

Billions in property sales over decade

LATEST research from PRDnationwide Townsville reveals that in the 10 years from April 1999 to March 2009, almost \$14 billion worth of residential property has changed hands in Townsville.

The staggering \$13.82 billion figure includes houses, units and land and equates to an average of about \$26.6 million per week.

The total number of transactions over the 10 year period is 61,285, and averages 118 transactions per week. Houses dominated the mix with around 70 per cent of the total value, while units and land contributed about 14 and 16 per cent respectively.

PRDnationwide Townsville research manager Dean Dederer said the impressive figure reflected a growing city, population and economy, particularly in the past five years. "Interestingly, almost \$10 billion in residential sales were recorded in the last five years as sales values ramped up," Mr Dederer said.

In the five years ending March 2009, almost \$9.749 billion was spent, compared to \$4.072 billion spent in the preceding five-year period.

Mr Dederer said that while these figures showed the total dollars spent on residential sales had more than doubled, the number of transactions recorded only increased by 22 per cent for the same period, reflecting the strong growth in prices.

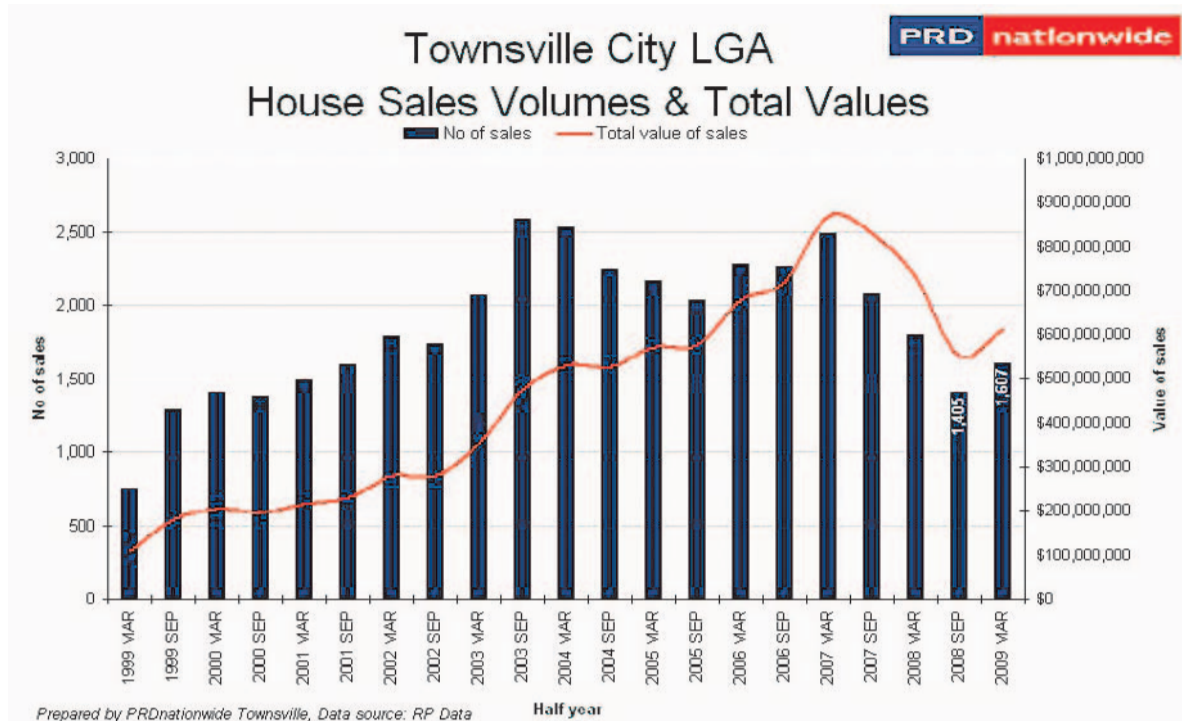
There were 27,613 sales recorded for the five years ending March 2004, while there were 33,672 transactions for the five years ending March 2009.

The most active period was the six months ending September 2003, when 4269 sales of houses, units and land were recorded.

Yet the period that saw the most dollars change hands was the six months ending March 2007, with the sum of sales totalling almost \$1.29 billion.

Mr Dederer said the data showed a recovery in sales volumes and total sales values following a steady decline during 2008.

"The national residential property market has performed well during the first half of 2009 and Townsville is certainly following that trend with rising sales volumes and median prices," Mr Dederer said.



Middle of housing market stimulated

THE Federal Government's first home buyer boost has done more than just stimulate the lower end of the property market, according to Townsville real estate agents.

With the boost sparking a surge in demand for properties priced up to \$400,000, existing home owners have used the opportunity to sell up and upgrade into more expensive homes.

Agents have reported a staggering rise in interest in homes priced up to \$600,000, with multiple offers at or above asking prices being made more regularly.

RE/MAX Excellence agents Lyn Griffiths and Rohan Banning said there had been a complete turnaround from the sluggish activity of just months ago.



Ms Griffiths said a home in Mundingburra, which sold for \$465,000 on the first day it was advertised, attracted four offers after 32 groups of people inspected the home in 30 minutes.

Ms Griffiths said with interest rates tipped to rise instead of fall further, the word recovery had quickly replaced recession around Townsville dinner tables.

"Over the past month there

has consistently been anywhere between 10 and 30 groups attending inspections for properties priced between the high \$300,000s and \$600,000," Ms Griffiths said.

"That high volume of interest is leading to multiple offers being made at and above asking prices, which is a complete turnaround from the markets darkest days earlier this year.

"It's hard to pinpoint why things have turned around so quickly, but stronger employment figures in Townsville and a more optimistic global economic outlook is certainly giving people the confidence to jump into the market.

"Funnily enough, home sellers are also gaining the confidence

to put their properties on the market after fearing they wouldn't be able to sell for a good price a few months ago."

Ms Griffiths said the real estate market didn't get as bad as many people thought it might following the collapse of Storm Financial and initial fears that Queensland Nickel would be shut down prior to the sale of the plant to businessman Clive Palmer in July.

Mr Palmer's acquisition saved about 950 jobs, but more importantly it sent an even greater message of confidence out to the Townsville community.

Mr Banning said the threat of an interest rise next year indicated that the economy had turned a corner.

"The local economy and jobs market appears to have stabilised and when people feel confident that their job is safe, they are more likely to move forward with buying property," Mr Banning said.

"The return of confidence in the real estate market has been nothing short of amazing and we believe many factors have caused it to happen.

"Obviously median prices haven't recovered the full loss from last year, but the boost in activity and demand are two of the best signs that the market has started to recover."



More August Auction Results.....

1. 5 Beagle Court, Kirwan 9 Inspections SOLD prior to Auction SOLD in 2 weeks by Kimberley Orr	2. 4 Coen Street, Douglas 35 Inspections SOLD prior to Auction SOLD in 2 weeks by Naomi Theodossio	3. 1006/75 The Strand, Nth Ward 15 Inspections 16 Bids SOLD by Danny Cody	4. 14 Alan John St, Kelso 9 Inspections Only 30 days on market SOLD by Marysel Charol	5. 5 Carmen Ct, Yabulu Only 4 weeks of marketing 2 Offers SOLD by Chris Orr	6. 10 Andrew Cr, Kelso 17 Inspections 12 Offers SOLD by Kelly Woodroffe	7. 23 Gatton St, Kirwan Only 3 weeks of marketing 5 Offers SOLD by Shay Bell	8. 11 Colby Cr, Kelso Only 5 weeks of marketing 5 Offers SOLD by Michael Andrews	9. 49 Goldring St, Hermit Pk 50 Inspections 3 Offers SOLD by Michael Andrews

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