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Enquiries for Inner Brisbane apartments remain strong according to Total Property Group

By **Brisbane Development** - May 19, 2020



Omega Apartments rooftop pool overlooking Brisbane's CBD

TOTAL Property Group has reported an increase in online inquiries for quality apartments in Brisbane's hotspots, as Australians use their time in isolation to make plans for upsizing, downsizing and rightsizing into an apartment.

TOTAL Property Group Managing Director Adrian Parsons said his team was handling a large volume of online inquiries for apartments listed in the high-end of the market, from affordable inner-city luxury through to direct prestige riverfront, with sales remaining steady.

Mr Parsons' agency manages the sales of two apartment projects by HG Developments; prestige signature apartments The Boatyard Bulimba located directly on the Brisbane River and the affordable luxury inner-city apartment building Omega Apartments in the trendy RNA Showground precinct in Bowen Hills.

"Both Omega Apartments and The Boatyard Bulimba, while very different developments, continue to have a good level of inquiry because they are brand-new, quality apartment projects in prime locations with amazing views," he said.



The Boatyard Bulimba living space

"Yes, we are currently experiencing a major interruption to our lifestyles, but in terms of property buyers, people are still looking and buying."

"Australians love property and we all need a roof over our head. People who have already sold their homes or are in the process of doing so to move into an apartment, are still conducting their searches and doing their due diligence.

"We are seeing a high volume of inquiries from all demographics taking the necessary steps to buying an apartment right now, whether it's for somewhere to live or as an investment, as a first home buyer or someone in the market for prestige property.



Display apartment at Omega Apartments

“Record low-interest rates are spurring the market on and with more buyers than properties for sale, the market is remaining strong.”

Under the current circumstances, TOTAL Property Group has adapted to market demand with video tours, virtual tours via video conferencing between the agent on site and the buyer in their home to provide the highest level of service to property buyers.

One-on-one inspections with social distancing are taking place at Omega Apartments’ three display apartments and The Boatyard Bulimba’s few remaining apartments with TOTAL Property Group agents taking all the necessary precautions.

Omega Apartments and The Boatyard Bulimba developers, Simon Gundelach and Alistair Harvey of HG Developments, remain optimistic and confident due to Brisbane’s supply forecast demand, with planning underway for another major development of large, luxury apartments.

“We are using this time to look at other projects as well as refine plans for projects we are wanting to embark on later in the year,” Mr Gundelach said.

The business partners’ vision for their residential developments is to create unique spaces that capture the essence of their prime locations with a focus on elevating the level of luxury while providing an abundance of space.



The Boatyard Bulimba

TOTAL Property Group's Mr Parsons says The Boatyard Bulimba is likely to be one of the last riverfront apartment developments for the highly popular area, which was no doubt contributing to the level of interest in the property.

"Both The Boatyard and Omega are prime real estate for people with varying budgets who are ultimately seeking the same thing: spacious, stylish apartments with views, and in locations that come at a premium," he said.

The Boatyard Bulimba at its prime waterfront location directly on the Brisbane River, features 26 high-end prestige apartments across four designer buildings, with only a few remaining large four-bedroom apartments with butler's pantries, multiple living spaces and entertainer's balconies, available from \$1.95m.

Omega Apartments is a modern 18-floor tower in the trendy inner-urban precinct of Bowen Hills, with 130 luxury two and three-bedroom apartments boasting 10 per cent more space than other new apartments in Brisbane and resort-style amenities including an infinity-edge pool and firepit on the rooftop sky garden, priced from \$401,000.