



# *Cape Paterson*

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• SUBURB MARKET REPORT •



Leo Edwards

m. 0472 523445

e. [leo@atrealty.com.au](mailto:leo@atrealty.com.au)

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REALTY

**@realty**



# *Leo Edwards*

## LICENCED REAL ESTATE AGENT

Leo Edwards is a fully licensed real estate agent based in Inverloch Victoria, and the founder of [www.inverloch3996.com](http://www.inverloch3996.com) a regional online platform reaching up to 30,000 people weekly who either love, or would love to live in Inverloch.

He has worked Internationally creating marketing campaigns for some of the largest real estate developments in the world before making the sea change to Inverloch with his wife Janelle & son Alfie in 2014. He holds regional qualifications with the Real Estate Institute of Victoria, The Australian School of Business & Law as well as International qualifications with both The Chartered Institute of Securities & Investment and The Chartered Insurance Institute.

Leo is also the founder of [www.3996studio.com](http://www.3996studio.com) a platform dedicated to helping other forward thinking real estate agents market their properties more effectively and achieve better results for their vendors in an increasingly digital age.



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## CAPE PATERSON - Suburb Map



This report has been compiled on 27/08/2025 by Leo Edwards. Property Data Solutions Pty Ltd 2025 - [www.pricefinder.com.au](http://www.pricefinder.com.au)

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# CAPE PATERSON - Sales Statistics (Houses)

Year	# Sales	Median	Growth	Low	High
2007	62	\$ 270,000	0.0 %	\$ 127,400	\$ 825,000
2008	26	\$ 299,000	10.7 %	\$ 70,000	\$ 1,100,000
2009	38	\$ 311,000	4.0 %	\$ 166,500	\$ 505,000
2010	58	\$ 330,000	6.1 %	\$ 100,000	\$ 1,050,000
2011	28	\$ 402,500	22.0 %	\$ 140,000	\$ 720,000
2012	24	\$ 316,500	-21.4 %	\$ 160,000	\$ 524,000
2013	37	\$ 320,000	1.1 %	\$ 160,000	\$ 600,000
2014	48	\$ 331,000	3.4 %	\$ 2,500	\$ 580,000
2015	47	\$ 340,000	2.7 %	\$ 160,000	\$ 825,000
2016	49	\$ 360,000	5.9 %	\$ 206,530	\$ 1,150,000
2017	55	\$ 410,000	13.9 %	\$ 235,000	\$ 616,000
2018	38	\$ 458,250	11.8 %	\$ 300,000	\$ 852,000
2019	35	\$ 535,000	16.7 %	\$ 220,000	\$ 1,200,000
2020	33	\$ 630,000	17.8 %	\$ 14,000	\$ 1,190,000
2021	50	\$ 782,625	24.2 %	\$ 440,000	\$ 1,350,000
2022	36	\$ 845,000	8.0 %	\$ 265,000	\$ 1,420,000
2023	35	\$ 830,000	-1.8 %	\$ 400,000	\$ 1,925,000
2024	30	\$ 827,500	-0.3 %	\$ 250,000	\$ 1,670,000
2025	19	\$ 660,000	-20.2 %	\$ 12,000	\$ 1,290,000

Median Sale Price

\$750k

Based on 37 recorded House sales within the last 12 months (Financial Year 2025)

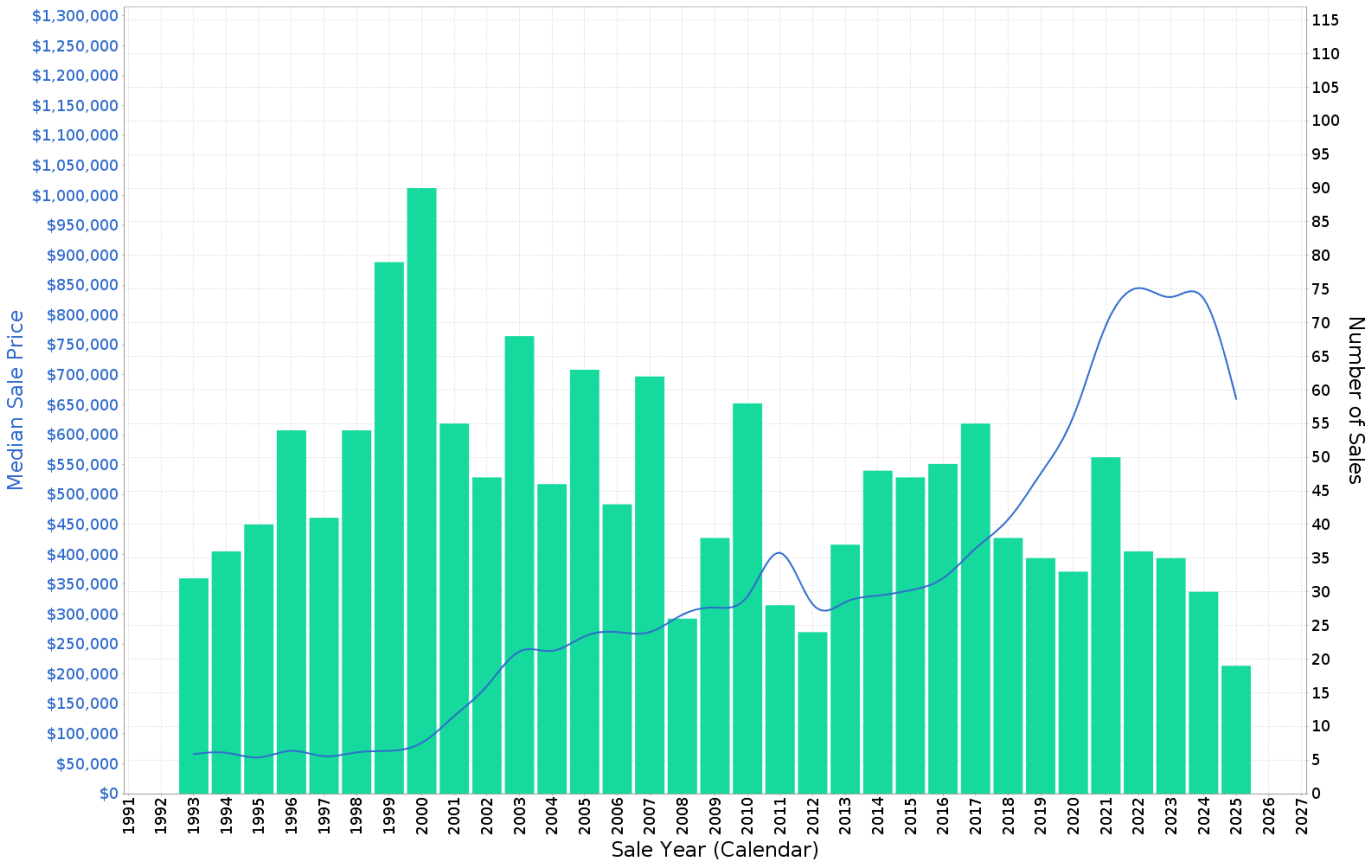
Based on a rolling 12 month period and may differ from calendar year statistics

Suburb Growth

-11.2%

Current Median Price: \$750,000  
Previous Median Price: \$845,000

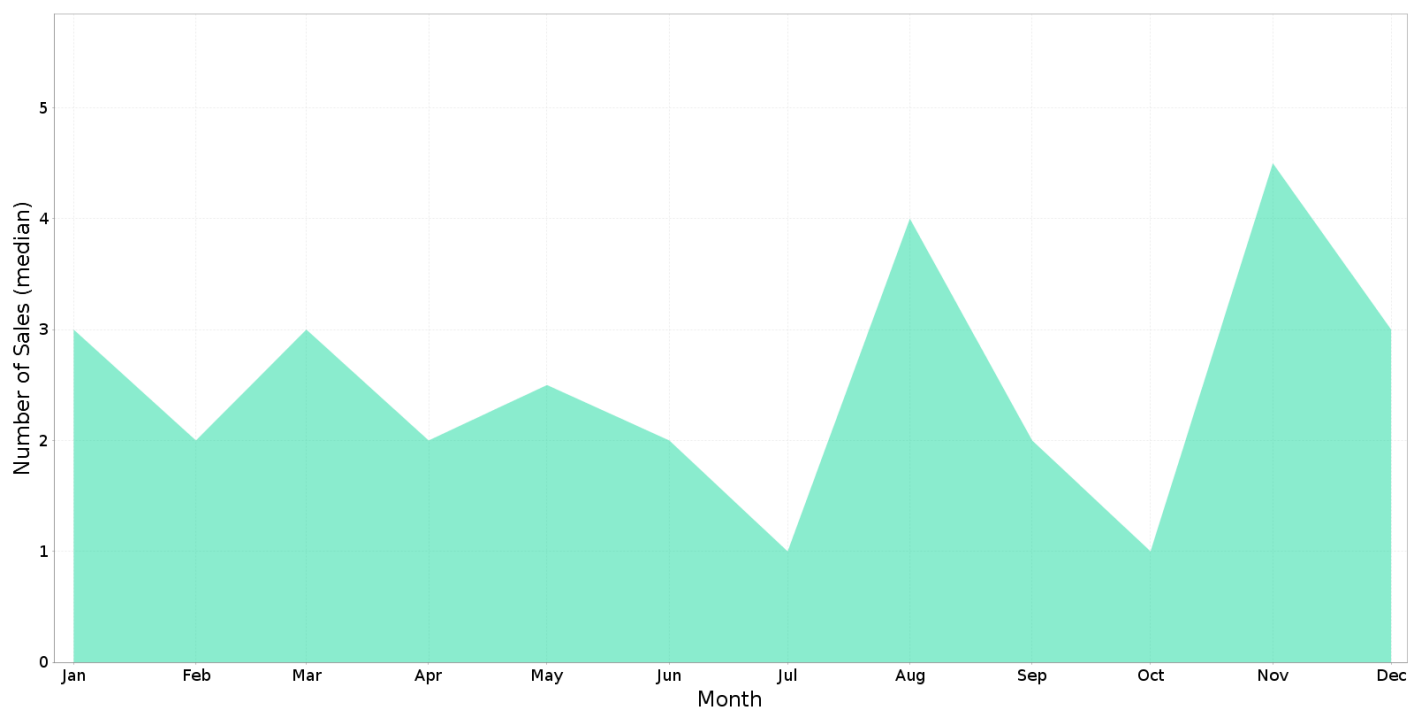
Based on 69 recorded House sales compared over the last two rolling 12 month periods



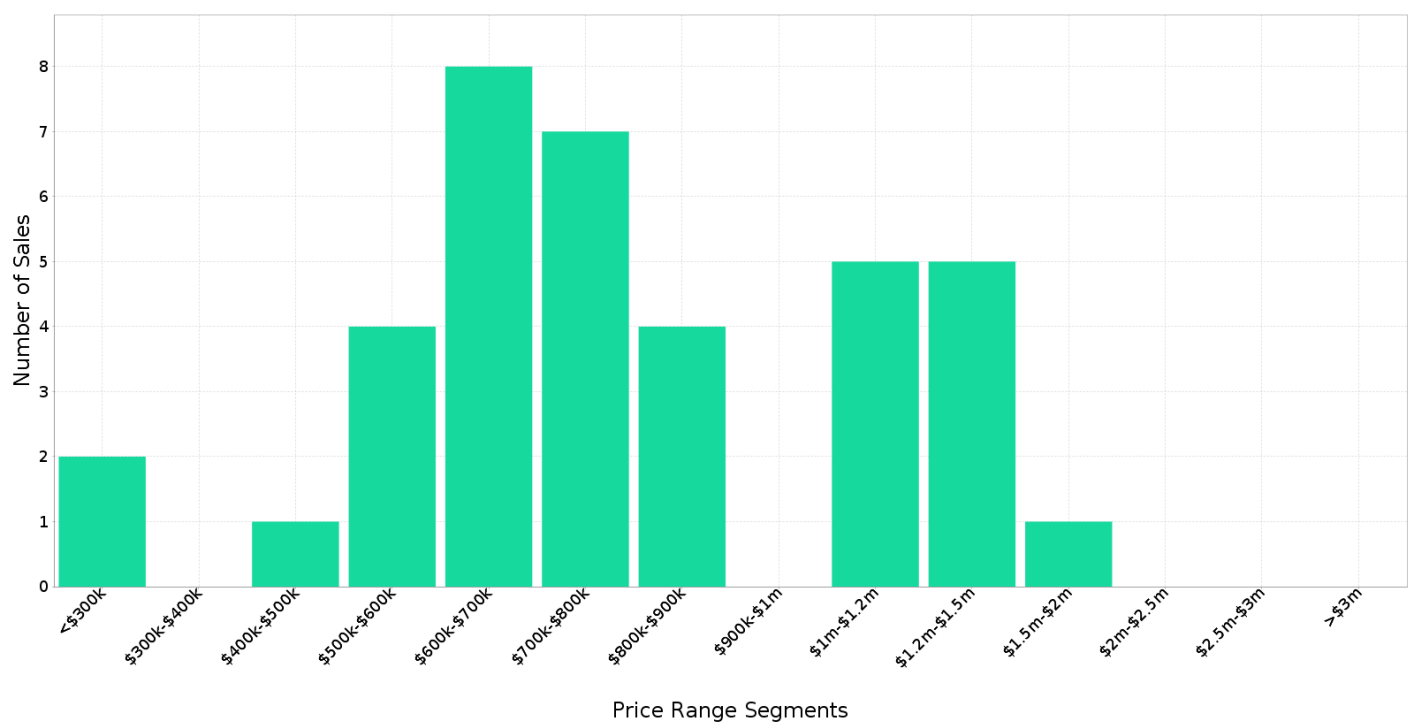
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## CAPE PATERSON - Peak Selling Periods (3 years)

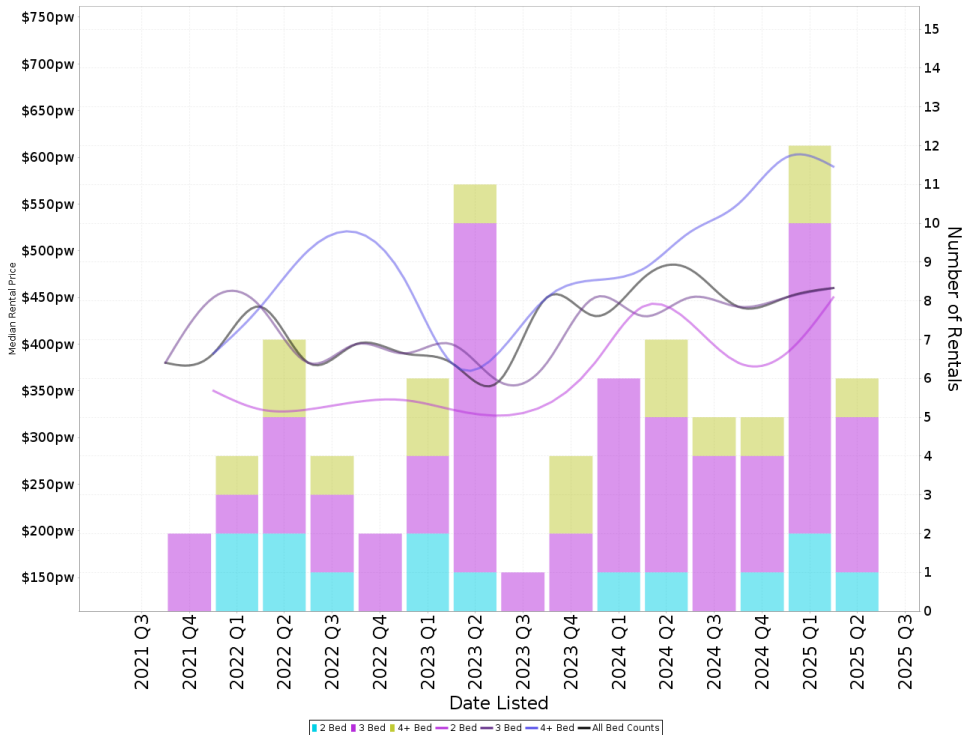


## CAPE PATERSON - Price Range Segments (12 months)





## Median Weekly Rents (Houses)



### Suburb Sale Price Growth

**-11.2%**

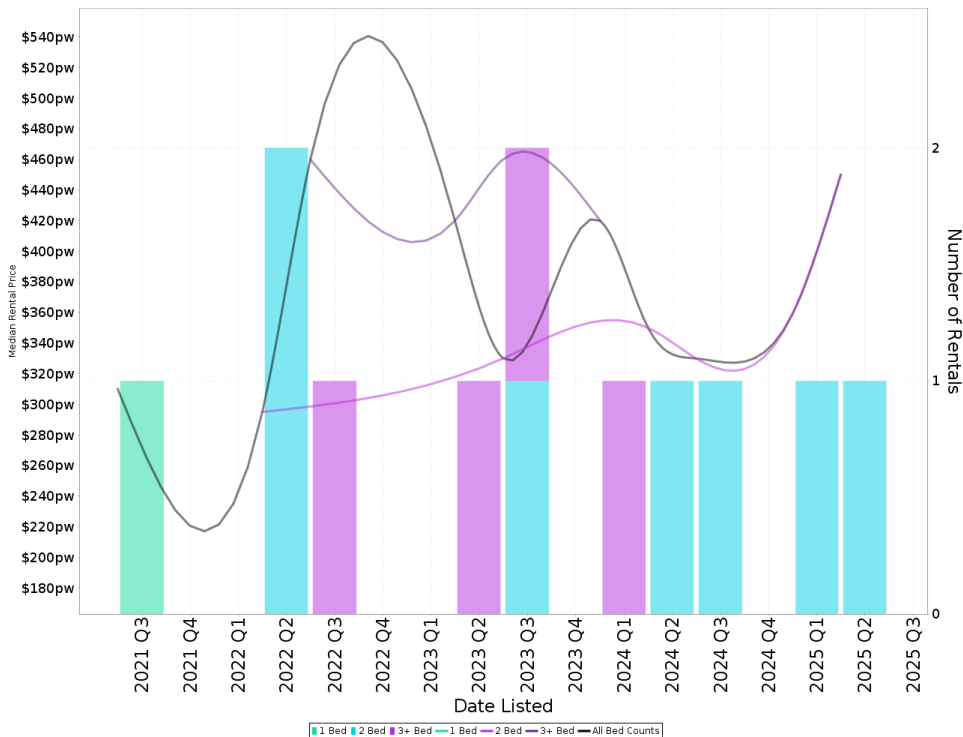
Current Median Price: \$750,000  
Previous Median Price: \$845,000  
Based on 69 registered House sales compared over the last two rolling 12 month periods.

### Suburb Rental Yield

**+3.2%**

Current Median Price: \$750,000  
Current Median Rent: \$460  
Based on 28 registered House rentals compared over the last 12 months.

## Median Weekly Rents (Units)



### Suburb Sale Price Growth

N/A

### Suburb Rental Yield

N/A

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## CAPE PATERSON - Recently Sold Properties

Median Sale Price

**\$750k**

Based on 37 recorded House sales within the last 12 months (Financial Year 2025)

Based on a rolling 12 month period and may differ from calendar year statistics

Suburb Growth

**-11.2%**

Current Median Price: \$750,000  
Previous Median Price: \$845,000

Based on 69 recorded House sales compared over the last two rolling 12 month periods

# Sold Properties

**37**

Based on recorded House sales within the 12 months (Financial Year 2025)

Based on a rolling 12 month period and may differ from calendar year statistics

**33 NEPTUNE ST**

**\$600,000**



**Sold** Aug 2025  
108 Days

526 m<sup>2</sup> 2 2 4

**27 ANGLERS RD**

**\$440,000**



**Sold** Jul 2025  
108 Days

588 m<sup>2</sup> 2 1 1

**575 CAPE PATERSON RD**

**\$755,000**



**Sold** Jun 2025  
140 Days

705 m<sup>2</sup> 3 1 2

**59 SEAWARD DR**

**\$560,000**

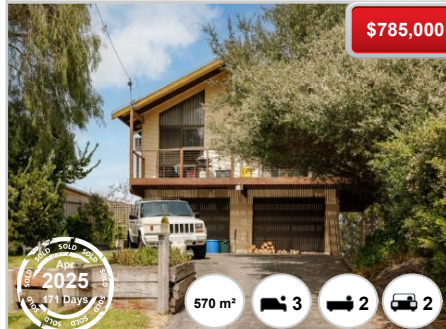


**Sold** Jun 2025  
31 Days

529 m<sup>2</sup> 3 1 2

**7 MERMAIDS WALK**

**\$785,000**



**Sold** Apr 2025  
471 Days

570 m<sup>2</sup> 3 2 2

**58 ANGLERS RD**

**\$545,000**

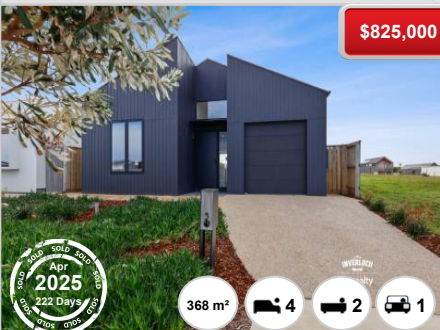


**Sold** Apr 2025  
275 Days

511 m<sup>2</sup> 3 1 1

**5 SPINIFEX CRT**

**\$825,000**



**Sold** Apr 2025  
222 Days

368 m<sup>2</sup> 4 2 1

**97-99 SEAWARD DR**

**\$650,000**



**Sold** Mar 2025  
62 Days

1,013 m<sup>2</sup> 3 1 2

**6 SPRAY ST**

**\$628,000**



**Sold** Mar 2025  
31 Days

528 m<sup>2</sup> 3 1 3

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# CAPE PATERSON - Properties For Rent

Median Rental Price

**\$460 /w**

Based on 28 recorded House rentals within the last 12 months (Financial Year 2025)

Based on a rolling 12 month period and may differ from calendar year statistics

Rental Yield

**+3.2%**

Current Median Price: \$750,000  
Current Median Rent: \$460

Based on 37 recorded House sales and 28 House rentals compared over the last 12 months

Number of Rentals

**28**

Based on recorded House rentals within the last 12 months (Financial Year 2025)

Based on a rolling 12 month period and may differ from calendar year statistics

**8 SUNLIGHT BOULEVARD**

**\$540 per week**

476 m² 3 2 2

Aug 2025 1 Day

**91 SEAWARD DRIVE**

**\$520 per week**

486 m² 4 2 2

Aug 2025 12 Days

**22 NEPTUNE STREET**

**\$450 per week**

543 m² 3 1 2

Aug 2025 13 Days

**2/562 CAPE PATERSON ROAD**

**\$410 per week**

800 m² 2 1 1

Aug 2025 22 Days

# What Clients Say



## SHOULD LEAVE OTHERS IN AWE

Leo is indeed that breath of fresh air. His network, care and honest approach to myself paid dividends - Property SOLD!

**Wendy Luke | Seller of 25 Nation Court, Inverloch**



## COMPLETE CONFIDENCE IN LEO

We expected to approach more than one agent & Leo was our first contact. However after meeting with Leo we saw no need to approach other agents. Sold for a great price in just 9 days!

**John & Wendy Major | Sellers of 98 Woodland Heath Drive, Inverloch**



## EXCELLENT RESULT

Leo puts his heart and soul into helping his clients. I still can't believe it happened this way - you put so much into your work - thank you!

**Joyce Burney | Seller of 15 Beach Avenue, Inverloch**



## ABOVE & BEYOND EXPECTATIONS

Thank you for all your hard work, expertise and for achieving a 'lifechanging' result for me

**Jo Choyce | Seller of 32 Halford Street, Inverloch**







## Thinking of Selling?

**Planning to sell your property in the next 12 months?** Enhancing its appeal and potential selling price is easily achievable through minor renovations or refurbishments. From a fresh coat of paint and landscaping to updated flooring, cabinets, and light fixtures, these quick and simple home upgrades can make a significant impact.

However, it's important to avoid wasting money on improvements that won't truly enhance your sale price.

To assist you further, **I offer a complimentary 15-minute service to provide you with valuable advice.** Feel free to give me a call, as this information is completely free and comes with no obligation.

## What's Involved?

When preparing to enter the market, it's important to be aware of various factors, particularly the financial aspects.

**This includes** considerations such as solicitor fees, moving costs, marketing expenses, fees, and commission.





# Message from Leo Edwards

As the market continues to shift it's never been more important to work with an agent that will tell you the truth and market your property to an unmatched online audience to achieve the best market result.

There are currently large stock levels on the market accross the Bass Coast most of which have now been on the market for over 90 days! Some as long as 750 days! We're proud as an agency to have still maintained an average days on market of less than 60 while still driving excellent results for our sellers.

Accurate pricing of properties is more important than ever and while it's tempting to choose an agent that promises you the highest price, **ALWAYS** ask about their list price to sell price ratio. \$1,050,000 is currently the record by a local agent in 2024 for a reduction in the listed price to eventual sales price!

We've worked hard over the last six years to develop a system that eliminates the risk of overpricing or underselling your home, meaning better results in a shorter time with complete transparency.

Speak to us today for an honest opinion without the bull#@\$!



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*Find out what  
our home sellers  
are saying....*



**SCAN ME**

