



PACIFIC PALMS REAL ESTATE  
AUTUMN RELEASE 2023

# WHAT IS YOUR PROPERTY WORTH TODAY?

We saw exponential growth in property prices in the area during the covid boom with some suburbs seeing a 44% increase over 2 years. It's safe to say average prices have fallen 10-15% since the market peak about 12 months ago. The better news is most gains have held, with local prices 25-30% above pre covid prices. So, if you are thinking of selling, now would be a good time as stock levels in the area are low and properties in the area are attracting strong levels of interest and are still selling.

Out of area buyers are still seeing the value of property in the area in comparison to Sydney prices. The continuing demand from these buyers saw 83% of our properties sold to them in the last 3 months. It is very unlikely that the market will revert to the prices we were seeing before Covid, and in comparison to areas like Byron Bay, where they have seen a 26.1% drop in the last 12 months, the Pacific Palms market is performing well.


So, if you are considering selling, or you're looking for the perfect holiday home or forever home, come and have a chat with us. We can offer sound advice in an ever-changing market.

Pacific Palms Sales Team






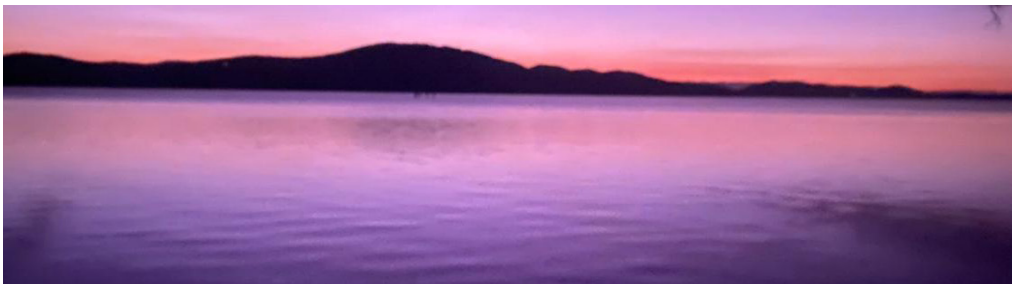
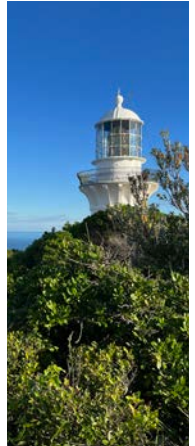
# We Know Holidays



Our holiday management team pay attention to detail, and are committed to our clients, providing exemplary service. We understand how important your property investment is to you and we make it our goal to identify what that specifically means for you.



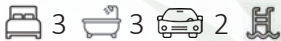
Our team willingly contribute their time, energy and resources to collaborate and achieve a common goal – protect your asset, achieve favourable income, provide excellent property services and ensure superior promotion of your holiday home!



# We Know Beaches property



204 Boomerang Drive  
Blueys Beach  
Contact Agent



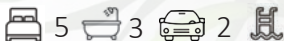
11 Reef Circuit  
Blueys Beach  
\$1.63m



27 Belbourie Crescent  
Boomerang Beach  
\$1.55m



65 Boomerang Drive  
Boomerang Beach  
Contact Agent



44 Coomba Road  
Charlotte Bay  
Contact Agent



3/1 Marilyn Place  
Blueys Beach  
Guide \$1.43m





12B Reef Circuit  
Blueys Beach  
\$759k



17 Boomerang Drive  
Boomerang Beach  
Guide \$1.795m



1/23 Newman Avenue  
Blueys Beach  
Under Contract



## Winter Blues

We still have the blue skies and the blue ocean in the winter but with a chill in the air. At Pacific Palms we are lucky to have a temperate winter with, on average, just a 9 degrees difference between winter and summer days. That being said, it is still nice to be able to curl up on the sofa in the cooler months watch the fire roar and listen to the sound of the ocean or look out across the lake. We have plenty of beautiful properties that are designed to consider the different climates but if you are thinking of ways to enhance your property and make it more appealing through the cooler months of the year, here are our top ideas.....

1. Install a feature fireplace or wood heater
2. Heated floors – especially in bathrooms
3. Outdoor heaters or cosy fire pit
4. Add rugs to hardwood floors
5. Install curtains and blinds



# We Know

## Lakeside property



33 Patsys Flat Road  
Smiths Lake  
\$1.12m



109 Amaroo Drive  
Smiths Lake  
Guide \$1.35m



10 Tropic Gardens Drive  
Smiths Lake  
Guide \$720k



162 Amaroo Drive  
Smiths Lake  
\$695k



186 Amaroo Drive  
Smiths Lake  
\$910k



83 Amaroo Drive  
Smiths Lake  
Contact Agent





7 Matthew Road  
Smiths Lake  
\$1.2m



12 Matthew Road  
Smiths Lake  
Guide \$875k



50 Macwood Road  
Smiths Lake  
Guide \$915k



15 Gordon Crescent  
Smiths Lake  
\$1.1m



29 Second Ridge Road  
Smiths Lake  
Guide \$595k



Lot 5 10 New Forster Rd  
Smiths Lake  
\$425k

Land size 999sqm



Lot 19 38 New Forster Rd  
Smiths Lake  
Guide \$625k  
Land size 1031sqm



Lot 1, 1 Coolangatta St  
Coomba Park  
Guide \$299k  
Land size 556sqm



Lot 151, 3 Warramutty St  
Coomba Park  
\$225k  
Land size 708sqm



L68, 76 Coonabarabran Rd  
 Coomba Park  
 Guide \$230k  
 Land size 556sqm

Lot 239, 35 Warralong St  
 Coomba Park  
 \$180k  
 Land size 557sqm

L17, 77 Coonabarabran Rd  
 Coomba Park  
 \$290k  
 Land size 658sqm



Coming  
 Soon



L92, 28 Coonabarabran Rd  
 Coomba Park  
 \$255k  
 Land size 556sqm

41 Dubbo Place  
 Coomba Bay  
 Guide \$1.25m

 5  3  2

610 Coomba Road  
 Whoota  
 Asking \$900k

 3  2  2



# We Know

## Property Management

Pacific Palms Real Estate is a boutique agency providing a specialised personal service to our clients. We are a small team and more often than not the first person you meet will be your personal contact through the continued process.

Our management team know the key priorities in managing your rental investment: thorough and careful tenant qualification and selection, regular inspections that are documented (written reports including photography) and one on one assistance to both landlords and tenants throughout the lease term. Our team also live locally – so who best to assist you with your local property needs.



# RECENT SALES SNAPSHOT



57 Belbourie Crescent  
Blueys Beach  
Undisclosed



2 Patsys Flat Road  
Smiths Lake  
Undisclosed



161 Boomerang Drive  
Boomerang Beach  
\$1.8m



Lot 2 Coomba Road  
Whoota  
\$400k



63 Amaroo Drive  
Smiths Lake  
\$1.4m



26 Amaroo Drive  
Smiths Lake  
\$795k



1/10 Coast Avenue  
Boomerang Beach  
Undisclosed



20 Pacific Parade  
Elizabeth Beach  
\$1.45m



8 Ridgeline Court  
Elizabeth Beach  
Undisclosed

# SALES TEAM



**Matt Healey**  
**0438 212 270**



**Sam Semmens**  
**0438 412 317**



**Sharon Teague**  
**0438 412 581**



**Carys Adams**  
**0423 761 781**

Since 2005, Pacific Palms Real Estate has established a benchmark in the area for property sales. In fact, we're renowned as the professionals who don't just sell property – we change lives! Our passionate team lives and breathes real estate, and our love of Pacific Palms is evident in our burgeoning market share of sales across two offices. Over and above our sales achievements, Pacific Palms Real Estate also manages over 300 holiday homes and permanent rentals in the region.

We can connect you with a range of sellers and buyers, both national and global, and help you find a new dream property in Palms Life.



Beaches office: 209 Boomerang Drive, Blueys Beach 02 6554 0500  
 Smiths Lake office: Shop 1 Macwood Road, Smiths Lake 02 6554 4800

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