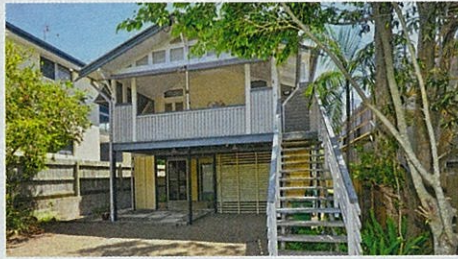




Location: 40 Albert St, Shelly Beach
Features: Two-bedroom beach house
Agent: Andrew Garland at Ray White Caloundra
When: November 12, 11am



Location: 54 Buna St, Maroochydore
Features: Three-bed house, pool
Agent: Mark McGill of Amber Werchon Property
When: November 15, 11.30am



Location: 18 Seaview Tce, Moffat Beach
Features: Four-bed beach house
Agent: Michael Berry and Iain Simms at HENZELLS
When: November 20, 3.30pm



Location: 6 Leah Cl, Buderim
Features: Four-bedroom house
Agent: Grant Smith at Century 21 Grant Smith Property
When: November 15, 4pm



Location: 50 Lauren Dv, Buderim
Features: Four-bed house
Agent: Vicki Stewart of Stewart Property
When: November 15, 11am



Location: 53-55 Gloucester Rd, Buderim
Features: Four-bed house on 0.2ha
Agent: Tony Van Dijk of Ken Guy
When: November 16, 11am

Flags fly for November

Agents busy with fresh listings and rush of auctions in lead-up to Christmas

By ERLE LEVEY

AS THE weather warms up so does the Sunshine Coast property market. And there is no better example of this than the number of properties coming on to the market this month.

Buoyed by buyer inquiry, agents see it as an exciting time, not just because of the number of listings but the variety of properties being brought to the market.

At the same time the Coast has the tightest rental market in the state, sitting at 1% vacancies.

November is that time when people want to get a result or make a commitment in time for Christmas. November 15 is shaping as a kind of Super Saturday for auctions on the Coast.

Sunshine Coast Newspapers property writer Sue Custance said the number of auctions marketed in the company's publications for November 15 and 16 was more than double the same time last year.

"Compared to the 20 auctions for the corresponding weekend of 2013, next Saturday and Sunday the auction flags will be flying on 43 hotly contested slices of Sunshine Coast real estate," she said.

"Confidence has hit a new high, not only with buyers but also sellers keen to take advantage of an active market."

Ray White Maroochydore co-director Dan Sowden said November 15 worked well from a



timing perspective in that it allowed for a 30-day settlement time-frame before Christmas.

Yet Mr Sowden said it was more about consistency as the Ray White group of offices in the central Sunshine Coast area and at Noosa and Peregian Beach conducted more auctions in October (58) on the back of the spring campaign than they will in November (51).

According to RP Data, property listings are generally highest in the spring months and this year is no exception.

The company's weekly results show that while the number of newly advertised properties is much higher than a year ago, total stock levels are not rising at the same magnitude due to a rapid rate of sale.

"We are seeing a ramp-up in new listings at a national level as spring progresses," RP Data research analyst Cameron Kusher said.

"While total listings have risen a little they are much lower than over recent years."

Sunshine Coast real estate agency director Amber Werchon is confident the end-of-year figures will be stronger this year than last year.

"We've personally experienced our biggest quarter (July to September 14) and when speaking to other agencies they, too, are extremely busy," she said.

"I'm really looking forward to this last quarter of 2014. As the weather warms up the buyers usually heat up, too."

"We are seeing more auctions taking place, generally. We are certainly listing significantly more than this same time last year."

"But it doesn't appear that way as the number of days properties are on the market has come way down. They don't last as long so the same choice isn't available."

Stewart Property principal Vicki Stewart said there was no doubt November was a solid month.

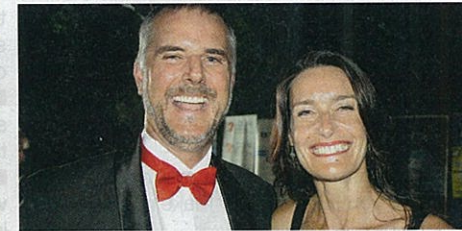
"New listings are coming in and, with committed vendors who understand the need for promotion, it is going to be a very solid quarter for listing and selling, especially when you combine that with the fact the buyers out there are very, very well informed and they are making offers knowing that the time for them to take advantage of this market is now."

"We are seeing the upper end move, with some sales over the \$1 million mark settling and, oddly enough, we have some terrific stock in the \$290,000-\$310,000 range that is sticking and we cannot, for the life of us, work out why."



Setting sale 27

Auction success for Palmwoods property with happy vendors and buyers. See what other properties sold under the hammer



Gala ball 45

Many turned out to CareFlight's major fundraising event last week, the proceeds ensuring rescue helicopters remain in the air



New hub 69

New retail precinct is set to thrive on Dalton Dr, with Bunnings anchoring the \$48m centre and retail space set for lease

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COVER PHOTO: Coast real estate agents Andrew Douglas, Natalie Massa, Grant Cheatham, Tanya Mungomery, Amber Werchon, Jason Mills, Lindi Mendham and Trevor Martin have the flags flying for November at Alexandra Headland beach.

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