



RAY WHITE NUNDAH MARKET REPORT

Inner City Real Estate—What are the Trends...

As many of you know we are located at 1297 Sandgate Road, near the roundabout in the Nundah village... we have been astounded over the past few months by the number of people walking into the office asking for advice in regards to buying, selling and renting property. More than half of these people would be individuals relocating to Brisbane for work or lifestyle purposes. As an agency it has re-enforced our positioning decision to focus on several suburbs rather than just one. As an agency our expert knowledge of the Northern Inner City comes to the forefront as we can give people a broader perspective of the market place as well as meeting more of their needs. This has an added benefit when offering our properties for sale and rent where we can refer prospective customers to a greater variety of properties to match their budgetary requirements.

The other item we have noted is the number of people who look for property without firstly looking on the internet. They are driving around and stopping to collect sale books to see what is on offer and have a chat with our team of salespeople.

Due to the increase of client activity, be it walk-ins, phone-ins, open homes or email enquiry, we have had a brilliant few months and have had successful sales for our clients on most of our listings ...in short, **we need more listings!** If you are considering selling or are currently on the market and not getting the exposure you require to get the best result possible, please give the team a call today to experience the difference!

Gary Olsen – Managing Director

PROPERTY PROFILE

Brand New in Northgate Heights
89 Cook Street, Northgate

- 2 bedrooms
- 2 bathrooms
- Quiet location
- Intercom system
- Walking distance to train
- Alarm security system
- Luxurious 2-Pac kitchen
- Lockup Garage

Outstanding opportunity to own this beautiful townhouse located in the leafy suburb of Northgate. Close to schools, shops and Nundah Village.

Entry is into a generous ground floor that includes the dining room and well appointed kitchen and internal access from the garage. The private courtyard is ideal for BBQ's on those lazy weekend days.....

For a private inspection do not hesitate in calling Gary today, on 0401 473 976 to arrange.



Ray White Nundah Property Management - Our Guarantee to You!

As specialists in residential property our guarantees to you are:

- We will achieve the very best rent in the market for your property.
- No-one will achieve a lower vacancy rate for your property than our team.
- Only the very best tenants will be selected to rent your property.
- We will keep you informed and up-to-date every step of the way.

Why Choose Ray White Nundah Property Management?

- Our responsibility to look after your property will be taken very seriously and our team, are committed to keeping you completely informed about all aspects of your rental property.
- Your property will be cared for by the most experienced Property Managers in the industry with 45 years combined experience.
- The most dependable trades people will be used to ensure the highest level of maintenance work is done at competitive rates - keeping as much of your money in your pocket as possible.
- You can have your entire property portfolio cared for by one of our responsible team members because we cover all suburbs.
- We will ensure you get the very best tenants. We do not take the easy option of accepting the first tenant who wants to move in.
- We will look after your tenants, so they look after your property!

We pride ourselves on offering a specialized,
unique asset management service
Ray White Nundah Property Management 07 3266 9099

RAY WHITE NUNDAH GUARANTEE TO YOU!

Ray White Nundah values you highly as a client and our company feels you deserve the best possible service in representing you in the sale of your property.

We would like to offer you the following guarantee as an extension to the Agency Agreement between yourself and our company.

COMPARABLE MARKET ANALYSIS – To compile an analysis of property sales in your area to help determine the price range in which your property is likely to sell. To provide you with a report of feedback of all our Ray White Nundah representatives within seven days of listing your property in regards to price.

INTERNET – To have your property listed on all the major real estate internet portals

SIGNBOARD – To have a signboard erected promoting your property.

WINDOW DISPLAY – To have your property professionally promoted on our window display.

BUYER DATABASE – To immediately match your property to our existing buyer database and try to effect a sale within the first week of receiving the listing on your property.

OFFERS – To submit to you every offer, regardless, within 24 hours of receiving it.

BUYER NEGOTIATION – To use our superior negotiation training to ensure that we extract the highest possible dollar from the purchaser who wants to buy your property.

WEEKLY REPORT – To provide you with a weekly report outlining activity and feedback in regards to the sale of your property.

ADVERTISING – To provide you with copies of all Advertising upon request.

SECURITY – To respect your security by ensuring that all prospective purchasers are qualified at inspection and are accompanied by an authorised representative.

AVAILABILITY -To be available at any time to discuss any matter regarding the sale of your property. If for some reason you are dissatisfied with any of these services, please advise us in writing immediately.

OUR SELECTION OF PROPERTIES FOR SALE

Suburb	Address	Details	Price
VIRGINIA	28 HAROLD ST	Queenslander on 809m2	\$549K
TAIGUM	27 REGENT ST	Great 4 Bedroom Apartment	\$438K
NUNDAH	4/136 NELLIE ST	Villa on the Park!	\$479K
VIRGINIA	26 PRINCE ST	D-R-E-A-M-I-N-G.....	\$799K+
WAVELL HTS	127 PFINGST RD	Rare Land Opportunity in Wavell?	low \$300's
NUNDAH	30/135 BAGE ST	Bage Street Beauty!	\$370K+
VIRGINIA	1576 SANDGATE RD	Charming Workers Cottage—2 lots!	NEG
NUNDAH	41 SURREY ST	Bring your bags, unpack and relax!	\$360K
NUNDAH	4/29 VERNON ST	Owner must sell!	\$375K+
NUNDAH	4/35 BRIDGE ST	Central Nundah Living at its Finest	\$339K
WINDSOR	1&4/93 EILDON RD	Just Complete!	\$425K+
NUNDAH	4/136 NELLIE ST	Townhouse—great start!	\$375K
NORTHGATE	7/154 GYMPIE ST	Nest or Invest....the perfect start	\$309K
NUNDAH	30 SURREY ST	Fabulous Family Queenslander on the hill...	\$760K+
NORTHGATE	107 PEARY ST	Chardy time in Peary Street....	\$747K
NORTHGATE	147 RIDGE ST	Lots of Wow...plenty of zing...	\$617K
NUNDAH	1-7/9 YORK ST	Buy off the plan and save!	\$440K
NEWSTEAD	42/20 NEWSTEAD TC	Stunning Sub-Penthouse!	\$NEG
NORTHGATE	2/89 COOK ST	Brand New in Northgate Heights	\$489K
VIRGINIA	98A ST VINCENTS RD	Why rent when you could buy	\$385K+
NORTHGATE	46 LANG TCE	Now is the right time to buy.....	\$360K
BANYO	14 GAYNOR ST	Great opportunity to invest.....	\$395K
BANYO	14 ELLAMARK ST	Banyo's Best Buy!	\$449K
NUNDAH	62 NORTHGATE RD	Pretty as a Picture	\$515K+
NORTHGATE	18/50 RYANS RD	Stylish Living	\$460K
WOOLOOWIN	2/45 MORRIS ST	Prime location with city views	\$530K
NUNDAH	13/58 UNION ST	Is This The Best Priced Unit In Nundah??	\$415K+
BANYO	30 PARADISE ST	Small Business Owners Look!	POA
BANYO	67 BLINZINGER RD	Redevelop or Renovate	\$414K
NORTHGATE	18/44 RYANS RD	3 beds, 2 bath	\$460K
NUDGEE	71 CHASELY ST	One of the best available.....	\$650K+
NUDGEE BCH	37 O'QUINN ST	Brisbane's Secret Beach 1148m2....	\$799K+
NUDGEE	24 WEYERS RD	Development or Acreage Opportunity!	NEG.
NUNDAH	18/12 GRACE ST	Nundah Investment Opportunity	\$430K
NUNDAH	5/11 LONDON ST	Huge balcony, large apart't 2 bed+study	\$450K
NUNDAH	3/51 DAVID ST	3 BED, 2 ½ BATHROOMS, DBL GARAGE	EOI
NUNDAH	2/31 MELTON RD	Stop Looking! This is the perfect property!	\$385K
NUNDAH	9/41 OLIVER ST	Secure your piece of Ansonia!	POA
VIRGINIA	26 PRINCE ST	D-R-E-A-M-I-N-G.....Resort Style Home!	\$799K+
VIRGINIA	7 KIA ORA ST	Perfect Family Home in a Quiet Location	\$469K
ZILLMERE	257 ZILLMERE ROAD	Opportunity for first home buyers or investors!	\$389K
NUNDAH	2/18 LITTLE JENNER	Fantastic 3 bed, 2 bath townhouse	\$460K

WE WOULD LOVE TO ADD YOUR PROPERTY
TO THE LIST.....

CALL US TO SPEAK TO ONE OF OUR MARKETING & SALES
CONSULTANTS TODAY!

07 3266 2055

Annual Capital Growth in Median Prices

Area	HOUSES Average Medium			HOUSES Percentage Change in Price			UNITS Average Medium			UNITS Percentage Change in Price		
	2008	2009	2010	2008	2009	2010	2008	2009	2010	2008	2009	2010
Brisbane LGA	\$500,000	\$481,856	\$490,000	10.90%	8.40%	-2.3%	\$385,000	\$385,000	\$385,000	5.00%	5.50%	-0.8%
Nundah	\$525,000	\$526,250	\$525,000	12.90%	13.90%	-4.6%	\$362,500	\$325,000	\$415,000	-8.20%	-1.00%	21.5%
Wavell Heights	\$510,500	\$467,500	\$490,000	4.90%	5.60%	3.5%	\$450,000	\$325,000	\$445,000	9.10%	2.50%	7.40%
CBD	\$525,000	\$627,500	\$687,500	-2.40%	22.9%	-15.1%	\$426,000	\$450,000	\$416,500	9.60%	3.40%	-8.40%
Northgate	\$415,500	\$460,000	\$485,000	-14.0%	18.10%	3.60%	\$360,000	\$375,500	\$410,000	-9.30%	0.90%	23.50%
Banyo	\$419,000	\$387,500	\$399,000	11.70%	2.1%	-2.9%	-	\$327,500	\$395,000	-26.80%	17.50%	-11.6%

Quarterly Capital Growth in Median Prices

Area	HOUSES No of Sales			HOUSES Average Medium			UNITS No of Sales			UNITS Average Medium		
	Jan-10	Feb-10	Mar-10	Jan-10	Feb-10	Mar-10	Jan-10	Feb-10	Mar-10	Jan-10	Feb-10	Mar-10
Brisbane LGA	1182	1295	1113	\$516,250	\$523,000	\$521,500	372	474	365	\$403,500	\$380,000	\$388,000
Nundah	11	7	8	\$542,000	\$472,000	\$615,500	5	18	11	\$410,000	\$377,375	\$345,000
Wavell Heights	11	13	16	\$555,000	\$510,500	\$524,500	1	2	4	\$495,111	\$316,500	\$476,500
CBD	0	1	1	n/a	\$525,000	\$475,000	33	41	28	\$442,500	\$408,000	\$512,500
Northgate	4	5	4	\$492,000	\$402,000	\$415,500	1	1	1	\$360,000	\$429,000	\$350,000
Banyo	7	10	10	\$400,000	\$375,000	\$444,000	0	0	0	-	-	-

Area Market Stats

January—March	Nundah	W.Heights	Northgate	Banyo	CBD
Houses sold for the Qtr	26	40	13	27	2
Units sold for the Qtr	34	7	3	0	102
Highest Qtr sale price—house	\$960,000	\$760,000	\$930,000	\$770,000	\$525,000
Highest Qtr sale price—unit	\$750,000	\$561,500	\$429,000	-	\$3,080,000
Lowest Qtr sale price—house	\$415,000	\$281,000	\$315,000	\$200,000	\$475,000
Lowest Qtr sale price—unit	\$312,000	\$285,000	\$350,000	-	\$542,959
Houses currently for sale	42	92	38	60	11
Units currently for sale	78	9	8	2	56

Summary of properties 'On The Market'—Houses/Duplex/Terrace & Units/Townhouse

Area	January		February		March		Suburb Total	Current Av. DOM /6mths
	No.	% OTM	No.	%OTM	No.	%OTM		
OTM—on the market DOM—days on market								
Nundah	23	1.51%	64	1.30%	32	1.67%	5088	73
Wavell Heights	50	1.37%	57	1.60%	70	1.85%	3948	81
CBD	34	0.39%	38	0.44%	31	0.35%	8689	26
Northgate	47	1.39%	22	1.20%	31	1.67%	2160	62
Banyo	35	1.66%	34	1.98%	42	2.33%	2527	88

OUR RECENTLY SOLD PROPERTIES

Address	Bed	Bath	Car	Price
65 Macoma, Banyo	4	2	2	\$570,000
9 Arnold St, Northgate	3	2	2	\$480,000
16 Henschman St, Nundah	5	2	1	\$597,000
4/74 Eton St, Nundah	2	2	1	\$387,000
21 Macedon St, Wavell Heights	3	2	2	\$685,000
51 Rawson St, Wooloowin	4	3	2	\$925,000
9 Jacara St, Taigum	4	2	2	\$439,000
2080 Sandgate Rd, Boondall	3	1	1	\$420,000
23 Ada St, Windsor	4	1	2	\$749,999
2257 Sandgate Rd, Boondall	3	2	2	\$400,000
4/7 Cameron St, Nundah	2	2	1	\$355,000
135 Childers St, Wavell Heights	3	1	4	\$550,000
95 Peary St, Northgate	4	2	2	\$1.02mil
20 Ferguson Rd, Northgate	3	1	3	\$540,000
20 Tufnell St, Nundah	3	1	1	\$549,000
127 O'Quinn St, Nudgee	5	3	2	\$1.025mil
82 Gold St, Banyo	3	1	2	\$374,000
21 Gaunt St, Newmarket	3	1	1	\$586,500
18 Harrow St, Nundah	3	1	1	\$600,000
3/17 Campbell Tce, Wavell Heights	3	2	2	\$405,000
1602 Sandgate Rd, Virginia	2	1	1	\$430,000
54 Carter St, Northgate	2	1	-	\$450,000
4 Darcy Ct, Bracken Ridge	4	2	2	\$445,000
41 Wellington St, Virginia	3	2	1	\$476,000
14 Ivo St, Nundah	3	1	2	\$472,000
126 Eton St, Nundah	3	1	1	\$620,000
180 Normanhurst Rd, Boondall	2	1	2	\$323,000
16/135 Bage St, Nundah	3	2	1	\$401,000
7 Caronga St, Wavell Heights	4	2	1	\$510,000
72 Pine Mountain Rd, North Ipswich	2	2	-	\$333,000
16/70 Magenta St, Wavell Heights	3	1	2	\$500,000
108 York St, Nundah	3	1	2	\$490,000
19 Alexandra St, Sandgate	3	1	-	\$730,000
3/18 Hooker St, Windsor	2	1	1	\$350,000
8 Alicia St, Nundah	3	1	1	\$469,000
2/12 Stopford St, Wooloowin	2	1	1	\$349,000
14 Gurley St, Wavell Heights	3	1	2	\$510,500
41 Rawson St, Wooloowin	3	1	4	\$580,000
25 Gympie St, Northgate	2	1	1	\$670,000
48 Tufnell St, Banyo [Land]	-	-	-	\$620,000
115 Melton St, Nundah	3	1	-	\$520,000
39 Nellie St, Nundah	2	1	2	\$617,000
8 Blinzinger Rd, Banyo	2	1	-	\$430,000
6/19 Melton Rd, Nundah	2	2	1	\$440,000
4 Victory St, Virginia	3	1	2	\$460,000
11 Ridge St, Northgate	3	1	1	\$750,000
64 Twelfth Ave, Kedron	3	1	2	\$602,000
11 Queens Rd, Hamilton	4	2	2	\$900,000

Ray White Nundah
*"the most trusted opinion
on the Northside."*

Building approvals change ahead

The collapse of apartment approvals in January spooked many in the industry and government.

The country needs more medium density accommodation but new supply seems choked - by a lack of finance as well as by planning constraints, according to a report in the AFR.

Two weeks ago RBA governor Glenn Stevens, who early identified the shortage of development finance, pointed to a turning point in approvals for multi-unit construction.

But in January other dwelling approvals, in spite of being up almost 80% on 2009, were down 19% on the month.

Strip away the 30% of approvals related to social housing programs and the numbers look even bleaker.

There is no question about the problems of finance and planning - but January is an unusual month.

Stevens, who has pretty good property intelligence, will probably be correct.

KPMG's head of real estate and construction, Steve Gatt, says funding of developments has been affected by less active lenders, tighter lending criteria and the introduction of Basel II.

RP Data—10th March 2010

Regional rents outperform city

While growth in capital city house rents has been sluggish in the past 12 months, many rural towns have seen strong increases.

According to researcher RP Data, the largest rental increases were recorded in the southern NSW town of Wagga Wagga and showed 11.1% growth over the past 12 months, reported the AFR.

"Despite the fact that property market analysis focuses on capital city markets, these results don't always reflect what is occurring in markets outside the capital city," RP Data's Cameron Kusher said.

RP Data—10th March 2010

For professional, timely advice and support in starting, growing and managing your investment portfolio, please contact Gary Olsen, Principal at Ray White Nundah.

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