

**2016**  
Quarter 4

# Market Update

**Ray White**

**Proserpine  
and Surrounds**



# WHAT'S HAPPENING IN OUR MARKET

Things are certainly humming, with tourism being the buzz word around the Whitsundays at the moment. The tourism bonanza in the Whitsundays will be fuelled further with the recent announcements of additional flights into the region via Proserpine and the cancellation of Tigerair flights into Bali will certainly add to this.

The additional flights include:

## **Tigerair 23rd March**

4 additional weekly flights from Brisbane to Whitsunday Coast Airport

2 additional weekly flights from Sydney to Whitsunday Coast Airport

## **Jetstar 17th April**

4 additional weekly flights from Sydney to Whitsunday Coast Airport

2 additional weekly flights from Brisbane to Whitsunday Coast Airport

1 additional weekly flight from Melbourne to Whitsunday Coast Airport

According to Tourism Whitsundays latest figures, the Whitsundays has seen the largest percentage growth of any Queensland destination for the last two reporting periods.

- July –September 2016... 30.6% growth in domestic visitation
- October – December 2016... 25.4% growth in domestic visitation (note the Sunshine Coast had the second largest increase with 13.5%)

International visitation was also strong with growth in the following markets:

- North America 25%
- Germany 15.9% (Tourism Whitsundays now has a rep in market in Germany)
- UK 2%
- China 40.2%

Total visitation to the region was 745,000 (direct visitor spend this year is likely to be close to \$1 billion).

Statistics show that one in four jobs is generated by tourism in the Whitsundays. I would have thought that this would be higher, however it does show the diversity of the Whitsunday economy.

According to Greg Waites GM of the Coral Sea Resort in Airlie Beach, the last three years has been setting records in both occupancy and room rates.

The sales figures for the Oct – Dec quarter are out and they are certainly positive compared to the previous quarters throughout 2016. Our sales team have been busy signing contracts and reducing the number of available stock for sale within the marketplace.

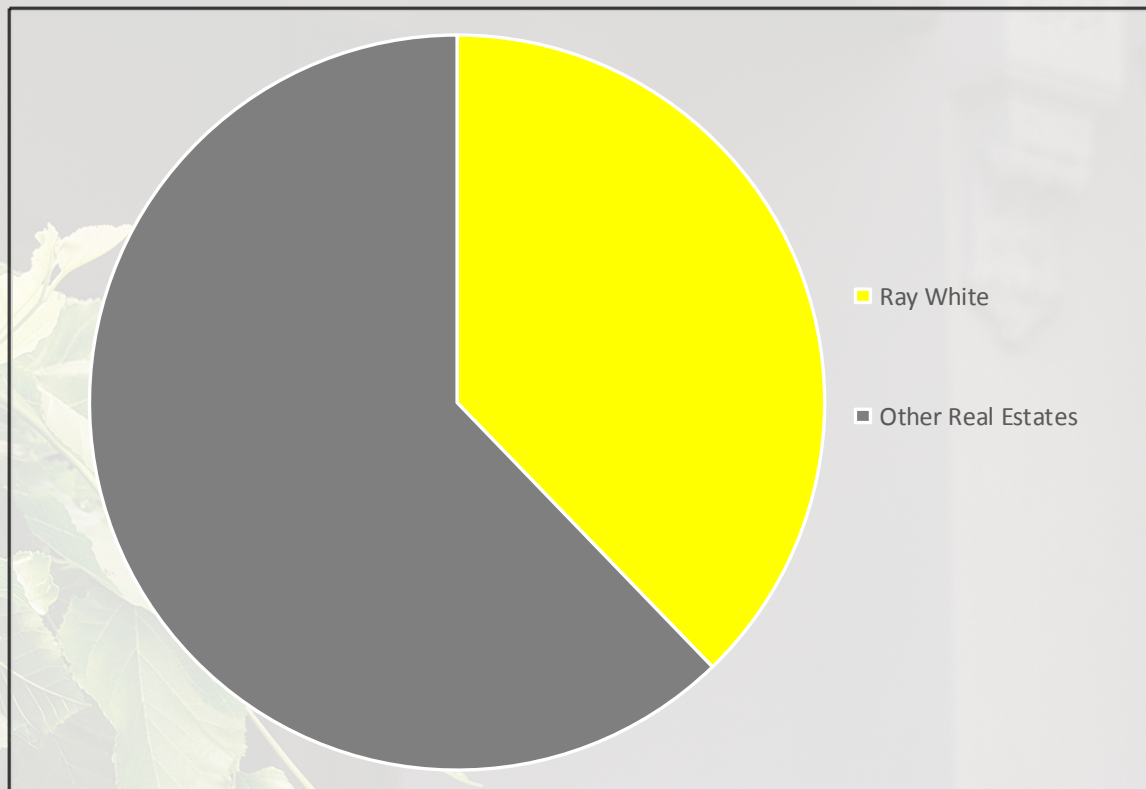
Our latest research which details every settlement from 1st October to 31st December 2016 shows that there were approximately 135 recorded settlements in the 4802 and 4800 postcode. This includes private sales as well.

Whilst some agencies claim to be the number one in the area and claim to sell more than others, the results of our research show a slightly different story.

135 Sales in in 4800 and 4802 postcode of which 51 were sold by Ray White Whitsunday equating to just under 4 in every 10 sales in the area are sold by Ray White.

Source: PriceFinder





Rentals are still strong with the team receiving over 1300 inquiries, conducting over 493 tenant inspections and filling 95 properties. Our routines girls completed 515 routine inspections in this same period.

Our vacancy rate is still very low at under 3%, considering 12 months ago it was around 9% for the region. Indications are that this will continue and rental prices should be on the increase throughout 2017.

Our office recently held our quarterly awards which saw some new names on the winner's podium, from both our sales and rental departments. Steve Marks took out the *Number 1 Sales Person For 2016* with Adam Webster very close behind. Ellen Kerr and Anita Edgar received *Silver Awards*. Anita is our Hamilton Island specialist who doubled her sales numbers from 2015. Stephanie Bacon received the *Bronze Award*.

Lynne Erricker receive the *Most Improved For The Quarter* after joining the team late last year. Lynne has already concluded a number of sales and is fitting into the larger office atmosphere very well.

Our *Property Manager of the Quarter* went to Tanya Woodall and our sought after *Staff Member Of The Quarter* went to our newly promoted office manager Zoe Skinner.

Congratulations to all of our award winners!

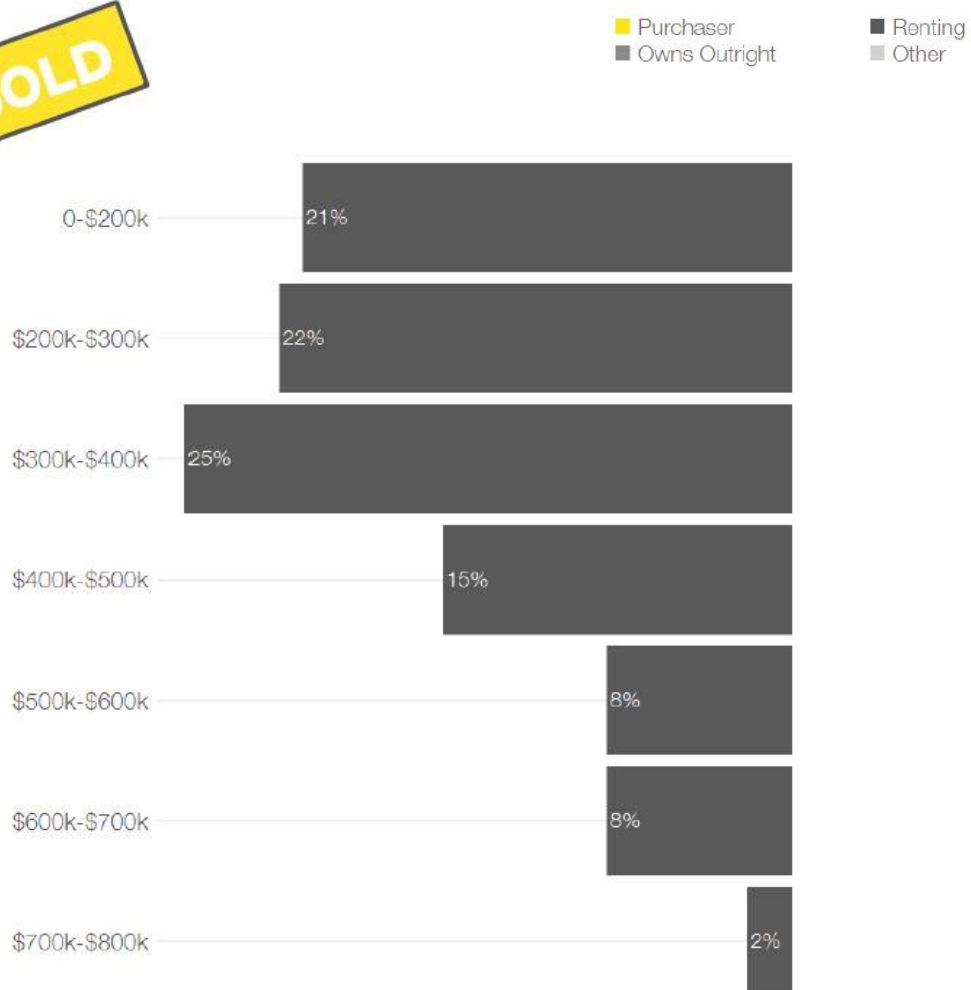
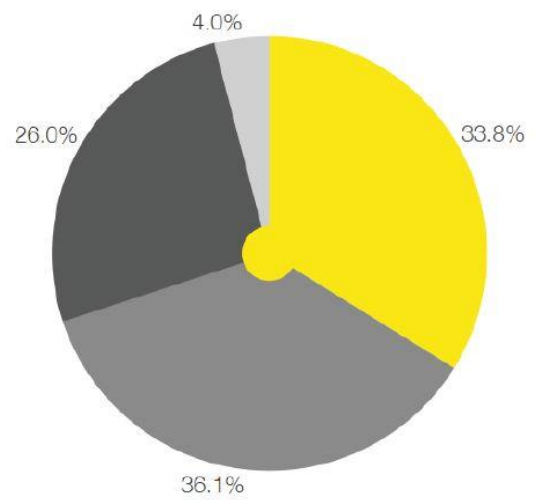
Till next time

**Mark Beale**

0404 498 790

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# CORE MARKET SNAPSHOT 4800 SALES



Ray White Whitsunday sales  
October - December 2016 > 61%  
Compared to October - December 2015



October - December 2016 sales < 18%  
Compared to July - September 2016



## \$335,000

Median price

## CORE MARKET SNAPSHOT 4800 SALES

Median rent being achieved—Last 3 months

**\$390**  
Median  
House Rent

**\$225**  
Median  
Unit Rent

**HIGH**  
Rental Yield

Ray White Property Management  
Last 3 Months FAST FACTS



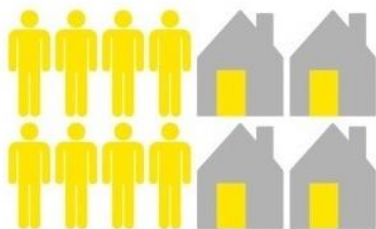
ROUTINE INSPECTIONS 532



APPLICATIONS RECEIVED 194



PROPERTIES LEASED 94



PROPERTY VIEWINGS 479



ARREARS OVER 7 DAYS 3.51%

## Property Management

The Change Is Easy...

You can change at any time. Speak to our new  
Business Development Officer Lanie Marks for  
your confidential discussion today.



Ray White Whitsunday  
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**Ray White.**



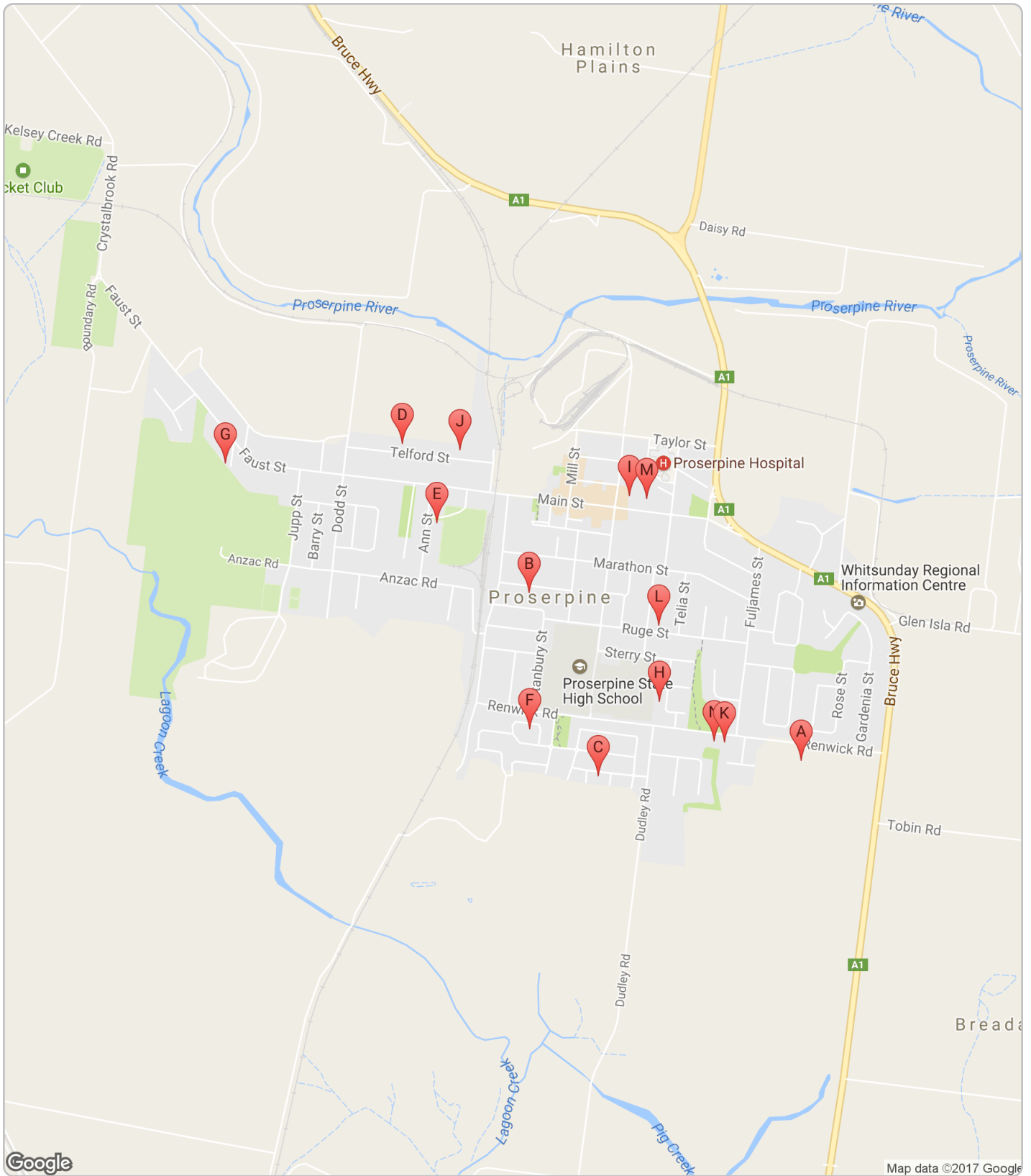
# Recently Sold

The following research includes properties that have recently been sold in your area.





## Sales Map





## Sales Search Report - Image Report

### Search Criteria

**Locality:** HAMILTON PLAINS  
**Postcode:** 4800

**Sale Date:** 01/09/2016 to 31/12/2016  
**Sale Price:** Any  
**Land Size:** Any  
**Attributes:** Any  
**Property Type:** Any

### Search Summary

Records: 14

	Price	Days	Area
<b>Lowest</b>	\$ 123,000	2	503 m <sup>2</sup>
<b>Highest</b>	\$ 610,000	418	2,221 m <sup>2</sup>
<b>Average</b>	\$ 308,643	138	937 m <sup>2</sup>
<b>Median</b>	\$ 300,000	80	923 m <sup>2</sup>



### 11991 BRUCE HWY, PROSERPINE, QLD 4800

6 2 6



**Property Type:** House  
**Area:**  
**Area \$/m2:**  
**RPD:**  
**Features:**

**Sale Price:** \$375,000 (Agents Advice - Sale)  
**Sale Date:** 26/11/2016 **Days to Sell:** N/A  
**Last Price:** **Chg %:**  
**First Price:** **Chg %:**  
**Office Name:** Spanny's Whitsunday Real Estate  
**Agent Name:** Cathy Padgett



### 14 SMITH ST, PROSERPINE, QLD 4800

Also known as: 12-14 SMITH STREET

- - -



**Property Type:** Vacant Land  
**Area:** 759 m<sup>2</sup>  
**Area \$/m2:** \$162  
**RPD:** L17 RP710104  
**Features:**

**Sale Price:** \$123,000 (Normal Sale)  
**Sale Date:** 24/11/2016 **Days to Sell:** N/A  
**Last Price:** **Chg %:**  
**First Price:** **Chg %:**  
**Office Name:** Raine & Horne - Proserpine  
**Agent Name:** Reg Gillen



### 6 GOLDEN WATTLE ST, PROSERPINE, QLD 4800

Also known as: 1 GRASS TREE STREET

4 2 2



**Property Type:** House  
**Area:** 801 m<sup>2</sup>  
**Area \$/m2:** \$518  
**RPD:** L297 SP219984  
**Features:**

**Sale Price:** \$415,000 (Normal Sale)  
**Sale Date:** 20/11/2016 **Days to Sell:** 2 Days  
**Last Price:** Sold by Ray White **Chg %:**  
**First Price:** \$420,000 **Chg %:**  
**Office Name:** Ray White Whitsunday  
**Agent Name:** Sue Shaw



### 38 TELFORD ST, PROSERPINE, QLD 4800

- - -



**Property Type:** Vacant Land  
**Area:** 966 m<sup>2</sup>  
**Area \$/m2:** \$135  
**RPD:** L29 SP211527  
**Features:**

**Sale Price:** \$130,000 (Normal Sale)  
**Sale Date:** 14/11/2016 **Days to Sell:** N/A  
**Last Price:** **Chg %:**  
**First Price:** **Chg %:**  
**Office Name:**  
**Agent Name:**







## 11 ANN ST, PROSERPINE, QLD 4800

3 2 2



Property Type: House  
Area: 1,012 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$306  
RPD: L7 RP706175

Features:

Sale Price: **\$310,000 (Normal Sale)**  
Sale Date: 09/11/2016 Days to Sell: N/A  
Last Price: \$319,000 Chg %: **-2.8%**  
First Price: \$319,000 Chg %: **-2.8%**

Office Name: Professional Whitsundays

Agent Name: Michael Kavanagh



## 5 DAMSON CRES, PROSERPINE, QLD 4800

4 2 2



Property Type: House  
Area: 670 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$515  
RPD: L90 SP198029

Features:

Sale Price: **\$345,000 (Normal Sale)**  
Sale Date: 01/11/2016 Days to Sell: **212 Days**  
Last Price: \$365,000 (Under Offer) Chg %: **-5.5%**  
First Price: \$425,000 Chg %: **-24.8%**

Office Name: Spannys Whitsunday Real Estate

Agent Name: Cathy Padgett



## 8 JOAN ST, PROSERPINE, QLD 4800

3 1 1



Property Type: House  
Area: 607 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$231  
RPD: L5 RP713575

Features:

Sale Price: **\$140,000 (Normal Sale)**  
Sale Date: 28/10/2016 Days to Sell: **83 Days**  
Last Price: Contact Agent (Under Chg %: **-6.7%**  
First Price: AUCTION SATURDAY 3 Chg %: **-30.0%**

Office Name: Whitsunday Realty - Proserpine

Agent Name: Troy Liesch



## 12 KEITH JOHNS DR, PROSERPINE, QLD 4800

3 2 2



Property Type: House  
Area: 1,067 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$501  
RPD: L47 RP852649

Features:

Sale Price: **\$535,000 (Normal Sale)**  
Sale Date: 27/10/2016 Days to Sell: **36 Days**  
Last Price: Contact agent (Under Chg %:  
First Price: Contact Agent (Under Chg %:

Office Name: Ray White - Whitsunday

Agent Name: Lynne Erricker



## 69 MAIN ST, PROSERPINE, QLD 4800

- - -



Property Type: Commercial  
Area: 2,221 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$275  
RPD: L2 RP702840 & L1 RP715729

Features:

Sale Price: **\$610,000 (Normal Sale)**  
Sale Date: 21/10/2016 Days to Sell: N/A  
Last Price: Chg %:  
First Price: Chg %:

Office Name:

Agent Name:



**14 TELFORD ST, PROSERPINE, QLD 4800** 3 2 1



Property Type: House  
Area: 923 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$248  
RPD: L19 RP710342

Features:

Sale Price: **\$229,000 (Normal Sale)**  
Sale Date: 19/10/2016 Days to Sell: **418 Days**  
Last Price: \$235,000 Chg %: **-2.6%**  
First Price: \$142,500 Chg %:

Office Name: Raine & Horne Proserpine  
Agent Name: Ian Plumb



**78 RENWICK RD, PROSERPINE, QLD 4800** 3 2 4



Property Type: House  
Area: 1,012 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$267  
RPD: L3 RP721492

Features:

Sale Price: **\$270,000 (Agents Advice - Sale)**  
Sale Date: 11/10/2016 Days to Sell: **N/A**  
Last Price: Chg %:  
First Price: Chg %:

Office Name:  
Agent Name:



**31 RUGE ST, PROSERPINE, QLD 4800** 3 2 2



Property Type: House  
Area: 625 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$464  
RPD: L12 RP713467

Features:

Sale Price: **\$290,000 (Normal Sale)**  
Sale Date: 04/10/2016 Days to Sell: **N/A**  
Last Price: Chg %:  
First Price: Chg %:

Office Name:  
Agent Name:



**79 MAIN ST, PROSERPINE, QLD 4800** - - -



Property Type: Commercial  
Area: 503 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$437  
RPD: L37 RP724055

Features:

Sale Price: **\$220,000 (Normal Sale)**  
Sale Date: 15/09/2016 Days to Sell: **N/A**  
Last Price: Chg %:  
First Price: Chg %:

Office Name:  
Agent Name:



**76 RENWICK RD, PROSERPINE, QLD 4800** 4 2 2



Property Type: House  
Area: 1,012 m<sup>2</sup>  
Area \$/m<sup>2</sup>: \$325  
RPD: L1 RP721492

Features:

Sale Price: **\$329,000 (Normal Sale)**  
Sale Date: 01/09/2016 Days to Sell: **76 Days**  
Last Price: \$329,000 (Under Offer) Chg %:  
First Price: \$349,000 (Under Offer) Chg %: **-5.7%**

Office Name: Whitsunday Realty  
Agent Name: Troy Liesch



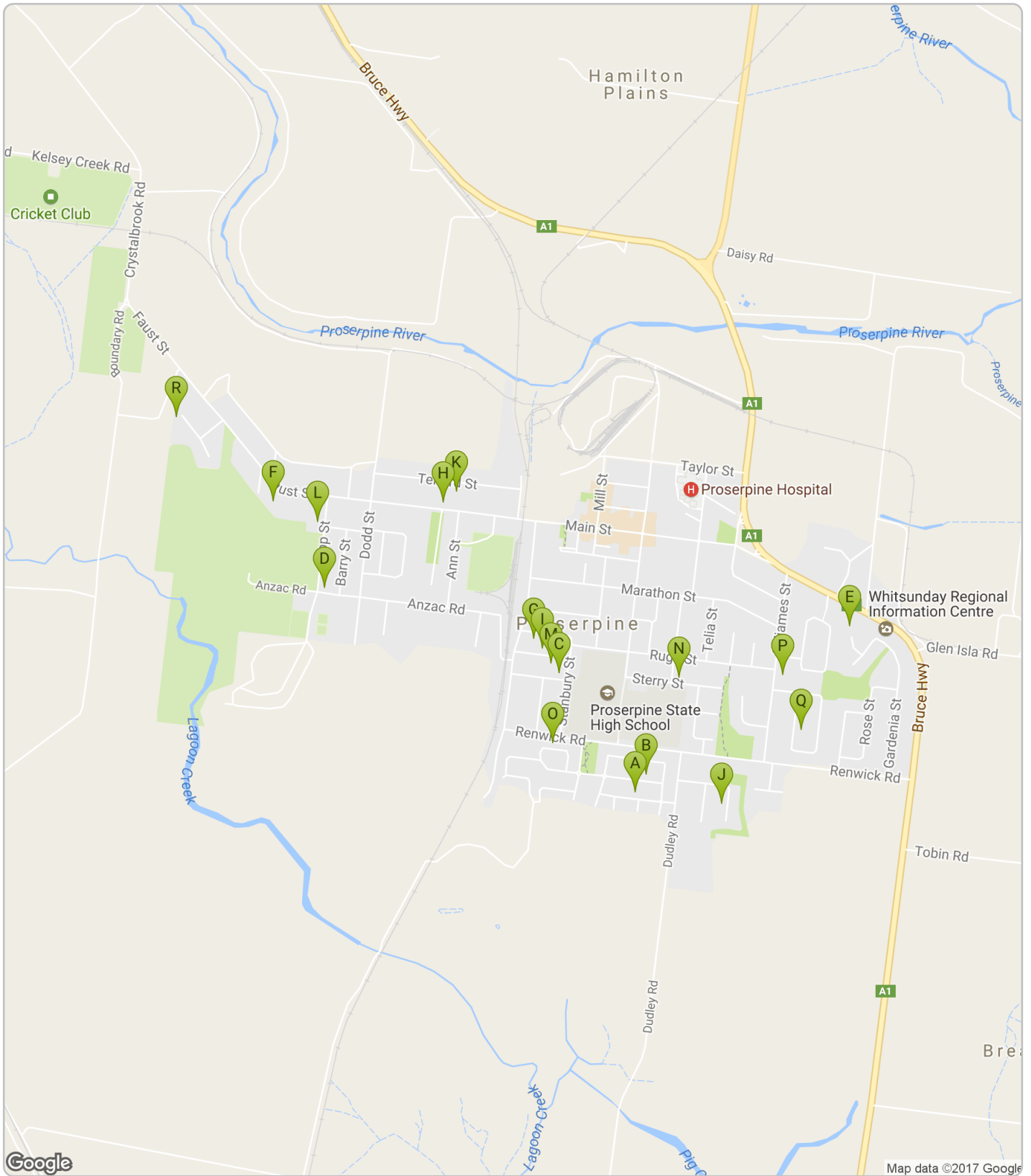
# Recently Listed

The following research includes properties that have been recently listed for sale in your area.





## Listings Map



Google

Map data ©2017 Google

Prepared on 24/02/2017 by Jessie-Lee Fitzgerald, 07 4948 8500 at Ray White Whitsunday/Hamilton Island. © Property Data Solutions Pty Ltd 2017

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## Nearby Comparable For Sale Properties

### Search Criteria

**Locality:** HAMILTON PLAINS  
**Postcode:** 4800

**Listed Period:** 26/12/2016 to 24/02/2017  
**Listing Status:** For Sale (Current)  
**Attributes:** Any  
**Listing Price:** Any  
**Property Type:** Any

### Search Summary

Records: 22

	Price	Days	Area
<b>Lowest</b>	\$ 150,000	2	6 m <sup>2</sup>
<b>Highest</b>	\$ 549,000	46	2,471,000 m <sup>2</sup>
<b>Average</b>	\$ 349,569	17	213,948 m <sup>2</sup>
<b>Median</b>	\$ 345,000	16	725 m <sup>2</sup>



### 9 GOLDEN WATTLE ST, PROSERPINE 4800

3 2 4



**Property Type:** House  
**Area:** 660 m<sup>2</sup>  
**RPD:** L196 SP219984

**Features:**

**Current List Price: \$375,000**  
**First List Price:** \$375,000  
**Date Listed:** 22/02/2017 **Days Listed:** 2 Days  
**Listed Price Change:**



### 15 BLUE GUM ST, PROSERPINE 4800

3 2 2



**Property Type:** House  
**Area:** 725 m<sup>2</sup>  
**RPD:** L46 SP198028

**Features:**

**Current List Price: \$390,000**  
**First List Price:** \$390,000  
**Date Listed:** 22/02/2017 **Days Listed:** 2 Days  
**Listed Price Change:**



### 15 HOLMES ST, PROSERPINE 4800

3 1 1



**Property Type:** House  
**Area:** 612 m<sup>2</sup>  
**RPD:** L9 RP717149

**Features:**

**Current List Price: \$269,000**  
**First List Price:** \$269,000  
**Date Listed:** 22/02/2017 **Days Listed:** 2 Days  
**Listed Price Change:**



### 27 JUPP ST, PROSERPINE 4800

5 2 4



**Property Type:** House  
**Area:** 750 m<sup>2</sup>  
**RPD:** L19 RP726967

**Features:**

**Current List Price: \$385,000**  
**First List Price:** \$385,000  
**Date Listed:** 21/02/2017 **Days Listed:** 3 Days  
**Listed Price Change:**





## 8 TULIP CRT, PROSERPINE 4800

5 2 6



Property Type: House  
Area: 1,460 m<sup>2</sup>  
RPD: L14 RP897523

Features:

Current List Price: **\$499,000**  
First List Price: \$499,000  
Date Listed: 16/02/2017 Days Listed: 8 Days  
Listed Price Change:



## 90 FAUST ST, PROSERPINE 4800

5 2 2



Property Type: House  
Area: 2,496 m<sup>2</sup>  
RPD: L2 SP211510

Features:

Current List Price: **Offers over \$549,000**  
First List Price: Offers over \$549,000  
Date Listed: 16/02/2017 Days Listed: 9 Days  
Listed Price Change:



## 6 ELIZABETH ST, PROSERPINE 4800

3 1 2



Property Type: House  
Area: 607 m<sup>2</sup>  
RPD: L20 RP715135

Features:

Current List Price: **\$270,000**  
First List Price: \$270,000  
Date Listed: 15/02/2017 Days Listed: 10 Days  
Listed Price Change:



## 880/882 KELSEY CREEK RD, PROSERPINE 4800

3 2 8



Property Type: Other  
Area: 200.66 ha (120 m<sup>2</sup>)  
RPD: 19//HR256; 1, 2//RP720571;  
16//SP253088

Features:

Current List Price: **\$435,000**  
First List Price: \$435,000  
Date Listed: 10/02/2017 Days Listed: 14 Days  
Listed Price Change:



## 27 FAUST ST, PROSERPINE 4800

3 2 1



Property Type: House  
Area: 647 m<sup>2</sup>  
RPD: L4 RP715060

Features:

Current List Price: **\$295,000**  
First List Price: \$295,000  
Date Listed: 09/02/2017 Days Listed: 15 Days  
Listed Price Change:







## 9 PHILIP ST, PROSERPINE 4800

4 2 1



Property Type: House  
Area: 607 m<sup>2</sup>  
RPD: L33 RP715191

Current List Price: **\$269,000**

First List Price: \$269,000

Date Listed: 08/02/2017

Days Listed: 16 Days

Listed Price Change:

Features: HIGHSET, QUEENSLANDER, STUDY, VERANDAH/DECK, CLOSE TO SCHOOLS, FULLY FENCED



## 4 DEBNEY ST, PROSERPINE 4800

3 1 2



Property Type: House  
Area: 762 m<sup>2</sup>  
RPD: L31 RP732629

Current List Price: **Offers over \$300,000**

First List Price: Offers over \$300,000

Date Listed: 08/02/2017

Days Listed: 16 Days

Listed Price Change:

Features:



## 44 RUGE ST, PROSERPINE 4800

3 2 1



Property Type: House  
Area:  
RPD:

Current List Price: **\$310,000**

First List Price: \$310,000

Date Listed: 08/02/2017

Days Listed: 16 Days

Listed Price Change:

Features:



## 25 TELFORD ST, PROSERPINE 4800

- - 3



Property Type: Vacant Land  
Area: 1,069 m<sup>2</sup>  
RPD: L4 SP211527

Current List Price: **\$160,000**

First List Price: \$160,000

Date Listed: 07/02/2017

Days Listed: 17 Days

Listed Price Change:

Features:



## 6 JUPP ST, PROSERPINE 4800

3 1 -



Property Type: House  
Area: 674 m<sup>2</sup>  
RPD: L6 RP714062

Current List Price: **Auction 04/03/17**

First List Price: Auction

Date Listed: 07/02/2017

Days Listed: 17 Days

Listed Price Change:

Features:





## 16 PHILIP ST, PROSERPINE 4800

3 1 1



Property Type: House  
Area: 612 m<sup>2</sup>  
RPD: L47 RP715191

Features:

Current List Price: **Auction 04/03/17**  
First List Price: Auction  
Date Listed: 03/02/2017 Days Listed: 21 Days  
Listed Price Change:



## 19 STERRY ST, PROSERPINE 4800

3 1 1



Property Type: House  
Area: 607 m<sup>2</sup>  
RPD: L7 RP724072

Features: HIGHSET, FAMILY/RUMPUS ROOM, CLOSE TO SCHOOLS, CLOSE TO TRANSPORT, ENTERTAINMENT AREA, FULLY FENCED, IMPROVEMENTS:

Current List Price: **\$250,000**  
First List Price: \$250,000  
Date Listed: 02/02/2017 Days Listed: 22 Days  
Listed Price Change:



## 18 DAMSON CRES, PROSERPINE 4800

3 2 2



Property Type: House  
Area: 615 m<sup>2</sup>  
RPD: L56 SP198029

Features:

Current List Price: **\$385,000**  
First List Price: \$385,000  
Date Listed: 02/02/2017 Days Listed: 22 Days  
Listed Price Change:



## 37 FULJAMES ST, PROSERPINE 4800

5 2 2



Property Type: House  
Area: 754 m<sup>2</sup>  
RPD: L1 RP713928

Features:

Current List Price: **offers over \$335,000**  
First List Price: offers over \$335,000  
Date Listed: 01/02/2017 Days Listed: 23 Days  
Listed Price Change:



## 44 CRYSTALBROOK RD, PROSERPINE 4800

- - -



Property Type: Vacant Land  
Area: 247.1 ha  
RPD:

Features:

Current List Price: **\$600,000**  
First List Price: \$600,000  
Date Listed: 24/01/2017 Days Listed: 31 Days  
Listed Price Change:



## 2, LOT 2 MORANINO RD, PROSERPINE 4800

🚗 - 🚗 - 🚗 -



Property Type: Other  
Area: 6 m<sup>2</sup>  
RPD:

Features:

Current List Price: **\$495,000**

First List Price: \$495,000

Date Listed: 18/01/2017

Days Listed: **38 Days**

Listed Price Change:



## 32 HANSEN DR, PROSERPINE 4800

🚗 4 🚗 2 🚗 2



Property Type: House  
Area: 771 m<sup>2</sup>  
RPD: L47 RP737371

Features:

Current List Price: **\$349,000**

First List Price: \$349,000

Date Listed: 11/01/2017

Days Listed: **44 Days**

Listed Price Change:



## 2 FOXLEE ST, PROSERPINE 4800

🚗 4 🚗 2 🚗 2



Property Type: House  
Area: 896 m<sup>2</sup>  
RPD: L23 RP732690

Features:

Current List Price: **\$355,000**

First List Price: \$355,000

Date Listed: 09/01/2017

Days Listed: **46 Days**

Listed Price Change:

