

*Assessing the sales performance of Australian  
super-prime residential properties with a tennis court*



# Australian Residential Tennis Court Premium

2021

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# AUSTRALIAN RESIDENTIAL TENNIS COURT PREMIUM

*This past year has given many the opportunity to reflect on how time at home is best spent. How has this influenced the sales performance of super-prime residential properties with a tennis court in 2020?*

Australians transformed the way they lived in 2020, and this is likely to further evolve over the coming years. The role of the home expanded to become a place of work, education and vacation in periodic lockdowns as cities around the world attempted to contain covid-19 outbreaks.

It was perhaps not surprising when a few months into the pandemic, 66% of [global residential buyers](#) listed outdoor space, including a large garden and access to land, as the top factor to be considered most when choosing to buy their next primary residence.

### Rise in social tennis being played throughout the pandemic

Enhancing quality of life and spending time outdoors has become more important for many during the pandemic. There's been a notable correlation in social tennis being played throughout this time, resulting in Tennis Australia's online court booking system [more than doubled](#) in the year ending May 2020. The growing number of enthusiasts for the non-contact sport, was further amplified as multiple competitive sports were forbidden within lockdown.

This placed pressure on equipment suppliers and those specialising in racquet repairs, regripping and restringing despite a pause in official

tournaments. Many tennis coaches became heavily booked out given the lower numbers allowed in group lessons due to social distancing, whilst a significant trend was emerging that players were opting for private tuition on their own court at home.

### Private residential tennis courts provide unrivalled lifestyle

When considering the super-prime residential markets across the major cities of Australia, access to private and secure tennis courts have provided an unrivalled lifestyle, particularly over the past year.

Australia's suitable climate allows outdoor tennis to be played across all seasons. Tennis court surfaces generally fall into four categories including the most versatile being sand-filled artificial synthetic grass, acrylic hard court which is similar to the surface at the [Australian Open](#), natural clay and turfed grass.

Businesses which specialise in tennis court maintenance and resurfacing have also thrived over the past year. [Tennis Australia](#) estimates the expected lifespan of a court's surface to range from 7 years for artificial grass, and up to 25 years for a clay surface.

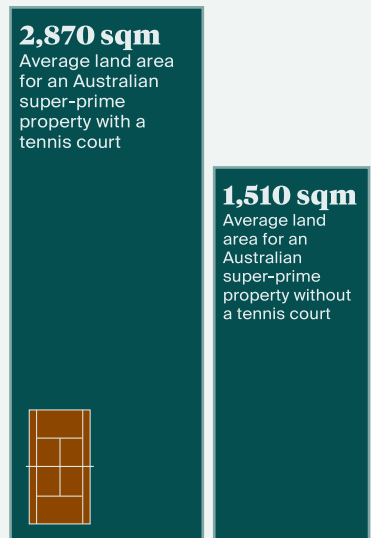
The length of an official tennis court is 23.77 metres by 10.97 metres wide,

covering close to 261 sq m. When the whole playing envelope is taken into consideration, no less than 594 sq m should be allowed for an outdoor tennis court setting.

Across Australia's major cities, the average land area for a super-prime property with an outdoor tennis court was 2,870 sq m, based on sales occurring between 2011 and 2020.

### Average land area of a super-prime residential property with & without a tennis court

Based on number of sales from 2011 to 2020



Source: Knight Frank Research

**Distribution of super-prime residential sales with tennis courts**

Number of sales from 2011 to 2020

- Sydney
- Melbourne
- Brisbane
- Perth
- Gold Coast



Source: Knight Frank Research

By comparison, the average land area for those super-prime properties without a tennis court was 1,510 sq m.

Further analysis revealed those super-prime properties with a tennis court, 94% also had a swimming pool and 11% were located on the waterfront with direct access to maritime facilities.

**Tightly held, transactions rare**

Super-prime properties equipped with tennis courts are tightly held, rarely transacting across Australia.

Sydney dominates the distribution of these tennis court property sales comprising 51% of the total number of sales from 2011 to 2020. Melbourne followed with 36%, then Brisbane (7%), Perth (4%) and the Gold Coast (2%).

**Volume of sales outstrip last year**

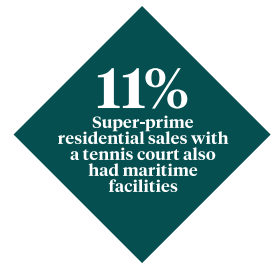
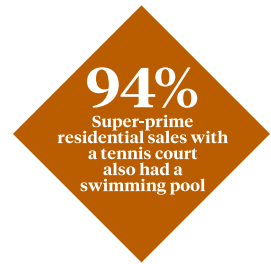
Across these major Australian cities, the total value of transactions of super-prime residential sales with tennis courts was \$682.8 million in 2020, up 230% on a weak 2019, with each city overtaking the previous year's volume.

Sydney was the strongest performing market with \$436.6 million of tennis court featured super-prime sales,

although this total volume fell short by 3% of surpassing the 2018 volume. Ranking second to Sydney, Melbourne recorded \$134.6 million worth of sales in 2020, although it's greatest volume was recorded in 2016 at \$156.2 million.

Perth's super-prime sales market recorded the greatest uptick (453%) in properties with tennis courts over the 2020 year. Although by comparison, this is a much smaller market to both Sydney and Melbourne given Perth didn't record any sales of this nature in 2016 and 2018.

The Gold Coast lifestyle became more popular through lockdown resulting in 2020 being the only year in the past five, to register any super-prime sales accommodating tennis courts with a volume of \$50 million—outperforming both the Brisbane and Perth markets.

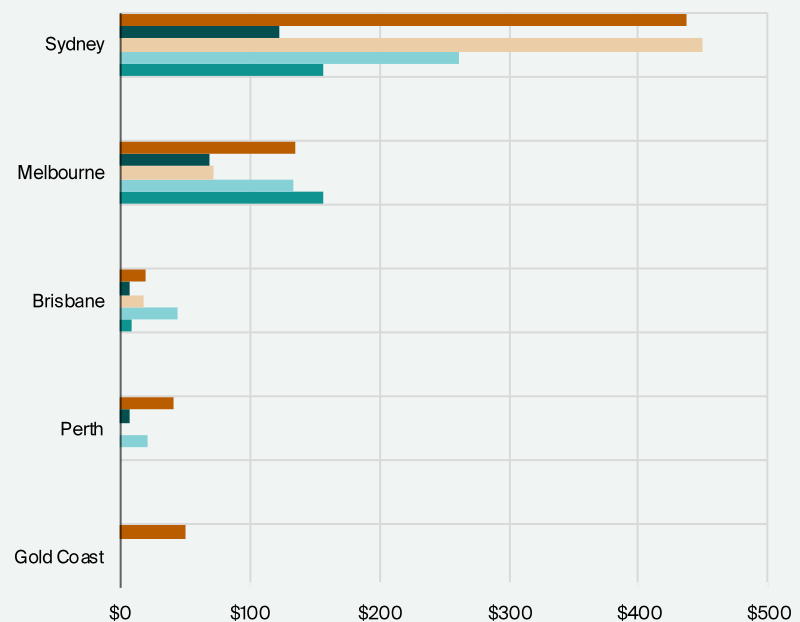


Source: Knight Frank Research

**Super-prime residential sales with tennis courts**

Total value of transactions (\$ million)

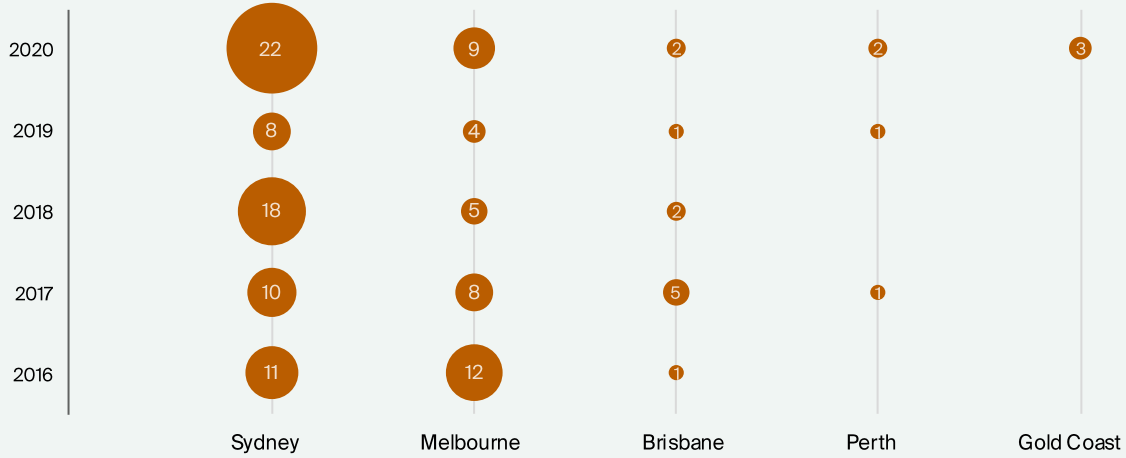
- 2020
- 2019
- 2018
- 2017
- 2016



Source: Knight Frank Research

### Super-prime residential sales with tennis courts

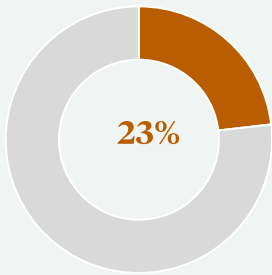
Number of sales



Source: Knight Frank Research

#### Australia's portion of super-prime residential sales with a tennis court

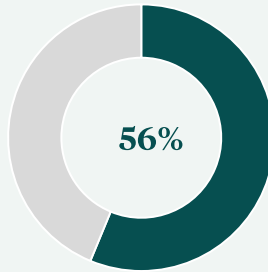
2020, Major cities



Source: Knight Frank Research

#### Melbourne's portion of super-prime residential sales with a tennis court

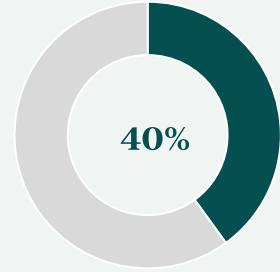
2020



Source: Knight Frank Research

#### Perth's portion of super-prime residential sales with a tennis court

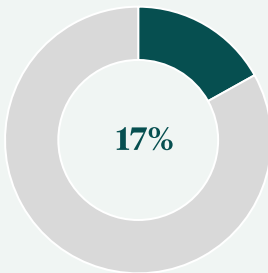
2020



Source: Knight Frank Research

#### Sydney's portion of super-prime residential sales with a tennis court

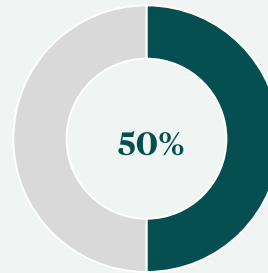
2020



Source: Knight Frank Research

#### Brisbane's portion of super-prime residential sales with a tennis court

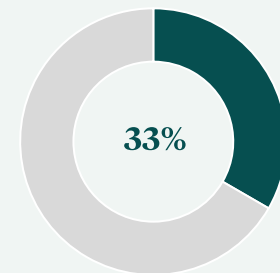
2020



Source: Knight Frank Research

#### Gold Coast's portion of super-prime residential sales with a tennis court

2020



Source: Knight Frank Research

### Number of sales grew three-fold in 2020

The number of super-prime tennis court sales taking place in 2020 totalled 38 across the major cities of Australia, rising close to three-fold from the 14 sales in 2019. Sydney led the major cities in 2020 with 22 sales, followed by Melbourne with 9 sales, Brisbane (2), Perth (2) and the Gold Coast (3).

The portion of super-prime sales with tennis courts in 2020 was 23% across Australian major cities. Melbourne recorded the highest share of this type of sale with 56%, Brisbane was close behind at 50% then Perth (40%) and the Gold Coast (33%). Homes dotted around Sydney harbour, some with

breathtaking views of the Sydney Harbour Bridge, Opera House and the recently completed Crown Sydney, drives up the total stock of super-prime properties—many limited by the land value and land area to host an outdoor tennis court. This saw the city record a 17% share of super-prime sales, with a tennis court, in 2020.

### Configuration of the accommodation








Analysing the accommodation of super-prime residential sales with tennis courts, from 2011 to 2020, across the major Australian cities, saw the Gold Coast came out on top for largest average internal floor area with 1,250 sq m and greatest land area with

an average of 6,250 sq m. Melbourne averaged the smallest internal floor area at 725 sq m, while Perth's land area averaged a tighter 1,810 sq m. It was noted Sydney had the highest average for the bedroom (6) and bathroom (6) combination, while both Perth and the Gold Coast averaged the most number of car spaces (6).

The share of super-prime sales with tennis courts, which also had a swimming pool, straddled above 90% across all major Australian cities. Those which were also absolute waterfront homes, with exclusive access to maritime facilities, made up 100% of Gold Coast sales, 42% of Brisbane sales, 11% of Sydney sales.

### Accommodation configuration in super-prime residential properties with tennis courts

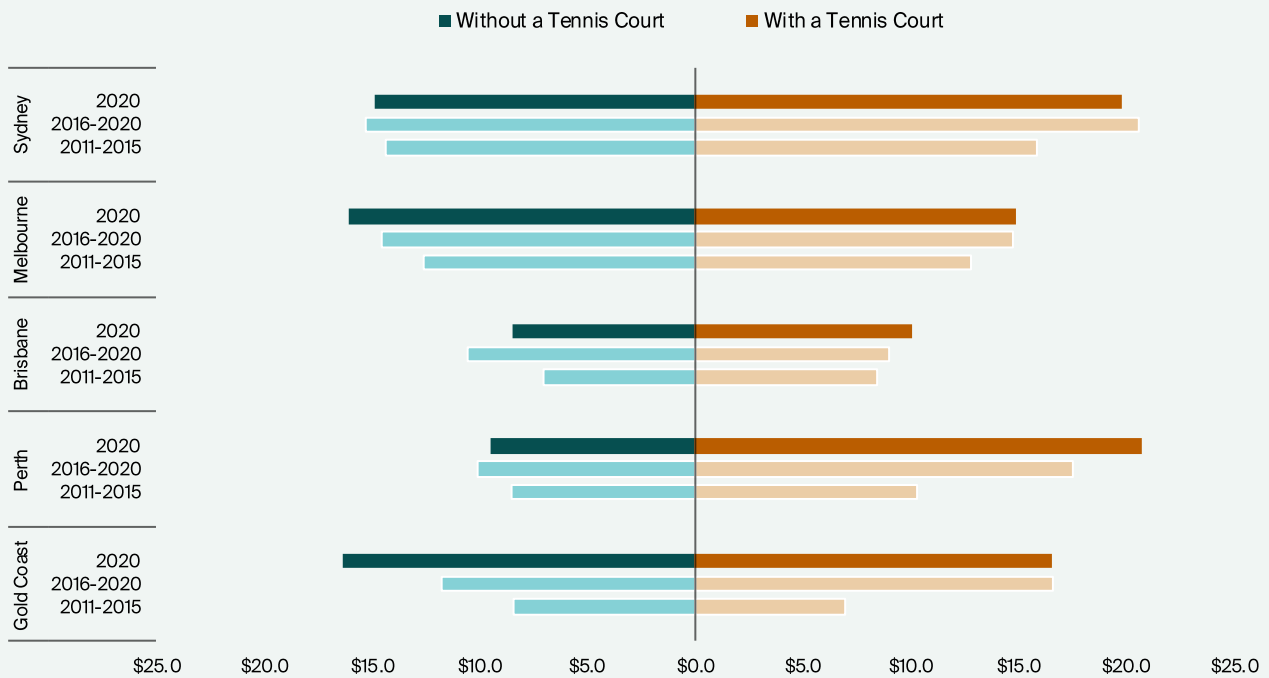
Based on sales from 2011 to 2020

		SYDNEY	MELBOURNE	BRISBANE	PERTH	GOLD COAST
Number of Bedrooms (Average)		6	5	6	5	5
Number of Bathrooms (Average)		6	5	5	6	6
Number of Car spaces (Average)		5	5	5	6	6
Internal Floor Area (Average)		750 sqm	725 sqm	730 sqm	1,030 sqm	1,250 sqm
Land Area (Average)		3,150 sqm	2,320 sqm	3,150 sqm	1,810 sqm	6,250 sqm
Portion of properties also had a swimming pool		97%	91%	92%	100%	100%
Portion of properties also had maritime facilities		11%	0%	42%	0%	100%

Source: Knight Frank Research

**Average price of a super-prime residential property with & without a tennis court**

Based on sale prices (\$ million)



Source: Knight Frank Research

**Mixed results for average prices in 2020 against the five year average**

Across the five major Australian cities in 2020, the difference in average price for a super-prime property equipped with a tennis court was 22% higher than a super-prime property with no tennis court.

The price for a super-prime property equipped with a tennis court averaged \$17.7 million from 2016 to 2020, the average rising 1.6% to \$18 million in 2020, across the major Australian cities. The average over the past five years, compared to 2011 to 2015, had grown by 28%. Analysing super-prime sales without a tennis court saw the average price in 2020 at \$14.8 million. This was 1% higher than the past five year average at \$14.6 million, and higher than the \$13.2 million average recorded from 2011 to 2015.

Across the cities in 2020, all performed better than the past five year average

for super-prime sales with tennis courts, with the exception of Sydney. This trend was also reflected in the strong five year average for those sales without a tennis court. Over the past year, Perth was the standout outperformer for tennis court properties, outstripping the five year average by 17.7%.

**Top 3 suburbs with residential tennis courts**

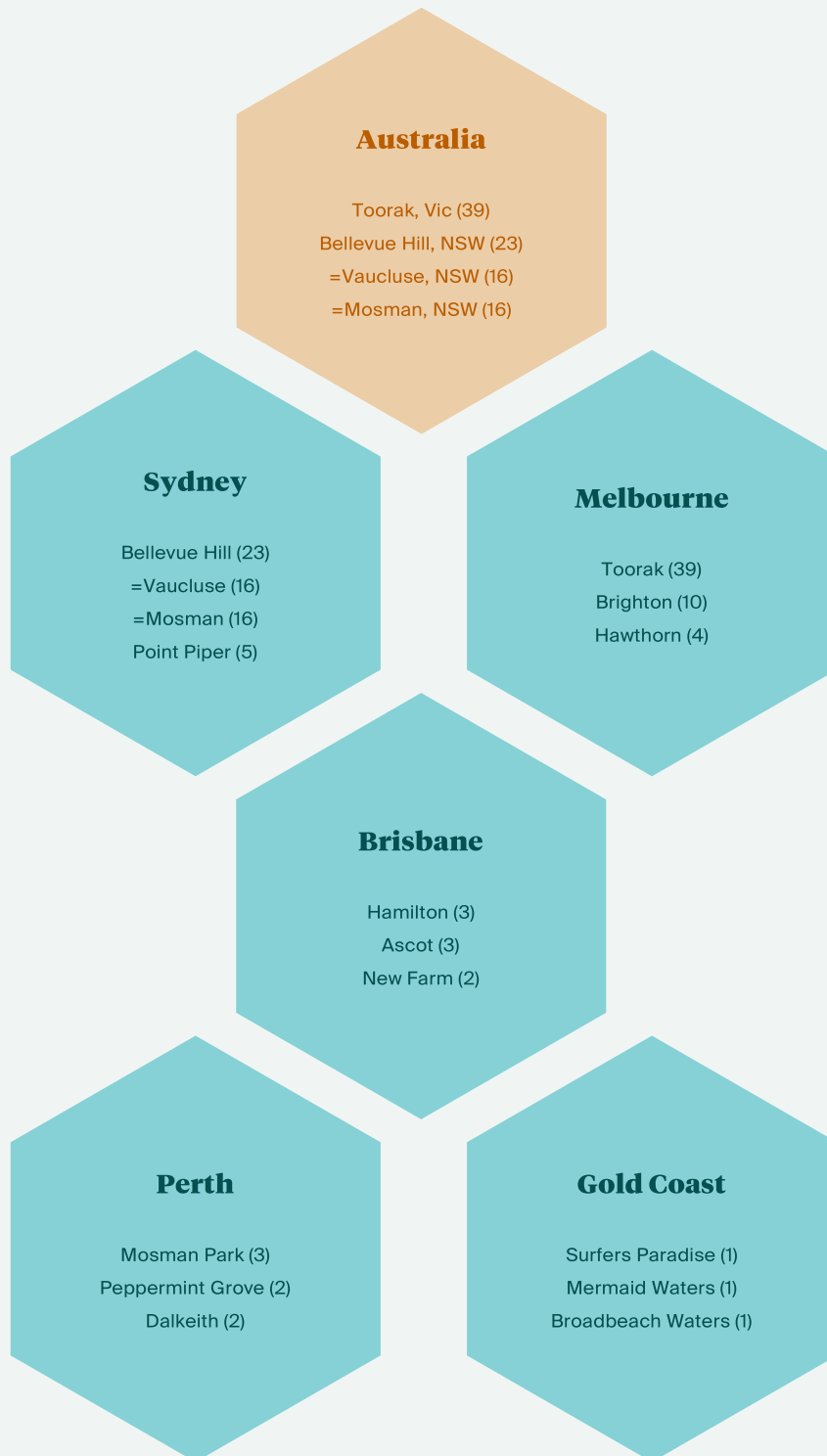
Based on sales since 2011, the top 3 suburbs in Australia for super-prime properties with tennis courts was held by the Melbourne suburb of Toorak, with 39 sales. Sydney’s Bellevue Hill, with 23 sales, ranked second and Vaucluse and Mosman equal third, recorded 16 sales. The second and third placed suburbs in Melbourne were Brighton (10) and Hawthorn (4), respectively. Brisbane’s suburbs of Hamilton (3), Ascot (3) and New Farm (2) made the top 3, whilst for Perth, it was Mosman Park (3), Peppermint

Grove (2) and Dalkeith (2). The Gold Coast suburbs each recorded 1 sale and when ranked by value, saw Surfers Paradise (1), Mermaid Waters (1) and Broadbeach Waters (1) come out on top.

**Outlook**

Whilst super-prime properties with tennis courts remain tightly held, last year saw trading at this top-end of the market. Whilst the low maintenance ‘rightsizing’ trend remains active, the renewed emphasis is on flight-to-quality, and upsizing the family home, with wellbeing at the core—prioritises a hub suitable for socialising, business entertaining and exercising. Whilst sporadic lockdowns continue across Australian and international, and state borders, remain closed, how we lived through this pandemic will be subliminally factored into future buying decisions for many years to come. Owning a tennis court in these challenging times—set, game, match.

▼  
**Top 3 Suburbs for super-prime residential sales with tennis courts**  
(Number of sales from 2011 to 2020)



Source: Knight Frank Research

## DATA DIGEST

**Super-Prime (luxury) residential property** is the most desirable and most expensive property in a given location, generally defined as the top 1% of each market by value. Super-prime markets have a significant international bias in terms of buyer profile.

**Super-Prime residential sales** reported hold a threshold of AU\$10 million in Sydney and Melbourne. Brisbane, Perth and the Gold Coast sales are captured above AU\$7 million.

**Tennis Courts** included are outdoor courts only.

**Swimming Pools** included are outdoor swimming pools only.

**Maritime Facilities** are accessed exclusively from a waterfront property and can include a jetty, pontoon, mooring or slipway.

Currency reference to dollars or \$ refers to Australian dollars (AUD), unless stated.

**We like questions, if you've got one about our research, or would like some property advice, we would love to hear from you.**



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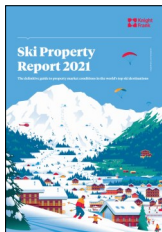
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