD 2022\$



# TOP DEVELOPMENTS MAP 1<sup>st</sup> HALF 2023<sup>A</sup>



Location	Project <sup>£</sup>	Type	Estimated Value <sup>µ</sup>	Commence Date <sup>ν</sup>
1	The Strand Coolangatta	Commercial	\$2,100,000	12/01/2023
2	Visy Glass Manufacturing & Recycling Plant Stapylton	Industrial	\$500,000,000	03/04/2023
3	Stapylton Street Retaining Wall Replacement	Infrastructure	\$950,000	25/01/2023
4	Coomera Connector Stage 1 Central - Helensvale Road To Smith Street Motorway Project	Infrastructure	\$800,000,000	12/06/2023
5	Robina Private Hospital Expansion	Infrastructure	\$190,000,000	05/06/2023
6	La Pelago - St Regis Gold Coast Resort – Aquia (889 Units)	Mixed-use	\$1,250,000,000	08/05/2023
7	Nerang Street & Cougal Street Mixed Use Development (1,019 Units)	Mixed-use	\$400,000,000	05/06/2023
8	103 Ferny Avenue - Paradiso Place Mixed Use Development (792 Units)	Mixed-use	\$800,000,000	13/02/2023
9	Victoria & Albert Apartments Broadbeach (401 Units)	Mixed-use	\$250,000,000	06/03/2023
10	Lagoon Apartments Main Beach (248 Units)	Residential	\$250,000,000	03/04/2023
11	2949-2957 Surfers Paradise Boulevard & Vista Street Residential Building (274 Units, 6 Townhouses)	Residential	\$180,000,000	23/05/2023
12	Monterey Apartments Coolangatta (39 Units)	Residential	\$25,000,000	24/04/2023
13	89-91 Golden Four Drive Apartments (81 Units)	Residential	\$24,300,000	20/06/2023
14	4 Carmichael Close Units Coolangatta (31 Units)	Residential	\$18,000,000	06/02/2023
15	30 Garrick Street Apartments - Alvey 12 (40 Units)	Residential	\$12,000,000	08/03/2023
16	313 & 313a Golden Four Drive Units (15 Units)	Residential	\$6,000,000	27/01/2023
17	19 Appel Street Units (12 Units)	Residential	\$5,800,000	21/02/2023
18	135 Golden Four Drive Units (6 Units)	Residential	\$4,000,000	21/03/2023
19	321 Golden Four Drive Apartments (10 Units)	Residential	\$3,000,000	01/04/2023
20	Rockpool Apartments Rainbow Bay (20 Units)	Residential	\$40,000,000	01/05/2023



## OUR SERVICES INCLUDE

- Advisory and consultancy
- Market analysis including profiling and trends
- Primary qualitative and quantitative research
- Demographic and target market analysis
- Geographic information mapping
- Project analysis including product and pricing recommendations
- Rental and investment return analysis

## OUR KNOWLEDGE

Access to accurate and objective research is the foundation of all good property decisions.

## OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis.

## OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customised products.



### **Jason Abbott**

**Principal**

**M +61 418 727 977**

**E [jason@prdcoolangatta.com.au](mailto:jason@prdcoolangatta.com.au)**



## PRD Coolangatta

**P +61 7 5536 5526**

**F +61 7 5536 7066**

**[PRD.com.au/coolangatta](http://PRD.com.au/coolangatta)**

Suite 3, 56 Griffith Street  
Coolangatta QLD 4225

# REFERENCES

\* Coolangatta market data and key indicators encapsulates aggregate property conditions within the Gold Coast Local Government Area.

\*\* Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.

# 2022 encapsulates sales transactions for 2022 (01/01/2022 – 31/12/2022) only.

€ Annual rental growth is a comparison between 2021 (01/01/2021 – 31/12/2021) and 2022 (01/01/2022 – 31/12/2022) house median rent figures.

¥ Coolangatta market data encapsulates aggregate property conditions within the postcode of 4225.

§ Rental yields shown are as reported as of December 2022.

⌘ Project development map referred to postcodes 4224, 4225 and 4226 and showcases a sample of upcoming projects only, due to accuracy of addresses provided by the data provider for geocoding purposes.

£ Projects refers to the top developments within the Gold Coast Local Government Area.

μ Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value.

ψ Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRD does not hold any liability to the exact date.

Source: APM Pricerfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

Disclaimer: PRD does not give any warranty in relation to the accuracy of the information contained in this report. If you intend to rely upon the information contained herein, you must take note that the information, figures and projections have been provided by various sources and have not been verified by us. We have no belief one way or the other in relation to the accuracy of such information, figures and projections. PRD will not be liable for any loss or damage resulting from any statement, figure, calculation or any other information that you rely upon that is contained in the material.

Prepared by PRD Research. © All medians and volumes are calculated by PRD Research. Use with written permission only. All other responsibilities disclaimed. © Copyright PRD 2023.

