

# Comparative Market Analysis

Prepared on **16th April 2019**



**7 Sotherby Avenue Terrigal NSW 2260**

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**Zac Peteh**  
**Mint Equity**

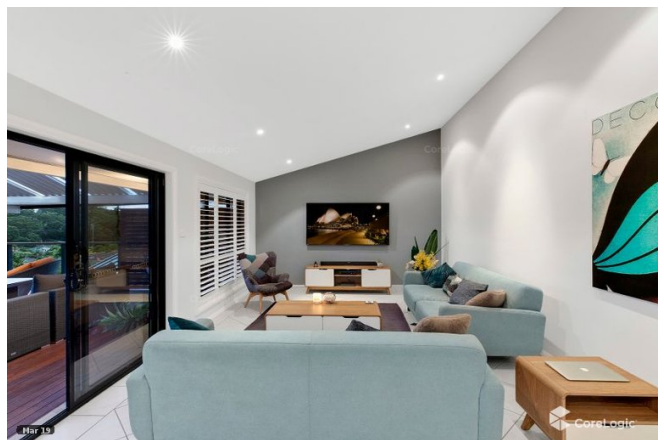
Unit 5 58 Pile Road  
SOMERSBY NSW 2250

m: 0402 883 450  
w: 02 4340 4847  
zac@mintequity.com.au

# Your Property

## 7 Sotherby Avenue Terrigal NSW 2260

4  2  2  589m<sup>2</sup>  244m<sup>2</sup> 



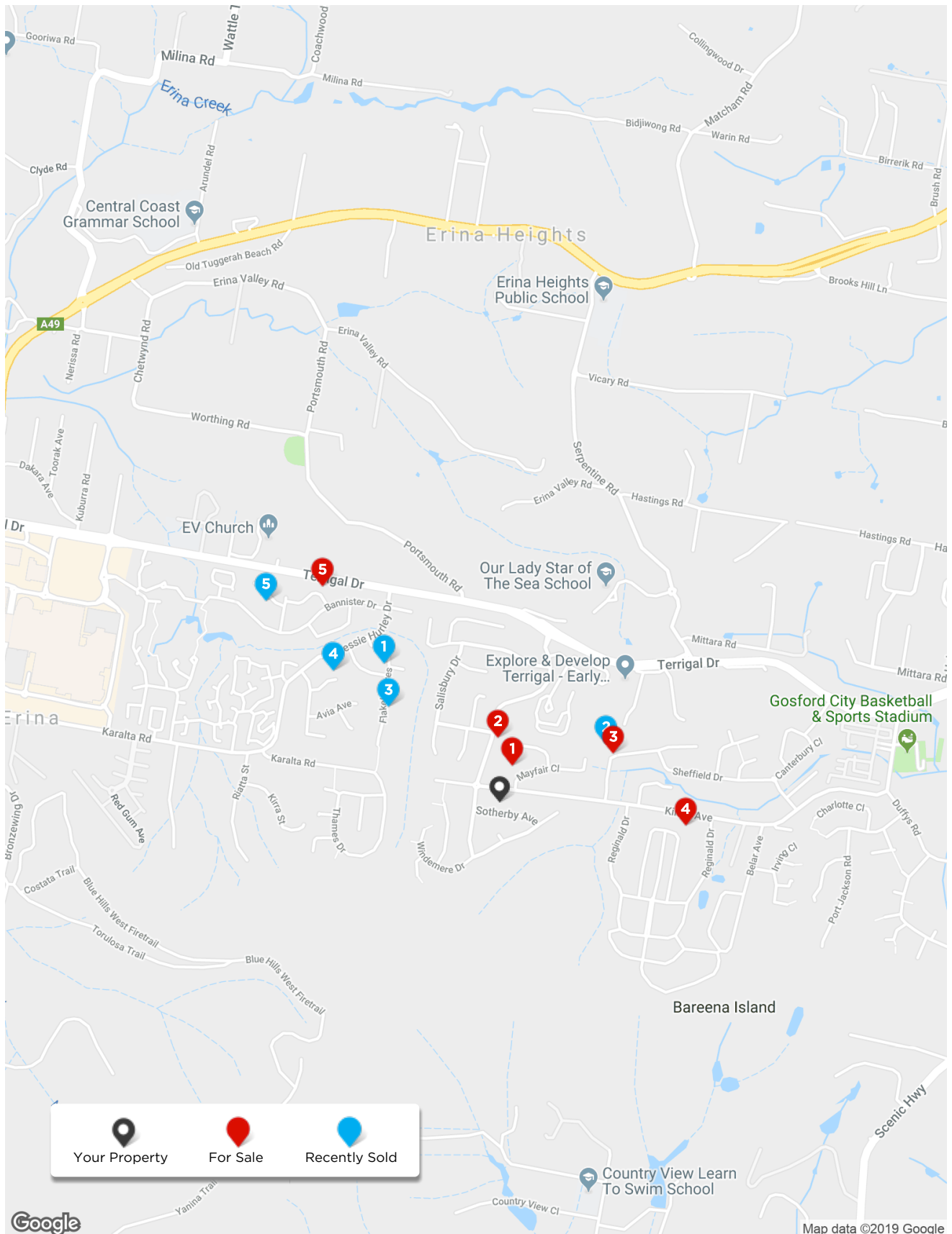
## Your Property History

- 28 Mar, 2019 - Listed for sale at \$1,050,000 - \$1,100,000
- 10 Jun, 2016 - Sold for \$975,000
- 7 Feb, 1997 - Sold for \$92,000
- 2000 - Property Built

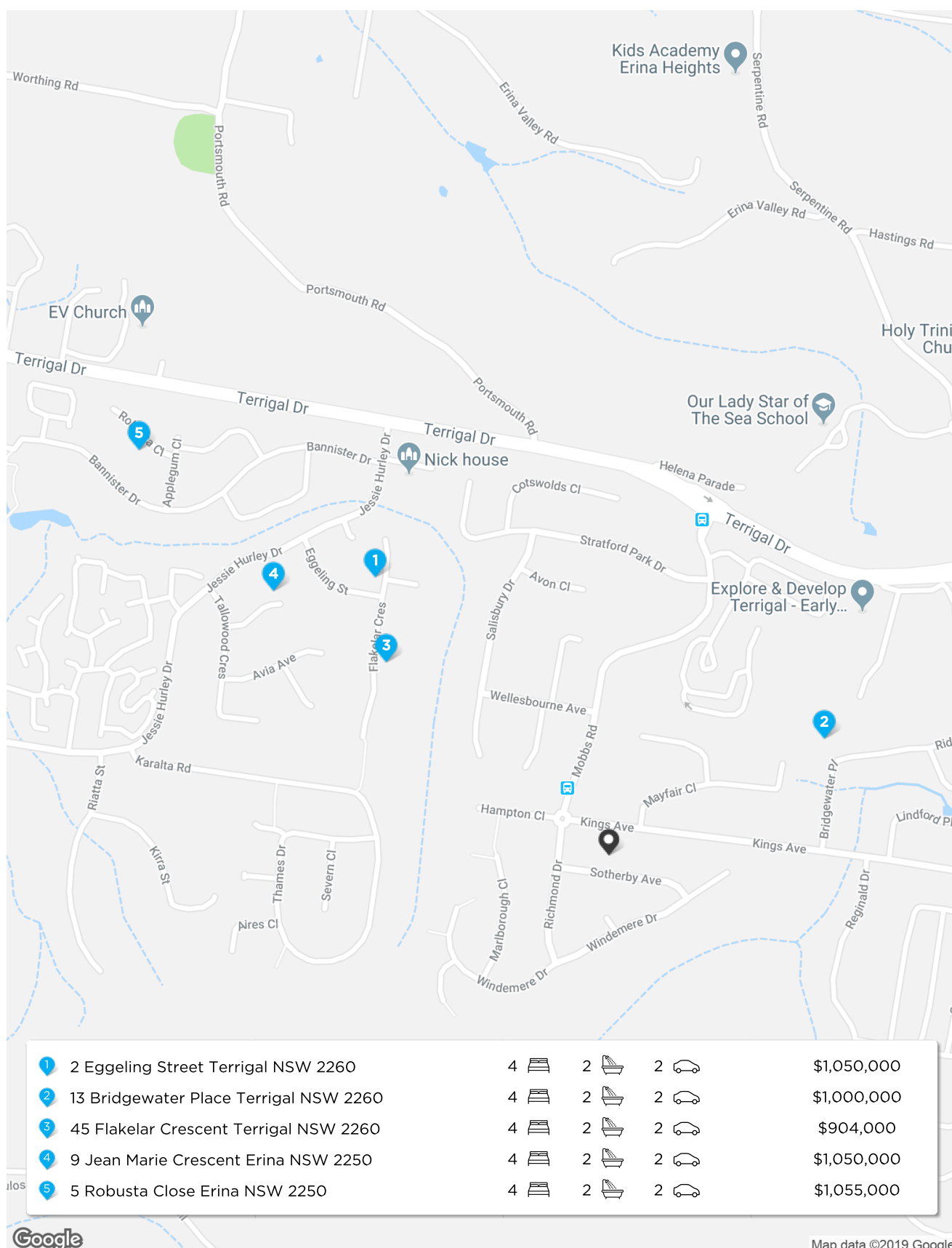


Introducing Zac Peteh

# Comparables Map: Sales & Listings



# Comparables Map: Sales





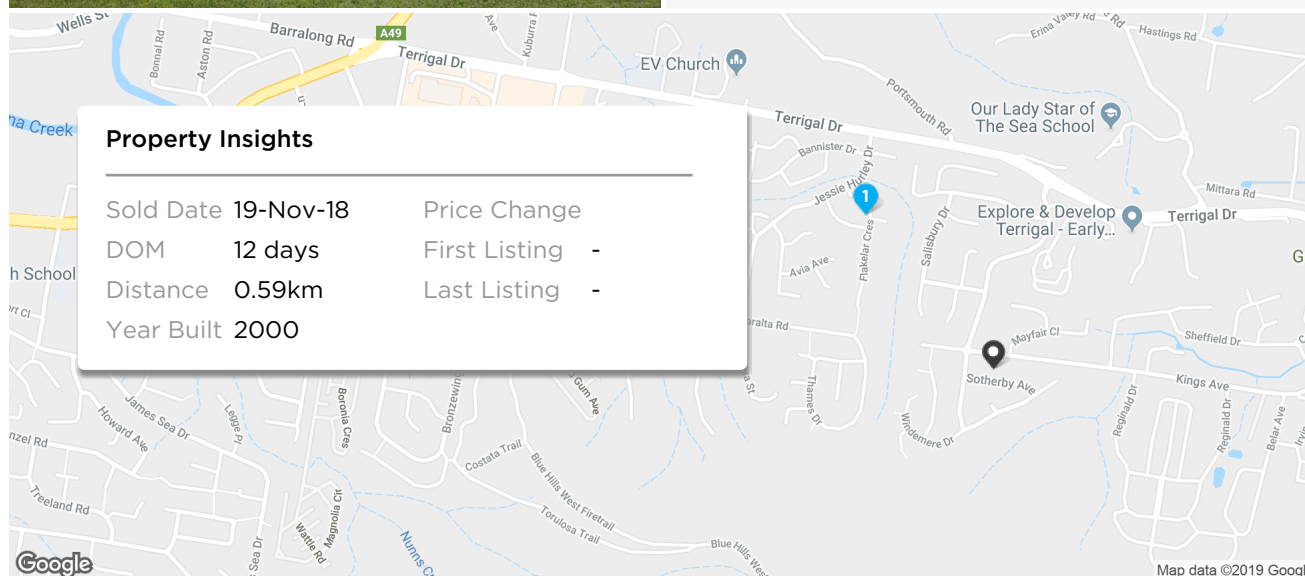
# Comparable Sales

**1** 2 Eggeling Street Terrigal NSW 2260

**Sold Price**

**\$1,050,000**

4 2 2 557m<sup>2</sup> -



RS = Recent sale

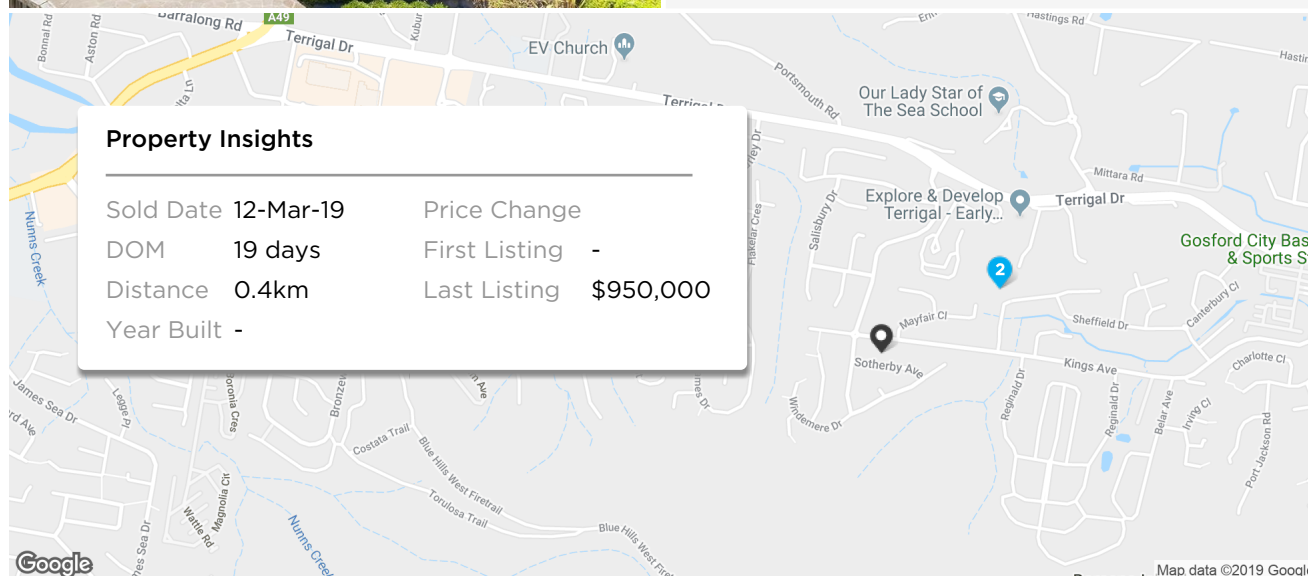
UN = Undisclosed Sale

# Comparable Sales

**2** 13 Bridgewater Place Terrigal NSW 2260

**Sold Price** <sup>RS</sup> **\$1,000,000**

4 2 2 800m<sup>2</sup> -



**RS** = Recent sale      **UN** = Undisclosed Sale

# Comparable Sales



45 Flakelar Crescent Terrigal NSW 2260

**Sold Price** **\$904,000**

4
 2
 2
 787m<sup>2</sup>
 173m<sup>2</sup>

Sold Date 09-Nov-18 Price Change ▼ -4.8% Year Built 1998  
 DOM 23 First Listing \$950,000  
 Distance 0.48km Last Listing \$895,000

3



9 Jean Marie Crescent Erina NSW 2250

**Sold Price** **\$1,050,000**

4
 2
 2
 552m<sup>2</sup>
 246m<sup>2</sup>

Sold Date 07-Feb-19 Price Change ▲ 40% Year Built 2000  
 DOM 1 First Listing \$750,000  
 Distance 0.7km Last Listing -

4



5 Robusta Close Erina NSW 2250

**Sold Price** **\$1,055,000**

4
 2
 2
 550m<sup>2</sup>
 -

Sold Date 03-Sep-18 Price Change - Year Built -  
 DOM 9 First Listing -  
 Distance 1.02km Last Listing -

5

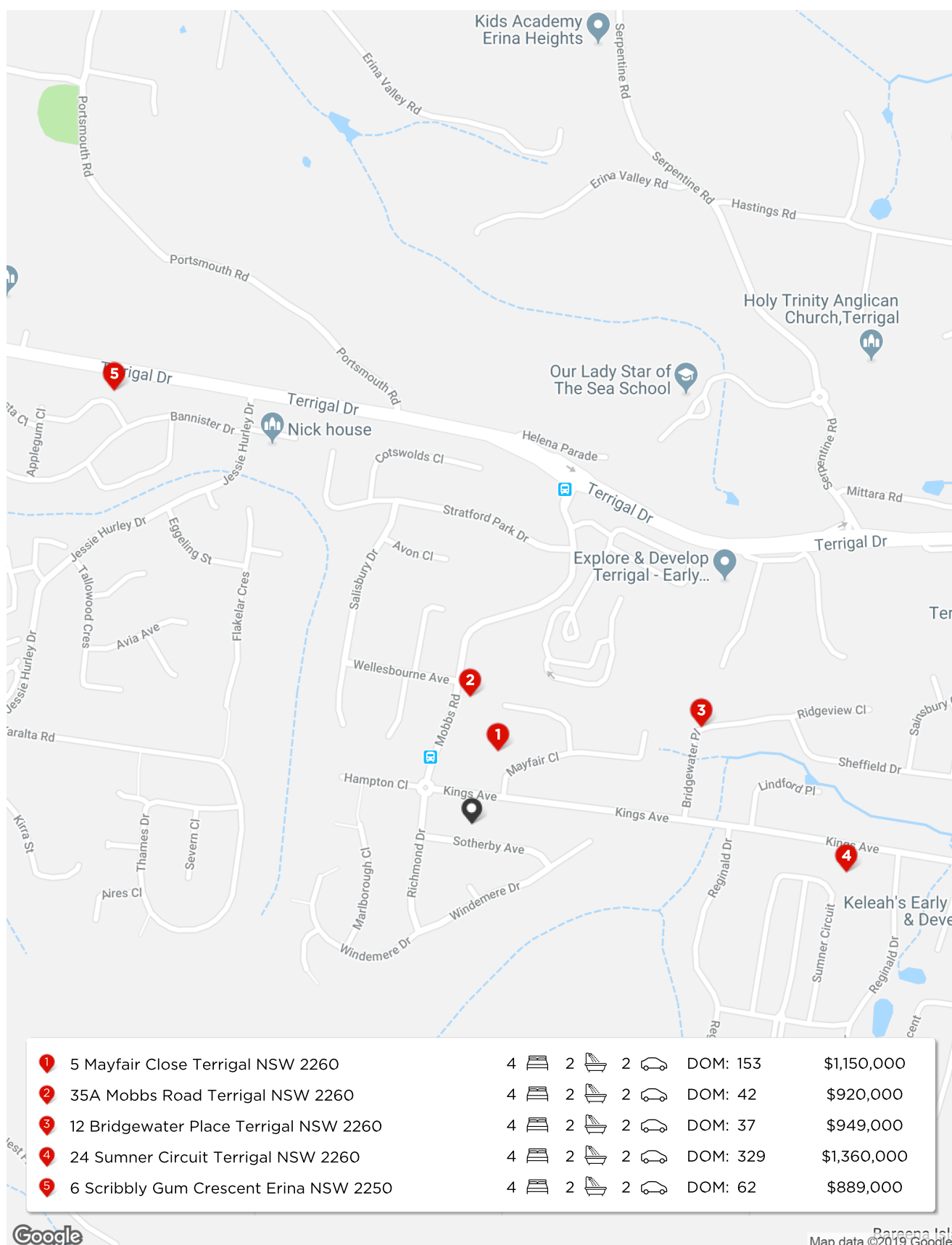
DOM = Days on market

RS = Recent sale

UN = Undisclosed Sale



# Comparables Map: Listings





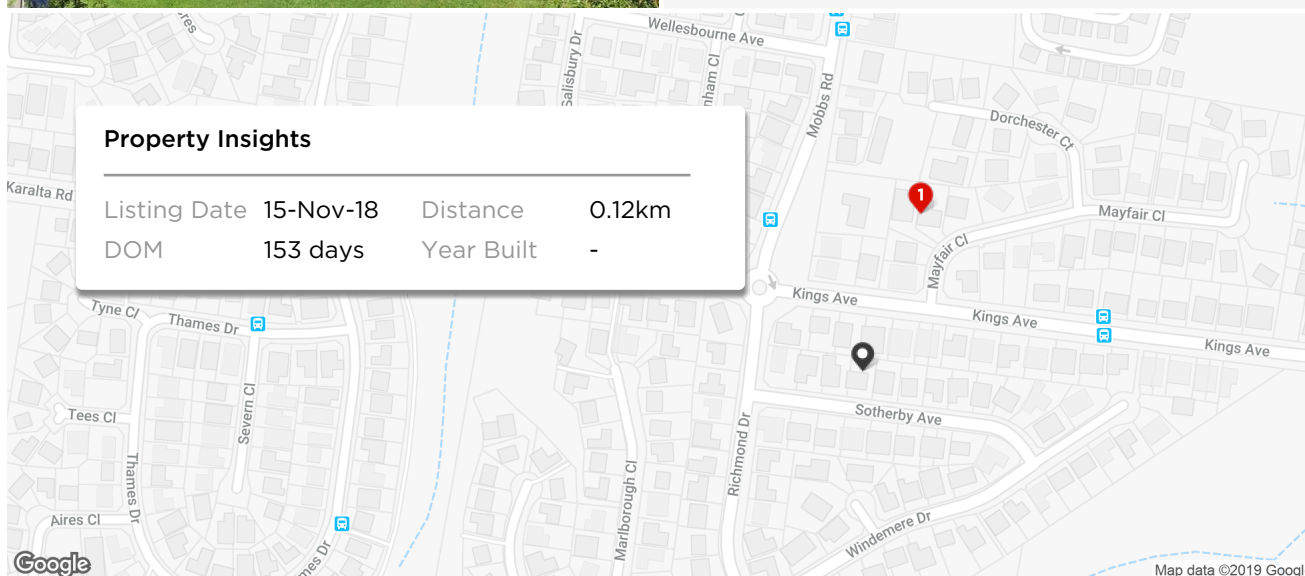
# Comparable Listings

**1** 5 Mayfair Close Terrigal NSW 2260

**Listing Price**

**\$1,150,000 -  
\$1,250,000**

4 2 2 909m<sup>2</sup> -



RS = Recent sale      UN = Undisclosed Sale

# Comparable Listings



35A Mobbs Road Terrigal NSW 2260

4 2 2 560m<sup>2</sup> -

Listing Price  
\$920,000 -  
\$950,000

Listed Date  
DOM 06-Mar-19  
42 days

Year Built -  
Distance 0.2km

2



12 Bridgewater Place Terrigal NSW 2260

4 2 2 800m<sup>2</sup> -

Listing Price  
\$949,000 to  
\$989,000

Listed Date  
DOM 11-Mar-19  
37 days

Year Built 2006  
Distance 0.41km

3



24 Sumner Circuit Terrigal NSW 2260

4 2 2 831m<sup>2</sup> 252m<sup>2</sup>

Listing Price  
\$1,360,000

Listed Date  
DOM 23-May-18  
329 days

Year Built -  
Distance 0.62km

4



6 Scribbly Gum Crescent Erina NSW 2250

4 2 2 638m<sup>2</sup> 270m<sup>2</sup>

Listing Price  
\$889,000 -  
\$929,000

Listed Date  
DOM 14-Feb-19  
62 days

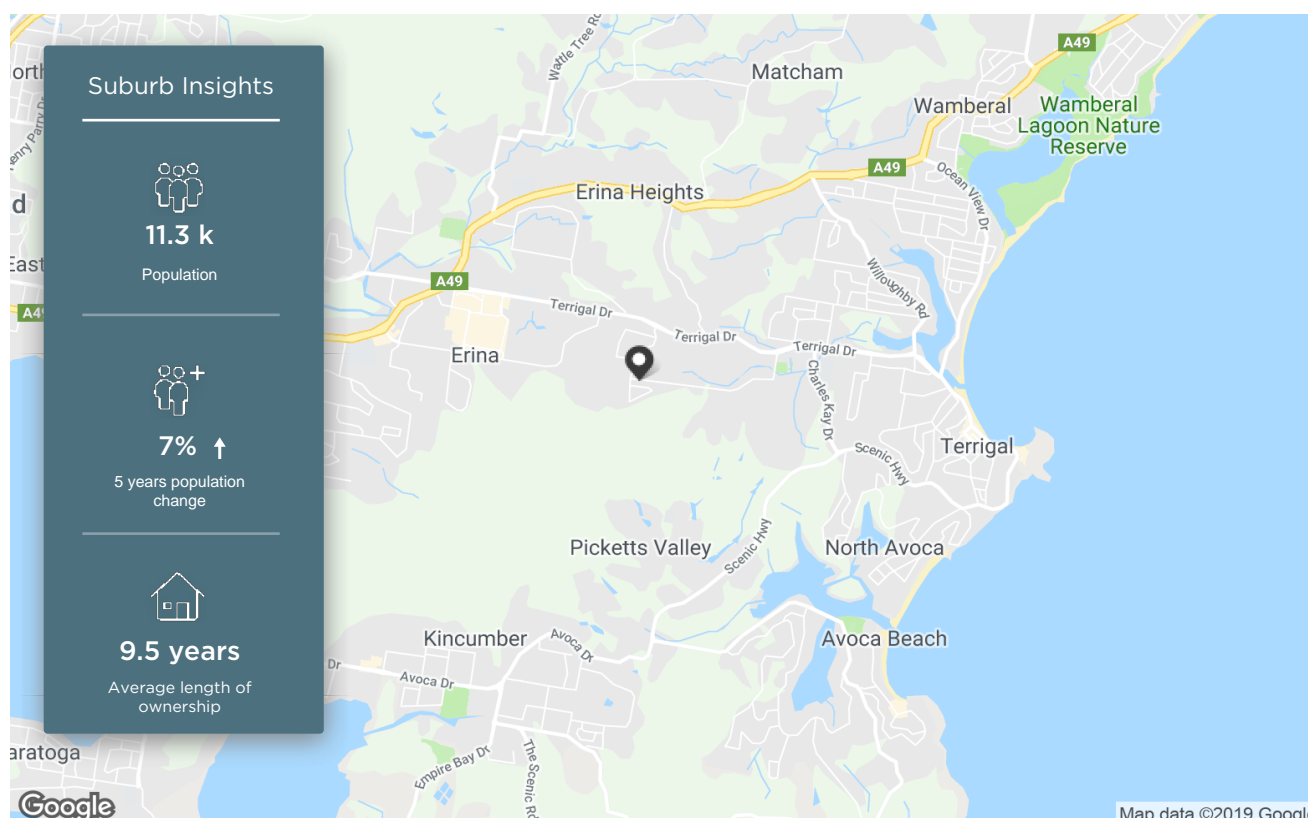
Year Built 2004  
Distance 0.92km

5

DOM = Days on market

# Terrigal

## Demographic

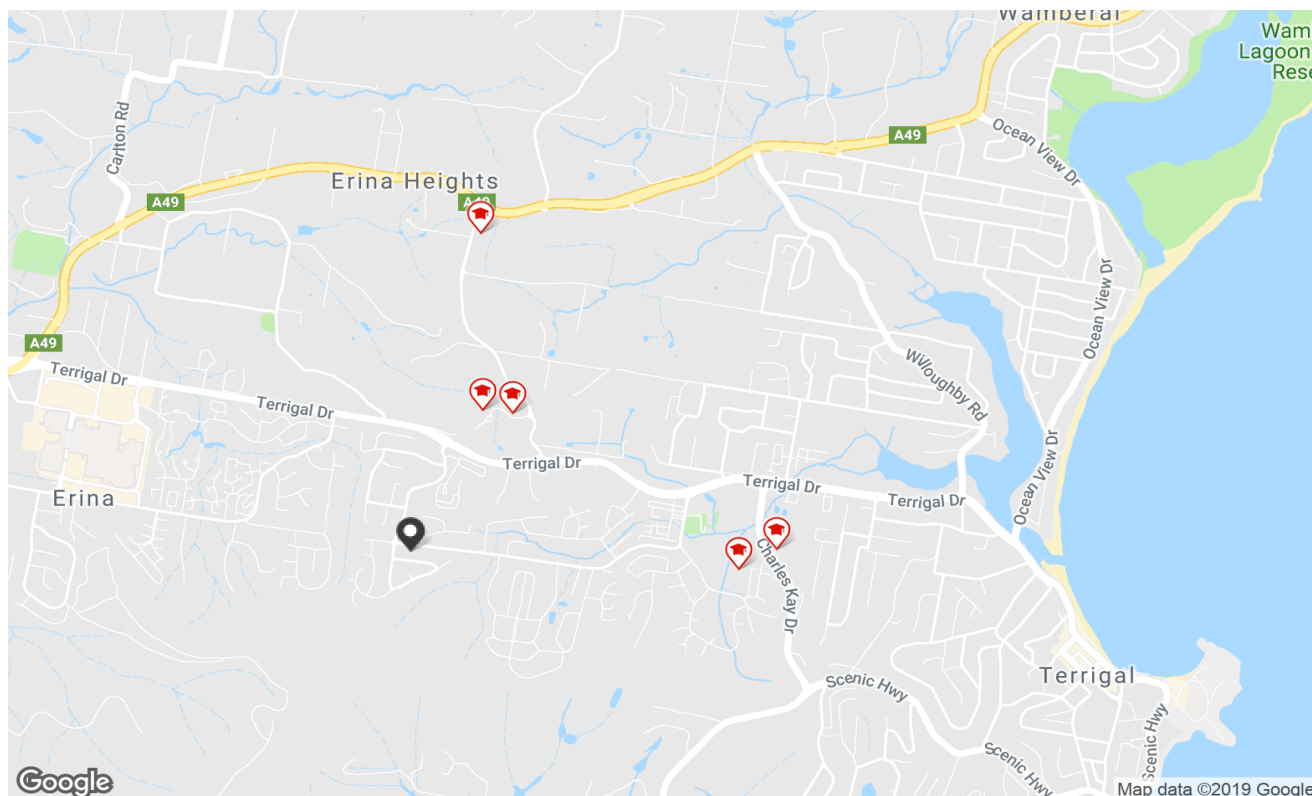


The size of Terrigal is approximately 9.1 square kilometres. It has 16 parks covering nearly 5.2% of total area. The population of Terrigal in 2011 was 10,614 people. By 2016 the population was 11,344 showing a population growth of 6.9% in the area during that time. The predominant age group in Terrigal is 50-59 years. Households in Terrigal are primarily couples with children and are likely to be repaying \$1800 - \$2399 per month on mortgage repayments. In general, people in Terrigal work in a professional occupation. In 2011, 70.5% of the homes in Terrigal were owner-occupied compared with 72.3% in 2016. Currently the median sales price of houses in the area is \$930,000.

HOUSEHOLD STRUCTURE		HOUSEHOLD OCCUPANCY		HOUSEHOLD INCOME		AGE	
TYPE	%	TYPE	%	TYPE	%	TYPE	%
Childless Couples	40.4	Owns Outright	38.5	0-15.6K	3.4	0-9	11.6
Couples with Children	43.8	Purchaser	33.8	15.6-33.8K	12.1	10-19	12.2
Single Parents	14.4	Renting	25.4	33.8-52K	12.4	20-29	11.8
Other	1.2	Other	0.3	52-78K	13.1	30-39	11.2
		Not Stated	2.3	78-130K	21.4	40-49	13.3
				130-182K	12.4	50-59	13.8
				182K+	14.2	60-69	13.4
						70-79	8.8
						80-89	3.5
						90-99	0.5



# Local Schools



	SCHOOL ADDRESS	DISTANCE	SCHOOL TYPE	GENDER	SECTOR	YEARS
	<b>Our Lady Star of the Sea Catholic Primary School</b> 165 Serpentine Road Terrigal NSW 2260	0.79km	Primary	Mixed	Non-Government	0-6
	<b>St Edward's Christian Brothers' College, Terrigal campus (The Haven Education Centre)</b> 165 Serpentine Road Terrigal NSW 2260	0.86km	Secondary	-	Non-Government	0-0
	<b>Aspect Central Coast School</b> 75 Duffys Road Terrigal NSW 2260	1.59km	Special	Mixed	Non-Government	0-0
	<b>Erina Heights Public School</b> 2 Serpentine Road Erina Heights NSW 2260	1.63km	Primary	Mixed	Government	0-6
	<b>Terrigal High School</b> 100 Charles Kay Drive Terrigal NSW 2260	1.76km	Secondary	Mixed	Government	7-12



Property is within school catchment area

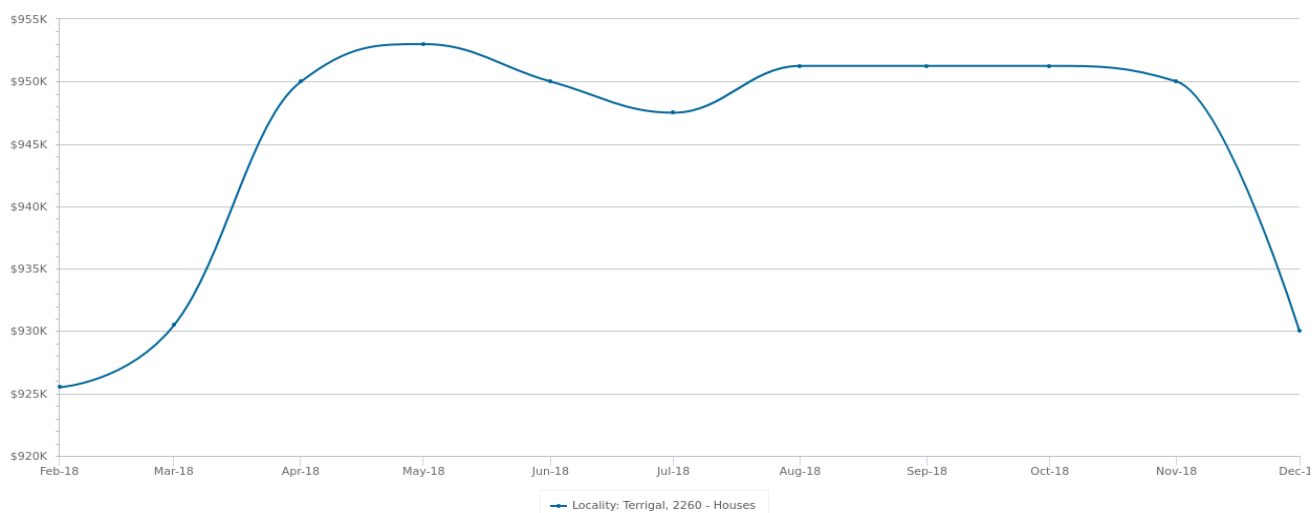


Property is outside school catchment area



# Recent Market Trends

Median Sale Price - 12 months (House)

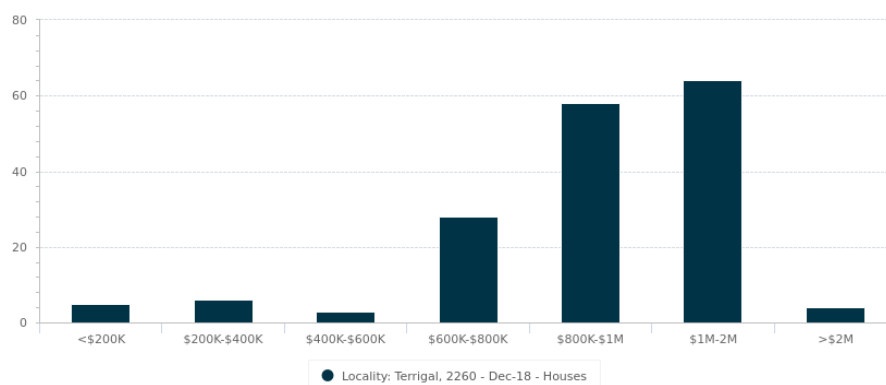


Statistics are calculated over a rolling 12 month period

PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
Jan 2019	-	-	-	-	64	\$580
Dec 2018	13	\$930,000	-2.1% ▼	37	64	\$580
Nov 2018	20	\$950,000	-0.1% ▼	37	76	\$580
Oct 2018	17	\$951,250	0.0%	37	74	\$580
Sep 2018	14	\$951,250	0.0%	32	58	\$580
Aug 2018	13	\$951,250	0.4% ▲	32	47	\$580
Jul 2018	13	\$947,500	-0.3% ▼	32	48	\$580
Jun 2018	22	\$950,000	-0.3% ▼	31	43	\$580
May 2018	24	\$953,000	0.3% ▲	31	54	\$580
Apr 2018	23	\$950,000	2.1% ▲	31	55	\$582
Mar 2018	21	\$930,500	0.5% ▲	31	64	\$595
Feb 2018	29	\$925,500	0.1% ▲	31	55	\$600

Sales by Price - 12 months (House)

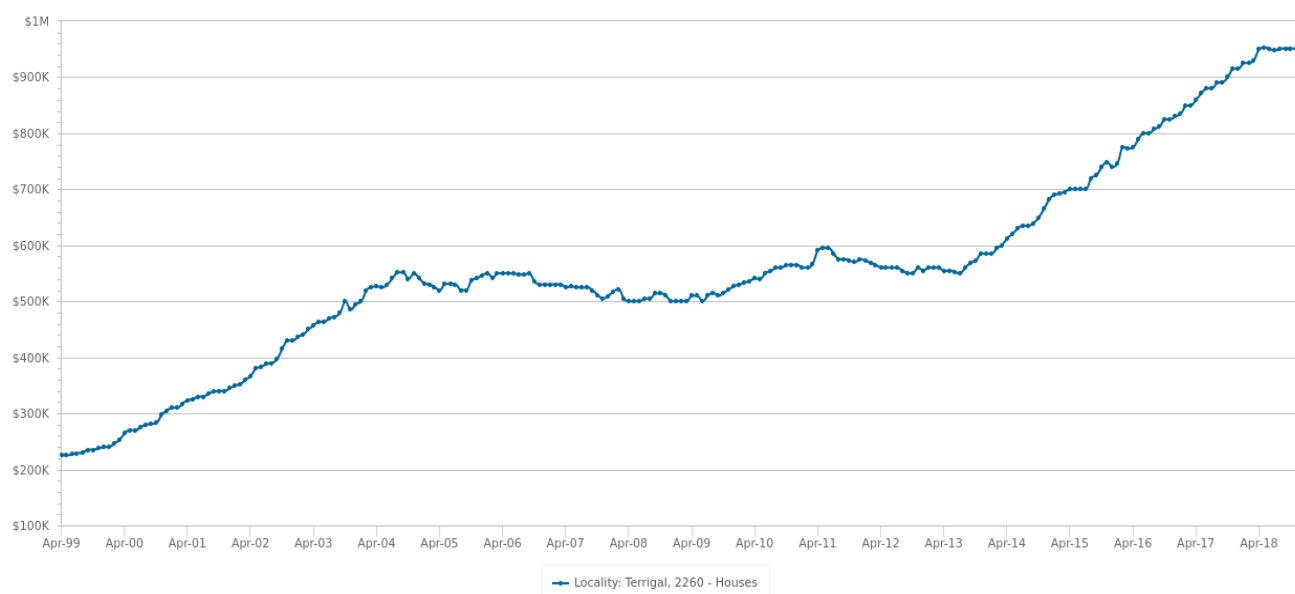
PRICE	NUMBER
<\$200K	5
\$200K-\$400K	6
\$400K-\$600K	3
\$600K-\$800K	28
\$800K-\$1M	58
\$1M-\$2M	64
>\$2M	4



Statistics are calculated over a rolling 12 month period

# Long Term Market Trends

Median Sale Price - 20 years (House)

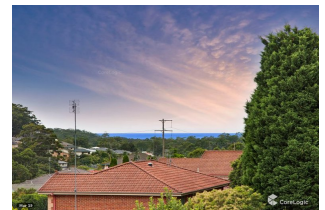


Statistics are calculated over a rolling 12 month period

PERIOD	PROPERTIES SOLD	MEDIAN PRICE	GROWTH	DAYS ON MARKET	LISTINGS	ASKING RENT
2019	-	-	-	-	226	\$580
2018	226	\$930,000	1.6% ▲	37	215	\$600
2017	227	\$915,000	10.2% ▲	28	193	\$575
2016	224	\$830,000	12.2% ▲	30	236	\$550
2015	254	\$740,000	8.4% ▲	22	206	\$527
2014	238	\$682,500	16.7% ▲	30	205	\$500
2013	222	\$585,000	5.4% ▲	32	249	\$470
2012	223	\$555,000	-3.5% ▼	55	283	\$470
2011	177	\$575,000	1.8% ▲	74	241	\$400
2010	189	\$565,000	7.1% ▲	50	238	\$372
2009	217	\$527,500	5.5% ▲	62	273	\$372
2008	147	\$500,000	-1.8% ▼	68	281	\$350
2007	204	\$509,000	-4.0% ▼	74	242	\$330
2006	166	\$530,000	-3.0% ▼	84	223	\$320
2005	162	\$546,250	1.0% ▲	83	186	-
2004	171	\$541,000	9.3% ▲	72	117	-
2003	280	\$495,000	15.1% ▲	33	9	-
2002	313	\$430,000	24.6% ▲	-	20	-
2001	297	\$345,000	13.1% ▲	25	7	-
2000	235	\$305,000	27.1% ▲	-	1	-

# Summary

**7 Sotherby Avenue Terrigal NSW 2260**



## Price range

\$983,000 - \$1,155,000

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