

Reed & Co.

ESTATE AGENTS

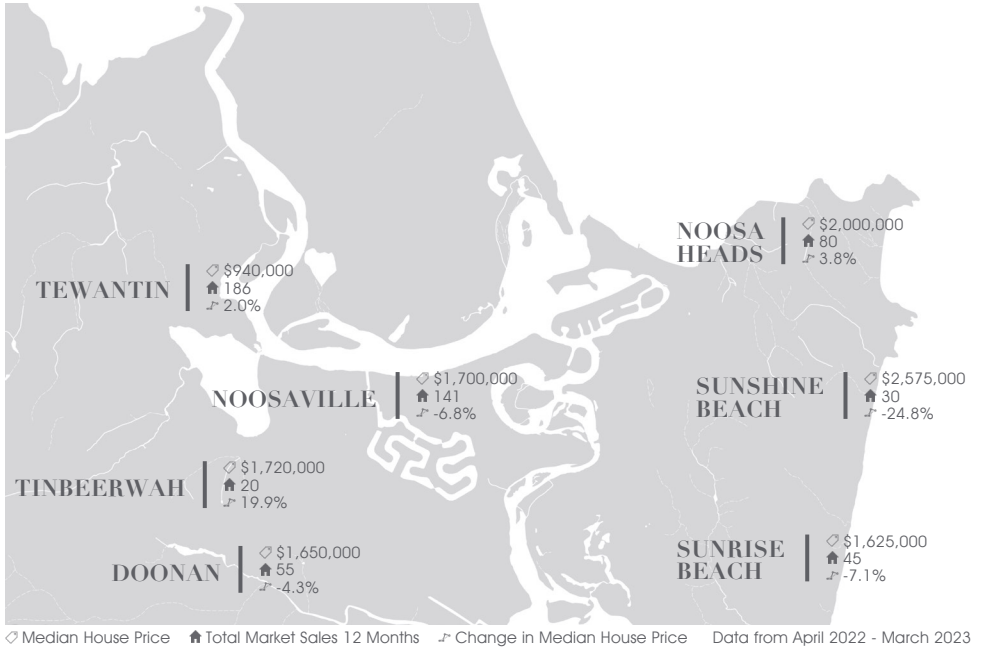
NOOSA PROPERTY MARKET UPDATE

1st Quarter 2023

HINTERLAND



reedandco.co



First Quarter 2023 in Review

The dream of living the Noosa lifestyle is still alive and well in 2023 with buyers continuing to drive strong sales at the top end of the market. The super prestige sector (\$10,000,000 plus) and prestige sector (\$4,000,000 to \$10,000,000) have performed extremely well so far this year, and it all comes down to opportunity.

Noosa's tightly-held, waterfront trophy homes have always been hard to get hold of, but supply continues to be particularly lacking in this space. When an opportunity to purchase one of these homes arises, there is always a willing buyer waiting to pounce.

At the lower end of the prestige market,

buyers have been looking predominantly to purchase properties as principal places of residence, either relocating from interstate, Brisbane, or upgrading locally. These buyers – often treechangers, seachangers, or self-funded retirees, remain confident about the state of the market, despite a change in sentiment, rising interest rates, and cost of living pressures.

Some of our biggest sales so far this year include two outstanding properties in Noosa Waters. A Paul Clout designed home at 17 The Promontory recently changed hands for \$6,830,000 at auction, and down the road, 20 The Promontory sold for \$6,100,000. And in a sought-after pocket of Noosaville, we sold a waterfront property

at 9 Wyuna Drive for \$6,000,000. Where we are seeing some hesitation in the marketplace is in the lower end of the market, for sub \$4,000,000 properties.

We're seeing a decline in the volume of sales, but prices are holding firm. While there is a lack of new listings, there is still plenty of choice for buyers, with properties staying on the market for longer. As a result, we will likely see some price adjustments from vendors in the coming months and more negotiating power given to buyers.

The interest rate pause in April came as welcome news for both buyers and sellers, giving them a confidence boost that was desperately needed. On the back of that, we have seen strong attendance at open homes and an increase in sales volumes, showing just how much of an impact consumer sentiment has on the housing market. The latest quarterly CPI figures for the year to March show inflation falling to 7% – down from a 33-year high of 7.8% in the December quarter of 2022, and the latest monthly CPI figures for March have fallen to 6.3% from 6.8% in February. Economists are divided about the outlook for interest rates. Many believe inflation has peaked but remains high enough for the RBA to raise rates at least once more before the end of the year. RBA governor Philip Lowe told the National Press Club earlier this month that “we may well have to increase rate again, but we're not 100% certain of that”.

The minutes of the April board meeting said the decision to keep the cash rate on hold at 3.6% was “to allow time to gather more information”.

CoreLogic head of research Eliza Owen says that despite uncertainty about whether interest rates have peaked, housing market conditions are looking more optimistic.

“In March, the CoreLogic Home Value index rose 0.6%, the first increase since before the

rate-hiking cycle in 2022,” she said.

“Fundamentally, demand remains strong amid a sharp rise in overseas migration, together with lower than average levels of advertised supply and extremely tight rental conditions.”

Westpac team economics lead Dr Bill Evans agrees price falls are mostly over and showing “promising signs of stabilisation”.

“We still have negatives, like the cost of building houses going through the roof and risks from inflation, but the most important thing is that we expect the RBA to raise the rate in May but then put it on hold.”

The latest ANZ-Roy Morgan Consumer Confidence survey found sentiment recovered slightly in April, but it remains lower than before the February interest rate hike.

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I believe we may have seen the worst of the correction for the Noosa market in the March quarter.

Adrian Reed

Those who are urgent to sell may need to align more to the market's expectations, but if vendors have the patience, it may be worth holding out.

When there is a crisis of confidence in the market, buyers' aspirations don't change – they are just delayed.

Looking ahead, the prestige market will continue to perform well, and we're already seeing that so far in the second quarter. Investment-grade stock will continue to face yield pressures that may impact value, and the lag effect of interest rate rises may continue to impact the lower end of the market. But the fundamentals remain strong. Unemployment is low, the local economy is thriving, and the appetite for living in Noosa shows no signs of abating.



Jason Smith

Hinterland

With the changing real estate landscape nationally, Doonan and Tinbeerwah remain a popular choice for the incoming buyer. We continue to receive enquiry and transact with both interstate and international buyers, our most recent sale at 315 Mirbelia Place Doonan is a perfect example of that.

Doonan and Tinbeerwah boasts value for money, proximity to Noosa, Noosa Beach and the river and with continued value being added to properties and commercial business, such as The Doonan, the long-term gain is apparent.

What we are experiencing now is a more normalised days on market period, resulting in properties taking longer to sell when compared to the same time as last year, with days on market sitting at 62, cast back just 3 years and the median days on market was 76. When we look at the median sale price for Doonan, currently

\$1,810,000 and Tinbeerwah \$2,020,000 and compare it to the pre Covid period three years ago, the median sale price for Doonan was \$966,000 and Tinbeerwah \$1,000,000. That represents a 64% increase for Doonan and 43.6% increase for Tinbeerwah.

Although buyer urgency has slowed and the heat of the market is cooling, A Grade sites and quality well-presented properties are selling.

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In a market where buyers are more discerning, it's never been more important to get your sales strategy right, you only have one chance at a first impression.

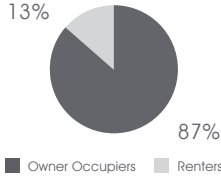
Mark Hodgkinson

Suburb Profiles

Core Logic, April 2023

Doonan
Population **3,500**
+10.2%
5 year population change

Tinbeerwah
Population **967**
-23.4%
5 year population change



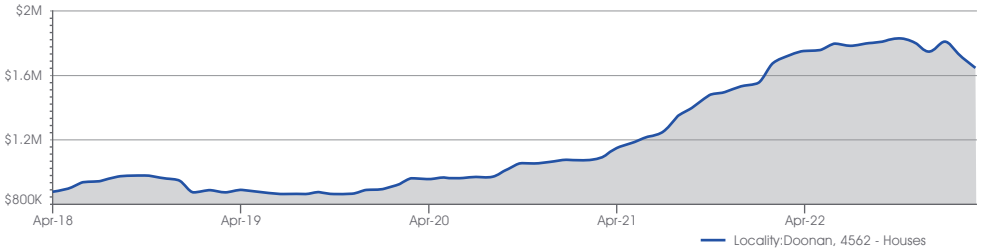
Total Dwellings Doonan
1,301

Total Dwellings Tinbeerwah
426

Doonan

Realestate.com.au, April 2023

5 year median price trend



Median House Price
\$1,650,000
April 2022 - March 2023

12 month growth
Down -4.3%
April 2022 - March 2023

On the market
50 houses
available in the last month

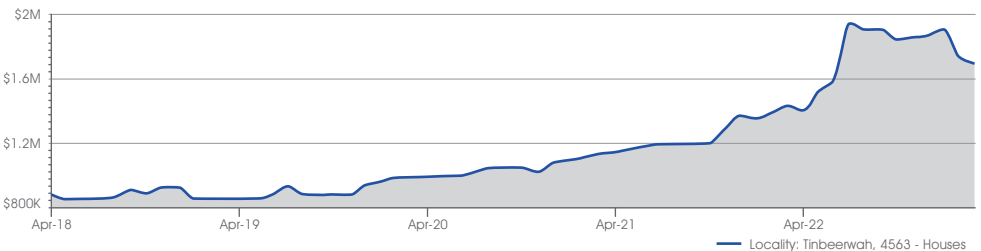
Total sales
53 sold
April 2022 - March 2023

Median time on market
68 days
April 2022 - March 2023

Tinbeerwah

Realestate.com.au, April 2023

5 year median price trend



Median House Price
\$1,700,000
April 2022 - March 2023

12 month growth
Up +18.5%
April 2022 - March 2023

On the market
12 houses
available in the last month

Total sales
19 sold
April 2022 - March 2023

Median time on market
69 days
April 2022 - March 2023

Recent Sales Reed & Co.



17 The Promontory, Noosa Waters
5 bed | 4 bath | 2 car
\$6,830,000 | SOLD April 2023



20 The Promontory, Noosa Waters
4 bed | 4 bath | 2 car
\$6,100,000 | SOLD January 2023



9 Wyuna Drive, Noosaville
5 bed | 3 bath | 2 car
\$6,000,000 | SOLD April 2023



16 Wygani Drive, Noosa North Shore
4 bed | 3 bath | 2 car
\$5,500,000 | SOLD April 2023



125 Shorehaven Drive, Noosa Waters
4 bed | 4 bath | 2 car
\$5,195,000 | SOLD January 2023



32 Belmore Terrace, Sunshine Beach
4 bed | 2 bath | 2 car
\$4,900,000 | SOLD March 2023



5 George Street, Noosaville
4 bed | 3 bath | 3 car
\$4,550,000 | SOLD February 2023



3/26 Peregian Esplanade, Peregian Beach
3 bed | 3 bath | 2 car
\$3,600,000 | SOLD April 2023

Recent Sales Reed & Co.



315 Mirbelia Place, Doonan
4 bed | 2 bath | 8 car
\$3,400,000 | SOLD April 2023



38 Waterside Court, Noosa Waters
4 bed | 3 bath | 2 car
\$2,800,000 | SOLD December 2022



2 Jailee Court, Noosaville
4 bed | 2 bath | 2 car
\$2,400,000 | SOLD November 2022



2 Coolabah Lane, Noosa Heads
3 bed | 2 bath | 2 car
\$2,375,000 | SOLD February 2023



83 Saltwater Avenue, Noosa Waters
4 bed | 3 bath | 2 car
\$2,350,000 | SOLD February 2023



24 Shipyard Circuit, Noosa Waters
4 bed | 3 bath | 2 car
\$2,150,000 | SOLD December 2022



2 Dwyer Street, Sunshine Beach
3 bed | 1 bath | 1 car
\$2,000,000 | SOLD December 2022



38 Livistona Drive, Doonan
4 bed | 2 bath | 7 car
\$1,700,000 | SOLD December 2022

Reed & Co.

ESTATE AGENTS

IT'S NOT WHAT WE SAY, IT'S WHAT OUR *CLIENTS* SAY.



315 Mirbelia Place
Doonan | \$3,400,000



38 Livistona Drive
Doonan | \$1,700,000



11 Hinterland Close
Tinbeerwah | \$1,950,000

*Highly recommend
Mark*

I had the pleasure of working with Mark as a buyer, Mark is a highly professional real estate agent who impressed me with his transparent and solution-oriented approach.

If you are considering buying or selling a property on the Sunshine Coast

BUYER REVIEW
315 Mirbelia Place,
Doonan

An absolute pleasure!

Mark was very professional and an absolute pleasure to work with.

He was always confident in achieving a satisfactory result for us. We never felt any pressure from him it was always about what we wanted.

I would highly recommend Mark

SELLER REVIEW
38 Livistona Drive,
Doonan

*Knowledgeable and
extremely professional*

We felt relaxed and confident with Mark and his commitment to achieving a great outcome for us. Mark and the team at Reed and Co exceeded our expectations and we would highly recommend them in future.

Their courteous, professional manner and knowledgeable advice provided throughout the campaign made selling less stressful. Happy Days!

SELLER REVIEW
11 Hinterland Close,
Tinbeerwah



Mark Hodgkinson

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*Scan the
QR code to
connect.*

