

THE
COLLECTION

AUSTRALIA NEW HOMES

Q3 2019

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Qube Broadbeach, Gold Coast



The Muse, Melbourne

WELCOME

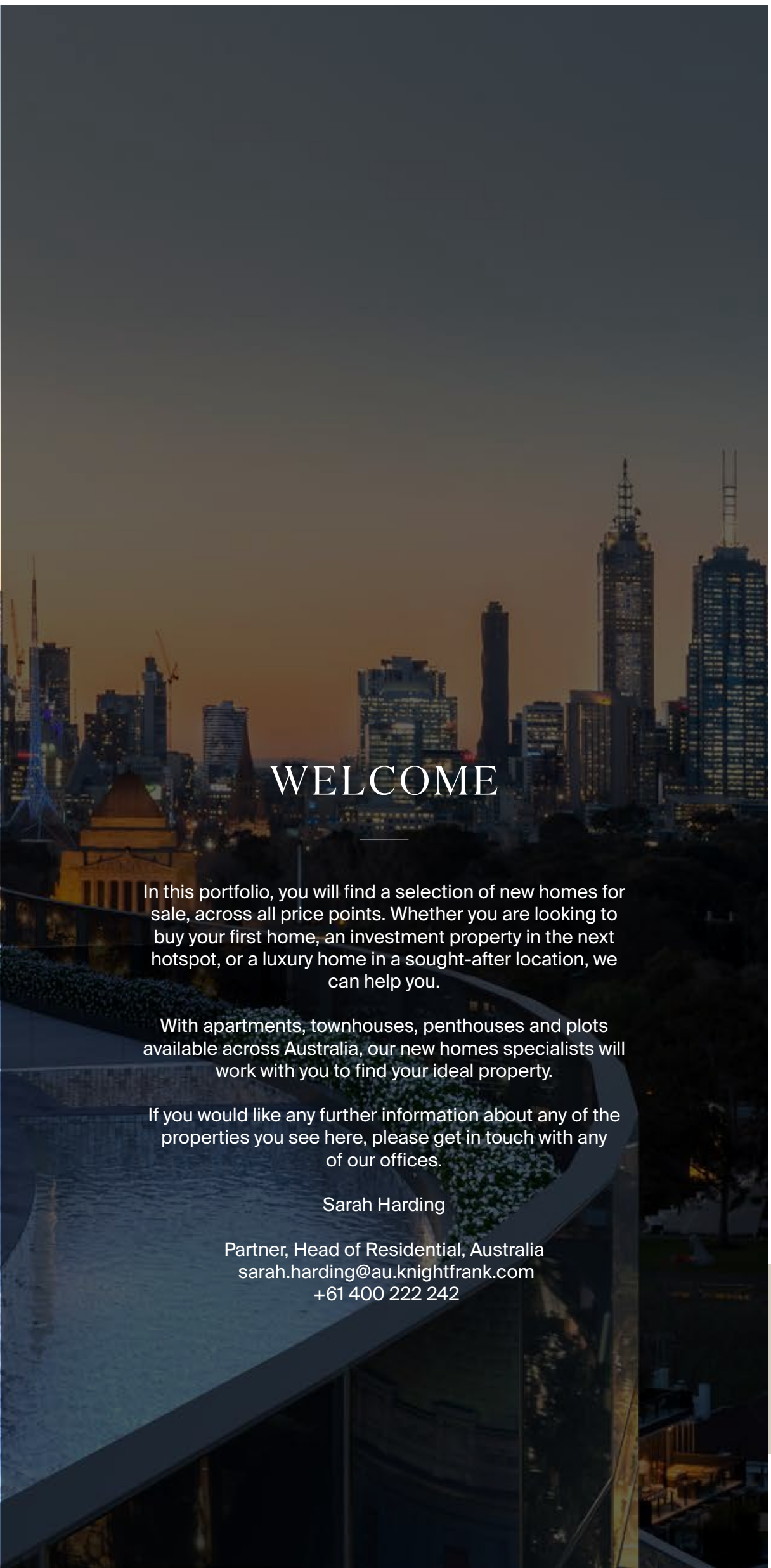
In this portfolio, you will find a selection of new homes for sale, across all price points. Whether you are looking to buy your first home, an investment property in the next hotspot, or a luxury home in a sought-after location, we can help you.

With apartments, townhouses, penthouses and plots available across Australia, our new homes specialists will work with you to find your ideal property.

If you would like any further information about any of the properties you see here, please get in touch with any of our offices.

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OUR EXPERTISE

There's a human element in the world of property that is too easily overlooked.

At Knight Frank we build long term relationships with our clients, which allow us to provide personalised, clear and considered advice on all areas of property in all key markets. Our personal approach means we'll make sure we find the right property for you - be it commercial or residential.

Operating in locations where our clients need us to be, we provide a worldwide service that's locally expert and globally connected.

We believe that inspired teams naturally provide excellent and dedicated client service. Therefore, we've created a workplace where opinions are respected, where everyone is invited to contribute to the success of our business and where they're rewarded for excellence.

The result is that our people are more motivated, ensuring your experience with us is the best that it can be.





Crown Residences at One Barangaroo, Sydney

Crown Residences at One Barangaroo, Sydney

Resdie

OUR TEAM



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DEVELOPMENTS

SYDNEY

Crown Residences at One Barangaroo, Sydney

TEN REASONS

TO INVEST IN SYDNEY



01 FINANCE HUB OF AUSTRALIA

Sydney is the financial and business services hub for Australia, attracting many professionals from around the globe. According to the Global Financial Centres Index 25 compiled by think-tank Z/Yen, Sydney ranked 11th on the index of global financial centres in 2019. Sydney scored 735, up by 2 points. Sydney is home to branches of the Reserve Bank of Australia (RBA), Australian Prudential Regulation Authority (APRA) and the Australian Securities Exchange (ASX).



03 GOVERNMENT INVESTMENT

The NSW Government has committed to spending \$87b over the next four years on health, education and transport infrastructure projects to ease cost of living pressures. Major transport projects to receive funding include the new Metro West (new underground rail line between CBD and Parramatta), the new Parramatta light rail, Metro NorthWest (underway), the new Sydney Western Harbour Tunnel and Beaches Link, the first phase of underground F6 motorway between Sydney and Wollongong and road upgrades around the Western Sydney Airport.



06 HIGH RANKING LIVEABILITY

Sydney is placed well for liveability when measured against other cities around the world. In 2018, the Economist's Intelligence Unit ranked Sydney in 5th position from 140 global cities based on stability, infrastructure, education, health care and environment. Mercer placed Sydney in 11th position in their Quality of Life index 2019. At the last Census, the ABS ranked Sydney's Ku-ring-gai, Mosman and Woollahra in the top five Australian advantaged local government areas according to relative socio-economic conditions of people and households.



09 WEALTH FLOWS

The total wealth of Sydney high-net-worth individuals (HNWIs) continues to rise. According to GlobalData WealthInsight, the number of HNWIs – those with a net worth of more than US\$1 million, excluding their primary residence – is expected to grow by 21% from 2018 to 2023, to reach a total of 116,049 in Sydney. Over the past five years four millionaires were created every day in Sydney, this is expected to rise to 11 millionaires per day over the next five years. In 2018, the number of ultra-high-net-worth individuals (UHNWIs) grew by 4%, to 875, and projected to rise another 20% over the next five years—when Sydney will exceed 1,000 ultra-wealthy people by 2023.



02 ROBUST ECONOMIC OUTLOOK

The NSW economy has been strong over the past three years, with the outlook for growth to remain above trend for the next three years according to projections in the NSW State Budget. NSW has been the fastest growing state economy over these past three years, on the back of elevated household consumption, dwelling construction and public investment. Construction activity and expanding health services have contributed to more than 500,000 new jobs created since April 2011. Momentum in the labour market remains strong, with employment growth forecast of 3% in 2018-19.



04 RISE IN INTERNATIONAL VISITORS

International departure capacity at Sydney Airport expanded by 23.4% between 2012 and 2017 as reported by OAG Schedules Analyser. The increase has been driven by Oneworld member Qatar Airways adding Sydney to its network map over the past two years and six new routes to China following a deal to end passenger capacity restrictions. The top three Sydney to China two-way routes by capacity, in 2017, was with Shanghai, Guangzhou and Beijing. Each year since 2012, Tourism Australia has calculated international visitors to Sydney has grown on average 7.6%.



07 RISING POPULATION GROWTH

Sydney's population growth trajectory has continued to rise each year since 2011. At this time annual growth was 1.2%, while in June 2018 annual population growth was recorded at 1.8%. This equates to 93,400 more people living in Sydney this last year, or equivalent to 1,800 more per week, to total 5.23 million. The ABS has projected the Sydney population to grow by a further 1.6% per annum to 2041.



10 RELATIVE VALUE TO OTHER GLOBAL CITIES

As wealth creation continues, Sydney prime property prices continue to show strength growing 2.4% in the year ending March 2019. Knight Frank considers prime property to be the most desirable and most expensive property in a given location, generally defined as the top 5% of each market by value. The other factor to consider is the global value proposition. In Sydney, at the end of 2018, US\$1m could buy 52 sqm of prime property, while in Monaco, only 16 sqm could be purchased. At the same time, 22 sqm in Hong Kong and 31 sqm in both London and New York.



05 GROWTH IN INTERNATIONAL STUDENTS

The number of international students enrolled to study in NSW education facilities rose 10.5% in the year ending December 2018, according to the Department of Education and Training. Higher education facilities saw annual growth of 14.6%, while vocational education & training grew by 13.3%. The SSVF has made the process of applying for a student visa in Australia easier to navigate for both students and guardians.



08 CONSTRUCTION STARTS SLOWED

Construction starts have slowed in Sydney. This means much of the recently added new rental stock has the opportunity to be absorbed while developers seek finance and pre-sales before construction can begin. At the current rate of population growth, the NSW state government has projected that an additional 725,000 new homes will be required by 2036, so this lull in construction can only be short-lived in order to meet this demand.



CROWN RESIDENCES

ONE BARANGAROO, SYDNEY

2000

London architecture and stylish Manhattan interiors come together in Crown Residences at One Barangaroo. Set atop the latest 6-star Crown Resorts hotel in Sydney's newest waterfront precinct, this is a once-in-a-lifetime opportunity to own an iconic piece of Sydney's harbour front with sweeping views of the Sydney Harbour Bridge and the Opera House.

AMENITIES
Access to all 6-star hotel amenities | Residents' open air pool deck
24-hour hotel concierge | Valet parking & security

- **82**
APARTMENTS
- **WYNYARD**
TRAIN STATION
500M
- **2-4 &**
DUPLEX
- **COMPLETION**
Q1 2021

Prices from:
A\$9,500,000

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DEVELOPMENTS
MELBOURNE

The Muse, Melbourne

TEN REASONS TO INVEST IN MELBOURNE



01 TECH CAPITAL OF AUSTRALIA

Melbourne is fast-growing as the technology capital of Australia. The City of Melbourne has designed a Startup Action Plan to create more jobs, innovation and productivity for start-ups and entrepreneurs to 'start, grow and go global' by removing any barriers to launch. According to the Global Financial Centres Index compiled by think-tank Z/Yen, Melbourne ranked 15th on the index of global financial centres in 2019. Melbourne scored 729, up by 30 points on the previous year, and gaining pace on Sydney in position 11 with 736 points.



03 GOVERNMENT INVESTMENT

The Victorian Government has committed to investing \$10.1b per year over the next four years on infrastructure projects. Major transport projects to receive funding include, North East Link—the missing link in Melbourne's freeway network, stage two of the Monash Freeway upgrade, Mordialloc Bypass, Sunbury to Cranbourne-Pakenham Rail Corridor and suburban roads upgrade.



06 HIGH RANKING LIVEABILITY

Melbourne has been best placed for liveability when measured against other cities in Australia for the past decade. In 2018, the Economist's Intelligence Unit ranked Melbourne in 2nd position from 140 global cities based on stability, infrastructure, education, health care and environment. Mercer placed Melbourne in 17th position, from 231 cities in their Quality of Life index. At the last Census, the ABS ranked Melbourne's Boroondara, Bayside, Stonnington and Port Phillip in the top 25 Australian advantaged local government areas according to relative socio-economic conditions of people and households.



09 WEALTH FLOWS

The number of high-net-worth individuals (HNWIs) in Melbourne continues to rise. According to GlobalData WealthInsight, the number of HNWIs – those with a net worth of more than US\$1 million, excluding their primary residence – is expected to grow by 21% from 2018 to 2023, to reach a total of 68,900 in Melbourne. Over the past five years three millionaires were created every day in Melbourne, this is expected to rise to seven millionaires per day over the next five years. In 2018, the number of ultra-high-net-worth individuals (UHNWIs) grew by 4%, to 519, and projected to rise another 21% over the next five years.



02 ROBUST ECONOMIC OUTLOOK

Victoria has resulted with the strongest rate of economic growth (GSP) in Australia over the past five years, averaging 3.3% annual growth, with 3.5% recorded the year ending June 2018. This trended above the national annual average of 3.1%. The unemployment rate for Greater Melbourne averaged 5.9% over the past five years, to record 5.0% in March 2019.



04 RISE IN INTERNATIONAL VISITORS

International departure capacity at Melbourne Airport expanded by 45.1% between 2012 and 2017 as reported by OAG Schedules Analyser. The increase has been driven by the airport adding more than 2 million international departure seats over this time. The top two Melbourne to China two-way routes by capacity, in 2017, was with Guangzhou and Shanghai. Each year since 2012, Tourism Australia has calculated international visitors to Melbourne has grown on average 9.5%.



07 SIGNIFICANT POPULATION GROWTH

The population in Melbourne has been significantly rising and is the strongest of all Australian capital cities. Over the year ending June 2018, an increase in the estimated resident population was recorded at 2.5%, to total 4.96 million persons. According to the ABS, this is well-above the overall Australian population growth of 1.6%. Overseas migration, recently fuelled by interstate relocation, has resulted in exceptional population growth in the city. Melbourne population is projected to grow annually by a minimum of 1.9%, to 7.6 million persons by 2041. By this time, with the current rate of growth, Melbourne is likely to overtake the population of Sydney.



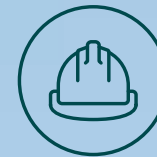
10 RELATIVE VALUE TO OTHER GLOBAL CITIES

As wealth creation continues, Melbourne prime property prices grew 1.8% in the year ending March 2019. Knight Frank considers prime property to be the most desirable and most expensive property in a given location, generally defined as the top 5% of each market by value. The other factor to consider is the global value proposition. In Melbourne, at the end of 2018, US\$1m could buy 97 sqm of prime property, compared to 52 sqm in Sydney, while in Monaco, only 16 sqm could be purchased. At the same time, 22 sqm in Hong Kong and 31 sqm in both London and New York.



05 GROWTH IN INTERNATIONAL STUDENTS

The number of international students enrolled to study in Victorian education facilities rose 10.8% in the year ending December 2018, according to the Department of Education and Training. Higher education facilities saw growth of 15.9%, while school-aged international students grew 7.7%. The SSVF has made the process of applying for a student visa in Australia easier to navigate for both students and guardians.



08 CONSTRUCTION STARTS SLOWED

In Melbourne, construction starts have slowed with much of the recently added new rental stock being absorbed as developers seek finance and pre-sales before construction can pick up once again. This lull in construction can only be short-lived in order to meet Melbourne's significant population growth, as total vacancy was a low 2.2% in March 2019 (REIV), trending below market equilibrium of 3%.



THE MUSE

409 ST KILDA ROAD, ST KILDA

3004

A boutique collection of ultra-luxurious three, four and five bedroom homes located in the heart of Melbourne's Domain Precinct. The Muse will feature 6-star hotel style facilities, state of the art security, home automation, the highest quality fixtures and fittings and private garages.

AMENITIES

Gym, pools & spa | 24-hr concierge | Residents' lounge
Facial & number plate recognition

Prices from:
A\$3,200,000
to **A\$45,000,000**



42
APARTMENTS



NO. 3
TRAM STOP
160M

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3+



COMPLETION
LATE-2021

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THE SPRINGFIELD

30 SPRINGFIELD AVENUE, TOORAK

3142

Located 5 kms from Melbourne's CBD and nestled within one of Toorak's leafy streets, The Springfield offers this luxurious three bedroom residence which features a south-east facing wraparound terrace.

AMENITIES

Private lift | Basement storage | Security camera | Penthouse & ground floor residences will have a barbeque on their terraces | Private lobby

Prices from:
A\$2,975,000
to **A\$3,895,000**



19
APARTMENTS



NO. 605
BUS STOP
96M

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2 - 4



COMPLETION
JULY 2019

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ST LEONARDS

54 ST LEONARDS ROAD, ASCOT VALE

3032

Proudly developed by Rodcon Developments and currently being constructed by Canny, this three-level townhouse is comprised of two bedrooms, two bathrooms plus study with a generous outdoor space on the second level to expand your entertaining options. The high end, inner-city design can be seen throughout with premium finishes such as Technika appliances, black tapware, lime-washed oak flooring, stone benchtops, bespoke cabinetry and a feature staircase.

AMENITIES

Shared vegetable garden



17
APARTMENTS



NO. 57
TRAM STOP
100M



2 & 3



COMPLETION
AUGUST 2019

Prices from:
A\$650,000
to **A\$895,000**

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RESIDENCE EAST

692 WHITEHORSE ROAD, SURREY HILLS

3127

Residence East has been designed as an exclusive and limited offering of contemporary apartments. Care and attention to detail is evident in every interior and, while all apartments feature generous living spaces, low maintenance garden terraces and quality finishes, no two of the apartments are exactly alike.

AMENITIES

Secure basement parking | Two lifts



49
APARTMENTS



NO. 109
TRAM STOP
260M



1 - 3



COMPLETION
JUNE 2019

Prices from:
A\$449,000
to **A\$1,000,000**

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MONT VUE

87 MOUNT STREET, HEIDELBERG

3084

Perched perfectly amongst the picturesque vistas that distinguish Mount Street's idyllic streetscape, Mont Vue offers the rare opportunity to discover the natural beauty of Melbourne's urban fringe. A street defined by ornate façades, punctuated by greenery, capturing some of the city's most breathtaking views and sharing in Heidelberg's enviable suite of amenities, this is everything you ever dreamed inner-city living could be.

AMENITIES

Rooftop garden with barbeque | Café on ground floor | Two lifts

Prices from:
A\$439,000
to **A\$1,100,000**



53
APARTMENTS



NO. 551
BUS STOP
96M

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1 - 3



COMPLETION
MAY 2019

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HANK

9 HANKE ROAD, DONCASTER

3108

Nestled on a tree-lined street in one of Melbourne's most sought-after eastern suburbs, Hank seamlessly combines considered architecture with contemporary interiors to deliver living spaces of serenity and style.

AMENITIES

Two lifts | Ongrade parking

Prices from:
A\$365,000
to **A\$695,000**



36
APARTMENTS



NO. 281, 293, 304
BUS STOPS
210M



1 - 3



COMPLETION
JUNE 2019

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RIVER STREET

94-96 RIVER STREET, SOUTH YARRA

3141

Designed by Hecker Guthrie this distinctive boutique development consists of only three full floor residences, each completely unique. Situated only a short walk to Chapel Street with its plethora of amenities.

AMENITIES
Secure basment parking | Elevator access direct to residences

 **3**
APARTMENTS

 **NO. 78**
TRAM STOP
290M

 **3 & 4**

 **COMPLETION**
END OF 2020

Prices from:
A\$3,850,000
to **A\$6,000,000**

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MAYFAIR

2 BROOKVILLE ROAD, TOORAK

3142

An exclusive collection of just five exquisitely designed luxury residences in a timeless boutique building that reflects both the architectural traditions and uncompromising expectations of Melbourne's premier suburb.

AMENITIES
Private entries | Lift access | Secure basement parking

 **3 RESIDENCES**

 **NO. 605**
BUS STOP
500M

 **3 & 4**

 **COMPLETION**
END OF 2019

Prices from:
A\$3,050,000
to **A\$6,150,000**

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TOORAK 508

508 TOORAK ROAD, TOORAK

3142

Located in one of Australia's most sought-after suburbs, Toorak 508 exudes timeless elegance and sophistication. Designed by ASCUI & Co Architects, Toorak 508 offers half and full floor residences with elegant interior design that is light, bright and luxurious. Each residence has stunning designer finishes with European appliances and private balconies or courtyards with spectacular views.

AMENITIES

Secure basement car park



7
APARTMENTS



NO. 58
TRAM STOP
14M



2 & 3



COMPLETION
MARCH 2019

Prices from:
A\$1,795,000
to **A\$2,288,000**

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SEVEN MARTIN COURT

7 & 7A MARTIN COURT, TOORAK

3142

Two individually designed luxury townhouses for those with high expectations and busy modern lifestyles.

AMENITIES

Private swimming pool & spa



2
TOWNHOUSES



NO. 605
BUS STOP
170M



3 & 4



COMPLETION
END OF 2020

Prices from:
A\$7,500,000

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DEVELOPMENTS
PERTH



Sabina Applecross, Perth

TEN REASONS TO INVEST IN PERTH



01 HIGH RANKING LIVEABILITY

Perth places high for liveability when measured against other cities around the world. In 2018, the Economist's Intelligence Unit ranked Perth in 12th position from 140 global cities based on stability, infrastructure, education, health care and environment. Mercer placed Perth in equal 21st position, with Montreal, from 231 cities in their Quality of Life index 2019. At the last Census, the ABS ranked Perth's Cottesloe and Peppermint Grove in the top five Australian advantaged local government areas according to the relative socio-economic conditions of people and households.



03 WEALTH FLOWS

The number of high-net-worth individuals (HNWIs) in Perth continues to rise. According to GlobalData WealthInsight, the number of HNWIs – those with a net worth of more than US\$1 million, excluding their primary residence – is expected to grow by 22% from 2018 to 2023, to reach a total of 42,100 in Perth. Over the past five years two millionaires were created every day in Perth, this is expected to rise to four millionaires per day over the next five years. In 2018, the number of ultra-high-net-worth individuals (UHNWIs) grew by 4%, to 318, and projected to rise another 21% over the next five years.



02 GOVERNMENT INVESTMENT

After a period of protracted decline, WA's domestic economy (GSP) which includes exports, is projected to grow to 2.5% in 2017-18 and 3.3% in 2018-19 according to the WA State Budget, following the first annual contraction on record (-2.7%) in 2016-17. The major short term drivers being the export of LNG, iron ore, gold and lithium; while the medium term drivers are household consumption on the back of improving consumer confidence, population growth and a strengthened labour market. The Government is spending \$4.2 billion to build new road infrastructure across the metropolitan area and regional WA.



04 ON THE ITINERARY FOR INTERNATIONAL VISITORS

Perth is the closest major Australian capital city to Asia, allowing easy connection to the European continent, and falls into the same time zone as capital cities such as Singapore, Hong Kong, Kuala Lumpur, Jakarta, Beijing and Shanghai. International departure capacity at Perth Airport expanded by 24.7% between 2012 and 2017 as reported by OAG Schedules Analyser. Each year since 2012, Tourism Australia has calculated international visitors to Perth has grown on average by 5.1%. This is expected to grow further now Qantas has raised the benchmark to become the first direct airline operating a regular passenger service between Perth and London Heathrow—the second longest flight in the world at 14,498km.



05 GROWTH IN INTERNATIONAL STUDENTS

The number of international students enrolled to study in higher education facilities in WA grew 7.2% in the quarter ending December 2018 according to the Department of Education and Training. Higher Education students grew 4.6% while school-aged international students rose 4.6%. The SSVF has made the process of applying for a student visa in Australia easier to navigate. While more recently, the WA Government released a new pathway for permanent residency via the Graduate Occupation List (GOL). It's designed for students who have studied for at least two years at a WA university and have a full-time job offer for more than 12 months (from the GOL) and can prove 'proficient English'.



06 RELATIVE MAINSTREAM VALUE TO OTHER MAJOR CAPITAL CITIES

Perth houses and apartments are relatively well placed for value in Australia. The median value for an apartment in March 2019 was \$347,600 in Perth, whilst Sydney was \$696,900, and Melbourne \$466,900 according to APM. This was similar for houses in Perth with the median value being \$530,000; significantly lower than Sydney (\$1.03 million) and Melbourne (\$809,500). Those now priced out of these Australian East Coast cities have Perth back on their radar.



09 RISE IN SIGNED RESIDENTIAL TENANCY AGREEMENTS

Across Perth, signed residential rental agreements in Q1 2019 increased by 131%, compared to Q1 2018, for the Knight Frank Residential Property Management team. More people are moving from interstate and signing rental agreements with an increase recorded from 14% of all leases in Q1 2018, to 19% of all leases in Q1 2019. Tenants signing new leases worked in two main sectors being 'resources', growing from a 17% share in Q1 2018, to 31% in Q1 2019, and 'finance', up from 10%, to 13%, in the same period.



07 RENTAL YIELDS REBOUNDED

Perth's gross rental yields have rebounded to grow 40 bps over the year ending March 2019 to stand at a median 4.90% for apartments, and up 10 bps to 4.40% for houses. Over the past five years, Perth has recorded an average rental yield of 4.68% for apartments—outstripping the national average of 4.45%. Perth houses, at 4.33%, was closer to the 4.39% national average over this time.



10 RELATIVE PRIME VALUE TO OTHER GLOBAL CITIES

Perth prime property prices grew 1.8% in the year ending March 2019 as wealth creation continues. Knight Frank considers prime property to be the most desirable and most expensive property in a given location, generally defined as the top 5% of each market by value. The other factor to consider is the global value proposition. In Perth, at the end of 2018, US\$1m could buy 117 sqm of prime property, compared to 52 sqm in Sydney, while in Monaco, only 16 sqm could be purchased. At the same time, 22 sqm in Hong Kong and 31 sqm in both London and New York.



08 LOWERED VACANCY

Total vacancy has lowered to 2.5% at the end of March 2019, as reported by REIWA. Over the medium term, as the population grows, less apartments are built and the economy strengthens, additional apartments will be required to meet the changing demand for low maintenance, high-density living. Lifting the share of this type of product in Perth closer to the national average, will sustain the maturing global city.



SABINA APPLECROSS

908 CANNING HIGHWAY, APPLECROSS

6153

Set in the affluent riverside suburb of Applecross, Sabina offers a selection of one, two and three bedroom apartments over 30 levels with luxury amenities to match.

AMENITIES
25m heated swimming pool | Cinematic & media hub
Cabana with outdoor kitchen | Guest apartment
Residents' lounge with bar | Private dining room with kitchen

Prices from:
A\$420,000

 **164**
APARTMENTS

 **NO. 10323**
BUS STOP
72M

 **1 - 3**

 **COMPLETION**
2020

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AURELIA

1 HARPER TERRACE, SOUTH PERTH

6151

Positioned in the enviable location of South Perth, Aurelia combines lifestyle with contemporary living. A limited selection of one, two and three bedroom options available.

AMENITIES
25m heated swimming pool & poolside cabana | Gym
Games room | Residents' lounge

Prices from:
A\$650,000

 **118**
APARTMENTS

 **NO. 9998**
FERRY TERMINAL,
MENDS STREET JETTY
290M

 **1 - 3**

 **COMPLETION**
2018

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REVA

5 HARPER TERRACE, SOUTH PERTH

6151

A boutique development set in the heart of South Perth and within walking distance to the Swan River foreshore. Rooftop swimming pool and cabana offer stunning views across the river to the Perth CBD.

AMENITIES
Solar heated rooftop 16m lap pool & poolside cabana | Private storeroom to each apartment | Barbeque area

 **42**
APARTMENTS

 **1 & 2**

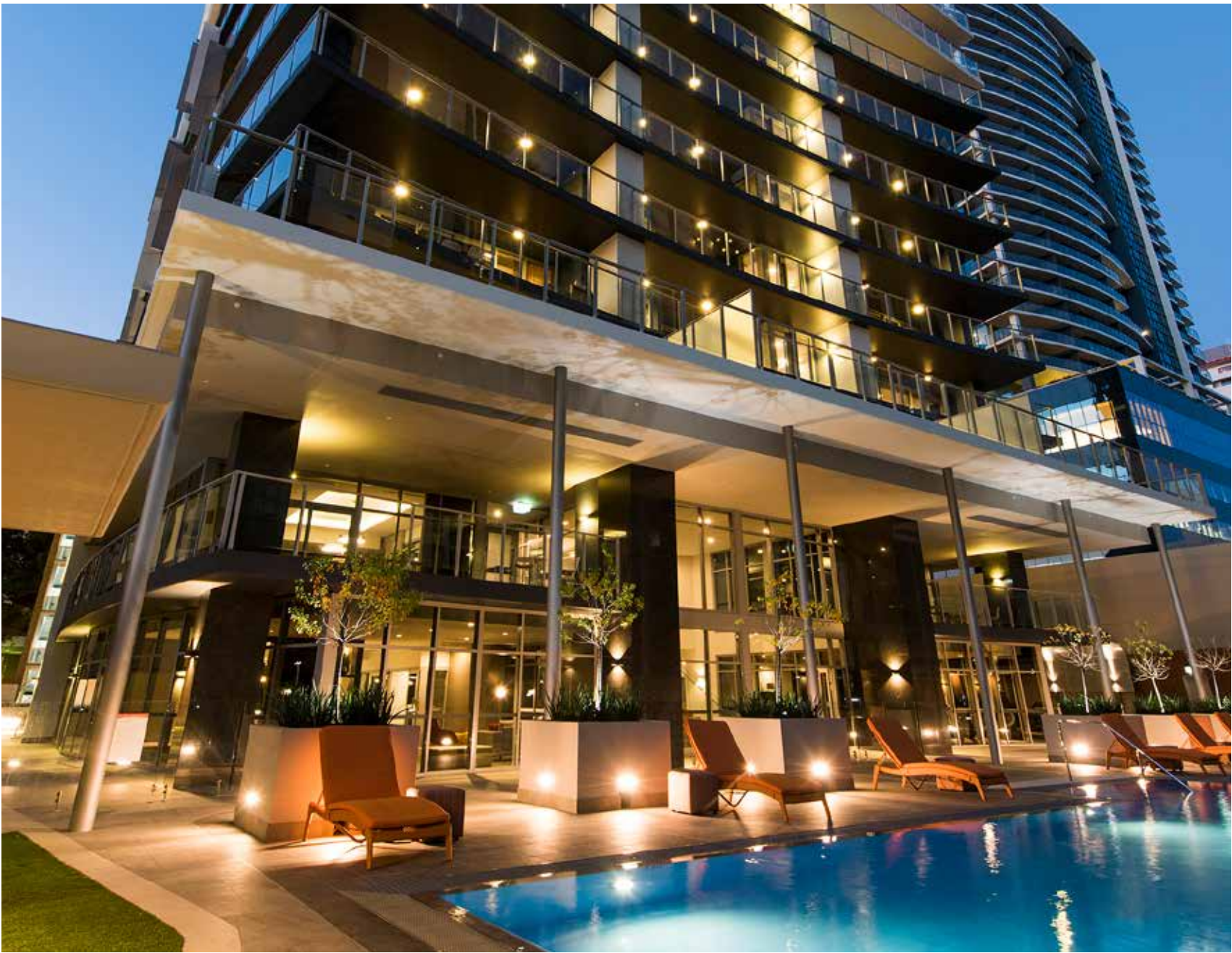
 **NO. 9998**
FERRY TERMINAL,
MENDS STREET JETTY
290M

 **COMPLETION**
Q1 2019

Prices from:
A\$465,000

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CONCERTO

189 ADELAIDE TERRACE, EAST PERTH

6004

A collection of apartments set in Western Australia's tallest residential building with views in every direction. Perfectly positioned between the Perth CBD and the new Perth Stadium/Crown Resort and access to an array of excellent shopping and restaurants.

AMENITIES
Infinity edge swimming pool with cabana outdoor kitchen | Barbeque area
Private dining room & kitchen | Fully equipped gymnasium | Theatre

 **226**
APARTMENTS

 **2 & 3**

 **NO. 10073**
BUS STOP
86M

 **COMPLETION**
2017

Prices from:
A\$595,000

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DEVELOPMENTS
GOLD COAST

Opus, Broadbeach

TEN REASONS

TO INVEST IN GOLD COAST



01 SIGNIFICANT POPULATION GROWTH

The Gold Coast LGA population has been significantly rising. Over the year ending June 2018, an increase in the estimated resident population was recorded at 2.6% to 606,800 persons. According to the Australian Bureau of Statistics (ABS), this is well above the overall Australian population growth of 1.6%, and overtook the rate of population growth in Melbourne (at 2.5%). When compared to the Australian capital cities, the Gold Coast LGA population is ranked the 6th largest, ahead of Canberra, Hobart and Darwin. According to Queensland Treasury projections, the Gold Coast LGA population is projected to grow annually by 2.1%, to 943,700 persons by 2041.



02 DOWNSIZER DEMAND

A demographic shift is occurring on the Gold Coast with compounding growth in the number of residents aged 65+ years. This age group represented 14% of the Gold Coast LGA population in 2011 (73,000) to stand at 91,400 residents in 2016; growing to a 16.4% share. By 2036, it has been projected by the ABS this group will grow to almost double (174,000 residents) and represent 20.2% of the population; overtaking the number of residents aged 30-45 years. The 65+ years cohort are fast becoming attune to the apartment lifestyle, enjoying the amenity, retail and transport within close proximity. The pressure on apartment supply in good locations will only ramp up with the upward trajectory in the ageing population.



03 WEALTH FLOWS

The total wealth of Australian High-Net-Worth individuals (HNWIs) continues to rise. The Gold Coast saw more than 1,000 net inflow of HNWIs in 2017; taking more than one-tenth of Australia's 10,000 new HNWIs each year, according to New World Wealth. By definition, this is someone with net worth of US\$1 million, excluding their primary residence.



04 GROWTH IN INTERNATIONAL STUDENTS

The number of international students enrolled to study in Queensland education facilities rose 9.1% in the year ending December 2018, according to the Department of Education and Training. Higher education facilities saw growth of 11.7%, while school-aged international students grew by 5.0%. The Gold Coast is fortunate to accommodate three world-class university campuses and numerous private schools accepting international students. The SSVF has made the process of applying for a student visa in Australia easier to navigate for both students and guardians.



05 RISE IN INTERNATIONAL VISITORS

International departure capacity at the Gold Coast Airport expanded by 56.2% between 2012 and 2017 as reported by OAG Schedules Analyser. This is earmarked to grow further opening more routes to South-East Asia in the coming years. Tourism Australia calculated a growth in international visitors on the Gold Coast by 1.2% over the year ending December 2018, with a little over 1.05 million visitors.



06 RELATIVE VALUE TO OTHER MAJOR CAPITAL CITIES

Gold Coast LGA houses and apartments are relatively well placed for value on the East Coast. The median value for an apartment in March 2019 was \$430,000 in the Gold Coast LGA, whilst Sydney was \$696,900, and Melbourne \$466,900 according to APM. This was similar for houses in the Gold Coast LGA with the median value being \$620,000; significantly lower than Sydney (\$1.03 million) and Melbourne (\$809,500). Those now priced out of these Australian East Coast cities have the watching the Gold Coast market.



07 APARTMENT CAPITAL VALUE GROWTH

The second strongest annual capital growth across all Australian capital cities was recorded for Gold Coast apartments, at a sustainable 1.4% in March 2019. This outperforms the annual national average which fell by 2.7%, although lags Hobart at 8.4% according to APM.



08 RENTAL YIELDS REBOUNDING

Gross rental apartment yields on the Gold Coast have gained 6 bps over the year ending March 2019, to stand at a median 5.86%, according to APM. This was significantly higher than the Australian average being 4.46% in comparison. Over this same time, Gold Coast apartment median rents moved from being \$410 per week, to \$430 per week, recording annual growth of 4.9%.



09 LOW VACANCY AND LESS APARTMENTS BEING BUILT

The Gold Coast experienced the lowest vacancy rate when compared to the four major cities, at 1.6% at the end of 2018. This was well below the Australian weighted average of 2.6% according to the REIA. The consistent strong population growth, coupled with limited new housing supply being constructed, has seen the vacancy rate trend below market equilibrium (of 3%) since December 2012 (REIQ). The undersupplied Gold Coast market has averaged a vacancy rate of 1.9% since this time, pushing up median apartment rents 1.3%, on average, per quarter.



10 GLOBAL HOTSPOT FOR SECOND HOMES

Back in 2016, the Knight Frank Wealth Report identified residential hotspots likely to enjoy market outperformance over the coming years, led by economic and employment growth, new infrastructure, regeneration, quality of education, environment and lifestyle. Gold Coast was recognised globally as a top second-home destination, with infrastructure investment with the G:Link light rail, Commonwealth Games facilities (held in 2018) and proposed airport expansion. Competitive prices, when compared with Australia's top cities, plus strong fundamentals – local population growth and expanding tourism – will underpin demand along the 57-kilometre coastline.



SANDBAR BURLEIGH

1969-1971 GOLD COAST HIGHWAY, BURLEIGH HEADS

4220

Introducing Sandbar, a collection of luxurious two and three bedroom apartments overlooking beautiful Burleigh Beach and offering ocean, cityscape and hinterland views.

AMENITIES
Residents' only pool | Barbeque area | Sun lounge | Gym
Childrens' play zone

 **163**
APARTMENTS

 **2 & 3**

 **COOLANGATTA**
AIRPORT
14KM

 **COMPLETION**
2021

Prices from:
A\$515,000

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OPUS BROADBEACH

14-16 CHELSEA AVENUE, BROADBEACH

4218

Opulent in finish and enviable in location, Opus Broadbeach is located in a quiet residential pocket at the northern end of Broadbeach. Opus Broadbeach's facilities extend over two levels, providing resort-style ambiance and features.



KOKO BROADBEACH

12-14 ELIZABETH AVENUE, BROADBEACH

4218

Koko's luxury apartments are situated in the heart of sophisticated Broadbeach and entices with it's unsurpassed location and design with all residents having north facing, ocean and cityscape views.

AMENITIES

Luxury lobby | Plunge pool | Fully equipped gym
Outdoor undercover barbeque facilities | Entertaining terrace | Yoga lawn

Prices from:
A\$599,900



113
APARTMENTS



BROADBEACH
PARK
10M



2 & 3



COMPLETION
2021

Chris Litfin
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AMENITIES

Swimming pool | Spa | Lounge areas | Yoga lawn | Gym facilities

Prices from:
A\$699,900



99
APARTMENTS



KURRAWA
PARK & BEACH
150M



2 & 3



COMPLETION
2020

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+61 412 728 117





QUBE BROADBEACH

31 QUEENSLAND AVENUE, BROADBEACH

4218

Qube Broadbeach is located in one of the most desirable beachside locations for apartment living on the Gold Coast. Boasting a vibrant, modern and sophisticated lifestyle in the heart of Broadbeach, Qube's residents will live in the lap of extreme luxury with all the benefits of a resort lifestyle in a premium residential location.

AMENITIES
Gymnasium | Pool side cabanas | Games room
Outdoor pizza oven & barbeque facilities

Prices from:
A\$564,000

 **202**
APARTMENTS

 **BROADBEACH**
BEACH
300M

 **2 & 3**

 **COMPLETION**
JANUARY 2019

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OTTO MERMAID BEACH

1 BONDI AVENUE, MERMAID BEACH

4218

Nestled in the sought-after beachside suburb of Mermaid Beach, Otto Mermaid Beach is a collection of luxury apartments which combine the best of urban and beach living to make it the envy of the Gold Coast.

AMENITIES
Swimming pool | Gymnasium | Al fresco barbeque
Cabana terrace & dining facilities | On-site basement parking

Prices from:
A\$519,900

 **70**
APARTMENTS

 **MERMAID**
BEACH
300M

 **2 & 3**

 **COMPLETION**
2019

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DEVELOPMENTS
HOBART



Whitestone Point, Hobart

TEN REASONS TO INVEST IN HOBART



01 STRONG ECONOMIC GROWTH

The Tasmanian economy has undergone significant structural changes over the past two decades, transitioning from a once manufacturing, mining and logging, towards industries such as health care, professional services and tourism. Tasmania was one of the strongest states for economic growth (GSP) in Australia with 3.3% in 2017-18, trending above the national average of 3.1%. Over the past five years, the state averaged 1.7% annual growth, compared to the Australian average of 2.6%.



03 BUSINESS CONFIDENCE GROWS

Business confidence is growing with the employment index significantly above average and highest in Tasmania (+14pts). The pattern of business conditions and confidence across all Australian states appears to have shifted somewhat with the gap between the east and west narrowing a little over recent months. Conditions remain most favourable in Tasmania according to the NAB Monthly Business Survey in April 2019.



06 LIVEABILITY

Hobart is placed well for liveability when compared to other cities around the world—offering rewarding career opportunities, true sense of work/life balance, affordable housing, established schools, short commutes and close to the cleanest air in the world. Over the next four years, the Tasmanian government has invested to build and promote Tasmania's liveability, to foster a culture which is vibrant, inclusive, respectful and supportive.



09 LOWERED VACANCY

A shortage of housing stock in Hobart has contributed to rising rents and a decline in residential vacancy. Over the course of three years, vacancy fell from 3.1% (considered to be a balanced market) to 1.5% in December 2019 according to REIA. Hobart house rents increased 7.1% in the quarter ending March 2019 according to APM. This also saw rents rise from \$420/per week in March 2018, to be \$450/per week, one year later—making a house more expensive to rent in Hobart than in Melbourne. Rents also jumped to \$380/per week for a Hobart apartment in March 2019, from \$350/per week a year earlier. In March 2019, gross rental yields were 5.10% for Hobart houses and 5.20% for Hobart apartments.



02 GOVERNMENT INVESTMENT

The Tasmanian Government is investing \$1.8 billion over the next four years to deliver infrastructure projects to drive economic growth and create employment opportunities. Major projects include upgrading the TasRail freight network, Hobart Airport upgrade (\$30 million), major traffic decongestion and road infrastructure upgrades, Tasmanian Health Plan to upgrade hospitals (\$92 million), in addition to, the extensive upgrade of Royal Hobart Hospital (\$689 million).



04 RISE IN DOMESTIC & INTERNATIONAL VISITORS

Tourism Australia calculated growth in international visitors to Tasmania of 10.8% over the year ending December 2018, with 309,000 visitors. To support investment in tourism infrastructure, a Tourist Accommodation Refurbishment Loan Scheme has been established. This has encouraged the developments in Southern Tasmania such as MONA (Museum of Old and New Art), Motown Hotel and the Mount Wellington Cable Car. As well, developments in Northern Tasmania such as Peppers Silo, The Gorge Hotel and The Table Cape Resort.



07 RISING POPULATION GROWTH

Tasmania's population has grown year-on-year for 19 consecutive years. Over the year ending June 2018, an increase in the estimated resident population was recorded at 1.1% to total 528,200 persons. According to the Australian Bureau of Statistics (ABS), Greater Hobart grew 1.5% over the same time to count 232,600 persons. According to the Department of State Growth, the Tasmania population is projected to grow to 650,000 persons by 2050.



10 GLOBAL HOTSPOT FOR SECOND HOMES

The Tasmanian brand is well known both domestically, and internationally, for multiple hatted restaurants, fresh produce, wine and whisky with renowned emphasis on paddock to plate. There are the weekly markets such as Salamanca and Farm Gate, together with, annual festivals such as Taste of Tasmania, Dark Mofo (Winter Feast) and Bicheno Food & Wine Festival. Hobart's growing reputation as one of the world's best restaurant and produce scenes has been further enhanced with a number of new restaurants and bars opening over the past years.



05 GROWTH IN INTERNATIONAL STUDENTS

The proposed new University of Tasmania campus in Hobart (estimated cost of \$600 million) and Launceston (est. \$300 million) will encourage more activity in the Central Business Districts—with several Registered Training Organisations (RTO) for international students already establishing a presence. These two new campuses will form a catalyst within these CBDs for services such as immigration services, travel agents and other professional services, targeting international students.



08 CAPITAL VALUE GROWTH

The strongest annual capital growth across all Australian capital cities was recorded for Hobart apartments, at 8.6% in March 2019, to stand at a median of \$363,400. This pace outperformed the annual national average which fell by 2.7%, according to APM. Hobart also had the best performance for houses across the country over the same time, with an annual growth of 7.1% to reach a median of \$478,200.



WHITESTONE POINT

231, 241 & 261 MAIN ROAD, AUSTINS FERRY

7011

A boutique 213 lot residential development in Hobart, Whitestone Point enjoys the benefits of a tight-knit community, while being just 15 minutes from the CBD. Boasting privileged 180-degree views from across the river, our packages include a diverse range of premium allotments in a unique waterfront setting.

AMENITIES

Nearby walking tracks | 5 minutes' drive to Mona Museum, local schools & shopping centres

Prices from:
A\$145,000



213
LOTS



NO. 44
BUS STOP
350M



COMPLETION
2021

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TANNERS ROW

8 WYNYARD STREET, SOUTH HOBART

7004

Tanners Row combines low-maintenance living with modern touches and an idyllic location. Each of the 24 townhouses brings an unparalleled level of craftsmanship and quality to modern living in popular South Hobart.

AMENITIES

Communal barbeque areas | Secure parking
Nearby walking tracks, local shops & cafes



24
APARTMENTS



NO. 9
BUS STOP
220M



3



COMPLETION
2019

Prices from:
A\$785,000

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SIXTY SIX

66 BURNETT STREET, NORTH HOBART

7000

A limited number of one, two and three plus study contemporary apartments in a boutique block in the heart of North Hobart. The design response for Sixty Six has taken into account both the site conditions and the vibrant North Hobart 'inner city' culture, to provide a mix of uses reflecting the diversity of the locale.

AMENITIES

1.5 levels of car parking with landscaped podium | Low impact transport such as bicycle, scooter & motorbike parking | Gymnasium | Storage



163
APARTMENTS



NO.6
BUS STOP
130M



1 & 2



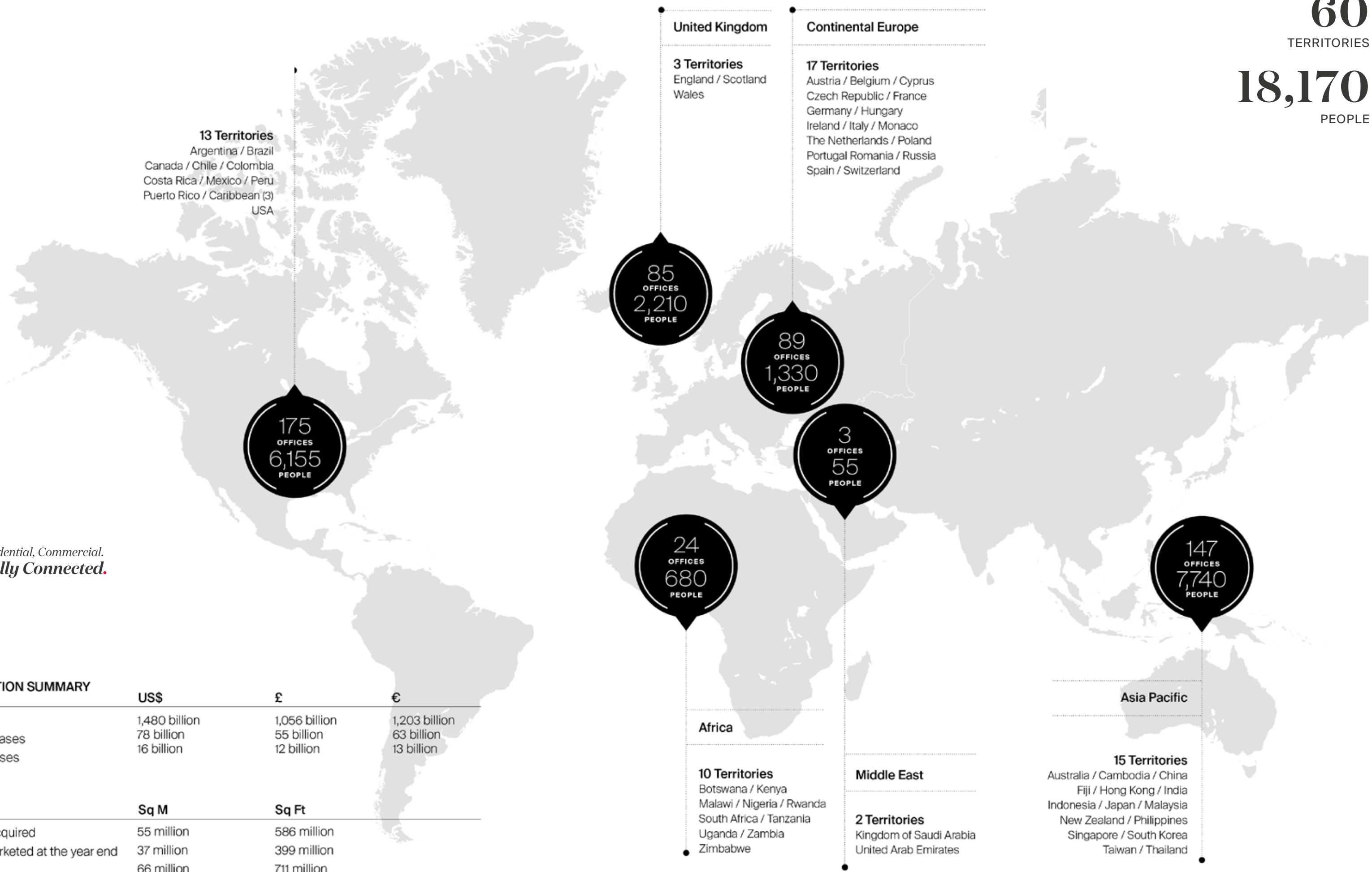
COMPLETION
2022

Prices from:
A\$362,500

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KNIGHT FRANK TRANSACTION SUMMARY

	US\$	£	€
Land and buildings valued	1,480 billion	1,056 billion	1,203 billion
Commercial sales and purchases	78 billion	55 billion	63 billion
Residential sales and purchases	16 billion	12 billion	13 billion

	Sq M	Sq Ft
Commercial space let and acquired	55 million	586 million
Commercial space being marketed at the year end	37 million	399 million
Total space managed	66 million	711 million

Currency conversion as at 31 March 2018

OUR LOCATIONS



OUR SERVICES

Asset Management

Facilities Management, Property Accounting, Property Management

Commercial, Industrial & Retail

Leasing

Industrial, Office, Retail

Occupier Services

Transactional Services and Tenant Representation, Strategic Advisory Services, Portfolio and Facilities Management

Project Management & Building Consultancy

Workplace Strategy and Implementation, Building Consultancy, Cost Consultancy, Project Management, Sustainability

Sales & Acquisitions

Health, Aged Care & Retirement, Agribusiness, Asian Markets, Commercial, Industrial, Institutional, Land Development, Pubs & Hotels, Retail, Service Stations

Research & Consultancy

Market Research Reports, Industrial, Office, Residential, Retail, Alternative Asset Classes, Consultancy, Property Due Diligence, Risk Analysis, Strategic Advice

Residential

International Project Marketing Property Management

Rentals

Residential Development Consultancy

Property Marketing Services, Project Marketing, Residential Site Sales

Sales

Existing Homes, House & Land, Land, New Developments, Prestige Residential

Town Planning

Commercial, Industrial, Recreational, Residential, Sustainability

Valuation & Advisory

Agribusiness, Commercial, Going Concerns, Health, Aged Care & Retirement, Pubs & Hotels, Industrial, Residential Developments, Retail



IN ASSOCIATION WITH



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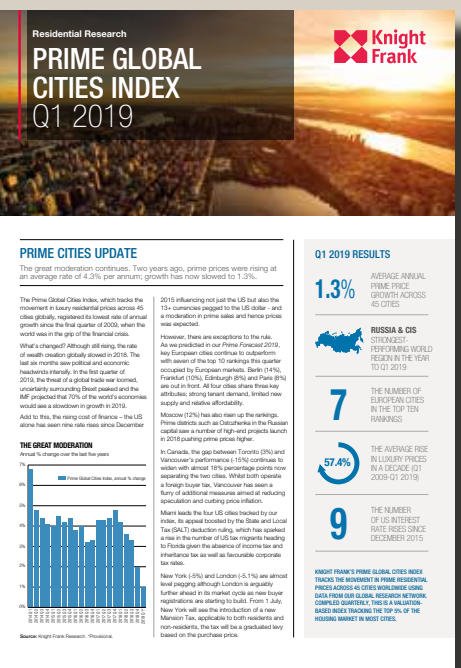
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