Ried Alert

COOKTOWN & CAPE YORK REAL ESTATE UPDATE- SUMMER 2024



www.RealEstateDownunder.com







Hamish HaslopPrincipal | Sales Manager

Real Estate Downunder

Firstly thank you for considering us!

We are a small dedicated team of online FNQ property specialists operating with a strong moral compass, ethical business practices, and are fun team players to work with. In a world full of acronyms and cleverish descriptions and the usual sales jargon, we like to stick with the facts. Realise opportunities as they stand to make sure each and every transaction is transparent.

We are fully charged! We stand for simplicity! We think creatively! We do this on time, every time!

The November 2023 lift in interest rates combined with ongoing cost of living pressures and alarming geopolitical environment is likely to weigh on consumer sentiment. Lower confidence could act as a drag on national housing market activity, denting buyer demand at a time when advertised stock levels are rising across most regions. A rebalancing between buyer demand and nationally advertised stock levels is likely to take some heat out of the housing upswing, which has already been losing some momentum, at least at a macro level, since the monthly rate of value growth peaked in May.(CoreLogic)

As 2023 draws to an end we continue to see local and interstate investors buying Cooktown property. Returns for investment housing is at an all time high with rents of \$600-\$650 p.w achieved on qualifying 3 bedroom 2 bathroom homes under \$500k. Throughout 2023 we also see an upswing in the medium Cooktown house price.

Cooktown Commercial



Prime Location

123 Charlotte St, Cooktown

An ideal passive investment, with good returns for outright buyer after expenses. Buildings of solid hardwood construction, Australia Post franchisee as tenant.



High Street retail & tourism

95 Charlotte St, Cooktown

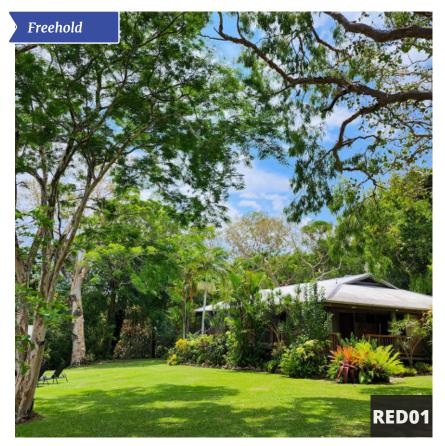
This unique centrally located freehold property sits in the 'sweet spot' of the high street, Cooktown. A fully tenanted property. 5 retail spaces, and a travellers park in the CBD.



Solid Returns

115-117 Charlotte St Cooktown

With three long term tenants this investment property offers steady 7% ROI with room to grow. The property has the added valuable feature of two Street frontages and a vacant block to further develop.



Eco-Lodge

388 Mungumby Rd, Rossville

A Unique World Heritage Opportunity. Well-positioned tourism Eco-lodge B&B and stunning rainforest property set on the banks of the Mungumby Creek in a popular location on Great Barrier Reef & Rainforest. A superb opportunity for an astute purchaser seeking to actively work this property and or the business. A 10 cabin B&B lodge with stunning homestead allows for a range of room options and future expansion, particularly to the well travelled client.



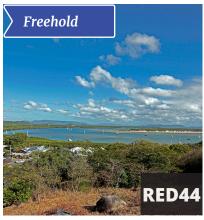
Orchid Travellers Park

95 Charlotte St, Cooktown

The only tourist park located in Cooktown CBD. Facilities include a pool, an on-site van, a camp kitchen and a laundry, management/office accommodation

Vacant Allotments







25 Ann Street

Cooktown

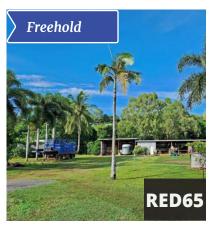
Of the few remaining vacant blocks of land available on Grassy Hill 25, Ann Street is the pick. With two entry points to the property, .



71 Helen Street

Cooktown

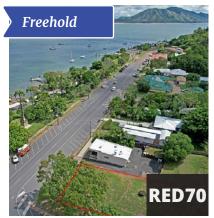
A prestige quality block within an exclusive location in Cooktown. Sensational views across the bay and down the Endeavour River and beyond.



48 Adelaide Street

Cooktown

Secure this piece of land in a great location right in the sweet spot of Cooktown's town centre with a hair salon, cafe, chemist, bottle shop and Newsagency within a 50m stroll.



119 Charlotte Street

Cooktown

With its prominent corner position, this block enjoys maximum high street exposure and easy access from Charlotte Street for customers or Adelaide St for deliveries.

Racecourse Road

Cooktown

Lot 15 comprising approx. 6,163 m2. The crossover is coming off Racecourse Rd and there are currently yards and a shed used for the agistment of horses, so it is fully fenced.

156 Charlotte Street

Cooktown

156 Charlotte Street sits on the corner of Banks & Charlotte Streets with an uninterrupted view overlooking and down the majestic Endeavour River and west.



7208 Mulligan Highway, Lakeland

A very rare parcel of land positioned on an east sloping estate, minutes from Lakeland. 7208 is perfect for those who enjoy being in nature and want to embrace a more serene lifestyle. Boasts two stunning dams two liveable sheds and an arrangement of other equipment sheds. Fully fenced this property is on exceptional dam building country, has an assortment of native vegetation pockets, and multi-fruit tree orchard, and loads of available water. Enough land for a small herd of cattle or even a medium sized festival, a health and wellness retreat, or staff accommodation for Lakeland workers.



Shiptons Flat Road, Helenvale

Looking to escape the hustle and bustle of city life? This beautiful rural block of land in the tropics is your ticket to paradise! This lush 100-acre parcel is nestled in a peaceful and pristine area, surrounded by nature and offering plenty of privacy. The block is flat and easy to build on in two ideal places, with plenty of room to create your own private oasis in each.



Lot 5 Mulligan Highway, Cooktown

2 Hectares of Pristine Land; your canvas for building the ultimate tropical oasis. Untouched Beauty; Enjoy a landscape blanketed in lush vegetation. Ocean Dreams; Imagine gazing out to the Coral Sea from your future home. Tranquillity Awaits; Escape the hustle and bustle in your private haven. Endless Possibilities: Customize your paradise according to your vision.

Cooktown Residential

Real Estate Downunder

FNO Online Realtor

We are Far North Queenslands newest real estate agent, with a fresh enthusiastic approach to property. Here at Real Estate Downunder, we operate from our own commercial property near Cooktown with our principle having 22 years experience as a partner and managing director of our parent company Australian Pacific Lodges Pty Ltd. We work from two freehold rural properties on the edge of the regions World Heritage rainforest, one of Australia's unique wilderness areas on the Great Barrier Reef Coast. The company 100% owns and operates a tourism business featured in this publication Mungumby Lodge.



Spacious Iconic home, outstanding ocean views

129 Hope St

4 bedroom | 2 bathroom

Inside the home, you will find yourself surrounded by a contemporary open plan living area, with tasteful décor and stylish finish throughout. The upstairs master bedroom boasts stunning views to be enjoyed from your own private balcony, as well as a luxurious spa ensuite. There are plenty of extra features, including a large deck area perfect for entertaining friends and family, a downstairs carport, air-conditioning, and a contemporary kitchen with a view to enjoy each morning. With so many wonderful features and breathtaking views, this property is truly one of a kind.



27 The Esplanade, Cooktown

4 bedroom | 2 bathroom | 2 kitchens

An absolute beachfront 4 bedroom house located in a prime seaside location. This beachfront property is the perfect getaway for anyone looking to experience one of Australia's most unique and picturesque coastal living regions on the Great Barrier Reef Coast. With two seperate units one above the other the property lends itself to quality living and income from holiday letting









4 Rainforest St

3 bedroom | 2 bathroom

A lovingly presented and spacious 3 bedroom home located in a quiet, semi-private cul-de-sac with no through traffic. There are only 7 homes that are lucky enough to share this unique location with stunning views of the Endeavour River, Cooktown harbour, and out to the Coral Sea. The site offers an impressive 4,033m2 double lot also fronting Buhmann St.



102 Esk Valley Road

STUNNING HOUSE, LOCATION & VIEWS

Clean open space at every turn with unbroken breathtaking privileged views over the Annan River Resources reserve towards the Great Barrier Reef coast. A reserve that is entwined with fringing coral reefs, beaches, rainforests, woodlands, mangroves, salt pans, and seagrass beds along the coast. A view that is likely to remain as it is for generations to come. The rich biodiversity of the region includes turtles, dugongs, Bennett's tree kangaroos and striped possums. The property is close to Archer Point.



34 Helen St

WELL-KEPT RETRO QUEENSLANDER

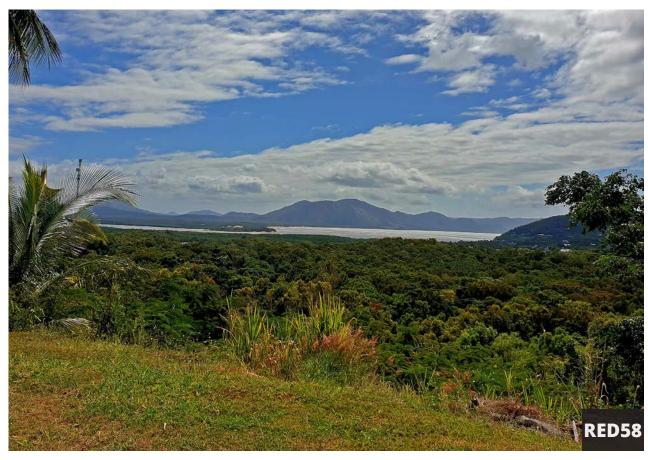
As you step through the door, you'll be captivated by the polished hardwood floors of the house. The calm, old timer Queensland design provides plenty of space for a family or guests. The generous sized kitchen is fitted out with the original kitchen style with plenty of bench and cupboard space.



6 Byers Creek Rd

RAINFOREST COTTAGE ROSSVILE

As you step through the door, you'll be captivated by the polished hardwood floors of the house. The calm, old timer Queensland design provides plenty of space for a family or guests. The generous sized kitchen is fitted out with the original kitchen style with plenty of bench and cupboard space.



4 Chace Close

A QUIET CONVENIENT PROPERTY WITH SENSATIONAL VIEWS

A quality-built home with ample space for the family to relax and unwind in a spectacular setting with a wow view across the Cooktown tree tops all the way to the Endeavour River and its surrounding mountains. This very private, quiet home is conveniently located for access to all things Cooktown. With a well-established fully fenced leafy yard that opens out to open stunning northern views. A very low-maintenance steel-built Logan Home with a spacious shed/workshop and adjoining three-bay carport. The home would be perfect for those looking to upgrade or need a home to live in 2024.



63 Charlotte St

CHARMER ON THE MAIN STREET.

This home is rich in traditional style, offering the classic Queenslander look and feel for anyone looking for a unique place with plenty of character. It's been maintained over the years and fits nicely for its location, with the stunning hardwood floors, light filled rooms and established yard.





Why Cooktown?

Qld's northern paradise, Australia's beginning!

Cooktown is a charming historical hamlet unspoilt by the urgency of modern life. Its close proximity to nearby reefs, deserted beaches and river systems make it an ideal fishing destination. While it is best known for its endemic wildlife, culture, history, bird watching and famous barramundi stocks the region is an enchanting place to call home.

Real Estate in 2023-24 remains steady as the population continues to grow and connectivity imporves. Many investors are buying to make the most of the great rental returns where many others wish to live in the regions unspoilt environment, Add a marina and new hospital to the mix and we will see more sustainable growth into the future. The key to it all is timing, for those prepared to get in early will be the ones benifiting the most from this sustainable growth.

Simply the Best Awaits!

"Adjust your latitude" - MOVE YOUR LIFE AND WORK TO COOKTOWN









129 Hope Street, Cooktown

STUNNING HOUSE, CENTRAL LOCATION, AMAZING VIEWS

If you are looking for an amazing home in a beautiful setting as well? Then look no further than this stunning 4-bedroom 2-bathroom Cooktown pole home with magnificent harbour views! Located right in the picturesque coastal hamlet of Cooktown, this magnificent home has everything you could wish for in a luxurious lifestyle. From the moment you step into the first floor, you will be in awe of the views addpss the harbour directly from the front door, the lounge, kitchen or verandah.









27 The Esplanade, Cooktown

ABSOLUTE BEACHFRONT RESORT LIVING

27 The Esplanade at Quarantine Bay Cooktown is an idyllic luxury two-storied retreat situated on the Great Barrier Reef coast overlooking the Coral Sea. This stunning property offers stunning views of Quarantine Bay and a secluded beachfront setting. Inside on offer, upstairs and downstairs apartments so the property can be used for B&B also.



4 Rainforest St, Cooktown



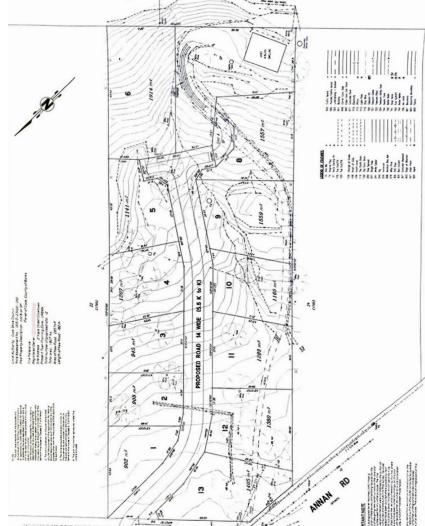
The offering of a vacant 18,070m2 allotment. The site is set for an excellent development opportunity with all the project planning completed and awaiting your direction. All council development applications and project staging completed with associated draft work designing of road, curbing, and drainage headworks with associated council expenses defined.

Cooktown rental returns offer ideal investment home opportunities. Most importantly is the local housing demand that is likely to transpire from this nice gently sloping land tucked out of the prevailing winds and minutes from everything including shops, schools, sporting facilities and beaches.

A very convenient place to live!

Key considerations:-

- Proximity to schools, sporting facilities & beach options
- Subdivision design and project planning completed
- 12 Leafy allotments
- Lots will be on a cul de sac
- Established trees on most lots



Western views



Property pricing, getting it right from the start!

Tempering expectations is made easy today, at our fingertips are numerous online tools!

The prices realised for houses in Far North Queensland particularly Cairns, Port Douglas & the Atherton Tablelands in 2021-22 were some of the best ever seen. Each month the market moved and vendors, sellers, agents & even valuers had to hold on tight for the ride. Sellers were in a position of being able to test the market with ambitious prices. More often than not these punts worked to their advantage and in many cases were exceeded.

The REIQ Zone chair for Cairns, Tom Quaid suggests that "despite the market remaining buoyant, many sellers state-wide are missing the mark when it comes to setting the right price for their property. An error that is becoming more expensive as we head into an error of uncertainty. The pace of growth has slowed and expectations need a reset. This is not to say the market has gone backward as it has not. With price consolidation comes the need to be realistic. So more than any time in the last 2 years getting the price upfront or responding quickly to feedback from buyers and agents" as your campaign progresses. No enquiry or feedback is also feedback in itself. If you don't react to these signals your property could be sitting on the market for some time.

The prices realised for houses in Far North Queensland particularly Cairns, Port Douglas & the Atherton Tablelands in 2021-22 were some of the best ever seen. Each month the market moved and vendors, sellers, agents & even valuers had to strap in for the ride. Sellers were in a position of being able to test the market with ambitious prices. More often

than not these punts worked to their advantage and in many cases were exceeded.

Tempering expectations is made easy today, as at our fingertips are numerous online tools. These need to be used to substantiate your estimated price on your property. You can be sure buyers are using these tools to assess their options when buying. This is why it is important to get your price right from the start!

