



Are you part Noosan?

A good third of Noosa property has remote ownership.

Whether units on Hastings Street, Noosa Sound or Noosaville, or homes along the Sound or in Noosa Waters, many are only filled at holiday times.

As a rule, it is holidays that drive the Noosa real estate market.

For nearly a decade, the balance of supply and demand was in the buyers' favour. Too many properties were on the market, not enough buyers around.

And it all started with the Qantas withdrawal from Sunshine Coast Airport and the introduction of a new budget airline with unallocated seating, called Jetstar.

This had a dramatic impact on the demographic of visitor to Noosa, which had an immediate effect on both commercial and residential real estate in town. Within 6 months of the departure of Qantas there were 16 empty shops on Hastings Street.

The GFC followed, and then the high dollar sent our holiday makers overseas.

But as our inbound tourism strengthens, so too has increasing buyer interest in property now caused demand to outstrip supply, putting upward pressure on prices.

The more tourists who visit, the more buyers we have falling in love with Noosa each week. The change is palpable and genuine.

Holiday properties are a lifestyle purchase first, investment second. But improved tourism figures means improving financial returns.

What you see on the financial statement for last financial year will be outstripped by this. And the next. And so on. It is sustained growth we are witnessing.

The dollar is back to the 75-78 cent mark.

There has been a cultural shift away from foreign trips to domestic family holidays - a kind of back-to-basics holiday, recreating our childhood memories for our own children. That is evident with an influx of Brisbane buyers for the first time in a decade.

And last month, Qantas returned to the Sunshine Coast Airport with flights from Sydney.

It is anticipated that Qantas flights from Melbourne and Adelaide will follow. And the planned expansion of the airport to take international flights will further accelerate the trend.



With improved investment returns and buyer demand, comes significantly improved capital growth.

Now is definitely the time to buy. Wait a year and you will miss out as property values leap out of the blocks to meet snowballing demand.

And because demand now already exceeds supply - now is the best time to sell.

Wait another few months and there will be many more properties on the market as the realisation of the genuine change in the market spreads.

Rest assured, we are in a vastly different market today to what we endured to this time last year.

So if you are already part Noosan with a holiday home or investment in Noosa, please give me a call to discuss what is possible in terms of sale price in the current market.

Having sold half a dozen properties at list price, sight-unseen by buyers this past year alone, I cannot over-state the value of presentation, quality photography and video where possible.

It is worth the investment to stand out from your competition, especially as that competition increases as the year progresses.

I have project managed where required, clean-ups, repairs, painting, garden renovations and styling, to ensure the best possible value is achieved when the property comes on market.

As winner of the RateMyAgent 2015 Award for most recommended real estate agent in Noosa, and with 20 years in media and public relations, you can be assured I am not the average agent.

Or perhaps you are thinking of adding to your portfolio given the comparative bargain that Noosa is, with both investment and lifestyle properties now delivering better than bank returns.

Regardless, give me a call.

And if you are coming up to Noosa, I would love to buy you a coffee and answer any questions you might have about the market, and how I might assist with your real estate needs.

Save my number to your phone now: 0412 635 274.



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Featured Property:



Holiday Townhouse Delivers Better Than Bank Returns

Spacious, fresh and light, this well appointed holiday investment must be sold.

Nett yield on holiday income of 4.6%!

An end unit in a small block of townhouses at the back of the resort, it has had a modern makeover with new kitchen and updated bathrooms, new living and dining room furniture and appliances.



Nothing for you to do but buy it!

This is one of the most popular holiday units in the complex because it is positioned perfectly for young families and extended families.

Keep an eye on the kids in the heated pool from your terrace, walk a few metres to the BBQ, sauna, spa or tennis court, enjoy some afternoon winter sun on your balcony or terrace, step out the front door to take a dip in the pool.

Stroll 50 metres to the Noosa River for restaurants, shopping and sunset drinks, and you'll understand why Coral Beach Resort is one of the best rated family holiday destinations in Noosa.

A good earner, this is the lifestyle investment property in the heart of Noosaville you have been seeking.

Immaculate modern presentation, priced for quick sale, so don't delay. Contact Alex Harris, 0412 635 274, for more information today.

Link: <http://sellleaseproperty.com.au/property/details/2241>