



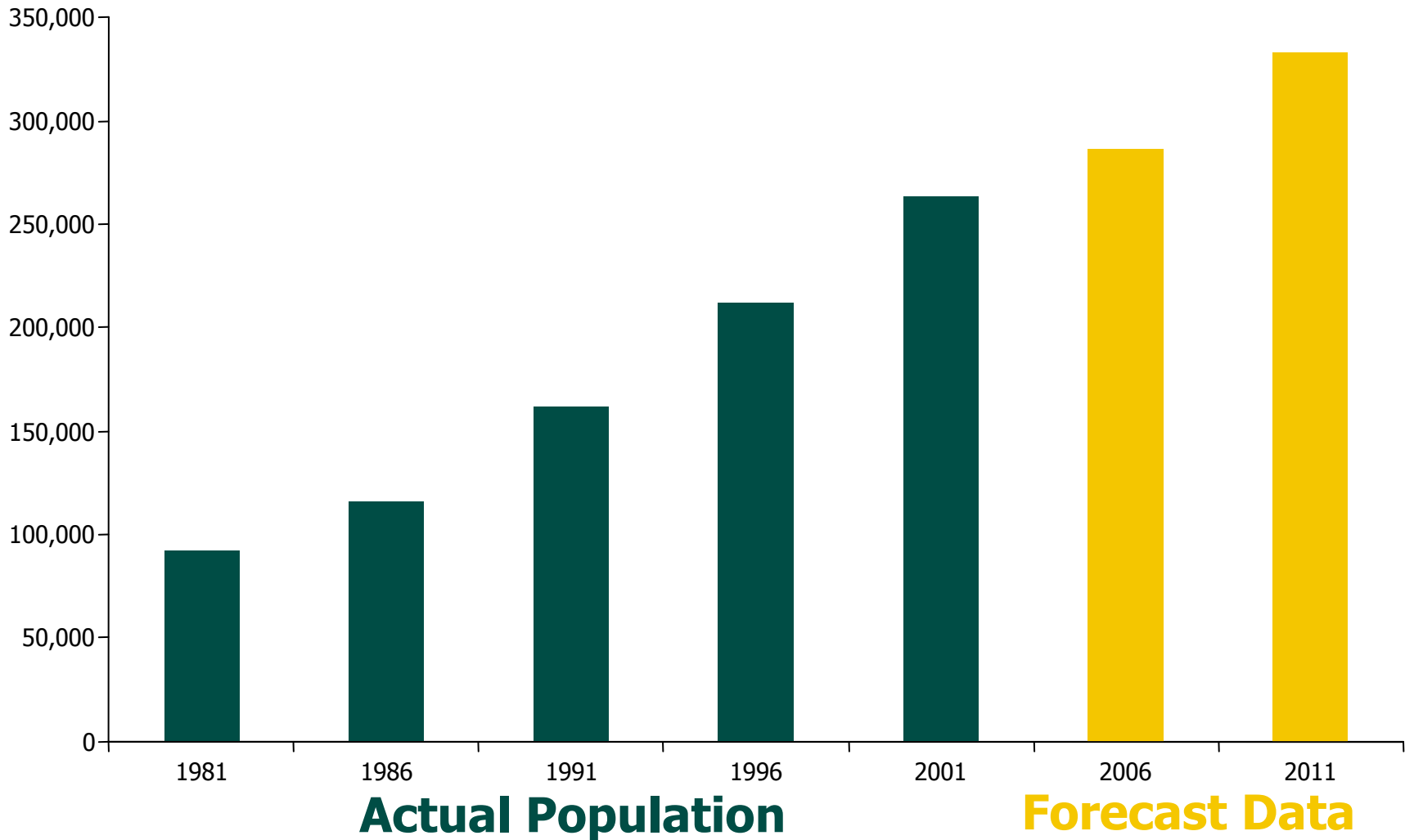
# Jeff Southwell

## Sunshine Coast

# Resident Population



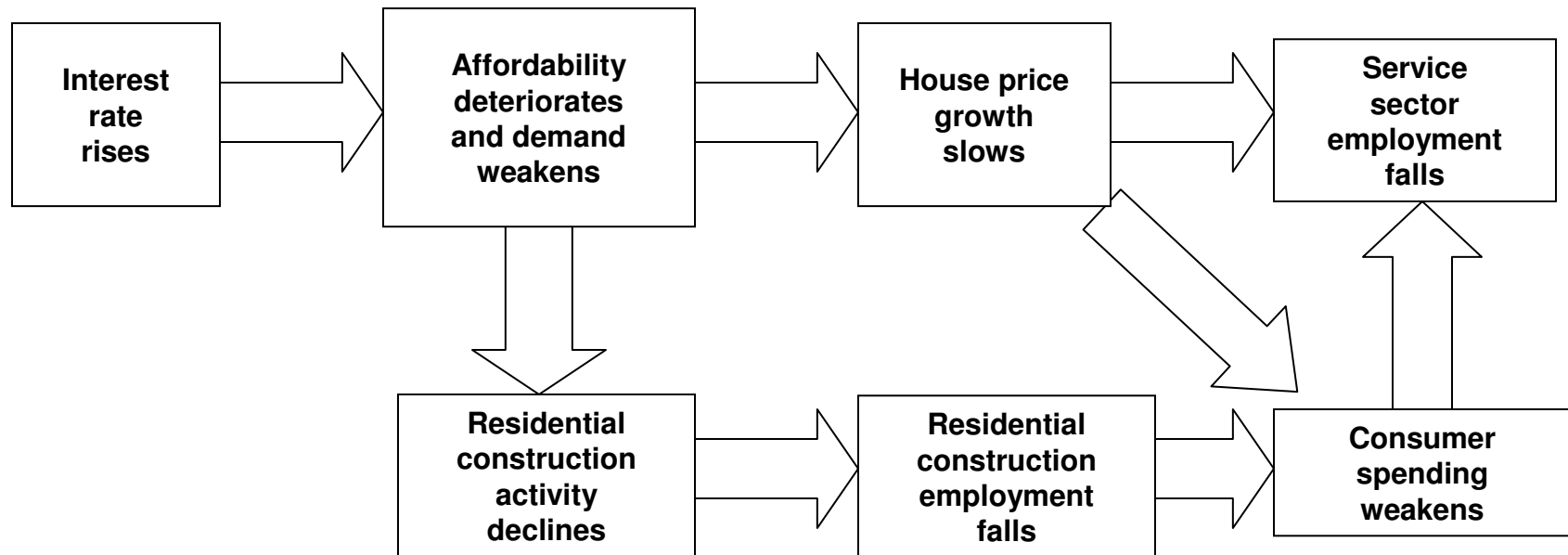
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# Flow Through From Housing Market



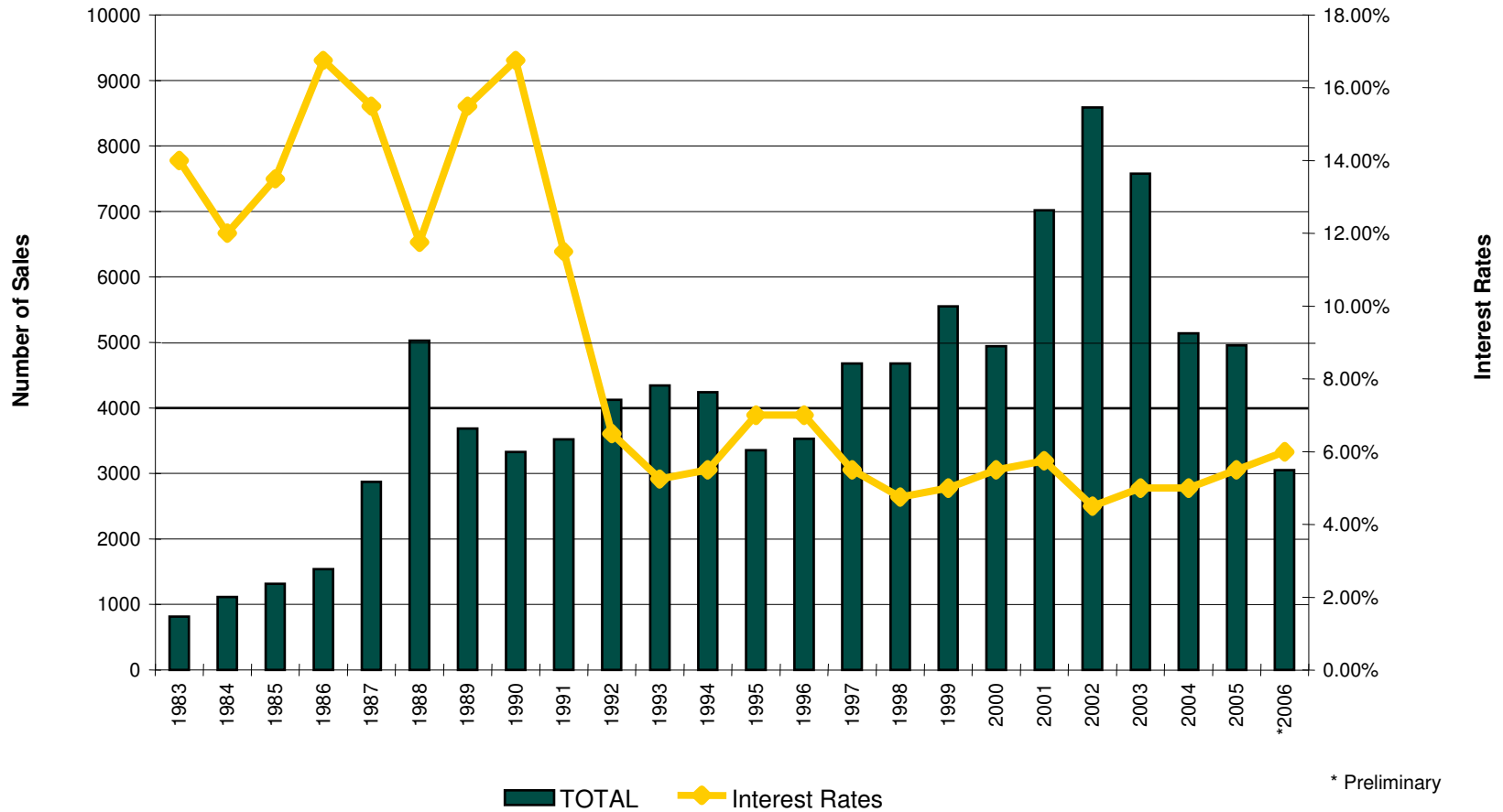
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# Dwelling Sales



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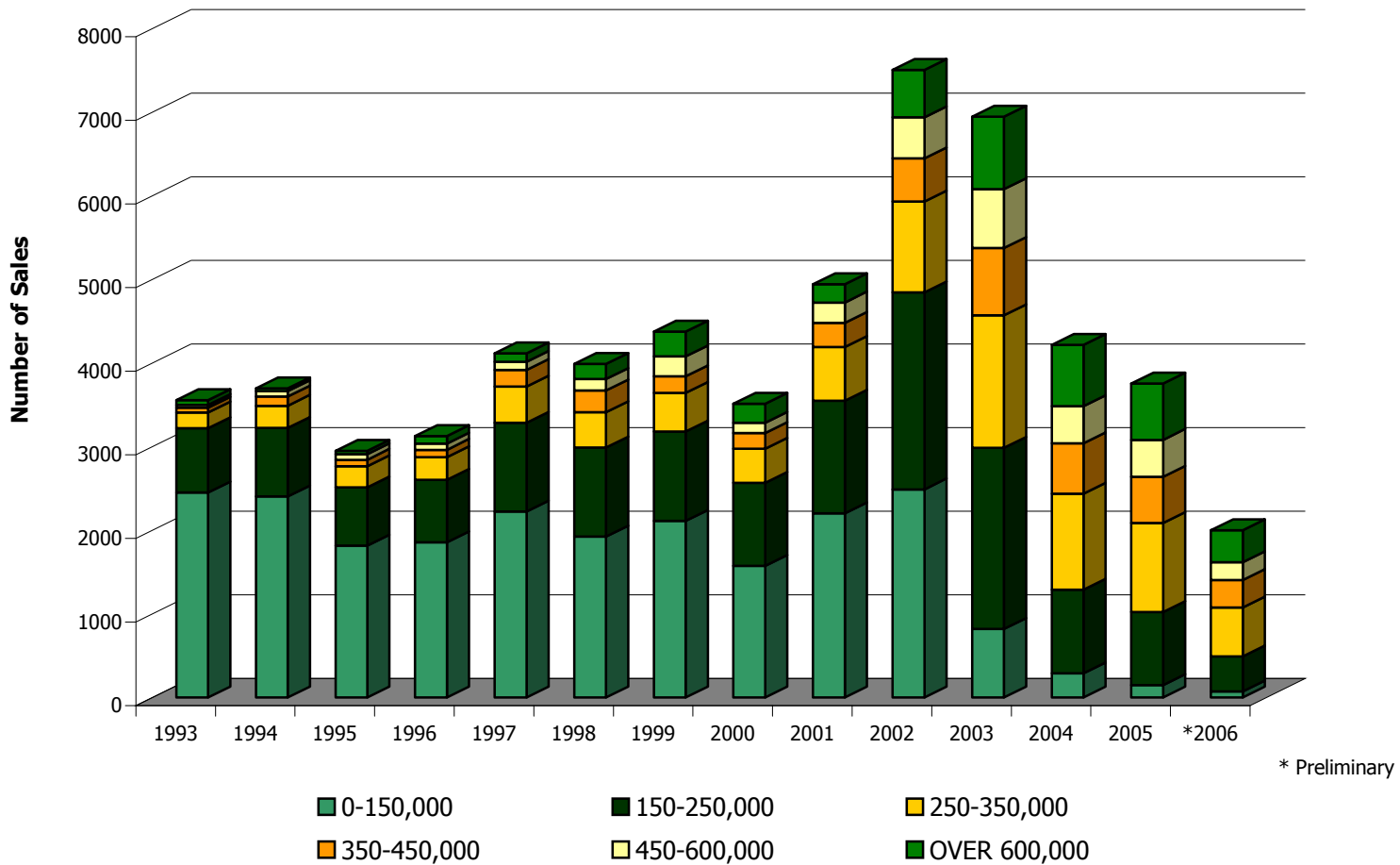


Source: RPData, Reserve Bank & HTW Research

# Unit Sales



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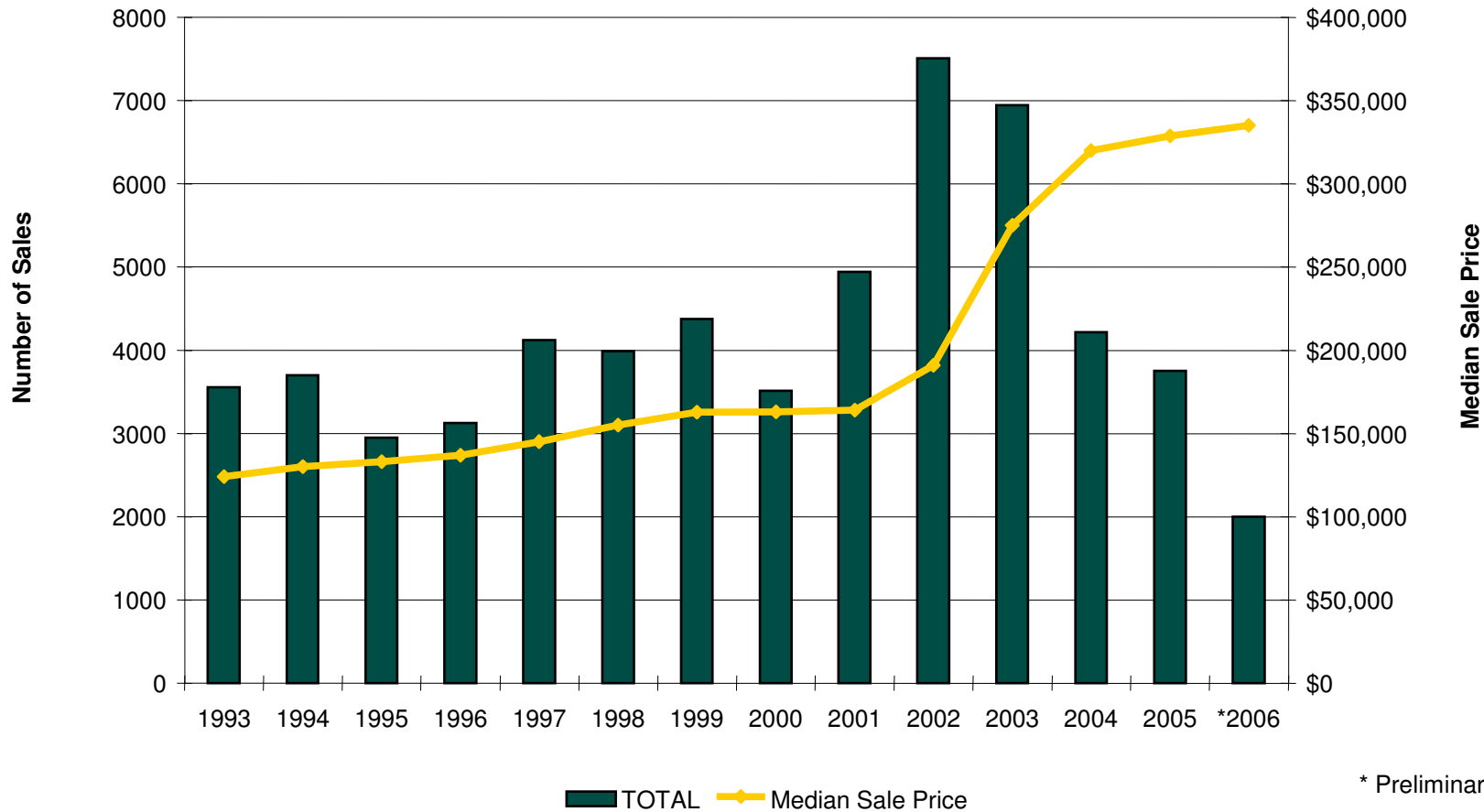
\* Preliminary

Source: RPData & HTW Research

# Unit Sales



SUNSHINE COAST

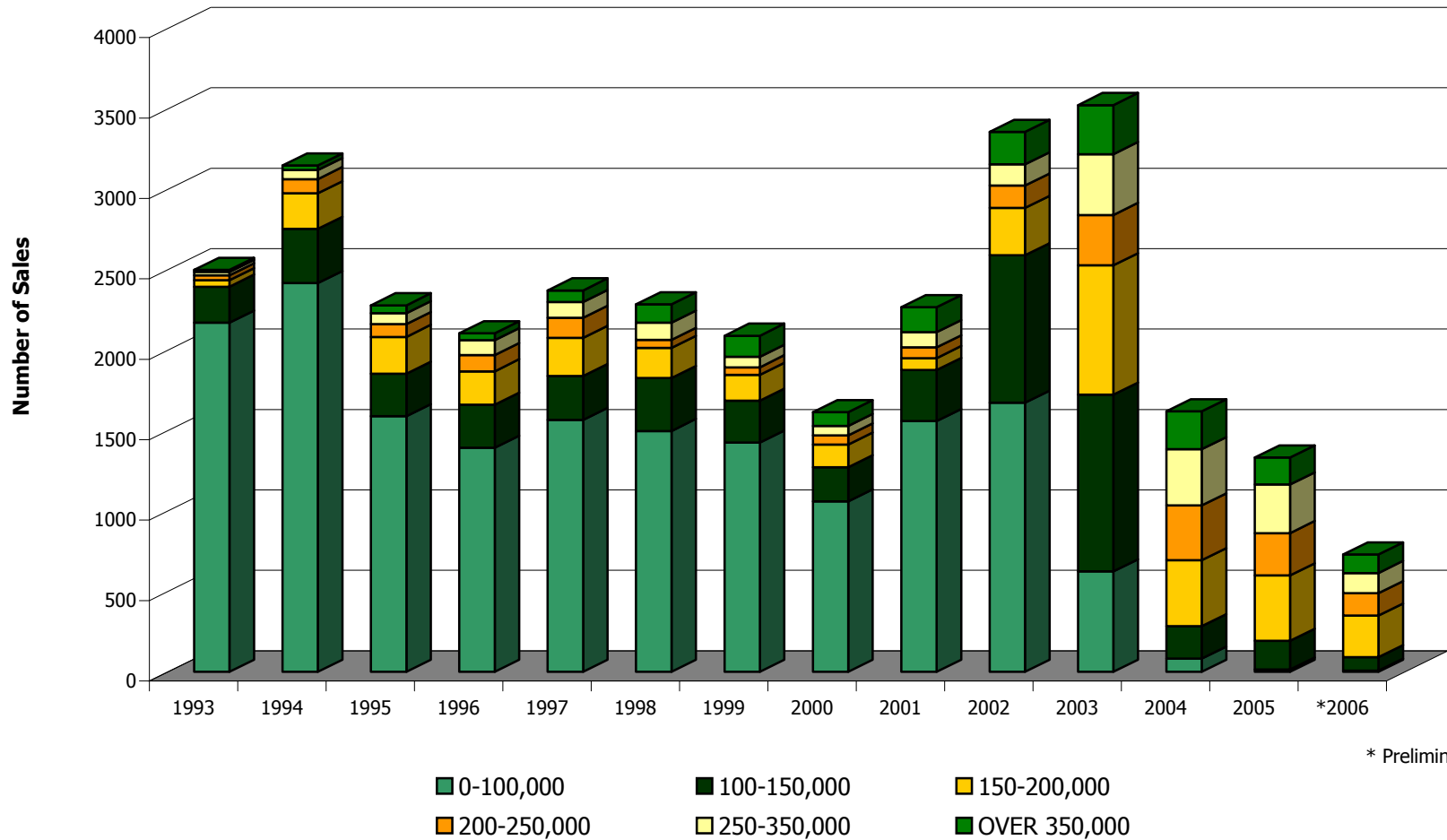


Source: RPData & HTW Research

# Vacant Land Sales



SUNSHINE COAST



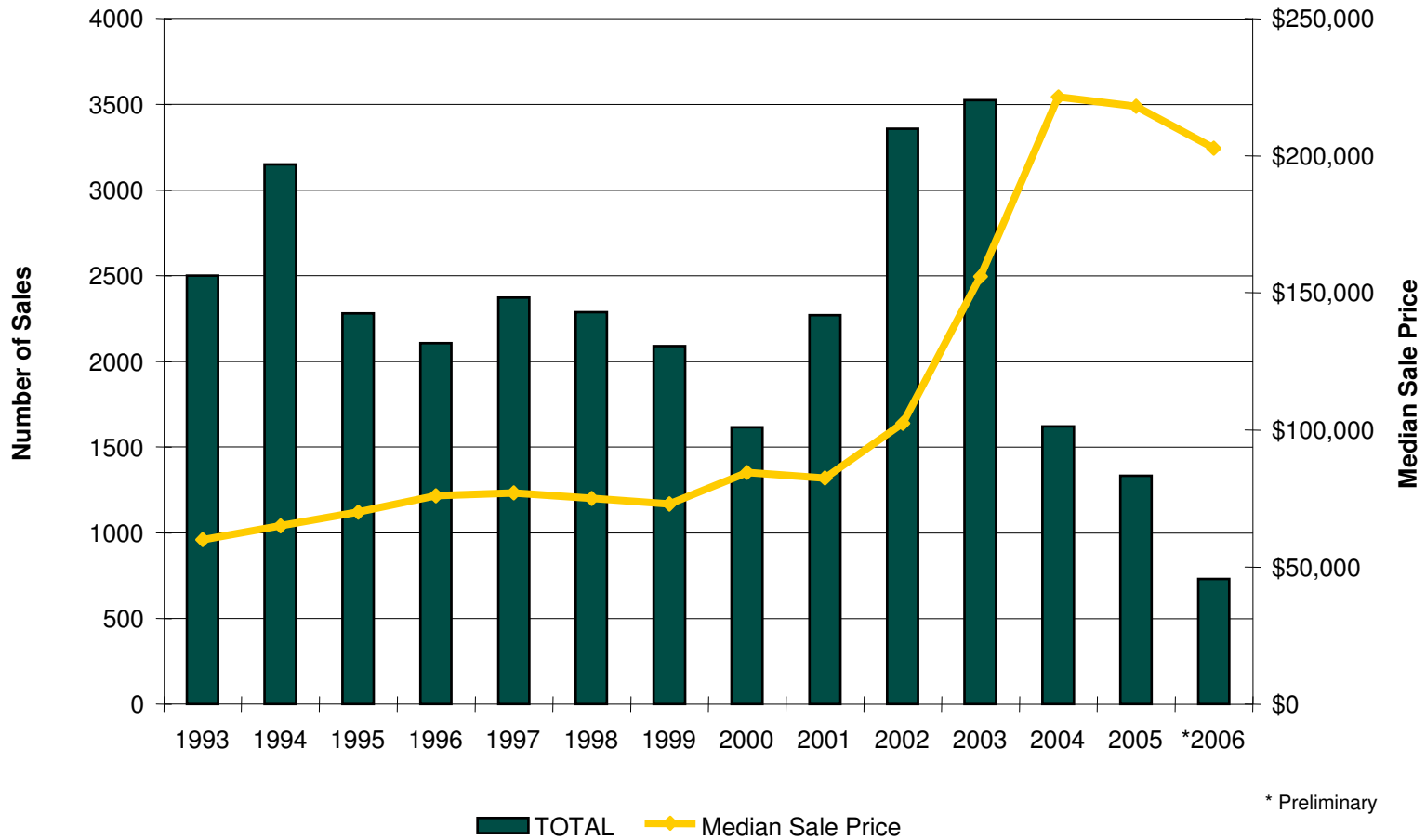
\* Preliminary

Source: RPData & HTW Research

# Vacant Land Sales



SUNSHINE COAST



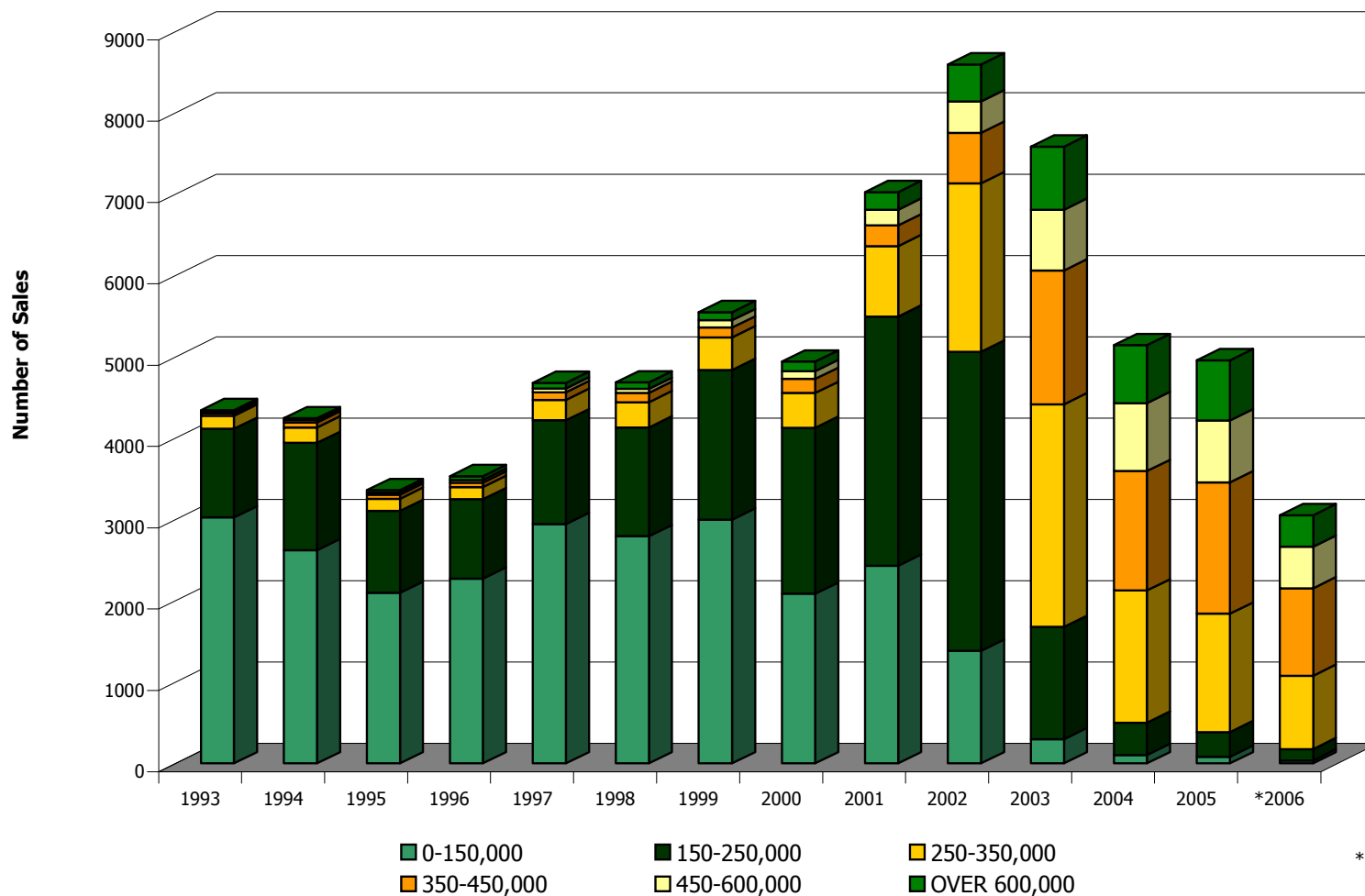
\* Preliminary

Source: RPData & HTW Research

# Dwelling Sales



SUNSHINE COAST



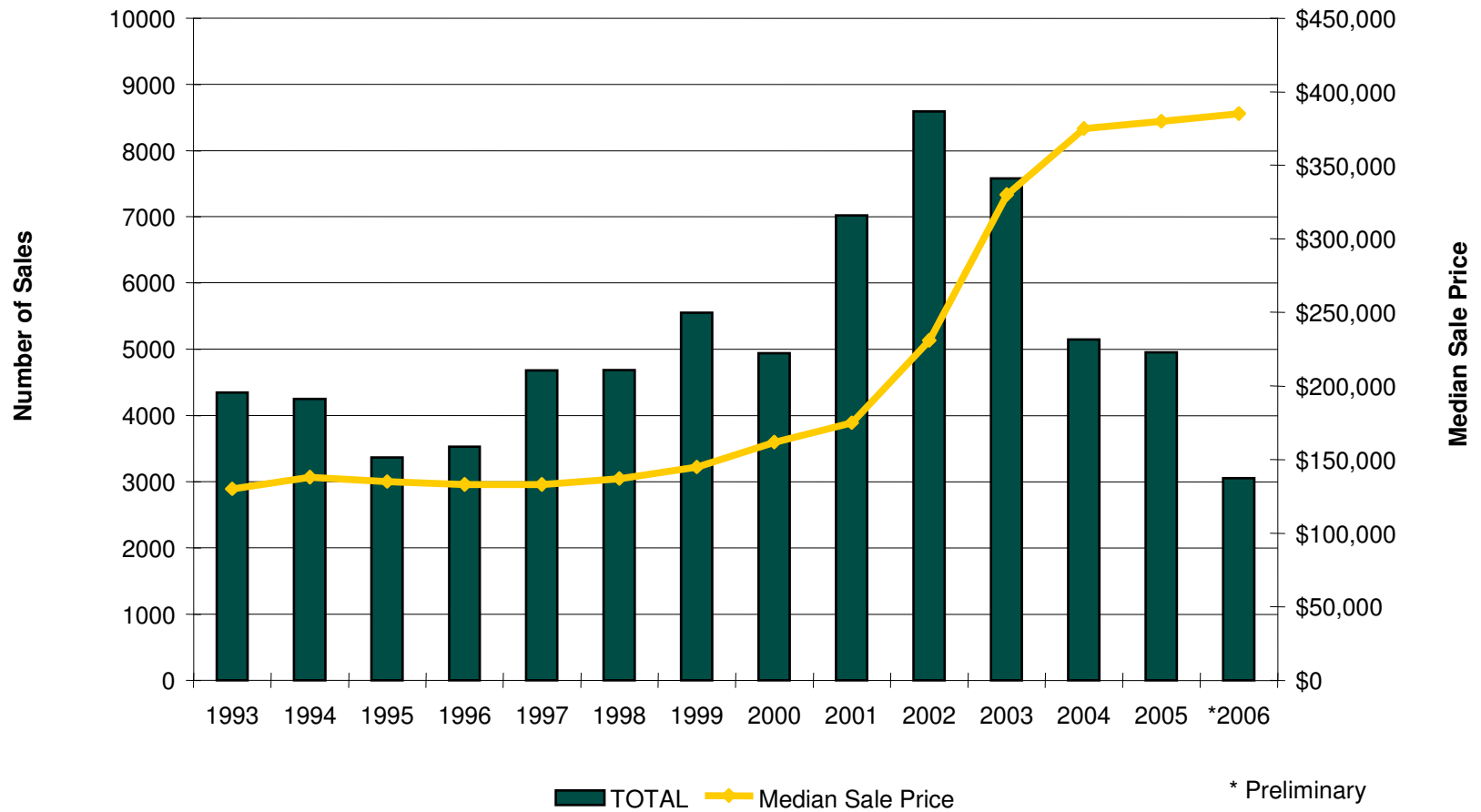
\* Preliminary

Source: RPData & HTW Research

# Dwelling Sales



SUNSHINE COAST

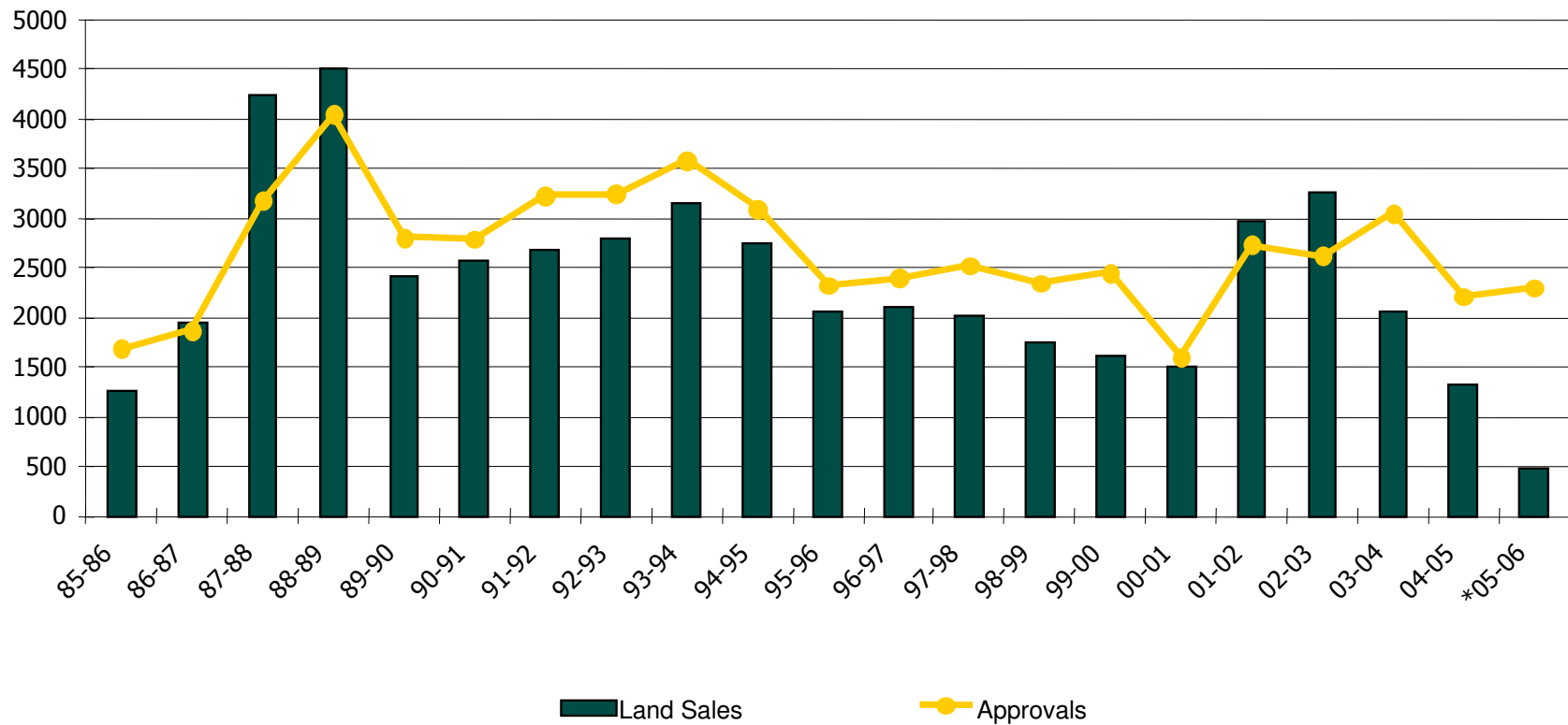


Source: RPData & HTW Research

# Land Sales & Approvals



SUNSHINE COAST

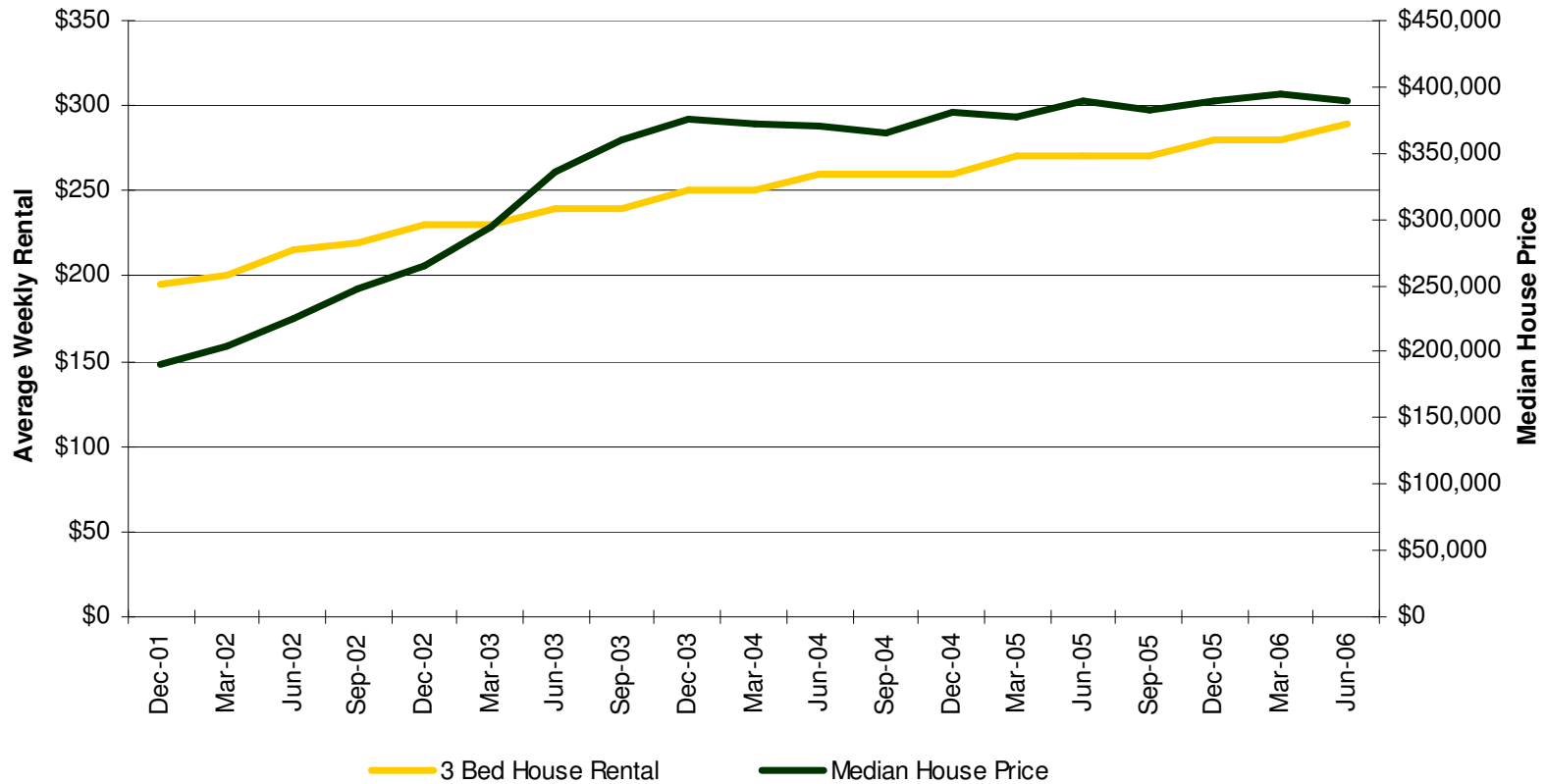


Source: RPData & HTW Research

# Investor Market - Sunshine Coast



SUNSHINE COAST



Source: RPData & HTW Research

# Residential Rate Analysis



SUNSHINE COAST

|   | Building                 | 2000-01            | 2004-05  | 2005-06  |         |
|---|--------------------------|--------------------|----------|----------|---------|
| <b>Hastings Street:</b><br>Beachfront (Lowrise) | Tingirana                | \$19,198           | \$27,119 | -        |         |
|   | Noosa Court              | \$19,026           | -        | \$30,827 |         |
|   | Netanya                  | \$13,720           | \$23,830 | \$28,458 |         |
|   | Fairshore                | \$12,173           | \$30,651 | \$30,303 |         |
|   | Laguna on Hastings       | \$7,965            | \$8,420  | \$8,276  |         |
|   | Non Beachfront (Lowrise) | The French Quarter | \$7,523  | \$6,715  | \$7,680 |
|   |                          | The Emerald Noosa  | \$4,971  | \$5,421  | \$5,915 |
| <b>Mooloolaba:</b><br>Esplanade (Highrise)      | Zanzibar                 | \$4,498            | \$9,857  | \$9,470  |         |
|   | Sirocco                  | \$5,300            | \$8,526  | \$9,071  |         |
|   | Outrigger                | \$4,060            | \$6,321  | \$6,249  |         |
|   | Oceans                   |                    | \$12,214 | \$13,058 |         |

# Retail Rental Rates



SUNSHINE COAST

|                         | 2000 - 2001        | 2004 - 2005        | 2005 - 2006        |
|-------------------------|--------------------|--------------------|--------------------|
| <b>Hastings Street:</b> | \$1,200 to \$3,000 | \$2,000 to \$3,000 | \$2,000 to \$3,000 |
| <b>Mooloolaba:</b>      | \$500 to \$1,200   | \$900 to \$2,200   | \$1,250 to \$2,200 |

# Industrial



- New 500m<sup>2</sup> buildings at \$95/m<sup>2</sup> to \$110/m<sup>2</sup> net.  
Strata units \$100 to \$125/m<sup>2</sup> net.
- Yields also continued to firm.
- Freestanding buildings 7% to 8%.  
Strata units 6% to 7%.
- Value levels increasing.
- Freestanding building up to \$1,250/m<sup>2</sup>.  
Strata units common range \$1,550/m<sup>2</sup> to \$1,650/m<sup>2</sup>.
- Owner occupiers dominating the market.





Herron  
Todd White

SUNSHINE COAST



*... This is what Koomera looked like in 1960.*



Herron  
Todd White

SUNSHINE COAST





Herron  
Todd White