



March 2018

## Colleen Coyne Property Research Company Profile

**Colleen Coyne Property Research Pty Limited specialises in strategic advice to property developers. Our research goes beyond the raw data to analyse and interpret the dynamics driving property markets. Our project-specific reports are tailor-made to assist our clients in their decision-making.**

Over recent years we have worked extensively in Sydney's growth corridors (Western Sydney, the Central Coast, the Lower Hunter and Illawarra) and in South East Queensland, particularly the Gold Coast, Tweed and Scenic Rim. While we operate across all market sectors, we have a strong knowledge base relating to residential land and apartment projects and lifestyle properties in coastal areas.

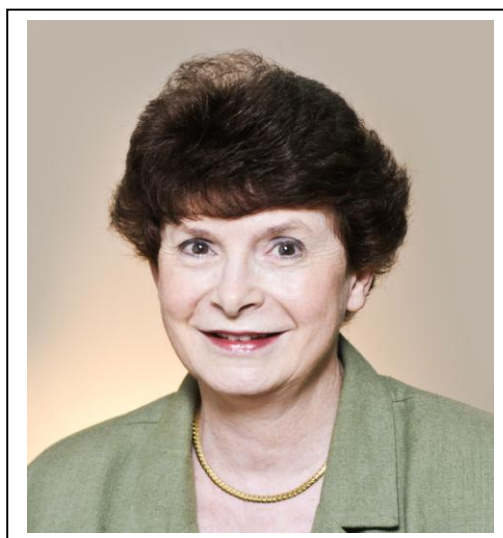
Established in 1999, Colleen Coyne Property Research is based on the Gold Coast, but operates nationally. Most of our client assignments are in New South Wales (NSW), Queensland (Qld) and Victoria. Colleen Coyne is the Director of Colleen Coyne Property Research.

Colleen was previously National Research Director of valuation company LandMark White, based in Sydney. Prior to that she was National Research Director of PRD Consulting Services Pty Ltd, based on the Gold Coast (the consulting arm of PRD Realty, now Colliers).

Our systematic approach to analysing markets means we have the capacity to enter little-known property markets and compile a detailed picture of the situation, identify the potential to create demand for a new project and advise on the likely market positioning and success of a new venture.

Wherever possible, information is collected on the ground in person (although we also source extensive secondary data).

Our services include demographics, demand and supply analysis, competitor analysis and project-specific reports, providing recommendations in respect of market positioning, target markets, product mix, design features, desirable facilities, pricing structure and likely absorption rates.



We are proud to be associated with clients who include some of Australia's leading listed companies. Our clients include Austcorp Property Group, Australand, Lend Lease, Hope Island Resort, Lewis Land, Mulpha Sanctuary Cove, Stockland, Tower Holdings, UrbanGrowth NSW (previously Landcom), Walker Corp and Winten Property Group.

While Colleen Coyne Property Research has focused in recent years on assignments for developer clients, Colleen has previously undertaken studies for National Australia Bank, Westpac Bank and Suncorp Metway. She was an external consultant to Property Investment Research (PIR) from 2000 to 2007.

Colleen holds a B.A. Dip. Ed. and Master of Urban & Regional Planning from the University of Queensland. She is a Member of the Planning Institute of Australia. She was the 2011 winner of the Urban Development Institute of Australia (Qld) Women in Development Excellence Award for industry support services.

# Major Client Assignments

The following is a selection of major client assignments, grouped by property type, carried out over more than 35 years in property research.

## Residential Estates

Toowoomba, Qld 2017  
Lower Hunter, NSW 2016  
West Byron estate, NSW 2015  
Gold Coast & Logan, Qld 2014 & 2016  
West Wallsend, NSW 2009  
West Dapto, NSW 2007-2008  
Menangle Park, Sydney 2006-2007 & 2017  
Beaudesert, Qld 2004-2006, 2010

## Residential Resort Developments

Great Keppel Island, Qld 2014 & 2015  
Sanctuary Cove, Gold Coast 2011, 2016, 2017  
Coomera Waters, Gold Coast 1997-2005  
Hope Island Resort, Gold Coast, 2001-2004  
Wallarah Peninsula, NSW 2002-2007  
Pacific Bay, Coffs Harbour NSW 1996

## Multi-Unit Residential Projects

Brisbane apartment reviews 2011-2017  
Broadbeach, Gold Coast 2010 & 2015  
Hope Island, Gold Coast 2003-2007, 2015-2017  
Surfers Paradise, Gold Coast 2004, 2008, 2015  
Harbour Quays, Gold Coast 2002-2003

## Mixed-use Proposals

Western Sydney projects, 2015-2016  
Melbourne apartments, student accommodation & retail 2013-2014  
Impact of resources projects Qld & NSW 2012  
Logan City commercial & retirement 2008  
Bankstown, Sydney residential & retail 2005  
Sundale, Gold Coast residential/office 2001  
Newstead site, Brisbane residential/retail 2000

## Commercial/Industrial/Retail Market

Ipswich, Qld mixed-use 2017  
Richlands Brisbane, Qld retail 2014  
Beaudesert, Qld retail showrooms 2010-2012  
Australian cities office & industrial reviews 2010  
Australian cities office buildings PIR unlisted trust and syndicate reports 2000-2007  
Smeaton Grange, Sydney industrial 2001  
Sydney office market forecasts 1996-1999  
Gepps Crossing, Adelaide industrial 1987  
Brisbane office market forecasts 1982

## Specialist Property Types

Child care facilities 2009, 2013 & 2017  
Retirement villages & aged care facilities 2017  
Queensland marina berth research 2006 & 2015  
Self Storage PIR evaluations 2003-2006



*Menangle Park, South West Sydney*



*Hope Island Resort, Gold Coast*



*Harbour Quays, Gold Coast*