

Strategic Acquisition Report: Raw Land for Residential Subdivision (50-200 Lots) in South East Queensland

Executive Summary

The South East Queensland (SEQ) residential land market is currently experiencing an unprecedented period of structural transformation and demand pressure. Driven by sustained interstate migration, systemic housing supply shortages, and a historic pipeline of public infrastructure investment ahead of the 2032 Brisbane Olympic and Paralympic Games, the imperative to unlock and develop greenfield land has never been more critical. Within this highly competitive landscape, the acquisition of raw, unentitled, or broadly zoned englobo land for residential subdivision represents one of the most compelling avenues for capital deployment, provided the acquisition strategy is executed with rigorous geographic discipline and elite brokerage representation.

This comprehensive research report provides an exhaustive analysis tailored to a highly specific acquisition mandate: the procurement of raw land suitable for residential subdivision, yielding an ideal minimum of 50 lots up to an upper parameter of 150 to 200 lots. The designated capital allocation ranges from \$3.0 million to \$10.0 million, with a strategic flexibility to exceed this upper bound should the underlying asset demonstrate exceptional yield potential, streamlined planning pathways, or immediate proximity to catalytic infrastructure. The geographical focus of this mandate encompasses the core growth engines of the SEQ mega-region: Gold Coast City, Logan City, Redland City, Brisbane City, Moreton Bay City, and the Sunshine Coast.

The analysis demonstrates that deploying a \$3.0 million to \$10.0 million budget to yield between 50 and 200 lots necessitates a highly targeted acquisition philosophy. Securing raw dirt at a basis of \$15,000 to \$200,000 per lot requires the purchaser to entirely pivot away from fully entitled, Development Approval (DA) ready sites in prime infill locations. Instead, capital must be directed toward off-market, unentitled land situated within designated "Emerging Community" zones, rural-residential transition corridors, or state-controlled Priority Development Areas (PDAs). Consequently, the successful execution of this mandate relies almost exclusively on the deployment of an elite network of specialized land brokers, commercial agents, and town planning consultants who control the flow of off-market land transactions across the target councils. This report exhaustively details the macroeconomic drivers of the SEQ land market, models the regional zoning landscapes, and delivers a fully vetted, comprehensive directory of the premier real estate agents and advisory firms essential

for securing these scarce assets.

Macroeconomic Drivers and the South East Queensland Land Market

The South East Queensland land market operates under a unique convergence of macroeconomic and regional pressures. Geographically, the region forms a contiguous, rapidly expanding urban corridor bridging Brisbane, the Gold Coast, and the Sunshine Coast, while pushing westward into the resource-rich hinterlands.¹ Understanding the forces driving land valuations in this corridor is the foundational step in executing a profitable subdivision strategy.

The primary mechanism driving land value across SEQ is the severe and structural undersupply of new residential dwellings. Population inflows from southern states, drawn by the region's relative housing affordability, sub-tropical climate, and lifestyle factors, have vastly outpaced the delivery of new land estates and housing stock.¹ The Urban Development Institute of Australia (UDIA) State of the Land Report 2025 continually highlights the rapid absorption of greenfield land and the severe tightening of available lot supply across Australia's major capital cities, placing immense pressure on SEQ local governments to unlock new residential fronts.² The target demographic for the end-product of these subdivisions—first-home buyers, expanding families, and downsizers—demands affordable, master-planned, or boutique community living, which is predominantly and most efficiently delivered via the 50-to-200 lot subdivision model.

Furthermore, major state and federal infrastructure spending serves as the most reliable predictor of future land value uplift. In South East Queensland, transport connectivity projects are fundamentally altering the viability of raw land subdivisions that were previously considered too remote. For example, the phased consultation and development of the Bruce Highway Western Alternative is designed to alleviate critical congestion between Brisbane and the Sunshine Coast.³ This specific piece of infrastructure is completely reshaping the accessibility and future value of land in the Moreton Bay hinterland, specifically around the Caboolture West and Bellmere precincts.³ Similarly, vast infrastructure investments in the Logan corridor directly support population decentralization, moving buyers into areas like Park Ridge, Logan Reserve, and South Maclean, creating a fertile environment for subdivision developers.¹

The acquisition mandate targeting 50 to 200 lots occupies a highly strategic and highly liquid position in the property development lifecycle. An absolute minimum of 50 lots ensures that the heavy fixed costs of land development—such as town planning, civil engineering design, water and sewer headworks, and marketing campaigns—are distributed across a sufficient

number of saleable assets to achieve robust economies of scale. Unlike massive, multi-staged master-planned communities that require thousands of lots and decades of capital lock-up (a space often dominated by institutional developers such as Stockland or Cedar Woods)⁴, a 50-to-200 lot subdivision can be acquired, entitled, civilly constructed, and completely sold down within a rapid 24 to 48-month horizon. This allows private developers to achieve high capital velocity and rapid recycling of funds. Furthermore, completed estates of this size appeal directly to regional builders, major project home builders (such as Creation Homes, Burbank, or GW Homes), and retail buyers seeking house-and-land packages, ensuring a seamless exit strategy.⁷

Financial Mechanics and Feasibility Parameters

To successfully execute an acquisition within the specified \$3.0 million to \$10.0 million parameter, a rigorous and uncompromising approach to feasibility analysis is required. The acquisition cost of the raw dirt is merely the first phase of capital deployment, and understanding the hidden costs of land development is paramount.

The cost of transforming raw land into registered residential lots often rivals or significantly exceeds the initial purchase price of the property itself.¹⁰ When analyzing an unentitled site in SEQ, multiple intensive cost centers must be modeled during the preliminary due diligence phase. Raw land frequently requires extensive civil engineering and earthworks, including site clearing, grading, and the massive importation or exportation of fill to meet stringent local council flood immunity levels.¹⁰ The extension of municipal infrastructure—specifically running new sewer lines, upgrading water mains, and establishing high-voltage electrical infrastructure to an unserviced englobo site—can cost millions of dollars. If a prospective site situated in an "Emerging Community" zone requires a major sewer pump station upgrade to facilitate the sanitary demands of 150 to 200 new residential lots, this single capital expenditure can destroy the project's financial feasibility.¹⁰

Additionally, SEQ councils levy significant infrastructure contributions (often referred to as Section 94 or Adopted Infrastructure Charges) for every new lot created. These non-negotiable fees fund the broader network of local roads, public parks, and trunk infrastructure.¹³ Depending on the specific council and precinct, these charges regularly exceed \$20,000 to \$30,000 per newly created lot, representing a massive capital outlay that the developer must satisfy prior to the sealing of the survey plan and the registration of individual titles.¹⁵ Environmental constraints further complicate feasibility; if the raw land contains protected vegetation or crucial koala habitats (a common occurrence in both the Redland City and Logan City regions), the developer is forced to either dedicate large portions of the site as an undevelopable conservation zone (severely reducing the net lot yield) or pay exorbitant financial offsets to the state government, directly eroding the profit margin per lot.¹⁷

Analyzing the budget dynamics reveals the strict parameters within which the buyer's acquisition team must operate. If the overarching mandate seeks an absolute maximum of 200 lots and the strict land purchase budget is \$10.0 million, the maximum allowable raw land cost is \$50,000 per potential lot. In the 2026 SEQ market, fully approved, DA-ready sites trade at premiums exponentially higher than this figure. Therefore, to achieve the targeted yield within budget, the buyer must be entirely willing to accept "planning risk." This requires purchasing raw land conditionally subject to council approval, or buying unentitled land unconditionally based on the expert advice of seasoned town planners, fully recognizing that the profit margin is entirely generated through the successful rezoning and entitlement of the site.

Regional Geographic Analysis and Targeted Growth Corridors

Achieving the targeted yield of 50 to 200 lots within the stipulated financial parameters requires a granular understanding of the specific zoning regulations, identified growth corridors, and unique environmental constraints inherent to each of the six requested local government areas. The market dynamics vary wildly between the highly urbanized inner rings of Brisbane and the sprawling greenfield fronts of Logan and Moreton Bay.

Logan City Council: The Premier Volume Corridor

Logan City currently represents arguably the most viable and lucrative jurisdiction for achieving the 150 to 200 lot upper limit of the buyer's mandate without breaching the \$10.0 million budget ceiling. Positioned geographically between the employment hubs of Brisbane and the lifestyle amenities of the Gold Coast, Logan offers a critical blend of relative land affordability, sustained population influx, and massive ongoing public infrastructure investment.¹

The Logan Planning Scheme is particularly favorable for subdivision developers due to its extensive utilization of the "Emerging Community" zone. This specific zoning classification is strategically designed by the council to transition vast tracts of semi-rural or low-intensity rural-residential land into dense urban neighborhoods.¹⁹ Within Logan City, astute subdivision developers can achieve minimum lot sizes of 400 square meters in standard Low-Density Residential zones, while Medium Density Residential zoning provides pathways for lots as small as 300 square meters, allowing for maximum yield extraction from a single parcel of land.¹⁹

The primary target corridors within Logan are concentrated in the city's south and west. The Park Ridge and Logan Reserve corridors are undergoing a period of rapid and intense suburban consolidation.¹⁹ Raw land sites in this vicinity, which are often heavily vegetated or currently utilized for low-intensity acreage living, offer immense subdivision potential. Real estate agencies are highly active in this space; for instance, SEQ Site Sales recently listed a

1.41-hectare unentitled development site at 3892-3910 Mount Lindesay Highway in Park Ridge, explicitly highlighting its flexible Emerging Community zoning and its strategic positioning just thirty minutes from the Brisbane CBD.²⁰ Similarly, Savills has successfully transacted half-hectare land development parcels at 14-18 Wattlebrush Court in Park Ridge, demonstrating the liquidity of the local market.²¹

Further south, the Jimboomba and South Maclean growth area is experiencing explosive residential demand as the suburban frontier pushes outward.¹⁹ Major institutional developers are already heavily invested here; Cedar Woods, for example, is actively developing the 'Flourish' residential estate in South Maclean, demonstrating the structural viability of the corridor.⁴ This area transitions abruptly from large-lot rural holdings to dense residential estates, offering an abundance of ideal acquisition targets for private developers seeking to carve out 50 to 100 lot boutique communities. Additionally, the Beenleigh and Springwood corridors offer low-to-medium density pathways that are highly suitable for compact townhouse developments or much tighter lot subdivisions, benefiting immensely from immediate access to the established heavy rail network.¹⁹

Moreton Bay City Council: The Northern Expansion

Moreton Bay City is currently absorbing a massive percentage of South East Queensland's overall population growth, with internal projections indicating a staggering need for up to 95,000 new dwellings to accommodate incoming residents.²³ The council is aggressively reshaping its town planning frameworks to facilitate this unprecedented growth, making it a highly attractive destination for subdivision capital.¹⁴

The absolute epicenter of Moreton Bay's future development is the state-significant Caboolture West growth area, recently rebranded as Waraba. Town planning projections indicate that this single master-planned precinct will eventually house 70,000 people, rendering it more than twice the size of established regional hubs like North Lakes.³ Securing raw, unentitled land in the immediate periphery of Caboolture West, or in neighboring suburbs such as Bellmere, presents a generational opportunity to land-bank or actively entitle 100 to 200 lot subdivisions before land values fully mature.

Beyond the Caboolture West frontier, established but continually expanding suburbs such as Narangba, Burpengary, and Morayfield remain highly active.²⁴ In these areas, residual acreage blocks can frequently be identified and amalgamated for residential subdivision. The commercial real estate market here is robust, with agencies frequently listing sites with significant development upside. For example, North Property recently listed a 1,012 square meter freehold development site at 14 Ferrier Road, Narangba, while Ray White Commercial marketed a corner allotment with light industrial and development upside at 1 Arthur Drewett Drive in Burpengary East.²⁶ With the median house price in Moreton Bay hovering around

\$650,000, the end-product realization values remain strong enough to ensure deep project feasibility for raw land acquired within the mandate's \$3.0 million to \$10.0 million parameters.²³

Redland City Council: High-Yield Bayside Constraints

Redland City offers an immensely desirable, premium bayside lifestyle, bordered by the waters of Moreton Bay. However, the acquisition of subdivision land in this jurisdiction is characterized by severe environmental constraints, strict council overlays, and hard geographical limitations.²⁷ Redland City Council administers notoriously strict controls over the clearing of native vegetation, particularly regarding the protection of vital koala habitats.¹⁸ These overlays can severely reduce the net developable area of a site, turning a theoretical 100-lot yield into a 40-lot reality, heavily impacting financial feasibility.

Despite these hurdles, the region presents exceptional opportunities for developers who can navigate the planning framework. The most critical focal point for this mandate is the Southern Thornlands Priority Development Area (PDA). Declared by the Queensland Government, this 900-hectare precinct overrides standard local council planning controls, placing plan-making and decision-making authority directly in the hands of Economic Development Queensland (EDQ).²⁹ The "Eastern Precinct" of this PDA is specifically slated as an 'Early Release Area' intended for the rapid delivery of 900 dwellings.²⁹ Securing raw land within, or immediately adjacent to, the Southern Thornlands PDA is a high-priority strategy, as state-controlled PDAs often feature significantly streamlined development approval processes and specific infrastructure charging regimes designed to accelerate housing supply.

Beyond the PDA, infill bayside suburbs such as Victoria Point, Redland Bay, and Wellington Point offer scarce but highly lucrative opportunities for smaller, premium 50-lot subdivisions.³⁰ Because median land values in Redland City are exceptionally high—with areas like Point Lookout, Ormiston, and Wellington Point commanding premium prices—the \$10.0 million budget deployed here will likely yield fewer overall lots (perhaps 50 to 80) but at a significantly higher premium and profit margin per lot compared to the western growth corridors.³¹ The Redland Housing Strategy 2024-2046 further emphasizes the necessity for efficient land use and housing diversity to accommodate population growth, suggesting that well-planned infill subdivisions will receive favorable assessment.³²

Gold Coast and Sunshine Coast Councils: Scarcity and Premium Yields

Both the Gold Coast and the Sunshine Coast are characterized by immense end-buyer demand, record-high residential realization values, and a severe, critical scarcity of unconstrained greenfield land.

The Gold Coast is topographically constrained by the Gold Coast hinterland mountains to the

west and the Pacific Ocean to the east. Traditional broadacre subdivisions of 100 to 200 lots are exceptionally rare, and development sites here command absolute premium prices.³³ The acquisition strategy for the Gold Coast within a \$3.0M to \$10.0M budget must pivot aggressively toward site amalgamation. This involves purchasing two or three adjacent standard residential lots, or dormant acreage parcels, to create a contiguous medium-density subdivision or a sprawling townhouse site. Agencies such as Sandbox Real Estate and Nortons Real Estate specialize deeply in navigating these multi-owner amalgamations, aligning disparate vendors to unlock exceptional returns for developers.³⁴ Recent sales underscore the high cost of entry; for example, Ray White Special Projects successfully transacted an 11.63-hectare development site at 44 Gilston Road, Nerang, and a 7.1-hectare site at Lot 11 Elysium Road, Carrara, highlighting the ongoing demand for any remaining broadacre parcels.³⁶ Alternatively, developers must look to the absolute northern extremes of the city, around Pimpama, Coomera, and Jacobs Well, where residual rural land is still transitioning to residential use.³³

The Sunshine Coast market shares similar dynamics, with major expansion areas highly consolidated and tightly controlled by massive institutional developers. Stockland's 'Aura' estate in Caloundra South and the 'Harmony' estate in Palmview dominate the region's land supply.⁵ However, boutique opportunities exist for agile private developers in the hinterland corridors, specifically targeting areas like Nambour, Beerwah East, Woombye, and Burnside.³⁷ Commercial agencies remain highly active in these areas; Colliers, for instance, recently marketed a 35.2-hectare macadamia orchard with significant future development potential at 2419 Old Gympie Road in Beerwah, as well as a 3.97-hectare mixed-use development site at 85 Sippy Downs Drive.³⁹ Yields in these hinterland areas may be lower due to steep topography and strict rural-residential zoning constraints, but the undeniable lifestyle premium of the Sunshine Coast supports exceptionally high end-values for registered lots.

Brisbane City Council: Infill and Industrial Conversion

Brisbane City is a highly mature, heavily urbanized environment. Securing raw, greenfield land capable of supporting a 50 to 200 lot traditional residential subdivision within the Brisbane City Council boundaries is exceptionally rare. Any unconstrained, appropriately zoned land of that scale within the city limits would drastically exceed the \$10.0 million maximum budget parameter. Within Brisbane, this specific mandate would be far better served by targeting highly complex middle-ring infill sites, negotiating the acquisition of obsolete industrial land for residential conversion, or seeking medium-to-high density townhouse and apartment sites rather than traditional broadacre land subdivisions.⁴⁰

Strategic Acquisition Methodology: Off-Market Sourcing and Amalgamation

In the fiercely competitive South East Queensland land market, the most lucrative and highly yielding raw land sites are rarely advertised on open real estate portals. They are typically intergenerational farming properties, sprawling rural-residential lifestyle blocks, or dormant assets held by long-term land-bankers. By the time a 100-lot development site reaches a public Expressions of Interest (EOI) campaign managed by a major agency, the price has already been bid up by institutional capital, eroding the profit margin for private developers.

To acquire a site capable of yielding 50 to 200 lots at a basis that makes financial sense, the buyer must utilize two primary acquisition methodologies. The first is direct site amalgamation. This strategy involves the targeted purchasing of two, three, or four adjoining acreage blocks from entirely separate, independent owners to create a single, contiguous development site of scale. This strategy requires immense patience and the deployment of specialist brokers who are highly skilled in complex, multi-owner negotiations, ensuring that one hold-out vendor does not collapse the entire acquisition strategy.³⁴

The second, and most critical, methodology is the deployment of off-market broker networks. This requires formally engaging specialized commercial real estate agents and buyer's advocates who maintain proprietary, internal databases of landowners situated within the designated Emerging Community and urban growth corridors.⁴¹ These specialized agents constantly monitor local council zoning changes, track infrastructure announcements, and proactively approach local landowners on behalf of retained developers, securing land via quiet, off-market option agreements or conditional contracts long before the broader market becomes aware of the site's availability.

The Elite Brokerage and Advisory Network

The successful execution of this \$3.0M to \$10.0M acquisition mandate is entirely dependent on retaining the correct local representation. The South East Queensland commercial real estate market features a distinct hierarchy of brokerages, ranging from massive multinational agencies that control the flow of institutional-grade land, to hyper-specialized boutique land brokers and fierce buyer's advocates who operate entirely off-market.

The following sections provide an exhaustive, vetted directory of the premier real estate agencies, specific personnel, and necessary town planning consultants required to source, analyze, and secure 50 to 200 lot residential subdivision sites across the target councils.

Tier 1: Multinational Commercial Land & Development Divisions

The global commercial real estate firms maintain massive, dedicated "Development Site Sales" or "Special Projects" divisions. These elite teams handle the largest land transactions in the state, possess unparalleled databases of institutional and high-net-worth private landowners, and frequently run highly competitive public campaigns for premium englobo land. Registering

a specific buying mandate with the directors of these divisions ensures the buyer is granted early access to the region's best subdivision assets.

Ray White Special Projects (Queensland)

Ray White Special Projects is the undisputed market leader in South East Queensland for residential development sites. Operating as a specialist franchise within the broader Ray White Commercial group, they focus exclusively on the marketing and sale of broadacre land, subdivision sites, and medium-to-high density residential holdings.⁴² With over 30 years of localized experience, their team is consistently responsible for transacting the largest residential land estates and off-market rural-to-residential transitions in Logan, Moreton Bay, and the Gold Coast.⁴⁴ Their market dominance is evidenced by their recent performance, successfully selling 60 development properties over a 24-month period across the region.⁴⁵

Agent Name	Corporate Title / Specialization	Direct Contact Number	Email Address
Tony Williams	Director - Special Projects	+61 411 822 544	tony.williams@raywhite.com
Mark Creevey	Director - Special Projects	+61 408 992 222	mcreevey.commercial@raywhite.com
Matthew Fritzsche	Director - Special Projects	+61 410 435 891	matthew.f@raywhite.com
Andrew Burke	Associate Director	+61 417 606 128	andrew.burke@raywhite.com

Christopher Czernik-Wojcicki	Sales Executive	Via Corporate Office	specialprojects.qld@raywhite.com
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Corporate Office Contact:

- **Address:** Level 26, 111 Eagle Street, Brisbane City QLD 4000 ⁴⁶
- **Phone:** +61 7 3231 2241 ⁴⁶
- **Email:** specialprojects.qld@raywhite.com ⁴⁶

Colliers (Residential Development Sites - Brisbane & Coastal)

Colliers holds a massive, dominant market share—estimated internally at over 20% in key corridors—for development site transactions across South East Queensland, having transacted billions of dollars worth of development assets in recent years.⁴⁷ Their structural advantage lies in their unique integration; their development site sales agents work intimately alongside their residential project marketing teams. This synergy provides the site sales team with real-time, highly accurate data on end-product realization values, which is absolutely critical for calculating accurate land purchase feasibility models for buyers.⁴⁷ They offer unsurpassed national and offshore reach, constantly introducing new market entrants to SEQ residential opportunities.⁴⁷

Agent Name	Corporate Title / Specialization	Contact Number	Primary Location
Brendan Hogan	Director - Residential Development Sites	+61 422 561 295	Brisbane / Sunshine Coast
Adam Rubie	Director - Residential Development Sites	+61 413 432 911	Brisbane CBD

Troy Linnane	Executive - Residential Development Sites	+61 417 796 967	Brisbane
Andrew Scriven	Director - Residential	+61 408 781 175	Brisbane
Hunter Higgins	National Director - Investment Services	+61 406 997 936	Brisbane
Shaun Seeto	Manager - City & Metro Sales	+61 436 033 704	Brisbane
Tony Huan Wang	Director - Asia Markets	+61 439 577 777	Brisbane

Corporate Office Contacts:

- **Brisbane CBD:** Level 5, One Eagle, 1 Eagle Street, Brisbane QLD 4000 | +61 7 3229 1233 ⁴⁹
- **Gold Coast:** Level 2, Circle on Cavill, 3184 Surfers Paradise Blvd, Surfers Paradise QLD 4217 | +61 7 5588 0200 ⁴⁹
- **Sunshine Coast:** Level 5, 57 The Esplanade, Cotton Tree QLD 4588 | +61 7 5478 3788 ⁴⁹

Savills (Residential Site Sales)

Savills operates a highly specialized, deeply experienced commercial and residential site sales division headquartered in Brisbane. They are renowned in the industry for executing record-setting development transactions and have maintained deep, entrenched roots in the SEQ property sector since 1997.²² The division provides informed, bespoke advice to developers, backed by a global network of over 33,000 professionals.²²

Agent Name	Corporate Title / Specialization	Contact Number
Robert Dunne	Director - Commercial & Site Sales	+61 418 888 840
Callum Stenson	State Director - Industrial & Logistics	+61 411 725 490
Gregory Woods	Director - Metropolitan & Regional Sales	+61 409 305 224
Shaw Harrison	Development Sites Agent	+61 488 999 889
Dan Monsour	Development Sites Agent	+61 447 744 355
Josh Baker	Development Sites Agent	+61 404 007 766

Corporate Office Contact:

- **Address:** Level 33, Riverside Centre, 123 Eagle Street, Brisbane QLD 4000 ⁵⁰
- **Phone:** +61 7 3221 8355 ⁵⁰
- **Email:** info@savills.com.au ⁵⁰

Knight Frank (Institutional Sales & Development Sites)

Knight Frank's Brisbane and Gold Coast offices provide premier, high-level brokerage for major commercial and residential development assets. Their team is exceptionally analytical, catering predominantly to institutional developers, syndicates, and high-net-worth private buyers seeking strategic land holdings.⁵¹ They excel in providing targeted advice on development options, benchmarking, and asset maximization.⁵²

Agent Name	Corporate Title / Specialization	Contact Number
Blake Goddard	Partner, Head of Investment Sales (QLD)	+61 407 604 307
Matthew Barker	Partner, Institutional Sales	+61 416 479 959
Justin Bond	Partner, Institutional Sales	+61 410 330 365
David Knox	Industrial & Land Agent	+61 408 008 000
Hayden Ryan	Senior Sales Executive - Investment Sales	+61 458 008 603
Mark Clifford	Industrial & Land Specialist	+61 408 453 333

Jennelle Wilson	Research & Consulting (Advisory)	+61 407 632 064
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Corporate Office Contact:

- **Brisbane Address:** Level 22, 12 Creek Street, Brisbane QLD 4000 ⁵³
- **Phone:** +61 7 3246 8888 ⁵³

Tier 2: Boutique & Specialist Land Agencies

While the multinational firms dominate the public headlines and institutional space, boutique agencies possess a distinct strategic advantage: they often maintain superior, intimate, and long-standing relationships with local farming families and acreage owners. These specialized firms excel in the difficult, grind-intensive task of unlocking raw land that is not actively listed for sale, negotiating directly with vendors in the high-growth corridors of Logan, Moreton Bay, and the Redlands.

SEQ Site Sales

SEQ Site Sales is a hyper-specialized, highly focused agency dealing exclusively in large land sales, off-market processes, and comprehensive landowner representation within urban growth corridors.¹⁷ They excel deeply at land risk analysis and are experts at unlocking generational wealth for families sitting on raw land that has recently been impacted by new government zoning laws, such as koala environmental overlays or updated flood mapping.¹⁷ This agency is an absolutely critical contact for sourcing 50 to 200 lot englobo sites, as evidenced by their active portfolio of unentitled growth corridor land (e.g., listings in Park Ridge and Withcott).²⁰

Agent Name / Division	Role	Contact Number	Email
Luke Rooney	Exclusive Marketing Agent	+61 488 898 646	luke@seqsitesales.com.au

Acquisitions Team	General Enquiries	N/A	sites@seqsitesales.com.au
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*Office Location: 99 Racecourse Road, Ascot, Brisbane City QLD 4007*⁵⁶

Development Sites Brisbane

Operating as a highly focused boutique firm, Development Sites Brisbane, led by industry veteran Bob Payne, operates exclusively in the sale and acquisition of residential development sites across the entirety of South East Queensland, explicitly covering Brisbane, Gold Coast, Logan, Moreton Bay, Redlands, and Ipswich.⁵⁷ The agency maintains a specific, targeted focus on off-market development sites, working discreetly with clients who do not wish to expose their assets via public advertising, effectively matching active buyer mandates with quiet listings.⁵⁷

Agent Name	Corporate Title	Contact Number	Email
Bob Payne	Principal / Site Specialist	+61 411 724 994	bob@developmentsitesbrisbane.com.au

*Office Location: 33 Clark Street, Biggera Waters QLD 4216*⁵⁹

Sandbox Real Estate

Recognized broadly as a highly innovative property service, Sandbox Real Estate specializes heavily in site acquisition and complex amalgamation across the SEQ market.³⁵ They possess an exceptionally strong international network, spearheaded by Managing Director Wayne Wang, which is highly relevant for navigating a market where foreign capital frequently competes for prime residential subdivision land.³⁵

Agent Name	Corporate Title	Specialization
Wayne Wang	Managing Director	Site Amalgamation, Acquisition, Asian Investment Links

Nortons Real Estate

Nortons focuses aggressively on the Gold Coast and Brisbane markets, specializing deeply in the strategic sale of development sites and value-add opportunities.³⁴ They excel specifically in navigating complex, multi-owner group sales and amalgamations.³⁴ This is an absolutely crucial skill set when a buyer is attempting to piece together 50-lot minimums in highly land-constrained areas like the central Gold Coast, where multiple suburban lots must be combined to achieve development scale.

Tier 3: Specialist Buyer's Agencies

To actively hunt for raw land within the \$3.0M to \$10.0M budget rather than passively waiting for listings to appear, engaging a specialized buyer's agency is highly recommended. These firms work exclusively and aggressively for the buyer, driving targeted off-market acquisition campaigns, managing initial due diligence, and negotiating highly favorable terms directly with vendors.

Propertybuyer (Development Division)

Propertybuyer is a major national advocacy firm that maintains a dedicated, specialist development division focused intently on sourcing off-market opportunities, unearthing subdivisions, and negotiating joint ventures direct with vendors across the SEQ councils.⁴¹ They handle the critical, time-consuming front-end work required for subdivision acquisitions: consulting with council town planners, verifying zoning allowances, assessing land subsidence and run-off issues, checking easements, and conducting preliminary financial feasibility studies before ever presenting a site to the buyer.¹³

Contact Division	Specialized Service	Contact Number
Development Sourcing	Off-market subdivision acquisition & feasibility	1300 655 615
Rich Harvey	CEO & Founder	Via main office

IPS Buyer's Agents (Redland City & SEQ Specialists)

If the acquisition mandate focuses heavily on the Redland City Council area—for instance, targeting the new Southern Thornlands PDA—IPS Buyer's Agents serve as the premier local acquisition specialists. Founded by Tim Allen, the firm operates with a rigorous "strategy-before-suburb" philosophy, deeply and analytically assessing zoning overlays, flood and bushfire risks, local demographics, and long-term infrastructure shifts specific to the Redlands and the wider SEQ market.⁶⁰

Agent Name	Corporate Title	Specialization
Tim Allen	Founder & Licensed Buyer's Agent	Redlands & SEQ Strategic Acquisitions

Ezer Property and Affinity Property

- **Ezer Property:** This firm specializes in identifying high-potential development sites across SEQ, moving well beyond surface-level real estate listings. They rigorously assess underlying zoning constraints, infrastructure access, and off-market feasibility to ensure the buyer does not overpay for underperforming sites burdened with hidden costs.⁶¹
- **Affinity Property:** Possesses deep, specialized expertise in site acquisition due diligence.

Over the past 18 years, they have undertaken more than fifty site acquisitions, managing complex financial feasibilities, operational risk assessments, and contract negotiations for general residential communities and subdivisions.⁶²

Critical Due Diligence and Town Planning Partners

Identifying a promising site via the brokerage network is merely the initial step in the acquisition process. Validating the 50 to 200 lot yield assumption requires rigorous, highly technical due diligence. Engaging local town planning and surveying consultants immediately upon identifying a site is absolutely mandatory to ensure the land is not fatally encumbered by environmental, civil, or infrastructure constraints. A site that visually appears capable of holding 100 lots may only yield 30 lots once council setbacks, stormwater detention basins, and ecological corridors are mapped.

- **Arnold Development Consultants (ADC):** Operating continuously for nearly 50 years across the Gold Coast and Logan, ADC provides comprehensive, end-to-end subdivision design, strategic master planning, and detailed land surveying. Their team is critical for determining exact lot yields, plotting building envelopes, and calculating infrastructure set-outs before a contract goes unconditional.⁶³
- **Olearia Town Planning:** Acting as highly respected specialists in the Moreton Bay region, Olearia handles crucial pre-lodgement council meetings, highest and best use analysis, and the preparation of the full suite of development applications required for large-scale greenfield subdivisions.⁶⁵
- **Doyen Town Planning:** Covering the massive geography of Brisbane, Logan, Redlands, and the Gold Coast, Doyen assists property developers in navigating the notoriously complex local government approval processes. Their early involvement in the due diligence phase ensures that initial lot-yield assumptions accurately align with council reality.⁶⁷
- **Tactica:** Offers highly specialized subdivision planning services aimed specifically at maximizing developer profit and minimizing the inherent risks associated with reconfiguring lots in the Gold Coast and Logan regions.⁶⁹
- **Casa Intelligence:** Provides full-service DA (Development Approval) intelligence, particularly focused on Logan and Moreton Bay, utilizing mapping and strategy tools to outline the DA pathway from concept to council approval.¹⁹
- **McAndrew Group:** A development advisory firm providing strategic land subdivision advice, urban design, and town planning input for master-planned residential communities across the Moreton Bay region.⁷⁰

Conclusion and Strategic Execution Recommendations

The mandate to acquire raw land capable of yielding a 50 to 200-lot residential subdivision in South East Queensland, utilizing a capital base of \$3.0 million to \$10.0 million, is highly achievable, provided the capital is deployed with strict geographic discipline and strategic foresight. The structural undersupply of housing guarantees a strong exit for the end-product, but the initial acquisition must be executed flawlessly to ensure feasibility.

The analysis indicates the following strategic imperatives for immediate execution:

1. **Prioritize Logan and Moreton Bay Corridors:** To maximize the absolute lot yield (pushing aggressively toward the 150-200 lot upper parameter) while strictly respecting the \$10.0 million capital ceiling, the primary geographic focus must be directed toward the "Emerging Community" zones of Logan City (specifically Park Ridge and Jimboomba) and Moreton Bay (specifically the Caboolture West frontier). These specific areas offer the required scale of raw land combined with highly favorable town planning environments.
2. **Target the Southern Thornlands PDA:** For a higher-margin, premium boutique subdivision (yielding approximately 50 to 80 lots), aggressive off-market prospecting within the newly declared Southern Thornlands Priority Development Area in Redland City is highly recommended. Capitalizing on state-streamlined EDQ approvals will bypass standard council delays.
3. **Execute Off-Market Amalgamation Campaigns:** The most financially feasible raw land will unequivocally not be publicly listed. It is an absolute imperative to bypass public real estate portals and engage directly with the specialized brokerage network to secure off-market options.
4. **Immediate Brokerage Engagement:** Immediate contact must be initiated with specialist land agents **Luke Rooney (SEQ Site Sales)** and **Bob Payne (Development Sites Brisbane)** to gain immediate access to their proprietary off-market landowner networks in the urban growth corridors. Concurrently, the specific buying brief must be formally registered with the directors at **Ray White Special Projects (Tony Williams and Mark Creevey)** and **Colliers (Brendan Hogan and Adam Rubie)** to intercept institutional-grade broadacre assets before they are launched to the open market via EOI campaigns. Finally, a premier town planning firm (such as Arnold Development Consultants or Doyen Town Planning) must be secured on a retainer basis to provide rapid, 48-hour feasibility assessments on any raw land identified by the brokerage network, ensuring all acquisitions are underwritten by technical certainty.

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