

Bayside Market Update 2nd Half 2024



OVERVIEW

In Q3 2024, Bayside* recorded a median house price of \$910,000 and a median unit price of \$637,500. This represents annual (Q3 2023 – Q3 2024) growth of 7.7% for houses and a slight softening of -3.0% for units. Comparing Q3 2023 and Q3 2024, total sales decreased by -9.9% for houses (to 245 sales), and by -63.6% for units (to 32 sales). The house market is undersupplied, which created a buffer against interest rates – hence price growth. The unit market is also undersupplied, however due to a stronger preference for houses it is not as protected. That said, a more affordable unit market creates new opportunities for buyers.

CHANGE FROM LAST YEAR HALF YEAR



	YEAR	HALF YEAR
HOUSE SALES	↓	↓
HOUSE MEDIAN PRICE	↑	↓
HOUSE RENTAL PRICE	↑	↑

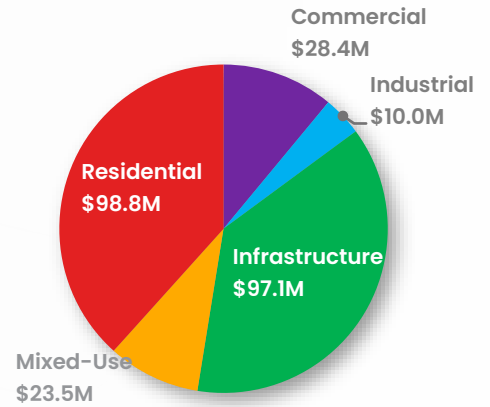


UNIT SALES	↓	↓
UNIT MEDIAN PRICE	↓	↓
UNIT RENTAL PRICE	↑	↔



FUTURE DEVELOPMENTS

Redland City LGA plans to see approx. **\$257.7M of new projects commencing construction in 2024.**

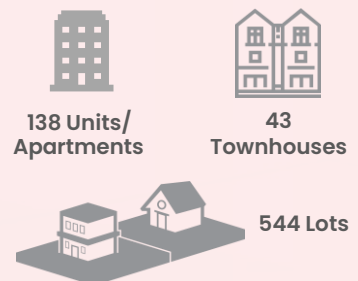


A key infrastructure project in 2024 is the Redlands Coast Regional Sport & Recreation Precinct Stage 1 (Local Government, \$30.0M). This project will construct bulk earthworks for entire site including the bike sub-precinct and recreation sub-precinct.

Key residential projects include:

- 219-221 Bloomfield Street Apartments Stage 4 (52 Units).
- 36-40, 42, 44, 48, 50, 52 & 56 Double Jump Road & Prospect Crescent Residential Subdivision Stages 2-12 (296 Lots)
- 297-299 Old Cleveland Road East Townhouses (23 Townhouses)

With no stand-alone houses planned in the pipeline, the housing market is likely to remain undersupplied. This shortage is expected to drive up median house prices even further.



MARKET CONDITIONS

MEDIAN PRICE
Q3 2024



SALES



AVERAGE DAYS
ON MARKET Q3 2024



MEDIAN PRICE
Q3 2024



RENTALS



AVERAGE DAYS
ON MARKET Q3 2024

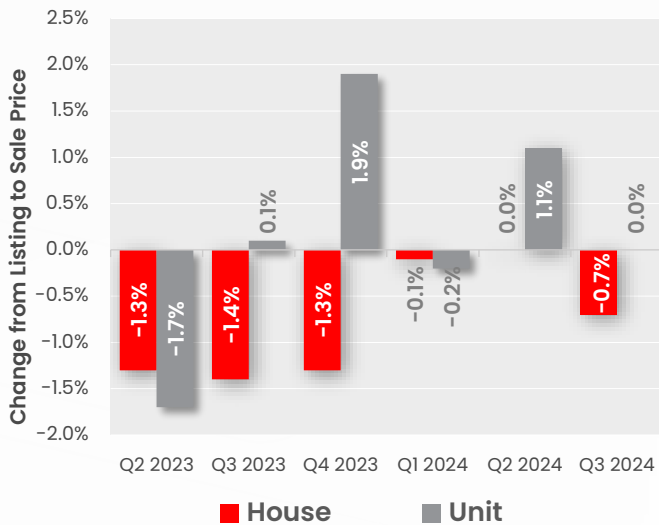




AVERAGE VENDOR DISCOUNT*

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 have tightened from its peak discount of -1.4% in Q3 2023 to -0.7% in Q3 2024 for houses. The unit market is now balanced with a 0.0% discount rate, meaning final sale prices generally align with the first listed price. Although the Bayside* house market currently favour buyers, Q3 2024 average vendor discount is minimum. This suggests the market is gradually shifting towards a seller's market; thus, buyers need to act fast.



In the past 2 years to 2024#, the suburb of Mount Cotton saw the highest growth in median house price, of 12.6%. This is followed by Thornlands (9.8%) and Victoria Point (8.4%). Redland Bay became the most affordable suburb in 2024#, creating an opportunity for first home buyers.

The dominant proportion of homes sold in Bayside* in 2024# was in the premium price point, of \$1,050,000 and above for houses (30.1%) and \$700,000 and above for units (44.1%). This provides owners and investors with high confidence in the market. That said, affordable options are still available for both property types, with 8.3% of houses sold under \$749,999 and 7.1% of units sold below \$549,999. Overall, there is a home for every budget in Bayside*.



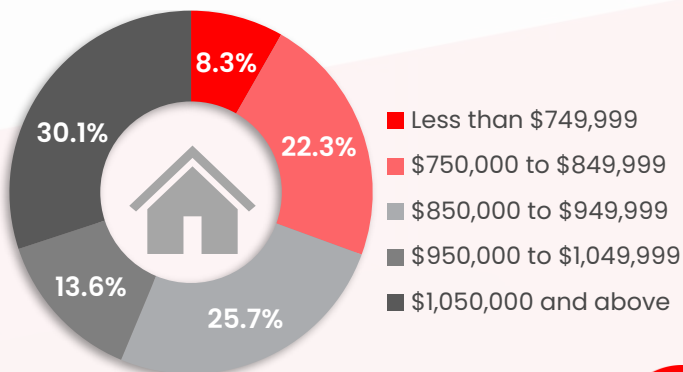
MARKET COMPARISON

Individual Suburbs	2022	2023	2024#	2022-2024# % Growth
Mount Cotton	\$821,250	\$815,000	\$925,000	12.6%
Redland Bay	\$850,000	\$855,000	\$885,500	4.2%
Thornlands	\$865,000	\$865,000	\$949,400	9.8%
Victoria Point	\$821,250	\$820,000	\$890,000	8.4%

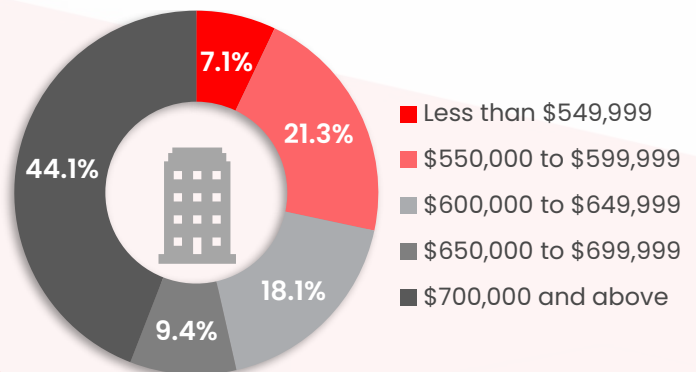


PRICE BREAKDOWN 2024#

HOUSES SOLD



UNITS SOLD





RENTAL GROWTH 2024€


House rental yields in Bayside[‡] was 3.8% as of September 2024, lower than the Redland City LGA (4.2%) but higher than Brisbane Metro (3.2%). This was paired with a 7.7% increase in median house rental price in the past 12 months, at \$700 per week, along with a 14.2% increase in the number of houses rented (to 242 houses in Q3 2024). Average day on the market has declined, by -9.1%, to a historical low level of 20 days. This suggests a highly-demanded and competitive house rental market in Bayside[‡], which is beneficial to investors.

4+ bedroom houses have provided investors with +11.5% rental growth annually, achieving a median rent of \$725 per week.

Bayside[‡] recorded a vacancy rate of 1.0% in September 2024, slightly below Redland City LGA (1.2%) and Brisbane Metro (1.1%). Vacancy rates have shown an increasing trend in the past 12 months, due to investors re-entering the market. However, a 1.0% vacancy rate is well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. This suggests quicker occupancy of rental properties, thus a conducive environment for investors, even with a higher entry price.

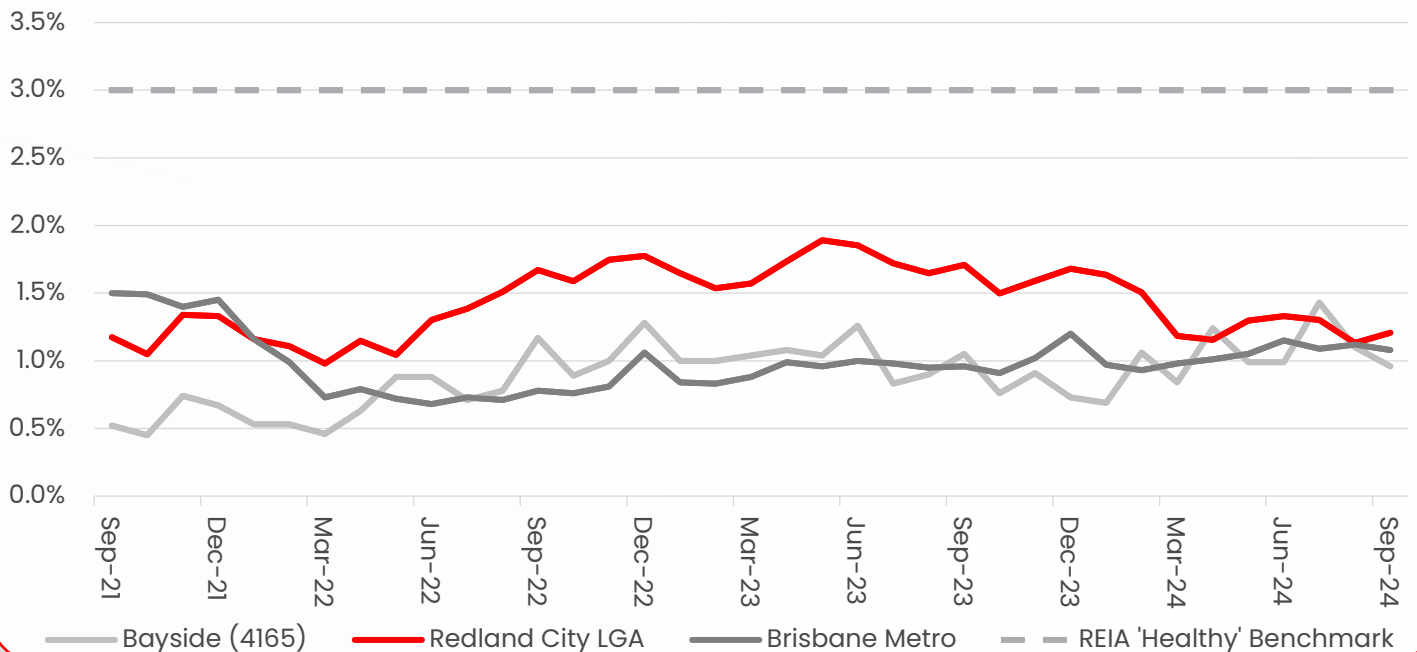
 2 BEDROOMS
+3.0%

 3 BEDROOMS
+6.9%

 4 BEDROOMS
+11.5%



RENTAL VACANCY RATES 2024



RENTAL YIELD 2024§



3.8%
Bayside[‡]



4.2%
Redland City LGA



3.2%
Brisbane Metro



4.1%
Bayside[‡]

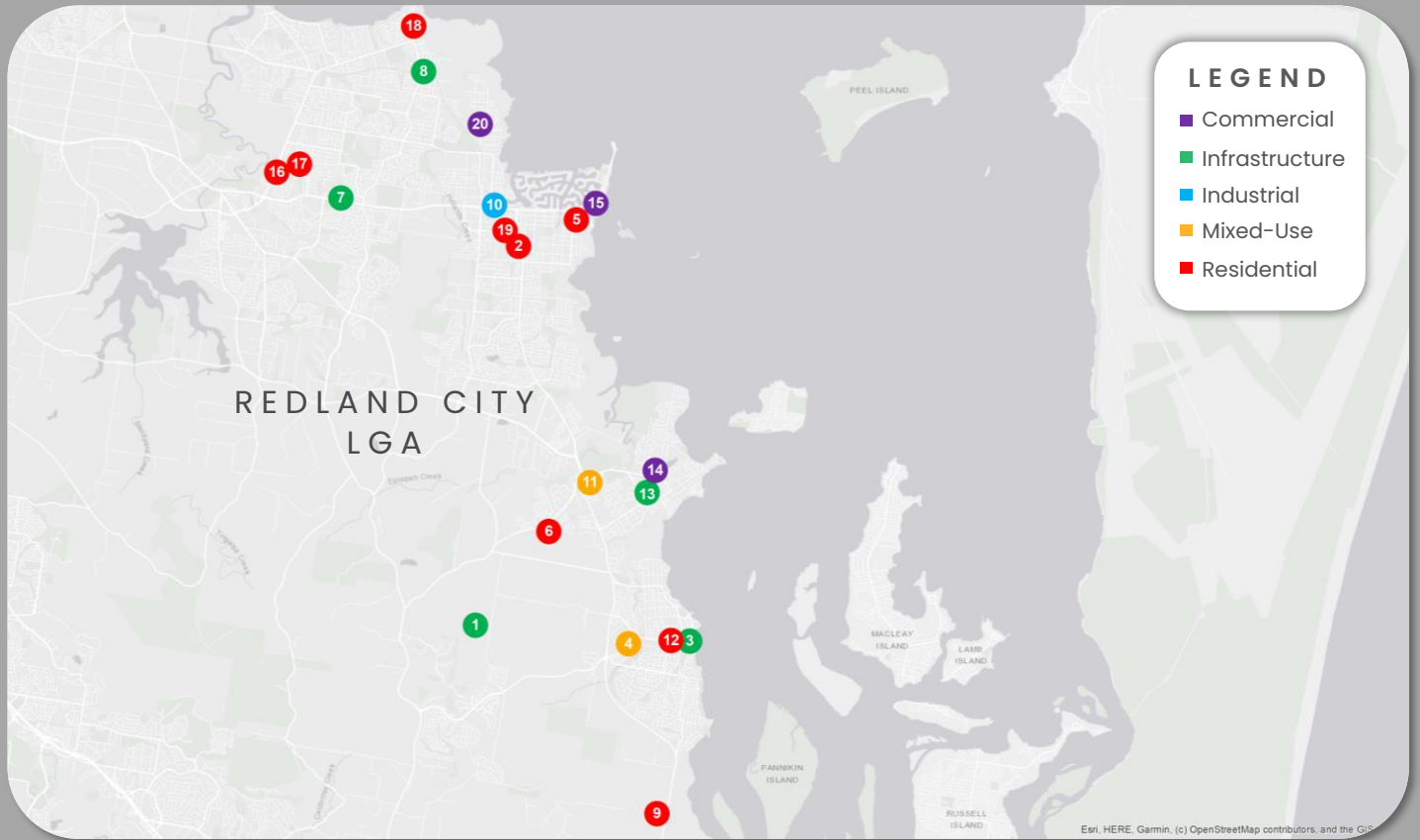


5.7%
Redland City LGA



4.5%
Brisbane Metro

PROJECT DEVELOPMENT MAP 2024^A



LEGEND

- Commercial
- Infrastructure
- Industrial
- Mixed-Use
- Residential

#	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Redlands Coast Regional Sport & Recreation Precinct Stage 1 (Local Government)	Infrastructure	\$30,000,000	1/03/2024
2	219-221 Bloomfield Street Apartments Stage 4 (52 Units)	Residential	\$26,000,000	2/12/2024
3	Weinam Creek Marina Redevelopment - Overall Masterplan (Local Government)	Infrastructure	\$25,000,000	25/03/2024
4	Redland Bay Self Storage Buildings & Office Stages 1 & 2 (Industrial + Commercial)	Mixed-Use	\$15,000,000	2/12/2024
5	Banyan Luxury Residences (27 Units)	Residential	\$15,000,000	15/01/2024
6	36-40, 42, 44, 48, 50, 52 & 56 Double Jump Road & Prospect Crescent Residential Subdivision Stages 2-12 (296 Lots)	Residential	\$13,300,000	13/05/2024
7	Alexander Hills Social Housing Units (State Government)	Infrastructure	\$13,000,000	19/08/2024
8	Wellington Point Social Housing Units (State Government)	Infrastructure	\$12,018,799	26/08/2024
9	Shoreline Precinct 1 Redland Bay Stages 5-12 (248 Lots)	Residential	\$11,200,000	14/03/2024
10	Kennards Self Storage Facility Ormiston Stage 2	Industrial	\$10,000,000	4/03/2024
11	349-369 Colburn Avenue Mixed Use Development (Mixed-use By Tenant Types)	Mixed-Use	\$8,500,000	25/11/2024
12	4-6 Government Road Units (28 Units)	Residential	\$8,000,000	3/04/2024
13	Colburn Avenue Pavement Resurfacing (State Government)	Infrastructure	\$8,000,000	4/03/2024
14	Judy Holt Northern Batter - Remediation Program	Commercial	\$8,000,000	29/09/2024
15	Grandview Hotel Alterations & Additions	Commercial	\$7,000,000	28/10/2024
16	297-299 Old Cleveland Road East Townhouses (23 Townhouses)	Residential	\$6,900,000	27/05/2024
17	Valantine Road Townhouses (16 Townhouses)	Residential	\$5,000,000	6/02/2024
18	Canopy Six Residences (7 Units)	Residential	\$5,000,000	1/07/2024
19	75 Haggup Street Units (14 Units)	Residential	\$4,200,000	24/02/2024
20	Ormiston Rise - Additions	Commercial	\$4,000,000	1/01/2024

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RESEARCH SERVICES

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

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REFERENCES

* Bayside sales market data and key indicators encapsulates aggregate property market conditions within the suburbs of Mount Cotton, Redland Bay, Thornlands and Victoria Point.

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

2024 encapsulates sales transactions for Q1 - Q3 (01/01/2024 - 30/09/2024) only, other years encapsulates sales transactions for the full year (i.e 01/01 to 31/12 of the relevant year).

€ Annual rental growth is a comparison between Q3 2023 (01/07/2023 - 30/09/2023) and Q3 2024 (01/07/2024 - 30/09/2024) house median rent figures.

¥ Bayside rental market data encapsulates aggregate property conditions within the postcode of 4165.

§ Rental yields shown are as reported as of September 2024.

A Project development map 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 Redland City 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.

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