



T W E E D S H I R E

Summer Market Recap

2025

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



Tate Brownlee
REAL ESTATE

PRESTIGE | SALES | RENTALS

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Banora Point NSW 2486

TATEBROWNLEE.COM.AU

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UPDATE MESSAGE FROM PROPERTY SALES

Tate Brownlee

Licensee, Principal & Chief Auctioneer

As we step into 2025, I'm excited to reflect on key achievements at Tate Brownlee Real Estate and share valuable insights into the evolving property market shaping our region.

Achievements and Growth

We are honoured to announce that Tate Brownlee Real Estate has been ranked 4th in the inaugural REB Stellar Agencies 2025 for our Property Management Business. This recognition reflects our unwavering commitment to excellence and the trust you have placed in us. Our team has been actively expanding, and we are excited to welcome new talent to better serve our clients. If you are passionate about real estate and looking to join a dynamic team, we encourage you to explore opportunities with us.

Market Insights

The Northern Rivers and Tweed Shire regions have experienced significant shifts in their property markets, influenced by various economic, demographic, and environmental factors. Major infrastructure and residential projects are in the pipeline, which will enhance livability and accessibility in key areas. This includes road upgrades, commercial developments, and urban renewal initiatives, making Tweed Heads and surrounding suburbs even more attractive.

Opportunities Ahead

For sellers, the current market dynamics present a prime opportunity to capitalize on high demand and rising prices. Listing your property in early to mid-2025 could be advantageous. Buyers, while facing a competitive market, can benefit from strategic planning and informed decision-making. Our team is dedicated to guiding you through the process to find the perfect property that aligns with your goals.

Community Commitment

At Tate Brownlee Real Estate, our mission is to turn your property dreams into reality. Whether you're looking to buy, sell, or invest, we are here to provide personalized service and expert advice.

Thank you for your continued support. We look forward to achieving new heights together in 2025.

Warm regards,

Tate Brownlee – Licensee-in-Charge, Principal and Chief Auctioneer



realestate.com.au
Annual Excellence Awards

JUST SOLD

BY TATE BROWNLEE REAL ESTATE



SOLD



📍 3 Parkes Lane, TERRANORA
\$1,640,000

🛏️ 4 🛁 2 🏠 8 🌊 1

SOLD



📍 19 Nandina Terrace, BANORA POINT
\$1,100,000

🛏️ 3 🛁 2 🏠 2 🌊 1

SOLD



📍 17 Shamara Road, TERRANORA
\$2,190,000

🛏️ 5 🛁 3 🏠 3 🌊 1

SOLD



📍 57 Henry Lawson Drive, TERRANORA
\$1,200,000

🛏️ 4 🛁 2 🏠 2 🌊 1

SOLD



📍 37 Lochlomond Drive, BANORA POINT
\$1,306,000

🛏️ 5 🛁 2 🏠 4

SOLD



📍 17 Peppermint Place, BANORA POINT
\$1,300,000

🛏️ 4 🛁 2 🏠 2 🌊 1

SOLD



📍 49 Parkes Lane, TERRANORA
\$1,610,000

🛏️ 4 🛁 3 🏠 4 🌊 1

SOLD



📍 78 Glen Ayr Drive, BANORA POINT
\$1,070,000

🛏️ 4 🛁 2 🏠 2

SOLD




📍 298 Adina Avenue, BILINGA
\$1,522,000

🛏️ 4 🛁 3 🏠 3 🌊 1

Disclaimer: Data sourced from Realestate.com.au on the 8th November 2024.

SOLD



📍 38 Macadamia Drive, POTTSVILLE
\$1,605,000
 🛏️ 4 🛁 3 🏠 2 🌊 1

SOLD




📍 3 Flemington Street, BANORA POINT
\$1,175,000
 🛏️ 3 🛁 2 🏠 2

SOLD



📍 4 James Cook Drive, BANORA POINT
\$1,546,000
 🛏️ 4 🛁 3 🏠 2

SOLD



📍 19 Laura Street, BANORA POINT
\$920,000
 🛏️ 2 🛁 1 🏠 3

SOLD



📍 14/21 Dixon Street, COOLANGATTA
\$742,000
 🛏️ 2 🛁 1 🏠 1

SOLD



📍 3/28 Boyd Street, TWEED HEADS
\$755,000
 🛏️ 2 🛁 2 🏠 3

SOLD



📍 2/9 Avondale Drive, BANORA POINT
\$870,000
 🛏️ 3 🛁 2 🏠 2 🌊 1

SOLD



📍 1/20 Magnolia Cres, BANORA POINT
\$940,000
 🛏️ 3 🛁 2 🏠 2

SOLD



📍 1/20 Cashed Crescent, BANORA POINT
\$792,500
 🛏️ 3 🛁 1 🏠 2

SOLD



📍 55 Mount Ernest Cres, MURWILLUMBAH
\$875,000
 🛏️ 4 🛁 2 🏠 2

STATISTICS

REALESTATE.COM.AU

December 2024 - February 2025

Median sale price

- a) Banora Point - \$1,123,000
- b) Tweed Heads - \$1,309,500
- c) Terranora - \$1,230,000
- d) Coolangatta - \$1,850,000

Average days on the market

Tweed Shire Agents Average: 105 days
 Tate Brownlee Real Estate: 27 days

Our agency

145 PROPERTIES SOLD
 in the last 12 months

LEADERSHIP, GROWTH & COMMUNITY

At Tate Brownlee Real Estate, we believe true leadership is about giving back. In 2025, we're strengthening our commitment to the community through sports sponsorships, local initiatives, and meaningful partnerships.

We're proud to be a major sponsor of the Heart of Women's Awards through Agape, celebrating the incredible women who inspire with courage, passion, and generosity. From supporting grassroots sports to local charities, we're dedicated to making a real impact.

Together, we grow.



We're proud to be a major sponsor of the National **Heart of Women's Awards** through Agape, celebrating the incredible women who inspire with courage, passion and generosity. 8th March 2025

Tate Brownlee Real Estate – More Than Property, We're About People.

WHAT'S BEEN HAPPENING?

Exciting News from Our Property Management Team! We are beyond thrilled to announce that Tate Brownlee Real Estate has won **Property Management Business of the Year – 6 or Less Property Managers** in February 2025! This incredible achievement is a testament to the dedication, expertise, and outstanding service of our property management team. But that's not all—we were also named a **Stellar Agency by Real Estate Business (REB)** and ranked **4th in the inaugural Stellar Agencies 2025!** A huge thank you to our amazing team, clients, and community for your continued support. Here's to even greater success ahead!

JOIN AN AWARD-WINNING AGENCY

Are you ready to take the next step in your career? Whether you're an experienced professional or looking for a fresh start, Tate Brownlee Real Estate offers an exciting opportunity to thrive in a dynamic and supportive environment. If you're passionate about property, customer service, and personal growth, we'd love to hear from you! **Join us and turn your career aspirations into reality.**

Get in touch today!

Contact:

Tahlia Hindley

tahlia@tbre.team

07 5513 0300





UPDATE MESSAGE FROM RENTAL & PROPERTY MANAGEMENT

Kristen Merrion

Head of Property Management/General Manager

I couldn't be more proud of my incredible team for winning **Property Management Business of the Year – 6 or Less Property Managers!** This **nationwide** recognition is a testament to their **hard work, dedication, and commitment** to delivering outstanding service to our landlords and tenants. Their passion and professionalism continue to set new benchmarks in the industry, and I am truly grateful to lead such an exceptional team.

2025 Rental Market Update

As we welcome 2025, the rental market across the **Northern Rivers and Tweed Shire** continues to evolve, presenting exciting opportunities for both landlords and tenants. Despite ongoing challenges in housing availability, we are seeing strong demand, increasing rental returns, and positive shifts that create a thriving market.

Continued Demand & Strong Returns

- **Low Vacancy Rates:** The region remains a high-demand area, with properties leasing quickly due to strong migration trends and limited rental stock. Well-presented homes are attracting quality tenants in record time.
- **Rising Rental Yields:** Rental values have continued to strengthen, providing excellent returns for property owners. With continued interest from relocators and professionals, investors can expect steady growth in rental income.
- **Tenant Demand for Quality Homes:** Properties that offer modern features, energy efficiency, and lifestyle amenities are leasing at premium rates, making upgrades and maintenance investments highly worthwhile.

Trends Shaping the Rental Market in 2025

- **Increased Investment in Property Management Technology:** We continue to embrace **AI-powered inspections and virtual walk-throughs** to streamline property management, enhance communication, and deliver a seamless experience for both landlords and tenants.
Longer Lease Terms: With market stability, many tenants are seeking longer lease agreements, offering landlords greater security and consistency in rental income.
- **Growth in Suburban & Lifestyle Areas:** More tenants are looking beyond city hubs, opting for lifestyle-oriented locations such as Tweed Heads, Banora Point, Casuarina, Kingscliff, and Terranora, driving rental demand in these areas.

Opportunities for Landlords in 2025

With rental demand at an all-time high and limited housing supply, now is an excellent time for property owners to maximize returns. Whether you're looking to lease your property, attract long-term tenants, or expand your investment portfolio, our expert property management team is here to help you navigate the opportunities ahead.

At Tate Brownlee Real Estate, we remain committed to delivering outstanding service, proactive property management, and expert market insights to help our clients achieve success. Here's to a prosperous 2025!

Kristen Merrion – Owner & Head of Property Management



ALL LEASED

BY TATE BROWNLEE REAL ESTATE

LEASED



📍 8 Yarra Close, BANORA POINT
\$1,100 - Per week
 🛏️ 4 🛎️ 2 🏠 2

LEASED




📍 22 Hibiscus Parade, BANORA POINT
\$830 - Per week
 🛏️ 4 🛎️ 2 🏠 2 🚰 1

LEASED




📍 1/40 Martinelli Ave, BANORA POINT
\$820 - Per week
 🛏️ 3 🛎️ 1 🏠 1

LEASED




📍 168/2 Mariners Drive, TWEED HEADS
\$1,000 - Per week
 🛏️ 3 🛎️ 2 🏠 2

LEASED




📍 8/12 Parkland Place, BANORA POINT
\$820 - Per week
 🛏️ 3 🛎️ 2 🏠 2 🚰 1

LEASED



📍 11 Pleasant Court, CARRARA
\$1000 - Per week
 🛏️ 4 🛎️ 3 🏠 2

LEASED



📍 87 Bollard Cct, CLEAR ISLAND WATERS
\$2200 - Per week
 🛏️ 5 🛎️ 3 🏠 2 🚰 1

STATISTICS

REALESTATE.COM.AU

December 2024 - February 2025

1. Banora Point

Median rental price:
\$850/week

2. Tweed Heads

Median rental price:
\$797/week

3. Terranora

Median rental price:
\$895/week

4. Coolangatta

Median rental price:
\$887/week

Our agency

148 TOTAL LEASED
 in the last 12 months



Tate Brownlee Real Estate proud supporters of Casuarina Hockey club, helping kids get **Hookedin2Hockey**.



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

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