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ESTATE AGENTS

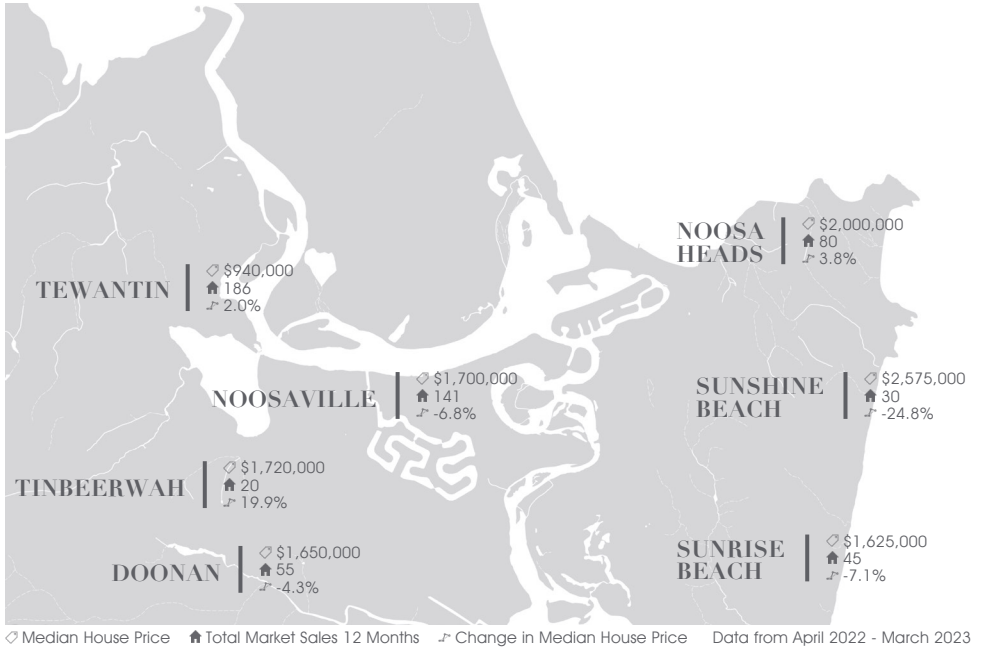
NOOSA PROPERTY MARKET UPDATE

1st Quarter 2023

SUNRISE BEACH



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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.

“

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

Sunrise Beach

The wonderful lifestyle owners in Sunrise Beach continue to enjoy will enable them to have confidence in property prices over the medium to long term. Away from the sometimes frantic pace of Noosa Heads but also close enough to easily access, gives Sunrise Beach residents the best of both worlds. As a long-term Sunrise Beach homeowner, the expansive local beach is always a drawcard, along with our cafes, bakery and now our local IGA.

Property values for the first quarter of 2023, on the whole are holding firm after a few years of exceptional growth. There continues to be sufficient stock on the market with well renovated, stylishly completed properties being looked on most favourably by buyers.

An interest rate reprieve from the RBA in April has given both buyers and vendors renewed optimism. Many market economists are predicting that the increasing interest rate cycle that has been in play since May 2022 is finally coming to an end.

“

Our office data shows increasing open home attendees and buyers' willingness to submit offers in the time since the early April RBA rate decision.

Chris Roche

Based on the above and assuming no out of the box global changes, it's fair to assume the property market in Sunrise Beach will continue to be a desirable place to live. The beauty of Sunrise Beach is due to its many attractions including schools and sporting facilities, all buyer segments in the market have a reason to buy there.

The remainder of 2023 should see property numbers for sale remain stable in Sunrise Beach and solid demand from buyers wanting the opportunity to move into this great beachside suburb.

Suburb Profile

Core Logic, April 2023



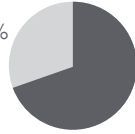
3,400

Population

-0.9%

5 year population change

31%



69%

Owner Occupiers Renters

Total Dwellings



1,148



586



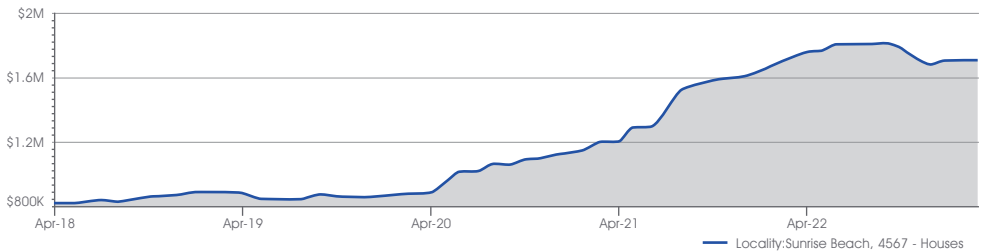
12 Years

Average length of ownership

Houses

Realestate.com.au, April 2023

5 year median price trend



Median House Price



\$1,700,000

April 2022 - March 2023

12 month growth



Down -0.7%

April 2022 - March 2023

On the market



36 houses

available in the last month

Total sales



40 sold

April 2022 - March 2023

Median time on market



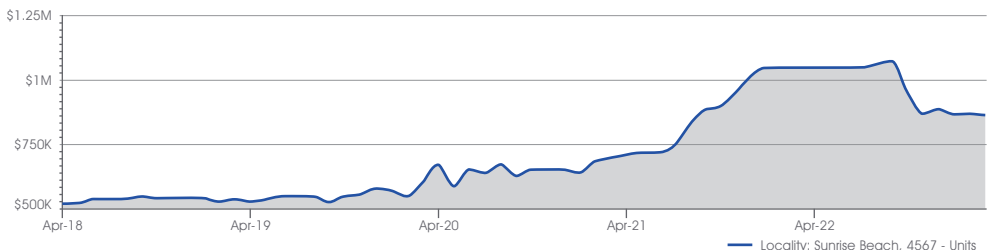
64 days

April 2022 - March 2023

Units

Realestate.com.au, April 2023

5 year median price trend



Median Price



\$865,000

April 2022 - March 2023

12 month growth



Down -17.6%

April 2022 - March 2023

On the market



19 units

available in the last month

Total sales



24 sold

April 2022 - March 2023

Median time on market



62 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



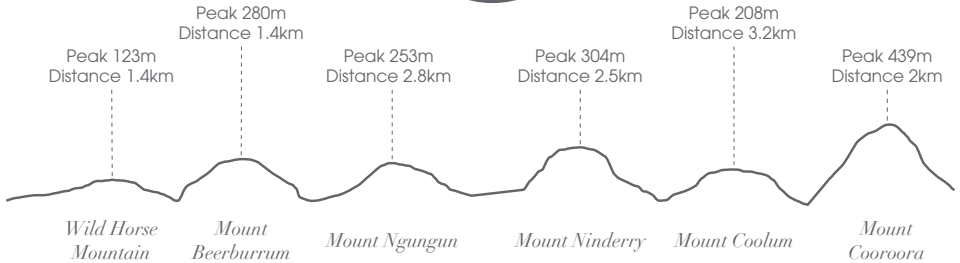
2 Dwyer Street, Sunshine Beach
3 bed | 1 bath | 1 car
\$2,000,000 | SOLD December 2022



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

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To sponsor me, scan the QR code & help us make a difference by making a donation through my page.

I will be climbing the 6 Peaks in 1 Day challenge on Sunday, 7th of May to raise money for the Humpty Dumpty Foundation. Because the right equipment, in the right place, at the right time, truly saves lives!

LOYAL
FOUNDATION



SATORI
ADVISORY



Chris Roche

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Scan the QR code to connect.

