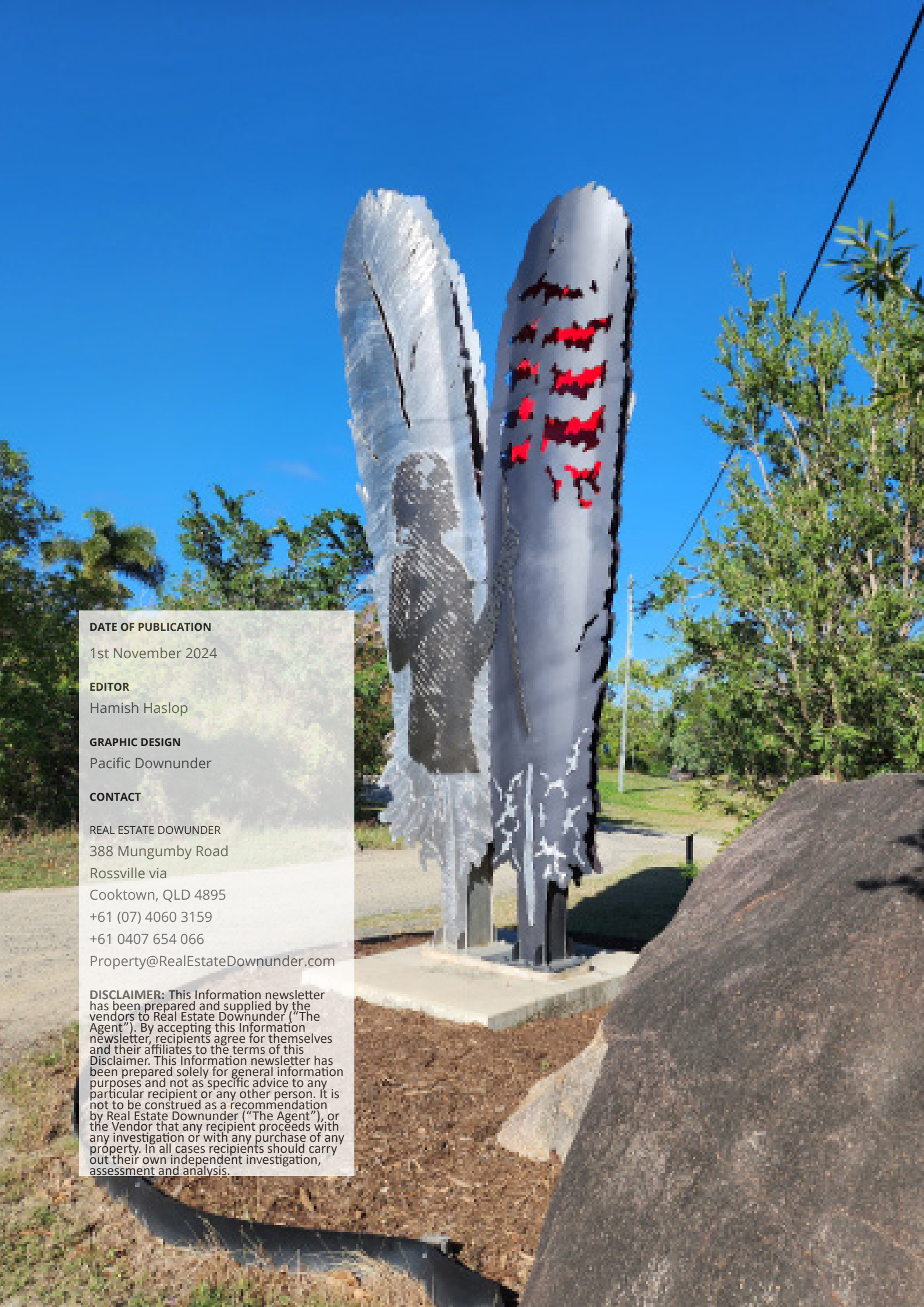


RED Alert

COOKTOWN & CAPE YORK REAL ESTATE UPDATE- SUMMER 2024



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Hamish Haslop

Principal | 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!

Cooktown median house prices have increase by 6% for 2024 with 50 houses sold in Cooktown alone and numerous other lifestyle and rural properties in the surrounds. This median price growth is up from 1% the year prior in 2023. Today median house price at the time of publication is \$345,911. This was reflected by good property sales March through to May 2024. Of those houses sold in 2024 3 were under \$200k, 27 were in the \$200-400k bracket, 14 were in the \$400-600k bracket, 5 were in the \$600-800k bracket and 1 property in the \$800-1mil bracket. Of the 13 houses sold by RED 2024 most were in the mid to upper price brackets.

Far North Queensland and Cooktown is likely to remain a good investment region despite some of the new builds being undertaken by the state government for staff housing. What we are seeing is the rentals that properties primarily in the older sector are to be phased out from government head leases. Comfortable houses or newer or renovated builds will remain stable for the government sector. The older housing stock will be welcomed by locals. Therefore leaving those properties that fall below or on minimum standards being phased out of the rental pool. Median rental for Cooktown \$500 p.w

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. Cooktown Post Office.



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.

Freehold with dwelling



RED92



Laura Motel & Store

4 Terminus Street, Laura

The Laura Motel & General Store isn't just a business; it's a landmark. With its rich history and prominent presence in the community, this establishment holds a special place in the hearts of locals and travellers alike. This isn't your ordinary motel and store combo. With 11 well-appointed units and an Australia Post CPA agency on-site, the business offers multiple revenue streams that complement each other seamlessly. From accommodation revenue to postal services, the income is strong and varied and as the owners say could also be improved. High tec is not their gig.



Looking to hit the ground running? With its fully operational status and seasoned staff in place, the Laura Motel & General Store is a turnkey opportunity ready for new ownership. Walk in and start making your mark from day one.

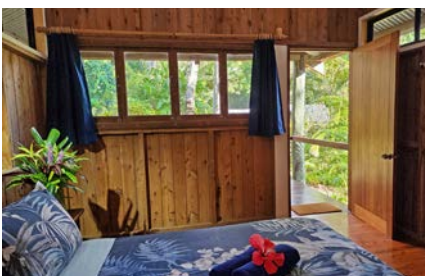




Wilderness Retreat & BnB

Expressions of Interest: A Unique Wilderness Retreat & B&B Lodge

Discover the extraordinary at this one-of-a-kind rainforest wilderness retreat, a true gem nestled on 3.4 hectares on the edge of a pristine World Heritage rainforest. Located just south of Cooktown, this breathtaking property offers an unparalleled opportunity for those seeking a tranquil escape or a steady business venture.



Leasehold



Cooks Landing

3 Webber Esplande Cooktown

This multi-faceted waterfront leasehold property is a central spot for Cooktown's marine and tourism industries, offering everything from marina berths to fuel sales, dining options, and unique local tourism departure experiences.

Freehold



95 Charlotte St, Cooktown

COOKTOWN ORCHID TRAVELLERS PARK - REGIONS BEST RATED TOURIST PARK - SEE Page 18

Cooktown Residential

Real Estate Downunder

Bringing Honesty back to Real Estate

We are Far North Queensland's 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.



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.



An amazing home in a beautiful private setting! This stunning 3-bedroom plus study/office, 2-bath-room 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 across the harbour directly from the front door, the lounge, kitchen or verandah.



Cooktown is a natural wonderland, home to a wide range of activities, history, culture and natural attractions. Whether you're into swimming, or bushwalking and fishing – there's something for everyone in and around Cooktown. It's easy to get out and explore with a choice of national parks, world heritage rainforests and nature reserves nearby, or just take a stroll along the waterfront and relax in the peaceful atmosphere.



14 Webber Esp

STUNNING DESIGN, EXCEPTIONAL LOCATION

Luxurious features that redefine coastal living!

Fourteen Webber Esplanade, where luxury living meets panoramic perfection in the heart of Historic Cooktown on the stunning Great Barrier Reef Coast! Imagine waking up to the gentle hues of the sunrise over the Coral Sea and winding down to the breathtaking sunset views across the Endeavour River—all from the comfort of your own architect-designed sanctuary. This prestigious property boasts not only a prime location but also an array of luxurious features that redefine coastal living.



Step inside to discover a spacious and elegant interior, featuring a large upmarket 3 bedroom home plus study, designed to maximize both comfort and style. The master suite is a haven of indulgence, complete with a designer walk-in robe and ensuite, offering a private retreat after a day of exploration.



Entertain in style with enormous living areas that seamlessly flow to the oversized outdoor space, where you can soak in the mesmerizing views while hosting gatherings or simply unwinding in tranquility. The fully self-contained lower level with a kitchenette adds versatility, perfect for accommodating guests or extended family members. With views, views, and more views stretching across the horizon, 14 Webber Esplanade presents a rare opportunity to own a slice of paradise in one of Australia's most coveted coastal destinations. Don't miss your chance to make this dream home your reality—schedule your private viewing today and embark on a lifestyle of unparalleled beauty and luxury!



4 Rainforest St

ICONIC HILLTOP HOME

Welcome to No 4 Rainforest Street, 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. An impressive 4,033m2 double lot also fronting Buhmann St. Open plan living, bar, dining, and kitchen areas with stunning views from every window. A large entry foyer area with covered parking opens through to the open plan living areas. A huge designer country kitchen for those culinary delights. Generous bedrooms with the Master bedroom opening through to a huge walk-in wardrobe, ensuite bathroom with double spa and shower then through to the spacious laundry.

Classic QLD'er

376 ENDEAVOUR VALLEY ROAD

Immerse yourself in the charm of a classic Queenslander, boasting traditional features such as wide verandas, high ceilings, and ornate timber detailing. This home offers two spacious bedrooms plus additional guest quarters, perfect for accommodating family and friends.



While the house is liveable, it awaits the finishing touches of a skilled carpenter. Imagine the satisfaction of completing this project, making it truly your own.



36 Furneaux Street

INVESTMENT HOUSE IN TOP LOCATION

This solidly built, well-maintained block home is a gem waiting for your savvy investment. Here's why this property is the perfect addition to your portfolio. The home boasts 3 bedrooms, each with built-in wardrobes, providing ample storage

space. The 1 bathroom comes with a separate toilet, ensuring convenience for all occupants.

Situated near the stunning botanic gardens and within walking distance to Cooktown amenities. Shops, a newsagent, a supermarket, bottle shops, taverns, the bowls club, and the RSL are all easily accessible. The celebrated Finch Bay is even closer, providing a perfect escape for relaxation and leisure activities as is John St oval and the Botanic gardens cricket pitch.





15 Flinders Street

**IDYLIC COOKTOWN HOME READY TO OCCUPY OR
IDEAL INVESTMENT HOUSE**

This charming two-bedroom, low-maintenance home is nestled in a prime location, offering breathtaking views over the Cooktown waterfront and wharf. Imagine waking up to sensational vistas of the river and watching every boat sail into the harbour from your own living room or bedroom. With a spacious lock-up garage, a separate boat port, and low-maintenance gardens, this home is designed for a worry-free lifestyle. It's perfect for those who want to enjoy the serenity and beauty of Cooktown while still having the freedom to lock up and leave for travel or adventure whenever the mood strikes.



Vacant Allotments



13 Furneaux Street

Cooktown

A large central vacant block with stunning Mt Cook views, just a leisurely stroll away from Cooktown CBD. This prime piece of real estate offers spaciousness and proximity.



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 News agency 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.



28 John St

Cooktown

Located minutes from the Cooktown Hospital, schools, daycare, the library, food stores or the CBD when walking. This flat block is easy to build on and has its private water well.



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.

Freehold

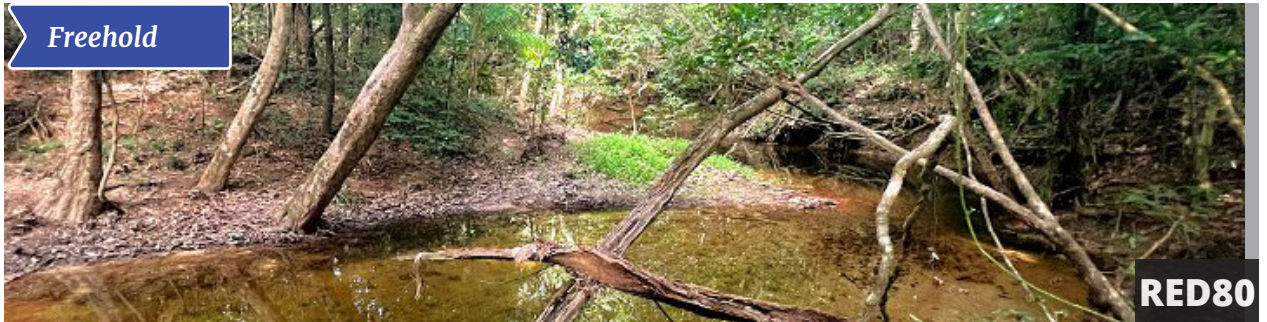
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2 Kellehaven Rd, Cooktown

Nestled at the corner of Mulligan Highway and Kellehaven Rd, Cooktown this expansive 18.56 hectares (46 acres) of residential land is presiding over the Annan River mouth and Walker Bay. Imagine waking up to the soothing sounds of nature, with the shimmering waters of the Annan River potentially stretching out before you. This is a rare opportunity to own a huge piece of prime residential real estate in one of Australia's most stunning coastal regions.

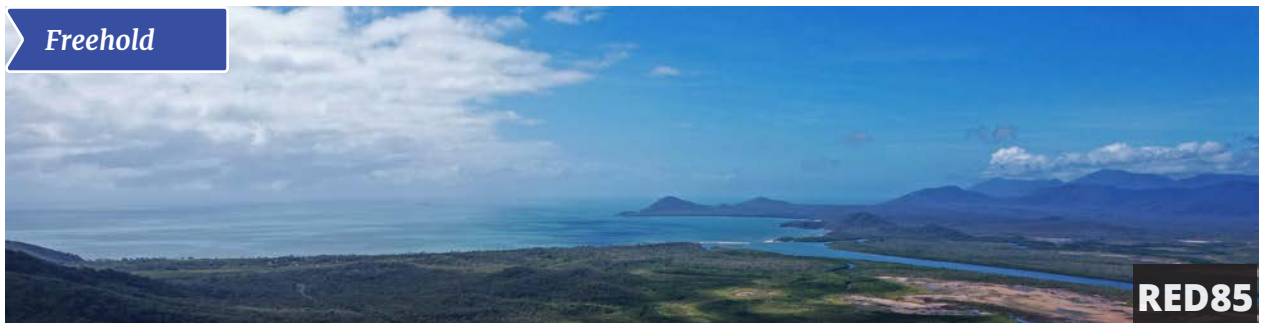
Freehold



2393 Rossville Bloomfield Road, Bloomfield

Are you looking for a once-in-a-lifetime opportunity to own a slice of pristine nature? Look no further than the magnificent 10-hectare vacant rainforest property nestled along the breathtaking Russell Creek at Bloomfield. Prepare to be captivated by the sheer beauty and untamed wilderness that awaits! This untouched rainforest paradise is a haven for biodiversity, where rare flora and fauna thrive in harmony.

Freehold



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.





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 2024 remains steady as the population continues to grow and connectivity improves. Many investors are buying to make the most of the great rental returns where many others wish to live in the region's unspoilt environment. Add a marina and new \$200mil 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 benefiting the most from this sustainable growth.

Cooktown Orchid Travellers Park & High Street Retail Shops

The Park has 27 sites and there are 3 shop units all on one title in the Cooktown CBD.

Cooktown Orchid Travellers Park and Shops are situated on a one-acre block in the center of Cooktown bounded by Charlotte, Walker, and Adelaide Streets, and Anzac Park.

THE TRAVELLERS PARK

The only tourist park located in Cooktown CBD is the first choice for many visitors. Facilities include a pool, an on-site van, a camp kitchen, and a laundry. The management/office accommodation has one bedroom and a combined living, dining, and kitchen area with a reception window – plenty of opportunities to upgrade to suit needs and living styles. They rank highly on Wikicamps and Google. Current rates are \$39 per site powered \$36 unpowered and \$120 per night for the onsite van. An attractive friendly park in the middle of historic Cooktown. Sites to suit campers, caravans, and RVs are surrounded by parkland and open space on three sides. Walk everywhere – A great base for enjoying all that Cooktown has to offer. Explore Cooktown’s fascinating history and discover our Aboriginal heritage. Enjoy great walks, spectacular scenery, fishing, birdwatching, and more



THE RETAIL SHOPS

The Shops are situated along Charlotte and Walker Streets and lead to established long-term tenants comprising Hope Vale Congress, Cooktown Bakery, and Cooktown Platinum Realty who also sublet to an accountant and a solicitor. The Tourist Park is small enough for 2 people to run and the Shops offer an ideal opportunity for a couple

looking to own and operate their own business. The peak tourist season is May to October and the quiet wet season from January to March allows for downtime. The Shops’ income complements the Park’s revenue, providing a solid revenue base all year. See <https://www.realestatedownunder.com/commercial/red57/> for more info.

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

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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!

