

**House market – Robina** It wasn't until the first quarter of 2001 that house prices really started to move at Robina. Between the first quarter of 2001 and last quarter of 2003, Robina's median house price increased by \$184,000 or 78%. While growth has slowed since this time, the median house price of Robina is still trending upwards, with a 3.5% increase in median house price over the year ending December 2005, bringing the median house price to reach \$455,300. While prices in the area have moved ahead consistently, the level of market activity has trended downwards since peaking during the height of the property boom in the Sep-01 quarter. During the 2005 calendar year, 425 house sales were settled, while during the 2001 calendar year 905 house sales were settled.

**House market – Varsity Lakes** The median house price at Varsity Lakes has leveled in recent times, having undergone a steep growth curve between Dec-01 and Mar-04. During this period the median house price at Varsity Lakes increased by \$216,500, or 127%. Since this time the median price has remained relatively steady, recording a figure of \$393,000 at the end of 2005. In terms of median house price performance over the last five years, Varsity Lakes has well and truly out performed the Gold Coast average, recording a 20% per annum change in median house price compared to the Gold Coast average of 16% per annum. Market activity in the detached housing market has remained high with the number of sales at Varsity Lakes well above average. During the 2005 calendar year 266 house sales were settled within the suburb, which is the highest number of sales on record in the area.

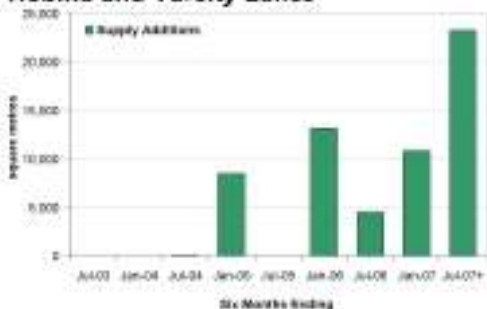
**Unit market – Robina** During the peak of the market between 2002 and 2003 the market averaged 158 unit sales each quarter. The high level of market activity was not only due to a very active investor market, but also the fact that several unit developments were released to the market during this period. During the Dec-03 quarter the number of unit sales in the marketplace fell dramatically, as two consecutive interest rate rises were announced by the Reserve Bank of Australia. Since this time the market has tracked steadily averaging a healthy 79 unit sales each quarter. With new unit developments such as Riverwalk and Promenade Point yet to settle, it is expected the number of sales during the most recent calendar year will be revised upwards. As with the detached housing market, although the level of market activity has fallen within the suburb, median prices continue to climb. The median unit price at Robina at the end of 2005 was \$355,000 which is a 10.6% increase from Dec-04. This level of increase is well above the Gold Coast LGA average of 3.3% during the same period.

**Unit market – Varsity Lakes** It can be seen from the graph to the right when the new unit stock was first introduced into the Varsity Lakes market. Unit sales started to ramp up during mid-01 as the Central Park Apartments settled, then a spike in activity during the Sept-02 quarter as the Reserve Apartments settled. The Varsity Lakes apartment market has gone from strength to strength with new unit developments selling well. The median unit price at the end of 2005 was \$350,000, the result of a 22% per annum growth rate over the five years prior. Activity in the market remains healthy, although the number of sales has fallen from recent peaks. During the 2005 calendar year 229 unit dwellings were settled in the Varsity Lakes market.

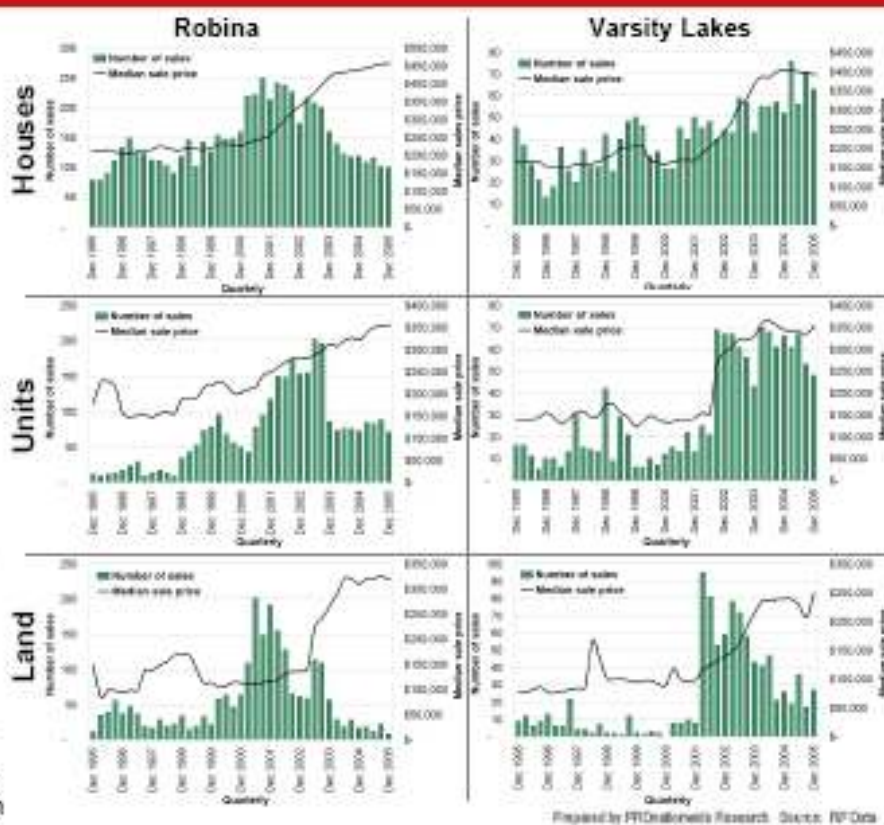
**Land market – Robina** For all intensive purposes, low density vacant land at Robina has been consumed. The Robina Land Corporation has released the final stage of residential land (Robina Gardens), and our primary research reveals that only 2 blocks of land remain available for sale at Robina. In addition, nil englobo land is available for future low density residential development. The scarcity of land supply is evident from the diminishing number of sales in the graph above. Land prices at Robina went from being around the early \$100,00's during the turn of the century to \$140,000 by early 2003. At this stage the median land price increased dramatically, jumping \$180,000 or 128% between Mar-03 and Jun-04. After this dramatic growth prices levelled and have hovered around the \$320,000 mark to the end of 2005. During the 2005 calendar year 59 blocks of land were sold with a median sale price of \$320,000 and a median block size of 750 square meters. During 2005, very few blocks of land under 600sqm were sold, with most sales falling into either the 600 to 699sqm category or 700 to 799sqm category.

**Land market – Varsity Lakes** The peak level of land sales occurred during early 2002 when 95 vacant blocks of land were sold during the March quarter. Since this time the number of land sales at Varsity Lakes has been trending downwards to record just 44 sales over the six months ending December 2005. Most of these land sales are less than 600sqm in area, with the average area for vacant land sold during 2005 being approximately 500 square metres. The median land price at Varsity Lakes at the end of 2005 was \$247,500, significantly lower than Robina, reflecting the smaller land areas at Varsity Lakes.

**Office space supply additions  
Robina and Varsity Lakes**



**Office market** The combined office market of Robina and Varsity Lakes currently comprises approximately 72,500 square metres of net lettable office space. This amount of office space places the Robina / Varsity Lakes market as the third largest office market on the Gold Coast. With an additional 38,000 square metres of office space being added to the market over the coming two years, the Robina/Varsity Lakes office market is destined to overtake Southport as the Gold Coast most significant office precinct. Based on a conservative workspace ratio of 15 square meters per worker, the current professional working population at Robina / Varsity Lakes is around 5,000 workers. With the level of additional office space planned for the area in the near future, we can estimate the working population will be approximately 7,500 in two years time. This additional level of demand in the area should provide further levels of demand for residential property within the Robina / Varsity Lakes area as more workers aim to locate within a short commuting distance of their workplace. To date the area has attracted high profile businesses such as Austar, APVC, Minter Ellison, Robina Land Corporation, AAPT, Delfin Lend Lease, Goldman Sachs JB Were, IBM, and major government departments such as Natural Resources Mines and Energy, Work Cover, Australian Federal Police, and the Department of Transport.



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