

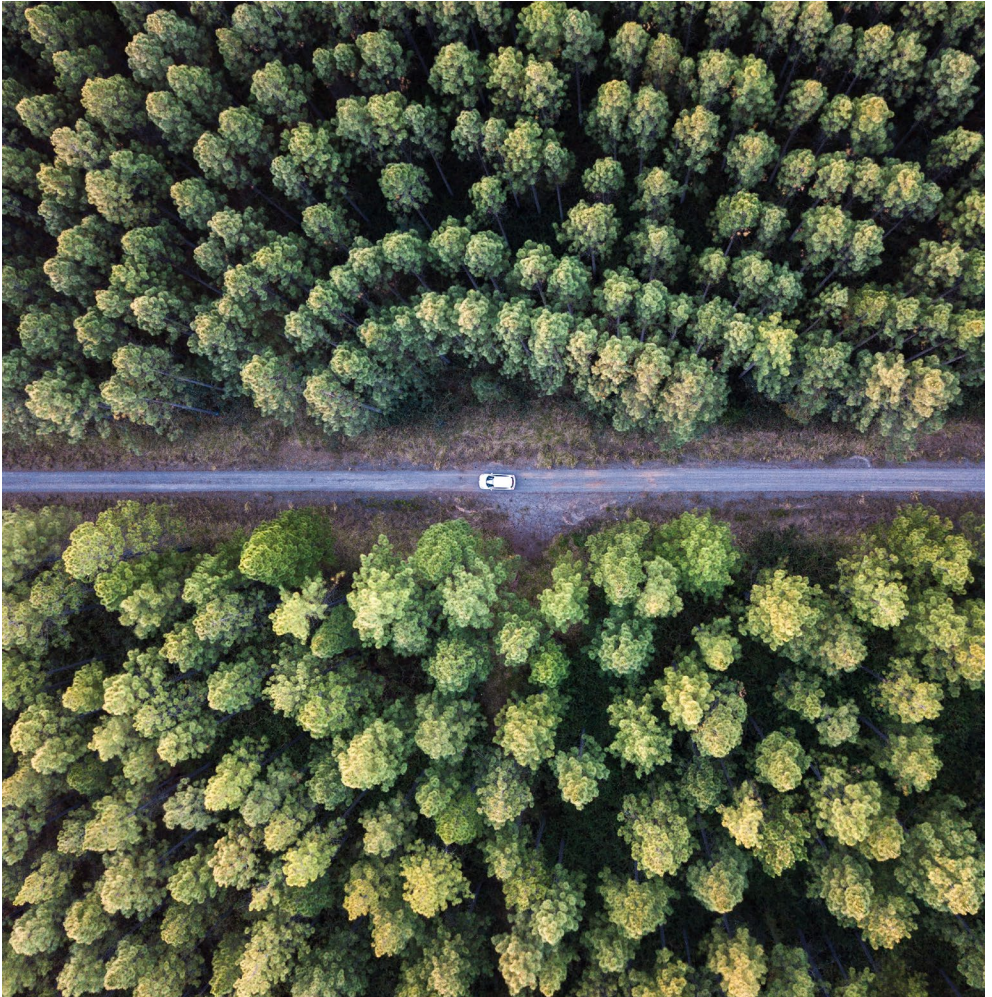
Reed & Co.

ESTATE AGENTS

PROPERTY MARKET REPORT

January 2021 - January 2022

TEWANTIN



reedandco.co



Year 2021 in Review.

The 2021 annual report card for the Noosa property market is an uplifting read, a truly remarkable period in real estate history to reflect on, both for Noosa and for the greater Sunshine Coast region. It's a year that has paved the way for a very bright future for Noosa.

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The tension in the Noosa property marketplace in 2021 was palpable and if it wasn't on the radar as one of the country's hottest property markets it certainly is now.

Adrian Reed

“Price records have been re-written daily, and the sense of urgency to secure blue-chip property is at a level we have never experienced. The common misconception is that there is a limited supply; however, the statistics show that the number of sold properties is the highest we have seen in the last three years. The newfound sense of scarcity has been driven by the speed that properties are being sold. Shorter 'days on market' meant that stock was not lingering or accumulating on the market. In some cases, discouraging sellers from releasing homes to the market in the fear that they won't find the right property when they had successfully sold. The reality is there were ample great buying opportunities, it's a year where the old saying 'fortune favours the brave' rang true”.

Noosa's market has matured beautifully, it's grown from being a relatively volatile market 10 to 15 years ago, to a highly desirable lifestyle market with a strong base of permanent residents underpinning growth.

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There is no “one” reason for the most recent acceleration in the growth, more a combination of factors.

Adrian Reed

The existing underlying drivers that have been supporting a buoyant market over the last 5 years have been tree-changers and sea-changers, positive migration, and holiday home buyers. Since the pandemic, we now have to add in financially capable families moving away from densely populated urban areas to the mix. Couple that with prestige holiday home buyers that are facing limited international travel fuelling the super-premium market and you have the strongest market conditions in the country.

In the latest Corelogic property data, we can see that the median house price in Noosa Heads grew by 37.8%, while neighbouring Sunshine Beach, which shares the Noosa Heads postcode, increased by a massive 44.5%.

Noosaville, which includes Noosa Waters, has also experienced very strong performance jumping 45.7%. The median price for a house in Noosa Heads is now \$2,040,000, while Sunshine Beach is at a staggering \$2,450,000, and Noosaville is close behind at \$1,910,000. Low interest rates and population growth are likely to underpin the market growth for 2022, and the prospect of international borders opening is likely to drive increased demand,” Mr Reed said.

For Reed & Co. 2021 was a year of significant milestones and proud achievements, both as an organisation and as a high performing sales team. As a group we surpassed \$600,000,000 in sales; a milestone that has taken many agencies over a decade to achieve, whereas we have been able to do this in just three years. The most pleasing result is that the rate of growth for our agents has been three to four times the growth rate of the market as they have built momentum in a strong market and leveraged the Reed & Co. marketing advantage.

2021 also saw the welcome return of our Charity Gala Event in collaboration with the Loyal and Humpty Dumpty Foundations. Along with the help of our generous community, we have now purchased \$437,000 of urgently needed paediatric medical equipment for our local and regional hospitals.



Mohmed Nazeeh

Tewantin

We are now moving into the first quarter of 2022 and Tewantin is the preferred choice for families and first homeowners. Although there has been a significant increase in the median house price, Tewantin still offers affordability compared to the neighbouring suburbs, Noosaville and Noosa Heads. It also possesses everything that a growing family desires, such as schools, parks, sporting fields and a thriving town centre; all within walking distance or a short drive away. Although in close driving proximity to the beach and river precincts, Tewantin still possesses characteristics of a more relaxed, country suburb.

A-grade positions are seeing interest in the early to mid \$1,000,000 range.

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There is a large trend amongst buyers to secure properties and add value, whether a renovation, extension, or a complete knockdown and rebuild.

Mark Hodgkinson

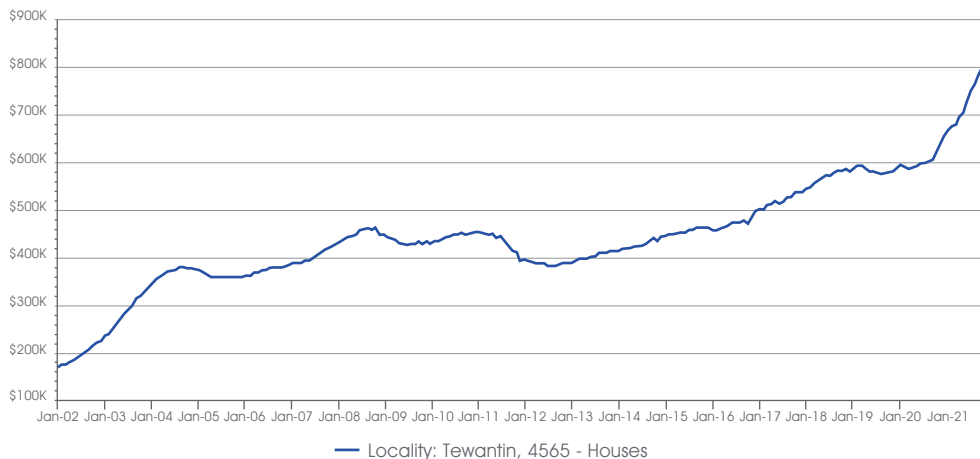
The most recent example is 60 Gympie Street, Tewantin, which had been passed down through multiple generations within

the family, before being sold at auction and purchased by an interstate family who plan to extend and add modern updates. When you combine value for money with its proximity to Tewantin village and the Noosa River precinct, this property has helped set the benchmark for land value in the area. The number of sales in the last 12 months was significantly higher than the longer-term trend and the highest we have seen in the previous three years. Increasing to 310 sales over the last 12 months, this trend is up from 200 sales for the same 12-month period the previous year. We have also seen significant growth in the median house price, up 70.1% to \$989,000 in the past three years. This growth is consistent with that of the overall greater Noosa performance.

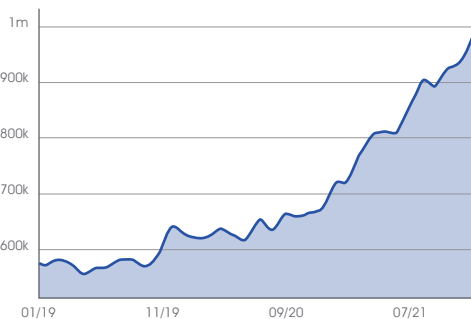
Forward predictions: With the COVID-19 pandemic continuing to surprise buyers and vendors alike, there remains an element of uncertainty as to what exactly the predicted forecast for Tewantin may be.

Many are asking whether sale records will continue to soar and, unfortunately, without a crystal ball, no one is able to confirm this assertion. However, with families, first homeowners, and investors continuing to flock to the Tewantin area, and exciting potential developments in the town's pipeline, it is certain that the Tewantin market will continue to thrive, and amaze vendors and buyers with its exponential growth.

Median Sale Price - 20 years (House)



Median Value 01/19 - 12/21



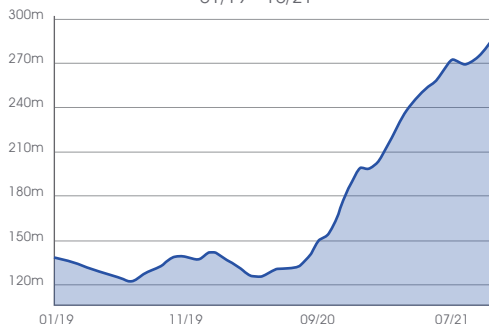
The median house price has quickly risen to \$989,000, up 36% in 2021.

Median Days on Market 01/19 - 10/21



The time it takes to sell a home is the lowest we have seen, down 55% to just 13 days on the market.

Total Value of Sales 01/19 - 10/21



The total value of sales is now at its highest over the last three years.

% Stock on Market 01/19 - 12/21



Short campaigns have reduced the number of homes available.

Recent Sales Tewantin



52 Ward Street, Tewantin
5 bed | 4 bath | 5 car
\$1,800,000 | SOLD October 2021



71 Butler Street, Tewantin
4 bed | 2 bath | 4 car
\$1,780,000 | SOLD December 2021



69 Butler Street, Tewantin
5 bed | 2 bath | 2 car
\$1,600,000 | SOLD December 2021



98 Hendry Street, Tewantin
4 bed | 2 bath | 2 car
\$1,510,000 | SOLD December 2021



9 Tingara Court, Tewantin
4 bed | 2 bath | 3 car
\$1,500,000 | SOLD January 2022



28 Tingara Court, Tewantin
4 bed | 2 bath | 2 car
\$1,450,000 | SOLD January 2022



11 Avron Close, Tewantin
4 bed | 3 bath | 3 car
\$1,250,000 | SOLD January 2022



29 Hooper Cres, Tewantin
3 bed | 2 bath | 2 car
\$1,250,000 | SOLD December 2021

Recent Sales Tewantin



5 Lake Court, Tewantin
3 bed | 2 bath | 2 car
\$1,175,000 | SOLD November 2021



14 Cicada Close, Tewantin
4 bed | 2 bath | 2 car
\$1,150,000 | SOLD December 2021



7 Carramar Street, Tewantin
4 bed | 3 bath | 2 car
\$1,120,000 | SOLD November 2021



50 Furness Drive, Tewantin
4 bed | 2 bath | 2 car
\$1,012,500 | SOLD October 2021



5 River Edge Court, Tewantin
3 bed | 2 bath | 1 car
\$981,000 | SOLD November 2021



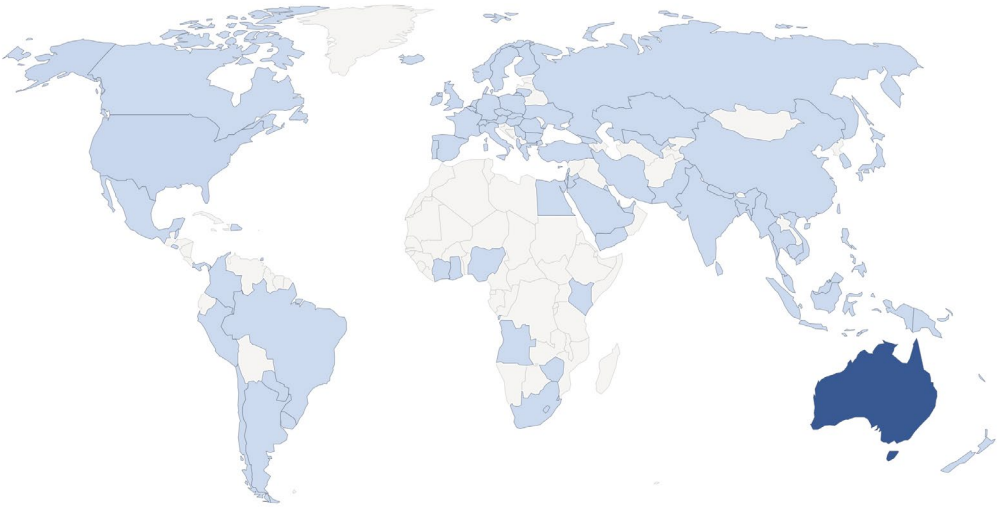
4 Tinaroo Place, Tewantin
4 bed | 1 bath | 2 car
\$980,000 | SOLD November 2021



15 Moilow Court, Tewantin
3 bed | 2 bath | 4 car
\$976,000 | SOLD March 2021



1 Niblick Street, Tewantin
3 bed | 2 bath | 2 car
\$930,000 | SOLD November 2021



Data from 2021

CAMPAIGNS THAT REACH THE WORLD.

Our marketing campaigns have *no borders*.
And our results speak for themselves.

124,037 unique website visitors. From 117 countries.
On top of the 1,375,788 people on Facebook and the 285,928 people on Instagram.
In 2021 we had a total digital reach of 1,785,753 people.

Total Sold Properties*

278

Includes off
market sales

Total Sales*

\$596M

Includes off
market sales

Rate my agent*

281

5* Reviews

Community Fundraising*

\$437K

Purchasing paediatric
medical equipment
for local hospitals

*Total agency statistics since launch - September 2018



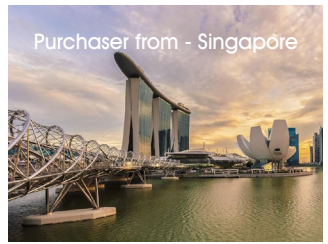
Purchaser from - Canada

2 Frying Pan Track
North Shore | \$6,000,000



Purchaser from - New Zealand

143-145 Shorehaven Drive
Noosa Waters | \$4,250,000



Purchaser from - Singapore

22 The Anchorage
Noosa Waters | \$4,150,000



Purchaser from - Perth

33 Masthead Quay
Noosa Waters | \$4,050,000



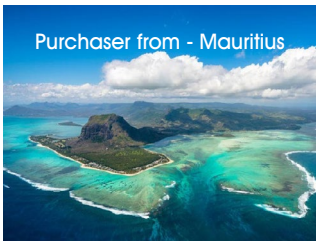
Purchaser from - Melbourne

69 Seaview Terrace
Sunshine Beach | \$4,000,000



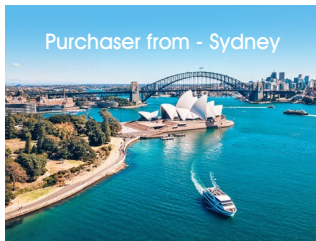
Purchaser from - Switzerland

132 Shorehaven Drive
Noosa Waters | \$2,300,000



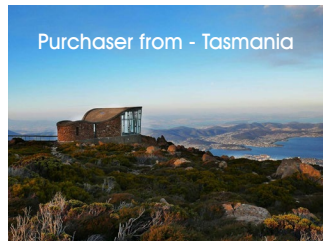
Purchaser from - Mauritius

38 Saltwater Avenue
Noosa Waters | \$1,900,000



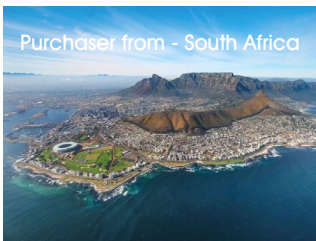
Purchaser from - Sydney

59 Laguna Grove
Doonan | \$1,720,000



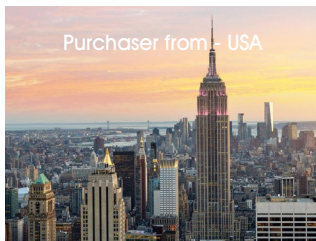
Purchaser from - Tasmania

1521/1 Lakeview Rise
Noosa Heads | \$1,560,000



Purchaser from - South Africa

14 Coral Tree Avenue
Noosa Heads | \$1,500,000



Purchaser from - USA

3/33 Picture Point Crescent
Noosa Heads | \$1,450,000



Purchaser from - UK

27 Seacove Court
Noosa Waters | \$1,427,000



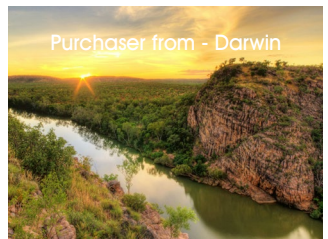
Purchaser from - Palm Springs

23 Weyba Park Drive
Noosa Heads | \$1,321,000



Purchaser from - Mildura

19/37 Noosa Drive
Noosa Heads | \$1,250,000



Purchaser from - Darwin

2 Oceanmist Court
Noosa Waters | \$1,150,000



Reed & Co. Team

Reed & Co. is a brand built on values, authenticity and local heritage.

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Reed & Co. is built on a multi-generational and long-standing passion and commitment to Noosa.

Adrian Reed, Director

With proven ability to achieve extraordinary results in the most desired sectors of the Noosa property market, and an indivisible reputation based on building long standing relationships, Reed & Co. is the smart choice property partner.

Marketers in a digital world, engaging consumers long before they become buyers. Great teams drive great results and we are

partnered with the best talent in Noosa, delivering exceptional service to buyers and sellers alike.

Combining youth & enthusiasm with multi-generational experience, we hold over 80 years of real estate experience combined, principally in Noosa but also nationally throughout the southern states. This thorough involvement within the industry gives us tremendous insight into the local market, the previous trends, current movements & future forecasts. We may not be the biggest agency, but we have the highest performing agents, and we are the fastest-growing real estate agency in Noosa.

We collaborate with world-class partners to ensure we're able to deliver a complete end to end service to our clients. Our culture of collaboration is possibly what sets us apart from our competitors more than anything else.



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CONTEMPORARY
COLLABORATIVE
COMPETITIVE
COMMITTED
CONNECTED
CONSISTENT