



AQUILA
PROPERTY INVESTMENT

HOW TO INVEST SUCCESSFULLY ON THE GOLD COAST

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PROPERTY INVESTMENT



WHY INVEST ON THE GOLD COAST?

The Gold Coast is one of Australia's favourite holiday destinations. But what makes it a good place to invest in property? Here are five of the top reasons I think it will be great place to invest in the future.



PERFORMANCE



POPULATION



JOB



ACCESSIBILITY



LIFESTYLE

STRONG PERFORMANCE

The Gold Coast has been a strongly performing property market over the last 20 years. The median house price has tripled from 1998 to 2018, which equates to annual growth of 6.3%. Combined with a average rental yield of 4.3%, that's an exceptional return of 10.6% per year.



Capital Growth

6.3%

1998-2018



Rental Yield

4.3%

1998-2018



Annual Return

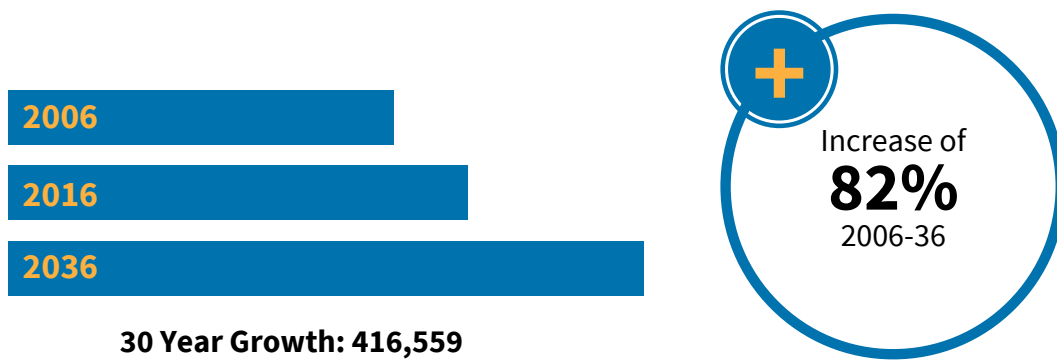
10.6%

1998-2018



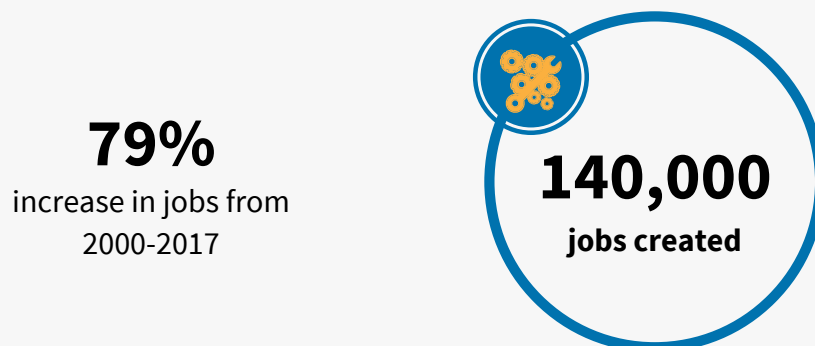
POPULATION GROWTH

The Gold Coast is one of the fastest growing regions in Australia, with a growth rate of 2.3% per annum over the last 10 years. This is likely to remain at 2.1% over the next 20 years, well above the Australian and Queensland average.



JOBS GROWTH

The Gold Coast has experienced the third-largest increase in the percentage of jobs created of any region in Australia. Strong opportunities for employment growth remain in construction, services and the knowledge economy, as the city continues to expand rapidly.





ACCESSIBILITY

Located within an hour of Australia's third-largest city, and with 40 daily flights to Sydney and Melbourne, the Gold Coast is Australia's most accessible lifestyle city. This is driving record tourist numbers, as well as strong interstate migration.



**TOURISM
NUMBERS P.A**

13,000,000+



**PASSENGER
ARRIVALS P.A**

6,490,000



**WEEKLY DIRECT
FLIGHTS**

380



**DAILY TRIPS BETWEEN
BRISBANE AND GOLD COAST**

144,000

LIFESTYLE

The Gold Coast's sub-tropical climate and stunning geography allow for an exceptional year-round outdoor lifestyle, and the city also boasts an incredible variety of dining and cultural options. With personal mobility better than ever before, the coast is attracting new residents from a wide range of demographics seeking a higher-quality lifestyle.



**57 km
OF BEACHES**



**100,000
Ha.
RAINFOREST**



**300
DAYS OF
SUNSHINE**



**21-29°
AVG MAXIMUM
TEMP**



PROPERTY INVESTMENT

Strong population and economic growth has created consistent demand for property on the Gold Coast. To house the continuing population growth, the Gold Coast will need to build many more properties. Understanding what will be built, where they will be built, what will be oversupplied, and what will be scarce, is the key to successful property investment on the Gold Coast.



INVESTING ON THE GOLD COAST

One of Australia's most exciting and fastest-growing cities, the Gold Coast has a range of different property and suburb options for the property buyer. We break down the different areas and property types that'll you'll find in the Gold Coast Property Market.



An aerial photograph of a waterfront residential development. The houses are large, multi-story buildings with modern architecture, many featuring swimming pools and private docks. The water is a deep blue, and several boats are visible in the marina. In the background, there are more buildings and a city skyline under a clear sky. The entire image is overlaid with a semi-transparent blue filter.

**WHERE
CAN YOU
BUY
PROPERTY
ON THE
GOLD
COAST?**



BEACHSIDE SUBURBS

This is the most well-known and popular part of the Gold Coast, running 30 kilometres north-south from Main Beach to Coolangatta. The Gold Coast boasts some of the best coastline in Australia, with uncrowded beaches, year-round swimming and plenty of surf. The beachside suburbs of the Gold Coast offer considerable variety for the property buyer. Surfers Paradise and Broadbeach are the most densely-populated suburbs, and house the highest concentration of cafes, restaurants, nightlife and entertainment.

Properties are almost exclusively apartments, with options ranging from low-rise walk-ups through to towering high-rises. The seduction of high-rise living can be strong, but you'll need to be careful to avoid paying too much or being crippled by soaring body corporate fees. Main Beach, to the north of Surfers Paradise, is well-located but with higher-end feel, property is more scarce here which holds up values better.



Surfers Paradise looking North from Broadbeach. The busiest of the coastal strip, this is the centre of the Gold Coast's nightlife and entertainment.

Moving further south are the suburbs of Mermaid Beach, Miami and Burleigh Heads. This area is more dominated by locals, and offers a combination of relaxed, lower-density living and the convenience of its central location. Burleigh Heads and Nobby's Beach (at the southern end of Mermaid Beach) are the two dining and drinking hotspots of the area; there are also a number of fashionable restaurants and bars appearing along the Gold Coast Highway in Mermaid Beach and Miami.

Burleigh Heads, with its famous surf break, north-facing headland and national park, epitomizes the laid-back cool of the Gold Coast away from the tourist strip. Property types here include detached houses and duplexes (you'll pay a substantial premium to be 'beachside' of the Gold Coast Highway), as well as low to medium-rise apartment complexes. Anywhere off the noisy highway, within walking distance to the beach and shops, and outside of the larger, resort-style complexes is an attractive property in this area.

Heading over Burleigh Hill brings you into Palm Beach - the beginning of the Southern Gold Coast. Previously avoided due to an unsavoury reputation for drugs and crime, Palm Beach has boomed recently, on the back of a great location bordered by the beach, the Tallebudgera and Currumbin creeks and the M1 motorway. Cafes and restaurants have flocked to the area, and a scarcity of good property has driven prices up.



Burleigh Hill, with the Burleigh National Park to the left. With north-facing views and great access to the Burleigh cafe and bar precinct, this is one of the most sought-after locations on the Gold Coast.

We are now starting to see prices settle and a number of new apartment complexes spring up - this should improve supply and affordability, but traffic is a growing problem. As you head towards the Queensland border, you'll hit Currumbin, Tugun and Bilinga; suburbs with great beaches and lower-density development, particularly along the beachfront. Currumbin and Tugun are both home to good local shops, cafes and restaurants. Aircraft noise is an issue here as the suburbs lie directly on the flight path.

Finally you'll reach Coolangatta. Coolangatta is its own entity, with a decent shopping mall, a cinema, and many cafes restaurants, bars and pubs. Between the beaches of Kirra, Coolangatta, Greenmount, Rainbow Bay and Duranbah (D'Bar), it has a fantastic mix of north-facing, protected beaches, as well as the most consistent surf on the coast.



It's a little sleepy at times, but there is a growing culinary scene. Properties range from multi-millionaire dollar penthouse apartments and hillside mansions all the way down to small 1-bedders, and most things in between - most properties here are apartments, and there are some good options in smaller complexes within walking-distance to the beach and amenities.

The eastern end of Coolangatta; Rainbow Bay, Snapper Rocks and D'Bar beaches are pictured, as well as the mouth of the Tweed River. These are the most protected beaches on the Gold Coast and the best locations for surfing. They are only a 5 minute drive from Gold Coast International Airport.



BROADWATER SUBURBS

North of the beach strip lies the Broadwater; which acts as the mouth of the Nerang and Coomera Rivers and is a popular and attractive location for boating and other water activities. The largest suburb on the Broadwater is Southport, which is the Gold Coast's CBD and a Priority Development Area.

This means lots of new apartment developments, so it's not a great area to buy one, as there's always going to be lots to compete with yours. On the other hand, there are lower-density areas to the south and west of the CBD, which offer a range of houses, townhouses and boutique apartments in a quieter, but still very convenient part of the Gold Coast.



The suburb of Labrador, with the Broadwater to its east. Well-located near to many of the professional jobs on the Gold Coast, this area is growing in sophistication.

Further north are the suburbs of Labrador, Biggera Waters and Runaway Bay. These suburbs have traditionally held a held a bad reputation for crime and welfare dependency, but there are definite signs of gentrification.

There is plenty of new construction and home renovations, while the cafe scene is improving - Chirn Park in Labrador is a good example. Runaway Bay and Biggera Waters also have a number of canals, some with bridge-free access to the Broadwater, and offer a mixture of waterfront housing types including detached houses, townhouses and apartments.



CANAL SUBURBS

The Gold Coast is famous for waterfront properties - many of the more affordable options are located along the many canals in the city. These are navigable by boat and many have direct access to the Broadwater and the ocean. There are a number of centrally located 'waters' suburbs, including Broadbeach Waters, Bundall, Clear Island Waters, Mermaid Waters & Burleigh Waters - unrenovated houses can be bought for a million dollars or below, while higher end properties start from 1.2 million dollars+.

Properties off the water are still popular in these suburbs and are substantially lower in price. These are established suburbs and most houses are older (although many are renovated) - this does come with the advantage of bigger blocks, some up to 1000 square meters or more.



Looking south over the Nerang River into Bundall, Broadbeach Waters. Clear Island Waters. The many rivers and creeks on the Gold Coast have allowed for extensive canals, providing relatively affordable waterfront property for a city of its size.



SUBURBAN GOLD COAST

As a growing city, the Gold Coast isn't just the glitter strip - it's also home to a variety of established and new suburbs in the more traditional suburban mold. Centrally-located suburbs include Ashmore, Benowa, Parkwood & Molendinar, which are seeing a revitalization as the commercial development on the coast continues, and available land becomes more scarce. Further west along the M1 motorway lie Nerang, Highland Park, Carrara and Worongary; these suburbs are less convenient, but often have larger blocks and more of a hinterland feel.

Robina and Varsity Lakes are newer suburbs, built around the Robina Town Centre and Bond University. Properties are generally more modern here and there is a greater mix of property types, including numerous townhouse and apartment complexes. However, block sizes are usually smaller here. Houses and townhouse make good purchases in the suburbs, but I would recommend caution regarding apartments here - beachside apartments on the Gold Coast often produce lacklustre returns for their buyers; for suburban apartments, this is doubly true.

To the north of the Gold Coast lie the older suburbs of Helensvale and Oxenford, and the newer estate suburb of Pacific Pines. Located along the M1, these suburbs are still reasonably convenient to the Gold Coast, and the Helensvale Town Centre is coming alive thanks to the popular Night Quarter markets and the new light rail connection. Pacific Pines remains reasonably affordable, where a modern home on a decent block can be bought at the \$500,000 mark, while Helensvale and Oxenford have larger blocks but older houses, as well as some more affordable duplexes and townhouses.

The northernmost suburbs of the Gold Coast include the newer development suburbs of Coomera, Pimpama and Ormeau. These are the most affordable suburbs for housing on the Gold Coast, but also have the most new supply and the highest proportion of renters. Some estates are better than others; look for bigger blocks, that are closer to shops with a higher percentage of owner occupiers. Stay away from larger townhouse complexes - these will become the slums of the future with high numbers of tenants and little capital growth.



Traditional suburbs on the Gold Coast still possess a high degree of amenity, with an attractive mix of water and greenery spread throughout.



GOLD COAST HINTERLAND

The Gold Coast Hinterland offers a unique lifestyle and investment opportunity for property buyers. The region boasts large acreage properties located in sub-tropical rainforest, within easy striking distance of the Gold Coast and its beaches. Running from Willow Vale in the north to the Tweed Valley in the South, the hinterland enjoys excellent rainfall, lush volcanic soils and stunning natural beauty. The northern part of the hinterland is more pastoral; suburbs such as Willow Vale, Mount Nathan and Clagiraba are perfect horse country. They lead into the dense rainforest of Tamborine Mountain, which has turned into a food, drink and B & B haven.

The central Gold Coast hinterland has beautiful yet highly accessible suburbs such as Tallai, Mudgeeraba and Bonogin. Here you can purchase an acreage property with genuine volcanic rainforest, and only be 10-15 minutes from the Robina Town Centre and the M1. The housing mix varies from traditional suburban blocks to larger acreage properties with sweeping views of the Gold Coast or the Springbrook Plateau.



Traditional suburbs on the Gold Coast still possess a high degree of amenity, with an attractive mix of water and greenery spread throughout.

As the terrain becomes more mountainous further to the south, the hinterland opens up into two distinct valleys created by the Tallebudgera and Currumbin creeks. The Tallebudgera Valley and the Currumbin Valley both offer stunning, secluded acreage properties within easy striking distance of the coast; a combination rarely found throughout the rest of the country. As investments they offer genuine scarcity and a stronger rental return than your average rural property.

Across the border into New South Wales is the Tweed Valley. The ancient volcanic plug, Mount Warning, is at the valley's centre, creating a stunning backdrop to what is some of most fertile and beautiful country in Australia. The major township of Murwillumbah offers affordable housing opportunities, while larger properties throughout the valley can be bought for under a million dollars. Strict development controls limit the number of properties in the valley, which should lead to continued price growth in this unique part of the world.



INVESTMENT PROPERTIES TO CONSIDER



Properties with good amenity, but also close to job sources and quality infrastructure.



Flexible properties that appeal to a range of different buyers and renters, such as modern detached houses, duplexes, townhouses and units in small complexes.



Properties within the key price range of \$350,000-\$750,000.

INVESTMENT PROPERTIES TO AVOID



High-density units, particularly within Surfers Paradise, Broadbeach and Southport. There is almost no demand from locals for these properties, and there continual issues with oversupply



Be very careful about new house and land packages and townhouses in the northern growth corridor. There is a lot of new supply coming on here and many are overpriced, with large commissions built in for those selling them.



Lifestyle properties with 'resort' style facilities - these are generally too expensive and have large body corporates, making them unattractive to the average owner-occupier.



WHAT ARE THE PROBLEMS FOR GOLD COAST PROPERTY BUYERS?

We help clients to buy high-quality properties on the Gold Coast, either to live in or to invest. We're a little different to your average Buyers Agent, however. We provide specific, tailored services to address the gaps you may have in your property buying process. These include:



KNOWLEDGE

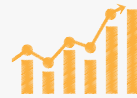
As a property buyer on the Gold Coast, there are a number of important questions you might be asking yourself:



What are the right suburbs to invest in on the Gold Coast?



Is it better to buy near the beach?



Which suburbs in my price range have the best future growth prospects, based on future job, income, and infrastructure growth?



Where are the nicest parts of the Gold Coast to live?



Should I buy traditional house and land, a townhouse or an apartment?



Where will there be an oversupply of properties in the future, and where will there be a scarcity?



What type of design and construction type will cause me the least problems in the future?



If you'd like help getting answers to these questions, we can work with you to develop an independent and detailed purchasing strategy for the Gold Coast market, tailored to your price point and criteria.



TIME

Successfully buying a property can take up a lot of time and stress. Property buying tasks include:



Researching available properties



Contacting real estate agents



Inspecting properties



Determining a property's value



Conducting due diligence



Making offers



Obtaining finance



Organising Building and Pest Inspections and Insurance



Working with a conveyancer/solicitor



Organising a property manager/tenants (for investment properties)

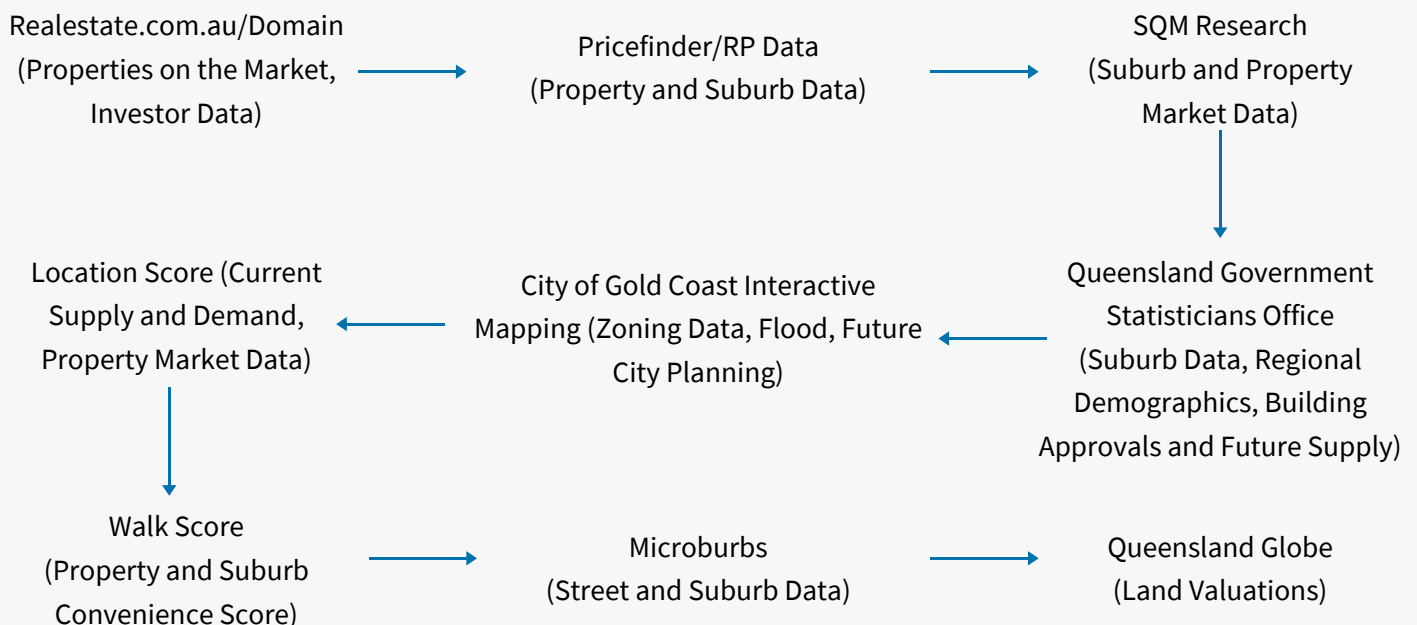


As Licensed Buyers Agents on the Gold Coast, we can help streamline these tasks and take much or all of the burden off you. We can help you shortlist properties, conduct all the dealings with real estate agents (you certainly won't miss doing that!), conduct inspections with you or on your behalf, rapidly complete the required due diligence on target properties on the Gold Coast, help you navigate the offer and contract process in Queensland, and dramatically reduce the administration required by you during the property purchase. You'll save time, reduce stress and remain in complete control throughout the entire process.



TECHNOLOGY AND SYSTEMS

Technology is moving fast in the property industry. For most property buyers, who will only buy a handful of properties in their lifetimes, keeping pace with the latest technology and systems can be almost impossible. As professional property buyers, our job is to utilise the rapid advances in technology and systems to help you buy high-quality properties. Here are some of the technology systems we integrate into our buying process:





HOW CAN WE HELP GOLD COAST PROPERTY INVESTORS?

We can help you:



Independently determine where to invest and what to invest in, based on your personal objectives and financial situation



Locate and purchase a high-quality property on the Gold Coast **at the best possible price** using our expert buyers agency service,



Provide **ongoing** service to ensure your property is professionally managed and maintained.

We specialise in buying high-performing properties on the Gold Coast at below market price. We don't sell properties or take commissions, so our advice and services are fully independent and in your interest.



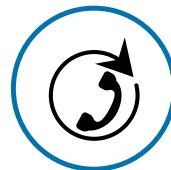
INDEPENDENT
ADVICE



STRATEGIC
RESEARCH



UNIQUE
INSIGHTS



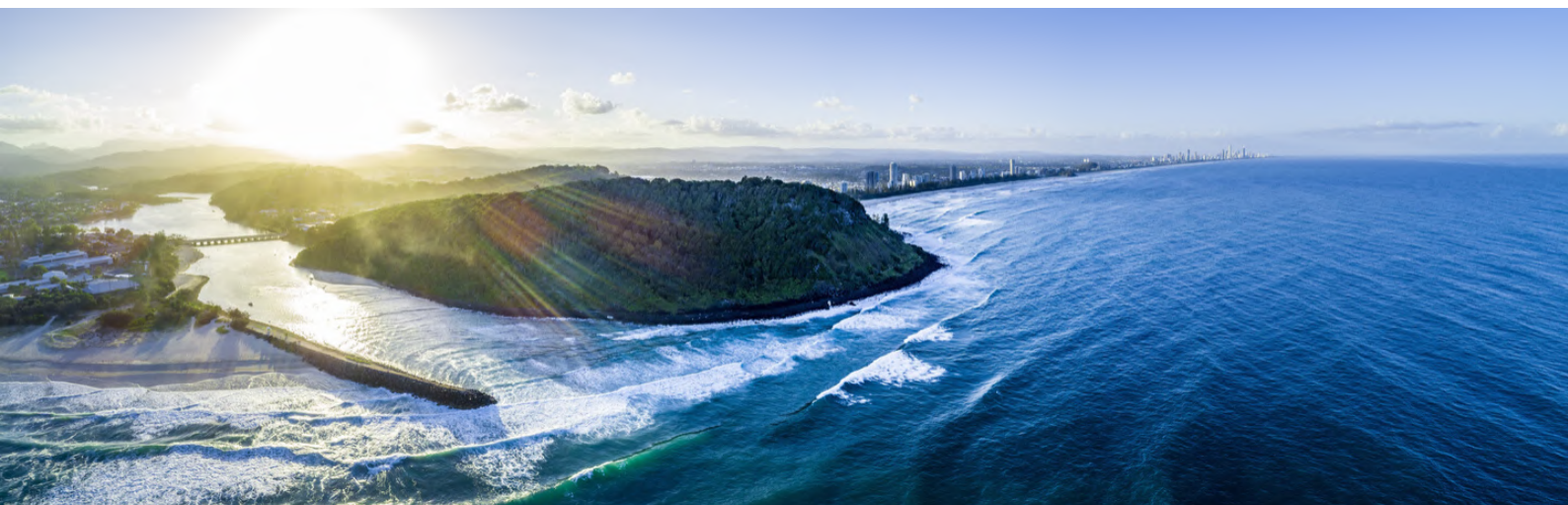
PERSONAL
SERVICE



60+ 5 STAR
REVIEWS



NO DEVELOPER
COMMISSIONS

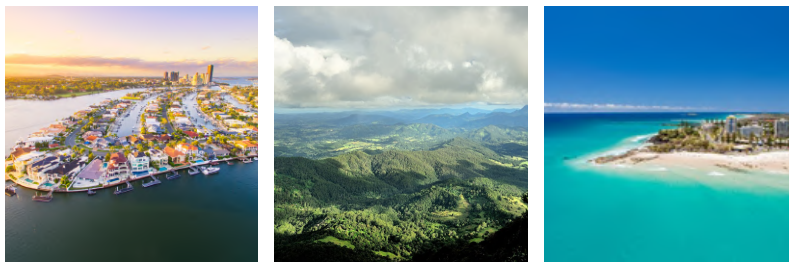




WANT TO FIND OUT MORE?



Book a consultation with our local expert and Qualified Property Investment Adviser, Andrew Wegener. Get the latest insights, property market knowledge and buying strategies, and discuss your plans for investing in Gold Coast property. It's one-to-one, at a time of your choosing, and it's cost and obligation-free. Best of all, Andrew's advice is completely independent.



BOOK YOUR FREE CONSULTATION

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