

WHAT OUR CLIENTS SAY.



WE CHOSE JOANNA BECAUSE OF HER IN DEPTH KNOWLEDGE AND TRACK RECORD IN THE AREA.

Joanna was fantastic from beginning to end! Incredibly professional but also caring, Joanna has amazing skills in selling real estate and trustworthy. She took the time to explain everything leading up to auction and worked extremely hard to get the best price for the sale. Can't express how happy we were with Joanna and her team- the whole process was such a pleasure! – *Seller*

Joanna and her team once again shone through for us with her professionalism and A-list communication style to advise us throughout the successful sales campaign for our property. We felt secure in her hands. – *Seller*

Having worked successfully with Joanna through both a previous sale and a previous property purchase, our expectations were quite high and she did not disappoint us. We knew we were in capable hands with her positive input and clear communication through to the sale. The outcome has been a very positive experience for us. We cannot thank her enough. – *Seller*

Joanna responded very quickly to enquiries and concerns. They found us our dream home on first meeting and we were suddenly unconditional just over a week later. – *Buyer*

Joanna is very direct, straight to the point and doesn't beat around the bush. The team is lovely to deal with and very personable, and they make a well balanced team. Thank you for finding us our forever home! – *Buyer*



WHAT'S YOUR PROPERTY WORTH?

Scan the QR code to request a free market appraisal of your home.

Joanna Gianniotis
Partner & Lead Agent

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2023 END OF YEAR PROPERTY MARKET REPORT.

THE GIANNIOTIS DIFFERENCE

HAPPY NEW YEAR!



As we embark on the exciting journey of the coming year, I am enthusiastic about the prospect of contributing to the success of our sellers and buyers in achieving their goals.

The highlight of 2023 was the acquisition of the existing office at Camp Hill Market Place by Place Bulimba. This development allowed me to bring my expertise just two minutes away from home after 21 years of commuting to Bulimba. This strategic move aligns seamlessly with my market share in Camp Hill and Coorparoo, emphasising the importance of being a loyal local in establishing trust with buyers, accountability, and showcasing a deep understanding of local values.

Throughout the past year, we set new benchmarks by prioritising the sales process, having a plan and fostering healthy competition. I am very proud of our consistent performance in the marketplace.

My hands-on involvement during campaigns has provided invaluable insights into buyer feedback, enabling more concise communication with sellers. Clear and knowledgeable feedback is essential for sellers to make informed decisions about their market value. It is simply insufficient for an agent's name to be on many signboards. The agent you entrust your keys to needs to work at your open homes and be engaged in your campaign from beginning to end.

I am privileged to work alongside two key team members, Madison and Ellie, who play instrumental roles in open homes and inspections. Their dedication allows us to engage effectively with buyers, ensuring that no opportunity is missed in answering questions, and identifying potential buyers.

Client feedback frequently refers to our transparent and responsive approach, highlighting our commitment to follow-ups and prompt communication. While these practices may seem inherent, the consistent mention of these qualities suggests otherwise.

Our mission is clear — to achieve the best possible results for our sellers and facilitate a smooth transition for buyers at settlement. Our genuine love for what we do is reflected in the pride we take in our careers.

Looking ahead to 2024, my prediction remains consistent. If demand continues to surpass supply, competition will drive prices, necessitating strategic management. The New Year traditionally brings robust market conditions, influenced by factors such as immigration, population movement, school transitions, and employment changes. Decisions re lifestyle changes over Christmas often lead to upsizing or downsizing, introducing new buyers to the market.

We are eager to continue assisting you in the future and contribute to the success of our clients. Thank you for considering our commitment to excellence.

Joanna Gianniotis

Partner and Lead Agent
Place Bulimba and Camp Hill

Joanna.

SOLD BY THE GIANNIOTIS TEAM.

JANUARY – DECEMBER 2023

AVERAGE DAYS ON MARKET

25

AVERAGE SALE PRICE

\$1,910,000

SALE METHOD | PRIOR TO AUCTION 5 | AT AUCTION 12 | POST AUCTION 5 | TOP OFFER SALES 9

71 SIRIUS STREET, COORPAROO	\$4,150,000	24 BISLEY PLACE, WAKERLEY	\$1,900,000
65 SIRIUS STREET, COORPAROO	\$4,000,000	33 MARIAN STREET, COORPAROO	\$1,840,000
10 SIRIUS STREET, COORPAROO	\$2,860,000	92 STUART STREET, BULIMBA	\$1,790,000
37 VALARIA AVENUE, COORPAROO	\$2,800,000	9 RAMSAY LANE, MORNINGSIDE	\$1,660,000
8 WAVERNEY COURT, CARINDALE	\$2,620,000	24 PROUT STREET, CAMP HILL	\$1,250,000
60 NURSTEAD STREET, CAMP HILL	\$2,610,000	113 STEPHEN STREET, CAMP HILL	\$1,250,000
58 BUENA VISTA AVENUE, COORPAROO	\$2,475,000	32 WILLARD STREET, CARINA HEIGHTS	\$1,205,000
19 WHITE AVENUE, COORPAROO	\$2,400,000	21 LONG STREET, CAMP HILL	\$1,200,000
18 LADE STREET, COORPAROO	\$2,375,000	115 STEPHEN STREET, CAMP HILL	\$1,200,000
41 SYDNEY AVENUE, CAMP HILL	\$2,350,000	228 RICHMOND ROAD, MORNINGSIDE	\$1,170,000
1 RINALDI COURT, CARINDALE	\$2,300,000	64 BURN STREET, CAMP HILL	\$1,140,000
139 MOREHEAD AVENUE, NORMAN PARK	\$2,180,000	62 FURSDEN ROAD, CARINA	\$1,060,000
22 GOTHA STREET, CAMP HILL	\$1,950,000	34 BLACKWOOD AVENUE, MORNINGSIDE	\$950,000
19 WATSON STREET, CAMP HILL	\$1,950,000	3/115 ANZAC ROAD, CARINA HEIGHTS	\$872,000
38 HARTLEY STREET, CAMP HILL	\$1,925,000	43B ASHTON STREET, CAMP HILL	\$791,300
281 CRIBB ROAD, CARINDALE	\$1,910,000		

SUBURB TRENDS.

COORPAROO

TOP THREE PERFORMING AGENCIES BY MARKET SHARE
1. PLACE 25% | 2. BELLE 12% | 3. HARCOURTS 10%

TOTAL SALES

354

HIGHEST SALE

\$5,000,000

LOWEST SALE

\$300,000

MEDIAN PRICE HOUSE

\$1,458,600

MEDIAN PRICE UNIT

\$545,000

CAMP HILL

TOP THREE PERFORMING AGENCIES BY MARKET SHARE
1. PLACE 44% | 2. HARCOURTS 14% | 3. TORRES 8%

TOTAL SALES

244

HIGHEST SALE

\$5,500,000

LOWEST SALE

\$390,000

MEDIAN PRICE HOUSE

\$1,550,000

MEDIAN PRICE UNIT

\$882,500