

# LUXE

## COMMERCIAL SUNSHINE COAST

## MARKET UPDATE

FIRST QUARTER  
2017

### AFFORDABLE FINANCE, IMPROVING YIELDS AND STRONG DEMAND ATTRACTS BUYERS TO THE SUNSHINE COAST.

It may sound like the same old broken record stuck on repeat but the longer interest rates remain at record lows the better the Sunshine Coast's commercial market performs. With interest rates on hold at 1.5 per cent after the RBA's March and April meetings and a shortage of quality stock, pressure is mounting on prices and days on market have shrunk.

Luxe Commercial is selling premium and high quality commercial stock within 30 days compared to a the long-term market average of 80-90 days.

Buyer interest is primarily being driven by investors particularly those with self-managed super funds chasing favourable yields

of between 6.75 per cent and 7.25 per cent. The Sunshine Coast, with what little stock is available, is still seen as relatively affordable compared to the metro markets and with strong tenant demand and a positive business outlook it remains a favourable place for investors to put their money.

Adding to the demand are owner occupiers, who have found the buoyant economic conditions also working in their favour, allowing many small businesses to consider purchasing bricks and mortar. For many, buying their own premises on the Sunshine Coast and servicing a mortgage, costs about half as much of what it would be to rent.



## Recent transaction 26 Premier Circuit, Warana

Architecturally-designed 917sqm commercial building  
Sold by the Luxe Team for \$2.225 million

### **SOLD - 38 Technology Drive, Warana**

This property represented a rare opportunity to purchase three waterfront commercial titles in one line.

It's a tightly-held medium industrial area with few properties made available on the waterfront. The three adjoining units at 38 Technology Drive, within a concrete tilt-slab building, provided a huge combined internal floor area of 757sqm.

The high quality space is close to major arterial roads, both big drawcards. Vendor, remote area power and energy specialists Enquist Industries, outgrew the space.

**Sold by Luxe Commercial's Chris Sales for \$1.62 million.**

### **LEASED - 10 Capital Place, Birtinya**

The final vacancy within the popular Pellicano-developed Capital Place has been leased to expanding east coast fitness company HIIT Australia.

The rapidly growing Burleigh-based company has leased the 403sqm space at market rates until 2028 with options.

The 6000sqm retail and commercial project at the heart of Kawana's Business Village is fully leased and thriving. Tenants get to enjoy contemporary spaces with easy parking, lots of natural light, a strong street presence and easy access to Nicklin Way.

**Leased by Luxe Commercial's Elisha Hodges.**



**Luxe Commercial is proud to announce the arrival of former Sydney-based commercial property veteran Thomas Brown to the team after 25 years experience in the real estate industry.**

Thomas' areas of expertise and experience covers several markets including retail management, leasing, project leasing, commercial/industrial management, asset management and REIT analysis.

During his career Thomas has worked in various sales and management roles for major listed property development companies, such as Lend Lease and Mirvac, as well as the Sydney Anglican Church, overseeing its large single assets and investment portfolios.

Thomas honed his skills and market knowledge in the UK and Australia for various companies including assisting smaller agencies in their acquisitions and as an asset manager director for one of the country's most influential property firms.

Thomas recently relocated to the Sunshine Coast for its outdoor lifestyle and has plans to spend more time with the family.

Refer a commercial management to Thomas Brown before June 30 on 0434 186 767 and receive a \$500 Coles Myer Gift Card\*.

*\*Minimum 12-month appointment. Please contact Luxe Commercial for more details.*

## CONTACT US

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