

YOUR LOGO



TERRIGAL 2260

Spring Performance Report 2026

Sales, strata and rental insights for Terrigal property owners.

MARKET SNAPSHOT

Data checked 26 August 2026

PRESENTED BY

Your Name | Your Agency

Know the market.
Discover the new value.

Prepared as a practical, unbranded example for Australian real estate agents.

Terrigal has two strong property markets

Freestanding homes lead the sales mix, but apartments and attached homes also have enough depth to tell a useful story.

282

PUBLISHED SALES

165 houses and 117 units in the latest CoreLogic window.

59%

HOUSE SHARE

A strong pool of freestanding and house-category sales.

41%

UNIT SHARE

Useful depth across apartments, units and attached homes.

The sales split

HOUSES 58.5%

UNITS 41.5%

HOUSES AND FREESTANDING HOMES

\$1.625m

median sale price

165

SOLD

40

DAYS

+2.5%

GROWTH

A broad family-home market with enough sales to compare bedroom count, land, position and condition.

UNITS, APARTMENTS AND ATTACHED HOMES

\$1.150m

median sale price

117

SOLD

48

DAYS

-1.3%

GROWTH

A meaningful strata-style market where view, walkability, parking, fees and building quality can change value.

The simple read

- The split is useful.** Terrigal gives owners a clear house and strata comparison.
- The buyer pools are different.** A family home and a beachside apartment need different campaigns.
- The suburb median is only a start.** Street, view, land, building and condition still decide the new value.

Freestanding homes led the market

House prices held firm. The strongest result still depends on the street, land, view, condition and buyer competition.

\$1.625m

median house sale price

+2.5%

12-month movement

165

SALES

40

DAYS TO SELL

\$900

WEEKLY RENT

3.1%

GROSS YIELD

House price guide by bedroom

2 bedroom house

\$1.31m

3 bedroom house

\$1.35m

4 bedroom house

\$1.62m

5+ bedroom house

\$1.77m

What can lift the result

- A quiet street or strong ocean outlook.
- Good light, outdoor space and presentation.
- A clear launch that creates competition.

What owners should check

- Use the closest like-for-like sales.
- Separate land value from renovation value.
- Do not price from one headline median.

OWNER QUESTION: Where does your home sit after we adjust for land, position, view and condition?

The strata market has real depth

More than one hundred unit sales create useful evidence, but the building and position can matter as much as the suburb.

\$1.150m

median unit sale price

-1.3%

12-month movement

117

SALES

48

DAYS TO SELL

\$750

WEEKLY RENT

3.4%

GROSS YIELD

Apartment and unit bedroom guide

PROPERTY	MEDIAN SALE PRICE	OWNER READ
1 bedroom apartment	\$418,750	Small sample. Use with care.
2 bedroom apartment	\$970,000	The main entry point.
3 bedroom apartment	\$1,230,000	More space. Higher price.

The building can change the value

View, floor, lift access, parking, fees, layout and walkability can move the price.

The seller read

- Know the direct building competition.
- Lead with view, space and convenience.
- Make the first photos work hard.

The investor read

- Check strata costs before gross yield.
- Review rent before the next lease.
- Compare net return with sale value.

One suburb. Two different buyer pools.

The price gap and property mix change who can buy, what they compare and how the campaign should work.

Median sale price

Houses and freestanding homes

\$1.625m

Units, apartments and attached homes

\$1.150m

\$475k

MEDIAN PRICE GAP

The published difference between house and unit medians.

59 / 41

SALES MIX

A useful balance between house-category and unit-category sales.

8 days

SELLING-TIME GAP

Houses sold in 40 days. Units took 48 days on average.

41%

HOUSE PREMIUM

The house median sat about 41% above the unit median.

Your new value lives in the detail

Street

View

Land

Building

Floor

Parking

Condition

Scarcity

Rental income supports both markets

This report is mainly about sales. Rental data still helps owners compare income, holding costs and the option to sell.

\$900/wk

MEDIAN HOUSE RENT

+5.9% rent growth | 3.1% gross yield

\$750/wk

MEDIAN UNIT RENT

3.4% gross yield | attached market

House rent by bedroom

PROPERTY	MEDIAN WEEKLY RENT
2 bedroom house	\$600
3 bedroom house	\$800
4 bedroom house	\$1,000
5+ bedroom house	\$1,200

Keep, review or sell?

1

Keep

- The income and costs still work.
- The tenant looks after the home.
- The property still fits the plan.

2

Review

- The rent may be below market.
- Strata or repairs have changed.
- The lease date is getting close.

3

Sell

- Equity could fund the next move.
- The net return no longer works.
- Your plans have changed.

CHECK THE AFTER-COST RESULT

Gross yield is before strata, insurance, repairs, vacancy, tax and loan costs.

Six reasons to sell this spring

More buyers. More choice. A clear reason to act now.

1

Rates are now on hold

The RBA put rates on hold on 11 August at 4.35%. A clear rate setting helps buyers plan with more confidence.

2

More buyers push play

Spring often brings more buyers. People who sat on the fence through winter may now push play.

3

Be home by Christmas

Many owner-occupiers want to settle before Christmas so they can celebrate in their new home.

4

More homes to choose from

If you need to sell and buy in the same market, spring can give you more choice for your next move.

5

Clearance rates show confidence

Spring auction results are watched closely. Strong clearance rates can lift confidence, even if your home is not going to auction.

6

The premium-price window

New sales records are set every spring. The right home and campaign can reach a premium price.

The honest view

Spring can also bring more homes for sale. A premium price is never promised. Good preparation, smart pricing, buyer work and strong negotiation still decide the result.

Your Spring Sale Plan

A strong result starts before the first buyer walks in.

1

Get a Spring Equity Check

Compare the closest sales. Look at the street, land, view, building and condition.

2

Choose the right method

Choose auction or private sale to suit your home and the buyers.

3

Build the property story

Plan the photos, styling, words, buyer calls and launch date as one campaign.

4

Create buyer competition

Read feedback, handle every offer and negotiate every last dollar.

SOURCES AND METHOD

Market snapshot checked 26 Aug 2026. Headline sale prices, growth, volumes and selling times use CoreLogic rolling 12-month suburb data to May 2026. Bedroom, rent and yield figures use PropTrack data checked 26 Aug 2026. Different sources and time periods can produce different results. House and unit groups do not always show legal title. Always check the title. Small samples can change fast.

Sources: property.com.au/nsw/terrigal-2260 | yourinvestmentpropertymag.com.au/top-suburbs/nsw/2260-terrigal-onthehouse.com.au/suburb/nsw/terrigal-2260 | rba.gov.au/media-releases/2026/mr-26-19.html

General market information only. This is not a formal valuation, financial advice, tax advice or legal advice.

YOUR LOGO

SPRING EQUITY CHECK

Discover the new value

See where your property sits today. Then choose the best next step for your sale or investment.



YOUR LOCAL AGENT

Your Name

Get your Spring Equity Check

A clear price view. A simple sale plan. Practical advice for your property.



YOUR QR
CODE



0400 000 000

yourname@youragency.com.au

youragency.com.au

ADD YOUR QR CODE

Link to your profile or equity check form.

Know the market. Discover the new value.

Add your logo, photo, contact details and QR code. Give local owners one clear next step.

This report is one tool. Retreat builds the whole business.

If you want a report like this for your own market, Aaron will show you how to build it. But this is only one small part of two full days working through the complete real estate sales process.



WHO THIS RETREAT IS FOR

This is for you if you are:

- Already prospecting and marketing for more clients.
- Hungry, focused and ready for your best year yet.
- A business owner who lists, sells and leads a team.
- Ready for a simple, proven system to take you further.
- Ready to hire an assistant or build a stronger EBU.
- An elite performer who wants more from every hour.

TRUE A4 FORMAT | BUILT FOR YOUR MARKET

Print it. Send it. Turn it into seller conversations.

WHO THIS RETREAT IS NOT FOR

People who are not ready to implement, practise and take action.

Only 10 people. And that is the point.

This is not a conference. Every attendee completes the Skills Audit before Retreat. You help set the agenda around what matters most right now. Across two full days, you can ask questions, work through live problems and leave with the answers, tools and plan you came for.

REAL INTERACTION. REAL ANSWERS. BUILT AROUND THE ROOM.

The complete sales system. Not one small piece of it.

The Skills Audit and questions in the room decide where we go deepest. Every attendee still receives the complete curriculum and resource library.

MODULE 1**Goals + 12-Month Planning**

Set targets and turn them into weekly actions.

MODULE 2**Effective Prospecting Systems**

Create more genuine seller conversations.

MODULE 3**Become the GO TO Agent**

Build local visibility, trust and relevance.

MODULE 4**Super Team + EBU Best Practice**

Clarify roles, handovers and accountability.

MODULE 5**The Listing Presentation**

Build trust and convert more appraisals.

MODULE 6**Protect the Fee + Close**

Handle objections and ask for the business.

MODULE 7**Appraisal Follow-Up Blueprint**

Build the calls, emails, letters, SMS and video.

MODULE 8**Vendor + Price Realignment**

Lead campaigns, align price and improve VPA.

MODULE 9**Buyer Work + Negotiation**

Create urgency, extract offers and put deals together.

MODULE 10**Better Use of AI**

Create faster workflows without losing your voice.

GOALS. PIPELINE. LISTINGS. VENDORS. BUYERS. NEGOTIATION. AI.

ONE CLEAR ROAD MAP. BUILT AROUND THE ROOM.

Real tools you can use on Monday.

Everything is yours to keep: the workbooks, slides, scripts, templates, plans and collateral. You also leave with clear actions for the next 30, 60 and 90 days.

3+ HOURS

SCRIPTS + DIALOGUES

Broken into chapters so you can find and practise the right words fast.

16 PAGES

BUYER BROCHURE

Sell more properties and use it as a listing tool to win more listings.

FULL SYSTEM

LISTING PRESENTATION

Use the complete structure, questions, fee defence and closes.

The full take-home library

All Retreat Workbooks + Slides

Keep every workbook and the complete PowerPoint slide deck.

Letter + Message Template Vault

Letters, emails, SMS and video templates ready to adapt.

Complete Listing Presentation

The full structure, questions, fee defence, closes and tools.

Industry-Leading Buyer Brochure

A 16-page tool to sell more homes and win new listings.

Appraisal Follow-Up System

Calls, nurture plans and collateral that keep sellers moving.

Vendor + Price Realignment Pack

Campaign reports, visual aids, scripts and VPA tools.

12-Month Business + Marketing Plan

Targets, prospecting calendar, campaigns and 90-day actions.

AI Prompt + Workflow Library

Practical prompts, agents and workflows that save hours.

COMPLETE DIGITAL TRAINING LIBRARY

**Audio, video, forms, checklists
and every Retreat template**

VALUED AT \$2,500

All yours to keep, use and return to long after the two days are over.

This is not theory.

Aaron teaches real estate skills he has used himself, then tested with leading agents, leaders and offices across Australia and New Zealand.

3 YEARS

NUMBER ONE AGENT

200+

TRANSACTIONS IN ONE YEAR

60,000+

AGENTS HELPED

20+ YEARS

REAL-WORLD EXPERIENCE

One session. More than \$100,000.

The best proof is what clients do after the training. These are the client's own words.

11

SALES IN THE MONTH

PAUL PARKINSON | SALES MANAGER | MINT REAL ESTATE

"I wrapped up one of my strongest months to date, with 11 sales and over \$200,000 in GCI.

Around \$80,000 came directly from one strategy Aaron helped me implement, and a further \$25,000 came indirectly from a listing I would not have won without our work together.

All up, that single session contributed over \$100,000 to my GCI. Aaron's ability to cut through the noise, simplify the path forward and offer strategies that actually work has made a massive difference."

\$200,000+

TOTAL MONTHLY GCI

\$100,000+

FROM ONE SESSION

Clear strategy. Practical action.**A result that moved the scoreboard.****THIS IS WHAT IMPLEMENTATION CAN LOOK LIKE.**

This is where the best get better.

Real client result. Results vary. No individual outcome is promised.



REAL ESTATE RETREAT | PRIVATE INVITATION

ONLY 10 PEOPLE | FINAL THREE SEATS

Three seats left. Would you like me to save you one?

This final Retreat is limited to 10 by design. Every person can help shape the agenda, ask questions and get direct help with what matters most right now.

SEVEN CONFIRMED. THREE AVAILABLE.



DATES

Wednesday 16 + Thursday 17 September 2026

TIME

9:30am - 4:30pm each day | Doors open 9:00am

VENUE

Belltrees Estate, Kurrajong, Western Sydney NSW 2758

INVESTMENT

\$1,950 inc GST

INCLUDED

Morning tea and lunch both days, Skills Audit, private WhatsApp group and complete Retreat resource library.

LAST RETREAT OF 2026

Miss this one and there will not be another for a while. Your competitors will keep improving their systems and learning to use AI faster.

WOULD YOU LIKE ME TO SAVE YOU A SEAT?

SMS RETREAT to Aaron

0404 053 822

aaronshiner.com.au/real-estate-mastermind

LIST. SELL. REPEAT.



AARON SHINER

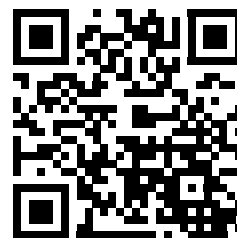
Real Estate Coach, Trainer and Speaker

THIS IS WHERE THE BEST GET BETTER.

Play by play. Step by step.

SCAN OR TAP FOR FULL DETAILS

Open the page and request the full proposal.



aaronshiner.com.au