

TWEED SHIRE
REPORT
WINTER 2024

CURIOUS ABOUT YOUR PROPERTY'S VALUE? - GET AN APPRAISAL TODAY



PRESTIGE | SALES | RENTALS

BANORA POINT OFFICE

T. 07 5513 0300

2/34 Oyster Point Rd,
Banora Point NSW 2486

TATEBROWNLEE.COM.AU

CASUARINA OFFICE

T. 02 6674 3957

5a/486 Casuarina Way,
Casuarina NSW 2487





UPDATE MESSAGE FROM PROPERTY SALES

Tate Brownlee

Licensee, Principal & Chief Auctioneer

The real estate market in Tweed Shire is seeing remarkable growth in 2024, further buoyed by new developments and a strong performance by Tate Brownlee Real Estate significantly contributing to this positive momentum with its robust auction average of 89.3% since November 2023:

Positive Market Trends with New Developments:

The addition of new residential and development projects continues to invigorate the market. These developments enhance property values and bring modern accommodation that meet the growing demands of buyers in Tweed Shire. Upgrades and new infrastructure accompanying these developments are making Tweed Shire increasingly attractive. Examples such as the \$59 million dollar project at Sceniq Bilambil Heights that will open up 100 new lots for homes in the Tweed. The estate sits on a 15.8 hectare site, larger home sits averaging 1200 sqm with some boasting ocean and hinterland views. The demand for land, has seen the first stage of 30 elevate homed sites, 80% sold within 2 months on the market. The home sites in the first release were priced from \$495,000 to \$725,000.

A wave of new developments from Tweed Heads to Cabarita Beach have recently been approved in the booming Tweed Shire, with real estate forecasts indicating a growing demand for the area. Kings Forest looms as a significant land development as Roads and Traffic is well underway in this new estate.

More than 10,000 homes are needed to meet demand in the region by 2041, according to current estimates.

This improvement not only supports the growing population but also boosts property desirability, leading to increased buyer and renter activity.

Diverse Buyer Interest Driven by New Options:

With a range of new developments from apartments to luxury waterfront and beachfront, there is something for every buyer. This diversity is creating a lively market environment, with both new and existing properties seeing sustained demand.

Exceptional Auction Results by Tate Brownlee Real Estate:

Tate Brownlee Real Estate has demonstrated a strong auction presence in the area, achieving an impressive clearance rate of close to 90% for the first half of 2024. This success is highlighted by two standout auctions on May 29th and July 2nd, where we achieved a remarkable 100% clearance rate. The auction process presents multiple benefits for sellers, leading among them being the ability to secure cash sales. This means that transactions are not only quicker but also simpler, without the usual contingencies found in traditional sales such as financing or pest & building inspection conditions. The success of our auctions and demand from cash buyers that missed out, both interstate and local - not only reflects our commitment to excellence but also underscores the effectiveness of the auction process in today's real estate market in Tweed Shire, whilst elevating sales prices and setting new benchmark sales prices along the Coast.

Tate Brownlee – Owner, Licensee-in-Charge & Chief Auctioneer



JUST SOLD

BY TATE BROWNLEE REAL ESTATE



679 Terranora Road, Terranora
\$2,950,000

4 3 4 1



17 Shamara Road, Terranora
\$2,150,000

5 3 3 1



7 Barton Place, Terranora
\$1,167,000

3 2 2



9 Mainsail Street, Currumbin Waters
\$2,650,000

5 3 3 1



52 Wyangan Valley Way, Mudgeeraba
\$1,428,000

4 2 2 1



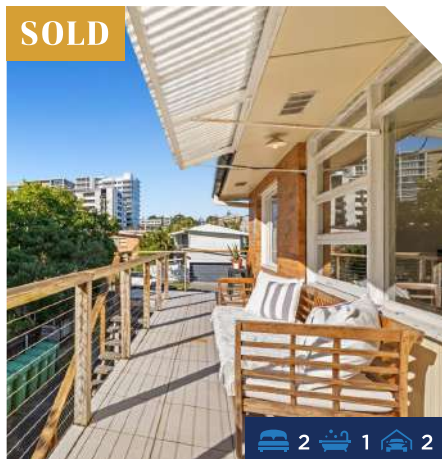
19 Seaview Road, Banora Point
\$1,405,000

5 3 1 1



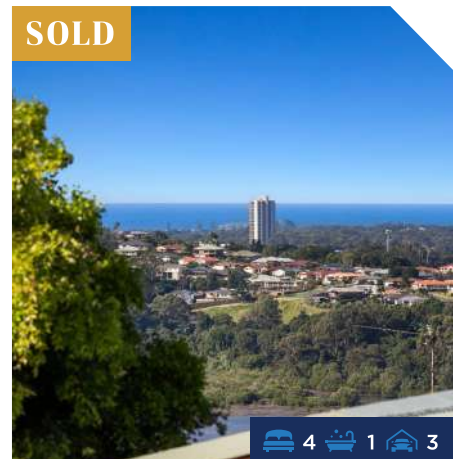
103 Botanical Circuit, Banora Point
\$1,520,000

4 3 2 1



4/11 Lord Street, Coolangatta
\$710,000

2 1 2



30 Lakeview Terrace, Bilambil Heights
\$930,000

4 1 3





SOLD
 21 Cashel Crescent, Banora Point
\$975,000

4 2 2



SOLD
 29 McLeod Street, Condong
\$1,620,000

6 4 4 1



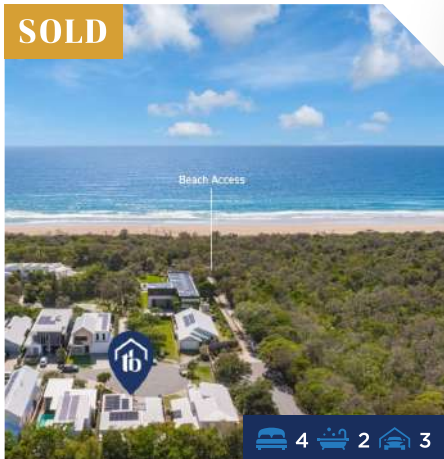
SOLD
 6 Avondale Drive, Banora Point
\$1,040,000

4 2 4



SOLD
 19/17 Darlington Drive, Banora Point
\$1,215,000

3 2 2



SOLD
 18 Sea Eagle Court, Casuarina
\$1,885,000

4 2 3



SOLD
 16 Surfside Crescent, Pottsville
\$2,305,000

3 2 3 1



SOLD
 12 Hillcrest Avenue, Tweed Heads South
\$940,000

4 2 2

STATISTICS

REALESTATE.COM.AU

11th July 2024

Median sale price

- Banora Point - \$1,050,000
- Terranora - \$1,226,000
- Bilambil Heights - \$1,045,000
- Tweed Heads - \$1,197,500

Average days on the market

- Tweed Shire Agents Average: 74 days
- Tate Brownlee Real Estate: 32 days

Our agency

113 PROPERTIES SOLD
 in the last 12 months

*Data sourced from realestate.com.au 29th April 2024.

LEADERSHIP, GROWTH & COMMUNITY

At Tate Brownlee Real Estate, leadership, community, and growth are at the heart of everything we do. We consistently work within our local community, attending events such as the Wedgetail Retreat fundraisers and school functions. Our commitment to community involvement not only strengthens our bonds but also fosters growth and connection within the neighbourhoods we serve. By supporting local events and initiatives, we aim to make a positive impact and lead by example, demonstrating our dedication to the community we proudly call home.

Upcoming Event:

Join us at the Lindisfarne FunFest.

When: August 24th from 10am-4pm

Where: Mahers Lane Campus, Terranora
Bring your family and friends for a day of fun and festivities.



WHAT'S BEEN HAPPENING?

Tate Brownlee Real Estate has had a fantastic start to the new financial year, boasting a remarkable 100% auction clearance rate for our first round of auctions on the 2nd of July 2024. Our auction program continues to demonstrate its strength, consistently achieving high success rates for all our clients. If you are considering selling, contact the TBRE team to discover how we achieve these outstanding results. Our expertise and dedication ensure that your property is in the best hands, and we are committed to delivering exceptional outcomes for every client. Don't miss out on the opportunity to work with a team that gets results—reach out to Tate Brownlee Real Estate today!

LOOKING FOR A CAREER CHANGE?

Are you considering a career change and looking for a dynamic and rewarding opportunity? Tate Brownlee Real Estate is on the hunt for motivated and passionate individuals to join our innovative team. Whether you're an experienced real estate professional or someone eager to embark on a new career path, we offer comprehensive training, mentorship, and the support you need to succeed in the competitive real estate market. At Tate Brownlee Real Estate, you'll have the chance to work in a vibrant and collaborative environment, help clients find their dream homes, and grow your career with a company committed to excellence and integrity.



UPDATE MESSAGE FROM RENTAL & PROPERTY MANAGEMENT

Kristen Merrion

Head of Property Management/General Manager

Rental Market Update

In 2024, the rental market in Tweed Shire, particularly in Tweed Heads, is vibrant. Although there was a slight softening in median house rental prices, dropping to \$798 per week, the number of houses rented increased significantly by 34.7%. The rental yield for houses stood at 3.5%, which is above the local average, indicating a resilient rental market. Moreover, the vacancy rate in Tweed Heads is notably low at 1.0%, well below the healthy benchmark, suggesting strong demand and quick occupancy for rental properties.

Benefits of a Property Manager

Employing a property manager for your investment property can offer several key benefits:

Professional Experience: Property managers bring expertise in the real estate market, ensuring your property is competitively priced and managed according to current laws and regulations.

Tenant Management: They handle all aspects of tenant relations, from screening potential renters to addressing their complaints and organizing repairs, thereby reducing your direct involvement and stress.

Efficiency in Rent Collection: Property managers ensure timely rent collection and handle any necessary evictions, maintaining consistent cash flow.

Maintenance and Repairs: They coordinate maintenance work and respond promptly to repair requests, which helps in preserving the value of your property.

Market Knowledge: Property managers stay informed about market trends and changes in landlord-tenant laws, which can help in maximizing your rental yields and reducing legal risks.

Tate Brownlee's property managers are considered among the best in the industry, providing top-tier management services that enhance both property value and tenant satisfaction – well supported by our Head of Property Management Kristen Merrion.

Hear it from our Clients:

"Wendy Hotchkiss from Tate Brownlee Real Estate has been an absolute pleasure to work with. She found us our dream tenants and made the entire process a breeze... Everything is seamlessly handled through the online portal, making it all so easy for us." – Landlord Review

"Our Property Manager Maddison Nicholls has gone above and beyond for us with Maintenance requests, Fixing any issues we have with the house straight away and organising traders to come through and fix anything that is wrong...has amazing Communication Skills and listens to all our queries. It's amazing to have such a supportive property manager who takes pride in making our home feel like home..." – Tenant Review

"From our initial dealings with Kristen, tireless efforts from Sandy to get a rental price we would be happy with and now Madison doing the property management, it really is a great team at TBRE. We are certainly happy we chose Tate Brownlee Real Estate to lease and manage our property." – Landlord Review

"I cannot thank April enough for her assistance in letting out our property. She all gave us excellent advice, a lot of assistance & were always very professional. This is the second property we have put in the hands of Tate Real Estate property management & their knowledge & management has always met our expectations- and at times exceeded." – Landlord Review

Kristen Merrion – Owner & Head of Property Management



WE HAVE WON SEVERAL AWARDS. THESE ARE THE LATEST ONES WE HAVE STRIVED TO ACHIEVE.



ALL LEASED

BY TATE BROWNLEE REAL ESTATE

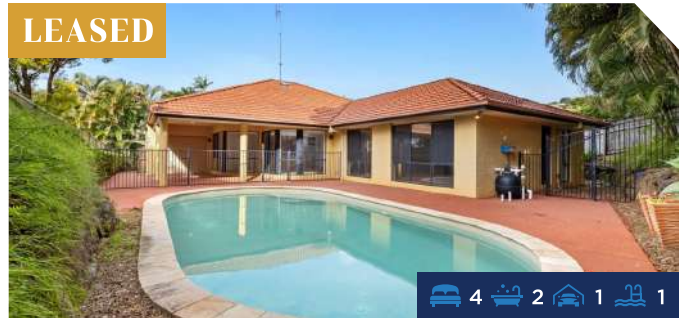


LEASED

3 3 3

1/43 Oyster Point Road, Banora Point

\$1000 - Per Week



LEASED

4 2 1 1

30 Grassmere Court, Banora Point

\$1000 - Per Week



LEASED

3 1 1

1/38 Cominan Avenue, Banora Point

\$700 - Per Week



LEASED

4 2 2

174 Darlington Drive, Banora Point

\$950 - Per Week



LEASED

3 3 1

1/2 Hungerford Lane, Kingscliff

\$1,050 - Per Week



LEASED

4 2 2

69 Tamarind Avenue, Bogangar

\$920 - Per Week

STATISTICS

REALESTATE.COM.AU

11th July 2024

1. Banora Point

Median house rental price:
\$800 per week

2. Terranora

Median house rental price:
\$890 per week

3. Bilambil Heights

Median house rental price:
\$780 per week

4. Tweed Heads

Median house rental price:
\$795 per week

Disclaimer: Data sourced from Realestate.com.au on the 11th July 2024.



Tate Brownlee

Licensee, Principal &
Chief Auctioneer
0401 176 633
tate@tbre.team



Kristen Merrion

Head of Property Management/
General Manager
0413 290 966
kristen@tbre.team



Brad Kopicikas-Yates

Sales Agent
0408 251 988
brad@tbre.team



Sandy Green

Leasing Officer
0473 202 299
sandy@tbre.team



Karen Radonich

Operations Manager
0429 493 553
karen@tbre.team



Tahlia Hindley

Office Manager
07 5513 0300
tahlia@tbre.team



Kirsty Pujol

Executive Assistant to
Tate Brownlee
07 5513 0300
kirsty@tbre.team



Dave Templeton

Sales
0413 253 736
dave@tbre.team



Courtney Coutts

Personal Assistant to
Kristen Merrion
07 5513 0300
courtney@tbre.team



Dessa Diaz

Property Management
Administration
07 5513 0300
dessa@tbre.team



Ferissa Sotto

Sales Administration
07 5513 0300
ferissa@tbre.team



Terrie Callaghan

Property Management Support
07 5513 0300
terrie@tbre.team



Alara-Chantelle Lolive

Personal Assistant to Tate Brownlee
0427 997 365
alara@tbre.team



Taylor Jones

Sales Agent
0431 125 227
taylor@tbre.team



Madison Nicholls

Property Manager
0400 656 431
madison@tbre.team



Wendy Hotchkiss

Sales & Leasing Agent
0447 334 225
wendy@tbre.team



April Stoddart

Property Manager
0419 102 446
april@tbre.team



Tyarna Hawke

Inspections Officer
07 5513 0300
tyarna@tbre.team



Do you want to benefit from our exclusive opportunities?

Sign up to our newsletter, get local market updates and much more.

Looking for a career on Real Estate? Email tahlia@tbre.team

 @tatebrownleerealestate  Tate Brownlee Real Estate

TATEBROWNLEE.COM.AU