

2016
Quarter 4

Market Update

Ray White

Airlie Beach

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.

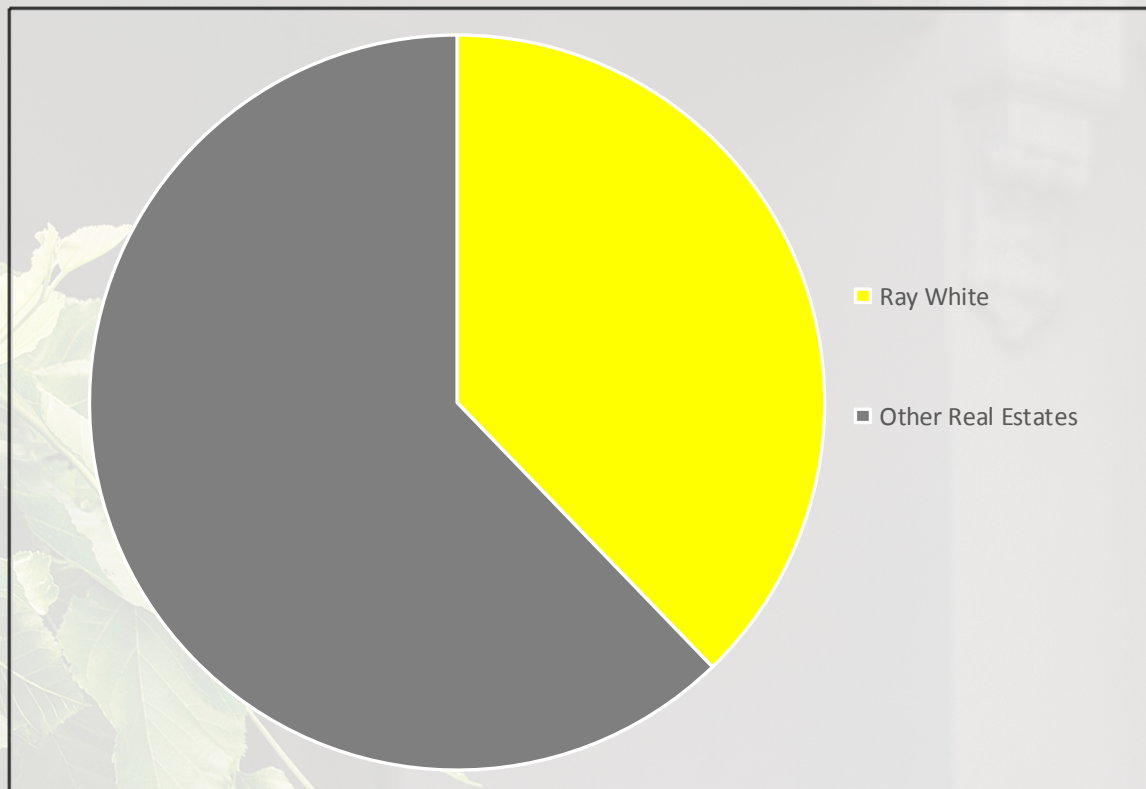
The sales figures for the Oct – Dec quarter are out and they are certainly positive compared to the previous quarters throughout 2016. Our sales team have been busy signing contracts and reducing the number of available stock for sale within the marketplace.

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!

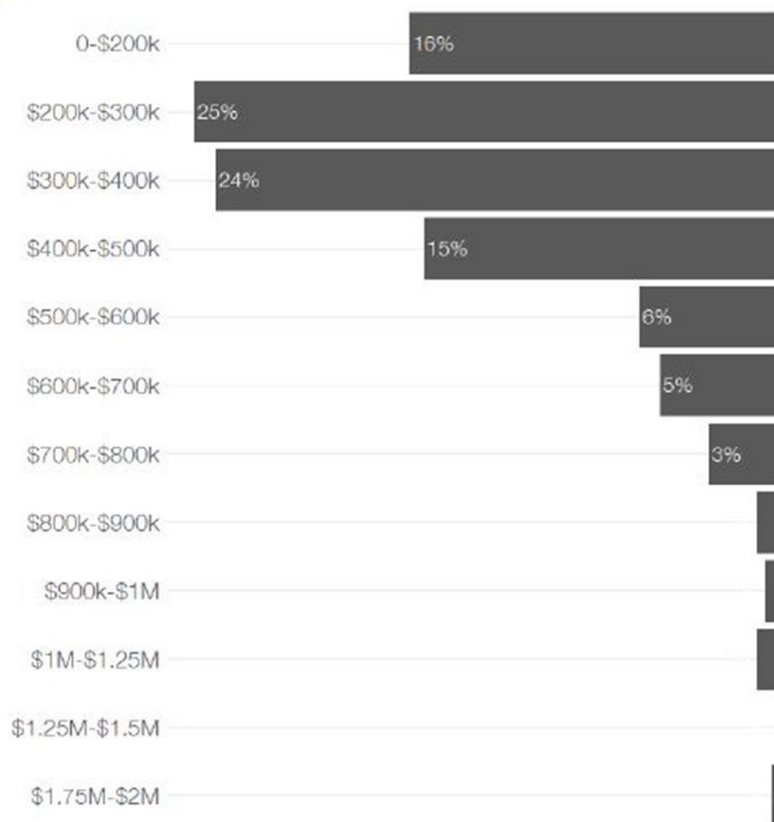
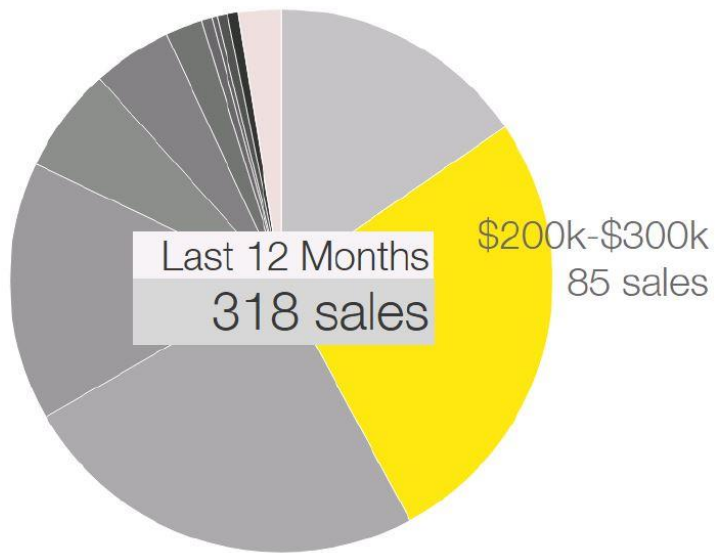
Till next time

Mark Beale

0404 498 790

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CORE MARKET SNAPSHOT 4802 SALES



Ray White Whitsunday sales
October - December 2016 > 31%
Compared to October - December 2015



October - December 2016 sales < 3%
Compared to July - September 2016



\$330,000

Median price

CORE MARKET SNAPSHOT 4802 SALES

Median rent being achieved—Last 3 months

\$400
Median
House Rent

\$290
Median
Unit Rent

HIGH
Rental Yield

Ray White Property Management Last 3 Months FAST FACTS



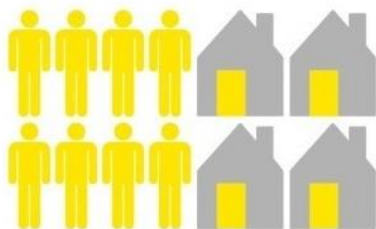
ROUTINE INSPECTIONS 532



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.



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Ray White.



Recently Sold

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



Sales Map



Prepared on 10/02/2017 by Jessie-Lee Fitzgerald, 07 4948 8500 at Ray White Whitsunday/Hamilton Island. © Property Data Solutions Pty Ltd 2017

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Sales Search Report - Image Report

Search Criteria

Locality: AIRLIE BEACH
Postcode: 4802

Sale Date: 01/10/2016 to 31/12/2016
Sale Price: Any
Land Size: Any
Attributes: Any
Property Type: Any

Search Summary

Records: 26

	Price	Days	Area
Lowest	\$ 70,000	7	106 m ²
Highest	\$ 1,130,000	180	10,288 m ²
Average	\$ 379,539	74	1,379 m ²
Median	\$ 304,500	69	167 m ²



51 AIRLIE CRES, AIRLIE BEACH, QLD 4802

3 2 2



Property Type: House
Area: 617 m²
Area \$/m2:
RPD: L16 A8597

Features: STOREYS: 2, SCENIC VIEWS

Sale Price: Price Withheld (Agents Advice - Sale)
Sale Date: 21/12/2016 **Days to Sell:** 34 Days
Last Price: \$685,000 **Chg %:**
First Price: \$695,000 **Chg %:**
Office Name: Ray White Whitsunday
Agent Name: Lynne Erricker



6 ORANA ST, AIRLIE BEACH, QLD 4802

Also known as: 6 ORANA STREET

2 2 2



Property Type: Unit
Area: 238 m²
Area \$/m2:
RPD: L10 SP137715:PAR CONWAY

Features: POOL, SCENIC VIEWS

Sale Price: Price Withheld (Agents Advice - Sale)
Sale Date: 19/12/2016 **Days to Sell:** 180 Days
Last Price: Under Contract **Chg %:**
First Price: \$510,000 **Chg %:**
Office Name: Ray White Whitsunday
Agent Name: Stephanie Bacon



36 WATERSON WAY, AIRLIE BEACH, QLD 4802

Also known as: 36 WATERSON WAY

2 2 2



Property Type: Unit
Area: 290 m²
Area \$/m2:
RPD: L3 SP157774:PAR CONWAY

Features:

Sale Price: Price Withheld (Agents Advice - Sale)
Sale Date: 15/12/2016 **Days to Sell:** 38 Days
Last Price: Under Contract **Chg %:**
First Price: \$360,000 (Under Offer) **Chg %:**
Office Name: Ray White Whitsunday
Agent Name: Steve Marks



2 LEWIS ST, AIRLIE BEACH, QLD 4802

Also known as: LEWIS ST

2 2 1



Property Type: Unit
Area:
Area \$/m2:
RPD:

Features:

Sale Price: Price Withheld (Agents Advice - Sale)
Sale Date: 09/12/2016 **Days to Sell:** 69 Days
Last Price: \$275,500 **Chg %:**
First Price: \$275,500 **Chg %:**
Office Name: Real Estate Vision Group Emerald
Agent Name: George Canfield



3 SEAVIEW DRIVE DR, AIRLIE BEACH, QLD 4802

Also known as: SEAVIEW DR

2 2 2



Property Type: Unit

Area:

Area \$/m2:

RPD:

Features:

Sale Price: **\$280,013 (Agents Advice - Sale)**

Sale Date: 09/12/2016 Days to Sell: **93 Days**

Last Price: \$299,000

Chg %:

First Price: Auction

Chg %:

Office Name: PRDnationwide Whitsunday

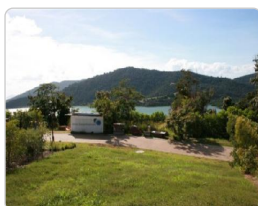
Agent Name: Melinda Butcher



18 RAINTREE PL, AIRLIE BEACH, QLD 4802

Also known as: 26-34 RAINTREE PL

2 2 1



Property Type: Unit

Area: 141 m²

Area \$/m2: \$2,447

RPD: L24 SP165665:PAR CONWAY

Features:

Sale Price: **\$345,000 (Agents Advice - Sale)**

Sale Date: 05/12/2016 Days to Sell: **N/A**

Last Price:

Chg %:

First Price:

Chg %:

Office Name:

Agent Name:



159 SHINGLEY DR, AIRLIE BEACH, QLD 4802

Also known as: 131-316 SHINGLEY DRIVE

3 2 2



Property Type: Unit

Area: 1.01 ha

Area \$/m2: \$58

RPD: L268 HR1060 & L95 HR1223

Features:

Sale Price: **\$590,000 (Agents Advice - Sale)**

Sale Date: 30/11/2016 Days to Sell: **106 Days**

Last Price: \$610,000 (Under Offer) Chg %: **-3.3%**

First Price: \$599,000 Chg %: **-1.5%**

Office Name: AGENT IN A BOX - NAMBOUR

Agent Name: Agent in a Box



30/17 GOLDEN ORCHID DR, AIRLIE BEACH, QLD

2 2 1



Property Type: Unit

Area: 1.03 ha

Area \$/m2:

RPD: L1-3,5-6,8-12,15-16,18-33 BUP70746 & L1-36 BUP70747 & L7,14 SP100384 & L4,34-

Features:

Sale Price: **Price Withheld (Agents Advice - Sale)**

Sale Date: 29/11/2016 Days to Sell: **18 Days**

Last Price: Under Contract Chg %:

First Price: Under Contract (Under Chg %:

Office Name: Ray White Whitsunday

Agent Name: Fiona Donnellan



8/10 HERMITAGE DR, AIRLIE BEACH, QLD 4802

2 2 2



Property Type: Unit

Area: 167 m²

Area \$/m2: \$1,871

RPD: L8 SP172269

Features:

Sale Price: **\$312,500 (Normal Sale)**

Sale Date: 28/11/2016 Days to Sell: **179 Days**

Last Price: \$330,000

Chg %: **-5.3%**

First Price: \$350,000 (Under Offer) Chg %: **-16.7%**

Office Name: Professional Whitsundays

Agent Name: Michael Kavanagh



20 NARA AVE, AIRLIE BEACH, QLD 4802

5 2 2



Property Type: House
Area: 724 m²
Area \$/m2: \$967
RPD: L17 RP908016

Features:

Sale Price: **\$700,000 (Normal Sale)**
Sale Date: 24/11/2016 Days to Sell: N/A
Last Price: Chg %:
First Price: Chg %:
Office Name:
Agent Name:



2 LEWIS ST, AIRLIE BEACH, QLD 4802

2 2 1



Property Type: Unit
Area: 111 m²
Area \$/m2: \$2,342
RPD: L3 BUP70178

Features: MULTILEVEL

Sale Price: **\$260,000 (Normal Sale)**
Sale Date: 19/11/2016 Days to Sell: N/A
Last Price: Chg %:
First Price: Chg %:
Office Name:
Agent Name:



33 SHUTE HARBOUR RD, AIRLIE BEACH, QLD 4802

2 2 1



Property Type: Unit
Area: 114 m²
Area \$/m2: \$5,307
RPD: L117 SP201449

Features:

Sale Price: **\$605,000 (Normal Sale)**
Sale Date: 16/11/2016 Days to Sell: N/A
Last Price: Chg %:
First Price: Chg %:
Office Name:
Agent Name:



350 SHUTE HARBOUR RD, AIRLIE BEACH, QLD 4802

Also known as: 350 SHUTE HARBOUR ROAD

2 1 1



Property Type: Unit
Area: 128 m²
Area \$/m2: \$2,336
RPD: L4 BUP70742:PAR CONWAY

Features:

Sale Price: **\$299,000 (Agents Advice - Sale)**
Sale Date: 15/11/2016 Days to Sell: 7 Days
Last Price: Auction 28/11/16 Chg %:
First Price: Auction Chg %:
Office Name: PRDnationwide Whitsunday
Agent Name: Robert Taylor



GOLDEN ORCHID DR, AIRLIE BEACH, QLD 4802

Also known as: GOLDEN ORCHID DR

2 2 2



Property Type: Unit
Area:
Area \$/m2:
RPD:

Features:

Sale Price: **\$245,000 (Agents Advice - Sale)**
Sale Date: 14/11/2016 Days to Sell: 146 Days
Last Price: Under Contract (Under Chg %: -2.0%
First Price: \$250,000 (Under Offer) Chg %: -2.0%
Office Name: Ray White - Whitsunday
Agent Name: Fiona Donnellan



3 SEAVIEW DR, AIRLIE BEACH, QLD 4802

2 2 2



Property Type: Unit
Area: 106 m²
Area \$/m²: \$2,689
RPD: L4 SP163583

Features:

Sale Price: **\$285,000 (Normal Sale)**
Sale Date: 14/11/2016 Days to Sell: N/A
Last Price: Chg %:
First Price: Chg %:
Office Name:
Agent Name:



2/17 RAINTREE PL, AIRLIE BEACH, QLD 4802

- - -



Property Type: Unit
Area: 1,257 m²
Area \$/m²: \$310
RPD: L2 SP157788

Features:

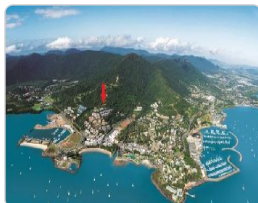
Sale Price: **\$390,000 (Normal Sale)**
Sale Date: 07/11/2016 Days to Sell: N/A
Last Price: Chg %:
First Price: Chg %:
Office Name:
Agent Name:



2 SATINWOOD CT, AIRLIE BEACH, QLD 4802

Also known as: SATINWOOD CT

- - -



Property Type: Vacant Land
Area:
Area \$/m²:
RPD:

Features:

Sale Price: **\$390,000 (Agents Advice - Sale)**
Sale Date: 07/11/2016 Days to Sell: N/A
Last Price: Chg %:
First Price: Chg %:
Office Name: PRDnationwide Whitsunday
Agent Name: Robert Taylor



32/17 GOLDEN ORCHID DR, AIRLIE BEACH, QLD

2 2 2



Photo not available

Property Type: Unit
Area: 131 m²
Area \$/m²: \$1,870
RPD: L32 BUP70747

Features:

Sale Price: **\$245,000 (Normal Sale)**
Sale Date: 31/10/2016 Days to Sell: N/A
Last Price: Chg %:
First Price: Chg %:
Office Name:
Agent Name:



20 BROADWATER AVE, AIRLIE BEACH, QLD 4802

3 2 -



Property Type: Vacant Land
Area: 1,080 m²
Area \$/m²: \$1,046
RPD: L404,414 A8593

Features:

Sale Price: **\$1,130,000 (Normal Sale)**
Sale Date: 28/10/2016 Days to Sell: 73 Days
Last Price: \$1,150,000 Chg %:
First Price: \$1,150,000 Chg %:
Office Name: PRDnationwide Whitsunday
Agent Name: Robert Taylor

16/17 GOLDEN ORCHID DR, AIRLIE BEACH, QLD  -  1  -



Property Type: Unit
Area: 131 m²
Area \$/m2: \$1,660
RPD: L16 BUP70747

Features:

Sale Price: **\$217,500 (Normal Sale)**
Sale Date: 25/10/2016 Days to Sell: **N/A**
Last Price: Chg %:
First Price: Chg %:
Office Name:
Agent Name:

20/18 SEAVIEW DR, AIRLIE BEACH, QLD 4802  2  1  1

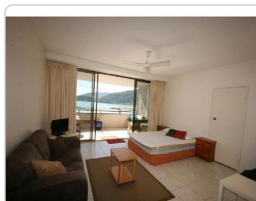


Property Type: Vacant Land
Area: 333 m²
Area \$/m2: \$210
RPD: L20 SP189760:PAR CONWAY

Features:

Sale Price: **\$70,000 (Agents Advice - Sale)**
Sale Date: 18/10/2016 Days to Sell: **20 Days**
Last Price: \$140,000 Chg %: **-50.9%**
First Price: \$140,000 Chg %: **-50.9%**
Office Name: First National Whitsunday Coast
Agent Name: Trish Lax

34/17 GOLDEN ORCHID DR, AIRLIE BEACH, QLD  1  1  1



Property Type: Unit
Area: 131 m²
Area \$/m2: \$1,947
RPD: L34 BUP70747

Features:

Sale Price: **\$255,000 (Normal Sale)**
Sale Date: 14/10/2016 Days to Sell: **N/A**
Last Price: Chg %:
First Price: Chg %:
Office Name:
Agent Name:

GOLDEN ORCHID DR, AIRLIE BEACH, QLD 4802
Also known as: GOLDEN ORCHID DR  2  2  2



Property Type: Unit
Area:
Area \$/m2:
RPD:

Features:

Sale Price: **\$255,000 (Agents Advice - Sale)**
Sale Date: 14/10/2016 Days to Sell: **29 Days**
Last Price: UNDER CONTRACT BY Chg %:
First Price: \$249,000 Chg %:
Office Name: LJ Hooker Whitsunday -
Agent Name: Cassidhe Molloy

62 GOLDEN ORCHID DR, AIRLIE BEACH, QLD 4802
Also known as: GOLDEN ORCHID DR  2  2  2



Property Type: Unit
Area:
Area \$/m2:
RPD:

Features:

Sale Price: **\$255,000 (Agents Advice - Sale)**
Sale Date: 14/10/2016 Days to Sell: **28 Days**
Last Price: UNDER CONTRACT BY Chg %:
First Price: \$249,000 Chg %:
Office Name: LJ Hooker Whitsunday
Agent Name: Cassidhe Molloy



33 PORT DR, AIRLIE BEACH, QLD 4802

2 2 1



Property Type: Unit

Area:

Area \$/m2:

RPD:

Features:

Sale Price: **\$610,000 (Agents Advice - Sale)**

Sale Date: 10/10/2016 Days to Sell: **94 Days**

Last Price: Under Contract (Under Chg %: **-3.9%**)

First Price: \$635,000 (Under Offer) Chg %: **-3.9%**

Office Name: Ray White - Whitsunday

Agent Name: Stephanie Bacon



303/9 HERMITAGE DR, AIRLIE BEACH, QLD 4802

2 2 1



Property Type: Unit

Area: 120 m²

Area \$/m2: \$2,583

RPD: L303 SP218223

Features:

Sale Price: **\$310,000 (Normal Sale)**

Sale Date: 10/10/2016 Days to Sell: **N/A**

Last Price: Chg %:

First Price: Chg %:

Office Name:

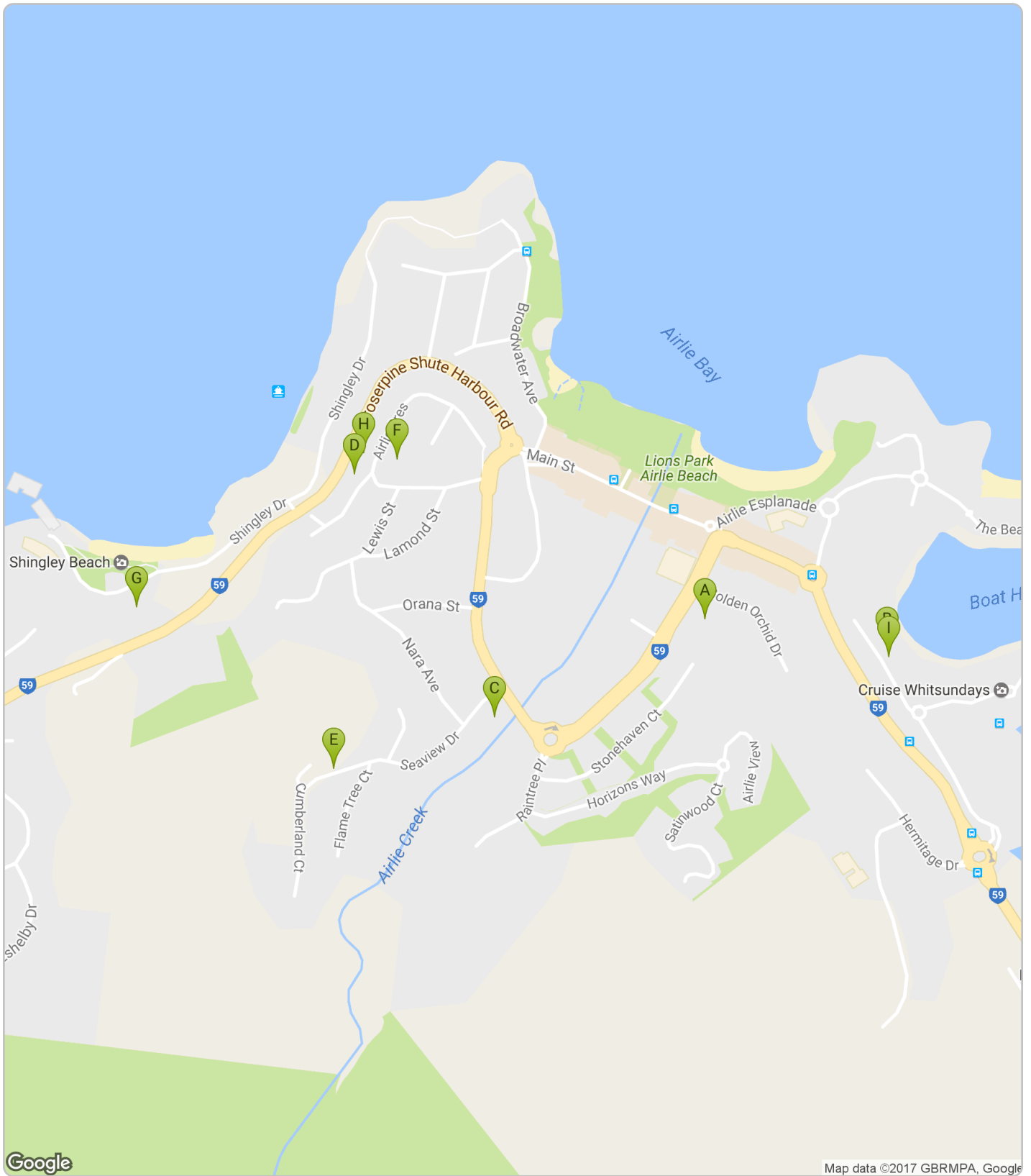
Agent Name:

Recently Listed

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



Listings Map





Nearby Comparable For Sale Properties

Search Criteria

Locality: AIRLIE BEACH
Postcode: 4802

Listed Period: 11/01/2017 to 10/02/2017

Listing Status: For Sale (Current)

Attributes: Any

Listing Price: Any

Property Type: Any

Search Summary

Records: 15

	Price	Days	Area
Lowest	\$ 150,000	1	108 m ²
Highest	\$ 950,000	30	2,643 m ²
Average	\$ 482,231	13	696 m ²
Median	\$ 350,000	15	438 m ²



16 A AND 16B/14 HERMITAGE DR, AIRLIE BEACH 4802

2 2 2



Property Type: Unit
Area: 202 m²
RPD: L18 SP133098:PAR CONWAY

Features:

Current List Price: AUCTION
First List Price: Auction
Date Listed: 09/02/2017 **Days Listed:** 1 Day
Listed Price Change:



14/4 GOLDEN ORCHID DR, AIRLIE BEACH 4802

2 2 1



Property Type: Unit
Area:
RPD: L14 SP133882:PAR CONWAY

Features:

Current List Price: \$365,000
First List Price: \$365,000
Date Listed: 09/02/2017 **Days Listed:** 2 Days
Listed Price Change:



111/33 PORT DR, AIRLIE BEACH 4802

3 2 1



Property Type: Unit
Area: 170 m² (170 m²)
RPD: L111 SP201449:PAR CONWAY

Features:

Current List Price: \$789,000
First List Price: \$789,000
Date Listed: 08/02/2017 **Days Listed:** 3 Days
Listed Price Change:



LOT 2 HORIZON WAY, AIRLIE BEACH 4802

- - -



Property Type: Vacant Land
Area: 585 m²
RPD:

Features:

Current List Price: Auction
First List Price: Auction
Date Listed: 07/02/2017 **Days Listed:** 3 Days
Listed Price Change:



36 WATERSON WAY, AIRLIE BEACH 4802

2 2 1



Property Type: Unit
Area: 290 m² (290 m²)
RPD: L4 SP157774:PAR CONWAY

Current List Price: \$359,000
First List Price: \$359,000
Date Listed: 06/02/2017 **Days Listed:** 4 Days
Listed Price Change:

Features: STOREYS: 2, DOUBLE STOREY, CONTEMPORARY, ENSUITE, BUILT IN/WIR, MODERN KITCHEN, AIR CONDITIONED, CLOSE TO SCHOOLS, ENTERTAINMENT AREA



17 AIRLIE CRES, AIRLIE BEACH 4802

3 1 2



Property Type: House
Area: 607 m² (607 m²)
RPD: L3 RP721529

Current List Price: \$643,000
First List Price: \$643,000
Date Listed: 04/02/2017 **Days Listed:** 7 Days
Listed Price Change:

Features: HIGHSET, MODERN KITCHEN, AIR CONDITIONED, SCENIC VIEWS, CLOSE TO SCHOOLS, CLOSE TO TRANSPORT, FULLY FENCED



31/15 FLAME TREE CRT, AIRLIE BEACH 4802

1 1 1



Property Type: Unit
Area: 108 m² (108 m²)
RPD: L31 SP260237:PAR CONWAY

Current List Price: \$280,000
First List Price: \$280,000
Date Listed: 30/01/2017 **Days Listed:** 11 Days
Listed Price Change:

Features:



22 AIRLIE CRES, AIRLIE BEACH 4802

2 1 1



Property Type: Unit
Area: 2,643 m² (9 m²)
RPD: L1-8 SP184793 & L9-16 SP198025

Current List Price: \$249,000
First List Price: \$249,000
Date Listed: 26/01/2017 **Days Listed:** 15 Days
Listed Price Change:

Features:



11/115 SHINGLEY DR, AIRLIE BEACH 4802

- - -



Property Type: Commercial
Area: (496 m²)
RPD: L11 SP124862:PAR CONWAY

Current List Price: Expressions of Interest
First List Price: Expressions of Interest
Date Listed: 24/01/2017 **Days Listed:** 17 Days
Listed Price Change:

Features:





19/21 STONEHAVEN CRT, AIRLIE BEACH 4802

3 2 2



Property Type: Unit

Area:

RPD:

Features:

Current List Price: **\$975,000**

First List Price: \$975,000

Date Listed: 24/01/2017 Days Listed: 17 Days

Listed Price Change:



BERTH F 21 PORT OF AIRLIE, AIRLIE BEACH 4802

- - -



Property Type: Vacant Land

Area:

RPD:

Features:

Current List Price: **\$179,500**

First List Price: Reduced \$199,000

Date Listed: 23/01/2017 Days Listed: 19 Days

Listed Price Change: **-25.0%**



LOT 6 SATINWOOD ESTATE, RAINTREE PL, AIRLIE BEACH 4802

- - -



Property Type: Vacant Land

Area: 1,612 m²

RPD:

Features:

Current List Price: **\$199,000**

First List Price: \$199,000

Date Listed: 19/01/2017 Days Listed: 22 Days

Listed Price Change:



21 AIRLIE CRES, AIRLIE BEACH 4802

3 2 2



Property Type: House

Area: 625 m²

RPD: L1 A8597

Features: ENSUITE, VERANDAH/DECK, MODERN KITCHEN, WATER FRONTAGE

Current List Price: **Offers above \$900,000**

First List Price: Offers above \$900,000

Date Listed: 19/01/2017 Days Listed: 23 Days

Listed Price Change:



49/159 SHINGLEY DR, AIRLIE BEACH 4802

2 2 2



Property Type: Unit

Area:

RPD:

Features:

Current List Price: **\$695,000**

First List Price: \$695,000

Date Listed: 17/01/2017 Days Listed: 24 Days

Listed Price Change:



SHUTE HARBOUR RD, AIRLIE BEACH 4802

2 2 1



Property Type: Unit
Area: 114 m²
RPD: L114 SP201449:PAR CONWAY

Features:

Current List Price: **\$690,000**
First List Price: \$690,000
Date Listed: 11/01/2017 Days Listed: **30 Days**
Listed Price Change:

