COMMERCIAL AGENCY OF THE YEAR
NATIONAL 2010, QLD 2011, QLD 2010, VIC 2010
VIC 2009, NSW 2009, NSW 2008, ACT 2007
REIA

IE THAT BEARS NO COMPARISON

FOR SALE

Richmond: 588 Swan Street - Access from Yarra Boulevard

830sqm* site with 3 street frontages, surrounded
heritage listed gardens and Crown parkland

oned 'Business 2', with any development to
nefit from uninterrupted Yarra river views **

bstantial existing improvements leased to ASX
ted tenant returning $826,981 per annum*

isting lease is of a "double net" nature
piring 2013 with no options

development site that stands on its own, a
cation where people want to live and work

Sale by Public Expressions of Interest closing:
ay 6th May 2011

k Wizel
694 756 / 03 8621 3315

Andrew Dawkins
0419 317 006 / 03 9863 5301

ox
ject to relevant approvals

Level 32, Rialto North Tower, 525 Collins Street, Melbourne

cbre.com.au

Hard-hit

AFR 21-26/4/11

South-east Qld

Michelle Singer

South-east Queensland's property prospects are a mix of the good, the bad and the ugly.

Regional cities are unable to meet demand from multibillion-dollar resource projects, while the slowdown in tourism, retail and construction sectors pushes values lower in coastal areas.

Since the start of the global financial crisis in 2008 prices have fallen up to 50 per cent in regions such as the Gold Coast and Sunshine Coast.

Last year's rising interest rates, the withdrawal of the federal government first-home buyer incentives and the January floods all hurt investor confidence in Brisbane.

Financial service firm JPMorgan

COMMERCIAL AGENCY OF THE YEAR
NATIONAL 2010, QLD 2011, QLD 2010, VIC 2010
VIC 2009, NSW 2009, NSW 2008, ACT 2007
REIA

L ASSET

TENDER

y to Chinatown*

eady to

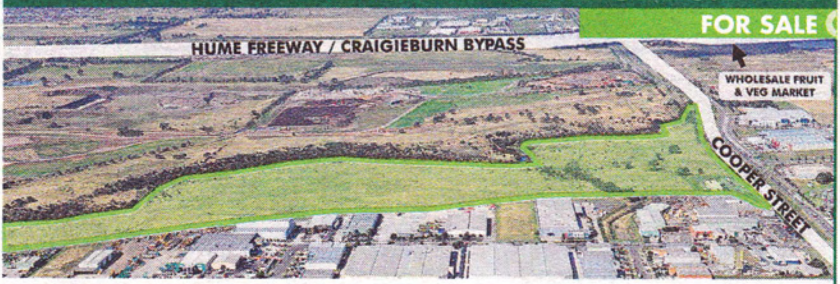
02 9283 8383

George Street, Sydney

n.au/5771569

INDUSTRIAL DEVELOPMENT SITE OF 20.91HA*

FOR SALE



VIC, Somerton: 810 Cooper Street

- Net development land 20.91Ha*
- Cooper Street frontage (675 metres*)
- Plan of Subdivision pending
- Only 1.4kms* to Craigieburn By-pass
- Due diligence material available

For Sale by Expressions of Interest closing Wednesday 25th May 2011 at 3.00pm

savills

Michael Green
0419 380 315
Greg Jensz
0418 568 109

CBRE
CB RICHARD ELLIS

Dean Hunt
0418 543 361
Matt Sampson
0409 351 814

*approx

Level 32, Rialto North Tower, 525 Collins Street, Melbourne

cbre.com.au/5770787

oceanfront areas wait for the sea-changers

has labelled the state the toughest market in the country after a tour of commercial and residential property. Despite signs of stabilisation, market sentiment and activity is subdued.

RP Data's senior property analyst Tim Lawless said this was harsh for home owners but created opportunities for prospective buyers.

Markets that relied on tourism were hardest hit, suffering as sea-changers and baby boomers delayed or abandoned plans to move to coastal areas.

"Buyers targeting recent apartment developments are likely to find prices well below what the current owners paid," he said.

"But don't expect any short-term gains, it is likely these markets will continue to languish until demand from the sea change and investment segments improve and supply levels are absorbed."

JPMorgan advises buyers to avoid the Gold Coast. **Photo** Glenn Hunt

Positives for medium to long-term investors include Brisbane's improving infrastructure, which has brought some suburbs "closer" to the CBD, according to national valuer Herron Todd White, which suggests price points, rents and ability to add value are crucial.

Second-hand units within a 5km radius of the CBD or close to new transport epicentres, shopping precincts and a university or hospital could also provide value.

Valuers warn about flood "bargains" because of the risk to potential purchasers who may avoid affected suburbs for years.

JPMorgan said property priced between $400,000 and $800,000 in Brisbane's northern growth corridor was a strong performer because of healthy population levels (growing at 1.8 per cent) and wage increases above the national average.

Analysts did not feel as confident about the Gold Coast or Sunshine Coast because of rising unemployment and a glut of stock on the market.

"Demand for higher-end housing product (above $1 million) still appears very limited, with little if any demand from foreigners – a key differentiator with the southern states," JPMorgan said.

"The Gold Coast, in our view, is to be avoided, with up to three years of pain to be worn due to excess supply and growing unemployment.

"The Sunshine Coast is patchy and in need of more affordable product to suit essential workers."

Fundamentals such as proximity to the CBD, transport and amenities were key for Gold Coast investors, property researcher Colleen Coyne said, with counter-cyclical buyers advised to take a medium- to long-term view as the market is likely to remain tough for at least another year.

"It's hard to determine what the turning point for the market will be. There is rising unemployment and we still have an oversupply in the apartment market."

More opportunities, next page