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REALTY

## Market Research & Development

Homestates Market Research & Development (R&D) provides leading knowledge and real-time analysis on the Australian property market.

Established to support investors and clients with a comprehensive overview of the local market, the R&D team strives to apply its expertise in creating informed decisions and confident purchases.

R&D forms one core node of Homestates' client-centric services: As a leading Australian intermediary consultancy group, Homestates provides integrated services including property investments, property sales, property management and immigration and education services.



**Ri Maksirakul**  
Property Specialist



### \$27.5B Was Made in Real Estate Sales between These Two Council Areas

The two council areas Brisbane and Gold Coast have made us Queenslanders proud, beating major cities such as Sydney and Melbourne, generating a grand total of \$27.5B in real estate sales in 2016.

The newest council region property sales data released by CoreLogic showed that Brisbane had the highest value of sales at \$16.8B over the year, whilst Gold Coast held \$10.7B.

Brisbane had achieved over 26,428 sales in 2016, which was lower in comparison to the 31,443 sales it made in 2015. Gold Coast has also fallen short from 20,616 to 19,224 over the same period.

Despite the sales values receding by -11.2% compared to the 2015 results, and Gold Coast narrowly contained its fall to just -2.2%, Brisbane and Gold Coast have performed marvellously well, topping the nation with a strong performance of \$27.5B in sales, said researcher Cameron Kusher from CoreLogic.

"This suggests that the increase in value has been more driven by an increase in values of properties rather than an increase in turnover", said Mr. Kusher.

Although some may worry the decrease in sales from the 2016 data may affect the coming year of 2017, expert Paul Glossop from Pure Property Investment believes that Brisbane will continue to show a nice period of continual growth into 2020.

Top 6 Sales Result Council across Nation

Rank	Council	State	Sales result
1	Brisbane	QLD	\$16.8B
2	Gold Coast	QLD	\$10.7B
3	Boroondara	VIC	\$4.98B
4	Sydney	NSW	\$4.93B
5	Sunshine Coast	QLD	\$4.39B
6	Moreton Bay	QLD	\$4.36B



Paul Glossop

Director of Pure Property Investment

"Its limiting factor in the past has been state government commitment to large-scale infrastructure projects, however, we are starting to see some stronger and more stable jobs figures and in the pockets of Ipswich, Lower Logan/Beenleigh and Moreton Bay. " said Glossop.

Moreton Bay has made a total of \$4.36B in 2016, making it the top 6 council area in sales result across the nation. The area offers an extremely affordable price point, with outstanding yields and a building supply of jobs vacancy. Glossop said Moreton Bay shows a great potential for capital growth under \$450,000.

"We see some excellent opportunities to pick up properties around the \$300,000 mark in areas which are seeing large scale gentrification and great yields", he said.

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