



GREETINGS FROM TROPICAL NORTH QUEENSLAND AND WELCOME TO COLDWELL BANKER BARRIER REEF'S NEWSLETTER! MARCH '05

Welcome to this months Newsletter!



SINCE OUR LAST NEWSLETTER,

the men and women of Coldwell Banker Barrier Reef have been busy finding suitable new listings to meet the needs of our extensive Coldwell Banker database. To date we have secured a wide cross section of properties to suit all budgets and tastes. As always, we aim to identify your needs and

find the perfect property for you. The Cairns property market offers so much at present, from premium residential developments through to investment opportunities and lifestyle properties. Whatever it is you need, we can help you find it. In the meantime, please enjoy this month's newsletter!

NO-SLOW OVER CHRISTMAS

CONTRARY TO POPULAR BELIEF,

a substantial proportion of house and unit sales are actually conducted over the December and January period. For example in the Whitsunday region, 16.9% of house sales and 15.7% of unit sales occurred over that period, while in Cairns, 14.6% of houses and 13.3% of units were sold during that time.

These results clearly dispel the myth that the market comes to a complete standstill over the traditional holiday period. The coastal regions of Queensland seem to be going from strength to strength and offer no indication of a slow-down. This market buoyancy is driven at least in part by southern and international investment here. Perhaps

their enthusiasm indicates a good time for you to enter or extend your

interest in the tropical north Queensland property market.



PROPERTIES OF THE MONTH

For Sale



Torres Strait - Zuna Island

One of the largest freehold properties in the Torres Straits with 85 meters of beachfront and a North-West aspect towards the lights of Thursday Island, every sunset is like a postcard. With the ability to produce 36,000 litres of spring water daily and recently installed Solar and generator power the property can be enjoyed all year long. A unique opportunity to acquire the ultimate eco retreat.

PRICE \$750,000

Contact:
NICHOLAS SLATYER
Mobile 0419 294 065
ns@cbq.com.au

For Sale



Blue Water - Lot 12 "BLUE WATER ESTATE"

The Yachty's dream begins with this rare parcel of waterfront land in the exclusive canal estate of Trinity Waters. 15m of frontage and an 8m port in all. The property is a short walk to sea front facilities are on your doorstep; Trinity Beach is just a 5-minute walk; schools and shopping centres are within easy reach.

PRICE \$525,000

Contact:
LAUHLAN LEISHMAN
Mobile 0419 724 457
ll@cbq.com.au

UNDER CONTRACT

For Sale



Palm Cove - Apartment 401 "SEA TEMPLE RESORT & SPA"

Sea Temple is the most recently completed 5 star luxury resort on the foreshore of one of the most exclusive of Cairns' northern beaches. The 323m² dual-key penthouse apartment offers 3 bedrooms, 2 bathrooms, plus generous living space that extends to a private shady roof terrace with spa and barbecue facilities. Magnificent views over the Coral Sea can be enjoyed from the terrace.

PRICE \$1,150,000

Contact:
LAUHLAN LEISHMAN
Mobile 0419 724 457
ll@cbq.com.au

For Sale



Port Douglas Apartment 9, "THE WHITEHOUSE"

Classic Queensland styling and quiet seclusion are just two of the enviable features of this newly renovated 2-bedroom apartment in the heart of Port Douglas. From the verandah, the view over manicured parkland to famous Four Mile Beach is unobstructed. Consisting of only 9 apartments, the exclusive 'Whitehouse' complex is ideally located within close proximity to the main attractions of the far north.

PRICE \$455,000

Contact:
CHRISTIAN BUSE
Mobile 0417 715 356
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For Sale



Rainforest Ridge

Enter the property market and reap the benefits of the anticipated local property boom with one of these free-standing homes in Tully. Each home features 2 bedrooms, designer bathroom and open plan living, within a functional tropical design. The quiet street is opposite the tropical rainforest which affords excellent rural views, yet just minutes from town.

PRICE FROM \$149,000

**REGISTER YOUR
INTEREST NOW
1300 76 05 01**

For Sale



Cairns @HOME

Prime inner city location and luxury design will place this development at the top of your property wish list. Due for completion in early 2006, this landmark complex will offer modern 2- and 3-bedroom apartments, each with 2 bathrooms and outdoor entertaining. Two-bedroom apartments start from \$335,000. For those with an eye for the best, the 3-bedroom, 2-bathroom apartments offer fantastic value from \$375,000.

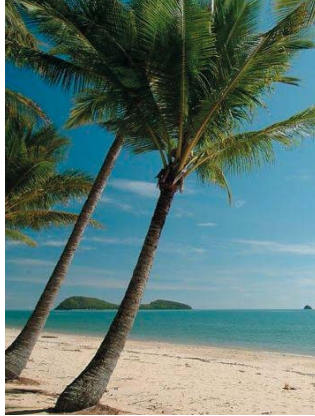
**PRICES START
FROM \$335,000**

**CALL NOW 1300 76 05 01
or contactus@cbbbr.com.au**

North Queensland: Where is the market heading

CAIRNS HAS A PROJECTED POPULATION GROWTH of 1.8% or 2679 persons per annum until 2024. This means that on the average of 2.6 persons per household, Cairns would need circa 1082 dwelling approvals each year to house the increasing population. The average over the last eight years has been 1081. So supply is currently meeting demand.

Whilst all property markets have periods of highs and lows, markets with a continuing demand hold their value significantly better than those without. Within all markets there are good opportunities to buy and sell; but the hard part is knowing when to do which. In the financial



market, you put your faith in a broker to invest your money: and the same in real estate. By building an ongoing relationship with a



specialist real estate agent, you will have the advice to make sound decisions and at the same time enjoy a great deal of service.



FOR SALE Cairns' Tallest Office Tower

THE DAIKYO CORPORATION

has recently placed their only office tower in Cairns on the market. The highly sought-after 15-storey tower is home to many high profile and government tenancies, and has a vacancy rate of less than 10%. Current market value is circa \$30 million.

THE LAST WORD

WE WOULD LIKE to take this opportunity to welcome three new staff members this month. Bianca Norris, will be servicing our Port Douglas clients. She brings to the team a wealth of knowledge in the residential Port Douglas market. John Mimino is a seasoned property broker in Cairns. His expertise in the residential market of Cairns and surrounding suburbs will enhance our property portfolio. Hayley Canuto has also recently started with us on the

front desk. We would like to welcome them all and wish them every success at Coldwell Banker Barrier Reef! If you are interested in selling your property make sure you contact our team to see just how service orientated we are!

Kind Regards,

COLDWELL BANKER BARRIER REEF REALTY

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