

BUYERS AGENT

COMPARATIVE MARKET ANALYSIS

Prepared for Buyer — Confidential · Do not distribute

27 April 2026

33 Annette Street, Tingalpa QLD 4173

3 bed · 2 bath · 2 car · 681 m² · Built 1984

ESTIMATED FAIR VALUE / MAXIMUM BID

\$1.22m – \$1.32m

Weighted CMA: \$1.26m · 8 comparable sales · Tier 1 — 1 km / 6 months

1. Subject Property

33 Annette Street is a 1984 lowset brick home on a 681 m² block with an 18 m frontage, configured as 3 bed / 2 bath / 2 car with 109 m² under roof. It is 10.2 km from the CBD, 88 m from the nearest bus stop, and within walking distance of Woolworths Metro and the Tingalpa Neighbourhood Centre. The vendor purchased in July 2023 for \$841k in just 7 days — a 33-month hold through strong suburban price appreciation. This hold period and original purchase price are your primary negotiation framing points.

Internal condition is unverified — no DA records for major works have been identified, though cosmetic renovations in QLD do not require council approval. Assume at-purchase condition unless inspection records confirm otherwise.

Attribute	Detail
Address	33 Annette Street, Tingalpa QLD 4173
Property Type	House · Residential · Owner occupied
Configuration	3 bed · 2 bath · 2 car
Land Area	681 m ² · 18 m frontage
Building Area	109 m ² under roof
Year Built	1984
Zone / Overlay	LDR — Low Density Residential · No TBCO · No character overlay
Last Sale	18 Jul 2023 · \$841k · 7 days on market (James Dean Real Estate) ← BUYER LEVER: 33-month hold, strong appreciation since purchase — negotiation room exists
Gov. Valuation (QVAS)	\$690k site value (Oct 2024, VeryHigh confidence)
AVM (Stash, High)	\$938k – \$1.27m · Mid \$1.10m · As at 27 Apr 2026
School Catchments	Tingalpa State School (944m) · Brisbane Bayside State College (2.6km)
Nearby	Bus 88m · Woolworths Metro 735m · NC 558m · Gateway Motorway 5 min · CBD 10.2km

■ Configuration unverified since 18 Jul 2023. If improvements have been made since purchase, fair value may be higher than \$1.32m. Request inspection records and a building & pest report before making any offer.

2. Comparable Sales — 1 km Radius, Last 6 Months

Tier 1 — 11 sales within 1km, Oct 2025–Apr 2026. No indexing required — all comps fall within a 6-month window where time decay is negligible. 8 comparable sales selected. Adjustments: land \$800/m², bathrooms \$40k/bath, car spaces \$20k/space. Subject: 3/2/2 · 681m².

Address	Sold	Sale \$	Adj. \$	B d	B a	Cr	Land	Built	Relev.
16 Annette St, Tingalpa	Nov 2025	\$1.22m	\$1.25m	3	1	4	637 m2	1965	HIGH
28 Roscrea St, Tingalpa	Nov 2025	\$1.36m	\$1.32m	4	2	2	681 m2	1995	HIGH
8 Ashdale Ct, Tingalpa	Mar 2026	\$1.18m	\$1.25m	3	2	2	599 m2	1980	HIGH
47 Peachdale St, Tingalpa	Mar 2026	\$1.32m	\$1.37m*	3	2	1	568 m2	—	HIGH
78 Thurston St, Tingalpa	Jan 2026	\$1.29m	\$1.34m	4	2	2	569 m2	1990	MED
42 Marwood St, Belmont	Jan 2026	\$1.28m	\$1.29m	4	2	2	613 m2	1995	MED
17 Selkirk St, Tingalpa	Mar 2026	\$1.28m	\$1.35m	3	1	2	645 m2	1984	MED
125 Belmont Rd, Tingalpa	Nov 2025	\$1.14m	\$1.17m	4	1	3	620 m2	1955	MED

* 47 Peachdale St adjusted price discounts estimated pool premium (~\$60k) from the adjusted figure to derive a pool-free land + house equivalent for the subject. HIGH = same config ±1 attribute, within same suburb. MED = 1–2 attributes differ or adjacent suburb.

3. Comparable Sales Commentary

Anchor — 16 Annette Street (same street, Nov 2025, \$1.22m)

Your strongest reference point. Same street, same suburb, 3-bedroom home on 637 m², sold in 11 days in November 2025 for \$1.22m. It was 1965-built (older than the subject's 1984 build), on a smaller block, with only 1 bathroom vs the subject's 2, and 4 car spaces vs the subject's 2. Adjusting for configuration — +\$40k for the missing second bathroom, +\$35k for the land advantage, -\$40k for 2 fewer car spaces — the implied fair value of the subject from this comp alone is \$1.255m. This is your anchor in any negotiation. The vendor cannot credibly argue for a figure materially above \$1.22m based on "what sold down the street" without acknowledging the subject's better bathroom and larger block.

Upper Ceiling — 28 Roscrea Street (Nov 2025, \$1.355m)

The highest-confidence sale in the pool. A 4-bedroom home on an identical 681 m² block, 1995-built (newer than subject), park-fronting, sold in just 4 days — a clean competitive result. After adjusting for the additional bedroom (-\$40k), the implied value for the subject is \$1.315m. This sets the ceiling. The park-fronting position likely contributed a modest amenity premium — treat \$1.32m as a genuine hard ceiling, not a base case.

Floor — 125 Belmont Road (Nov 2025, \$1.14m)

The lowest sale in the pool at \$1.14m — a 4-bedroom, 1955-built home on 620 m². After adjusting to the subject's configuration (+\$49k land, +\$40k bath, -\$20k car, -\$40k bed), the implied value is \$1.169m. This was bought as a renovate-and-hold play. It confirms the floor: 33 Annette Street in original 1984 condition should not trade much above this without condition evidence. Use it to anchor the conversation if the vendor reaches too high.

What this means for your offer

The data is internally consistent across all 8 comps: the adjusted range sits \$1.17m–\$1.37m with the centre of mass at \$1.25m–\$1.28m. The subject's 1984 build, 109 m² footprint, and unverified condition place it squarely in the middle. The vendor paid \$841k in July 2023 and has made money at any price above \$1.1m — they have genuine flexibility. Open with conviction below fair value; you have the evidence to hold your position.

4. Valuation Summary

Metric	Value
Average HIGH-relevance adjusted (4 comps)	\$1.285m
Average MEDIUM-relevance adjusted (4 comps)	\$1.284m
AVM mid (Stash, High confidence)	\$1.103m · range \$938k – \$1.268m
Weighted CMA Estimate (60% HIGH / 30% MED / 10% AVM)	\$1.26m
Estimated Fair Value Range	\$1.22m – \$1.32m
Recommended Opening Offer	\$1.17m – \$1.20m (~7% below weighted CMA)
Maximum Bid — hard ceiling	\$1.32m — do not exceed without independent valuation

■ Configuration unverified since 18 Jul 2023. If improvements have been made since purchase, the fair value ceiling may be higher than \$1.32m. Request inspection records before any offer.

The AVM mid of \$1.10m sits below the comp-derived estimate because the AVM uses statistical suburb medians and is less sensitive to recent comp activity. Given the High AVM confidence rating and 8 direct comparables, the weighted CMA of \$1.26m is the primary estimate. A licensed valuer is not required at this stage but is recommended if the final purchase price exceeds \$1.32m.

5. Risk & Planning — Buyer Due Diligence

This property presents one of the cleanest planning and hazard profiles in the Tingalpa / Belmont corridor. All six BCC hazard categories score 0/5. There is no TBCO, no flood, no bushfire, no heritage and no biodiversity constraint. You cannot use planning or flood as negotiating levers — your leverage is condition uncertainty and the vendor's 33-month hold from an \$841k purchase price.

Category	Finding	Risk	Buyer Action / Note
Zone & Overlay	LDR — No TBCO. Min lot 400m2, max height 9.5m / 2 storeys.	NONE	No character compliance cost. Full design flexibility for future renovations or extensions.
Development / Subdivision	681m2 exceeds LDR 400m2 min. No TBCO. No flood. Subdivision theoretically feasible (STCA).	NONE	Marginal positive for optionality — do not pay a developer premium. Owner-occupier purchase.
Flood — Overall Risk	BCC overall flood risk: 0/5	NONE	No flood constraint. Confirm via BCC flood property report before exchange as due diligence.
Flood — River / Local	Not within Brisbane River flood planning area. No overland flow 1% AEP overlay. No creek/waterway flood.	NONE	Clean across all flood layers. Positive for insurance. Cannot use flood as a negotiating lever.
Bushfire / Heritage / Biodiversity	Bushfire 0/5 · Heritage 0/5 · Biodiversity 0/5. All hazard categories at zero.	NONE	Unusually clean risk profile. No special conditions, overlays or disclosures required.
Condition / Internal Works	No DA records found since Jul 2023. Internal renos in QLD do not require DA — condition unverified.	LOW	Request inspection records. Commission independent building and pest inspection. Use any deferred maintenance as a negotiating lever.
Nearby DAs	No significant nearby DAs identified within 100m.	NONE	Verify at developmenti.brisbane.qld.gov.au .

Due diligence checklist before exchange:

- Obtain BCC flood property report — confirms flood-free status formally (free, bcc.qld.gov.au)
- Obtain insurance quote pre-exchange — flood-free LDR typically attracts standard rates
- Commission independent building and pest inspection — 1984 construction, condition since 2023 unverified
- Review any vendor-provided inspection records or renovation invoices
- Check developmenti.brisbane.qld.gov.au for any DAs within 200m not captured in current data

6. Negotiation Strategy

The data supports a firm opening offer in the \$1.17m–\$1.20m range. Your strongest argument: 16 Annette Street — the same street, a 3-bedroom home with only 1 bathroom and 4 car spaces on a smaller 637 m² block — traded for \$1.22m in November 2025. The subject has a second bathroom and a larger block, implying fair value at \$1.26m. The vendor paid \$841k 33 months ago and is in strong profit at any price above \$1.1m — they have no basis to hold out for a figure beyond comparable support.

Item	Detail
Estimated Fair Value	\$1.26m — weighted CMA, 8 comparable sales, 1km / 6 months
AVM Range (High confidence)	\$938k – \$1.268m · Mid \$1.103m · Stash/NEXU, 27 Apr 2026
Recommended Opening Offer	\$1.17m – \$1.20m (~7% below CMA). Frame around the \$841k 2023 purchase and unverified condition. Reference 16 Annette St (\$1.22m, inferior bathroom config) as your comp anchor.
Maximum Bid — Hard Ceiling	\$1.32m — do not exceed without independent licensed valuation. Anchored by 28 Roscrea St (\$1.355m, park-fronting, 4-bed, newer — adjusted to \$1.32m for subject config). No comparable evidence supports paying above this for a 3/2/2 with unverified condition.
Flood Risk	NONE (0/5 across all layers). Cannot use as a lever. Positive for insurance — use as a counterpoint if vendor defends a premium price.
Vendor Hold Period	Purchased Jul 2023 at \$841k — held 33 months. Strong capital gain locked in at any price above ~\$1.1m. Moderate flexibility. Not distressed but not anchored to original price.
Character Overlay	No TBCO. No character compliance costs for any renovation or extension. Positive for your client's future plans.
Days on Market (suburb)	Tingalpa/Belmont corridor: median 8–11 DOM for comparable 3-bed homes. Market is fast — if publicly listed expect competing offers within 10 days. Move quickly but respect the ceiling.
Condition Uncertainty	109m ² under roof on a 1984 build — modest footprint. No DA evidence of improvements since 2023. Request inspection records and vendor-supplied building report before submitting any offer.
Confidence	HIGH — 8 comparable sales within 1km, last 6 months. Same-street anchor (16 Annette St, Nov 2025) provides direct market evidence. AVM High confidence.

Open at \$1.17m–\$1.20m, citing 16 Annette Street as your primary comp and the unverified internal condition since the 2023 purchase as the reason for the discount. If the vendor counter-offers above \$1.32m, decline — 28 Roscrea Street (park-fronting, 4-bed, same 681m² block) only adjusted to \$1.32m for the subject's inferior config. The maximum bid of \$1.32m is the evidence-based ceiling, not a negotiating position to be eroded.

Disclaimer: This Buyers Agent Comparative Market Analysis is prepared on the basis of market evidence available as at 27 April 2026. It is not a certified property valuation under API standards and should not be relied upon for mortgage, taxation or legal purposes. Sales data sourced from Stash Property (RP Data / CoreLogic / government title records). AVM is Stash (NEXU) automated valuation. Planning data sourced from Brisbane City Council — preliminary only; confirm all flood, planning and hazard data before exchange. Adjustment rates (\$800/m² land, \$40k/bath, \$20k/car) are indicative for the Brisbane suburban market. Report generated 27 April 2026.