

SEP QTR 2016

QUEENSLAND MARKET MONITOR

your state-wide property research guide suburb by suburb

QMM STATE-WIDE COMMENTARY

QLD RESIDENTIAL PROPERTY MARKET 'A TWO SPEED MARKET'

The Queensland residential property market continues its uneven, patchy performance with the state neatly divided into positive growth markets in the southeast corner and negative or flat markets in the regions. Cairns and Toowoomba stand out as the regional markets performing well.

Southeast Queensland has generally produced moderate growth in the median sale price of houses and units. This moderate growth has the benefit of being sustainable and, when coupled with its affordability, makes the southeast corner an attractive area for owner occupiers and investors.

Conversely, much of regional Queensland continues to struggle following the resources downturn. Recent news that the Adani Carmichael mine will base its headquarters in Townsville and operate FIFO hubs in Mackay, Rockhampton and potentially Gladstone should offer some light on the horizon in these challenged markets.

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REIQ RESEARCH EXPLANATORY NOTES

SALES MARKET DATA

All figures for the most recent quarterly and yearly periods are preliminary only and subject to further revision as additional sales records become available (see Research Methodology online at reiq.com).

As of the June quarter 2013, all sales data includes "Recent Sales" as advised by real estate agents as well as official records as advised by DNRM. As such comparisons with figures published prior to the June quarter 2013 should be done with caution.

A median sale price is derived by arranging a set of sale prices from lowest to highest and then selecting the middle value within this set (ie, the 50th percentile, where half of recorded sales were less and half were higher than the median).

Only suburbs and regions to record sufficient sales numbers (at least 20 sales for the quarter) at the time of reporting are published.

Median price changes are influenced by varying quality of properties sold.

N/A Due to insufficient sales numbers (as at the time of data extraction) no median sale price has been calculated.

N/D Not displayed due to price movements potentially driven by type of stock transacting.

(LGA) Local Government Area

(SD) Brisbane Statistical Division comprising the LGA's of Brisbane City, Ipswich City, Logan City, Moreton Bay Regional and Redland City.

Sunshine Coast (SD)
Sunshine Coast Region comprising the LGA's of Sunshine Coast Regional and Noosa.

Figures based upon the new council boundaries

^ Indicates acreage sales only (with land size greater than 2400m²). All other data is based upon sales with a land size of less than 2400m²

ON THE MARKET INDICATORS

At the time of publication, latest information available was for the 12 months ending the month prior to end of the quarter reporting period.

"Days on Market" is calculated as the median number of days it has taken to sell those properties sold by private treaty during the last 12 months. The calculation excludes auction listings and listings where an asking price is not advertised. The days on market calculation uses the contract date on the property compared with the first advertised date.

"Vendor Discount" is the median difference between the contract price on a property and the first advertised price. The figure is expressed as a percentage and is an average of all private treaty sales which sold for less than their initial asking price.

"Total Listings" is the total unique number of properties that have been advertised for sale and captured by RP Data over the 12 month period. To be included in the count, the listings have to be matched to an actual address.

"% Stock on Market" is the percentage of dwellings within the suburb or local government area that have been listed for sale over the past year.

Source: REIQ, data supplied by CoreLogic RP Data (www.corelogic.com.au)

PRICE POINT GRAPHS

Some data contained within these graphs represent preliminary sales numbers and are subject to revision as additional sales records become available.

The data excludes any recent sales transactions where the contract sale price was not disclosed.

The intention of these graphs is to gauge trends in sales activity between periods in lieu of actual final sales results and compare it with historical data.

Source: REIQ, data obtained from CoreLogic RPData

RENTAL MARKET DATA

All median weekly rents are published on a postcode basis, as calculated by the Residential Tenancies Authority, where sufficient data is available.

Caution should be exercised when interpreting any median rental price data based upon a relatively small number of new bond lodgements.

Figures for the new LGA's available for the current quarter only.

L Listed localities (or suburbs) represent one on potentially several that fall within that postcode.

N.A. Due to insufficient new bond lodgements, no median rental price has been calculated

Source: Residential Tenancies Authority, Rental Bond lodgements (www.rta.qld.gov.au)

GROSS RENTAL YIELDS

House yields are based upon REIQ median house prices and RTA median weekly rent for three-bedroom houses.

Unit yields are based upon REIQ median unit & townhouse sale prices and RTA median weekly rent for two-bedroom units.

VACANCY RATES

All figures are based upon all residential rentals as at the end of each quarterly period, as submitted by REIQ accredited agents.

N/A Due to insufficient information received no vacancy rate has been calculated.

Source: REIQ Residential Rental Survey

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STATE-WIDE COMMENTARY CONTINUED

In light of the Adani mine go-ahead and the recent lift in coking coal prices, there are reasons to be optimistic about regional Queensland's outlook.

Even before the Adani news broke, property pundits were tipping that Mackay, Rockhampton and Gladstone were approaching the bottom of the market.

Unemployment has reduced in some regions, including Mackay, the Sunshine Coast and Toowoomba, for the 12 months to October 2016. However there are still regional areas, including Townsville, reporting unemployment levels above 10 per cent.

The State Government has committed to find uses for under-utilised government-owned land to generate economic growth and jobs. This will support the Cross River Rail project in Brisbane, the Townsville transformation (waterfront development area), the Rockhampton joint venture for residential and student accommodation and the Moreton Bay renewal project to transform the region into a tourism hub.

Government measures designed to improve regional Queensland economies include:

- \$180 million Significant Regional Infrastructure Projects Program
- \$240 million skilling Queenslanders for work
- \$100 million two-year Back to Work Program, and
- \$20,000 first home owner grant (increased from \$15,000 in mid-2016)

The mining and manufacturing deal between the state of Queensland and Japan, endorsed by mid-November, is expected to boost the trading activities. Japan is already our second-largest partner with a total trade worth \$11.6 billion (or equivalent to 17 per cent of Queensland's total exports).

HOUSE MARKET

Queensland median house price fell slightly from \$460,000 to \$457,250 over the quarter. Most of the local government areas in Queensland reported a median sale price contraction over the September quarter, which may have been a result of the federal election in July and the negative gearing debate.

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Source: REIQ, data obtained from CoreLogic RPData

HOUSE MARKET (CONT'D)

Compared to 12 months ago, Queensland's annual median increased by 2.7 per cent, from \$445,000 to \$457,000. Over the medium term, the annual median price increased by 12.8 per cent, from \$405,000 five years ago.

The Gold and Sunshine coasts have been the star performers for the residential property market over the past year, reaching an annual median sale price growth to September of 5.6 per cent and 4 per cent, respectively.

Greater Brisbane has also performed well over the past 12 months, with its annual median sale price growing by 3.1 per cent. Toowoomba's median house price has remained relatively stable for the 12 months to September. All other large LGAs reported an annual median price contraction for the 12 months to September.

Over the medium term, Gladstone, Mackay, Rockhampton, Townsville and Bundaberg recorded falls in the annual median sale price between 3 per cent and 21 per cent. These regions have been heavily affected by the mining downturn.

Generally infrastructure investment in these regions is on the rise. However, the continued reliance on mining is a risk. Despite the coking coal price increasing to \$US300 per tonne in November, the 2017 forecast is in the range of \$US160-\$US170 a tonne.

The listings and stock on market throughout Queensland have generally contracted for the 12 months to August. Brisbane LGA is probably the most dynamic housing market in Queensland, selling in just 29 days and negotiating a 4.1 per cent discount.

Gladstone and Mackay are generally the slowest housing markets in Queensland. A sale in Gladstone needs about 86 days and a price discount of 10.6 per cent to be completed. In Mackay, buyers are negotiating the largest vendor discount of 11.4 per cent.

UNIT MARKET

The volume of unit sales in Queensland is generally half the size of the house market.

The Queensland quarterly median unit price fell by 2 per cent, from \$380,000 to \$372,800. On an annual basis, the Queensland unit market performance was steady and compared with five years ago the median unit price has risen by 5.6 per cent, from \$359,990 for September 2011 to \$380,000 for September this year.

For the five years to September, Toowoomba was the top performer for the unit market, reporting a five-year annual median sale price increase of 26.8 per cent. The unit market in Gladstone, Mackay, Townsville and Fraser Coast performed poorly, reporting a five-year reduction in the range of 7-33 per cent.

Over 12 months, Rockhampton and Mackay recorded the largest unit price falls, dropping 22.6 per cent and 14.3 per cent, respectively. Greater Brisbane and Townsville's unit markets also contracted over the past 12 months. The annual reduction of these two markets was moderate and in the range of 1 to 2 per cent.

Most of the LGAs reported an increase in the median days on market and median vendor discounting for the 12 months to August.

Despite the increase in the number of listings and stock on the market, Brisbane LGA remains the most dynamic unit market in Queensland, reporting median days on market of 45 days and median vendor discounting of 4 per cent.

Mackay is the weakest performer for the unit market. Local real estate agents require about 122 days and a discount of 14.6 per cent to reach an agreement between the vendor and the buyer.

RENTAL MARKET

Low interest rates are contributing to the generally stable to slow performance of the rental market in Queensland.

For the September quarter, the southeast corner rental market performed generally well with vacancy rates sitting in the healthy to tight range, except for Brisbane LGA vacancy rates jumping from 2.8 per cent in June to 4.1 per cent in September.

The rental market in Brisbane's middle ring is weakening due to increased supply coming onto the market and this has softened vacancy rates and weekly median rents. Brisbane's inner ring rental market performance remained relatively consistent with the June quarter.

The Outer Brisbane rental market remained strong. Ipswich and Moreton Bay's vacancy rates increased over the quarter. However, they remained in the tight range, sitting at 2.1 per cent and 2.2 per cent, respectively. Vacancy rates in Logan and Redland City tightened, reaching 2 per cent and 2.2 per cent over the September quarter.

The Sunshine Coast and Gold Coast regions were the top two performers for the rental market in Queensland. The tightest rental markets in Queensland were Caloundra and Noosa, both recording vacancy rates of 1.2 per cent for the September quarter. Local agents in these regions indicate that the demand of rental properties is strong with tenants having to apply to a number of properties before locking in a rental agreement.

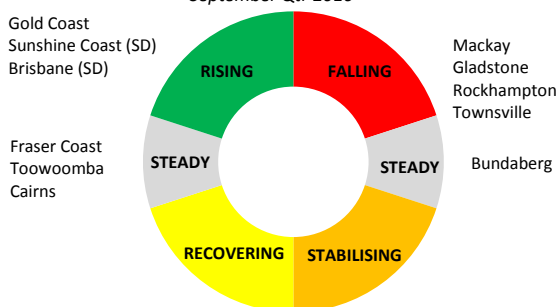
The Gold Coast house rental market was the dearest throughout Queensland with three-bedroom houses recording the largest weekly median rent of \$460 over the quarter.

Regional Queensland yielded positive news, with consistent falls in vacancy rates for Bundaberg, Gladstone, Mackay and Rockhampton. Investors in these markets are having more realistic expectations, reducing rent to secure tenants and better manage vacancy rates.

The demand for three-bedroom townhouses has been hit hard in regional Queensland with weekly median rent dropping significantly in Gladstone, Mackay, Rockhampton and Toowoomba. This may be the result of tenants valuing houses above townhouses as they are more spacious and may even be more affordable in some areas.

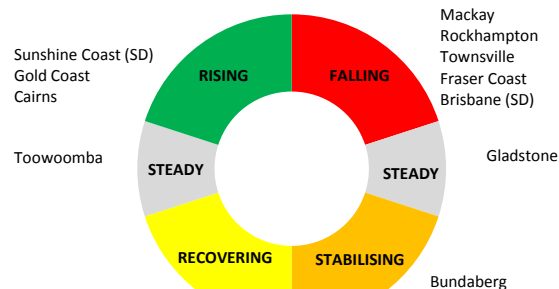
Generally in Queensland, local agents are witnessing tenants breaking leases and becoming owners taking advantage of the low interest rate environment. Just a few rental markets remain strong and in favour of investors, such as the Sunshine Coast, Gold Coast and Cairns.

QUEENSLAND HOUSE MARKETS
September Qtr 2016



Source: REIQ
Based on the previous 4 quarters' median sale price change and the annual change

QUEENSLAND UNIT MARKETS
September Qtr 2016

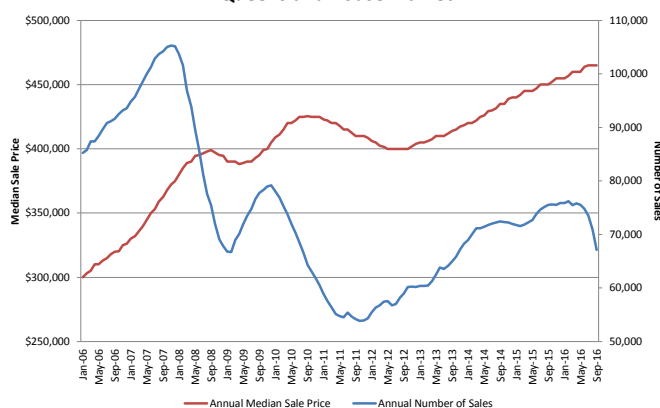


Source: REIQ
Based on the previous 4 quarters' median sale price change and the annual change

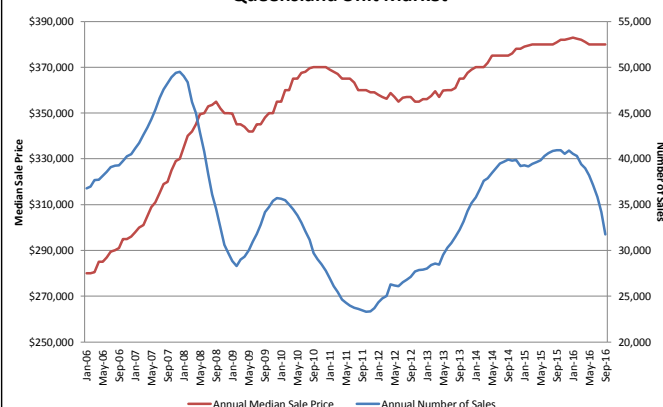
STATE-WIDE STATISTICS

REGION	PROPERTY TYPE	QTRLY NUMBER OF SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NUMBER OF SALES	ANNUAL NUMBER OF SALES (PREV YEAR)	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
QUEENSLAND	HOUSES	10977	\$457,250	-0.60%	57865	65492	\$457,000	2.70%	\$405,000	12.84%
QUEENSLAND	HOUSES ^	1561	\$505,000	-4.27%	8900	10018	\$518,700	1.11%	\$465,000	11.55%
QUEENSLAND	UNITS	5160	\$372,500	-1.97%	31762	40968	\$380,000	0.00%	\$359,990	5.56%
QUEENSLAND	LAND	1224	\$215,000	-3.59%	12276	17128	\$220,520	2.61%	\$185,000	19.20%
QUEENSLAND	LAND ^	266	\$230,000	-2.13%	2074	2561	\$245,950	2.52%	\$180,000	36.64%

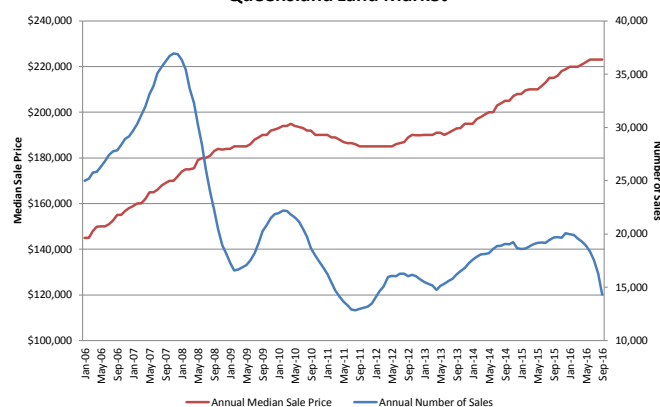
Queensland House Market



Queensland Unit Market



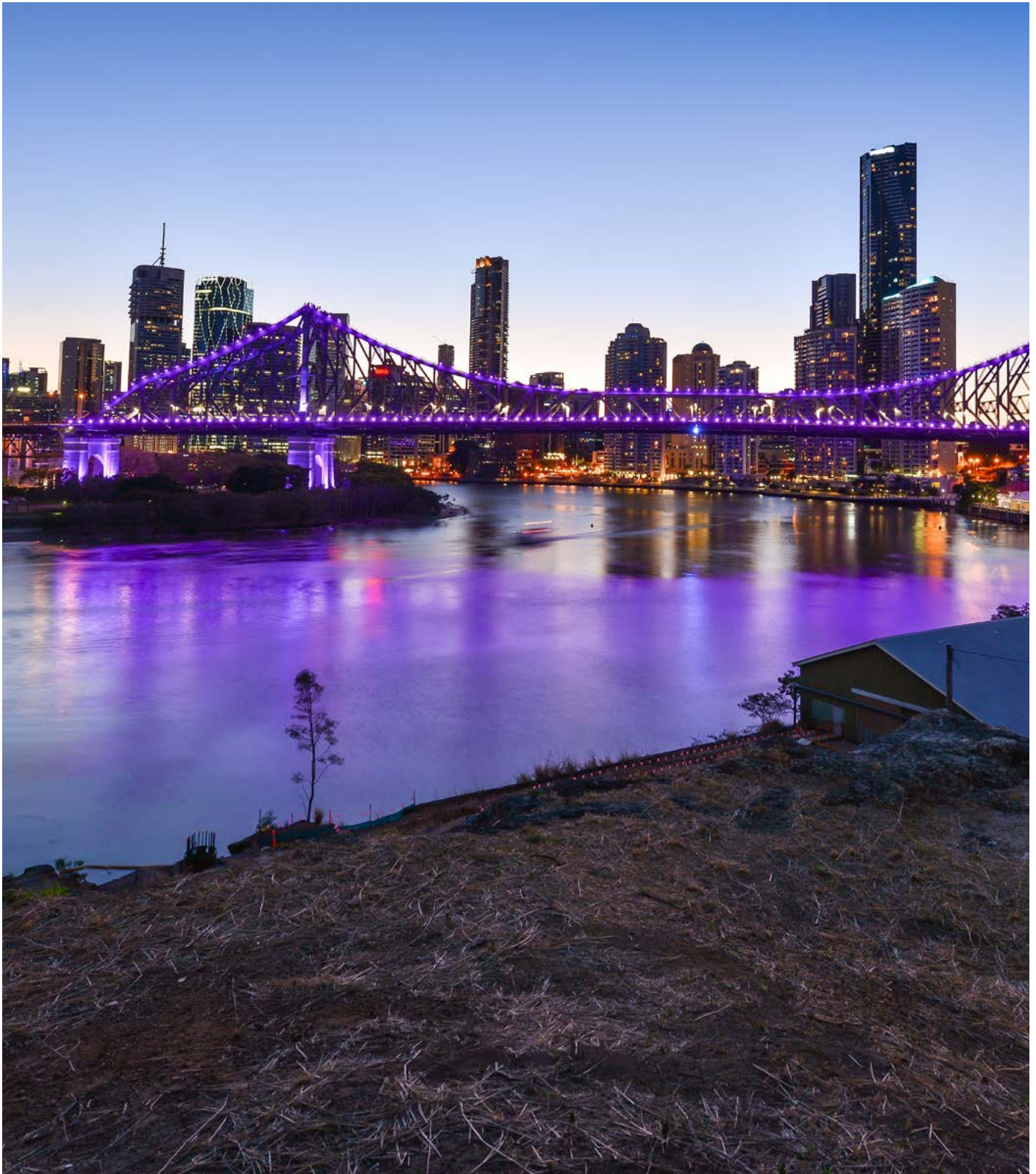
Queensland Land Market



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BRISBANE COMPARISON TO CAPITAL CITIES

Brisbane is the third-most affordable capital city in Australia with an August median sale price of \$505,000 for houses and \$397,250 for units.

The Brisbane house market exhibited signs of small levels of demand exceeding supply in the 12 months to August. Similarly Sydney, Melbourne, Canberra, Adelaide and Hobart also showed upward trends in the annual median house price, although, Sydney and Melbourne growth significantly exceeded that of the other capitals.

The Brisbane unit market revealed the converse, with supply beginning to exceed demand. Perth, Darwin and Canberra unit market also showed signs of price contraction with negative or unchanged annual median prices. For the 12 months to August, Sydney and Melbourne unit markets remained resilient despite fears of an oversupply.

HOUSE MARKET

The annual median house price in Brisbane lifted moderately, by 3.7 per cent, and this is the fourth-largest growth rate for a capital city over the 12 months to August 2016.

Melbourne reported the largest annual listings and largest annual sales figures, followed by Sydney and Brisbane for the 12 months to August.

Melbourne and Sydney retained the longest average hold period of 11.9 years and 11.6 years, respectively. In third place, Brisbane's average hold period was 10.6 years.

Brisbane's median days on market at 35 days and median vendor discounting at 4.1 per cent remained very close to Sydney and Melbourne's market trend indicators.

UNIT MARKET

In contrast to the house median sale price, the annual unit median sale price contracted by about 2 per cent over the 12 months to August 2016. This reduction represented the largest fall (after Perth unit market) for a capital city in Australia.

For the 12 months to August, Sydney was home to the largest residential property market activity (annual listings: 30,247 and annual sales: 34,412) followed by Melbourne and Brisbane.

Units took longer to sell than houses, with longer median days on market and larger vendor discounts. Units also had shorter hold periods throughout all capital cities. This is indicative of the different risk profile of the unit market compared to the house market.

Brisbane units spent, on average, 49 days on market, which is a little longer than Sydney (30 days), Hobart (40 days) and Melbourne (42 days). Canberra reported the smallest median vendor discounting for units at 3.5 per cent followed by Sydney at 3.9 per cent. Brisbane, Hobart and Melbourne reported a median vendor discounting of 4 per cent for the 12 months to August.

CAPITAL CITIES COMPARISON

CAPITAL CITIES*	HOUSES									UNITS								
	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)
	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016	2016
12 MNTHS ENDING AUG																		
ADELAIDE	\$437,000	5,320	\$435,000	20,416	3.6%	19,165	49	-4.7%	8.8	\$370,000	1,979	\$351,000	7,017	2.2%	6,188	54	-4.9%	8.7
BRISBANE	\$505,000	7,639	\$505,000	35,479	3.7%	45,396	35	-4.1%	10.6	\$397,250	2,810	\$404,900	14,857	-2.0%	15,535	49	-4.0%	8.8
CANBERRA	\$600,000	979	\$610,000	4,350	5.2%	4,482	46	-2.6%	10.4	\$419,000	769	\$420,000	3,451	0.0%	2,737	64	-3.5%	9.3
DARWIN	\$520,000	348	\$550,000	1,314	-4.4%	1,977	91	-7.3%	8.1	\$418,750	214	\$455,000	784	0.0%	1,239	111	-9.0%	7.7
GREATER HOBART	\$355,000	695	\$364,500	3,475	3.3%	4,849	32	-4.8%	9.9	\$281,000	236	\$290,000	1,070	5.5%	1,395	40	-4.0%	9.5
MELBOURNE	\$605,000	11,217	\$613,000	56,862	7.5%	64,857	30	-3.9%	11.9	\$475,000	5,453	\$485,000	27,345	1.6%	26,995	42	-4.0%	9.7
PERTH	\$510,000	6,178	\$525,000	25,143	-4.5%	34,508	57	-5.7%	9.6	\$415,000	1,288	\$420,000	5,116	-3.4%	8,128	68	-6.5%	9.0
SYDNEY	\$875,000	11,757	\$895,000	51,458	6.4%	56,910	34	-4.2%	11.6	\$680,000	8,405	\$680,000	34,412	5.4%	30,247	30	-3.9%	8.7

* All figures for 12 months, ending 31 August 2016

LGA/REGION	HOUSES (<2400)			UNITS & TOWNHOUSES			VACANT LAND (<2400)		
	QTRLY NO. SALES	QTRLY MEDIAN SALE PRICE	QTRLY CHANGE	QTRLY NO. SALES	QTRLY MEDIAN SALE PRICE	QTRLY CHANGE	QTRLY NO. SALES	QTRLY MEDIAN SALE PRICE	QTRLY CHANGE
QUEENSLAND									
QUEENSLAND	10,977	\$457,250	-0.6%	5,160	\$372,500	-2.0%	1,224	\$215,000	-3.6%
GREATER BRISBANE									
BRISBANE SD	5,813	\$494,000	-1.2%	2,102	\$395,000	-1.3%	561	\$230,000	2.2%
BRISBANE	2,712	\$635,000	-1.6%	1,511	\$430,000	-2.7%	118	\$375,000	1.4%
IPSWICH	636	\$325,000	1.4%	70	\$235,000	-13.8%	94	\$184,826	-1.4%
LOGAN	777	\$372,000	-2.1%	177	\$246,000	-1.6%	69	\$216,100	8.6%
MORETON BAY	1,180	\$412,000	-0.7%	253	\$312,000	-8.0%	143	\$253,000	1.2%
REDLAND	508	\$500,000	0.0%	91	\$365,000	-6.2%	137	N/D	N/D
TOURISM CENTRES									
GOLD COAST	1,340	\$579,000	-0.2%	1,720	\$387,000	-2.0%	150	\$247,875	2.0%
SUNSHINE COAST SD	1,016	\$530,000	0.0%	623	\$374,000	-3.3%	121	\$264,500	-1.7%
SUNSHINE COAST	865	\$515,000	-1.0%	493	\$360,000	-3.1%	101	\$255,000	0.2%
NOOSA	151	\$590,000	0.0%	130	\$432,500	-13.5%	20	\$265,000	-14.5%
FRASER COAST	265	\$300,000	0.0%	48	\$222,500	-18.5%	55	\$123,000	-20.7%
CAIRNS	378	\$395,000	0.0%	270	\$238,000	-0.4%	45	\$215,000	-6.5%
REGIONAL CENTRES									
BUNDABERG	165	\$249,000	-9.6%	28	\$260,500	-10.2%	34	\$142,500	-1.7%
GLADSTONE	69	\$275,000	-16.7%	10	N/A	N/A	7	N/A	N/A
MACKAY	189	\$318,750	0.7%	26	\$182,500	-24.3%	15	N/A	N/A
ROCKHAMPTON	145	\$287,000	11.0%	11	N/A	N/A	17	N/A	N/A
TOOWOOMBA	341	\$350,000	1.5%	78	\$285,000	-8.1%	53	\$210,000	20.3%
TOWNSVILLE	371	\$330,000	-1.5%	67	\$277,500	0.9%	30	\$143,000	-4.7%

N/A: Not available due to insufficient sales numbers

N/D: Not displayed due to price movements potentially driven by type of stock transacting

LGA/REGION	HOUSES (ALL)				UNITS (ALL)			
	TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT	TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
QUEENSLAND								
QUEENSLAND	108,899	7.9%	44	-5.0%	40,539	9.0%	55	-4.5%
GREATER BRISBANE								
BRISBANE SD	45,396	7.1%	35	-4.1%	15,535	8.0%	49	-4.0%
BRISBANE	19,894	6.5%	29	-4.1%	10,715	7.3%	45	-4.0%
IPSWICH	4,499	7.1%	44	-4.8%	515	10.0%	86	-5.2%
LOGAN	6,886	7.7%	36	-4.1%	1,507	10.6%	58	-4.1%
MORETON BAY	9,950	7.6%	40	-3.9%	2,096	9.3%	70	-3.8%
REDLAND	4,167	8.3%	43	-4.0%	702	9.8%	60	-4.8%
TOURISM CENTRES								
GOLD COAST	10,321	8.1%	35	-4.3%	11,997	9.9%	51	-4.4%
SUNSHINE COAST SD	8,958	8.6%	53	-4.4%	4,934	10.1%	68	-4.7%
SUNSHINE COAST	7,122	8.5%	50	-4.1%	3,876	10.1%	65	-4.5%
NOOSA	1,836	9.4%	71	-5.3%	1,058	10.1%	81	-5.0%
FRASER COAST	3,975	10.6%	87	-6.4%	612	13.2%	98	-6.2%
CAIRNS	3,530	7.8%	54	-5.6%	2,122	9.8%	67	-5.8%
REGIONAL QLD								
BUNDABERG	2,963	8.8%	65	-6.6%	415	11.2%	105	-6.4%
GLADSTONE	1,511	6.8%	86	-10.6%	258	6.7%	98	-8.2%
MACKAY	2,584	6.7%	78	-11.4%	477	7.6%	122	-14.6%
ROCKHAMPTON	2,224	8.0%	75	-9.2%	188	7.9%	80	-5.4%
TOOWOOMBA	4,207	8.4%	50	-5.0%	648	8.4%	73	-5.1%
TOWNSVILLE	4,138	6.8%	70	-8.6%	1,166	9.4%	83	-8.4%

* Days on Market and Vendor Discount calculation methodology changed from a average calculation to a median calculation

*All figures are for the 12months ending: Aug 2016

SD - Statistical Division: Brisbane SD (Brisbane, Ipswich, Logan, Moreton Bay & Redland); Sunshine Coast SD (Sunshine Coast & Noosa)

RENTAL TRENDS		MEDIAN WEEKLY RENT						GROSS RENTAL YIELDS			
LGA/REGION		3-BED HOUSE		2-BED FLAT		3-BED TOWNHOUSE		HOUSES		UNITS	
GREATER BRISBANE			QUARTERLY TREND		QUARTERLY TREND		QUARTERLY TREND		QUARTERLY TREND		QUARTERLY TREND
BRISBANE		\$430	UP	\$400	STEADY	\$410	DOWN	3.5%	STEADY	4.8%	STEADY
IPSWICH		\$300	STEADY	\$260	DOWN	\$320	DOWN	4.8%	STEADY	5.8%	STEADY
LOGAN		\$350	STEADY	\$275	UP	\$340	UP	4.9%	STEADY	5.8%	STEADY
MORETON BAY		\$350	STEADY	\$285	STEADY	\$350	STEADY	4.4%	STEADY	4.8%	UP
REDLAND		\$393	DOWN	\$340	STEADY	\$400	STEADY	4.1%	STEADY	4.8%	STEADY
TOURISM CENTRES											
GOLD COAST		\$460	STEADY	\$400	UP	\$410	UP	4.1%	STEADY	5.4%	STEADY
SUNSHINE COAST		\$430	STEADY	\$350	UP	\$420	UP	4.3%	STEADY	5.1%	STEADY
NOOSA		\$440	DOWN	\$380	DOWN	\$550	UP*	3.9%	STEADY	4.6%	STEADY
FRASER COAST		\$290	STEADY	\$245	STEADY	\$330	UP	5.0%	STEADY	5.7%	UP*
CAIRNS		\$360	STEADY	\$295	UP	\$370	UP*	4.7%	STEADY	6.4%	STEADY
REGIONAL QLD											
BUNDABERG		\$280	STEADY	\$230	STEADY	\$288	UP	5.8%	STEADY	4.6%	UP
GLADSTONE		\$190	DOWN*	\$150	DOWN	\$190	DOWN*	3.6%	STEADY	N/A	N/A
MACKAY		\$280	STEADY	\$200	STEADY	\$260	DOWN*	4.6%	STEADY	5.7%	UP*
ROCKHAMPTON		\$280	STEADY	\$218	UP	\$300	DOWN*	5.1%	DOWN*	N/A	N/A
TOOWOOMBA		\$300	STEADY	\$245	STEADY	\$320	DOWN*	4.5%	STEADY	4.5%	STEADY
TOWNSVILLE		\$295	DOWN	\$250	STEADY	\$310	UP	4.6%	STEADY	4.7%	STEADY

* change greater than \$20 (rents) or 0.5 pts (yields)

N/A Not available

FOR FULL ON THE MARKET AND RENTAL MARKET STATISTICS BY LOCAL GOVERNMENT AREA, SEE PAGE 52-54

VACANCY RATES		
LGA/REGION	SEP-16	TREND
GREATER BRISBANE		
BRISBANE SD	3.3%	UP
BRISBANE	4.1%	UP
IPSWICH	2.1%	UP
LOGAN	2.0%	DOWN
MORETON BAY	2.2%	UP
REDLAND	2.2%	STEADY
TOURISM CENTRES		
GOLD COAST	1.7%	UP
SUNSHINE COAST SD	1.5%	STEADY
SUNSHINE COAST	1.6%	UP
NOOSA	1.2%	DOWN
FRASER COAST	2.9%	DOWN
CAIRNS	2.5%	UP
REGIONAL QLD		
BUNDABERG	4.5%	DOWN
GLADSTONE	8.9%	DOWN
MACKAY	6.9%	DOWN
ROCKHAMPTON	4.6%	DOWN
TOOWOOMBA	2.3%	STEADY
TOWNSVILLE	7.1%	UP

See page 54 for full vacancy rate data

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GREATER BRISBANE



Affordability is one of the defining features of the Greater Brisbane market, with a median sale price of \$494,000 for houses and \$395,000 for units in the September quarter.

The reduction in the Outer Brisbane sales activity may be indicative of falling demand and this has triggered a contraction in the quarterly house median sale price in Logan of 2.1 per cent and Moreton Bay of 0.7 per cent. Ipswich was the only region recording a house median sale price increase of 1.4 per cent to \$325,000, while Redland's quarterly median sale price remained steady at \$500,000.

The Outer Brisbane unit market performance was weak with all regions reporting a quarterly median sale price reduction. The Ipswich unit median sale price fell by 13.8 per cent, from \$272,500 in June to \$235,000 in September. Logan reported the smallest quarterly unit median sale reduction of 1.6 per cent from \$250,000 to \$246,000.

The rental market in Outer Brisbane remained solid with vacancy rates in the area generally operating in the healthy range over the September quarter.

Despite the weak sales market statistics, Outer Brisbane's prospects remain positive with a number of development projects in the horizon.

The \$1.5 billion expansion of the Amberley Air Force Base near Ipswich will increase the workforce in the region by about 1500 during construction and about 2000 new base staff once construction is completed in 2019.

In light of the estimated population growth in Ipswich, the \$350 million Waterlea Walloon masterplanned community has been announced, designed to meet the housing needs of the new base staff. The project will provide housing for 4500 people and will create about 1500 homes.

The Moreton Bay residential property market is also benefiting from the new rail line extension from Kippa-Ring to Petrie in the Moreton Bay region.

The recently announced Mill at Moreton Bay PDA (Priority Development Area) also supports a sound property market in the region as the PDA is expecting to generate about \$950 million for the Queensland economy and support about 6000 jobs by 2036.

The Transurban proposal for the Logan Motorway Enhancement Project has been approved by the State Government. The \$512 million project will create 1300 jobs during construction and generate around \$1 billion in economic benefits for Queensland.

HOUSE MARKET

The performance of the Outer Brisbane house market improved moderately over the 12 months to September. The annual house median sale price for the 12 months to September 2016 increased by 4.2 per cent in Logan, followed by 3.4 per cent in Redland, 2.8 per cent in

Moreton Bay and 1.1 per cent in Ipswich.

Ipswich and Redland are two of the regions in Queensland receiving Government-led housing incentives for affordable and community housing with about \$9.5 million and \$5.6 million being injected into these regions, respectively. Logan is also the recipient of economic incentives into the housing market with about \$34 million being injected in public housing by the State Government.

Ipswich is the most affordable area in Outer Brisbane and its largest volume of sales sits below \$350,000 over the September quarter. The largest volume of sales in Logan and Moreton Bay is sitting between \$350,000 and \$500,000 while Redland is the most expensive area in Outer Brisbane with the largest volume of sale sitting between \$500,000 and \$750,000.

Median days on market and median vendor discounting improved slightly for the 12 months to August throughout all regions. Logan reported the shortest median days of market in Outer Brisbane (36 days) while the longest median days on market were seen in Ipswich at 44 days.

Median vendor discounting in Outer Brisbane fluctuated between 3.9 per cent and 4.8 per cent with Moreton Bay showing the smallest vendor discounting and Ipswich the largest one.

UNIT MARKET

The unit market showed clear signs of deterioration for September. Specifically, the weak performance of the Outer Brisbane unit market over the September quarter triggered a contraction in the annual median sale price throughout all regions. The annual median sale price in Redland fell by 3.7 per cent, followed by Ipswich which fell by 3.6 per cent and Moreton Bay by 2.6 per cent.

Based on preliminary September data, the annual sales in Redland fell by 305 sales, or 32.7 per cent; in Logan by 445 sales, or 28.8 per cent; in Moreton Bay by 510 sales or 21.1 per cent; and in Ipswich by 84 sales or 15.8 per cent. This may be an early sign of a contraction in demand.

The largest volume of sales in Ipswich and Logan was reported in transactions below \$250,000 for the September quarter. Moreton Bay and Redland reported the largest volume of sales in transactions between \$250,000 and \$350,000 for the same period. The level of activity for the unit market in Ipswich and Redland was very limited, reporting only 69 sales and 89 sales, respectively over the September quarter.

Similarly, Moreton Bay remained the region with the lowest median vendor discounting for units at about 3.8 per cent for the 12 months to August. On the other hand, Ipswich reported the largest median vendor discounting of 5.2 per cent for a similar period.

UNIT MARKET (CONT'D)

Ipswich also reported the largest median days on market in Outer Brisbane of nearly three months compared to the shortest median days on market in Redland and Logan of about two months.

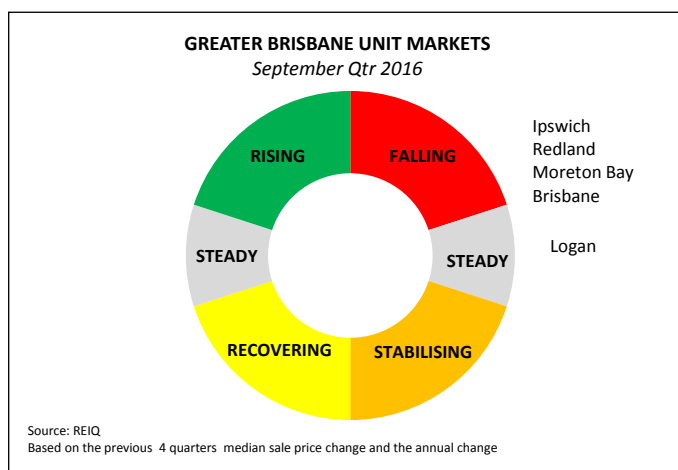
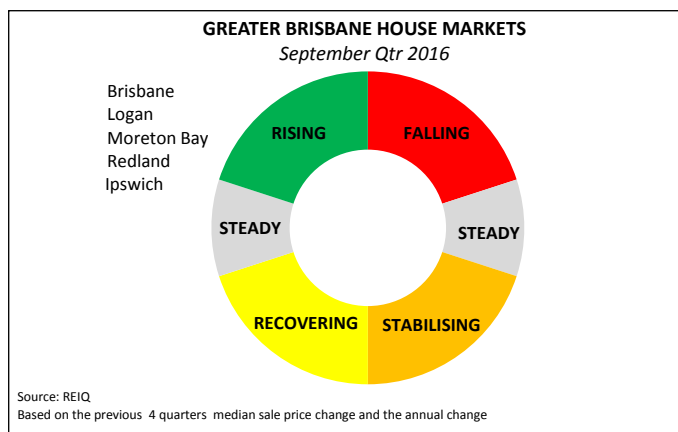
RENTAL MARKET

Greater Brisbane's vacancy rate remained in the healthy range of 3.3 per cent due to a high demand for rental properties in Outer Brisbane.

Signs of increasing demand in Logan are becoming evident. Vacancy rates are reducing (from 2.8 per cent in June to 2 per cent in September), properties are generally taking one to two weeks to rent and the weekly median rent for two-bedroom units and three-bedroom townhouses increased slightly over the quarter, reaching \$275 and \$340, respectively.

Despite the increase in the vacancy rate in Ipswich, it still operates in the tight range with vacancy rates sitting at 2.1 per cent. Local agents in the Ipswich region are noting an increase in supply of rental properties in some areas with the weekly median rent for two-bedroom units and three-bedroom townhouses dropping slightly over the September quarter.

The rental market in Moreton Bay and Redland has been stable over the September quarter. Median weekly rent was generally steady for three-bedroom houses, three-bedroom townhouses and two-bedroom units over the quarter. Vacancy rates in both regions sat at the tight range of 2.2 per cent.



SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
BRISBANE (SD)	5813	\$494,000	-1.2%	\$495,000	3.1%	12.5%	\$440,000
BRISBANE (SD) ^	429	\$605,000	-2.4%	\$610,000	3.4%	9.9%	\$555,000
IPSWICH (LGA)	636	\$325,000	1.4%	\$324,000	1.1%	3.7%	\$312,500
IPSWICH (LGA) ^	36	\$462,500	-15.9%	\$510,000	6.3%	5.2%	\$485,000
AUGUSTINE HEIGHTS	24	\$530,000	17.8%	\$517,500	3.0%	13.2%	\$457,250
BELLBIRD PARK	11	N/A	N/A	\$332,500	0.8%	7.3%	\$310,000
BASIN POCKET	5	N/A	N/A	\$237,750	-3.0%	7.1%	\$222,000
BOOVAL	12	N/A	N/A	\$280,000	0.4%	-1.1%	\$283,250
BRASSALL	45	\$337,500	0.2%	\$329,500	2.3%	-0.5%	\$331,250
BUNDAMBA	23	\$269,000	-11.8%	\$285,000	1.8%	2.9%	\$277,000
CAMIRA	23	\$386,000	1.6%	\$380,000	8.6%	12.9%	\$336,500
COALFALLS	7	N/A	N/A	\$310,000	5.1%	7.6%	\$288,000
COLLINGWOOD PARK	27	\$330,000	3.8%	\$325,000	3.2%	3.2%	\$315,000
DEEBING HEIGHTS	7	N/A	N/A	\$388,500	2.2%	1.6%	\$382,500
EAST IPSWICH	7	N/A	N/A	\$280,000	3.7%	10.9%	\$252,500
EASTERN HEIGHTS	18	N/A	N/A	\$285,000	7.6%	3.3%	\$276,000
FLINDERS VIEW	22	\$333,500	-8.6%	\$355,000	2.4%	3.6%	\$342,500
GAILES	3	N/A	N/A	\$257,500	9.0%	13.4%	\$227,000
GOODNA	32	\$313,750	-0.6%	\$310,000	7.3%	8.0%	\$287,000
IPSWICH	12	N/A	N/A	\$321,500	-2.7%	2.1%	\$315,000
KARALEE ^	6	N/A	N/A	\$551,250	5.5%	10.3%	\$500,000
LEICHHARDT	18	N/A	N/A	\$225,500	2.5%	-2.9%	\$232,250
NEWTOWN	5	N/A	N/A	\$302,750	-6.9%	-5.7%	\$321,000
NORTH BOOVAL	6	N/A	N/A	\$260,000	-5.8%	30.0%	\$200,000
NORTH IPSWICH	24	\$256,000	-6.6%	\$272,000	1.1%	0.7%	\$270,000
ONE MILE	10	N/A	N/A	\$235,000	-4.1%	0.9%	\$233,000
RACEVIEW	30	\$325,000	3.2%	\$315,000	2.6%	5.0%	\$300,000
REDBANK	4	N/A	N/A	\$310,000	5.1%	2.6%	\$302,000
REDBANK PLAINS	55	\$320,000	0.0%	\$320,000	2.4%	9.2%	\$293,000
RIPLEY	2	N/A	N/A	\$342,000	0.9%	4.4%	\$327,500
RIVERVIEW	9	N/A	N/A	\$240,000	5.3%	3.9%	\$231,000
ROSEWOOD	5	N/A	N/A	\$255,000	-7.2%	-6.6%	\$273,000
SADLIERS CROSSING	6	N/A	N/A	\$339,000	5.3%	13.0%	\$300,000
SILKSTONE	14	N/A	N/A	\$295,000	10.1%	14.8%	\$257,000
SPRINGFIELD	22	\$426,000	5.2%	\$408,000	4.6%	12.1%	\$364,000
SPRINGFIELD LAKES	67	\$430,000	0.0%	\$425,000	2.4%	10.4%	\$385,000
WOODEND	2	N/A	N/A	\$313,500	12.0%	4.5%	\$300,000
WULKURAKA	7	N/A	N/A	\$281,000	-5.6%	-12.2%	\$320,000
YAMANTO	16	N/A	N/A	\$353,000	-14.9%	4.1%	\$339,000
LOGAN (LGA)	777	\$372,000	-2.1%	\$375,000	4.2%	7.1%	\$350,000
LOGAN (LGA) ^	143	\$557,500	-1.8%	\$555,000	4.7%	12.3%	\$494,000
BEENLEIGH	35	\$315,500	-3.5%	\$320,000	4.6%	0.0%	\$320,000
BETHANIA	19	N/A	N/A	\$325,000	5.4%	12.1%	\$290,000
BORONIA HEIGHTS	33	\$335,000	-2.9%	\$337,250	7.0%	16.3%	\$290,000
BROWNS PLAINS	22	\$333,000	-4.5%	\$325,500	1.7%	10.3%	\$295,000
CEDAR GROVE ^	7	N/A	N/A	\$448,000	6.7%	21.4%	\$369,000
CEDAR VALE ^	10	N/A	N/A	\$453,500	-1.6%	8.0%	\$420,000
CHAMBERS FLAT ^	1	N/A	N/A	\$575,000	8.5%	25.7%	\$457,500
CORNUBIA ^	7	N/A	N/A	\$767,500	3.0%	43.5%	\$535,000
CORNUBIA	21	\$585,000	16.4%	\$516,000	4.2%	12.2%	\$460,000
CRESTMead	58	\$315,000	-3.5%	\$320,000	5.3%	10.3%	\$290,000
DAISY HILL	23	\$472,500	-2.2%	\$467,500	3.9%	10.0%	\$425,000
EAGLEBY	31	\$285,000	-5.8%	\$290,000	7.4%	8.6%	\$267,000
EDENS LANDING	15	N/A	N/A	\$358,000	6.7%	5.0%	\$341,000
FORESTDALE ^	5	N/A	N/A	\$742,500	1.7%	18.8%	\$625,000
GREENBANK ^	14	N/A	N/A	\$565,000	6.6%	6.6%	\$530,000
HERITAGE PARK	17	N/A	N/A	\$437,000	5.8%	13.4%	\$385,500
HILLCREST	21	\$360,500	6.0%	\$360,000	7.5%	8.3%	\$332,500
HOLMVIEW	7	N/A	N/A	\$357,500	-1.9%	13.1%	\$316,000
JIMBOOMBA	11	N/A	N/A	\$396,750	4.3%	2.0%	\$389,000
JIMBOOMBA ^	29	\$505,000	1.2%	\$497,000	6.9%	10.4%	\$450,000
KINGSTON	32	\$310,000	0.8%	\$309,500	8.4%	19.3%	\$259,500
LOGAN CENTRAL	19	N/A	N/A	\$312,000	7.6%	20.9%	\$258,000
LOGAN RESERVE	7	N/A	N/A	\$368,100	-2.4%	11.2%	\$331,000
LOGAN VILLAGE ^	8	N/A	N/A	\$532,000	7.4%	20.9%	\$440,000
LOGANHOLME	22	\$382,250	-3.2%	\$393,000	2.1%	12.3%	\$350,000
LOGANLEA	15	N/A	N/A	\$350,000	3.2%	16.7%	\$300,000

SALES MARKET - HOUSES (CONT'D)							
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
MARSDEN	48	\$370,000	7.6%	\$356,000	6.3%	7.9%	\$330,000
MEADOWBROOK	11	N/A	N/A	\$409,500	5.5%	10.4%	\$371,000
MOUNT WARREN PARK	15	N/A	N/A	\$380,000	13.1%	9.2%	\$348,000
MUNRUBEN ^	5	N/A	N/A	\$560,000	7.7%	9.5%	\$511,500
NEW BEITH ^	13	N/A	N/A	\$572,500	3.9%	10.1%	\$520,000
REGENTS PARK	40	\$395,500	-4.7%	\$390,000	8.3%	7.7%	\$362,000
ROCHEDALE SOUTH	45	\$473,500	0.9%	\$480,000	5.5%	20.0%	\$400,000
SHAILER PARK	36	\$540,500	9.5%	\$519,000	1.8%	10.7%	\$469,000
SLACKS CREEK	22	\$327,500	0.8%	\$325,000	3.2%	16.1%	\$280,000
SPRINGWOOD	25	\$500,000	5.3%	\$480,000	6.7%	17.1%	\$410,000
TANAH MERAH	13	N/A	N/A	\$395,000	-4.8%	1.9%	\$387,500
UNDERWOOD	17	N/A	N/A	\$511,000	2.2%	15.7%	\$441,500
WATERFORD	26	\$409,000	-7.3%	\$426,000	8.7%	9.2%	\$390,000
WATERFORD WEST	17	N/A	N/A	\$335,000	7.0%	8.1%	\$310,000
WINDAROO	4	N/A	N/A	\$424,500	0.5%	11.0%	\$382,500
WOODRIDGE	26	\$285,000	-3.4%	\$300,000	6.4%	15.6%	\$259,500
YARRABILBA	15	N/A	N/A	\$399,500	4.6%	N/A	N/A
MORETON BAY (LGA)	1180	\$412,000	-0.7%	\$416,500	2.8%	9.6%	\$380,000
MORETON BAY (LGA) ^	159	\$617,500	0.7%	\$613,000	2.2%	9.5%	\$560,000
ALBANY CREEK	50	\$552,500	-4.7%	\$565,000	4.2%	17.7%	\$480,000
ARANA HILLS	25	\$498,500	-6.9%	\$517,500	3.5%	21.8%	\$425,000
BANKSIA BEACH	23	\$509,500	-6.0%	\$520,000	2.5%	11.2%	\$467,500
BEACHMERE	15	N/A	N/A	\$315,000	-1.6%	-6.0%	\$335,000
BELLARA	17	N/A	N/A	\$324,250	-1.0%	1.7%	\$318,750
BELLMERE	18	N/A	N/A	\$342,625	1.7%	1.5%	\$337,500
BONGAREE	20	\$395,000	2.6%	\$400,000	0.6%	3.9%	\$385,000
BRAY PARK	37	\$396,500	-2.1%	\$398,250	4.2%	12.2%	\$355,000
BUNYA ^	4	N/A	N/A	\$840,000	7.5%	3.1%	\$815,000
BURPENGARY	23	\$379,950	3.4%	\$383,500	-0.1%	12.5%	\$341,000
BURPENGARY ^	14	N/A	N/A	\$574,000	4.4%	10.7%	\$518,500
BURPENGARY EAST	6	N/A	N/A	\$439,000	6.6%	-27.7%	\$607,000
BURPENGARY EAST ^	10	N/A	N/A	\$591,000	10.9%	13.8%	\$519,250
CABOOLTURE	58	\$323,000	-0.2%	\$323,500	9.7%	9.7%	\$295,000
CABOOLTURE ^	15	N/A	N/A	\$515,000	2.5%	9.6%	\$470,000
CABOOLTURE SOUTH	29	\$290,000	-0.9%	\$290,000	9.0%	4.5%	\$277,500
CASHMERE	8	N/A	N/A	\$590,500	-11.2%	6.7%	\$553,500
CLONTARF	25	\$400,000	-4.4%	\$411,000	4.1%	19.8%	\$343,000
DAKABIN	14	N/A	N/A	\$450,115	0.0%	15.1%	\$391,200
DECEPTION BAY	70	\$345,000	4.9%	\$331,750	3.7%	10.6%	\$300,000
EATONS HILL	18	N/A	N/A	\$564,500	4.5%	7.4%	\$525,750
ELIMBAH ^	10	N/A	N/A	\$535,500	5.8%	14.4%	\$468,050
EVERTON HILLS	23	\$530,000	2.8%	\$525,000	1.7%	11.7%	\$470,000
FERNY HILLS	21	\$539,500	3.0%	\$515,000	5.1%	20.3%	\$428,000
GRIFFIN	27	\$455,000	1.1%	\$450,000	2.7%	11.1%	\$405,000
JOYNER	13	N/A	N/A	\$480,000	-11.1%	0.0%	\$480,000
KALLANGUR	76	\$372,250	1.7%	\$365,000	2.5%	7.7%	\$339,000
KIPPA-RING	35	\$411,500	-3.0%	\$410,000	9.3%	17.1%	\$350,000
LAWNTON	8	N/A	N/A	\$376,000	4.4%	16.9%	\$321,508
MANGO HILL	22	\$435,500	-9.0%	\$473,500	3.4%	10.1%	\$430,000
MARGATE	38	\$440,000	12.8%	\$407,000	-1.2%	22.4%	\$332,500
MORAYFIELD	69	\$344,000	1.2%	\$340,000	3.1%	7.9%	\$315,000
MORAYFIELD ^	12	N/A	N/A	\$563,000	2.4%	10.4%	\$510,000
MURRUMBA DOWNS	28	\$512,500	13.3%	\$475,000	0.0%	13.6%	\$418,000
NARANGBA	59	\$410,000	-6.0%	\$437,000	-0.7%	7.6%	\$406,250
NARANGBA ^	4	N/A	N/A	\$657,000	-5.1%	24.5%	\$527,500
NEWPORT	14	N/A	N/A	\$914,000	15.0%	20.9%	\$756,000
NINGI	6	N/A	N/A	\$380,000	4.3%	31.7%	\$288,500
NINGI ^	6	N/A	N/A	\$520,000	0.1%	18.2%	\$440,000
NORTH LAKES	76	\$455,000	-3.2%	\$466,500	3.1%	6.3%	\$439,000
PETRIE	23	\$382,500	-10.0%	\$410,000	4.3%	15.2%	\$356,000
REDCLIFFE	28	\$385,000	-9.4%	\$419,000	8.8%	18.9%	\$352,250
ROTHWELL	11	N/A	N/A	\$406,000	2.3%	10.5%	\$367,500
SAMFORD VALLEY ^	9	N/A	N/A	\$887,000	1.8%	12.3%	\$790,000
SANDSTONE POINT	16	N/A	N/A	\$410,000	6.5%	10.8%	\$370,000
SCARBOROUGH	27	\$471,000	-13.0%	\$507,250	9.1%	24.5%	\$407,500
STRATHPINE	24	\$380,000	-1.3%	\$378,500	6.6%	13.8%	\$332,500
TOORBUL	2	N/A	N/A	\$312,500	13.6%	-12.0%	\$355,000
UPPER CABOOLTURE	4	N/A	N/A	\$347,500	3.7%	12.6%	\$308,500

SALES MARKET - HOUSES (CONT'D)							
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
UPPER CABOOLTURE ^	4	N/A	N/A	\$548,000	2.4%	16.6%	\$470,000
WAMURAN ^	1	N/A	N/A	\$573,000	5.0%	8.1%	\$530,000
WARNER	29	\$475,000	-5.0%	\$495,000	2.1%	7.6%	\$460,000
WARNER ^	3	N/A	N/A	\$844,000	10.0%	24.1%	\$680,000
WOODY POINT	19	N/A	N/A	\$448,500	1.9%	18.8%	\$377,500
REDLAND (LGA)	508	\$500,000	0.0%	\$499,000	3.4%	11.6%	\$447,000
REDLAND (LGA) ^	18	N/A	N/A	\$867,500	1.5%	15.7%	\$750,000
ALEXANDRA HILLS	52	\$466,425	10.5%	\$440,000	4.8%	12.8%	\$390,000
BIRKDALE	50	\$536,750	-3.3%	\$530,000	6.0%	17.8%	\$450,000
CAPALABA	38	\$450,000	0.0%	\$446,000	2.5%	12.8%	\$395,500
CAPALABA ^	4	N/A	N/A	\$895,000	7.8%	19.3%	\$750,000
CLEVELAND	51	\$585,000	1.8%	\$577,000	3.0%	18.0%	\$489,000
MACLEAY ISLAND	29	\$212,000	-11.7%	\$223,500	-2.8%	-7.8%	\$242,500
MOUNT COTTON	21	\$552,000	9.2%	\$490,000	2.1%	5.3%	\$465,500
ORMISTON	11	N/A	N/A	\$597,500	-8.6%	13.3%	\$527,500
REDLAND BAY	68	\$508,000	-2.3%	\$524,000	2.8%	11.3%	\$471,000
RUSSELL ISLAND	16	N/A	N/A	\$186,000	9.4%	-12.9%	\$213,500
THORNESIDE	9	N/A	N/A	\$533,500	10.0%	18.6%	\$450,000
THORNLANDS	56	\$560,000	-6.7%	\$557,000	3.2%	5.3%	\$529,000
THORNLANDS ^	4	N/A	N/A	\$962,500	8.8%	19.9%	\$802,500
VICTORIA POINT	41	\$518,000	2.6%	\$520,000	5.4%	11.8%	\$465,000
WELLINGTON POINT	45	\$607,500	1.3%	\$592,500	4.4%	13.9%	\$520,000
SURROUNDS							
LOCKYER VALLEY (LGA)	38	\$255,000	10.9%	\$247,000	0.4%	-1.5%	\$250,750
LOCKYER VALLEY (LGA) ^	62	\$355,000	-3.4%	\$360,000	1.4%	5.1%	\$342,500
GATTON	16	N/A	N/A	\$259,000	0.8%	-9.9%	\$287,500
KENSINGTON GROVE ^	8	N/A	N/A	\$390,000	6.9%	23.8%	\$315,000
LAIDLEY	12	N/A	N/A	\$235,000	9.3%	1.3%	\$232,000
LAIDLEY HEIGHTS ^	5	N/A	N/A	\$324,500	11.1%	-1.7%	\$330,000
REGENCY DOWNS ^	8	N/A	N/A	\$315,000	5.0%	-2.3%	\$322,500
SOMERSET (LGA)	40	\$256,500	11.5%	\$239,750	-3.5%	-4.1%	\$250,000
SOMERSET (LGA) ^	26	\$350,000	1.5%	\$355,000	-4.1%	1.4%	\$350,000
FERNVALE	8	N/A	N/A	\$333,000	-0.8%	0.9%	\$330,000
KILCOY	9	N/A	N/A	\$220,000	-3.1%	-13.7%	\$255,000
LOWOOD	11	N/A	N/A	\$237,500	-5.0%	3.3%	\$230,000



Ipswich and Redland are two of the regions in Queensland receiving Government-led housing incentives for affordable and community housing with about \$9.5 million and \$5.6 million being injected into these regions, respectively. Logan is also the recipient of economic incentives into the housing market with about \$34 million being injected in public housing by the State Government.

SALES MARKET - UNITS & TOWNHOUSES

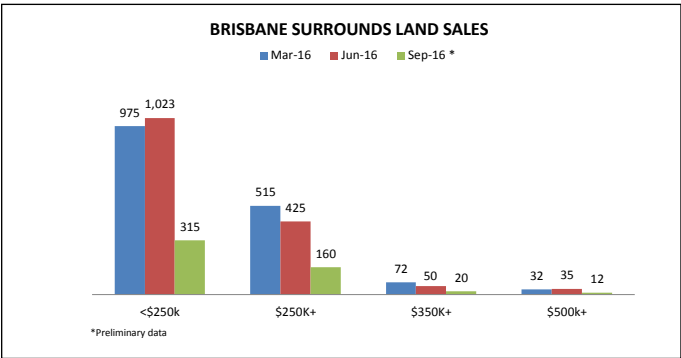
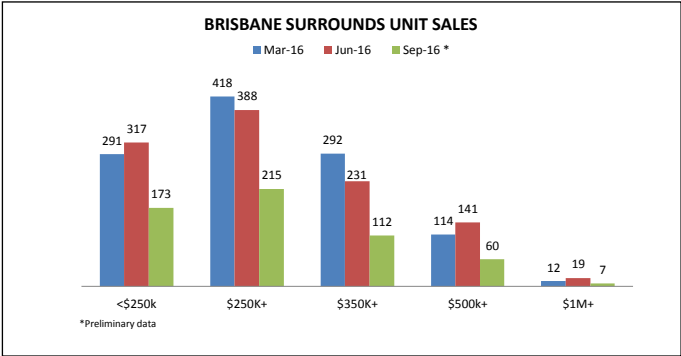
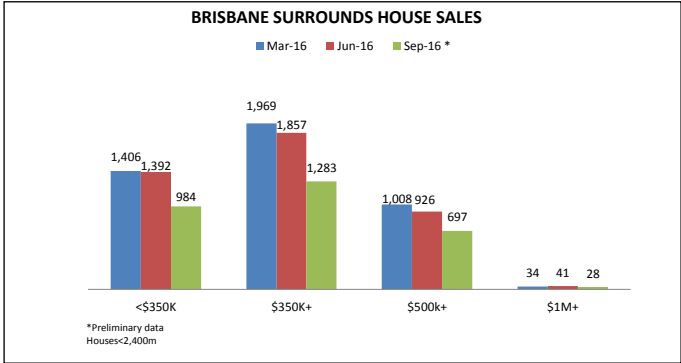
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
BRISBANE (SD)	2102	\$395,000	-1.3%	\$402,000	-2.0%	5.8%	\$380,000
IPSWICH (LGA)	70	\$235,000	-13.8%	\$295,000	-3.6%	4.8%	\$281,500
BRASSALL	5	N/A	N/A	\$263,000	5.2%	-7.7%	\$285,000
BROOKWATER	13	N/A	N/A	\$535,000	42.7%	64.6%	\$325,000
BUNDAMBA	8	N/A	N/A	\$306,900	0.3%	15.8%	\$265,000
GOODNA	4	N/A	N/A	\$238,000	-8.1%	-12.5%	\$272,000
REDBANK PLAINS	6	N/A	N/A	\$263,750	16.2%	-6.5%	\$282,000
SPRINGFIELD LAKES	0	N/A	N/A	\$386,900	0.8%	24.8%	\$310,000
LOGAN (LGA)	177	\$246,000	-1.6%	\$250,000	0.0%	-15.9%	\$297,250
BEENLEIGH	8	N/A	N/A	\$220,000	15.5%	-5.2%	\$232,000
BORONIA HEIGHTS	1	N/A	N/A	\$250,000	-9.1%	-7.1%	\$269,000
DAISY HILL	5	N/A	N/A	\$315,000	0.0%	-0.8%	\$317,500
EAGLEBY	18	N/A	N/A	\$240,000	14.3%	-25.0%	\$320,000
EDENS LANDING	4	N/A	N/A	\$221,000	5.2%	-1.8%	\$225,000
HILLCREST	4	N/A	N/A	\$229,000	0.0%	-31.2%	\$333,000
KINGSTON	8	N/A	N/A	\$250,000	-10.7%	-29.6%	\$354,990
LOGAN CENTRAL	2	N/A	N/A	\$191,000	2.7%	0.5%	\$190,000
MARSDEN	9	N/A	N/A	\$302,500	-8.3%	-6.5%	\$323,500
MEADOWBROOK	5	N/A	N/A	\$257,750	1.0%	4.4%	\$247,000
MOUNT WARREN PARK	8	N/A	N/A	\$205,000	-4.7%	-2.8%	\$211,000
ROCHEDALE SOUTH	6	N/A	N/A	\$295,500	7.7%	9.2%	\$270,500
SHAILER PARK	10	N/A	N/A	\$288,000	4.7%	-6.8%	\$309,000
SLACKS CREEK	7	N/A	N/A	\$216,750	0.8%	-7.6%	\$234,500
SPRINGWOOD	9	N/A	N/A	\$280,000	2.7%	0.7%	\$278,000
UNDERWOOD	4	N/A	N/A	\$335,500	-8.8%	-12.7%	\$384,500
WATERFORD WEST	4	N/A	N/A	\$214,500	4.6%	2.1%	\$210,000
WOODRIDGE	26	\$204,750	2.4%	\$201,000	5.8%	3.1%	\$195,000
MORETON BAY (LGA)	253	\$312,000	-8.0%	\$340,000	-2.6%	3.0%	\$330,000
ALBANY CREEK	6	N/A	N/A	\$426,000	2.2%	16.2%	\$366,500
BELLARA	7	N/A	N/A	\$288,500	23.8%	153.7%	\$113,727
BONGAREE	18	N/A	N/A	\$300,000	-3.2%	-0.8%	\$302,500
BRENDALE	18	N/A	N/A	\$265,000	-1.9%	3.9%	\$255,000
BURPENGARY	5	N/A	N/A	\$230,000	-28.5%	-16.4%	\$275,000
CABOOLTURE	20	\$201,000	-17.1%	\$206,000	7.3%	-12.3%	\$235,000
CLONTARF	6	N/A	N/A	\$335,000	-14.1%	17.3%	\$285,500
DECEPTION BAY	5	N/A	N/A	\$240,000	0.0%	-12.7%	\$275,000
KALLANGUR	15	N/A	N/A	\$307,000	-4.8%	-5.2%	\$323,750
KIPPA-RING	10	N/A	N/A	\$290,000	4.5%	-14.9%	\$340,950
LAWNTON	8	N/A	N/A	\$241,000	6.9%	-6.8%	\$258,500
MANGO HILL	3	N/A	N/A	\$356,250	-2.4%	-3.6%	\$369,500
MARGATE	9	N/A	N/A	\$392,250	9.0%	12.1%	\$350,000
MORAYFIELD	11	N/A	N/A	\$274,750	-0.1%	-14.1%	\$320,000
MURRUMBA DOWNS	8	N/A	N/A	\$322,000	-5.3%	-7.2%	\$347,000
NORTH LAKES	11	N/A	N/A	\$374,400	1.5%	6.4%	\$352,000
PETRIE	0	N/A	N/A	\$327,000	-2.4%	-7.5%	\$353,500
REDCLIFFE	19	N/A	N/A	\$360,000	-3.3%	-8.9%	\$395,000
SCARBOROUGH	19	N/A	N/A	\$480,000	10.3%	31.5%	\$365,000
STRATHPINE	4	N/A	N/A	\$262,000	-0.4%	2.7%	\$255,000
WOODY POINT	10	N/A	N/A	\$528,000	45.7%	85.3%	\$285,000
WOORIM	0	N/A	N/A	\$317,500	-9.9%	7.6%	\$295,000
REDLAND (LGA)	91	\$365,000	-6.2%	\$380,000	-3.7%	8.6%	\$350,000
BIRKDALE	6	N/A	N/A	\$406,000	6.1%	31.5%	\$308,750
CAPALABA	17	N/A	N/A	\$376,000	-1.7%	28.1%	\$293,500
CLEVELAND	20	\$393,500	-9.5%	\$388,613	-7.5%	0.6%	\$386,250
ORMISTON	9	N/A	N/A	\$390,000	4.8%	11.4%	\$350,000
THORNESIDE	9	N/A	N/A	\$303,250	-5.8%	2.8%	\$295,000
THORNLANDS	2	N/A	N/A	\$150,000	-62.0%	-66.7%	\$450,000
VICTORIA POINT	6	N/A	N/A	\$360,000	-0.6%	7.1%	\$336,250
WELLINGTON POINT	9	N/A	N/A	\$428,500	-6.2%	16.6%	\$367,500

SALES MARKET - VACANT LAND

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
BRISBANE (SD)	561	\$230,000	2.2%	\$225,000	2.3%	7.1%	\$210,000
BRISBANE (SD) ^	70	\$285,000	1.8%	\$280,000	1.8%	0.0%	\$280,000
IPSWICH (LGA)	94	\$184,826	-1.4%	\$185,000	1.7%	2.8%	\$180,000
IPSWICH (LGA) ^	6	N/A	N/A	\$243,000	-3.2%	8.1%	\$224,750
BELLBIRD PARK	14	N/A	N/A	\$218,000	-1.5%	-3.1%	\$225,000
BRASSALL	6	N/A	N/A	\$185,000	1.7%	1.5%	\$182,250
DEEBING HEIGHTS	2	N/A	N/A	\$186,400	2.7%	5.9%	\$176,000
KARALEE ^	1	N/A	N/A	\$270,000	-3.6%	8.0%	\$249,950
LEICHHARDT	2	N/A	N/A	\$149,900	0.6%	-15.3%	\$177,000
REDBANK PLAINS	20	\$174,700	8.9%	\$167,000	5.8%	-2.7%	\$171,700
SPRINGFIELD LAKES	7	N/A	N/A	\$217,000	5.3%	16.0%	\$187,000
LOGAN (LGA)	69	\$216,100	8.6%	\$198,878	9.9%	-4.8%	\$209,000
LOGAN (LGA) ^	36	\$284,500	1.4%	\$285,000	7.5%	16.3%	\$245,000
BUCCAN ^	10	N/A	N/A	\$305,000	5.2%	-5.4%	\$322,500
CORNUBIA	2	N/A	N/A	\$370,000	3.5%	76.2%	\$210,000
CRESTMead	6	N/A	N/A	\$215,000	2.4%	4.9%	\$205,000
HOLMVIEW	13	N/A	N/A	\$205,350	14.4%	-4.4%	\$214,900
JIMBOOMBA	1	N/A	N/A	\$174,300	7.6%	-4.2%	\$182,000
JIMBOOMBA ^	3	N/A	N/A	\$275,000	7.8%	25.0%	\$220,000
LOGAN VILLAGE	1	N/A	N/A	\$275,000	9.1%	12.2%	\$245,000
LOGANLEA	2	N/A	N/A	\$215,000	6.4%	6.2%	\$202,500
MARSDEN	0	N/A	N/A	\$215,000	3.1%	8.6%	\$198,000
NEW BEITH ^	7	N/A	N/A	\$289,000	-1.7%	13.8%	\$254,000
WATERFORD	1	N/A	N/A	\$203,750	7.2%	4.4%	\$195,250
YARRABILBA	15	N/A	N/A	\$179,250	7.0%	N/A	N/A
MORETON BAY (LGA)	143	\$253,000	1.2%	\$248,000	7.8%	22.8%	\$202,000
MORETON BAY (LGA) ^	21	\$285,000	1.8%	\$275,000	-5.2%	-20.9%	\$347,500
BANKSIA BEACH	4	N/A	N/A	\$382,000	-5.5%	-17.8%	\$465,000
BURPENGARY	3	N/A	N/A	\$240,750	9.9%	14.6%	\$210,000
CABOOLTURE	4	N/A	N/A	\$187,000	1.1%	-1.6%	\$190,000
CABOOLTURE ^	8	N/A	N/A	\$275,000	3.8%	-23.6%	\$360,000
DAKABIN	0	N/A	N/A	\$225,000	0.0%	15.4%	\$195,000
GRIFFIN	20	\$264,500	3.7%	\$255,000	4.1%	19.4%	\$213,500
KALLANGUR	5	N/A	N/A	\$232,000	-0.4%	17.5%	\$197,500
MANGO HILL	40	\$260,000	1.6%	\$256,000	0.4%	-3.4%	\$265,000
MORAYFIELD	4	N/A	N/A	\$192,400	5.7%	-0.8%	\$194,000
NARANGBA	7	N/A	N/A	\$215,000	2.2%	4.6%	\$205,500
NORTH LAKES	6	N/A	N/A	\$285,000	9.6%	37.8%	\$206,750
WARNER	0	N/A	N/A	\$267,125	10.1%	16.1%	\$230,000
REDLAND (LGA)	137	N/D	N/D	\$59,750	-76.1%	-74.8%	\$237,500
BIRKDALE	0	N/A	N/A	\$325,000	5.2%	13.0%	\$287,500
MACLEAY ISLAND	10	N/A	N/A	\$28,000	-15.2%	-44.6%	\$50,500
MOUNT COTTON	0	N/A	N/A	\$257,000	-3.0%	-0.6%	\$258,500
REDLAND BAY	18	N/A	N/A	\$295,000	1.7%	5.5%	\$279,500
RUSSELL ISLAND	79	\$20,900	4.5%	\$20,000	11.1%	-33.3%	\$30,000
THORNLANDS	16	N/A	N/A	\$320,500	8.6%	12.5%	\$285,000
WELLINGTON POINT	1	N/A	N/A	\$420,000	11.6%	30.6%	\$321,500
SURROUNDS							
LOCKYER VALLEY (LGA)	13	N/A	N/A	\$125,000	19.1%	-3.1%	\$129,000
LOCKYER VALLEY (LGA) ^	11	N/A	N/A	\$145,000	7.4%	16.5%	\$124,500
KENSINGTON GROVE ^	3	N/A	N/A	\$159,000	6.0%	9.7%	\$145,000
SOMERSET (LGA)	8	N/A	N/A	\$136,000	-5.9%	5.4%	\$129,000
FERNVALE	3	N/A	N/A	\$155,000	2.7%	7.3%	\$144,500

RENTAL MARKET - 3 BED HOUSES					
POST	LOCALITY ¹	SEP-16		SEP-15	
CODE		\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
	IPSWICH CITY	\$300	769	\$300	805
4300	GOODNA/ BELLBIRD PK/ CAMIRA/ SPRINGFIELD	\$350	183	\$350	187
4301	REDBANK/ REDBANK PLNS/ COLLINGWOOD PK	\$310	126	\$310	108
4303	DINMORE/ RIVERVIEW	\$280	22	\$280	32
4304	BOOVAL/ BLACKSTONE/ BUNDAMBA/ EBBW VALE/ SILKSTONE	\$295	92	\$285	97
4305	IPSWICH/ BRASSALL/ BREMER/ CHURCHILL/ FLINDERS VIEW/ LEICHARDT/ RACEVIEW/ TIVOL/ YAMANTO	\$290	265	\$290	280
4306	AMBERLEY/ FERNVALE/ KARANA DOWNS/ MT CROSBY/ PEAK CROSSING/ SWANBANK/ WILLOWBANK	\$310	50	\$320	66
4340	ROSEWOOD/ ASHWELL/ CALVERT/ EBENEZER/ GRANDCHESTER/ MOORANG/ MT FORBES/ ROSEVALE	\$298	30	\$290	28
	LOGAN CITY	\$350	1003	\$350	991
4114	KINGSTON/ LOGAN CITY/ TRINDER PK/ WOODRIDGE	\$320	198	\$320	186
4118	BROWNS PLAINS/ BROWNSLEIGH/ FORESTDALE/ HERITAGE PK/ HILLCREST/ REGENTS PK	\$350	91	\$340	93
4119	UNDERWOOD	\$398	12	\$375	11
4123	PRIESTS GULLY/ ROCHEDALE	\$385	64	\$395	46
4124	BORONIA HTS/ GREENBANK/ NEW BEITH	\$345	38	\$340	40
4125	MUNRUBEN/ PARK RIDGE	\$460	7	\$460	9
4127	CHATSWOOD HILLS/ DAISY HILL/ PREISTDALE/ SLACKS CK/ SPRINGWOOD	\$360	84	\$370	104
4128	KIMBERLEY PK/ LOGAN HYPERDOME/ SHAILER PK/ TANAH MERAH	\$400	27	\$400	41
4129	LOGANDALE/ LOGANHOLME	\$370	19	\$375	26
4130	CARBROOK/ CORNUBIA	\$380	11	\$390	10
4131	LOGANLEA/ MEADOWBROOK	\$350	37	\$350	36
4132	CRESTMead/ MARSDEN	\$340	114	\$340	106
4133	CHAMBERS FLAT/ LOGAN RESERVE/ WATERFORD	\$360	46	\$360	50
4205	BETHANIA	\$340	28	\$330	25
4207	BEENLEIGH/EAGLBY/MT WARREN PK	\$350	201	\$340	176
	MORETON BAY REGIONAL	\$350	1047	\$350	1087
	REDCLIFFE REGION	\$370	233	\$365	202
4019	CLONTARF/ HUMPYBONG/ MARGATE/ SCOTTS PT/ WOODY PT	\$370	95	\$365	73
4020	REDCLIFFE/ SCARBOROUGH/ NEWPORT WATERS/ SUTTONS BCH	\$370	88	\$370	82
4021	KIPPA-RING	\$375	33	\$355	28
4022	ROTHWELL	\$330	17	\$335	19
	PINE RIVERS REGION	\$380	391	\$375	414
4035	ALBANY CK/ BRIDGEMAN DOWNS/ CASHS CROSSING	\$440	23	\$410	29
4037	EATONS HILL	\$405	6	N.A.	3
4055	BUNYA/ FERNY GROVE/ FERNY HILLS/ KEDRON UPPER	\$433	34	\$400	39
4500	BRAY PK/ BRENDALE/ CASHMERE/ CLEAR MOUNTAIN/ JOYNER/ STRATHPINE/ WARNER	\$365	74	\$360	68
4501	LAWNTON	\$363	16	\$340	19
4502	FRENCHS FOREST/ PETRIE	\$365	27	\$360	20
4503	DAKABIN/ DOHLES ROCKS/ GRIFFIN/ KALLANGUR/ KURWONGBAH	\$360	120	\$355	106
4509	MANGO HILL	\$390	78	\$380	102
4520	CAMP MOUNTAIN/ CEDAR CK/ MT GLORIOUS/ MT NEBO/ MT SAMSON/ SAMFORD/ YUGAR	\$550	7	\$435	14
4521	DAYBORO/ MT MEE/ MT PLEASANT/ OCEAN VIEW/ RUSH CK	\$373	6	\$370	14
	CABOOLTURE REGION	\$320	423	\$315	471
4504	NARANGBA	\$365	19	\$360	32
4505	BURPENGARY	\$365	18	\$340	29
4506	MORAYFIELD/ MOORINA	\$310	57	\$305	66
4507	BANKSIA BEACH/ BELLARA/ BONGAREE/ BRIBIE IS/ WOORIM	\$350	51	\$350	41
4508	DECEPTION BAY	\$320	76	\$320	92
4510	CABOOLTURE/ BEACHMERE/ DONNYBROOK/ BALINGOOL/ BELLMERE/ MELEDALE/ MOODLJ/ ROCKSBERG/ TOORBUL	\$303	160	\$300	173

RENTAL MARKET - 3 BED HOUSES (CONT'D)					
POST	LOCALITY ¹	SEP-16		SEP-15	
CODE		\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
4511	GODWIN BEACH/ NINGI/ SANDSTONE PT/ TOORBUL PT	\$325	15	\$345	23
	REDLAND CITY	\$393	332	\$390	343
4157	CAPALABA/ SHELDON	\$400	37	\$395	22
4158	THORNSIDE	\$400	15	\$385	14
4159	BIRKDALE/ AQUATIC PARADISE/ MERIDIAN PT	\$430	23	\$395	23
4160	ORMISTON/ WELLINGTON PT/ EROBIN	\$410	25	\$420	31
4161	ALEXANDRA HILLS/ BURWOOD HTS	\$400	55	\$400	43
4163	CLEVELAND/ RABY BAY	\$413	36	\$415	39
4164	THORNLANDS/ PINKLANDS	\$400	11	\$410	20
4165	MT COTTON/ PT HALLORAN/ PT TALBURPIN/ REDLAND BAY/ VICTORIA PT	\$395	55	\$410	59
4184	COOCHIEMUDLO IS/ KARRAGARRA IS/ LAMB IS/ MACLEAY IS/ PEEL IS/ RUSSELL IS	\$250	72	\$250	85
	LOCKYER VALLEY REGIONAL	\$288	90	\$280	103
4341	BLENHEIM	\$285	42	\$280	49
4342	CROWLEY VALE	\$308	10	\$280	10
4343	ADARE	\$285	31	\$280	38
	SOMERSET REGIONAL	\$280	45	\$275	67
4311	ATKINSONS DAM	\$280	19	\$265	28
4312	BRYDEN	\$280	9	\$280	7
4313	BIARRA	\$268	6	\$230	17
4515	GLENFERN	\$300	11	\$310	15



RENTAL MARKET - 2 BED UNITS					
POST		SEP-16		SEP-15	
CODE	LOCALITY ¹	\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
	IPSWICH CITY	\$260	171	\$255	183
4300	GOODNA/ BELLBIRD PK/ CAMIRA/ SPRINGFIELD	\$280	35	\$260	39
4301	REDBANK/ REDBANK PLNS/ COLLINGWOOD PK	\$265	21	\$265	18
4304	BOOVAL/ BLACKSTONE/ BUNDAMBA/ EBBW VALE/ SILKSTONE	\$253	20	\$250	30
4305	IPSWICH/ BRASSALL/ BREMER/ CHURCHILL/ FLINDERS VIEW/ LEICHADE/ RACEVIEW/ TIVOLI/ YAMANTO ETC	\$260	84	\$250	91
4306	AMBERLEY/ FERNVALE/ KARANA DOWNS/ MT CROSBY/ PEAK CROSSING/ SWANBANK/ WILLOWBANK ETC	\$270	9	\$265	5
	LOGAN CITY	\$275	267	\$270	216
4114	KINGSTON/ LOGAN CITY/ TRINDER PK/ WOODRIDGE	\$260	76	\$265	76
4127	CHATSWOOD HILLS/ DAISY HILL/ PREISTDALE/ SLACKS CK/ SPRINGWOOD	\$298	30	\$280	22
4128	KIMBERLEY PK/ LOGAN HYPERDOME/ SHAILER PK/ TANAH MERAH	\$300	9	N/A	4
4131	LOGANLEA/ MEADOWBROOK	\$315	9	\$285	8
4132	CRESTMEAD/ MARSDEN	\$300	18	\$295	7
4133	CHAMBERS FLAT/ LOGAN RESERVE/ WATERFORD	\$270	21	\$285	13
4207	BEENLEIGH/EAGLBY/MT WARREN PK	\$270	80	\$260	64
	MORETON BAY REGIONAL	\$285	494	\$280	486
	REDCLIFFE REGION	\$300	126	\$280	147
4019	CLONTARF/ HUMPYBONG/ MARGATE/ SCOTTS PT/ WOODY PT	\$275	64	\$270	55
4020	REDCLIFFE/ SCARBOROUGH/ NEWPORT WATERS/ SUTTONS BCH	\$320	58	\$300	89
	PINE RIVERS REGION	\$295	167	\$285	138
4500	BRAY PK/ BRENDAL/ CASHMERE/ CLEAR MOUNTAIN/ JOYNER/ STRATHPINE/ WARNER	\$293	28	\$290	32
4501	LAWNTON	\$278	12	\$285	11
4503	DAKABIN/ DOHLES ROCKS/ GRIFFIN/ KALLANGUR/ KURWONGBAH	\$285	62	\$280	60
4509	MANGO HILL	\$365	53	\$300	24
	CABOOLTURE REGION	\$265	201	\$265	201
4505	BURPENGARY	\$270	17	\$270	19
4506	MORAYFIELD/ MOORINA	\$280	24	\$275	16
4507	BANKSIA BEACH/ BELLARA/ BONGAREE/ BRIBIE IS/ WOORIM	\$298	34	\$280	48
4508	DECEPTION BAY	\$258	16	\$270	15
4510	CABOOLTURE/ BEACHMERE/ DONNYBROOK/ BALINGOOL/ BELLMEER/ MELEDALE/ MOODLU/ ROCKSBERG/ TOORBUL	\$260	100	\$260	98
	REDLAND CITY	\$340	70	\$330	60
4157	CAPALABA/ SHELDON	\$310	8	\$325	8
4160	ORMISTON/ WELLINGTON PT/ EROBIN	\$335	5	\$335	8
4163	CLEVELAND/ RABY BAY	\$355	24	\$376	28
	LOCKYER VALLEY REGIONAL	\$245	21	\$225	18
4343	ADARE	\$253	16	\$235	15

RENTAL MARKET - 3 BED TOWNHOUSES					
POST		SEP-16		SEP-15	
CODE	LOCALITY ¹	\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
	IPSWICH CITY	\$320	166	\$315	164
4300	GOODNA/ BELLBIRD PK/ CAMIRA/ SPRINGFIELD	\$340	62	\$365	65
4301	REDBANK/ REDBANK PLNS/ COLLINGWOOD PK	\$310	28	\$310	26
4304	BOOVAL/ BLACKSTONE/ BUNDAMBA/ EBBW VALE/ SILKSTONE	\$310	34	\$305	39
4305	IPSWICH/ BRASSALL/ BREMER/ CHURCHILL/ FLINDERS VIEW/ LEICHADE/ RACEVIEW/ TIVOLI/ YAMANTO	\$310	40	\$300	32
	LOGAN CITY	\$340	424	\$340	462
4114	KINGSTON/ LOGAN CITY/ TRINDER PK/ WOODRIDGE	\$320	53	\$310	55
4118	BROWNS PLAINS/BROWNSLEIGH/ FORESTDALE/ HERITAGE PK/ HILLCREST/ REGENTS PK	\$350	67	\$345	70
4119	UNDERWOOD	\$360	13	\$345	22
4123	PRIESTS GULLY/ ROCHEDALE	\$505	10	\$340	7
4127	CHATSWOOD HILLS/ DAISY HILL/ PREISTDALE/ SLACKS CK/ SPRINGWOOD	\$320	36	\$340	32
4128	KIMBERLEY PK/ LOGAN HYPERDOME/ SHAILER PK/ TANAH MERAH	\$340	10	\$325	18
4131	LOGANLEA/ MEADOWBROOK	\$350	33	\$350	49
4132	CRESTMEAD/ MARSDEN	\$340	65	\$340	66
4133	CHAMBERS FLAT/ LOGAN RESERVE/ WATERFORD	\$330	13	\$325	27
4205	BETHANIA	\$340	21	\$340	12
4207	BEENLEIGH/EAGLBY/MT WARREN PK	\$320	92	\$320	95
	MORETON BAY REGIONAL	\$350	752	\$340	616
	CABOOLTURE REGION	\$320	132	\$310	127
4505	BURPENGARY	\$330	27	\$305	26
4506	MORAYFIELD/ MOORINA	\$350	25	\$315	13
4508	DECEPTION BAY	\$315	41	\$310	60
4510	CABOOLTURE/ BEACHMERE/ DONNYBROOK/ BALINGOOL/ BELLMEER/ MELEDALE/ MOODLU/ ROCKSBERG/ TOORBUL	\$288	18	\$300	11
4511	GODWIN BEACH/ NINGI/ SANDSTONE PT/ TOORBUL PT	\$350	14	N/A	2
	PINE RIVERS REGION	\$350	548	\$350	419
4035	ALBANY CK/ BRIDGEMAN DOWNS/ CASHS CROSSING	\$415	44	\$385	15
4500	BRAY PK/ BRENDAL/ CASHMERE/ CLEAR MOUNTAIN/ JOYNER/ STRATHPINE/ WARNER	\$355	122	\$350	67
4501	LAWNTON	\$350	17	\$340	13
4502	FRENCHS FOREST/ PETRIE	\$335	19	\$335	19
4503	DAKABIN/ DOHLES ROCKS/ GRIFFIN/ KALLANGUR/ KURWONGBAH	\$345	223	\$340	197
4509	MANGO HILL	\$355	120	\$350	103
	REDCLIFFE REGION	\$340	72	\$330	70
4019	CLONTARF/ HUMPYBONG/ MARGATE/ SCOTTS PT/ WOODY PT	\$350	16	\$335	9
4020	REDCLIFFE/ SCARBOROUGH/ NEWPORT WATERS/ SUTTONS BCH	\$375	12	\$350	13
4021	KIPPA-RING	\$335	41	\$325	47
	REDLAND CITY	\$400	168	\$395	190
4157	CAPALABA/ SHELDON	\$410	21	\$380	19
4158	THORNSIDE	\$400	8	\$370	13
4160	ORMISTON/ WELLINGTON PT/ EROBIN	\$445	54	\$385	63
4163	CLEVELAND/ RABY BAY	\$400	34	\$410	32
4164	THORNLANDS/ PINKLANDS	\$405	22	\$395	45
4165	MT COTTON/ PT HALLORAN/ PT TALBURPIN/ REDLAND BAY/ VICTORIA PT	\$400	23	\$395	11

BRISBANE LGA

The moderate growth of the residential property market in Brisbane over the past few years along with the number of public and private infrastructure projects on the horizon make this market an attractive and affordable investment option.

The house market slipped 1.6 per cent to a September quarter median of \$635,000. Even though the quarterly price fell slightly, the more stable annual median sale price rose by 4.1 per cent from \$610,000 in the June quarter to \$635,000.

Demand in the unit market slowed with the quarterly median sale price dropping by 2.7 per cent to \$430,000 and the annual median sale price falling by 1.1 per cent to \$440,000. Similarly, preliminary data indicates that the sale volumes reduced by about 32 per cent for the 12 months to September.

The Cross River Rail project is the next major infrastructure project. It is expected to boost the economy by \$70 billion and support more than 85,000 jobs.

Another key project for the city is the Brisbane Airport Redevelopment with a projected investment of about \$2.2 billion over the next four to five years. The redevelopment includes the construction of \$1.35 billion new parallel runway, investment of \$350 million for aircraft parking bays, aprons and taxiways and about \$300 million staged refurbishment and expansion of the domestic terminal.

Other infrastructure projects include:

- \$3 billion Queen's Wharf development
- Herston Quarter (already declared a Priority Development Area)
- Hamilton Northshore
- Kelvin Grove Urban Village, and
- \$67 million Central Station renovation project (the latest will support about 750 construction jobs for three years).

HOUSE MARKET

The house market in Brisbane has been sound, reporting a moderate and consistent annual growth over the medium term. The annual median sale price increased 22.7 per cent, from \$517,500 in September 2011 to \$635,000 in September 2016, which is equivalent to annual growth of 4.2 per cent.

About 65 suburbs reported a larger medium-term growth than Brisbane LGA (of 22.7 per cent). The top five performers over the five year period were Teneriffe, Robertson, Manly, West End and Rocklea, which reported five-year growth between 48.1 per cent and 69.3 per cent.

For the September quarter, the top three performers were suburbs with a median sale price below the LGA median of \$635,000; i.e. Oxley (\$569,500), Acacia Ridge (\$400,000) and Wynnum (\$602,500).

The volume of activity in the house market has contracted by about 13.2 per cent for the 12 months to September 2016 with the total number of sales dropping from 16,992 for September 2015 to 14,753 for September 2016. Stock levels fell from 6.7 per cent for August 2015 to 6.5 per cent for August 2016.

Preliminary data indicates that the busiest price point over the quarter remained between \$500,000 and \$750,000 with about 1158 transactions for September compared to 1812 transactions in the previous quarter.

Market trend statistics showed a small slip in the number of annual listings of 1.8 per cent from 20,262 in August 2015 to 19,894 in August 2016.

Median days on market and median vendor discounting showed a minor improvement with houses needing about 29 days to go under contract and were being sold with a median vendor discounting of 4.1 per cent to August 2015.

UNIT MARKET

The unit market has been somewhat volatile over the past few years and sales success is heavily dependent on location, type of dwellings and quality finishes.

Over the medium term, the annual median sale price increased by 8.5 per cent from \$405,500 for September 2011 to \$440,000 for September 2016, which is equivalent to an annual increase of 1.6 per cent (below annual inflation).

The September Place Advisory report identified an increase in the deferred apartment projects in inner Brisbane from 19 per cent for September 2015 to 33 per cent for September 2016. This trend is attributed to a combination of economic factors, such as increasing construction costs, tighter lending policies for developers and buyers, additional purchase costs for foreign investors, amongst others. This appears to be an early indication of a potential contraction in supply, which it could eventually support the alignment between demand and supply.

In contrast with the house market, stocks levels for units have increased from 6.7 per cent for August 2015 to 7.3 per cent for August 2016. This aligns with the increase in annual listings of about 8.9 per cent from 9,838 for August 2015 to 10,715 for August 2016.

The largest volume of activity was reported in transactions between \$350,000 and \$500,000.

RENTAL MARKET

The Brisbane LGA rental market eased over the quarter with vacancy rates lifting from 2.8 per cent in June to 4.1 per cent in September. The increase resulted from the oversupply of rental properties in the middle ring and to a lesser extent to the performance of the rental market in the inner city.

Brisbane's inner ring (0-5km) vacancy rate for the September quarter has risen from 3.4 per cent, to 3.7 per cent. The middle ring (5-20km) has risen from 2.3 per cent to 4.5 per cent.

Inner-city property managers are particularly sensitive to the oversupply question, rents have become extremely competitive and rental incentives are offered to prospective tenants.

A significant level of development has come online in the middle ring and some agents have reported that without being able to sell, many of those properties have been put into the rental pool, impacting on the vacancy rates and the weekly median rent.

SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
BRISBANE (LGA)	2712	\$635,000	-1.6%	\$635,000	4.1%	22.7%	\$517,500
BRISBANE (LGA) ^	73	\$997,500	-5.0%	\$1,000,000	-1.5%	12.0%	\$892,500
ACACIA RIDGE	35	\$400,000	8.2%	\$384,000	6.7%	20.8%	\$318,000
ALBION	3	N/A	N/A	\$684,750	-4.6%	15.1%	\$595,000
ALDERLEY	10	N/A	N/A	\$747,500	6.2%	20.6%	\$620,000
ALGESTER	27	\$488,000	-0.4%	\$489,000	3.9%	20.7%	\$405,000
ANMERLEY	26	\$685,000	-3.5%	\$685,000	3.6%	22.1%	\$561,000
ASCOT	15	N/A	N/A	\$1,250,000	-1.6%	33.0%	\$940,000
ASHGROVE	36	\$816,250	-3.7%	\$830,000	-0.7%	23.9%	\$670,000
ASPLEY	26	\$585,000	-1.4%	\$580,000	8.2%	26.1%	\$460,000
AUCHENFLOWER	13	N/A	N/A	\$884,500	0.5%	8.7%	\$813,500
BALD HILLS	24	\$390,000	-7.1%	\$410,000	4.6%	13.1%	\$362,500
BALMORAL	20	\$915,000	-4.7%	\$947,500	1.9%	24.7%	\$760,000
BANYO	16	N/A	N/A	\$535,000	15.1%	29.7%	\$412,500
BARDON	31	\$850,000	-11.5%	\$885,000	6.6%	23.6%	\$716,000
BELLBOWRIE	10	N/A	N/A	\$525,999	9.8%	12.8%	\$466,500
BELMONT	12	N/A	N/A	\$620,000	0.8%	9.7%	\$565,000
BOONDALL	24	\$480,000	-2.4%	\$470,000	5.6%	16.8%	\$402,500
BRACKEN RIDGE	46	\$470,000	0.0%	\$468,000	5.8%	18.5%	\$395,000
BRIDGEMAN DOWNS	26	\$732,750	-3.6%	\$750,000	2.7%	11.1%	\$675,000
BRIGHTON	25	\$486,000	2.3%	\$475,000	5.6%	20.3%	\$395,000
BROOKFIELD ^	0	N/A	N/A	\$1,295,000	-0.7%	37.0%	\$945,000
BULIMBA	19	N/A	N/A	\$1,170,000	5.3%	27.9%	\$915,000
CALAMVALE	40	\$640,000	1.4%	\$639,400	6.6%	30.8%	\$488,950
CAMP HILL	45	\$802,500	-7.8%	\$792,500	5.5%	29.9%	\$610,000
CANNON HILL	14	N/A	N/A	\$702,500	1.9%	32.0%	\$532,050
CARINA	21	\$612,500	-4.3%	\$637,500	8.1%	30.1%	\$490,000
CARINA HEIGHTS	15	N/A	N/A	\$700,000	16.6%	44.3%	\$485,000
CARINDALE	34	\$770,000	-3.4%	\$840,000	12.0%	21.5%	\$691,250
CARSELDINE	15	N/A	N/A	\$587,500	2.9%	14.1%	\$515,000
CHAPEL HILL	30	\$760,000	1.3%	\$750,000	5.6%	19.5%	\$627,500
CHELMER	9	N/A	N/A	\$1,005,000	-1.5%	27.2%	\$790,000
CHERMSIDE	6	N/A	N/A	\$576,000	6.7%	34.0%	\$429,750
CHERMSIDE WEST	23	\$564,000	-5.1%	\$560,000	8.7%	23.3%	\$454,000
CLAYFIELD	20	\$948,000	-16.0%	\$1,055,000	4.2%	19.8%	\$881,000
COOPERS PLAINS	16	N/A	N/A	\$538,000	7.1%	21.7%	\$442,000
COORPAROO	28	\$870,000	2.6%	\$852,500	13.3%	31.4%	\$649,000
CORINDA	11	N/A	N/A	\$635,000	-9.3%	7.2%	\$592,500
DARRA	6	N/A	N/A	\$439,000	21.9%	22.3%	\$359,000
DEAGON	16	N/A	N/A	\$431,000	2.6%	16.5%	\$370,000
DOOLANDELLA	3	N/A	N/A	\$408,000	-4.9%	-1.1%	\$412,500
DREWVALE	12	N/A	N/A	\$567,500	6.1%	21.7%	\$466,500
DURACK	15	N/A	N/A	\$395,000	-0.6%	12.9%	\$350,000
EAST BRISBANE	11	N/A	N/A	\$850,000	8.3%	37.1%	\$620,000
EIGHT MILE PLAINS	19	N/A	N/A	\$745,000	6.4%	32.2%	\$563,500
ENOGERA	15	N/A	N/A	\$673,000	6.8%	28.8%	\$522,500
EVERTON PARK	18	N/A	N/A	\$589,500	11.0%	22.8%	\$480,000
FAIRFIELD	12	N/A	N/A	\$675,000	5.5%	19.2%	\$566,500
FERNY GROVE	14	N/A	N/A	\$545,500	3.5%	16.1%	\$470,000
FIG TREE POCKET	13	N/A	N/A	\$893,750	-0.7%	7.7%	\$830,000
FITZGIBBON	14	N/A	N/A	\$442,000	2.8%	9.1%	\$405,000
FOREST LAKE	83	\$436,896	2.8%	\$430,000	6.6%	11.7%	\$385,000
GAYTHORNE	10	N/A	N/A	\$642,000	-0.9%	26.2%	\$508,750
GEEBUNG	13	N/A	N/A	\$507,500	8.8%	27.2%	\$399,000
GORDON PARK	15	N/A	N/A	\$735,000	2.1%	18.3%	\$621,250
GRACEVILLE	11	N/A	N/A	\$810,000	9.4%	23.7%	\$655,000
GRANGE	10	N/A	N/A	\$882,000	9.6%	31.8%	\$669,000
GREENSLOPES	21	\$746,250	-9.8%	\$755,000	7.5%	33.6%	\$565,000
HAMILTON	8	N/A	N/A	\$1,175,000	-7.3%	4.0%	\$1,130,000
HAWTHORNE	16	N/A	N/A	\$1,160,000	6.7%	45.0%	\$800,000
HEATHWOOD	11	N/A	N/A	\$575,000	4.6%	10.6%	\$520,000
HEMMANT	9	N/A	N/A	\$471,000	10.8%	15.9%	\$406,250
HENDRA	21	\$790,000	-19.4%	\$940,000	8.7%	18.6%	\$792,250
HIGHGATE HILL	3	N/A	N/A	\$1,100,000	1.4%	41.5%	\$777,500
HOLLAND PARK	27	\$724,063	-4.7%	\$692,500	7.8%	33.9%	\$517,000
HOLLAND PARK WEST	16	N/A	N/A	\$687,500	10.1%	27.3%	\$540,000
INALA	33	\$367,000	4.8%	\$351,200	10.4%	21.1%	\$290,000
INDOOROPILLY	26	\$850,000	-2.4%	\$858,888	8.1%	16.3%	\$738,500
JAMBOREE HEIGHTS	8	N/A	N/A	\$471,000	10.8%	17.9%	\$399,500

SALES MARKET - HOUSES (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
JINDALEE	11	N/A	N/A	\$557,000	8.4%	14.7%	\$485,500
KALINGA	6	N/A	N/A	\$934,500	6.2%	17.6%	\$794,500
KANGAROO POINT	6	N/A	N/A	\$860,000	-9.5%	14.7%	\$749,500
KARANA DOWNS	6	N/A	N/A	\$425,000	4.9%	6.3%	\$400,000
KARANA DOWNS ^	4	N/A	N/A	\$515,000	-2.7%	11.4%	\$462,500
KEDRON	32	\$623,500	-11.3%	\$643,750	7.3%	17.0%	\$550,000
KELVIN GROVE	8	N/A	N/A	\$767,500	5.1%	22.2%	\$628,250
KENMORE	25	\$631,000	-9.5%	\$652,602	10.1%	24.3%	\$525,000
KENMORE HILLS	5	N/A	N/A	\$798,275	6.1%	17.4%	\$680,000
KEPERRA	27	\$500,000	1.5%	\$491,100	5.6%	13.9%	\$431,000
KURABY	16	N/A	N/A	\$662,500	11.2%	22.7%	\$540,000
LOTA	10	N/A	N/A	\$600,000	4.4%	25.0%	\$480,000
LUTWYCHE	6	N/A	N/A	\$753,500	0.9%	18.7%	\$635,000
MAGREGOR	15	N/A	N/A	\$792,500	14.9%	46.8%	\$540,000
MACKENZIE	10	N/A	N/A	\$770,000	4.8%	18.9%	\$647,500
MANLY	23	\$740,000	-20.0%	\$805,000	6.5%	52.6%	\$527,500
MANLY WEST	39	\$560,000	-7.0%	\$576,000	5.7%	18.8%	\$485,000
MANSFIELD	17	N/A	N/A	\$625,250	7.2%	26.2%	\$495,500
MCDOWALL	13	N/A	N/A	\$590,000	-1.7%	3.9%	\$568,000
MIDDLE PARK	14	N/A	N/A	\$580,000	1.8%	10.0%	\$527,500
MILTON	9	N/A	N/A	\$937,000	31.9%	46.4%	\$640,000
MITCHELTON	28	\$612,500	-0.3%	\$620,000	5.5%	24.0%	\$500,000
MOGGILL	14	N/A	N/A	\$560,000	5.7%	20.4%	\$465,000
MOOROOKA	33	\$570,000	-2.8%	\$586,500	3.8%	22.2%	\$480,000
MORNINGSIDE	33	\$756,000	-10.0%	\$705,250	0.3%	24.8%	\$565,000
MOUNT GRAVATT	7	N/A	N/A	\$632,500	1.2%	40.2%	\$451,000
MOUNT GRAVATT EAST	30	\$592,500	-0.4%	\$592,000	4.7%	27.0%	\$466,000
MOUNT OMMANEY	5	N/A	N/A	\$805,000	2.7%	11.8%	\$720,000
MURARRIE	12	N/A	N/A	\$612,500	5.6%	32.7%	\$461,500
NEW FARM	18	N/A	N/A	\$1,626,000	13.7%	29.8%	\$1,252,500
NEWMARKET	14	N/A	N/A	\$830,000	11.4%	26.7%	\$655,000
NORMAN PARK	24	\$743,750	0.5%	\$823,500	5.6%	23.8%	\$665,000
NORTHGATE	11	N/A	N/A	\$675,500	4.5%	43.1%	\$472,000
NUDGE	20	\$655,000	4.7%	\$618,000	11.4%	20.0%	\$515,000
NUNDAH	16	N/A	N/A	\$677,000	-4.7%	19.8%	\$565,000
OXLEY	26	\$569,500	9.5%	\$535,000	7.0%	22.6%	\$436,500
PADDINGTON	23	\$862,000	-13.2%	\$939,000	5.2%	15.9%	\$810,000
PARKINSON	28	\$650,880	6.9%	\$635,000	8.4%	25.9%	\$504,500
PULLENVALE ^	12	N/A	N/A	\$995,000	5.3%	-4.3%	\$1,040,000
RED HILL	17	N/A	N/A	\$817,500	1.2%	22.9%	\$665,000
RICHLANDS	2	N/A	N/A	\$455,000	9.6%	12.3%	\$405,000
RIVERHILLS	9	N/A	N/A	\$449,000	0.9%	8.8%	\$412,500
ROBERTSON	8	N/A	N/A	\$1,047,500	23.2%	61.2%	\$650,000
ROCHEDALE	2	N/A	N/A	\$900,600	-1.6%	18.8%	\$758,000
ROCKLEA	11	N/A	N/A	\$385,000	1.3%	48.1%	\$260,000
RUNCORN	25	\$555,000	1.5%	\$540,500	5.3%	25.7%	\$430,000
SALISBURY	17	N/A	N/A	\$540,000	3.9%	25.4%	\$430,625
SANDGATE	7	N/A	N/A	\$585,000	5.9%	9.3%	\$535,000
SEVEN HILLS	6	N/A	N/A	\$780,000	6.3%	25.8%	\$620,000
SEVENTEEN MILE ROCKS	10	N/A	N/A	\$689,000	12.0%	22.4%	\$562,800
SHERWOOD	9	N/A	N/A	\$886,000	6.4%	16.6%	\$760,000
SHORNCIFFE	10	N/A	N/A	\$729,500	8.1%	2.0%	\$715,000
SINNAMON PARK	20	\$605,000	-11.8%	\$657,000	4.3%	9.5%	\$600,000
SPRING HILL	3	N/A	N/A	\$910,000	2.1%	5.2%	\$865,000
ST LUCIA	8	N/A	N/A	\$995,000	-7.9%	-3.4%	\$1,030,000
STAFFORD	11	N/A	N/A	\$580,000	5.3%	28.0%	\$453,050
STAFFORD HEIGHTS	26	\$581,500	0.7%	\$580,000	9.4%	26.1%	\$460,000
STRETTON	13	N/A	N/A	\$800,500	-4.7%	18.6%	\$675,000
SUNNYBANK	33	\$714,500	-3.6%	\$728,500	7.1%	39.8%	\$521,000
SUNNYBANK HILLS	41	\$648,000	-2.0%	\$659,000	7.3%	35.7%	\$485,750
TAIGUM	10	N/A	N/A	\$477,500	-0.9%	12.4%	\$425,000
TARINGA	12	N/A	N/A	\$900,000	8.0%	38.8%	\$648,500
TARRAGINDI	25	\$758,000	5.1%	\$722,250	5.1%	31.3%	\$550,000
TENERIFFE	0	N/A	N/A	\$1,950,000	32.2%	69.3%	\$1,151,500
TENNYNSON	2	N/A	N/A	\$637,500	-12.2%	20.9%	\$527,500
THE GAP	42	\$615,000	-1.6%	\$620,000	0.0%	16.4%	\$532,500
TINGALPA	25	\$491,500	-6.4%	\$497,000	8.0%	18.3%	\$420,000
TOOWONG	16	N/A	N/A	\$789,500	6.0%	18.1%	\$668,500
UPPER KEDRON	10	N/A	N/A	\$610,000	1.4%	11.9%	\$545,000

SALES MARKET - HOUSES (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
UPPER MOUNT GRAVATT	25	\$620,000	5.1%	\$598,000	3.0%	27.5%	\$469,000
VIRGINIA	7	N/A	N/A	\$536,000	0.3%	19.4%	\$449,000
WAKERLEY	21	\$690,000	-7.1%	\$739,500	4.2%	17.4%	\$630,000
WAVELL HEIGHTS	44	\$630,000	-4.7%	\$646,424	3.0%	18.6%	\$545,000
WEST END	15	N/A	N/A	\$1,055,000	6.0%	48.5%	\$710,500
WESTLAKE	4	N/A	N/A	\$665,000	9.0%	13.7%	\$585,000
WILSTON	12	N/A	N/A	\$1,065,000	19.3%	45.9%	\$730,000
WINDSOR	16	N/A	N/A	\$750,000	0.3%	6.8%	\$702,500
WISHART	24	\$710,000	5.2%	\$685,000	8.1%	31.1%	\$522,500
WOOLLOONGABBA	11	N/A	N/A	\$775,500	4.1%	18.9%	\$652,500
WOOLLOOWIN	9	N/A	N/A	\$770,000	-2.5%	21.6%	\$633,000
WYNNUM	57	\$602,500	7.1%	\$574,500	-7.3%	14.3%	\$502,500
WYNNUM WEST	37	\$523,500	5.1%	\$506,300	7.8%	22.0%	\$415,000
YEERONGPILLY	2	N/A	N/A	\$670,000	19.1%	-2.7%	\$688,750
YERONGA	7	N/A	N/A	\$820,000	9.3%	23.9%	\$662,000
ZILLMERE	23	\$465,500	-2.0%	\$455,000	3.6%	24.0%	\$367,000

SALES MARKET - UNITS & TOWNHOUSES

BRISBANE (LGA)	1511	\$430,000	-2.7%	\$440,000	-1.1%	8.5%	\$405,500
ACACIA RIDGE	3	N/A	N/A	\$348,000	0.0%	-25.6%	\$467,500
ALBION	12	N/A	N/A	\$465,000	10.9%	8.1%	\$430,000
ALDERLEY	7	N/A	N/A	\$489,000	2.4%	24.1%	\$394,000
ALGESTER	6	N/A	N/A	\$305,000	-3.2%	-6.2%	\$325,000
ANNERLEY	15	N/A	N/A	\$402,500	3.2%	3.1%	\$390,500
ASCOT	19	N/A	N/A	\$442,250	3.3%	4.1%	\$425,000
ASHGROVE	10	N/A	N/A	\$450,000	-3.2%	12.5%	\$400,000
ASPLEY	5	N/A	N/A	\$385,000	2.7%	7.3%	\$358,750
AUCHENFLOWER	17	N/A	N/A	\$435,000	-4.9%	2.4%	\$425,000
BALMORAL	6	N/A	N/A	\$532,500	0.6%	17.0%	\$455,000
BANYO	1	N/A	N/A	\$540,500	19.7%	-2.7%	\$555,500
BARDON	3	N/A	N/A	\$554,500	-3.6%	10.2%	\$503,000
BOWEN HILLS	4	N/A	N/A	\$428,500	-0.1%	1.7%	\$421,500
BRACKEN RIDGE	3	N/A	N/A	\$362,500	12.4%	1.5%	\$357,000
BRIDGEMAN DOWNS	6	N/A	N/A	\$389,000	-12.2%	8.4%	\$359,000
BRISBANE CITY	83	\$515,000	3.8%	\$486,250	-2.8%	3.7%	\$469,000
BULIMBA	9	N/A	N/A	\$595,000	-0.8%	12.3%	\$530,000
CALAMVALE	13	N/A	N/A	\$401,750	3.0%	8.1%	\$371,500
CAMP HILL	4	N/A	N/A	\$564,500	27.8%	35.6%	\$416,250
CANNON HILL	5	N/A	N/A	\$449,450	-1.5%	2.1%	\$440,000
CARINA	36	\$487,500	5.2%	\$465,000	0.0%	12.4%	\$413,750
CARINA HEIGHTS	13	N/A	N/A	\$455,000	-4.9%	11.0%	\$410,000
CARINDALE	4	N/A	N/A	\$487,500	-6.4%	5.5%	\$462,000
CARSELDINE	4	N/A	N/A	\$410,000	7.9%	5.1%	\$390,000
CHERMSIDE	28	\$392,500	-5.4%	\$430,000	2.6%	-0.9%	\$434,000
CLAYFIELD	38	\$400,000	8.1%	\$385,000	1.3%	9.1%	\$353,000
COOPERS PLAINS	9	N/A	N/A	\$390,000	-0.8%	-4.6%	\$408,965
COORPAROO	47	\$402,500	-16.0%	\$445,000	11.1%	21.8%	\$365,500
CORINDA	7	N/A	N/A	\$438,750	15.6%	2.0%	\$430,000
DARRA	5	N/A	N/A	\$403,000	23.8%	30.0%	\$310,000
DOOLANDELLA	5	N/A	N/A	\$349,700	2.9%	1.1%	\$346,000
EAST BRISBANE	14	N/A	N/A	\$407,000	-4.2%	-9.6%	\$450,000
EIGHT MILE PLAINS	16	N/A	N/A	\$400,000	-6.5%	4.4%	\$383,000
ELLEN GROVE	4	N/A	N/A	\$353,000	0.0%	7.0%	\$330,000
ENOGGERA	9	N/A	N/A	\$427,000	10.1%	8.1%	\$395,000

SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
EVERTON PARK	19	N/A	N/A	\$395,000	-9.7%	12.9%	\$350,000
FAIRFIELD	2	N/A	N/A	\$445,000	2.4%	8.8%	\$409,000
FITZGIBBON	4	N/A	N/A	\$358,000	0.0%	-6.1%	\$381,250
FORTITUDE VALLEY	32	\$445,000	11.3%	\$430,000	-5.5%	0.1%	\$429,500
GAYTHORNE	17	N/A	N/A	\$441,500	0.6%	16.2%	\$380,000
GORDON PARK	7	N/A	N/A	\$370,000	-9.7%	0.3%	\$369,000
GREENSLOPES	26	\$520,000	18.2%	\$399,000	3.2%	12.4%	\$355,000
HAMILTON	27	\$512,500	-8.5%	\$571,525	-1.0%	23.6%	\$462,500
HAWTHORNE	15	N/A	N/A	\$540,000	-3.1%	24.1%	\$435,000
HENDRA	3	N/A	N/A	\$575,000	8.5%	17.6%	\$489,000
HIGHGATE HILL	6	N/A	N/A	\$495,000	-8.0%	14.1%	\$434,000
HOLLAND PARK WEST	2	N/A	N/A	\$429,000	-0.7%	11.4%	\$385,000
INDOOROPILLY	30	\$520,000	4.0%	\$508,000	-4.4%	14.2%	\$445,000
KANGAROO POINT	30	\$545,000	27.6%	\$529,000	5.3%	20.2%	\$440,000
KEDRON	13	N/A	N/A	\$445,000	-2.2%	25.4%	\$355,000
KELVIN GROVE	10	N/A	N/A	\$452,500	-4.7%	0.6%	\$450,000
LUTWYCHE	13	N/A	N/A	\$485,000	1.5%	42.2%	\$341,000
MANLY	2	N/A	N/A	\$461,000	8.5%	2.4%	\$450,000
MANLY WEST	10	N/A	N/A	\$419,000	7.4%	10.3%	\$380,000
MCDOWALL	0	N/A	N/A	\$390,000	-16.8%	9.9%	\$355,000
MILTON	21	\$555,000	-9.8%	\$570,000	-2.0%	14.0%	\$500,000
MITCHELTON	9	N/A	N/A	\$435,000	6.4%	16.8%	\$372,500
MOOROOKA	18	N/A	N/A	\$420,000	0.0%	9.1%	\$385,000
MORNINGSIDE	28	\$470,000	-2.9%	\$485,000	-0.2%	14.1%	\$425,000
MOUNT GRAVATT	0	N/A	N/A	\$391,250	-13.2%	33.8%	\$292,500
MOUNT GRAVATT EAST	24	\$419,500	-8.4%	\$445,000	-1.2%	13.8%	\$391,000
MURARRIE	15	N/A	N/A	\$479,250	3.8%	-28.6%	\$671,500
NEW FARM	40	\$602,500	10.6%	\$560,000	-1.5%	6.7%	\$525,000
NEWMARKET	3	N/A	N/A	\$440,000	1.6%	15.8%	\$380,000
NEWSTEAD	25	\$633,000	8.2%	\$601,000	8.0%	-4.2%	\$627,500
NORMAN PARK	6	N/A	N/A	\$529,000	10.2%	18.2%	\$447,500
NORTHGATE	10	N/A	N/A	\$395,000	-7.0%	9.7%	\$360,000
NUNDAH	36	\$386,000	-2.8%	\$417,500	0.3%	9.6%	\$381,000
OXLEY	1	N/A	N/A	\$345,000	-5.0%	-2.8%	\$355,000
PADDINGTON	15	N/A	N/A	\$542,500	2.8%	25.6%	\$432,000
RED HILL	10	N/A	N/A	\$423,300	-5.3%	-0.4%	\$425,000
RICHLANDS	6	N/A	N/A	\$345,000	-0.9%	-1.1%	\$349,000
ROCHEDALE	8	N/A	N/A	\$615,000	43.0%	57.7%	\$390,000
ROCKLEA	1	N/A	N/A	\$367,750	-9.6%	-32.9%	\$547,975
RUNCORN	16	N/A	N/A	\$350,000	0.0%	7.7%	\$325,000
SALISBURY	1	N/A	N/A	\$417,500	-6.2%	7.3%	\$389,000
SHERWOOD	9	N/A	N/A	\$454,500	2.1%	22.0%	\$372,500
SOUTH BRISBANE	29	\$423,250	-10.7%	\$474,000	-5.1%	6.4%	\$445,500
SPRING HILL	14	N/A	N/A	\$384,250	-8.5%	-2.2%	\$393,000
ST LUCIA	23	\$417,000	-5.2%	\$438,500	-12.1%	-8.0%	\$476,500
STAFFORD	5	N/A	N/A	\$420,000	-5.7%	22.3%	\$343,500
SUNNYBANK HILLS	10	N/A	N/A	\$370,000	5.7%	-5.6%	\$392,000
TAIGUM	18	N/A	N/A	\$330,000	-14.3%	-3.6%	\$342,250
TARINGA	21	\$465,000	12.1%	\$425,500	-2.7%	7.7%	\$395,000
TENERIFFE	32	\$660,000	6.5%	\$630,000	10.0%	14.5%	\$550,000
THE GAP	4	N/A	N/A	\$455,000	-10.8%	-2.4%	\$466,000
TINGALPA	6	N/A	N/A	\$365,000	0.0%	4.0%	\$351,000
TOOWONG	37	\$440,000	-17.1%	\$460,000	0.0%	13.6%	\$405,000
UPPER MOUNT GRAVATT	17	N/A	N/A	\$440,000	-1.2%	4.0%	\$423,000

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SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
WAKERLEY	1	N/A	N/A	\$423,750	5.0%	1.4%	\$418,000
WEST END	28	\$535,000	-2.6%	\$560,000	-0.9%	16.1%	\$482,275
WINDSOR	13	N/A	N/A	\$470,000	-3.1%	32.4%	\$355,000
WISHART	7	N/A	N/A	\$395,000	2.9%	12.0%	\$352,750
WOOLLOONGABBA	20	\$435,000	-10.1%	\$469,000	-9.5%	11.0%	\$422,500
WYNNUM	8	N/A	N/A	\$394,000	-13.5%	7.9%	\$365,000
WYNNUM WEST	11	N/A	N/A	\$341,500	-1.7%	0.4%	\$340,000
YERONGA	12	N/A	N/A	\$489,000	3.2%	19.3%	\$410,000
YEERONGPILLY	1	N/A	N/A	\$432,700	1.9%	11.8%	\$387,000
ZILLMERE	14	N/A	N/A	\$370,000	3.2%	1.4%	\$365,000

SALES MARKET - VACANT LAND

BRISBANE (LGA)	118	\$375,000	1.4%	\$370,000	1.4%	34.5%	\$275,000
BRISBANE (LGA) ^	6	N/A	N/A	\$1,161,957	43.0%	117.2%	\$535,000
BRIDGEMAN DOWNS	7	N/A	N/A	\$370,000	-6.3%	-3.3%	\$382,500
CARINDALE	3	N/A	N/A	\$535,000	6.3%	16.3%	\$460,000
FITZGIBBON	6	N/A	N/A	\$176,000	-15.8%	-4.8%	\$184,950
HEATHWOOD	22	\$294,500	3.0%	\$288,000	6.3%	8.7%	\$265,000
KENMORE	3	N/A	N/A	\$470,000	10.6%	35.1%	\$348,000
ROCHEDALE	6	N/A	N/A	\$435,000	-1.8%	9.3%	\$398,000
UPPER KEDRON	7	N/A	N/A	\$364,250	10.7%	8.7%	\$335,000

MOST EXPENSIVE SUBURBS FOR HOUSES

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TENERIFFE	\$1,950,000	32.2%
NEW FARM	\$1,626,000	13.7%
ASCOT	\$1,250,000	-1.6%
HAMILTON	\$1,175,000	-7.3%
BULIMBA	\$1,170,000	5.3%

MOST AFFORDABLE SUBURBS FOR HOUSES

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
DOOLANDELLA	\$408,000	-4.9%
DURACK	\$395,000	-0.6%
ROCKLEA	\$385,000	1.3%
ACACIA RIDGE	\$384,000	6.7%
INALA	\$351,200	10.4%

MOST EXPENSIVE SUBURBS FOR UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TENERIFFE	\$630,000	10.0%
ROCHEDALE	\$615,000	43.0%
NEWSTEAD	\$601,000	8.0%
BULIMBA	\$595,000	-0.8%
HENDRA	\$575,000	8.5%

MOST AFFORDABLE SUBURBS FOR UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
OXLEY	\$345,000	-5.0%
RICHLANDS	\$345,000	-0.9%
WYNNUM WEST	\$341,500	-1.7%
TAIGUM	\$330,000	-14.3%
ALGESTER	\$305,000	-3.2%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-16 \$/WEEK	SEP-15 \$/WEEK	NEW BONDS
	BRISBANE CITY	\$430	2914	\$420 2885
	BAYSIDE	\$420	123	\$420 142
4178	LINDUM/LYTTON/WYNNUM	\$410	75	\$420 104
4179	LOTA/MANLY	\$430	48	\$415 38
	CITY - INNER	\$540	242	\$550 236
4000	BRISBANE CITY/SPRING HILL	\$598	24	\$595 23
4005	NEW FARM/TENERIFFE	\$663	22	\$550 25
4006	BOWEN HILLS/VALLEY/HERSTON/NEWSTEAD	\$580	7	\$590 9
4064	MILTON/PADDINGTON/ROSALIE	\$540	53	\$570 54
4066	AUCHENFLOWER/MTCOOTH/TOOWONG	\$498	38	\$510 37
4067	IRONSIDE/ST LUCIA	\$450	11	\$450 5
4101	HIGHGATE HILL/SOUTH BRIS/WEST END	\$535	24	\$585 30
4102	BURANDA/DUTTON PARK/WOOLLOONGABBA	\$500	27	\$480 21
4169	EAST BRIS/KANGAROO POINT	\$523	36	\$545 32
	NORTH - INNER	\$470	317	\$455 324
4007	ASCOT/HAMILTON	\$630	15	\$555 14
4010	ALBION/BREAKFAST CREEK	\$460	11	\$495 14
4011	CLAYFIELD/HENDRA	\$580	27	\$500 40
4012	NUNDAH/TOOMBUL/WAVELL HEIGHTS	\$453	78	\$430 83
4030	LUTWYCHE/WINDSOR/WOOLLOOWIN	\$475	49	\$475 46
4031	GORDON PARK/KEDRON	\$450	50	\$450 53
4051	ALDERLEY/ENOGERRA/GAYTHORNE/GRANGE/NEWMARKET/WILSTON	\$475	87	\$450 74
	NORTH - OUTER	\$400	360	\$400 405
4013	NORTHGATE	\$440	13	\$430 15
4014	BANYO/NUDGE/VIRGINIA	\$400	41	\$410 43
4017	BRACKEN RIDGE/BRIGHTON/DEAGON/SANDGATE	\$400	103	\$395 106
4018	FITZGIBBON/TAIGUM	\$405	30	\$395 31
4032	CHERMESIDE/CRAIGSLEA	\$400	43	\$400 57
4034	ASPLEY/BOONDA/GEEBUNG/ZILLMERE	\$395	112	\$400 139
4036	BALD HILLS	\$388	18	\$360 14
	NORTH WEST - INNER	\$500	115	\$525 91
4059	BALLYMORE/ITHACA/KELVIN GROVE/RED HILL	\$500	42	\$540 36
4060	ASHGROVE/DORRINGTON/ST JOHNS WOOD	\$500	38	\$520 36
4065	BARDON/JUBILEE/RAINWORTH	\$500	35	\$485 19
	NORTH WEST - OUTER	\$425	267	\$420 263
4053	BROOKSIDE/EVERTON PARK/MCDOWALL/STAFFORD	\$420	192	\$415 166
4054	ARANA HILLS/KEPERRA	\$410	45	\$410 57
4061	THE GAP	\$470	30	\$460 40
	SOUTH - INNER	\$435	352	\$430 342
4103	ANERLEY/FAIRFIELD	\$450	37	\$450 43
4104	YERONGA	\$440	16	\$450 10
4105	CLIFTON HILL/MOOROOKA/TENNYSON	\$430	59	\$425 48
4120	GREENSLOPES/STONES CORNER	\$450	25	\$470 24
4121	EKIBIN/HOLLAND PARK/TARRAGINDI/WELLERS HILL	\$448	84	\$450 76
4122	MANSFIELD/MT GRAVATT/WISHART	\$420	127	\$400 140
	SOUTH - OUTER	\$393	328	\$390 333
4106	BRISBANE MARKET/ROCKLEA	\$360	16	\$350 10
4107	SALISBURY	\$420	25	\$390 27
4108	ARCHERFIELD/COOPERS PLAINS	\$390	32	\$390 28
4109	ALTANDI/MACGREGOR/ROBERTSON/SUNNYBANK	\$400	95	\$400 116
4110	ACACIA RIDGE/LARAPINTA/WILLAWONG	\$350	53	\$350 38
4113	EIGHT MILES PLAINS/RUNCORN	\$400	62	\$390 67
4115	ALGESTER/PARKINSON	\$405	18	\$390 18
4116	CALAMVALE/DREWVALE/STRETTON	\$400	23	\$420 19
	SOUTH EAST - INNER	\$465	321	\$475 304
4151	COORPAROO	\$465	46	\$490 35
4152	CAMP HILL/CARINA/CARINDALE	\$460	125	\$465 120
4170	CANNON HILL/MORNINGSIDE/NORMAN PARK	\$475	101	\$475 91
4171	BALMORAL/BULIMBA/HAWTHORNE	\$530	27	\$520 45
4172	MURARRIE	\$400	22	\$400 13
	SOUTH EAST - OUTER	\$425	43	\$440 41
4154	GUMDALE/RANSOME/WAKERLEY	\$455	6	\$475 5
4173	TINGALPA	\$420	24	\$420 17
4174	DOBOY/HEMANT	\$420	8	\$360 5

RENTAL MARKET - 3 BED HOUSES (CONT'D)					
POST	LOCALITY*	SEP-16		SEP-15	
CODE		\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
	SOUTH WEST - INNER	\$450	110	\$450	103
4068	CHELMER/INDOOROOPILLY/TARINGA	\$475	45	\$450	31
4075	CORINDA/GRACEVILLE/OXLEY/ SHERWOOD	\$430	65	\$440	72
	SOUTH WEST - OUTER	\$370	336	\$365	301
4069	BROOKFIELD/CHAPEL HILL/KENMORE	\$480	45	\$460	35
4070	ANSTEAD/BELLBOWRIE/MOGGILL	\$400	13	\$400	8
4073	SEVENTEEN MILE ROCKS/SINNAMON PARK	\$400	19	\$380	14
4074	JINDALEE/MTOMMANEY/SUMNER/ WESTLAKE	\$400	57	\$390	67
4076	DARRA/WACOL	\$345	20	\$330	22
4077	DOOLANDELLA/DURACK/INALA/ RICHLANDS	\$325	75	\$335	76
4078	FOREST LAKE/CAROLE PARK	\$360	107	\$360	79

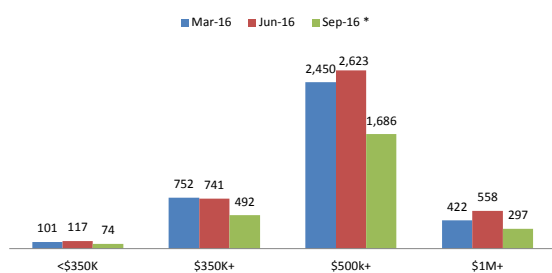
RENTAL MARKET - 2 BED UNITS					
	BRISBANE CITY	\$400	5673	\$400	4716
	BAYSIDE	\$350	51	\$320	51
4178	LINDUM/LYTTON/WYNNUM	\$350	31	\$310	36
4179	LOTA/MANLY	\$340	20	\$370	15
	CITY - INNER	\$480	2353	\$495	1924
4000	BRISBANE CITY/SPRING HILL	\$550	354	\$580	365
4005	NEW FARM/TENERIFFE	\$493	310	\$500	359
4006	BOWEN HILLS/VALLEY/HERSTON/ NEWSTEAD	\$490	465	\$495	254
4064	MILTON/PADDINGTON/ROSALIE	\$420	113	\$410	64
4066	AUCHENFLOWER/MTCOOTHA/TOOWONG	\$400	223	\$390	183
4067	IRONSIDE/ST LUCIA	\$430	124	\$430	125
4101	HIGHGATE HILL/SOUTH BRIS/WEST END	\$500	359	\$500	284
4102	BURANDA/DUTTON PARK/WOOLONGABBA	\$475	175	\$450	84
4169	EAST BRIS/KANGAROO POINT	\$455	230	\$490	206
	NORTH - INNER	\$380	1210	\$360	924
4007	ASCOT/HAMILTON	\$430	205	\$420	172
4010	ALBION/BREAKFAST CREEK	\$450	82	\$375	28
4011	CLAYFIELD/HENDRA	\$340	134	\$345	128
4012	NUNDAH/TOOMBUL/WAVELL HEIGHTS	\$375	225	\$390	237
4030	LUTWYCHE/WINDSOR/WOOLOWIN	\$380	241	\$340	140
4031	GORDON PARK/KEDRON	\$360	132	\$325	77
4051	ALDERLEY/ENOGERRA/GAYTHORNE/ GRANGE/ NEWMARKET/WILSTON	\$350	191	\$350	142
	NORTH - OUTER	\$350	293	\$350	263
4013	NORTHGATE	\$320	35	\$310	25
4014	BANYO/NUDGEE/VIRGINIA	\$305	12	N/A	4
4017	BRACKEN RIDGE/BRIGHTON/DEAGON/ SANDGATE	\$305	20	\$305	25
4032	CHERMSIDE/CRAIGSLEA	\$390	141	\$350	103
4034	ASPLEY/BOONDAL/GEEBUNG/ZILLMERE	\$345	81	\$350	92
	NORTH WEST - INNER	\$405	191	\$435	187
4059	BALLYMORE/THACA/KELVIN GROVE/ RED HILL	\$425	120	\$485	134
4060	ASHGROVE/DORRINGTON/ST JOHNS WOOD	\$395	49	\$360	40
4065	BARDON/JUBILEE/RAINWORTH	\$415	22	\$300	13
	NORTH WEST - OUTER	\$370	93	\$375	110
4053	BROOKSIDE/EVERTON PARK/ MCDOWALL/STAFFORD	\$370	89	\$375	107
	SOUTH - INNER	\$365	501	\$365	403
4103	ANNERLEY/FAIRFIELD	\$350	119	\$350	105
4104	YERONGA	\$368	36	\$370	26
4105	CLIFTON HILL/MOOROOKA/TENNYSON	\$350	82	\$350	67
4120	GREENSLOPES/STONES CORNER	\$360	105	\$360	86
4121	EKIBIN/HOLLAND PARK/TARRAGINDI/ WELLERS HILL	\$350	41	\$350	42
4122	MANSFIELD/MT GRAVATT/WISHART	\$415	117	\$410	73
	SOUTH - OUTER	\$335	64	\$335	60
4106	BRISBANE MARKET/ROCKLEA	\$285	5	\$300	5
4108	ARCHERFIELD/COOPERS PLAINS	\$420	15	\$400	20
4109	ALTANDI/MACGREGOR/ROBERTSON/ SUNNYBANK	\$370	20	\$390	14
4113	EIGHT MILES PLAINS/RUNCORN	\$450	5	\$375	5
4115	ALGESTER/PARKINSON	\$308	10	\$290	8
	SOUTH EAST - INNER	\$390	560	\$390	490
4151	COORPAROO	\$360	177	\$360	177

RENTAL MARKET - 2 BED UNITS (CONT'D)					
POST	LOCALITY*	SEP-16		SEP-15	
CODE		\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
4152	CAMP HILL/CARINA/CARINDALE	\$380	62	\$360	43
4170	CANNON HILL/MORNINGSIDE/NORMAN PARK	\$400	182	\$390	105
4171	BALMORAL/BULIMBA/HAWTHORNE	\$395	119	\$450	149
	SOUTH EAST - OUTER	\$350	11	\$300	6
	SOUTH WEST - INNER	\$385	326	\$385	270
4068	CHELMER/INDOOROOPILLY/TARINGA	\$395	265	\$390	214
4075	CORINDA/GRACEVILLE/OXLEY/ SHERWOOD	\$360	61	\$364	56
	SOUTH WEST - OUTER	\$325	20	\$320	28
4074	JINDALEE/MTOMMANEY/SUMNER/ WESTLAKE	\$325	8	\$0	0
4078	FOREST LAKE/CAROLE PARK	\$330	5	\$330	10

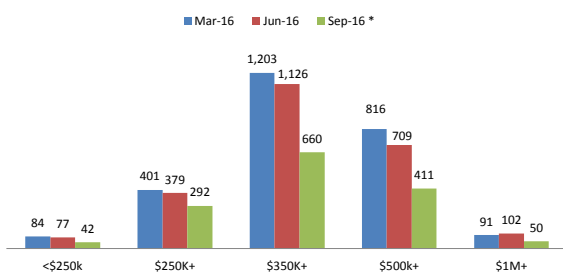
RENTAL MARKET - 3 BED TOWNHOUSES					
	BRISBANE CITY	\$410	1836	\$415	1715
	BAYSIDE	\$400	89	\$400	144
4178	LINDUM/LYTTON/WYNNUM	\$403	62	\$410	103
4179	LOTA/MANLY	\$395	27	\$395	41
	CITY - INNER	\$570	59	\$610	65
4000	BRISBANE CITY/SPRING HILL	\$610	7	\$600	7
4005	NEW FARM/TENERIFFE	\$700	10	\$690	9
4006	BOWEN HILLS/VALLEY/HERSTON/ NEWSTEAD	\$550	11	\$490	11
4064	MILTON/PADDINGTON/ROSALIE	\$553	6	\$595	7
4066	AUCHENFLOWER/MTCOOTHA/TOOWONG	\$520	8	\$640	5
4067	IRONSIDE/ST LUCIA	\$545	8	\$610	10
4101	HIGHGATE HILL/SOUTH BRIS/WEST END	\$775	5	N/A	3
	NORTH - INNER	\$470	131	\$490	114
4007	ASCOT/HAMILTON	\$532	10	\$550	13
4011	CLAYFIELD/HENDRA	\$510	17	\$520	13
4012	NUNDAH/TOOMBUL/WAVELL HEIGHTS	\$435	22	\$470	20
4030	LUTWYCHE/WINDSOR/WOOLOWIN	\$495	9	\$490	13
4031	GORDON PARK/KEDRON	\$450	29	\$460	27
4051	ALDERLEY/ENOGERRA/GAYTHORNE/ GRANGE/ NEWMARKET/WILSTON	\$480	43	\$490	24
	NORTH - OUTER	\$390	243	\$390	196
4013	NORTHGATE	\$500	14	\$430	11
4017	BRACKEN RIDGE/BRIGHTON/DEAGON/ SANDGATE	\$375	41	\$370	42
4018	FITZGIBBON/TAIGUM	\$395	65	\$370	32
4032	CHERMSIDE/CRAIGSLEA	\$425	31	\$425	28
4034	ASPLEY/BOONDAL/GEEBUNG/ZILLMERE	\$385	81	\$400	67
4036	BALD HILLS	\$300	7	\$365	9
	NORTH WEST - INNER	\$500	13	\$510	16
4059	BALLYMORE/THACA/KELVIN GROVE/ RED HILL	\$510	8	\$570	7
	NORTH WEST - OUTER	\$420	86	\$420	46
4053	BROOKSIDE/EVERTON PARK/ MCDOWALL/STAFFORD	\$420	70	\$420	37
4054	ARANA HILLS/KEPERRA	\$360	5	\$400	7
4061	THE GAP	\$470	11	N/A	2
	SOUTH - INNER	\$440	148	\$450	155
4103	ANNERLEY/FAIRFIELD	\$510	28	\$480	29
4104	YERONGA	\$500	15	\$500	11
4105	CLIFTON HILL/MOOROOKA/TENNYSON	\$420	23	\$420	12
4120	GREENSLOPES/STONES CORNER	\$465	8	\$465	18
4121	EKIBIN/HOLLAND PARK/TARRAGINDI/ WELLERS HILL	\$430	17	\$430	9
4122	MANSFIELD/MT GRAVATT/WISHART	\$430	57	\$430	75
	SOUTH - OUTER	\$395	407	\$400	395
4109	ALTANDI/MACGREGOR/ROBERTSON/ SUNNYBANK	\$410	74	\$415	75
4110	ACACIA RIDGE/LARAPINTA/WILLAWONG	\$375	39	\$350	8
4112	KURABY	\$385	19	\$385	18
4113	EIGHT MILES PLAINS/RUNCORN	\$420	119	\$410	145
4115	ALGESTER/PARKINSON	\$380	40	\$375	27
4116	CALAMVALE/DREWVALE/STRETTON	\$385	108	\$385	112
	SOUTH EAST - INNER	\$480	272	\$480	241
4151	COORPAROO	\$530	16	\$500	21
4152	CAMP HILL/CARINA/CARINDALE	\$458	116	\$450	114

RENTAL MARKET - 3 BED TOWNHOUSES (CONT'D)

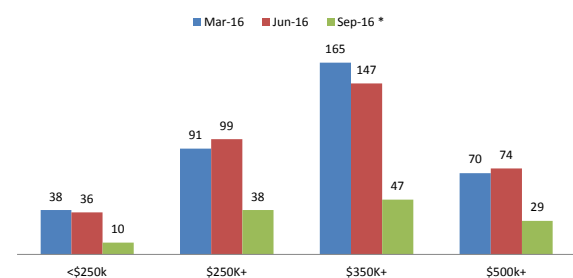
POST CODE	LOCALITY ¹	SEP-16		SEP-15	
		\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
4170	CANNON HILL/MORNINGSIDE/NORMAN PARK	\$498	100	\$500	61
4171	BALMORAL/BULIMBA/HAWTHORNE	\$535	32	\$595	38
4172	MURARIE	\$498	8	\$530	7
SOUTH EAST - OUTER		\$420	52	\$415	59
4153	BELMONT	\$430	10	\$430	10
4154	GUMDALE/RANSOME/WAKERLEY	\$420	28	\$410	33
4173	TINGALPA	\$408	14	\$399	16
SOUTH WEST - INNER		\$450	70	\$400	62
4068	CHELMER/INDOOROOPIILY/TARINGA	\$503	26	\$510	11
4075	CORINDA/GRACEVILLE/OXLEY/SHERWOOD	\$395	44	\$400	51
SOUTH WEST - OUTER		\$350	266	\$360	222
4069	BROOKFIELD/CHAPEL HILL/KENMORE	\$465	8	N/A	3
4073	SEVENTEEN MILE ROCKS/SINNAMON PARK	\$430	9	\$400	14
4074	JINDALEE/MTOMMANEY/SUMNER/WESTLAKE	\$395	20	\$480	19
4076	DARRA/WACOL	\$383	12	\$375	15
4077	DOOLANDELLA/DURACK/INALA/RICHLANDS	\$350	147	\$355	130
4078	FOREST LAKE/CAROLE PARK	\$349	70	\$365	39

BRISBANE HOUSE SALES

*Preliminary data
Houses<2,400m

BRISBANE UNIT SALES

*Preliminary data

BRISBANE LAND SALES

*Preliminary data



GOLD COAST

Long regarded as the southeast corner's property powerhouse, the September quarter brought the Gold Coast's winning streak of four consecutive quarters of growth in the median house price to an end with a small slip of 0.2 per cent, to \$579,000.

A small fall in the unit market of 2 per cent brought the median unit price to \$387,000.

However, even though the unit market experienced some quarterly volatility recently, the annual median sale price grew 4.8 per cent for the 12 months to September, which was the largest annual growth for the unit market in Queensland.

The strength of the property market is partially attributed to the large-scale infrastructure program.

The current Commonwealth Games projects include the \$550 million Games Village and the \$321 million program to build three new sports venues at Coomera, Chandler and Carrara and to refurbish seven existing venues.

The prognosis of the tourism sector is positive with a number of initiatives supporting additional services for the sector. Plans to build a cruise ship terminal at Phillip Park have been approved at local government level and will be considered by the State Government when the feasibility analysis is completed.

The key implementation risk for this project is the environmental impact and the potential opposition of local residents. The renovation of Jupiters' Hotel and Casino has created up to 1000 construction jobs and increased the existing on-site workforce at the Casino.

As always, jobs underpins the property market and the Gold Coast's unemployment rate of 5.5 per cent for October was below Queensland and Australia's unemployment rate of 6 per cent and 5.6 per cent, respectively.

Local real estate agents have indicated that the market is very consistent, with demand flowing from different types of buyers with different risk profiles and different price brackets. The market is currently seeing owner-occupiers, interstate investors, foreign investors, retirees, families looking for lifestyle, families downsizing or upsizing who are actively looking for properties for sale or rent.

The REIQ's view is that the Gold Coast residential property market is sustainable, considering the moderate growth

over the past few years, the increasing employment opportunities in the region, the strength of the tourism activities, and the large-scale infrastructure under way on the Gold Coast for the Commonwealth Games.

HOUSE MARKET

The Gold Coast has the third biggest median sale price for the quarter (\$579,000), following Brisbane at \$635,000 and Noosa at \$590,000.

The three top performers for the quarter were Paradise Point (growing 55.9 per cent), Coomera (up 21.5 per cent), and Hope Island (up 14.4 per cent).

The annual median sale price rose by 5.6 per cent, reaching an annual median sale price of \$565,000. About 33 suburbs on the Gold Coast reported an annual median sale price higher than the LGA annual median sale price.

The top three most expensive suburbs on the Gold Coast were Mermaid Beach (with a median sale price of \$1.395 million), Surfers Paradise (\$1.29 million) and Clear Island Waters (\$1.075 million) for the 12 months to September.

The most active price points for the house market have been the \$500,000 to \$750,000 and the \$350,000 to \$500,000 brackets. Market sentiment remained high and demand comes from a variety of demographics.

The medium-term median sale price growth has been moderate with the annual median sale price increasing by 16.5 per cent from \$485,000 for September 2011 to \$565,000 for September 2016. This growth is equivalent to an annual increase of 3.1 per cent.

The market trend indicators to August 2016 showed a slight increase in demand with a reduction in the median days on market from 41 days for August 2015 to 35 days for August 2016. Similarly, the median vendor discounting reduced slightly from 4.4 per cent to 4.3 per cent for the 12 months to August 2016.

UNIT MARKET

The quarterly median sale price fell by 2 per cent, from \$395,000 to \$387,000, as a result of a reduction in the sales activity for the unit market.

Preliminary data indicates that the number of sales for the quarter reduced by 38.8 per cent from 2812 sales for June to 1720 for September. The busiest price point for the unit market has been the \$350,000 to \$500,000.

Find your perfect place with just **5%** Deposit Home Loans?*



*Higher minimum deposit required in some areas. Credit criteria, fees and charges apply.

SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
GOLD COAST (LGA)	1340	\$579,000	-0.2%	\$565,000	5.6%	16.5%	\$485,000
GOLD COAST (LGA) ^	132	\$771,250	-1.8%	\$750,000	3.5%	15.8%	\$647,500
ARUNDEL	29	\$580,000	-2.5%	\$550,000	3.8%	12.8%	\$487,500
ASHMORE	30	\$560,000	-6.6%	\$563,500	10.8%	30.6%	\$431,350
BENOWA	32	\$795,000	-14.1%	\$778,000	0.4%	17.9%	\$660,000
BIGGERA WATERS	15	N/A	N/A	\$663,500	2.9%	47.4%	\$450,000
BONOGIN ^	17	N/A	N/A	\$743,000	11.8%	18.9%	\$625,000
BROADBEACH WATERS	31	\$1,112,500	-1.1%	\$1,052,500	27.4%	41.4%	\$744,250
BUNDALL	21	\$916,000	-0.4%	\$980,000	17.2%	20.2%	\$815,000
BURLEIGH HEADS	14	N/A	N/A	\$720,000	11.5%	30.9%	\$550,000
BURLEIGH WATERS	53	\$679,500	-0.4%	\$680,000	1.5%	25.8%	\$540,500
CARRARA	33	\$545,000	7.2%	\$510,000	7.7%	22.9%	\$415,000
CLEAR ISLAND WATERS	13	N/A	N/A	\$1,075,000	13.0%	37.8%	\$780,000
COOLANGATTA	6	N/A	N/A	\$720,000	-4.0%	20.5%	\$597,500
COOMBABAH	18	N/A	N/A	\$450,000	3.5%	13.9%	\$395,000
COOMERA	32	\$504,000	21.5%	\$460,000	4.6%	24.7%	\$369,000
CURRUMBIN	5	N/A	N/A	\$815,000	-7.4%	16.8%	\$698,000
CURRUMBIN VALLEY ^	2	N/A	N/A	\$727,500	-11.2%	-10.0%	\$808,750
CURRUMBIN WATERS	17	N/A	N/A	\$575,000	4.6%	17.1%	\$491,000
ELANORA	42	\$615,000	-3.3%	\$610,000	11.9%	25.8%	\$485,000
GILSTON	8	N/A	N/A	\$542,500	5.9%	16.0%	\$467,500
HELENSVALE	48	\$585,000	2.3%	\$572,250	8.0%	20.5%	\$475,000
HIGHLAND PARK	14	N/A	N/A	\$490,000	11.4%	18.1%	\$415,000
HOLLYWELL	10	N/A	N/A	\$620,000	-2.4%	17.1%	\$529,500
HOPE ISLAND	25	\$818,000	14.4%	\$665,000	16.9%	40.0%	\$475,000
JACOBS WELL	8	N/A	N/A	\$477,000	20.8%	23.3%	\$387,000
LABRADOR	20	\$470,000	1.5%	\$480,500	4.5%	21.2%	\$396,500
LOWER BEECHMONT	2	N/A	N/A	\$390,000	10.6%	11.4%	\$350,000
MAUDSLAND	11	N/A	N/A	\$491,000	5.1%	6.7%	\$460,000
MERMAID BEACH	10	N/A	N/A	\$1,395,000	19.7%	35.4%	\$1,030,000
MERMAID WATERS	41	\$750,000	0.0%	\$752,000	0.3%	28.8%	\$584,000
MERRIMAC	18	N/A	N/A	\$492,500	6.5%	22.1%	\$403,500
MIAMI	14	N/A	N/A	\$675,000	8.9%	31.1%	\$515,000
MOLENDINAR	25	\$545,000	-4.1%	\$569,500	3.6%	16.7%	\$488,000
MUDGEERABA	32	\$537,000	0.9%	\$528,000	5.6%	17.3%	\$450,000
MUDGEERABA ^	11	N/A	N/A	\$760,000	11.8%	24.6%	\$610,000
NERANG	39	\$414,000	-4.6%	\$410,000	4.3%	17.1%	\$350,000
NERANG ^	4	N/A	N/A	\$812,500	1.6%	7.5%	\$756,000
ORMEAU	42	\$455,000	-1.6%	\$455,000	2.8%	8.3%	\$420,000
ORMEAU HILLS	15	N/A	N/A	\$482,250	1.2%	2.6%	\$470,000
OXENFORD	38	\$487,000	2.5%	\$475,043	3.4%	9.2%	\$435,000
PACIFIC PINES	58	\$512,000	2.4%	\$510,000	8.5%	10.9%	\$460,000
PALM BEACH	43	\$731,250	3.4%	\$700,000	9.2%	35.9%	\$515,000
PARADISE POINT	28	\$1,350,000	55.9%	\$980,000	10.5%	3.0%	\$951,250
PARKWOOD	20	\$545,000	-2.7%	\$550,000	3.8%	22.2%	\$450,000
PIMPAMA	21	\$452,000	3.3%	\$440,000	1.2%	18.9%	\$370,000
REEDY CREEK	28	\$743,500	1.5%	\$746,700	14.0%	16.0%	\$643,750
ROBINA	65	\$615,000	-4.7%	\$626,544	7.1%	20.5%	\$520,000
RUNAWAY BAY	19	N/A	N/A	\$960,000	7.6%	27.2%	\$755,000
SOUTHPORT	56	\$520,000	-3.5%	\$539,000	6.7%	28.3%	\$420,000
SURFERS PARADISE	27	\$982,500	-22.0%	\$1,292,500	6.2%	-6.0%	\$1,375,000
TALLAI ^	5	N/A	N/A	\$879,500	11.3%	22.2%	\$720,000
TALLEBUDGERA ^	12	N/A	N/A	\$810,000	5.6%	16.5%	\$695,000
TALLEBUDGERA VALLEY ^	6	N/A	N/A	\$765,000	0.7%	7.0%	\$715,000
TUGUN	17	N/A	N/A	\$570,000	15.2%	25.2%	\$455,250
UPPER COOMERA	89	\$465,000	4.5%	\$450,000	5.9%	12.5%	\$400,000
VARISITY LAKES	31	\$612,000	9.3%	\$577,000	7.3%	25.4%	\$460,000
WONGAWALLAN ^	6	N/A	N/A	\$721,000	17.3%	-1.6%	\$732,500
WORONGARY	8	N/A	N/A	\$450,000	7.1%	20.5%	\$373,500
WORONGARY ^	13	N/A	N/A	\$725,000	3.6%	27.2%	\$570,000

SURROUNDS

SCENIC RIM (LGA)	78	\$425,000	20.6%	\$362,000	-2.2%	-3.1%	\$373,500
SCENIC RIM (LGA) ^	73	\$492,500	1.6%	\$485,000	-4.9%	7.3%	\$452,000
BEAUDESERT	17	N/A	N/A	\$312,450	-6.7%	-0.3%	\$313,500
BOONAH	5	N/A	N/A	\$275,000	0.0%	13.4%	\$242,500
KOORALBYN ^	9	N/A	N/A	\$329,000	2.8%	6.1%	\$310,000
TAMBORINE ^	14	N/A	N/A	\$566,500	7.5%	13.3%	\$500,000
TAMBORINE MOUNTAIN	40	\$460,000	0.3%	\$462,500	5.1%	9.9%	\$420,750
TAMBORINE MOUNTAIN ^	5	N/A	N/A	\$757,500	2.4%	7.4%	\$705,000

SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
GOLD COAST (LGA)	1720	\$387,000	-2.0%	\$390,000	4.8%	6.6%	\$365,900
ARUNDEL	10	N/A	N/A	\$329,500	2.7%	6.3%	\$310,000
ASHMORE	17	N/A	N/A	\$290,000	-4.6%	3.6%	\$280,000
BENOWA	11	N/A	N/A	\$525,000	-7.9%	13.2%	\$463,980
BIGGERA WATERS	63	\$449,000	11.1%	\$441,500	3.2%	42.0%	\$311,000
BILINGA	13	N/A	N/A	\$500,000	7.2%	-19.4%	\$620,000
BROADBEACH	62	\$515,000	22.6%	\$451,750	4.6%	-9.2%	\$497,500
BROADBEACH WATERS	15	N/A	N/A	\$474,000	9.6%	31.7%	\$360,000
BUNDALL	6	N/A	N/A	\$353,500	7.2%	-5.4%	\$373,750
BURLEIGH HEADS	59	\$547,950	23.1%	\$440,000	5.8%	15.6%	\$380,500
BURLEIGH WATERS	22	\$376,750	-11.4%	\$385,000	4.1%	16.3%	\$331,000
CARRARA	30	\$444,500	0.5%	\$424,000	-1.1%	7.9%	\$393,000
CLEAR ISLAND WATERS	7	N/A	N/A	\$426,000	0.2%	-10.8%	\$477,500
COOLANGATTA	53	\$475,000	-5.5%	\$480,000	11.6%	2.1%	\$470,000
COOMBABAH	30	\$349,000	1.2%	\$342,250	3.4%	7.0%	\$320,000
COOMERA	37	\$500,000	13.6%	\$375,400	8.8%	10.0%	\$341,250
CURRUMBIN	13	N/A	N/A	\$445,000	-4.7%	5.0%	\$423,750
CURRUMBIN WATERS	16	N/A	N/A	\$338,500	-3.3%	9.2%	\$310,000
ELANORA	20	\$368,000	0.7%	\$367,000	14.7%	14.7%	\$320,000
HELENSVALE	22	\$336,500	-3.9%	\$410,000	-4.7%	-5.7%	\$435,000
HIGHLAND PARK	2	N/A	N/A	\$285,000	-2.4%	7.5%	\$265,000
HOLLYWELL	3	N/A	N/A	\$685,000	13.8%	-42.9%	\$1,200,000
HOPE ISLAND	74	\$487,500	-19.2%	\$612,500	14.5%	33.2%	\$460,000
LABRADOR	99	\$341,000	-2.6%	\$342,500	5.1%	14.2%	\$300,000
MAIN BEACH	42	\$571,250	-10.7%	\$640,000	7.6%	6.7%	\$600,000
MERMAID BEACH	60	\$357,500	-8.2%	\$360,500	1.4%	-2.3%	\$369,000
MERMAID WATERS	32	\$417,500	26.5%	\$365,000	10.6%	21.1%	\$301,500
MERRIMAC	22	\$320,000	-0.3%	\$330,000	-8.1%	-20.8%	\$416,500
MIAMI	37	\$430,000	0.0%	\$430,000	9.6%	22.0%	\$352,500
MUDGEERABA	16	N/A	N/A	\$325,000	-0.5%	-1.5%	\$330,000
NERANG	33	\$285,000	-4.2%	\$305,000	2.0%	5.5%	\$289,000
ORMEAU	10	N/A	N/A	\$347,250	-0.8%	-0.8%	\$350,000
OXENFORD	12	N/A	N/A	\$311,500	10.1%	7.4%	\$290,000
PACIFIC PINES	10	N/A	N/A	\$329,000	-6.0%	-17.5%	\$399,000
PALM BEACH	62	\$383,000	-3.9%	\$374,500	8.6%	7.0%	\$350,000
PARADISE POINT	30	\$495,000	-17.4%	\$593,000	-8.8%	18.6%	\$500,000
PARKWOOD	0	N/A	N/A	\$348,500	10.6%	7.2%	\$325,000
PIMPAMA	10	N/A	N/A	\$330,000	1.5%	-10.8%	\$369,900
REEDY CREEK	16	N/A	N/A	\$312,000	4.4%	4.0%	\$300,000
ROBINA	47	\$435,000	3.2%	\$421,000	-2.3%	-8.5%	\$460,000
RUNAWAY BAY	33	\$517,000	-0.6%	\$497,500	17.1%	28.4%	\$387,500
SOUTHPORT	112	\$340,000	-9.3%	\$365,000	2.8%	8.8%	\$335,500
SURFERS PARADISE	285	\$375,000	-1.3%	\$365,000	2.8%	0.0%	\$365,000
TUGUN	34	\$380,000	-11.6%	\$403,250	6.1%	16.9%	\$345,000
UPPER COOMERA	21	\$340,250	-0.8%	\$335,000	4.7%	-6.7%	\$359,000
VARISITY LAKES	54	\$412,500	-0.2%	\$412,000	3.6%	7.0%	\$385,000

UNIT MARKET (CONT'D)

Despite the quarterly drop, the unit market performed positively for the past 12 months and past five years. The annual median sale price increased by 4.8 per cent over the 12 months to September and by 6.6 per cent over five years to September. This demonstrates that the medium-term performance of the unit market have been very volatile.

The annual number of listings increased slightly, triggering an increase in the stock on market from 9.7 per cent to 9.9 per cent for the 12 months to August 2016.

Median days on market at 51 days and median vendor discounting at 4.4 per cent showed signs of improvement for the 12 months to August 2016.

SALES MARKET - VACANT LAND

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
GOLD COAST (LGA)	150	\$247,875	2.0%	\$241,000	2.6%	5.2%	\$229,000
GOLD COAST (LGA) ^	8	N/A	N/A	\$357,500	-8.3%	-20.6%	\$450,000
COOMERA	32	\$244,500	3.1%	\$236,900	-0.9%	15.6%	\$205,000
ELANORA	0	N/A	N/A	\$397,500	25.8%	93.9%	\$205,000
GILSTON	0	N/A	N/A	\$292,000	8.8%	14.8%	\$254,450
HELENSVALE	1	N/A	N/A	\$542,500	-0.4%	53.2%	\$354,000
HOPE ISLAND	1	N/A	N/A	\$339,000	-23.8%	-21.5%	\$432,000
ORMEAU	8	N/A	N/A	\$229,500	-0.8%	-8.2%	\$250,000
ORMEAU HILLS	7	N/A	N/A	\$229,500	4.9%	4.3%	\$220,000
PACIFIC PINES	0	N/A	N/A	\$238,400	5.6%	-6.0%	\$253,550
PIMPAMA	71	\$247,000	2.1%	\$242,000	3.4%	7.6%	\$225,000
REEDY CREEK	5	N/A	N/A	\$369,500	7.7%	15.3%	\$320,400
UPPER COOMERA	5	N/A	N/A	\$246,325	3.1%	7.6%	\$229,000
SURROUNDS							
SCENIC RIM (LGA)	3	N/A	N/A	\$179,900	0.0%	-1.4%	\$182,500
SCENIC RIM (LGA) ^	10	N/A	N/A	\$233,500	0.7%	11.2%	\$210,000
GLENEAGLE	0	N/A	N/A	\$189,000	4.1%	6.5%	\$177,500

MOST EXPENSIVE SUBURBS FOR HOUSES

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
MERMAID BEACH	\$1,395,000	19.7%
SURFERS PARADISE	\$1,292,500	6.2%
CLEAR ISLAND WATERS	\$1,075,000	13.0%
BROADBEACH WATERS	\$1,052,500	27.4%
BUNDALL	\$980,000	17.2%

MOST AFFORDABLE SUBURBS FOR HOUSES

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
UPPER COOMERA	\$450,000	5.9%
WORONGARY	\$450,000	7.1%
PIMPAMA	\$440,000	1.2%
NERANG	\$410,000	4.3%
LOWER BEECHMONT	\$390,000	10.6%

MOST EXPENSIVE SUBURBS FOR UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
HOLLYWELL	\$685,000	13.8%
MAIN BEACH	\$640,000	7.6%
HOPE ISLAND	\$612,500	14.5%
PARADISE POINT	\$593,000	-8.8%
BENOWA	\$525,000	-7.9%

MOST AFFORDABLE SUBURBS FOR UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
REEDY CREEK	\$312,000	4.4%
OXENFORD	\$311,500	10.1%
NERANG	\$305,000	2.0%
ASHMORE	\$290,000	-4.6%
HIGHLAND PARK	\$285,000	-2.4%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY^	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
	GOLD COAST CITY	\$460	1044	\$450	986
4208	GILBERTON/JACOBS WELL/ORMEAU	\$420	13	\$400	20
4209	CANOWINDRA/COOMERA/ PIMPAMA/ WILLOW VALE/ YAWALPAH	\$390	161	\$390	95
4210	OXENFORD/STUDIO VILLAGE/ WONGAWALLAN	\$435	14	\$400	20
4211	ADVANCETOWN/BEECHMONT/ BINNA BURRA/CARRARA/ GAVEN/ NERANG	\$440	105	\$420	119
4212	BOYKAMBIL/HELENSVALE/HOPE ISLAND/ SANCTUARY COVE	\$510	77	\$475	57
4213	AUSTINVILLE/MUDGEERABA/ SPRINGBROOK/ TALLAI/ WORONGARY	\$480	39	\$450	30
4214	ARUNDEL/ASHMORE/ERNEST/ PARKWOOD	\$470	81	\$435	74
4215	CHIRN PK/SOUTHPORT/LABRADOR/ KEEBRA PK	\$425	103	\$430	139
4216	BIGGERA WTRS/ COOMBABAH/ HOLLYWELL/ PARADISE PT/ RUNAWAY BAY	\$450	58	\$450	75
4217	BENOWA/BUNDALL/MAIN BCH/ SORRENTO/ SURFERS PARADISE	\$610	38	\$590	44
4218	BROADBEACH/MERMAID BCH/ NOBBY BCH/RIALTO	\$565	78	\$560	64
4220	ANDREWS/BURLEIGH/MIAMI/TALLY VALLEY	\$550	68	\$500	56
4221	ELANORA/PALM BCH	\$520	53	\$500	32
4223	CURRUMBIN/CURRUMBIN VALLEY	\$540	22	\$545	23
4224	TUGUN	\$488	12	\$465	12
4226	KERRYDALE/MERRIMAC/ROBINA	\$490	74	\$465	65
4227	REEDY CK/STEPHENS/VARSITY LAKES	\$490	39	\$460	47
	SCENIC RIM REGIONAL	\$350	113	\$320	113
4270	TAMBORINE/ BIDDADDABA/ BOYLAND/ MUNDOOLUN/ WONGLEPONG	\$405	5	\$440	5
4272	MT TAMBORINE	\$415	29	\$400	22
4285	BEAUDESERT/ CEDAR VALE/ INNISPLAIN/ KOORALBYN/ LAMINGTON	\$320	43	\$300	44
4309	ARATULA/ KALBAR	\$290	12	N.A.	3
4310	BOONAH/ DUGANDEN/ MT ALFORD	\$285	11	\$260	14

RENTAL MARKET - 2 BED UNITS

	GOLD COAST CITY	\$400	2536	\$380	2462
4209	CANOWINDRA/COOMERA/ PIMPAMA/ WILLOW VALE/ YAWALPAH	\$333	20	\$320	12
4210	OXENFORD/STUDIO VILLAGE/ WONGAWALLAN	\$310	15	\$320	16
4211	ADVANCETOWN/BEECHMONT/ BINNA BURRA/CARRARA/ GAVEN/ NERANG	\$340	49	\$310	30
4212	BOYKAMBIL/HELENSVALE/HOPE ISLAND/ SANCTUARY COVE	\$410	29	\$410	53
4214	ARUNDEL/ASHMORE/ERNEST/ PARKWOOD	\$350	22	\$335	19
4215	CHIRN PK/SOUTHPORT/LABRADOR/ KEEBRA PK	\$380	622	\$360	554
4216	BIGGERA WTRS/ COOMBABAH/ HOLLYWELL/ PARADISE PT/ RUNAWAY BAY	\$415	245	\$365	234
4217	BENOWA/BUNDALL/MAIN BCH/ SORRENTO/ SURFERS PARADISE	\$450	538	\$425	565
4218	BROADBEACH/MERMAID BCH/ NOBBY BCH/RIALTO	\$390	313	\$380	320
4220	ANDREWS/BURLEIGH/MIAMI/TALLY VALLEY	\$410	172	\$400	172
4221	ELANORA/PALM BCH	\$360	136	\$360	109
4223	CURRUMBIN/CURRUMBIN VALLEY	\$383	34	\$380	38
4224	TUGUN	\$350	32	\$350	49
4225	BILINGA/COOLANGATTA/GREENMOUNT/ KIRRA/ RAINBOW BAY	\$370	110	\$350	110
4226	KERRYDALE/MERRIMAC/ROBINA	\$430	69	\$420	46
4227	REEDY CK/STEPHENS/VARSITY LAKES	\$420	122	\$400	126
	SCENIC RIM REGIONAL	\$258	26	\$230	28
4285	BEAUDESERT/ CEDAR VALE/ INNISPLAIN/ KOORALBYN/ LAMINGTON/ ETC	\$250	21	\$230	23

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
	GOLD COAST CITY	\$410	1065	\$400	1145
4208	GILBERTON/JACOBS WELL/ORMEAU	\$388	12	\$380	10
4209	CANOWINDRA/COOMERA/ PIMPAMA/ WILLOW VALE/ YAWALPAH	\$370	184	\$370	164
4210	OXENFORD/STUDIO VILLAGE/ WONGAWALLAN	\$415	9	\$355	14
4211	ADVANCETOWN/BEECHMONT/ BINNA BURRA/CARRARA/ GAVEN/ NERANG	\$390	180	\$395	192
4212	BOYKAMBIL/HELENSVALE/HOPE ISLAND/ SANCTUARY COVE	\$460	37	\$430	33
4213	AUSTINVILLE/MUDGEERABA/ SPRINGBROOK/ TALLAI/ WORONGARY	\$410	25	\$410	30
4214	ARUNDEL/ASHMORE/ERNEST/ PARKWOOD	\$385	41	\$380	54
4215	CHIRN PK/SOUTHPORT/LABRADOR/ KEEBRA PK	\$420	109	\$400	120
4216	BIGGERA WTRS/ COOMBABAH/ HOLLYWELL/ PARADISE PT/ RUNAWAY BAY	\$390	81	\$380	115
4217	BENOWA/BUNDALL/MAIN BCH/ SORRENTO/ SURFERS PARADISE	\$468	44	\$500	57
4218	BROADBEACH/MERMAID BCH/ NOBBY BCH/RIALTO	\$485	28	\$480	27
4220	ANDREWS/BURLEIGH/MIAMI/TALLY VALLEY	\$460	37	\$410	33
4221	ELANORA/PALM BCH	\$430	37	\$410	23
4223	CURRUMBIN/CURRUMBIN VALLEY	\$430	10	\$420	17
4224	TUGUN	\$460	15	\$440	16
4226	KERRYDALE/MERRIMAC/ROBINA	\$475	149	\$460	162
4227	REEDY CK/STEPHENS/VARSITY LAKES	\$450	63	\$440	73

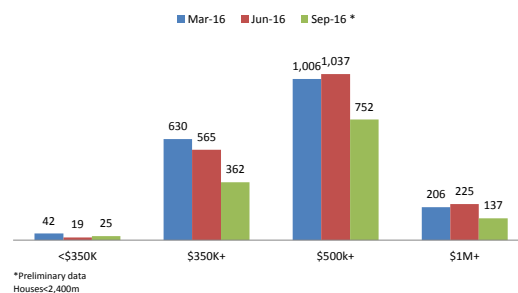
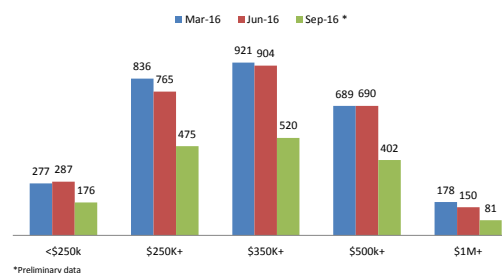
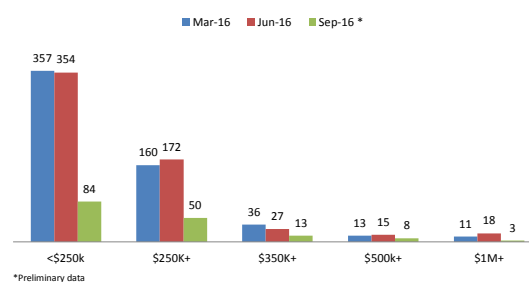
RENTAL MARKET

The Gold Coast rental market was the second strongest in Queensland after the Sunshine Coast. Its performance is sound with vacancy rates in the tight range at 1.7 per cent to the September quarter.

Local agents indicate that the demand for rental properties is strong with many vacancies receiving multiple applications at the time and properties renting in less than two weeks.

The weekly median rent for three-bedroom houses, sitting at \$460, is the highest in Queensland, even exceeding the Brisbane rental market. The weekly median rent for two-bedroom units increased from \$395 to \$400 in September. Three-bedroom townhouses are popular for tenants with the median weekly rent increasing to \$410 in September from \$400 in June.

The indicative gross rental yields has remained relatively steady over the September quarter at 4.1 per cent for houses and 5.4 per cent for units

GOLD COAST HOUSE SALES**GOLD COAST UNIT SALES****GOLD COAST LAND SALES**

Long regarded as the southeast corner's property powerhouse, the September quarter brought the Gold Coast's winning streak of four consecutive quarters of growth in the median house price to an end with a small slip of 0.2 per cent, to \$579,000.

TOOWOOMBA

Toowoomba's median house price grew by 1.5 per cent, from \$345,000 in the June quarter to \$350,000 in the September quarter.

In contrast, the median unit price fell significantly over the quarter from \$310,000 to \$285,000. This fall is partially due to the increasing supply (measured by the uplift in the number of listings).

The benefits of the \$2 billion Toowoomba Second Range Crossing (TSRC) project will materialise over the medium term. The project construction stage commenced in April and a key portion of the project (related to the construction of the road access between Toowoomba city and TSRC) commenced in October.

From November 2016, Toowoomba was classified as a regional international gateway with international airlines free to operate to and from the Brisbane West Wellcamp Airport. This provides Toowoomba with greater opportunities for tourism and trade. Cathay Pacific has announced it will start operating freight flights from Brisbane West Wellcamp Airport to Hong Kong. These flights will provide significant support to the agricultural export sector in the region.

The second stage of the Grand QIC redevelopment is continuing, and is due for completion by June 2017. The first stage has been operational since June 2016.

The economic fundamentals supporting the property market in Toowoomba are solid and any potential contraction will most likely be seen in the unit market. This reduction may ultimately increase the price gap between houses and units, which sat at about \$65,000 for the September quarter. Local agent indicates that the demand from owner-occupiers remains solid, however buyers are taking longer and negotiating harder when deciding to make an offer.

HOUSE MARKET

Toowoomba is the second-most affordable region in the southeast corner (after Ipswich) with a median house price of \$350,000. Centenary Heights, Harristown and South Toowoomba were the three suburbs reporting the greatest number of sales. All of these suburbs reported a median sale price in the vicinity of the LGA median sale price.

The house annual median sale price remained relatively stable at \$350,000 for the 12 months to September. Preliminary data indicates that the largest volume of sales activity remained in the price range below \$350,000.

Over the five years to September 2016, the annual median sale price increased by 19.6 per cent or the equivalent to a moderate growth of 3.6 per cent per year.

The volume of sales activity contracted by about 19.1 per cent from 2624 sales for September 2015 to 2123 sales for September 2016. In line with this contraction, the market trend indicators weakened with the median days on market jumping from 37 days for August 2015 to 50 days for August 2016.

Similarly, the median vendor discounting increased from 4.1 per cent for August 2015 to 5 per cent for August 2016. These may show initial signs that the demand is reducing, however sale prices remained relatively steady as the property market in Toowoomba experienced moderate growth supporting market stability.

UNIT MARKET

The unit market experienced a large contraction of 8.1 per cent over the September quarter, resulting in the median unit price dropping from \$310,000 for June to \$285,000 for September.

The size of the unit market in the region is relatively small and appears to be shrinking, with 619 annual sales reported for September 2015 compared to 507 annual sales for September 2016.

The annual median sale price reported a slight increase of 1.6 per cent to \$310,000 compared to a five-year increase of 26.8 per cent for September 2016.

While the five-year increase for the unit market of 26.8 per cent exceeded the five-year increase for the house market of 19.6 per cent, the price gap between houses and units shortened. Recent statistics indicate a contraction in the demand of units, which may eventually trigger an increase in the price gap between houses and units.

Similar to the house market, the market trend indicators show initial signs of a reduction in demand with the median days on market increasing by more than 20 days from 51 days for August 2015 to 73 days for August 2016.

Local agents indicate that sellers in the unit market have been required to increase the median vendor discounting, with the statistics showing an increase from 3.4 per cent for August 2015 to 5.1 per cent for August 2016. Despite the substantial increase, the median vendor discounting still sits at acceptable levels and within a similar range seen throughout other areas in the southeast corner.

RENTAL MARKET

The performance of the rental market was steady over the September quarter, reporting a vacancy rate of 2.3 per cent.

Over the past eight years, the rental market has performed soundly, operating generally in a tight market with vacancy rates below 2.5 per cent. Local agents indicate that the market conditions and landlord confidence were stable over the September quarter.

The weekly median rent for three-bedroom houses and two-bedroom units was steady. On the other hand, the weekly median rent for three bedroom townhouses showed a reduction of \$20 from \$340 in June to \$320 in September.

The indicative gross rental yield remained steady for houses. However the indicative gross rental yield for units increased from 4.2 per cent for June to 4.5 for September due to the median sale price contraction.

SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
TOOWOOMBA (LGA)	341	\$350,000	1.5%	\$350,000	-0.6%	19.6%	\$292,750
TOOWOOMBA (LGA) ^	80	\$500,000	3.2%	\$493,500	-0.3%	17.5%	\$420,000
CENTENARY HEIGHTS	26	\$367,000	3.7%	\$365,000	1.4%	25.0%	\$292,000
CROWS NEST	6	N/A	N/A	\$274,000	6.0%	18.6%	\$231,000
DARLING HEIGHTS	11	N/A	N/A	\$343,000	-1.7%	18.7%	\$289,000
EAST TOOWOOMBA	20	\$430,000	-13.1%	\$470,000	9.3%	20.5%	\$390,000
GLENVALE	8	N/A	N/A	\$360,000	-3.6%	10.8%	\$325,000
GLENVALE ^	4	N/A	N/A	\$512,000	-4.3%	13.1%	\$452,500
HARLAXTON	8	N/A	N/A	\$265,000	-7.9%	21.6%	\$218,000
HARRISTOWN	24	\$300,000	-1.6%	\$313,000	-2.2%	18.1%	\$265,000
HIGHFIELDS	7	N/A	N/A	\$467,500	-2.4%	8.3%	\$431,750
HIGHFIELDS ^	21	\$525,000	-3.9%	\$525,000	0.4%	20.7%	\$435,000
KEARNEYS SPRING	22	\$355,000	-11.3%	\$380,000	3.3%	16.9%	\$325,000
KINGSTHORPE	6	N/A	N/A	\$320,000	2.8%	34.7%	\$237,500
KLEINTON	6	N/A	N/A	\$518,750	2.0%	31.0%	\$396,000
MERINGANDAN WEST ^	3	N/A	N/A	\$383,250	-2.1%	15.4%	\$332,000
MIDDLE RIDGE	14	N/A	N/A	\$490,000	-5.3%	14.9%	\$426,500
MOUNT LOFTY	12	N/A	N/A	\$450,000	-2.1%	42.0%	\$317,000
NEWTOWN	16	N/A	N/A	\$307,500	-2.8%	23.0%	\$250,000
NORTH TOOWOOMBA	23	\$337,500	18.4%	\$325,000	1.3%	25.6%	\$258,750
Oakey	3	N/A	N/A	\$227,500	-3.2%	3.4%	\$220,000
PITTSWORTH	2	N/A	N/A	\$291,500	2.3%	4.1%	\$280,000
RANGEVILLE	23	\$420,500	2.6%	\$420,000	-5.6%	18.3%	\$355,000
ROCKVILLE	8	N/A	N/A	\$267,000	-4.6%	12.2%	\$238,000
SOUTH TOOWOOMBA	24	\$359,250	9.7%	\$337,000	-0.4%	23.7%	\$272,500
TOOWOOMBA CITY	8	N/A	N/A	\$350,000	-3.9%	30.2%	\$268,750
WESTBROOK	8	N/A	N/A	\$443,500	-2.5%	12.4%	\$394,500
WILSONTON	16	N/A	N/A	\$302,500	-6.2%	16.9%	\$258,750
WILSONTON HEIGHTS	0	N/A	N/A	\$277,000	-5.3%	8.6%	\$255,000
WYREEMA	6	N/A	N/A	\$327,500	-2.4%	6.7%	\$307,000

SURROUNDS

GOONDIWINDI (LGA)	16	N/A	N/A	\$250,000	4.2%	13.6%	\$220,000
GOONDIWINDI	13	N/A	N/A	\$290,000	7.4%	5.5%	\$275,000

SOUTHERN DOWNS (LGA)	54	\$241,250	-1.5%	\$242,500	3.4%	-0.8%	\$244,500
SOUTHERN DOWNS (LGA) ^	30	\$307,500	-3.0%	\$320,000	-9.2%	0.0%	\$320,000
STANTHORPE	10	N/A	N/A	\$238,000	3.7%	-2.9%	\$245,000
WARWICK	36	\$260,000	6.1%	\$250,000	6.4%	-1.0%	\$252,500

WESTERN DOWNS (LGA)	40	\$160,000	-29.2%	\$190,000	-23.4%	-29.6%	\$270,000
WESTERN DOWNS (LGA) ^	17	N/A	N/A	\$349,000	9.1%	-9.4%	\$385,000
CHINCHILLA	16	N/A	N/A	\$222,000	-28.4%	-26.0%	\$300,000
DALBY	13	N/A	N/A	\$218,000	-12.6%	-9.2%	\$240,000
DALBY ^	5	N/A	N/A	\$391,500	-4.5%	-5.3%	\$413,500

SALES MARKET - UNITS & TOWNHOUSES

TOOWOOMBA (LGA)	78	\$285,000	-8.1%	\$310,000	1.6%	26.8%	\$244,500
CENTENARY HEIGHTS	4	N/A	N/A	\$337,000	7.0%	23.7%	\$272,500
EAST TOOWOOMBA	16	N/A	N/A	\$337,000	-6.1%	40.4%	\$240,000
HARRISTOWN	4	N/A	N/A	\$260,000	20.4%	8.3%	\$240,000
HIGHFIELDS	0	N/A	N/A	\$312,500	-3.9%	-4.2%	\$326,250
KEARNEYS SPRING	12	N/A	N/A	\$307,000	-0.3%	27.3%	\$241,250
NEWTOWN	7	N/A	N/A	\$300,000	9.1%	27.7%	\$235,000
RANGEVILLE	4	N/A	N/A	\$308,745	-12.4%	3.8%	\$297,500
SOUTH TOOWOOMBA	5	N/A	N/A	\$331,250	7.0%	29.9%	\$254,950
WILSONTON	5	N/A	N/A	\$263,500	3.3%	19.8%	\$220,000

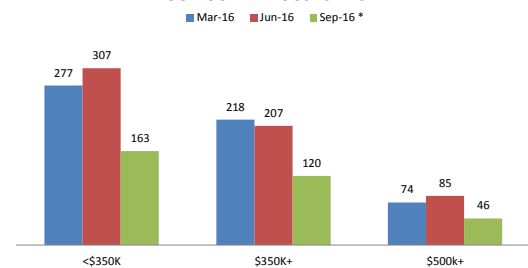
SALES MARKET - VACANT LAND

TOOWOOMBA (LGA)	53	\$210,000	20.3%	\$175,000	1.6%	26.0%	\$138,900
TOOWOOMBA (LGA) ^	16	N/A	N/A	\$195,000	-1.3%	27.5%	\$153,000
CRANLEY	3	N/A	N/A	\$165,500	-2.8%	15.7%	\$143,000
GLENVALE	2	N/A	N/A	\$185,000	8.8%	27.6%	\$145,000
KEARNEYS SPRING	5	N/A	N/A	\$183,500	-3.9%	10.2%	\$166,500
KLEINTON	1	N/A	N/A	\$185,750	0.3%	28.1%	\$145,000
MIDDLE RIDGE	20	\$251,000	-27.3%	\$256,000	6.4%	34.7%	\$190,000
WESTBROOK	3	N/A	N/A	\$196,000	17.0%	56.2%	\$125,500
WYREEMA	0	N/A	N/A	\$160,000	3.2%	16.9%	\$136,900

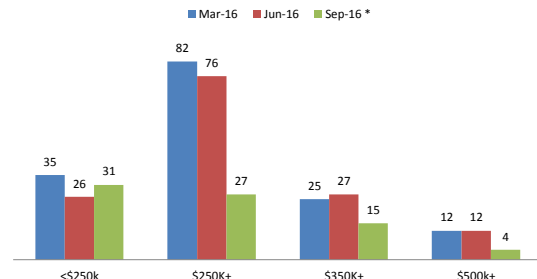
SURROUNDS

SOUTHERN DOWNS (LGA)	10	N/A	N/A	\$72,000	-17.2%	-20.0%	\$90,000
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TOOWOOMBA HOUSE SALES

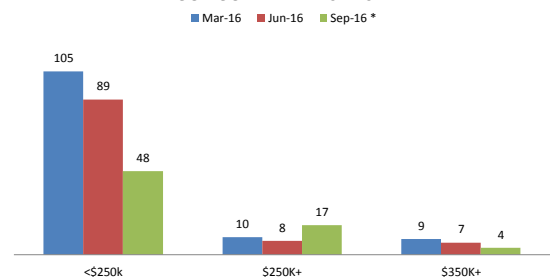
*Preliminary data
Houses <2,400m

TOOWOOMBA UNIT SALES



*Preliminary data

TOOWOOMBA LAND SALES



*Preliminary data

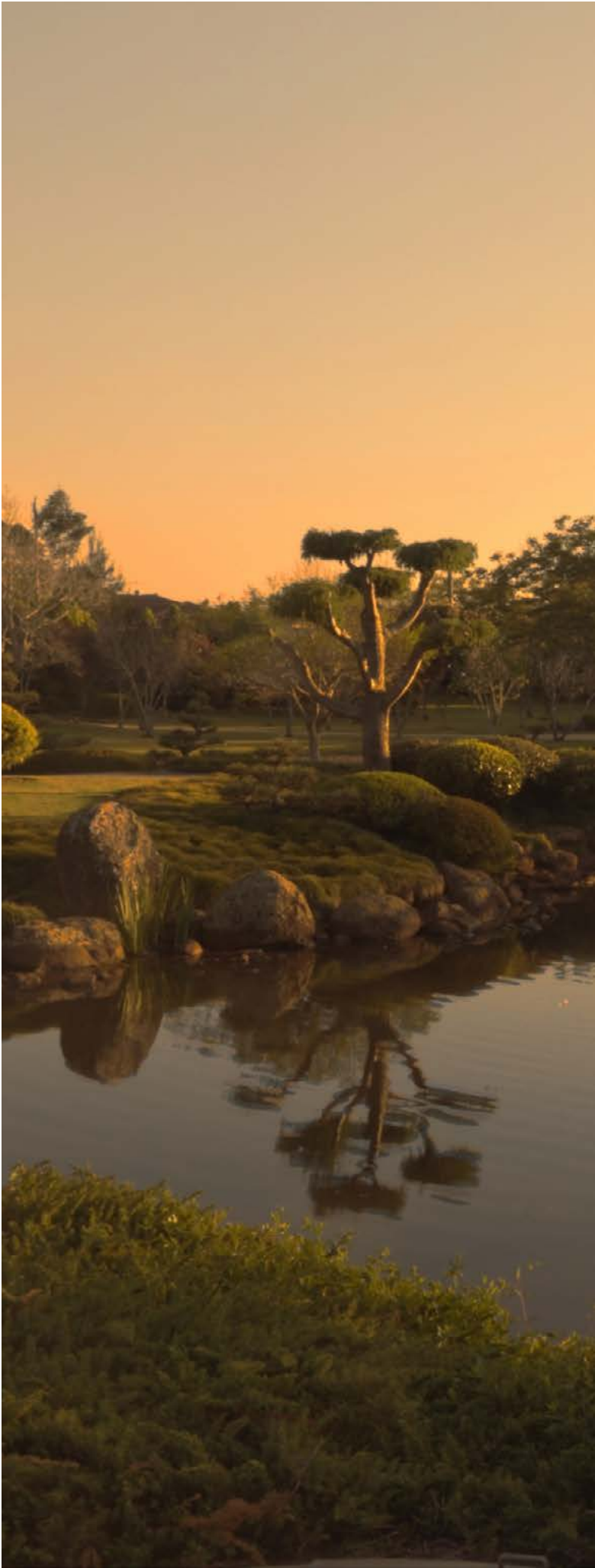


Over the past eight years, the rental market has performed soundly, operating generally in a tight market with vacancy rates below 2.5 per cent. Local agents indicate that the market conditions and landlord confidence were stable over the September quarter.

RENTAL MARKET - 3 BED HOUSES					
POST		SEP-16		SEP-15	
CODE	LOCALITY ^a	\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$300	625	\$300	626
4350	CENTENARY HEIGHTS/DARLING HEIGHTS/DRAYTON/GLENVALE/HARLAXTON/HARRISTOWN/KEARNEY SPRINGS/MIDDLE RIDGE/MOUNT LOFTY/NEWTOWN/RANGEVILLE/ROCKVILLE/TOOWOOMBA/WESTBROOK/WILSONTON	\$300	478	\$300	503
4352	CABARLAH/GOWRIE JUNCTION/HAMPTON/HIGHFIELDS/HODGSON VALE/KLEINTON/MERINGANDAN/RAVENSBOURNE/WITHCOTT/WYREEMA	\$320	33	\$315	27
4355	CROWS NEST/EMU CREEK	\$280	14	\$255	9
4356	PITTSWORTH/MOUNT TYSON	\$280	19	\$260	10
4357	MILLMERRAN	\$265	11	\$240	8
4361	CLIFTON	\$240	10	\$230	5
4400	KINGSTHORPE	\$280	5	N/A	3
4401	Oakey	\$260	25	\$260	25
GOONDIWINDI REGIONAL		\$285	32	\$275	30
4390	GOONDIWINDI	\$295	27	\$300	23
SOUTHERN DOWNS REGIONAL		\$260	140	\$250	138
4362	ALLORA/HENDON/TALGA/BERAT/DEUCHAR	\$280	9	\$220	6
4370	WARWICK/ROSENTHAL HEIGHTS/WOMINA/FREESTONE/MARYVALE	\$260	84	\$260	82
4380	STANTHORPE/BROADWATER/MOUNT TULLY/SEVERNLEA/SUGARLOAF/GREENLANDS/PIKEDALE/EUKEY	\$280	36	\$260	40
WESTERN DOWNS REGIONAL		\$215	133	\$230	170
4405	DALBY	\$240	83	\$240	94
4413	CHINCHILLA	\$198	30	\$210	46
4415	MILES	\$180	9	\$200	16

RENTAL MARKET - 2 BED UNITS					
TOOWOOMBA REGIONAL		\$245	460	\$250	393
4350	CENTENARY HEIGHTS/DARLING HEIGHTS/DRAYTON/GLENVALE/HARLAXTON/HARRISTOWN/KEARNEY SPRINGS/MIDDLE RIDGE/MOUNT LOFTY/NEWTOWN/RANGEVILLE/ROCKVILLE/TOOWOOMBA/WESTBROOK/WILSONTON	\$245	426	\$250	369
4352	CABARLAH/GOWRIE JUNCTION/HAMPTON/HIGHFIELDS/HODGSON VALE/KLEINTON/MERINGANDAN/RAVENSBOURNE/WITHCOTT/WYREEMA	\$251	13	N/A	2
4401	Oakey	\$210	10	\$230	5
GOONDIWINDI REGIONAL		\$195	20	\$195	23
4390	GOONDIWINDI	\$195	20	\$195	23
SOUTHERN DOWNS REGIONAL		\$230	49	\$205	62
4370	WARWICK/ROSENTHAL HEIGHTS/WOMINA/FREESTONE/MARYVALE	\$225	35	\$220	38
4380	STANTHORPE/BROADWATER/MOUNT TULLY/SEVERNLEA/SUGARLOAF/GREENLANDS/PIKEDALE/EUKEY	\$230	9	\$200	21
WESTERN DOWNS REGIONAL		\$168	66	\$180	53
4405	DALBY	\$180	39	\$195	32
4413	CHINCHILLA	\$170	15	\$170	17

RENTAL MARKET - 3 BED TOWNHOUSES					
TOOWOOMBA REGIONAL		\$320	38	\$300	26
4350	CENTENARY HEIGHTS/DARLING HEIGHTS/DRAYTON/GLENVALE/HARLAXTON/HARRISTOWN/KEARNEY SPRINGS/MIDDLE RIDGE/MOUNT LOFTY/NEWTOWN/RANGEVILLE/ROCKVILLE/TOOWOOMBA/WESTBROOK/WILSONTON	\$320	37	\$300	24
SOUTHERN DOWNS REGIONAL		\$290	7	\$270	6
WESTERN DOWNS REGIONAL		\$220	5	\$250	17





SUNSHINE COAST

The Sunshine Coast statistical division housing market remained steady over the September quarter while the unit market reported a contraction in the median price of about 3.3 per cent.

Despite the recent quarterly trends, confidence in the market remains positive and experts are listing the Sunshine Coast as the Queensland region with the largest potential in 2017.

The \$1.134 billion Bruce Highway Upgrade – Caloundra Road to Sunshine Motorway has been included in the national priority list so it is funded under the 80 per cent Federal Government and 20 per cent State Government funding model. About 700 jobs will be added during the construction phase. The project implementation has commenced with work already commencing near Aldershot.

In response to the current demand of properties for sale and rent, residential development projects continue booming in the Sunshine Coast. New residential development projects include the Stockland's \$63 million Oceanside Retirement Village, as part of the \$5 billion Oceanside masterplanned community due for completion in 2018.

As indicated in the previous quarter, other infrastructure projects such as Maroochydore City Centre, Sunshine Coast Light Rail, International Submarine Broadband Cable and the Caloundra CBD remain in the feasibility stage.

The Sunshine Coast rental market is the strongest in Queensland with vacancy rates below 2 per cent.

The Sunshine Coast is moving at a fast pace, with growing demand for sales and rental properties driven by infrastructure and residential property investments.

HOUSE MARKET

The quarterly median sale price for Sunshine Coast local government area showed a small slip from \$520,000 for June to \$515,000 for September. The annual median house price increased moderately, by 5.1 per cent, from \$490,000 in September 2015 to \$515,000 in September 2016.

Alexandra Headland, Minyama and Twin Waters are the top three suburbs on the Sunshine Coast reporting the largest annual median sale price. Minyama, Alexandra Headland and Mount Coolom recorded the highest annual growth in the median sale price of 28.6 per cent, 13.6 per cent and 20.9 per cent for the 12 months to September 2016.

Over the medium term, the annual median sale price in the Sunshine Coast local government area increased by 17 per cent or the equivalent to 3.2 per cent per year.

Noosa reports the second highest median house price in Queensland, at \$590,000. The annual median house price grew by about 4.5 per cent to \$585,000 and by 11.7 per cent for the five years to September 2016. Sunshine Beach, Noosaville and Noosa Heads are the most expensive suburbs in Noosa, reporting an annual median sale price of \$1.097 million, \$845,000 and \$795,000 for the September quarter.

The largest volume of sales in the Sunshine Coast and Noosa is in the price range of \$500,000 to \$750,000. Preliminary data indicates that the annual number of sales to September reported a reduction of 721 sales (or 12.4 per cent) for the September quarter. This reduction aligns with the contraction on the stock on market, which dropped from 9.6 per cent in August 2015 to 8.6 per cent in August 2016.

Market trend indicators remained relatively stable with the Sunshine Coast region over the past 12 months recording median days of market and median vendor discounting of 53 days and 4.4 per cent for August 2016.

UNIT MARKET

The Sunshine Coast local government area's quarterly median price fell by 3.1 per cent to \$360,000 for September. On an annual basis, the median unit price reported a small increase from \$364,000 to \$370,000.

Twin Waters, Birtinya and Parrearra were the three most expensive suburbs in the Sunshine Coast local government area, reaching an annual median sale price of \$569,000, \$478,500 and \$470,000 respectively. Caloundra West, Nambour, Twin Waters, Birtinya and Alexandra Headlands recorded a double digit annual median sale price growth above 10 per cent.

Noosa's unit market is volatile, recording a quarterly median sale price contraction of 13.5 per cent from \$500,000 to \$432,500. Despite the quarterly reduction, the annual median sale price increased by 13 per cent from \$415,000 for September 2015 to \$469,000 for September 2016. Over the medium term, the five-year growth of 4.8 per cent was significantly below the 12 months growth.

The busiest price bracket remained between \$350,000 and \$500,000 in the Sunshine Coast statistical division.

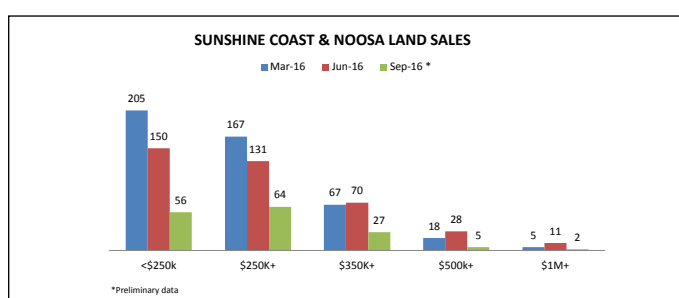
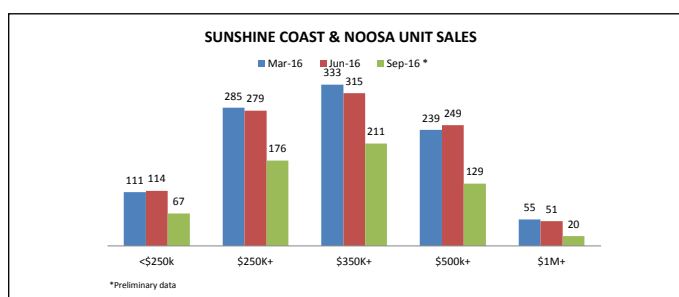
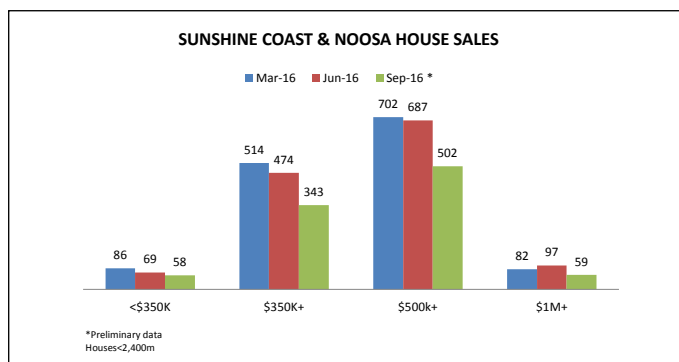
Similar to the house market, unit market trend indicators remained relatively stable for the 12 months to August 2016, reporting median days on market and median vendor discounting of 68 days and 4.7 per cent respectively.

RENTAL MARKET

The Sunshine Coast rental market is the strongest in Queensland. Vacancy rates are steady, sitting at 1.5 per cent for the statistical division over the September quarter.

The median weekly rent on the Sunshine Coast is increasing or staying steady. The vacancy rate in Caloundra at 1.2 per cent is one of the two smallest in Queensland. The Hinterland area reports the largest vacancy rate of 1.9 per cent in the region, which is still classed as a tight rental market.

Some areas in Noosa appear to have high demand from tenants, which has reflected in the reduction of vacancy rates from 2.4 per cent in June to 1.2 per cent in September. The median weekly rent for three-bedroom townhouses increased by \$50 to \$550 over the quarter. This is definitely a sign of a strong market demand. The median rent for three-bedroom houses and two-bedroom units reported a reduction between \$5 and \$10 per week over the quarter.



SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
SUNSHINE COAST (SD)	1016	\$530,000	0.0%	\$520,000	4.0%	15.6%	\$450,000
SUNSHINE COAST (SD) ^	218	\$600,000	0.0%	\$605,000	1.0%	8.0%	\$560,000
SUNSHINE COAST (LGA)	865	\$515,000	-1.0%	\$515,000	5.1%	17.0%	\$440,000
SUNSHINE COAST (LGA) ^	145	\$602,500	-2.8%	\$615,000	2.5%	10.8%	\$555,000
ALEXANDRA HEADLAND	10	N/A	N/A	\$960,000	20.0%	43.3%	\$670,000
AROONA	16	N/A	N/A	\$497,500	8.6%	15.7%	\$430,000
BATTERY HILL	6	N/A	N/A	\$477,500	6.8%	9.1%	\$437,500
BEERWAH	19	N/A	N/A	\$420,000	7.7%	10.2%	\$381,000
BIRTINYA	6	N/A	N/A	\$612,000	9.7%	20.6%	\$507,500
BLI BLI	33	\$452,500	-9.7%	\$468,000	6.4%	20.0%	\$390,000
BOKARINA	5	N/A	N/A	\$588,000	5.7%	30.7%	\$450,000
BUDDINA	16	N/A	N/A	\$640,000	7.3%	29.9%	\$492,500
BUDERIM	105	\$576,500	-2.3%	\$574,000	3.4%	18.4%	\$485,000
BUDERIM ^	5	N/A	N/A	\$985,000	20.9%	0.0%	\$985,000
BURNSIDE	12	N/A	N/A	\$420,000	5.0%	10.8%	\$379,000
CALOUNDRA WEST	41	\$442,000	-3.4%	\$457,000	4.6%	14.6%	\$398,750
COES CREEK	6	N/A	N/A	\$375,000	-3.2%	-3.8%	\$390,000
COOLUM BEACH	35	\$520,000	-6.3%	\$557,000	7.0%	20.6%	\$462,000
CURRIMUNDI	25	\$480,000	-3.0%	\$495,000	8.1%	24.1%	\$399,000
DICKY BEACH	9	N/A	N/A	\$715,000	-4.4%	18.4%	\$604,000
EUMUNDI	2	N/A	N/A	\$450,000	-9.3%	15.2%	\$390,750
EUMUNDI ^	3	N/A	N/A	\$812,500	22.9%	38.9%	\$585,000
GLASS HOUSE MOUNTAINS	14	N/A	N/A	\$440,000	5.5%	10.0%	\$400,000
GLASS HOUSE MOUNTAINS ^	11	N/A	N/A	\$538,000	10.0%	17.0%	\$460,000
GOLDEN BEACH	25	\$580,000	12.6%	\$521,000	10.5%	21.2%	\$430,000
KULLUIN	3	N/A	N/A	\$453,750	9.3%	19.4%	\$380,000
LANDSBOROUGH	13	N/A	N/A	\$381,500	6.0%	6.3%	\$359,000
LITTLE MOUNTAIN	26	\$517,500	-0.5%	\$527,000	3.3%	19.6%	\$440,750
MALENY	7	N/A	N/A	\$465,000	5.7%	8.8%	\$427,500
MALENY ^	4	N/A	N/A	\$620,000	0.8%	5.8%	\$586,000
MARCOOLA	7	N/A	N/A	\$565,000	6.5%	28.0%	\$441,335
MAROOCHYDORE	38	\$554,500	2.2%	\$550,000	8.6%	26.4%	\$435,000
MERIDAN PLAINS	14	N/A	N/A	\$469,000	10.5%	17.4%	\$399,500
MINYAMA	8	N/A	N/A	\$950,000	28.6%	3.3%	\$920,000
MOFFAT BEACH	7	N/A	N/A	\$665,000	9.3%	19.3%	\$557,250
MOOLOOLABA	18	N/A	N/A	\$658,500	3.7%	29.8%	\$507,500
MOOLOOLAH VALLEY	8	N/A	N/A	\$423,000	2.6%	4.4%	\$405,000
MOOLOOLAH VALLEY ^	2	N/A	N/A	\$586,500	11.7%	5.7%	\$555,000
MOUNT COOLUM	10	N/A	N/A	\$575,000	13.6%	23.7%	\$465,000
MOUNTAIN CREEK	27	\$535,000	-0.9%	\$540,000	0.9%	15.1%	\$469,000
MUDJIMBA	10	N/A	N/A	\$600,000	6.2%	26.3%	\$475,000
NAMBOUR	32	\$357,100	0.6%	\$351,000	0.4%	8.3%	\$324,000
NINDERRY ^	3	N/A	N/A	\$573,500	-6.8%	4.8%	\$547,000
PACIFIC PARADISE	7	N/A	N/A	\$438,000	9.5%	25.1%	\$350,000
PALMWOODS	22	\$445,000	-4.0%	\$461,000	4.8%	12.4%	\$410,000
PARREARRA	14	N/A	N/A	\$597,500	0.0%	1.3%	\$590,000
PELICAN WATERS	37	\$768,000	17.3%	\$680,000	5.6%	20.4%	\$565,000
PEREGIAN SPRINGS	25	\$593,250	3.2%	\$580,000	5.5%	5.9%	\$547,500
SIPPY DOWNS	30	\$482,500	3.8%	\$470,000	4.9%	13.3%	\$415,000
TANAWHA ^	2	N/A	N/A	\$896,250	1.0%	29.4%	\$692,500
TWIN WATERS	15	N/A	N/A	\$740,000	4.2%	12.1%	\$660,000
WARANA	7	N/A	N/A	\$570,000	3.6%	26.7%	\$450,000
WOOMBYE	13	N/A	N/A	\$463,025	13.5%	17.2%	\$395,000
WURTULLA	24	\$470,000	-18.2%	\$527,500	7.1%	17.2%	\$450,000
YANDINA	7	N/A	N/A	\$387,500	3.3%	7.5%	\$360,500
YAROOMBRA	12	N/A	N/A	\$590,013	4.9%	10.3%	\$535,000

SURROUNDS

NOOSA (LGA)	151	\$590,000	0.0%	\$585,000	4.5%	11.7%	\$523,750
NOOSA (LGA) ^	73	\$592,500	3.3%	\$586,000	0.1%	3.7%	\$565,000
BLACK MOUNTAIN ^	3	N/A	N/A	\$520,000	-8.6%	1.5%	\$512,500
COORAN ^	4	N/A	N/A	\$440,000	4.8%	-1.4%	\$446,250
COOROIBAH ^	3	N/A	N/A	\$625,000	6.8%	21.4%	\$514,800
COOROY	13	N/A	N/A	\$445,500	7.2%	7.3%	\$415,000
DOONAN ^	18	N/A	N/A	\$725,750	11.7%	3.7%	\$700,000
NOOSA HEADS	12	N/A	N/A	\$795,000	6.0%	34.7%	\$590,000
NOOSAVILLE	36	\$782,250	-21.8%	\$845,000	9.0%	6.3%	\$795,000

SALES MARKET - HOUSES (CONT'D)							
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
PEREGIAN BEACH	14	N/A	N/A	\$706,000	0.1%	28.9%	\$547,500
POMONA	5	N/A	N/A	\$440,000	14.3%	25.7%	\$350,000
POMONA ^	6	N/A	N/A	\$525,500	8.9%	3.5%	\$507,500
SUNRISE BEACH	10	N/A	N/A	\$709,000	18.2%	20.7%	\$587,500
SUNSHINE BEACH	13	N/A	N/A	\$1,090,000	-0.7%	22.0%	\$893,500
TEWANTIN	32	\$462,500	-11.9%	\$470,000	1.4%	16.0%	\$405,000

SALES MARKET - UNITS & TOWNHOUSES							
SUNSHINE COAST (SD)	623	\$374,000	-3.3%	\$385,000	4.1%	8.5%	\$355,000

SUNSHINE COAST (LGA)	493	\$360,000	-3.1%	\$370,000	1.7%	7.2%	\$345,000
ALEXANDRA HEADLAND	30	\$368,500	-13.3%	\$380,000	10.1%	25.6%	\$302,500
BATTERY HILL	1	N/A	N/A	\$250,000	-4.8%	2.0%	\$245,000
BIRTINYA	2	N/A	N/A	\$478,150	12.5%	-5.3%	\$505,000
BUDDINA	5	N/A	N/A	\$411,250	-3.2%	13.9%	\$361,000
BUDERIM	33	\$390,000	6.4%	\$385,000	2.7%	1.3%	\$380,000
CALOUNDRA	30	\$353,750	-0.8%	\$362,500	-7.1%	-4.6%	\$380,000
CALOUNDRA WEST	9	N/A	N/A	\$394,000	25.1%	33.3%	\$295,500
COOLLUM BEACH	25	\$358,000	-3.2%	\$365,000	3.1%	-1.4%	\$370,000
CURRIMUNDI	3	N/A	N/A	\$385,250	6.3%	8.7%	\$354,500
GOLDEN BEACH	20	\$390,000	7.9%	\$400,000	9.6%	56.9%	\$255,000
KINGS BEACH	29	\$355,000	-2.1%	\$365,000	-6.7%	-11.0%	\$410,000
LITTLE MOUNTAIN	4	N/A	N/A	\$415,000	4.0%	27.7%	\$325,000
MARCOOLA	28	\$282,500	4.6%	\$299,000	-5.5%	-15.8%	\$355,000
MAROOCHYDORE	79	\$360,000	-6.7%	\$369,900	2.8%	0.8%	\$367,000
MINYAMA	6	N/A	N/A	\$310,000	-2.8%	7.1%	\$289,500
MOFFAT BEACH	3	N/A	N/A	\$450,000	-10.0%	18.4%	\$380,000
MOOLOOLABA	44	\$345,000	-8.0%	\$375,000	3.1%	7.1%	\$350,000
MOUNT COOLLUM	11	N/A	N/A	\$395,000	5.3%	19.7%	\$330,000
MOUNTAIN CREEK	13	N/A	N/A	\$365,000	-3.3%	28.1%	\$285,000
NAMBOUR	15	N/A	N/A	\$294,500	19.7%	28.9%	\$228,500
PARREARRA	11	N/A	N/A	\$470,000	6.8%	-7.8%	\$510,000
PELICAN WATERS	13	N/A	N/A	\$450,000	-6.1%	12.5%	\$400,000
PEREGIAN SPRINGS	13	N/A	N/A	\$315,000	6.8%	15.6%	\$272,500
TWIN WATERS	7	N/A	N/A	\$569,000	12.7%	22.0%	\$466,250
WARANA	11	N/A	N/A	\$345,000	0.0%	23.8%	\$278,750
WURTULLA	1	N/A	N/A	\$372,500	-1.7%	29.1%	\$288,500

SURROUNDS							
NOOSA (LGA)	130	\$432,500	-13.5%	\$469,000	13.0%	4.8%	\$447,500
COOROY	2	N/A	N/A	\$326,500	8.8%	-12.3%	\$372,500
NOOSA HEADS	31	\$640,000	0.8%	\$650,000	35.4%	7.4%	\$605,000
NOOSAVILLE	53	\$394,000	-4.2%	\$394,000	-1.5%	15.9%	\$340,000
PEREGIAN BEACH	11	N/A	N/A	\$420,000	13.2%	-7.7%	\$455,000
SUNRISE BEACH	7	N/A	N/A	\$413,500	21.3%	-0.4%	\$415,000
SUNSHINE BEACH	13	N/A	N/A	\$562,500	6.6%	6.6%	\$527,500
TEWANTIN	12	N/A	N/A	\$362,500	22.9%	26.1%	\$287,500

SALES MARKET - VACANT LAND							
SUNSHINE COAST (SD)	121	\$264,500	-1.7%	\$256,000	2.4%	2.4%	\$250,000
SUNSHINE COAST (SD) ^	33	\$355,000	9.2%	\$335,000	8.1%	-2.9%	\$345,000

SUNSHINE COAST (LGA)	101	\$255,000	0.2%	\$247,500	-0.6%	0.5%	\$246,250
SUNSHINE COAST (LGA) ^	30	\$350,000	7.4%	\$335,000	8.1%	-4.3%	\$350,000
BEERWAH	6	N/A	N/A	\$217,000	3.3%	16.4%	\$186,500
BIRTINYA	2	N/A	N/A	\$304,000	6.7%	-10.3%	\$339,000
BLI BLI	8	N/A	N/A	\$260,250	1.5%	14.9%	\$226,500
CALOUNDRA WEST	3	N/A	N/A	\$213,250	-1.5%	-0.8%	\$215,000
FOREST GLEN	0	N/A	N/A	\$288,750	11.5%	23.7%	\$233,450
GLASS HOUSE MOUNTAINS	6	N/A	N/A	\$222,000	12.1%	14.4%	\$194,000
LITTLE MOUNTAIN	5	N/A	N/A	\$239,500	-4.2%	-3.0%	\$247,000
MALENY	1	N/A	N/A	\$254,500	8.9%	22.7%	\$207,500
MAROOCHYDORE	5	N/A	N/A	\$240,000	1.7%	-1.9%	\$244,609
MERIDAN PLAINS	3	N/A	N/A	\$245,500	2.0%	-28.3%	\$342,450
MOUNTAIN CREEK	2	N/A	N/A	\$370,000	28.9%	39.6%	\$265,000
NAMBOUR	1	N/A	N/A	\$192,500	6.9%	12.9%	\$170,500
PELICAN WATERS	22	\$292,000	-8.2%	\$292,000	10.2%	-5.0%	\$307,500
PEREGIAN SPRINGS	2	N/A	N/A	\$375,000	1.4%	66.7%	\$225,000

SALES MARKET - VACANT LAND (CONT'D)							
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
SIPPY DOWNS	4	N/A	N/A	\$235,000	19.3%	1.6%	\$231,250
YAROOMBA	2	N/A	N/A	\$330,000	-0.8%	-2.9%	\$340,000
SURROUNDS							
NOOSA (LGA)	20	\$265,000	-14.5%	\$286,000	8.3%	-7.8%	\$310,330
NOOSAVILLE	0	N/A	N/A	\$400,400	24.2%	31.7%	\$304,080
PEREGIAN BEACH	8	N/A	N/A	\$275,000	15.6%	-40.2%	\$460,000

MOST EXPENSIVE SUBURBS FOR HOUSES		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
SUNSHINE BEACH	\$1,090,000	-0.7%
ALEXANDRA HEADLAND	\$960,000	20.0%
MINYAMA	\$950,000	28.6%
NOOSAVILLE	\$845,000	9.0%
NOOSA HEADS	\$795,000	6.0%

MOST AFFORDABLE SUBURBS FOR HOUSES		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
BURNSIDE	\$420,000	5.0%
YANDINA	\$387,500	3.3%
LANDSBOROUGH	\$381,500	6.0%
COES CREEK	\$375,000	-3.2%
NAMBOUR	\$351,000	0.4%

MOST EXPENSIVE SUBURBS FOR UNITS		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
NOOSA HEADS	\$650,000	35.4%
TWIN WATERS	\$569,000	12.7%
SUNSHINE BEACH	\$562,500	6.6%
BIRTINYA	\$478,150	12.5%
PARREARRA	\$470,000	6.8%

MOST AFFORDABLE SUBURBS FOR UNITS		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
PEREGIAN SPRINGS	\$315,000	6.8%
MINYAMA	\$310,000	-2.8%
MARCOOLA	\$299,000	-5.5%
NAMBOUR	\$294,500	19.7%
BATTERY HILL	\$250,000	-4.8%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
	SUNSHINE COAST REGIONAL	\$430	825	\$420	806
4518	GLASS HOUSE MOUNTAINS	\$370	9	\$360	9
4519	BEERWAH/ PEACHESTER	\$380	17	\$365	14
4550	LANDSBOROUGH/ MT MELLUM	\$380	9	\$390	17
4551	AROONA/ BATTERY HILL/ CALOUNDRA/ CURRIMUNDI/ DIAMOND HEAD/ DICKY BCH/ GOLDEN BCH/ KINGS BCH/ LITTLE MTN/ MERIDAN PLNS/ MOFFAT BCH/ PELICAN WATERS/ SHELLY BCH	\$428	190	\$415	189
4552	BALD KNOB/ BAROON POCKET/ BOOROOBIN/ CONONDALE/ MALENY/ MOUNTAIN VIEW/ REESVILLE/ WITTA	\$420	19	\$330	17
4553	GLENVIEW/ MOOLOOLAH/ MOOLOOLAH VALLEY/ PALMVIEW	\$355	6	\$350	7
4555	CHEVALLUM/ HUNCHY/ LANDERS SHOOT/ PALMWOODS	\$405	10	\$395	13
4556	BUDERIM/ FOREST GLEN/ KUNDA PK/ MONS/ SIPPY DOWNS/ TANAWHA	\$450	85	\$445	76
4557	BUNDILLS/ KAWANA IS/ MOOLOOLABA/ MOUNTAIN CK	\$455	50	\$450	45
4558	COTTON TREE/ KULJIN/ MAROOCHYDORE/ SUNSHINE PLAZA	\$450	64	\$440	53
4560	BLI BLI/ BURNSIDE/ COES CK/ COOLOOLABIN/ DULONG/ FLAXTON/ HIGHWORTH/ IMAGE FLAT/ KIAMBA/ KULANGOOR/ KUREELPA/ MAPLETON/ MONTVILLE/ NAMBOUR/ PARKLANDS/ PERWILLOWEN/ ROSEMONT/ TOWEN MTN	\$400	90	\$380	89
4561	BRIDGES/ MAROOCHY RIVER/ NINDERRY/ NTH ARM/ VALDORA/ YANDINA/ YANDINA CK	\$410	14	\$370	11
4562	BELI PK/ DOONAN/ EERWAH VALE/ EUMUNDI/ VERRIERDALE/ WEBB DOWNS	\$463	10	\$450	12
4564	MARCOOLA/ MUDJIMBA/ PACIFIC PARADISE	\$440	35	\$420	40
4572	ALEXANDRA HEADLAND	\$450	7	N/A	4
4573	CENTENARY HEIGHTS/ COOLJUM BCH/ MARCUS BCH/ MT COOLJUM/ PEREGIAN BCH/ PT ARKWRIGHT/ YAROOMBA	\$460	89	\$450	86
4575	BIRTINYA/ BOKARINA/ BUDDINA/ KAWANA WATERS/ MINYAMA/ PARREARRA/ WARANA/ WURTULLA	\$450	96	\$440	107
	NOOSA SHIRE	\$440	138	\$430	145
4563	BLACK MOUNTAIN/ CARTERS RIDGE/ COOROY/ TINBEERWAH	\$430	17	\$390	16
4565	BOREEN PT/ COOTHARABA/ LAKE COOTHARABA/ NOOSA PARKLANDS/ TEEWAH/ TEWANTIN	\$435	49	\$440	47
4566	MUNNA PT/ NOOSAVILLE	\$445	12	\$430	13
4567	CASTAWAYS BCH/ LITTLE COVE/ NOOSA HEADS/ SUNRISE BCH/ SUNSHINE BCH	\$550	38	\$500	40
4568	POMONA	\$395	9	\$375	20
4569	COORAN	\$340	9	\$310	8

The \$1.134 billion Bruce Highway Upgrade – Caloundra Road to Sunshine Motorway has been included in the national priority list so it is funded under the 80 per cent Federal Government and 20 per cent State Government funding model. About 700 jobs will be added during the construction phase. The project implementation has commenced with work already commencing near Aldershot.

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
	SUNSHINE COAST REGIONAL	\$350	868	\$340	819
4519	BEERWAH/ PEACHESTER	\$310	6	\$300	11
4551	AROONA/ BATTERY HILL/ CALOUNDRA/ CURRIMUNDI/ DIAMOND HEAD/ DICKY BCH/ GOLDEN BCH/ KINGS BCH/ LITTLE MTN/ MERIDAN PLNS/ MOFFAT BCH/ PELICAN WATERS/ SHELLY BCH	\$340	155	\$330	158
4556	BUDERIM/ FOREST GLEN/ KUNDA PK/ MONS/ SIPPY DOWNS/ TANAWHA	\$350	104	\$330	59
4557	BUNDILLS/ KAWANA IS/ MOOLOOLABA/ MOUNTAIN CK	\$340	105	\$340	84
4558	COTTON TREE/ KULJIN/ MAROOCHYDORE/ SUNSHINE PLAZA	\$360	185	\$350	154
4560	BLI BLI/ BURNSIDE/ COES CK/ COOLOOLABIN/ DULONG/ FLAXTON/ HIGHWORTH/ IMAGE FLAT/ KIAMBA/ KULANGOOR/ KUREELPA/ MAPLETON/ MONTVILLE/ NAMBOUR/ PARKLANDS/ PERWILLOWEN/ ROSEMONT/ TOWEN MTN	\$268	42	\$250	44
4564	MARCOOLA/ MUDJIMBA/ PACIFIC PARADISE	\$350	50	\$350	55
4572	ALEXANDRA HEADLAND	\$360	55	\$360	64
4573	CENTENARY HEIGHTS/ COOLJUM BCH/ MARCUS BCH/ MT COOLJUM/ PEREGIAN BCH/ PT ARKWRIGHT/ YAROOMBA	\$360	44	\$350	65
4575	BIRTINYA/ BOKARINA/ BUDDINA/ KAWANA WATERS/ MINYAMA/ PARREARRA/ WARANA/ WURTULLA	\$405	101	\$400	100
	NOOSA SHIRE	\$380	108	\$360	116
4565	BOREEN PT/ COOTHARABA/ LAKE COOTHARABA/ NOOSA PARKLANDS/ TEEWAH/ TEWANTIN	\$323	12	\$315	8
4566	MUNNA PT/ NOOSAVILLE	\$390	39	\$375	45
4567	CASTAWAYS BCH/ LITTLE COVE/ NOOSA HEADS/ SUNRISE BCH/ SUNSHINE BCH	\$400	50	\$380	60

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
	SUNSHINE COAST REGIONAL	\$420	252	\$410	233
4551	AROONA/ BATTERY HILL/ CALOUNDRA/ CURRIMUNDI/ DIAMOND HEAD/ DICKY BCH/ GOLDEN BCH/ KINGS BCH/ LITTLE MTN/ MERIDAN PLNS/ MOFFAT BCH/ PELICAN WATERS/ SHELLY BCH	\$410	31	\$415	41
4556	BUDERIM/ FOREST GLEN/ KUNDA PK/ MONS/ SIPPY DOWNS/ TANAWHA	\$410	57	\$400	45
4557	BUNDILLS/ KAWANA IS/ MOOLOOLABA/ MOUNTAIN CK	\$420	37	\$420	52
4558	COTTON TREE/ KULJIN/ MAROOCHYDORE/ SUNSHINE PLAZA	\$393	32	\$400	27
4560	BLI BLI/ BURNSIDE/ COES CK/ COOLOOLABIN/ DULONG/ FLAXTON/ HIGHWORTH/ IMAGE FLAT/ KIAMBA/ KULANGOOR/ KUREELPA/ MAPLETON/ MONTVILLE/ NAMBOUR/ PARKLANDS/ PERWILLOWEN/ ROSEMONT/ TOWEN MTN	\$360	8	\$370	9
4564	MARCOOLA/ MUDJIMBA/ PACIFIC PARADISE	\$420	15	\$395	15
4573	CENTENARY HEIGHTS/ COOLJUM BCH/ MARCUS BCH/ MT COOLJUM/ PEREGIAN BCH/ PT ARKWRIGHT/ YAROOMBA	\$450	54	\$440	30
4575	BIRTINYA/ BOKARINA/ BUDDINA/ KAWANA WATERS/ MINYAMA/ PARREARRA/ WARANA/ WURTULLA	\$430	7	\$420	6
	NOOSA SHIRE	\$550	28	\$480	27
4566	MUNNA PT/ NOOSAVILLE	\$480	9	\$465	6
4567	CASTAWAYS BCH/ LITTLE COVE/ NOOSA HEADS/ SUNRISE BCH/ SUNSHINE BCH	\$550	17	\$480	15

FRASER COAST

Fraser Coast is the one of Queensland's most affordable regions to buy a house, with a median sale price for the September quarter of \$300,000. The current level of the unit median sale price of \$222,500 positions Fraser Coast as the third-most affordable region for units after Mackay and Rockhampton.

Owner occupiers remain dominant in this residential property market and the volume of sales held steady for March and June quarters. The preliminary September data does not yet provide a clear picture of whether volumes held steady for a third quarter.

Fraser Coast remains heavily dependent on manufacturing and tourism for jobs and economic growth.

The local government has identified a number of proposed infrastructure projects that, if approved, could boost the local economy:

- the Education Precinct
- the Urangan Harbour Precinct
- the Fraser Coast Sports Precinct
- Avion – Fraser Coast Airside Precinct, and
- Bruce Highway Industrial Land

However, until these projects get the go-ahead their benefit to the residential market is limited.

The volume of infrastructure projects in Fraser Coast is limited. About \$5.2 million of funding in waste management infrastructure has recently been committed by the State Government. This funding allocation falls within the \$375 million Building Our Regions Program designed to boost the regional economies that continue to struggle in the wake of the mining downturn.

Vacancy rates in Fraser Coast returned to the healthy range over the September quarter, falling from 4.1 per cent to 2.9 per cent. However, it is still unclear whether the correction is sustainable.

HOUSE MARKET

The house market has largely remained steady or fallen fractionally over the past 12 months, triggering a small reduction in the annual median sale price from \$305,000 for September 2015 to \$300,000 for September 2016.

Over the medium term, the annual median sale price recorded a very modest growth of 3.4 per cent from \$290,000 for September 2011 to \$300,000 for September 2016.

The housing demand, measured as the annual volume of sales, reduced by about 8.6 per cent from 1626 sales for September 2015 to 1486 for September 2016. Given the preliminary nature of the data, it is still unclear if the number of sale transactions is trending downwards.

The largest volume of transactions for the housing market concentrates within the price range below \$350,000.

Market trend indicators have recorded a slight reduction in the number of listings and stock on market for the 12 months to September. In line with most other local government areas in Queensland, the median days on market and the median vendor discounting increased for the 12 months to August, providing early signs of demand slowing down.

UNIT MARKET

The quarterly median sale price fell by 18.5 per cent, from \$273,000 in the June quarter to \$222,500 in the September quarter. Despite this reduction, the annual median sale price increased slightly from \$250,000 in the September quarter 2015 to \$253,000 in the September quarter 2016.

Over the medium term, the unit market has remained weak with the annual median sale price falling by 7.6 per cent from \$273,700 in September 2011 to \$253,000 in September 2016.

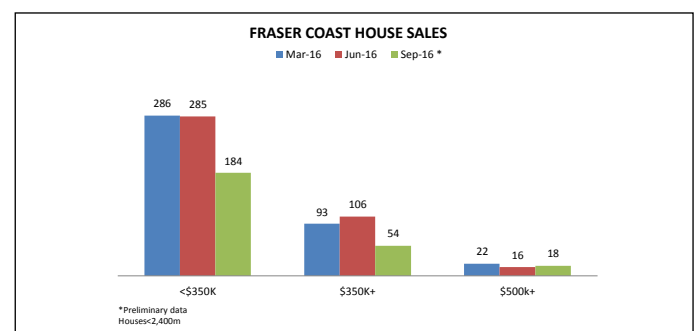
The size of the unit market in Fraser Coast is small with annual sales of 287 for September. The largest volume of activity remains below \$250,000.

Market trend indicators deteriorated for the 12 months to August with the median days on market increasing by about 20 days from 78 days for August 2015 to 98 days for August 2016. The median vendor discounting jumped to 6.2 per cent for the September quarter, positioning the unit market in Fraser Coast within the top 30 per cent of the regions applying the largest median vendor discounting to achieve a sale in Queensland.

RENTAL MARKET

Fraser Coast's vacancy rate for the September quarter has tightened from 4.1 per cent, to 2.9 per cent due to an increasing demand for rental properties in Hervey Bay and Maryborough.

Local agents noted a larger number of enquiries for rental properties for the quarter. The weekly median rent for three-bedroom houses and two-bedroom units was steady while three-bedroom townhouses' weekly median rent increased by \$10, to \$330 over the quarter.



SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
FRASER COAST (LGA)	265	\$300,000	0.0%	\$300,000	-1.6%	3.4%	\$290,000
FRASER COAST (LGA) ^	63	\$370,000	2.8%	\$378,000	2.4%	3.6%	\$365,000
BOORAL ^	2	N/A	N/A	\$375,000	2.2%	4.7%	\$358,250
BURRUM HEADS	12	N/A	N/A	\$345,000	-5.2%	-4.7%	\$362,000
DUNDOWRAN BEACH ^	5	N/A	N/A	\$532,500	-1.6%	8.1%	\$492,500
ELI WATERS	20	\$340,000	0.6%	\$324,500	-0.5%	1.7%	\$319,000
GLENWOOD ^	6	N/A	N/A	\$205,000	6.8%	0.0%	\$205,000
GRANVILLE	2	N/A	N/A	\$210,000	7.1%	-9.7%	\$232,500
KAWUNGAN	12	N/A	N/A	\$328,750	-1.9%	0.9%	\$325,750
MARYBOROUGH	30	\$184,000	-3.2%	\$187,500	-5.1%	-17.8%	\$228,000
PIALBA	10	N/A	N/A	\$285,000	3.2%	6.5%	\$267,500
POINT VERNON	19	N/A	N/A	\$305,000	0.3%	3.0%	\$296,250
RIVER HEADS	7	N/A	N/A	\$287,650	-4.1%	-8.7%	\$315,000
SCARNESS	16	N/A	N/A	\$270,000	-0.2%	-1.8%	\$275,000
TINANA	4	N/A	N/A	\$299,000	6.8%	-6.6%	\$320,000
TOOGOOM	13	N/A	N/A	\$310,000	0.0%	11.1%	\$279,000
TORQUAY	14	N/A	N/A	\$325,000	8.3%	4.7%	\$310,325
URANGAN	44	\$302,500	-7.5%	\$309,500	-0.6%	-0.2%	\$310,000
URRAWEEEN	20	\$355,000	-0.8%	\$355,250	1.5%	7.7%	\$330,000

SURROUNDS

GYMPIE (LGA)	85	\$263,750	-3.4%	\$269,000	2.3%	1.5%	\$265,000
GYMPIE (LGA) ^	67	\$340,000	-5.6%	\$350,000	2.9%	2.9%	\$340,000
CHATSWORTH ^	1	N/A	N/A	\$370,000	3.9%	-5.7%	\$392,500
COOLOOLA COVE	8	N/A	N/A	\$292,500	4.5%	-0.8%	\$295,000
CURRA ^	10	N/A	N/A	\$262,500	-1.7%	-8.7%	\$287,500
GYMPIE	36	\$252,500	4.7%	\$242,000	0.8%	-0.2%	\$242,500
SOUTHSIDE	19	N/A	N/A	\$325,000	1.6%	6.6%	\$305,000
TIN CAN BAY	6	N/A	N/A	\$312,500	7.8%	-10.7%	\$350,000

SOUTH BURNETT (LGA)	42	\$220,000	13.4%	\$200,000	7.0%	-7.0%	\$215,000
SOUTH BURNETT (LGA) ^	39	\$245,000	-2.0%	\$250,000	3.7%	-13.0%	\$287,500
KINGAROY	27	\$239,000	6.2%	\$238,000	3.5%	-4.8%	\$250,000
KINGAROY ^	5	N/A	N/A	\$320,000	-12.3%	-21.9%	\$409,500
MURGON	0	N/A	N/A	\$141,250	3.7%	-23.0%	\$183,500
NANANGO	6	N/A	N/A	\$180,000	5.9%	-3.2%	\$186,000

SALES MARKET - UNITS & TOWNHOUSES

FRASER COAST (LGA)	48	\$222,500	-18.5%	\$253,000	1.2%	-7.6%	\$273,700
PIALBA	11	N/A	N/A	\$299,000	24.6%	-5.7%	\$317,000
SCARNESS	5	N/A	N/A	\$263,000	-1.7%	-7.7%	\$285,000
TORQUAY	9	N/A	N/A	\$247,000	17.1%	7.4%	\$230,000
URANGAN	12	N/A	N/A	\$257,000	-6.6%	-9.3%	\$283,400

SURROUNDS

GYMPIE (LGA)	9	N/A	N/A	\$237,500	-8.7%	11.8%	\$212,500
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SALES MARKET - VACANT LAND

FRASER COAST (LGA)	55	\$123,000	-20.7%	\$150,500	0.3%	-5.9%	\$160,000
FRASER COAST (LGA) ^	23	\$73,000	-5.2%	\$74,000	-1.3%	-14.0%	\$86,000
BURRUM HEADS	4	N/A	N/A	\$105,000	0.0%	-24.3%	\$138,750
GLENWOOD ^	13	N/A	N/A	\$65,500	0.8%	-16.0%	\$78,000
RIVER HEADS	14	N/A	N/A	\$95,000	-14.4%	-30.9%	\$137,500
TOOGOOM	2	N/A	N/A	\$120,000	4.4%	-12.7%	\$137,500
WONDUNNA	0	N/A	N/A	\$154,500	-1.6%	-11.7%	\$175,000

SURROUNDS

GYMPIE (LGA)	26	\$118,000	-1.7%	\$121,000	-3.2%	-6.9%	\$130,000
GYMPIE (LGA) ^	19	N/A	N/A	\$131,000	9.2%	3.1%	\$127,000
GYMPIE	3	N/A	N/A	\$135,000	1.5%	3.8%	\$130,000

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-16 \$/WEEK	NEW BONDS	SEP-15 \$/WEEK	NEW BONDS
FRASER COAST REGIONAL		\$290	321	\$290	310
4650	MARYBOROUGH REGION	\$265	146	\$250	99
4655	HERVEY BAY/PIALBA/SCARNESS/URANGAN	\$310	195	\$310	185
4659	BURRUM/BURRUM HEADS/HOWARD	\$278	14	\$300	25
GYMPIE REGIONAL		\$280	162	\$260	180
4570	GYMPIE/AMAMMOOR/CURRA/IMBIL/KANDANGA/MONKLAND/SOUTHSIDE/VICTORY HEIGHTS	\$280	125	\$260	143
4580	COOLOOLA/TIN CAN BAY	\$280	23	\$275	27
SOUTH BURNETT REGIONAL		\$250	143	\$240	144
4605	BARLIL	\$205	29	\$195	22
4606	MP CREEK	\$225	9	\$230	9
4610	ALICE CREEK	\$263	80	\$250	77
4615	BARKER CREEK FLAT	\$255	22	\$240	30

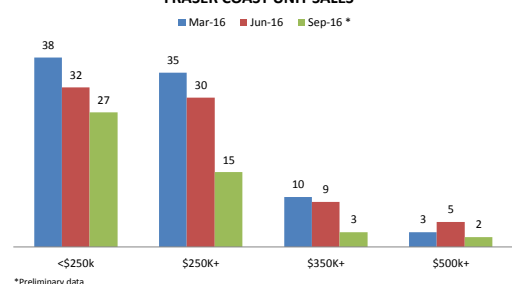
RENTAL MARKET - 2 BED UNITS

FRASER COAST REGIONAL		\$245	181	\$245	164
4650	ALDRESHOT	\$210	40	\$190	36
4655	HERVEY BAY/PIALBA/SCARNESS/URANGAN	\$260	141	\$260	128
GYMPIE REGIONAL		\$220	62	\$204	46
4570	GYMPIE/AMAMMOOR/CURRA/IMBIL/KANDANGA/MONKLAND/SOUTHSIDE/VICTORY HEIGHTS	\$210	43	\$200	29
4580	COOLOOLA/TIN CAN BAY	\$240	10	\$200	8
4581	RAINBOW BEACH/INSKIP	\$270	8	\$230	8
SOUTH BURNETT REGIONAL		\$190	42	\$180	57
4605	BARLIL	\$200	5	N/A	2
4610	ALICE CREEK	\$190	31	\$190	50

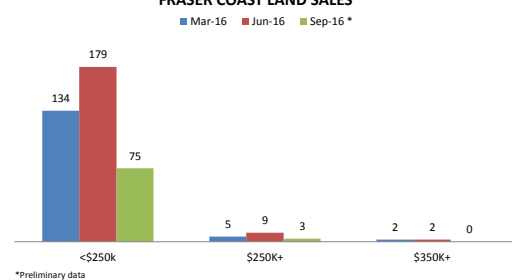
RENTAL MARKET - 3 BED TOWNHOUSES

FRASER COAST REGIONAL		\$330	48	\$310	50
4655	HERVEY BAY/PIALBA/SCARNESS/URANGAN	\$330	47	\$320	47
GYMPIE REGIONAL		\$290	6	\$350	10

FRASER COAST UNIT SALES



FRASER COAST LAND SALES



BUNDABERG

The quarterly median sale prices of \$249,000 for houses and \$260,500 for units makes Bundaberg as the most affordable local government area for houses and the fourth most affordable local government area for units in Queensland.

About \$10 million has been injected into the Bundaberg economy to support the construction of the Bundaberg Sports and Community Centre and the Rubyanna Wastewater Treatment Plant.

No significant updates have been announced recently for the economy-boosting projects, such as the \$70 million Knauf Plasterboard plant and the \$20 million gas pipeline.

The residential property market in Bundaberg is still contracting. Job security remains a challenge, especially for young people. The \$100 million Back-to-Work regional jobs package has helped about 80 jobseekers find work in the region.

Houses have become more affordable than units due to greater demand from retirees and pre-retirees looking to downsize and a new market emerging for duplexes and townhouses. Local agents indicate that the Bundaberg residential property market remains a buyer's market. However, property experts are optimistic that the bottom of the market has been met and prices will stabilise soon.

HOUSE MARKET

The house market remains weak with the quarterly median sale price falling 9.6 per cent from \$275,500 for June to \$249,000 for September.

Sales volumes fell by 40 per cent in preliminary data, from 275 sales in the June quarter to just 165 sales in the September quarter. About 76 per cent of the sales in September were transactions with a sale price below \$350,000.

The annual median sale price fell 3.3 per cent, from \$280,000 in September 2015 to \$270,500 in September 2016. Over the medium term, the annual median sale price fell by 3.6 per cent from \$281,000 in September 2011 to \$270,500 in September 2016. This is an indication of the market remaining relatively flat from 2011 to 2015 and contracting moderately in 2016.

Stock on market and number of listings showed a downward trend for the 12 months to August, which most likely supported the slight improvement in the median days on market and median vendor discounting to 65 days and 6.6 per cent, respectively.

UNIT MARKET

The unit market shrank by 10.2 per cent, from \$290,000 in the June quarter to \$260,500 in the September quarter.

The size of the unit market in Bundaberg is very small with Bargara reporting more than 40 per cent of the quarterly sales (or 12 transactions). The annual median sale price in Bargara was \$318,750, which exceeded the annual median sale price of the unit market by about \$55,000.

On an annual basis, the median sale price in Bundaberg increased slightly from \$258,000 to \$263,000 while for the five years to September the annual median sale price increased by 3.1 per cent from \$255,000 in September 2011 to \$263,000 in September 2016.

The largest volume of sales occurred in transactions below \$250,000. However, sales between \$250,000 and \$350,000 have increased from 29 per cent of the total market for June to 38 per cent for September.

Bundaberg is the local government area showing the second-longest median days on market for units in Queensland, taking about 105 days to negotiate a sale. The median vendor discounting remained steady at 6.4 per cent for the 12 months to August 2016.

RENTAL MARKET

Over the past three years, the Bundaberg rental market has generally operated in the weak range. Vacancy rates in the region have tightened over the September quarter, showing a reduction of 1.8 per cent from 6.3 per cent in June to 4.5 per cent in September. However, market demand is still low.

Some signs of recovery may be seen in the horizon. The number of new bonds for three-bedroom houses and two-bedroom units increased by about 5 to 6 per cent for the September quarter, which could be an early sign of an increasing rental demand in the region.

Some local agents are noting that the rental market is picking back up while the weekly median rent in the area was generally steady for three-bedroom houses, two-bedroom units and three-bedroom townhouses.

SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (\$YRS AGO)
BUNDABERG (LGA)	165	\$249,000	-9.6%	\$270,750	-3.3%	-3.6%	\$281,000
BUNDABERG (LGA) ^	41	\$320,000	-9.2%	\$336,000	-1.2%	1.8%	\$330,000
AVENELL HEIGHTS	11	N/A	N/A	\$253,000	-9.3%	-9.6%	\$280,000
AVOCA	9	N/A	N/A	\$310,000	6.9%	1.6%	\$305,000
BARGARA	15	N/A	N/A	\$384,250	-0.2%	3.9%	\$370,000
BRANYAN ^	7	N/A	N/A	\$340,000	-10.5%	-1.7%	\$346,000
BUNDABERG EAST	9	N/A	N/A	\$270,000	8.4%	-11.3%	\$304,500
BUNDABERG NORTH	17	N/A	N/A	\$209,000	-5.9%	-20.1%	\$261,500
BUNDABERG SOUTH	7	N/A	N/A	\$245,000	4.3%	2.9%	\$238,000
BUNDABERG WEST	4	N/A	N/A	\$241,250	-12.0%	0.5%	\$240,000
BURNETT HEADS	4	N/A	N/A	\$272,500	-8.9%	-1.8%	\$277,500
CORAL COVE	3	N/A	N/A	\$395,000	-4.7%	-1.3%	\$400,000
KALKIE	10	N/A	N/A	\$376,500	14.1%	4.6%	\$359,900
KEPNOCK	11	N/A	N/A	\$262,500	1.5%	-0.9%	\$265,000
MILLBANK	6	N/A	N/A	\$240,000	0.0%	-3.7%	\$249,300
NORVILLE	3	N/A	N/A	\$223,750	3.1%	-7.9%	\$243,000
SVENSSON HEIGHTS	11	N/A	N/A	\$229,250	-12.9%	-5.8%	\$243,250
THABEBAN	3	N/A	N/A	\$240,500	-12.2%	-12.5%	\$275,000
WALKERVALE	15	N/A	N/A	\$228,000	-0.9%	7.0%	\$213,000
WOODGATE	3	N/A	N/A	\$390,000	-9.8%	-9.3%	\$430,000

SURROUNDS

NORTH BURNETT (LGA)	16	N/A	N/A	\$132,064	-16.2%	-11.4%	\$149,000
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SALES MARKET - UNITS & TOWNHOUSES

BUNDABERG (LGA)	28	\$260,500	-10.2%	\$263,000	1.9%	3.1%	\$255,000
AVENELL HEIGHTS	4	N/A	N/A	\$242,000	-1.2%	10.0%	\$220,000
BARGARA	12	N/A	N/A	\$318,750	-6.0%	-12.7%	\$365,000

SALES MARKET - VACANT LAND

BUNDABERG (LGA)	34	\$142,500	-1.7%	\$148,900	3.4%	6.4%	\$140,000
BUNDABERG (LGA) ^	10	N/A	N/A	\$154,000	6.2%	17.3%	\$131,250
BRANYAN	2	N/A	N/A	\$151,000	9.0%	15.3%	\$131,000

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-16 \$/WEEK	NEW BONDS	SEP-15 \$/WEEK	NEW BONDS
	BUNDABERG REGIONAL	\$280	396	\$285	346
4660	APPLE TREE CREEK/CHILDERS/ WOODGATE	\$280	29	\$260	22
4670	BUNDABERG/AVOCA/BARGARA/ BURNETT HEADS/INNES PARK/KEPNOCK/ MILLBANK/THABEBAN	\$285	344	\$285	306
4671	GIN GIN/MOUNT PERRY	\$255	22	\$240	17
	NORTH BURNETT REGIONAL	\$250	48	\$220	38
4625	ARANBANGA	\$250	17	\$230	15
4626	BEERON	\$250	19	\$240	9
4630	BANCROFT	\$188	8	\$180	11

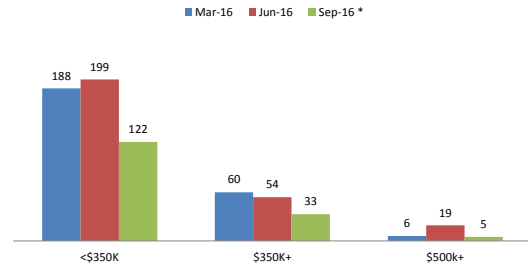
RENTAL MARKET - 2 BED UNITS

	BUNDABERG REGIONAL	\$230	195	\$220	214
4670	BUNDABERG, AVOCA, BARGARA, BURNETT HEADS, INNES PARK, KEPNOCK, MILLBANK, THABEBAN	\$225	184	\$220	213

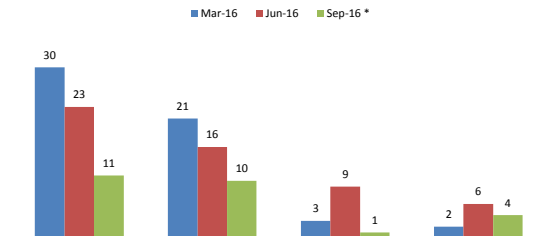
RENTAL MARKET - 3 BED TOWNHOUSES

	BUNDABERG REGIONAL	\$288	8	\$275	20
4670	BUNDABERG/AVOCA/BARGARA/ BURNETT HEADS/INNES PARK/KEPNOCK/ MILLBANK/THABEBAN	\$290	7	\$275	20

BUNDABERG HOUSE SALES

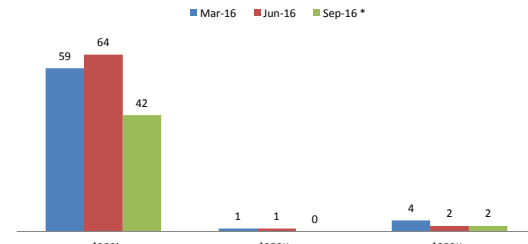
*Preliminary data
Houses<2,400m

BUNDABERG UNIT SALES



*Preliminary data

BUNDABERG LAND SALES



*Preliminary data

Houses have become more affordable than units due to greater demand from retirees and pre-retirees looking to downsize and a new market emerging for duplexes and townhouses. Local agents indicate that the Bundaberg residential property market remains a buyer's market. However, property experts are optimistic that the bottom of the market has been met and prices will stabilise soon.

GLADSTONE

Gladstone is one of the most challenged markets in the state, however, news of the Adani mine go-ahead and the sustained lift in the price of coking coal to around \$300 a tonne may herald a turnaround for this resources-reliant market.

Gladstone's property market struggled in the September quarter and recorded its third consecutive quarterly median house price fall.

The September quarter median house price fell 16.7 per cent. With fewer than 20 sales in the unit market the sample size is not substantial enough to draw meaningful conclusions or to calculate a median sale price.

The five-year contraction in the house market of 20.4 per cent and the unit market of 32.3 per cent were the largest medium-term falls for all markets included in the Queensland Market Monitor.

The coking coal price recently reached a five-year high of US\$300 per tonne, however, mining companies remained conservative about ramping up production, uncertain how long the price would hold.

A new \$17 million LNG marine operations terminal located on Gladstone Port Corporation land is currently under construction and it is expected to support more than 100 jobs during construction.

The State and local governments have also recently announced an investment of \$6.4 million to upgrade an ageing sewage pump station at Chapple Street. They have also announced \$3.6 million for a new reservoir to meet water supply demands at Kirkwood and firefighting capacity for the Gladstone area. This investment falls within the State Government plan to support jobs growth in regional Queensland.

HOUSE MARKET

The house median sale price fell by 16.7 per cent, from \$330,000 to \$275,000, making Gladstone the second-most affordable market in Queensland for the quarter.

Preliminary data recorded 69 sales with Clinton as the busiest suburb (11 sales for the quarter). The busiest price point for Gladstone sits at transactions below \$350,000.

Compared to 12 months ago, the annual median sale price deteriorated by 9.2 per cent, from \$370,000 to \$336,000, and this drop increased to 20.4 per cent compared to five years ago, when the house annual median sale price was \$422,000.

Market trend indicators showed clear signs of a challenging residential property market. Gladstone has the second-longest days-on-market and the second-highest vendor discounting for houses.

Median days on market pushed out by about 20 days to nearly three months (86 days) for August 2016, from 66 days for August last year. Median vendor discounting reached 10.6 per cent for August last year, showing a jump from 7.9 per cent for August last year.

UNIT MARKET

The Gladstone unit market reported just 10 transactions in the September quarter, down from 25 the previous quarter. The limited number of transactions does not allow the calculation of a reliable median sale price.

Over the past 12 months, the annual median sale price increased by 3.9 per cent, from \$260,000 in September last year, to \$270,000 in September this year. Over the medium term, the performance of the unit market deteriorated significantly, reporting the largest annual median sale price drop of 32.3 per cent for a five-year period.

Market trend indicators have followed different directions. Median days on market increased by about one month, from 68 days to 98 days and median vendor discounting showed a large improvement from 10.5 per cent for August last year, to 8.2 per cent for August this year. However, median vendor discounting in the region remained as one of the three highest in Queensland.

RENTAL MARKET

Over the past three years, the rental market has operated in the weak range, peaking at a height of 11.3 per cent in the March quarter and down to 8.9 per cent in the September quarter.

Landlords are currently taking a realistic approach, dropping rent to secure tenants. This strategy explains the downward trend in the vacancy rates from 10.2 per cent in June to 8.9 per cent in September.

The median rent for three-bedroom houses, two-bedroom units and three-bedroom townhouses dropped between \$10 and \$30 per week over the September quarter.

Among the largest regions in Queensland, Gladstone is the most affordable rental market with a median rent for three-bedroom houses and three-bedroom townhouses sitting at \$190 per week. The median rent for a two-bedroom unit was \$150 per week for September, which was equivalent to two-thirds of the weekly median rent in Mackay (the second cheapest one amongst the largest Queensland regions).

SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (\$YRS AGO)
GLADSTONE (LGA)	69	\$275,000	-16.7%	\$336,000	-9.2%	-20.4%	\$422,000
GLADSTONE (LGA) ^	17	N/A	N/A	\$360,000	-20.4%	-30.3%	\$516,250
AGNES WATER ^	2	N/A	N/A	\$337,250	-8.1%	-3.6%	\$350,000
BOYNE ISLAND	5	N/A	N/A	\$359,000	-9.1%	-21.8%	\$459,000
CALLIOPE	5	N/A	N/A	\$315,000	-14.6%	-25.0%	\$420,000
CLINTON	11	N/A	N/A	\$325,000	-5.8%	-23.0%	\$422,000
GLEN EDEN	4	N/A	N/A	\$367,500	1.5%	-19.2%	\$455,000
KIN KORA	4	N/A	N/A	\$329,000	-0.3%	-21.3%	\$418,000
KIRKWOOD	2	N/A	N/A	\$400,000	-6.8%	-26.6%	\$545,000
NEW AUCKLAND	6	N/A	N/A	\$338,500	-10.3%	-22.2%	\$435,000
SOUTH GLADSTONE	4	N/A	N/A	\$275,000	-20.3%	-29.5%	\$390,000
TANNUM SANDS	7	N/A	N/A	\$385,000	-9.4%	-17.2%	\$465,000
TELINA	1	N/A	N/A	\$383,500	-2.9%	-15.2%	\$452,000
WEST GLADSTONE	3	N/A	N/A	\$240,000	-13.5%	-37.9%	\$386,500

SURROUNDS

BANANA (LGA)	20	\$179,000	15.5%	\$189,000	-27.3%	-30.6%	\$272,500
BILOELA	11	N/A	N/A	\$237,000	-22.3%	-15.8%	\$281,500

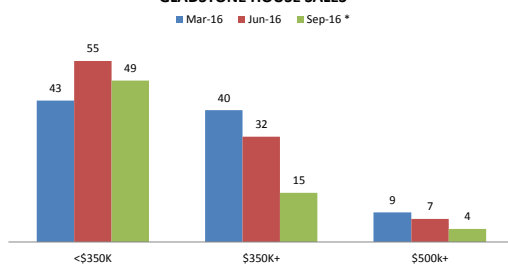
SALES MARKET - UNITS & TOWNHOUSES

GLADSTONE (LGA)	10	N/A	N/A	\$270,000	3.9%	-32.3%	\$399,000
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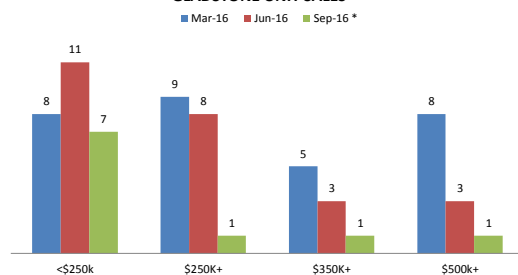
SALES MARKET - VACANT LAND

GLADSTONE (LGA)	7	N/A	N/A	\$175,000	-6.7%	-13.8%	\$203,000
KIRKWOOD	0	N/A	N/A	\$191,000	-2.1%	-15.1%	\$225,000

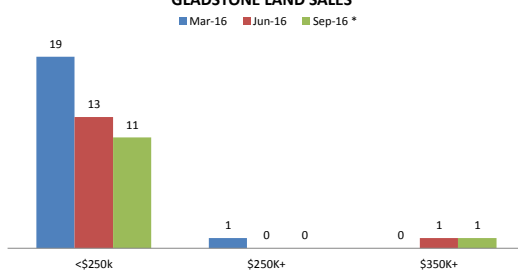
GLADSTONE HOUSE SALES



GLADSTONE UNIT SALES



GLADSTONE LAND SALES



RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-16 \$/WEEK	NEW BONDS	SEP-15 \$/WEEK	NEW BONDS
	GLADSTONE REGIONAL	\$190	305	\$290	256
4677	AGNES WATER/MIRIAM VALE	\$330	19	\$300	10
4680	GLADSTONE/BOYNE ISLAND/CLINTON/ NEW AUCKLAND/KIN KORA/ TANNUM SANDS	\$190	281	\$290	239
	BANANA SHIRE	\$260	63	\$290	71
4715	BILOELA	\$300	39	\$330	32
4718	BAUHNIA	\$200	17	\$250	29

RENTAL MARKET - 2 BED UNITS

	GLADSTONE REGIONAL	\$150	237	\$220	199
4680	GLADSTONE/BOYNE ISLAND/CLINTON/ NEW AUCKLAND/KIN KORA/ TANNUM SANDS	\$150	236	\$220	198
	BANANA SHIRE	\$255	26	\$240	18
4715	BILOELA	\$260	22	\$250	16

RENTAL MARKET - 3 BED TOWNHOUSES

	GLADSTONE REGIONAL	\$190	121	\$300	94
4680	GLADSTONE/BOYNE ISLAND/CLINTON/ NEW AUCKLAND/KIN KORA/ TANNUM SANDS	\$190	118	\$300	92



ROCKHAMPTON

Like other regional markets, Rockhampton's residential property market has been heavily affected by the mining downturn.

In early December, Rockhampton secured a FIFO base position for the Adani coal mine. While this project still has to solve a few environmental concerns, the projected economic impact on regional Queensland is expected to be significant and extend to the life of the mine of 25 – 60 years.

The coking coal price is around where it was five years ago, at more than \$US200 a tonne, however, it will likely fall next year to around \$US160 - \$US170 a tonne, which is better than the historical lows but still only half of its peak. At this price it is unlikely that the mine operators will increase production and therefore jobs growth will be unlikely.

In some good news for the area, the September quarter median house price grew by 11 per cent, following five consecutive quarters of negative growth.

The size of the unit market was too small to extract any meaningful data.

A range of infrastructure projects designed to create jobs and stimulate the economy have begun.

The State Government is supporting the Rockhampton Revival project, a CBD revitalisation project that will put residential and student accommodation on surplus local government-owned land, stimulating employment.

The State Government has also recently boosted funds for the Beef Expo in Rockhampton, adding another \$1 million to funding. A recent report estimated that from the 2015 Expo \$74 million was spent in the region and about 90,000 visitors came to Rockhampton.

Other relevant infrastructure in the area includes the \$37.2 million upgrade to the Bruce Highway near Rockhampton and \$2.2 million Rockhampton Fire Station extension.

The \$2.2 billion military training arrangement with Singapore is expected to create jobs when local contractors are given preference to tender for the works on the joint training facilities.

HOUSE MARKET

The September market brought good news to the housing market with the quarterly median price increasing by 11 per cent, to \$287,000 from \$258,500. This occurred regardless of the quarterly reduction in the number of sales by 25.3 per cent, from 194 for the previous quarter to a preliminary number of sales of 145 this quarter. The largest volume of activity remained in the price range below \$350,000.

Compared with 12 months ago, the annual median sale price dropped to \$275,000, from \$295,000, and this is about 9.8 per cent lower than five years ago, when it reached \$305,000.

Rockhampton's housing market remains a buyers' market and the trend indicators to August this year clearly reflect this. The median days on market were about 2.5 months while the median vendor discounting, increased to 9.2 per cent for August this year compared to 7.7 per cent for August last year. No significant changes were identified on the market supply as the stock on market and the number of listings remained relatively steady for the 12 months to August this year.

UNIT MARKET

The unit market in Rockhampton is very small with fewer than 200 listings being released annually to the market and fewer than 100 annual sales to September this year. Taking into consideration the size of the market, the data is not very reliable for statistical purposes.

Preliminary data indicates about 11 sales were reported for the September quarter compared to 21 sales for the previous quarter.

Over the medium term, the unit market remained flat with the annual median sale price staying steady at about \$277,500 for September 2011 and September 2016.

RENTAL MARKET

About three years ago Rockhampton's rental market started to struggle, coinciding with the start of the mining downturn. Vacancy rates have been weak since September 2013, and are now at 4.6 per cent in September 2016, which is the lowest in more than 12 months.

Local agents indicate that rental properties take, in some instances, more than four weeks to rent due to oversupply of rental properties and constant job losses. The median rent for three-bedroom houses held steady while the median rent for two-bedroom units increased by about \$18 per week.

Investors owning three-bedroom townhouses have experienced a large revenue contraction over the quarter with the median rent dropping by \$40 to \$300 per week. This may just be a consequence of tenants preferring to rent houses while they are more affordable than townhouses.

SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
ROCKHAMPTON (LGA)	145	\$287,000	11.0%	\$275,000	-6.8%	-9.8%	\$305,000
ROCKHAMPTON (LGA) ^	16	N/A	N/A	\$371,000	-4.3%	-12.7%	\$425,000
ALLENSTOWN	6	N/A	N/A	\$247,500	1.0%	-10.3%	\$276,000
BERSERKER	16	N/A	N/A	\$210,000	-6.3%	-13.6%	\$243,000
FRENCHVILLE	20	\$323,500	3.7%	\$320,000	1.4%	-3.0%	\$330,000
GRACEMERE	16	N/A	N/A	\$285,000	-13.6%	-13.8%	\$330,500
KAWANA	8	N/A	N/A	\$312,500	-0.8%	1.0%	\$309,500
KOONGAL	8	N/A	N/A	\$237,500	3.3%	-5.0%	\$250,000
MOUNT MORGAN	4	N/A	N/A	\$110,000	15.8%	-18.5%	\$135,000
NORMAN GARDENS	22	\$378,000	2.2%	\$358,500	-13.6%	-18.5%	\$440,000
PARK AVENUE	7	N/A	N/A	\$228,875	-9.9%	-12.0%	\$260,000
THE RANGE	18	N/A	N/A	\$356,000	-2.5%	4.4%	\$341,000
WANDAL	9	N/A	N/A	\$290,000	-6.5%	0.9%	\$287,500

SURROUNDS

CENTRAL HIGHLANDS (LGA)	34	\$180,000	20.0%	\$170,000	-17.3%	-54.3%	\$372,000
BLACKWATER	12	N/A	N/A	\$120,000	-20.0%	-66.7%	\$360,000
EMERALD	19	N/A	N/A	\$236,000	-9.2%	-41.0%	\$400,000

LIVINGSTONE (LGA)	67	\$360,000	-1.4%	\$367,500	-2.3%	-2.5%	\$377,000
LIVINGSTONE (LGA) ^	30	\$452,500	-12.8%	\$487,000	1.5%	4.1%	\$468,000
EMU PARK	8	N/A	N/A	\$305,000	-9.5%	-11.1%	\$343,000
LAMMERMOOR	6	N/A	N/A	\$465,000	15.5%	8.1%	\$430,000
YEPPON	16	N/A	N/A	\$352,500	-4.9%	-10.4%	\$393,500
ZILZIE	4	N/A	N/A	\$355,000	-5.0%	-1.4%	\$360,000

SALES MARKET - UNITS & TOWNHOUSES

ROCKHAMPTON (LGA)	11	N/A	N/A	\$277,500	-22.6%	0.0%	\$277,500
ROCKHAMPTON CITY	4	N/A	N/A	\$382,500	-15.0%	-14.5%	\$447,500

SURROUNDS

LIVINGSTONE (LGA)	15	N/A	N/A	\$313,750	-4.2%	0.1%	\$313,500
YEPPON	8	N/A	N/A	\$322,500	-3.7%	-8.5%	\$352,500

SALES MARKET - VACANT LAND

ROCKHAMPTON (LGA)	17	N/A	N/A	\$157,500	-1.6%	15.4%	\$136,500
GRACEMERE	13	N/A	N/A	\$145,450	-1.1%	7.7%	\$135,000
NORMAN GARDENS	2	N/A	N/A	\$175,000	2.9%	-0.8%	\$176,500

SURROUNDS

LIVINGSTONE (LGA)	16	N/A	N/A	\$170,000	0.0%	9.0%	\$156,000
HIDDEN VALLEY	3	N/A	N/A	\$175,000	-1.1%	-54.2%	\$382,250
PARKHURST	1	N/A	N/A	\$165,000	0.0%	-36.5%	\$260,000
ZILZIE	2	N/A	N/A	\$95,000	-41.9%	-45.7%	\$175,000

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
	ROCKHAMPTON REGIONAL	\$280	286	\$290	254
4700	ALLENSTOWN/DEPOT HILL/GREAT KEPPEL IS/ROCKHAMPTON/WANDAL	\$278	88	\$290	71
4701	CENTRAL QLD UNI/ FRENCHVILLE/ KALKA/ KOONGAL/ LAKES CK/ NERIMBERA/ NTH ROCKHAMPTON/ OASIS GARDENS/ PK AVENUE PO/ROCKHAMPTON	\$280	188	\$300	169
	LIVINGSTONE SHIRE	\$295	157	\$300	168
4702	AMBROSE/BANANA/BARALABA/GINDIE/ GRACEMERE/JERICO/KEPPEL SANDS/ SAPHIRE/STANWELL/RUBYVALE/ WESTWOOD/WOORABINDA/WOWAN/ YARAKA	\$270	69	\$280	64
4703	BAYFIELD/BUNGUNDARRA/BYFIELD/ COOEE BAY/FARNBOROUGH/KEMP BCH/KINKA BCH/LAMMERMOOR BCH/STATUTE BAY/TARANGANBA/ WOODBURY/YEPPON	\$320	69	\$330	67
4710	EMU PARK/ZILZIE	\$295	19	\$300	36
4714	MOUNT MORGAN	\$200	10	\$200	13
	CENTRAL HIGHLANDS REGIONAL	\$200	150	\$230	126
4717	BLACKWATER	\$180	71	\$200	58
4720	EMERALD	\$210	60	\$250	60

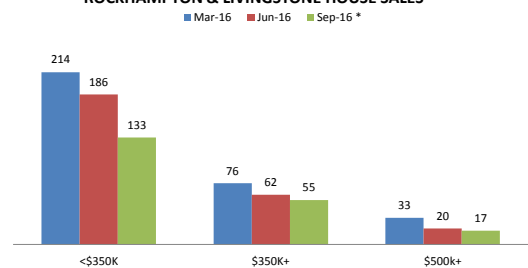
RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
	ROCKHAMPTON REGIONAL	\$218	186	\$220	191
4700	ALLENSTOWN/DEPOT HILL/GREAT KEPPEL IS/ROCKHAMPTON/WANDAL	\$250	56	\$220	57
4701	CENTRAL QLD UNI/ FRENCHVILLE/ KALKA/ KOONGAL/ LAKES CK/ NERIMBERA/ NTH ROCKHAMPTON/ OASIS GARDENS/ PK AVENUE PO/ ROCKHAMPTON	\$203	130	\$225	134
	LIVINGSTONE SHIRE	\$270	73	\$270	71
4703	BAYFIELD/BUNGUNDARRA/BYFIELD/ COOEE BAY/FARNBOROUGH/KEMP BCH/KINKA BCH/LAMMERMOOR BCH/STATUTE BAY/TARANGANBA/ WOODBURY/YEPPON	\$270	69	\$295	59
	CENTRAL HIGHLANDS REGIONAL	\$163	66	\$185	68
4717	BLACKWATER	\$125	6	\$180	11
4720	EMERALD	\$170	56	\$185	56

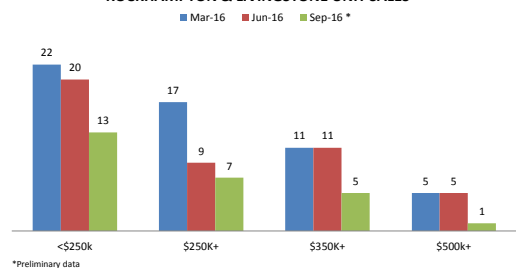
RENTAL MARKET - 3 BED TOWNHOUSES

	ROCKHAMPTON REGIONAL	\$300	18	N.A.	2
	LIVINGSTONE SHIRE	\$320	9	\$350	11
4703	BAYFIELD/BUNGUNDARRA/BYFIELD/ COOEE BAY/FARNBOROUGH/KEMP BCH/KINKA BCH/LAMMERMOOR BCH/STATUTE BAY/TARANGANBA/ WOODBURY/YEPPON	\$350	5	\$330	7
	CENTRAL HIGHLANDS REGIONAL	\$280	6	\$270	10

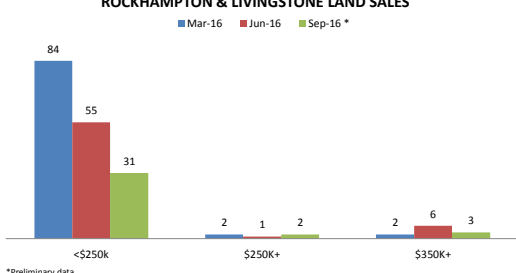
ROCKHAMPTON & LIVINGSTONE HOUSE SALES



ROCKHAMPTON & LIVINGSTONE UNIT SALES



ROCKHAMPTON & LIVINGSTONE LAND SALES



MACKAY

Mackay's quarterly median house price increased 0.7 per cent following five consecutive quarters of negative growth.

However, while there was a glimmer of good news in the housing market, the unit market fell by 24.3 per cent and the outlook for the residential market remains weak.

Government projects will ease unemployment pressure and an EOI has been issued for the \$565 million Mackay Ring Road, due for completion by 2020. The project scope includes 11.3km of roads and 13 new bridges, including overpasses, dual lane roundabouts at each end and a new river crossing over the Pioneer River with a 100-year flood immunity. The project will support around 600 jobs and is projected to boost local industry by allowing greater access to the Mackay Port.

The \$180 million Significant Regional Infrastructure Projects Program will provide \$7.5 million for the Mackay Replacement fire station and support facilities and \$1.3 million for the new Mackay Tourism Visitor Information Centre.

Taking advantage of the State Government's accelerated works program, Mackay will soon begin procurement of the \$28 million Vines Creek Bridge replacement project.

Powerlink Queensland is investing \$24 million to upgrade the Mackay Substation. The six-year project will create 39 jobs. Construction is scheduled to be completed by 2019.

Other projects in the region include the \$4.61 million upgrade of Mackay Showgrounds, improving the equestrian precinct, grandstand seating and commercial kitchens. The funding has been sourced from the State and local governments as well as the Mackay Show Association.

Focusing on potential private sector investment in the region, the Byerwen Coal Project, about 140km west of Mackay, is expected to create about 350 construction jobs and produce about 10 million tonnes of coking coal a year. The project has government approval, however, the investors (a joint venture between QCoal and JFE Steel) have not signed off.

As already mentioned elsewhere in this report (see Townsville, p44, for more detail) the early December news that the Adani mine would be basing its head offices in Townsville and providing FIFO hubs in Mackay, Rockhampton and Gladstone is welcome news for the region.

The \$21 billion mine has a projected lifespan of 25 – 60 years and is estimated to create between 1500 and 4000 jobs through construction and production phases.

HOUSE MARKET

The quarterly median house price lifted fractionally, however, compared to 12 months ago, the annual median sale price fell from \$365,000 for September last year to \$330,000 for September this year. This compares to the annual median of \$410,000 five years ago.

Preliminary data for the September quarter shows a reduction in the volume of sales to 189, from 233 for June. However, considering the increase in the volume of sales for the previous quarter from 217 for March to 233

for June, the September reduction may just be the result of a number of transactions not yet recorded.

The number of listings and stock on market reduced for the 12 months to August 2016. A potential reduction in supply may have contributed to the slight improvement in the median sale price.

Mackay's median vendor discounting hit 11.4 per cent for August this year compared to 9.8 per cent for August last year, which positions Mackay as the biggest discount for houses on the negotiation table.

UNIT MARKET

With a September quarter median unit price of \$182,500 Mackay is the most affordable unit market in the state.

Preliminary data indicates that the volume of sales reached a total of 26 sales this quarter compared to 42 sales the previous quarter. A comparison between the volume of sales in the March and the June quarters identified a growth of about 55 per cent, which may be an indication that first-home buyers are snapping up bargains in the affordable environment.

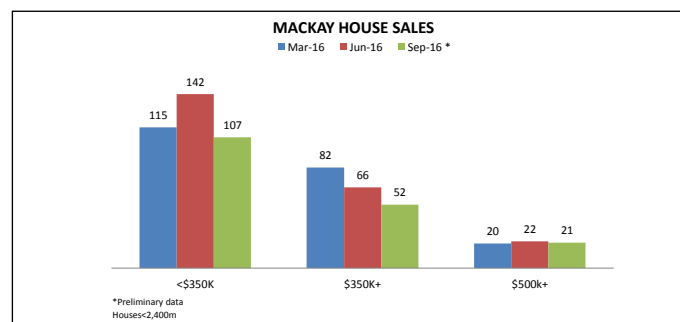
The market trend indicators to August this year position Mackay as the region with the longest median days on market (122 days or more than four months) and the highest medium vendor discounting (14.6 per cent) required to secure the sale of a unit.

RENTAL MARKET

Mackay's vacancy rate at 6.9 per cent for the September quarter has dropped to its lowest level in about two years.

Some real estate agents are confident that the rental market has already hit the bottom. However, a large portion of local agents indicate that supply is still significantly exceeding demand, with the lack of job opportunities pushing tenants to relocate. Landlords are commonly offering rental incentives to secure tenants (such as free lawn maintenance and/or a few weeks of discounted rent).

The weekly median rent for three-bedroom houses and two-bedroom units held steady over the September quarter. However, three-bedroom townhouses experienced a large contraction in demand with the median rent dropping by \$30 per week, to \$260 over the September quarter.



SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
MACKAY (LGA)	189	\$318,750	0.7%	\$330,000	-9.6%	-19.5%	\$410,000
MACKAY (LGA) ^	32	\$419,000	-4.8%	\$440,000	1.2%	-9.3%	\$485,000
ANDERGROVE	21	\$265,000	-6.5%	\$290,000	-13.4%	-26.6%	\$395,000
BEACONSFIELD	16	N/A	N/A	\$339,000	-4.5%	-16.9%	\$408,000
BLACKS BEACH	7	N/A	N/A	\$340,000	-18.5%	-27.7%	\$470,000
BUCASIA	10	N/A	N/A	\$330,000	-5.7%	-25.0%	\$440,000
EAST MACKAY	6	N/A	N/A	\$345,500	-12.0%	-19.2%	\$427,500
EIMEO	8	N/A	N/A	\$339,000	-16.8%	-23.8%	\$445,000
GLENELLA	7	N/A	N/A	\$430,000	-13.1%	-14.0%	\$500,000
MARIAN	8	N/A	N/A	\$405,000	-4.1%	-4.9%	\$426,000
MOUNT PLEASANT	8	N/A	N/A	\$349,000	-9.7%	-18.8%	\$430,000
NORTH MACKAY	11	N/A	N/A	\$245,000	-18.3%	-30.0%	\$350,000
OORALEA	9	N/A	N/A	\$413,750	-6.0%	-16.9%	\$497,750
RURAL VIEW	12	N/A	N/A	\$370,000	-13.5%	-19.6%	\$460,000
SARINA	1	N/A	N/A	\$260,000	4.4%	-15.6%	\$308,000
SLADE POINT	5	N/A	N/A	\$290,000	-9.4%	-23.7%	\$380,000
SOUTH MACKAY	12	N/A	N/A	\$260,000	-11.7%	-29.0%	\$366,250
WALKERSTON	10	N/A	N/A	\$345,000	-11.2%	-18.2%	\$422,000
WEST MACKAY	8	N/A	N/A	\$287,000	-16.1%	-20.3%	\$360,000

SURROUNDS

ISAAC (LGA)	32	\$130,000	8.3%	\$122,000	-39.0%	-73.8%	\$466,000
MORANBAH	17	N/A	N/A	\$150,000	-27.7%	-72.2%	\$540,000

WHITSUNDAY (LGA)	52	\$280,000	-11.8%	\$320,000	-14.3%	-6.7%	\$343,000
WHITSUNDAY (LGA) ^	9	N/A	N/A	\$420,000	-8.2%	-4.3%	\$439,000
BOWEN	18	N/A	N/A	\$251,000	-21.6%	-27.8%	\$347,500
CANNONVALE	9	N/A	N/A	\$417,500	-2.8%	-4.0%	\$435,000
PROSERPINE	3	N/A	N/A	\$265,000	6.0%	-11.1%	\$298,000

SALES MARKET - UNITS & TOWNHOUSES

MACKAY (LGA)	26	\$182,500	-24.3%	\$240,000	-14.3%	-24.5%	\$318,000
MACKAY	3	N/A	N/A	\$290,000	-27.3%	-3.3%	\$300,000

SURROUNDS

WHITSUNDAY (LGA)	34	\$267,500	12.6%	\$285,000	11.8%	5.6%	\$270,000
AIRLIE BEACH	15	N/A	N/A	\$377,500	1.1%	10.2%	\$342,500
CANNONVALE	13	N/A	N/A	\$275,000	14.6%	-1.8%	\$280,000

SALES MARKET - VACANT LAND

MACKAY (LGA)	15	N/A	N/A	\$165,000	-13.2%	-6.8%	\$177,000
RURAL VIEW	3	N/A	N/A	\$140,000	-14.1%	-32.4%	\$207,000

SURROUNDS

WHITSUNDAY (LGA)	10	N/A	N/A	\$152,500	-12.4%	5.2%	\$145,000
CANNONVALE	4	N/A	N/A	\$172,000	-1.2%	32.3%	\$130,000

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-16 \$/WEEK	NEW BONDS	SEP-15 \$/WEEK	NEW BONDS
	MACKAY REGIONAL	\$280	428	\$295	454
4737	SARINA/SARINA BEACH/ARMSTRONG BEACH	\$250	28	\$280	36
4740	MACKAY	\$280	343	\$300	353
4741	VARIOUS ISLANDS/CLAIRVIEW/ETON/ FARLEIGH/FLAGGY ROCK/GARGETT/ MT CHRISTIAN/MT OSSA/OAKENDEN/ PINNACLE/PLEYSTOWE/SEAFORTH/ YALBOROO	\$240	13	\$290	10
4750	BUCASIA/SEAVIEW HEIGHTS/SOAL PT	\$260	20	\$295	23
4751	PALMYRA/WALKERSTON	\$278	12	\$330	13
	ISAAC REGIONAL	\$200	116	\$220	154
4721	CLERMONT	\$240	13	\$240	16
4742	NEBO	\$195	7	\$180	8
4744	MORANBAH	\$220	71	\$250	87
4745	DYSART	\$157	21	\$175	31
	WHITSUNDAY REGIONAL	\$300	130	\$300	146
4800	CANNON VALLEY/CONWAY/DINGO BCH/ERLANDO BCH/MT JULIAN/MT MARLOW/NTH GREGORY/PROSERPINE/ RIORDANVALE/STRATHDICKIE/WILSON BCH	\$320	21	\$290	35
4802	AIRLIE BCH/CANNONVALE/JUBILEE/ SHUTE HARBOUR/SHUTEHAVEN/ WHITSUNDAY	\$350	47	\$365	49
4804	COLLINSVILLE	\$170	14	\$180	14
4805	BOWEN	\$260	48	\$260	48

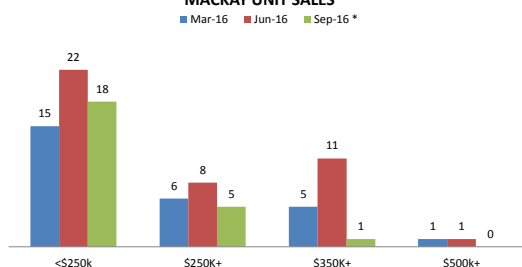
RENTAL MARKET - 2 BED UNITS

	MACKAY REGIONAL	\$200	288	\$220	317
4737	SARINA/SARINA BEACH/ARMSTRONG BEACH	\$180	22	\$195	11
4740	MACKAY	\$200	247	\$220	286
4750	BUCASIA/SEAVIEW HEIGHTS/SOAL PT	\$200	7	\$195	8
	ISAAC REGIONAL	\$200	28	\$180	28
4744	MORANBAH	\$280	15	\$270	11
	WHITSUNDAY REGIONAL	\$250	156	\$260	152
4800	CANNON VALLEY/CONWAY/DINGO BCH/ERLANDO BCH/MT JULIAN/MT MARLOW/NTH GREGORY/PROSERPINE/ RIORDANVALE/STRATHDICKIE/WILSON BCH	\$200	16	\$200	8
4802	AIRLIE BCH/CANNONVALE/JUBILEE/ SHUTE HARBOUR/SHUTEHAVEN/ WHITSUNDAY	\$263	100	\$275	109
4805	BOWEN	\$228	38	\$250	33

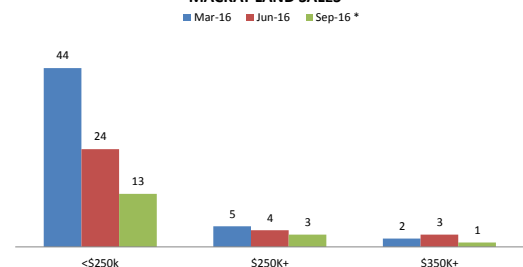
RENTAL MARKET - 3 BED TOWNHOUSES

	MACKAY REGIONAL	\$260	49	\$290	53
4740	MACKAY	\$260	40	\$290	49
	ISAAC REGIONAL	\$250	26	\$310	22
4744	MORANBAH	\$300	11	\$320	15
	WHITSUNDAY REGIONAL	\$300	21	\$310	26
4802	AIRLIE BCH/CANNONVALE/JUBILEE/ SHUTE HARBOUR/SHUTEHAVEN/ WHITSUNDAY	\$305	12	\$340	19

MACKAY UNIT SALES



MACKAY LAND SALES



TOWNSVILLE

In early December, as this September QMM report was going to press, Adani announced the Carmichael mine would base its headquarters in Townsville, creating between 200 and 500 administrative jobs and creating confidence that the mine would finally go ahead.

Additional FIFO bases in Mackay, Rockhampton and potentially Gladstone were announced for the \$21 billion mega-mine, giving hope to those regions that jobs would boost local economies and the housing markets would stabilise.

Up to 4000 jobs are promised, and with Adani's commitment to hire Queenslanders first, there is hope that the region's economic woes may soon be eased.

The news could not have come at a better time, with the community facing a rising unemployment rate of 10.6 per cent in October, which was much higher than the state average of 6 per cent, along with falling median house prices and depressed business and consumer confidence.

The residential market continued its downward trend in the September quarter with the median house price falling by 1.5 per cent, to \$330,000.

The median unit price lifted slightly from \$275,000 to \$277,500.

Federal, State and local governments recently signed a Memorandum of Understanding to renew the Townsville city centre and develop the waterfront precinct. Also, the construction of the Townsville Stadium and commence the delivery of the Townsville Eastern Access Rail Corridor, which already has a \$150 million funding commitment from the Federal Government.

Key infrastructure projects for the area include:

- \$28 million for Stage 1 of the Townsville Waterfront Priority Development area (PDA)
- \$1.64 billion Port of Townsville expansion is on track. The project will create 174 jobs during construction and 180 operational jobs once construction is completed, and
- Townsville Stadium project has commenced the procurement process.

Other smaller investment projects include:

- The construction of five new government-led housing projects at Aitkenvale, Vincent and Rosslea. The value of the investment is about \$8.2 million and is projected to support the employment of local contractors
- \$6.6 million expansion and refurbishment of the Townsville Hospital's children's ward due for completion late 2017
- \$5 million sewer upgrade from State Government.

The Rocky/Elliot Springs masterplanned community reached critical infrastructure funding commitment from the State Government and will add \$41.7 million to the economy and create about 240 jobs.

The data is indicating that Townsville's residential property market has reached the bottom of the cycle.

HOUSE MARKET

The housing market remains driven by affordability and first-home buyers entering the market, however volumes are down and the number of sales has dropped from 520 in June to 489 in September.

The quarterly median house price fell from \$335,000 to \$330,000. The volume of sales showed a contraction from March to June quarters from 520 sales to 489 sales. Preliminary data for September quarter indicates another reduction on the volume of sales to 371 transactions for the quarter.

Compared with five years ago, the median house price has fallen 8.1 per cent, from \$370,000 in September 2011 to \$339,900 in the September quarter of this year. A year ago the price was \$350,000.

Median days-on-market for houses is a slow-moving 70 days compared with Brisbane's 29 days.

Similarly Townsville's vendor discounting for houses has increased to 8.6 per cent compared to Brisbane's average vendor discounting of about 4.1 per cent.

UNIT MARKET

The unit market in Townsville is small with only 67 sales reported for the September quarter.

The quarterly median increased slightly from \$275,000 for the June quarter to \$277,500 for September. However, the annual median fell by 1.4 per cent for the 12 months to September this year and by 12.3 per cent for the five years to September this year.

For the June quarter, the busiest volume of sales was recorded for units valued between \$250,000 and \$350,000. For the September quarter, the busiest volume of sales has reduced and changed to units valued below \$250,000.

The median vendor discounting for units increased from 7.6 per cent for August 2015 to 8.4 per cent for August 2016. This increase positions Townsville as the region recording the second largest unit vendor discounting in Queensland.

RENTAL MARKET

Townsville has recorded one of the largest vacancy rates in regional Queensland, reaching 7.1 per cent over the September quarter. This is Townsville's highest vacancy rate since the REIQ started measuring in June 2008.

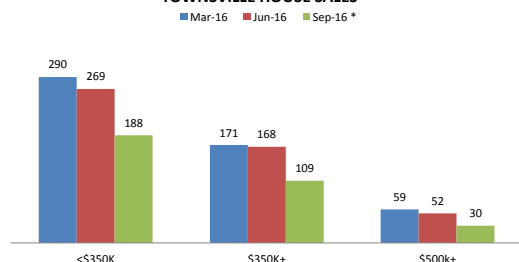
Youth unemployment is an issue, which is heavily impacting the demand for rental properties. Local agents indicate an excess of NRAS properties, which is exacerbating the oversupply challenges.

The median rent of two-bedroom units and three-bedroom houses has held reasonably steadily over the September quarter while the median rent of three-bedroom townhouses increased by about \$10 per week.

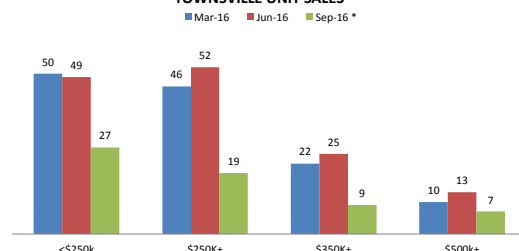
SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
TOWNSVILLE (LGA)	371	\$330,000	-1.5%	\$339,900	-2.9%	-8.1%	\$370,000
TOWNSVILLE (LGA) ^	44	\$412,500	8.6%	\$415,000	-4.6%	-3.5%	\$430,000
AITKENVALE	8	N/A	N/A	\$300,000	-5.1%	-10.4%	\$335,000
ALICE RIVER ^	3	N/A	N/A	\$445,000	-13.1%	-5.3%	\$470,000
ANNANDALE	21	\$357,500	-8.3%	\$390,000	-6.9%	-14.3%	\$455,000
BOHLE PLAINS	3	N/A	N/A	\$417,500	0.4%	-4.7%	\$438,000
BURDELL	13	N/A	N/A	\$402,000	-1.9%	-2.9%	\$414,000
BUSHLAND BEACH	30	\$360,000	0.0%	\$370,000	-6.3%	-10.5%	\$413,500
CONDON	6	N/A	N/A	\$285,000	0.0%	-12.3%	\$325,000
COSGROVE	1	N/A	N/A	\$391,250	3.7%	N/A	\$-
CRANBROOK	11	N/A	N/A	\$273,000	-5.5%	-14.2%	\$318,000
CURRAJONG	2	N/A	N/A	\$242,500	-16.4%	-13.4%	\$280,000
DEERAGUN	7	N/A	N/A	\$280,000	-15.2%	-20.4%	\$351,750
DOUGLAS	17	N/A	N/A	\$381,500	-2.2%	-4.1%	\$398,000
GULLIVER	7	N/A	N/A	\$280,000	0.7%	-8.3%	\$305,500
HEATLEY	7	N/A	N/A	\$240,000	-6.0%	-17.2%	\$290,000
HERMIT PARK	9	N/A	N/A	\$330,000	-9.5%	-14.3%	\$385,000
HYDE PARK	3	N/A	N/A	\$375,000	12.8%	7.1%	\$350,000
IDALIA	12	N/A	N/A	\$460,000	-12.4%	-6.4%	\$491,250
KELSO	20	\$253,000	-12.3%	\$247,500	-11.6%	-27.8%	\$342,750
KIRWAN	59	\$320,000	-2.9%	\$329,000	-3.2%	-8.6%	\$360,000
MOUNT LOUISA	25	\$393,750	3.6%	\$389,500	4.1%	-5.8%	\$413,500
MUNDINGBURRA	13	N/A	N/A	\$340,000	-3.8%	-9.0%	\$373,500
NORTH WARD	6	N/A	N/A	\$680,000	5.4%	21.4%	\$560,000
OONONBA	6	N/A	N/A	\$226,000	-19.3%	-28.3%	\$315,000
RAILWAY ESTATE	6	N/A	N/A	\$306,500	-11.2%	-6.1%	\$326,500
RANGEWOOD ^	4	N/A	N/A	\$450,000	-5.4%	0.0%	\$450,000
RASMUSSEN	4	N/A	N/A	\$382,500	20.7%	27.5%	\$300,000
SOUTH TOWNSVILLE	4	N/A	N/A	\$326,000	-8.2%	-1.2%	\$330,000
THURINGOWA CENTRAL	2	N/A	N/A	\$293,500	-2.2%	-8.6%	\$321,000

TOWNSVILLE HOUSE SALES

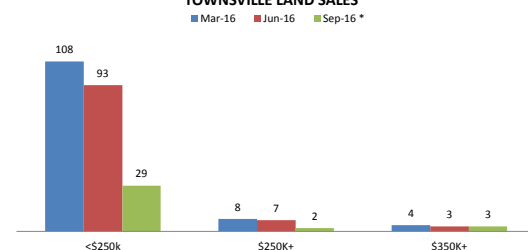
*Preliminary data
Houses<2,400m

TOWNSVILLE UNIT SALES



*Preliminary data

TOWNSVILLE LAND SALES



*Preliminary data

SALES MARKET - HOUSES (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
VINCENT	3	N/A	N/A	\$247,500	-4.8%	-11.6%	\$280,000
WEST END	10	N/A	N/A	\$385,000	10.3%	12.4%	\$342,500
WULGURU	8	N/A	N/A	\$275,000	-6.8%	-12.4%	\$313,750
SURROUNDS							
BURDEKIN (LGA)	28	\$140,000	-17.7%	\$175,000	-5.4%	-22.2%	\$225,000
AYR	16	N/A	N/A	\$175,000	-12.5%	-31.4%	\$255,000
CHARTERS TOWERS (LGA) 23	23	\$207,500	48.2%	\$180,000	2.9%	-21.7%	\$230,000
CHARTERS TOWERS CITY	6	N/A	N/A	\$128,000	-16.1%	-36.0%	\$200,000
HINCHINBROOK (LGA) 8	8	N/A	N/A	\$217,500	-1.1%	-13.0%	\$250,000
INGHAM	3	N/A	N/A	\$205,000	-2.4%	-10.9%	\$230,000

SALES MARKET - UNITS & TOWNHOUSES

TOWNSVILLE (LGA) 67	67	\$277,500	0.9%	\$285,000	-1.4%	-12.3%	\$325,000
BELGIAN GARDENS	4	N/A	N/A	\$325,000	-1.5%	-19.3%	\$402,500
DOUGLAS	0	N/A	N/A	\$265,000	-19.7%	-22.1%	\$340,000
NORTH WARD	17	N/A	N/A	\$275,000	-18.2%	-21.4%	\$350,000
PIMLICO	1	N/A	N/A	\$200,000	-22.3%	-24.5%	\$265,000
SOUTH TOWNSVILLE	1	N/A	N/A	\$400,000	-22.9%	5.3%	\$380,020
TOWNSVILLE CITY	12	N/A	N/A	\$350,000	-15.7%	-12.5%	\$400,000
WEST END	6	N/A	N/A	\$165,000	-15.4%	-43.3%	\$291,000

SALES MARKET - VACANT LAND

TOWNSVILLE (LGA) 30	30	\$143,000	-4.7%	\$156,250	-2.3%	-3.5%	\$161,950
TOWNSVILLE (LGA) ^ 4	4	N/A	N/A	\$218,250	10.8%	2.0%	\$214,000
BOHLE PLAINS	2	N/A	N/A	\$157,000	-2.2%	-1.9%	\$160,000
BURDELL	6	N/A	N/A	\$146,450	-8.2%	-12.8%	\$168,000
BUSHLAND BEACH	3	N/A	N/A	\$152,000	-4.9%	-2.6%	\$156,000
KELSO	0	N/A	N/A	\$133,450	-1.2%	-8.3%	\$145,450
MOUNT LOUISA	0	N/A	N/A	\$167,750	-7.6%	-4.1%	\$175,000
MOUNT LOW	4	N/A	N/A	\$158,750	1.1%	3.5%	\$153,450
OONONBA	1	N/A	N/A	\$125,000	-20.9%	-39.3%	\$205,900
SHAW	0	N/A	N/A	\$155,750	-2.0%	2.6%	\$151,875

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
	TOWNSVILLE CITY	\$295	773	\$305	771
4810	BELGIAN GARDENS/CAPE CLEVELAND/ CASTLE HILL/NTH WARD/PALLARENDA/ RAILWAY ESTATE/ROWES BAY/ TOWNSVILLE/WEST END/YARRAWONGA	\$320	78	\$340	64
4811	CLUDEN/IDALIA/JAMES COOK UNI/ MT STUART/OAK VALLEY/OONONBA/ PARTINGTON/ROSENEATH/SERENE VALLEY/STUART/WULGURU	\$310	47	\$328	43
4812	CURRAJONG/GULLIVER/HERMIT PK/ HYDE PK/HYDE PK CASTLETOWN/ MUNDINGBURRA/MYSTERTON/PILMICO/ RISING SUN/ROSSLEA	\$290	71	\$310	52
4814	AITKENVALE/CRANBROOK/DOUGLAS, GARbutt/HEATLEY/MT ELLIOT/MT LOUISA/ MURRAY/VINCENT	\$290	193	\$305	202
4815	CONDON/KELSO/PINNACLES/RASMUSSEN	\$270	114	\$290	123
4816	ALLIGATOR CK/DUNK IS/GREENVALE/ HIDDEN VALLEY/HOMESTEAD/ JULAGO/MACROSSAN/MAJORS CK/ MINGELA/MUTARNEE/NELIA/NOME/ PALM IS/PALUMA/PENTLAND/PRAIRE/ RAVENSWOOD/ROLLINGSTONE/ SELLHEIM/TOONPAN/TORRENS CK/ WOODSTOCK	\$260	15	\$285	14
4817	ALICE RIVER/BOHLE PLNS/KIRWAN/ RANGEWOOD/RUPERTSWOOD/ STABLEFORD/THURINGOWA CENTRAL	\$300	107	\$325	134





RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY ¹	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
4818	BEACH HOLM/BLACK RIVER/BLUE HILLS/BLUEWATER/BOHLE/BURDELL/ BUSHLAND BCH/CARINYA/CORDELIA/ DEERAGUN/INNES/JENSEN/LYNAM/ MT LOW/PURONO PK/SAUNDERS BCH/ SHAW/TOOLAKEA/YABULU	\$300	139	\$300	117
4819	ARCADIA/ARCADIA BAY/HORSESHOE BAY/MAGNETIC IS/NELLY BAY/PICNIS BAY	\$280	9	\$280	22
BURDEKIN SHIRE		\$250	35	\$265	59
4806	ARKENDEITH	\$245	8	\$250	8
4807	AIRVILLE	\$250	23	\$265	45
CHARTERS TOWERS REGIONAL		\$220	33	\$230	44
4820	RICHMOND HILL	\$220	33	\$230	44
HINCHINBROOK SHIRE		\$245	28	\$250	25
4850	ABERGOWRIE	\$245	28	\$250	25

RENTAL MARKET - 2 BED UNITS

TOWNSVILLE CITY		\$250	726	\$255	713
4810	BELGIAN GARDENS/CAPE CLEVELAND/ CASTLE HILL/NTH WARD/PALLARENDA/ RAILWAY ESTATE/ROWES BAY/ TOWNSVILLE/WEST END/YARRAWONGA	\$265	333	\$280	335
4811	CLUDEN/IDALIA/JAMES COOK UNI/ MT STUART/OAK VALLEY/OONONBA/ PARTINGTON/ROSENEATH/SERENE VALLEY/STUART/WULGURU	\$350	62	\$300	48
4812	CURRAJONG/GULLIVER/HERMIT PK/ HYDE PK/HYDE PK CASTLETOWN/ MUNDINGBURRA/MYSTERTON/PILMICO/ RISING SUN/ROSSLEA	\$200	169	\$230	176
4814	AITKENVALE/CRANBROOK/DOUGLAS, GARBUTT/HEATLEY/MT ELLIOT/MT LOUISA/MURRAY/VINCENT	\$250	88	\$250	76
4815	CONDON/KELSO/PINNACLES/ RASMUSSEN	\$220	18	\$250	17
4817	ALICE RIVER/BOHLE PLNS/KIRWAN/ RANGEWOOD/RUPERTSWOOD/ STABLEFORD/THURINGOWA CENTRAL	\$238	26	\$245	37
4818	BEACH HOLM/BLACK RIVER/BLUE HILLS/ BLUEWATER/BOHLE/BURDELL/BUSHLAND BCH/CARINYA/CORDELIA/DEERAGUN/INNES/ JENSEN/LYNAM/MT LOW/PURONO PK/ SAUNDERS BCH/SHAW/TOOLAKEA/YABULU	\$232	13	\$225	9
4819	ARCADIA/ARCADIA BAY/HORSESHOE BAY/MAGNETIC IS/NELLY BAY/PICNIS BAY	\$220	17	\$290	15
BURDEKIN SHIRE		\$200	25	\$210	61
4807	AIRVILLE	\$200	19	\$215	52
CHARTERS TOWERS REGIONAL		\$200	13	\$200	9
4820	RICHMOND HILL	\$200	13	\$200	9
HINCHINBROOK SHIRE		\$170	17	\$160	19
4850	ABERGOWRIE	\$170	17	\$160	19

RENTAL MARKET - 3 BED TOWNHOUSES

TOWNSVILLE CITY		\$310	29	\$330	33
4810	BELGIAN GARDENS/CAPE CLEVELAND/ CASTLE HILL/NTH WARD/PALLARENDA/ RAILWAY ESTATE/ROWES BAY/ TOWNSVILLE/WEST END/YARRAWONGA	\$420	9	\$340	7
4812	CURRAJONG/GULLIVER/HERMIT PK/ HYDE PK/HYDE PK CASTLETOWN/ MUNDINGBURRA/MYSTERTON/PILMICO/ RISING SUN/ROSSLEA	\$295	5	\$380	5

CAIRNS

Cairns is one of the few regional markets that is performing moderately well in both residential property sales and rentals.

Generally speaking, the Queensland residential property market contracted in the September quarter. However, in Cairns it remained relatively steady. The quarterly median sale price for houses and units is sitting at \$395,000 and \$238,000 respectively.

There are some major infrastructure projects in the offing, which will be transformative and will benefit the Cairns residential property market. Some of these proposed and approved projects include:

- *\$2 billion Aquis hotel and residential project, which is a re-scoped project from the original \$8 billion proposal*
- *\$1 billion airport redevelopment*
- *\$77 million precinct project, which includes the construction of the Cairns Performing Arts Centre and the and the transformation of Munro Martin Park into the tropical Munro Martin Parklands*
- *\$50 million Cairns Aquarium, and*
- *\$34.2 million Bill Fulton Bridge duplication project, expected to add about 100 jobs during the construction stage. The project funding has been allocated from the \$180 million Significant Regional Infrastructure Projects Program*

As a result of this major activity, business confidence in Cairns is high.

Affordability, population growth, and a solid infrastructure program are factors that support a positive outlook for the area's residential property market.

The market is not immune to volatility, however. Unemployment is on the high side (8.1 per cent compared to 6 per cent in Queensland for October) and with a heavy reliance on the tourism sector, risk factors are present for the region.

Over the long run, the prognosis is positive with the lower dollar bringing tourists and creating jobs, and infrastructure projects also creating jobs and bringing workers.

HOUSE MARKET

The Cairns residential property market is one of the most dynamic and strongest markets in regional Queensland. The house median sale price has remained steady for the past two quarters at \$395,000.

On an annual basis, the median sale price contracted from \$400,000 for September last year to \$395,000 for September this year. This compares to an annual median sale price of \$359,000 about five years ago.

Looking at the sales volume trend for the past three quarters, the number of sales dropped from 580 in the March quarter to 538 in the June quarter and preliminary data indicates another potential contraction for the September quarter to about 378.

The busiest price range for houses in Cairns is between \$350,000 and \$500,000, which is similar to busiest price range for Greater Brisbane.

The market trend indicators revealed a reduction in supply for the 12 months to August 2016. To some extent, this reduction has compensated the downward trend in the number of sales and has supported a steady median sale price for the past two quarters.

Based on the August statistics, the completion of sale requires about 54 days and a discount of 5.6 per cent.

UNIT MARKET

The unit market in Cairns is the largest one outside the southeast corner, even larger than the Outer Brisbane areas. The volume of unit sales for the June quarter rose to 370 transactions from 330 transactions for March.

Preliminary data for September reported a drop to 270 sales. However, it is unclear whether the reduction could be explained by transactions for the quarter not yet recorded.

The quarterly median sale price remained relatively steady at \$238,000. On an annual basis, the median sale price increased from \$225,000 for September last year to \$235,000 for September this year. This compares to an annual median sale price of \$230,000 about five years ago.

In contrast to the house market, unit stock on the market and the number of listings has followed an upward trend for the unit market. Despite the supply increase, the annual median sale price increased by 4.4 per cent for the 12 months to September.

The median days on market and median vendor discounting for unit sales in Cairns is about 67 days and 5.8 per cent, respectively.

RENTAL MARKET

The rental market in Cairns has performed solidly over the past five years, with vacancy rates generally vacillating between the tight and healthy range. The September quarter revealed vacancy rates easing from 1.9 per cent to 2.5 per cent.

The median rent for three-bedroom houses held steady over the quarter. Local agents revealed an increasing demand in quality rental properties. This was reflected in the increase of the median rent for two-bedroom units and three-bedroom townhouses of \$10 and \$40 per week, respectively.

The market is favouring investors and providing the opportunity to hold rental properties for land banking.

SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
CAIRNS (LGA)	378	\$395,000	0.0%	\$395,000	-1.3%	10.0%	\$359,000
CAIRNS (LGA) ^	21	\$570,500	-7.6%	\$640,000	6.7%	6.7%	\$600,000
BAYVIEW HEIGHTS	10	N/A	N/A	\$382,000	-0.8%	6.1%	\$360,000
BENTLEY PARK	20	\$322,500	-11.6%	\$357,000	0.6%	10.9%	\$322,000
BRINSMEAD	20	\$415,000	-6.1%	\$450,000	2.3%	15.4%	\$390,000
BUNGALOW	5	N/A	N/A	\$355,000	7.6%	24.0%	\$286,250
CARAVONICA	6	N/A	N/A	\$360,000	-5.9%	-4.3%	\$376,000
CLIFTON BEACH	10	N/A	N/A	\$480,000	-10.3%	6.1%	\$452,500
EARLVILLE	9	N/A	N/A	\$378,000	8.0%	32.6%	\$285,000
EDGE HILL	11	N/A	N/A	\$480,000	-2.0%	11.6%	\$430,000
EDMONTON	30	\$324,000	-6.1%	\$345,000	2.1%	10.8%	\$311,250
FRESHWATER	3	N/A	N/A	\$500,000	-2.9%	4.7%	\$477,500
GOLDSBOROUGH ^	5	N/A	N/A	\$505,000	9.8%	20.2%	\$420,000
GORDONVALE	15	N/A	N/A	\$305,000	-1.6%	13.0%	\$270,000
GORDONVALE ^	3	N/A	N/A	\$627,500	6.8%	9.5%	\$573,000
HOLLOWAYS BEACH	5	N/A	N/A	\$380,000	-3.8%	5.6%	\$360,000
KANIMBLA	6	N/A	N/A	\$492,500	-6.2%	9.9%	\$448,000
KEWARRA BEACH	21	\$437,500	-8.9%	\$435,000	1.2%	13.6%	\$383,000
MANOORA	2	N/A	N/A	\$285,000	-7.5%	17.5%	\$242,500
MANUNDA	9	N/A	N/A	\$328,250	-1.7%	17.2%	\$280,000
MOOROOBOOL	13	N/A	N/A	\$385,000	-1.0%	16.8%	\$329,500
MOUNT SHERIDAN	26	\$378,250	8.1%	\$365,500	-0.8%	10.8%	\$330,000
PALM COVE	7	N/A	N/A	\$615,000	-4.7%	19.1%	\$516,250
PARRAMATTA PARK	7	N/A	N/A	\$461,000	13.8%	11.1%	\$415,000
REDLYNCH	27	\$466,000	-2.7%	\$470,500	3.4%	21.3%	\$388,000
SMITHFIELD	21	\$406,000	-1.0%	\$410,000	-1.2%	14.8%	\$357,000
TRINITY BEACH	23	\$511,000	2.2%	\$497,500	3.7%	34.5%	\$370,000
TRINITY PARK	11	N/A	N/A	\$420,000	-4.6%	10.5%	\$380,000
WESTCOURT	6	N/A	N/A	\$350,000	0.0%	17.6%	\$297,500
WHITE ROCK	11	N/A	N/A	\$322,250	2.3%	9.2%	\$295,000
WHITFIELD	11	N/A	N/A	\$517,500	2.5%	15.0%	\$450,000
WOREE	4	N/A	N/A	\$340,750	-3.6%	17.5%	\$290,000

SURROUNDS

CASSOWARY COAST (LGA)	29	\$217,500	-9.4%	\$240,000	-1.4%	6.7%	\$225,000
CASSOWARY COAST (LGA) ^	12	N/A	N/A	\$345,000	1.5%	0.0%	\$345,000

DOUGLAS (LGA)	35	\$360,000	-7.2%	\$410,000	-6.3%	-0.4%	\$411,715
PORT DOUGLAS	10	N/A	N/A	\$502,000	-6.2%	4.6%	\$480,000

MAREEBA (LGA)	30	\$280,000	2.8%	\$279,808	3.3%	-0.1%	\$280,000
MAREEBA (LGA) ^	19	N/A	N/A	\$413,000	-8.0%	0.1%	\$412,500
KURANDA ^	8	N/A	N/A	\$430,000	-4.2%	3.6%	\$415,000
MAREEBA	22	\$282,500	2.7%	\$280,000	1.8%	0.0%	\$280,000

TABLELANDS (LGA)	44	\$290,000	5.5%	\$290,000	-5.7%	3.2%	\$281,000
TABLELANDS (LGA) ^	28	\$350,000	-3.6%	\$375,000	-8.5%	4.2%	\$360,000
ATHERTON	20	\$325,500	16.3%	\$300,000	-2.4%	-1.6%	\$305,000
TOLGA ^	6	N/A	N/A	\$420,000	2.4%	-6.7%	\$450,000

SALES MARKET - UNITS & TOWNHOUSES

CAIRNS (LGA)	270	\$238,000	-0.4%	\$235,000	4.4%	2.2%	\$230,000
BUNGALOW	10	N/A	N/A	\$205,000	57.7%	11.0%	\$184,698
CAIRNS CITY	32	\$388,500	0.9%	\$383,500	7.3%	0.9%	\$380,000
CAIRNS NORTH	38	\$221,000	-6.7%	\$238,500	1.5%	-4.1%	\$248,750
EARLVILLE	2	N/A	N/A	\$227,500	8.3%	-10.8%	\$255,000
EDGE HILL	7	N/A	N/A	\$200,000	-1.2%	22.3%	\$163,500
EDMONTON	2	N/A	N/A	\$157,500	-14.9%	-13.7%	\$182,500
FRESHWATER	3	N/A	N/A	\$282,500	9.9%	21.5%	\$232,500
MANOORA	22	\$172,500	16.6%	\$164,000	4.8%	0.9%	\$162,500
MANUNDA	15	N/A	N/A	\$141,000	-6.0%	-17.1%	\$170,000
MOOROOBOOL	6	N/A	N/A	\$200,000	-6.1%	2.6%	\$195,000
PALM COVE	27	\$248,750	-20.4%	\$280,000	6.5%	-14.4%	\$327,000
PARRAMATTA PARK	4	N/A	N/A	\$249,350	1.9%	3.9%	\$240,000
TRINITY BEACH	24	\$285,000	14.5%	\$260,000	0.0%	-3.7%	\$270,000
WESTCOURT	9	N/A	N/A	\$220,000	-2.2%	29.4%	\$170,000
WOREE	9	N/A	N/A	\$125,000	-5.3%	-15.3%	\$147,500
YORKEYS KNOB	4	N/A	N/A	\$213,000	-0.9%	1.9%	\$209,000

SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)
SURROUNDS							
DOUGLAS (LGA)	60	\$265,000	13.4%	\$230,000	0.0%	9.5%	\$210,000
PORT DOUGLAS	59	\$255,000	15.3%	\$230,000	6.7%	11.7%	\$206,000
ATHERTON	0	N/A	N/A	\$250,000	22.0%	14.3%	\$218,750

SALES MARKET - VACANT LAND

CAIRNS (LGA)	45	\$215,000	-6.5%	\$215,000	3.0%	22.9%	\$175,000
EDMONTON	5	N/A	N/A	\$163,900	6.6%	15.4%	\$142,000
GORDONVALE	3	N/A	N/A	\$142,500	1.8%	34.4%	\$106,000
KANIMBLA	5	N/A	N/A	\$270,500	8.2%	27.6%	\$212,000
KEWARRA BEACH	1	N/A	N/A	\$275,000	5.2%	-14.7%	\$322,500
REDLYNCH	10	N/A	N/A	\$239,500	0.2%	35.3%	\$177,000
SMITHFIELD	8	N/A	N/A	\$214,250	5.0%	22.1%	\$175,500
TRINITY PARK	1	N/A	N/A	\$215,000	-5.7%	15.3%	\$186,500

SURROUNDS

CASSOWARY COAST (LGA)	6	N/A	N/A	\$89,000	5.3%	-28.8%	\$125,000
MISSION BEACH	0	N/A	N/A	\$117,000	11.4%	-16.4%	\$140,000

DOUGLAS (LGA)	4	N/A	N/A	\$162,000	13.7%	29.6%	\$125,000
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MAREEBA (LGA)	4	N/A	N/A	\$100,000	5.3%	9.3%	\$91,500
MAREEBA	3	N/A	N/A	\$97,500	2.6%	2.6%	\$95,000

RENTAL MARKET - 3 BED HOUSES

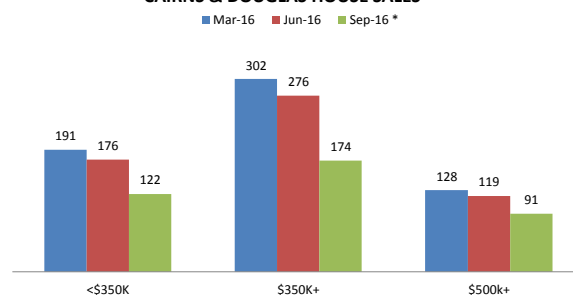
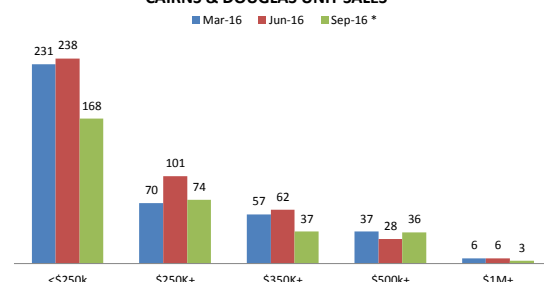
POST CODE	LOCALITY ¹	SEP-16		SEP-15	
		\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
	CAIRNS REGIONAL	\$360	415	\$360	466
4865	GORDONVALE	\$330	13	\$300	10
4868	MT SHERIDAN/BAYVIEW HTS/ TARRAWARRA/WHITE ROCK/WOREE	\$350	93	\$350	88
4869	CENTENARY HTS/CENTENARY PK/ EDMONTON/TAMARIND GARDENS	\$340	46	\$340	77
4870	CAIRNS & SUBURBS OF CAIRNS	\$380	158	\$375	164
4878	CARAVONICA/HOLLOWAYS BCH/LAKE PLACID/MACHANS BCH/MCGREGOR/ SMITHFIELD/SMITHFIELD HTS/YORKEYS KNOB	\$380	41	\$385	50
4879	BUCHAN PT/CLIFTON BCH/ELLIS BCH/ KEWARRA BCH/PALM COVE/TRINITY BCH/TRINITY PK	\$393	60	\$380	72
	DOUGLAS SHIRE	\$350	39	\$360	25
4873	MOSSMAN/COOYA BEACH/COW BAY/ MIALLO/NEWELL/WONGA	\$320	28	\$330	16
4877	PORT DOUGLAS/CRAIGLIE/MOWBRAY/ OAK BEACH	\$520	11	\$450	9
	CASSOWARY COAST REGIONAL	\$290	94	\$280	98
4849	CARDWELL	\$270	15	\$250	8
4852	BINGIL BAY	\$325	22	\$340	23
4854	BILYANA	\$290	16	\$255	9
4860	BAMBOO CREEK	\$290	34	\$270	49
	TABLELANDS REGIONAL	\$295	81	\$290	80
4872	DIMBULAH/KAIRI/MT GARNETT/TINAROO/ WALKAMIN	\$300	6	\$320	5
4883	ATHERTON/UPPER BARON	\$298	36	\$300	31
4884	YUNGABURRA/LAKE EACHAM	\$320	11	\$295	12
4885	MALANDA/TARZALI/JAGGAN	\$285	8	\$295	6
4888	RAVENSHOE/EVELYN/MILLSTREAM	\$290	9	\$280	9
	MAREEBA SHIRE	\$320	58	\$335	52
4880	MAREEBA/BIBOOHRA	\$310	40	\$320	39
4881	KURANDA/KOAH/SPEEWAH	\$360	18	\$380	13

RENTAL MARKET - 2 BED UNITS

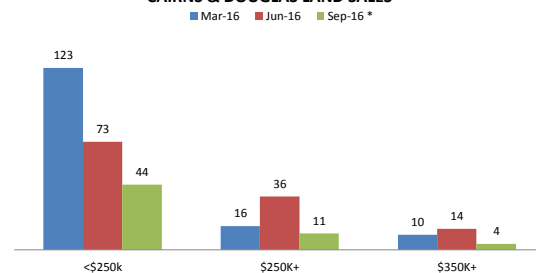
POST CODE	LOCALITY ¹	\$/WEEK	SEP-16 NEW BONDS	\$/WEEK	SEP-15 NEW BONDS
	CAIRNS REGIONAL	\$295	826	\$285	828
4868	MT SHERIDAN/BAYVIEW HTS/ TARRAWARRA/WHITE ROCK/WOREE	\$260	78	\$250	75
4869	CENTENARY HTS/CENTENARY PK/ EDMONTON/TAMARIND GARDENS	\$250	21	\$250	31
4870	CAIRNS & sUBURBS OF CAIRNS	\$295	520	\$280	552
4878	CARAVONICA/HOLLOWAYS BCH/LAKE PLACID/MACHANS BCH/MCGREGOR/ SMITHFIELD/SMITHFIELD HTS/YORKEYS KNOB	\$288	76	\$290	66
4879	BUCHAN PT/CLIFTON BCH/ELLIS BCH/ KEWARRA BCH/PALM COVE/TRINITY BCH/TRINITY PK	\$318	126	\$300	99
	DOUGLAS SHIRE	\$310	75	\$300	69
4873	MOSSMAN/COOYA BEACH/COW BAY/ MIALLO/NEWELL/WONGA	\$238	10	\$220	15
4877	PORT DOUGLAS/CRAIGLIE/MOWBRAY/ OAK BEACH	\$320	65	\$310	54
	CASSOWARY COAST REGIONAL	\$220	78	\$200	94
4849	CARDWELL	\$200	7	\$200	12
4852	BINGIL BAY	\$250	25	\$225	27
4854	BILYANA	\$160	14	\$135	23
4860	BAMBOO CREEK	\$210	32	\$190	31
	TABLELANDS REGIONAL	\$250	39	\$240	36
4883	ATHERTON/UPPER BARON	\$245	34	\$245	28
	MAREEBA SHIRE	\$240	52	\$220	24
4880	MAREEBA/BIBOORRA	\$240	43	\$220	22

RENTAL MARKET - 3 BED TOWNHOUSES

CAIRNS REGIONAL		\$370	20	\$375	24
4870	CAIRNS & sUBURBS OF CAIRNS	\$335	12	\$350	16
DOUGLAS SHIRE		\$450	10	\$430	14
4877	PORT DOUGLAS/CRAIGLIE/MOWBRAY/ OAK BEACH	\$450	10	\$440	13

CAIRNS & DOUGLAS HOUSE SALES*Preliminary data
Houses<2,400m**CAIRNS & DOUGLAS UNIT SALES**

*Preliminary data

CAIRNS & DOUGLAS LAND SALES

*Preliminary data



OTHER REGIONAL

SALES MARKET - HOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	1YR CHANGE	5YR CHANGE	ANNUAL MEDIAN SALE (\$YRS AGO)
<i>SOUTH-WEST</i>							
MARANOA (LGA)	7	N/A	N/A	\$224,500	-18.4%	-16.9%	\$270,000
ROMA	5	N/A	N/A	\$250,000	-18.0%	-12.3%	\$285,000
CHARLEVILLE	5	N/A	N/A	\$120,000	-14.4%	-17.5%	\$145,500
<i>NORTH-WEST</i>							
MOUNT ISA (LGA)	21	\$257,500	1.0%	\$295,000	-13.1%	-15.7%	\$350,000
COOKTOWN	2	N/A	N/A	\$265,000	20.5%	-18.5%	\$325,000

SALES MARKET - VACANT LAND

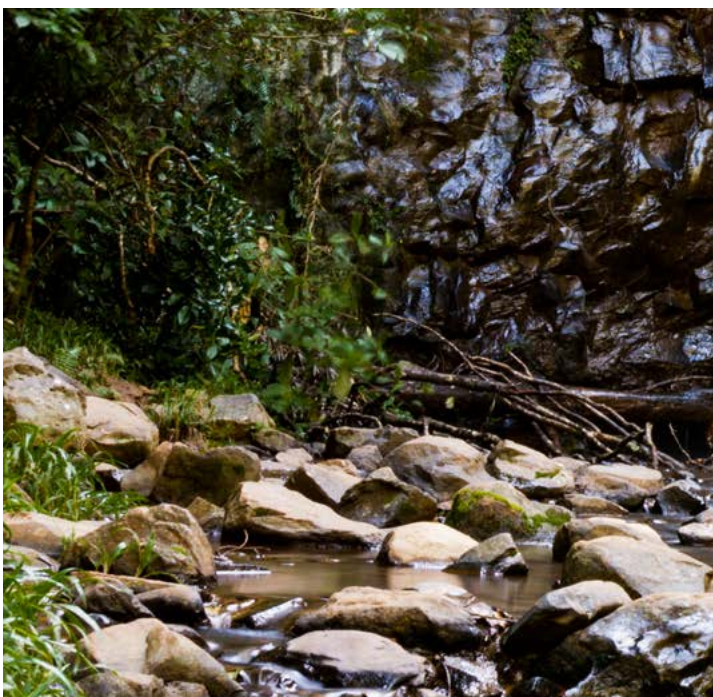
TABLELANDS (LGA)	5	N/A	N/A	\$107,750	7.8%	1.2%	\$106,500
ATHERTON	2	N/A	N/A	\$106,500	10.9%	-7.4%	\$115,000

RENTAL MARKET - 3 BED HOUSES

POST			SEP-16		SEP-15
CODE	LOCALITY ^a	\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
<i>SOUTH WEST</i>					
	BALONNE SHIRE	\$230	14	\$250	16
4487	ST GEORGE	\$245	12	\$265	15
	MARANOA REGIONAL	\$220	60	\$280	75
4455	ROMA	\$225	46	\$280	61
	MURWEH SHIRE	\$210	25	\$220	24
4470	CHARLEVILLE	\$210	25	\$220	24
<i>CENTRAL WEST</i>					
	LONGREACH REGIONAL	\$200	20	\$240	22
4730	BRIXTON	\$220	18	\$240	21
	BLACKALL-TAMBO REGIONAL	\$150	6	\$150	11
4472	BLACKWALL	\$150	6	\$150	10
<i>NORTH WEST</i>					
	CLONCURRY SHIRE	\$290	20	\$340	15
4824	CLONCURRY	\$290	20	\$340	15
	MOUNT ISA CITY	\$325	114	\$400	93
4825	ALEXANDRIA	\$330	113	\$400	93
<i>FAR NORTH</i>					
	COOK SHIRE	\$290	28	\$280	27
4871	ALMADEN	\$260	15	\$270	19
4895	BLOOMFIELD	\$330	13	\$340	8

RENTAL MARKET - 2 BED UNITS

POST			SEP-16		SEP-15
CODE	LOCALITY ^a	\$/WEEK	NEW BONDS	\$/WEEK	NEW BONDS
<i>SOUTH WEST</i>					
	BALONNE SHIRE	\$195	6	\$150	6
4487	ST GEORGE	\$200	5	N/A	3
	MARANOA REGIONAL	\$160	30	\$200	22
4455	ROMA	\$160	29	\$225	21
<i>CENTRAL WEST</i>					
<i>NORTH WEST</i>					
	CLONCURRY SHIRE	\$225	9	\$220	5
4824	CLONCURRY	\$225	9	\$220	5
	MOUNT ISA CITY	\$220	66	\$250	103
4825	ALEXANDRIA	\$220	66	\$250	103
<i>FAR NORTH</i>					
	COOK SHIRE	\$260	7	\$230	9
4895	BLOOMFIELD	\$275	5	N/A	4



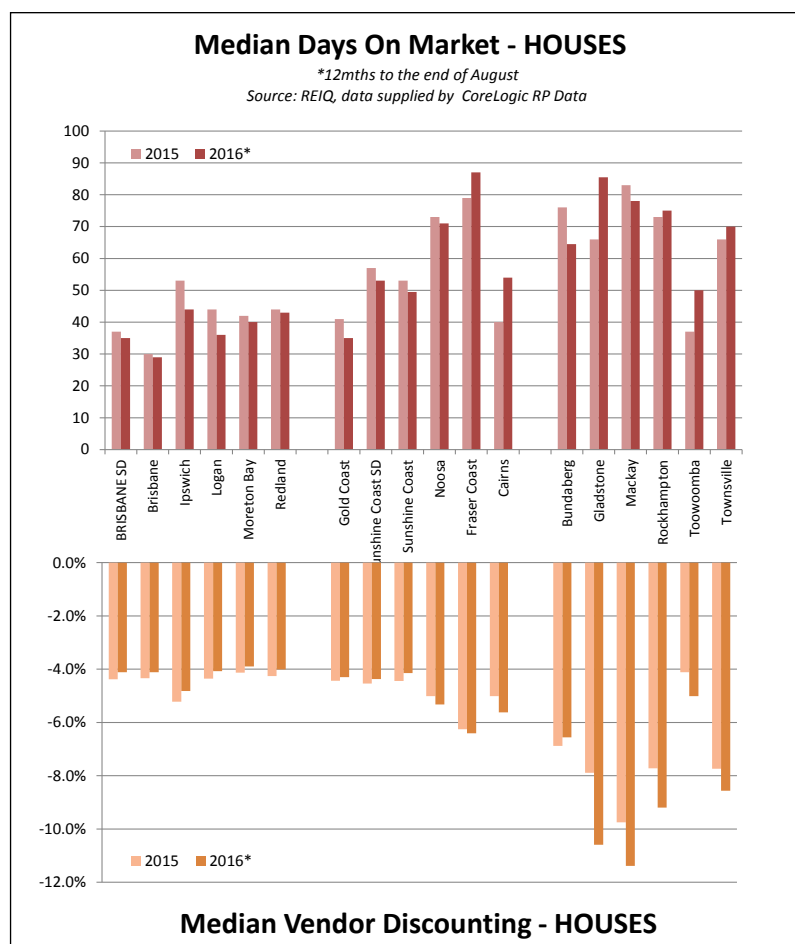
ON THE MARKET INDICATORS

LGA / REGION	HOUSES								CHANGE OVER YEAR			
	TOTAL LISTINGS		STOCK ON MARKET		MEDIAN DAYS ON MARKET**		MEDIAN VENDOR DISCOUNT**		TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
	2016*	2015	2016*	2015	2016*	2015	2016*	2015	% PTS	% PTS	% PTS	% PTS
12MTHS ENDING AUG												
QUEENSLAND	108,899	113,135	7.9%	8.2%	44	46	-5.0%	-5.0%	-3.7%	-0.3%	-2	-0.0%
BRISBANE SD	45,396	46,592	7.1%	7.3%	35	37	-4.1%	-4.4%	-2.6%	-0.2%	-2	-0.3%
BRISBANE	19,894	20,262	6.5%	6.7%	29	30	-4.1%	-4.3%	-1.8%	-0.1%	-1	-0.2%
IPSWICH	4,499	4,956	7.1%	7.9%	44	53	-4.8%	-5.2%	-9.2%	-0.7%	-9	-0.4%
LOGAN	6,886	6,930	7.7%	7.7%	36	44	-4.1%	-4.4%	-0.6%	-0.0%	-8	-0.3%
MORETON BAY	9,950	10,312	7.6%	7.9%	40	42	-3.9%	-4.1%	-3.5%	-0.3%	-2	-0.2%
REDLAND	4,167	4,132	8.3%	8.2%	43	44	-4.0%	-4.3%	0.8%	0.1%	-1	-0.3%
GOLD COAST	10,321	10,624	8.1%	8.4%	35	41	-4.3%	-4.4%	-2.9%	-0.2%	-6	-0.1%
SUNSHINE COAST SD	8,958	9,958	8.6%	9.6%	53	57	-4.4%	-4.5%	-10.0%	-1.0%	-4	-0.2%
SUNSHINE COAST	7,122	7,823	8.5%	9.3%	50	53	-4.1%	-4.4%	-9.0%	-0.8%	-4	-0.3%
NOOSA	1,836	2,135	9.4%	10.9%	71	73	-5.3%	-5.0%	-14.0%	-1.5%	-2	0.3%
FRASER COAST	3,975	4,015	10.6%	10.7%	87	79	-6.4%	-6.3%	-1.0%	-0.1%	8	0.2%
CAIRNS	3,530	3,655	7.8%	8.1%	54	40	-5.6%	-5.0%	-3.4%	-0.3%	14	0.6%
BUNDABERG	2,963	3,101	8.8%	9.3%	65	76	-6.6%	-6.9%	-4.5%	-0.4%	-12	-0.3%
GLADSTONE	1,511	1,672	6.8%	7.5%	86	66	-10.6%	-7.9%	-9.6%	-0.7%	20	2.7%
MACKAY	2,584	2,771	6.7%	7.2%	78	83	-11.4%	-9.8%	-6.7%	-0.5%	-5	1.6%
ROCKHAMPTON	2,224	2,266	8.0%	8.2%	75	73	-9.2%	-7.7%	-1.9%	-0.2%	2	1.5%
TOOWOOMBA	4,207	4,256	8.4%	8.5%	50	37	-5.0%	-4.1%	-1.2%	-0.1%	13	0.9%
TOWNSVILLE	4,138	4,566	6.8%	7.5%	70	66	-8.6%	-7.7%	-9.4%	-0.7%	4	0.8%

* Figures are preliminary

** Days on Market and Vendor Discount calculation methodology changed from a average calculation to a median calculation

Source: REIQ. Data supplied by CoreLogic RP Data Market Trends

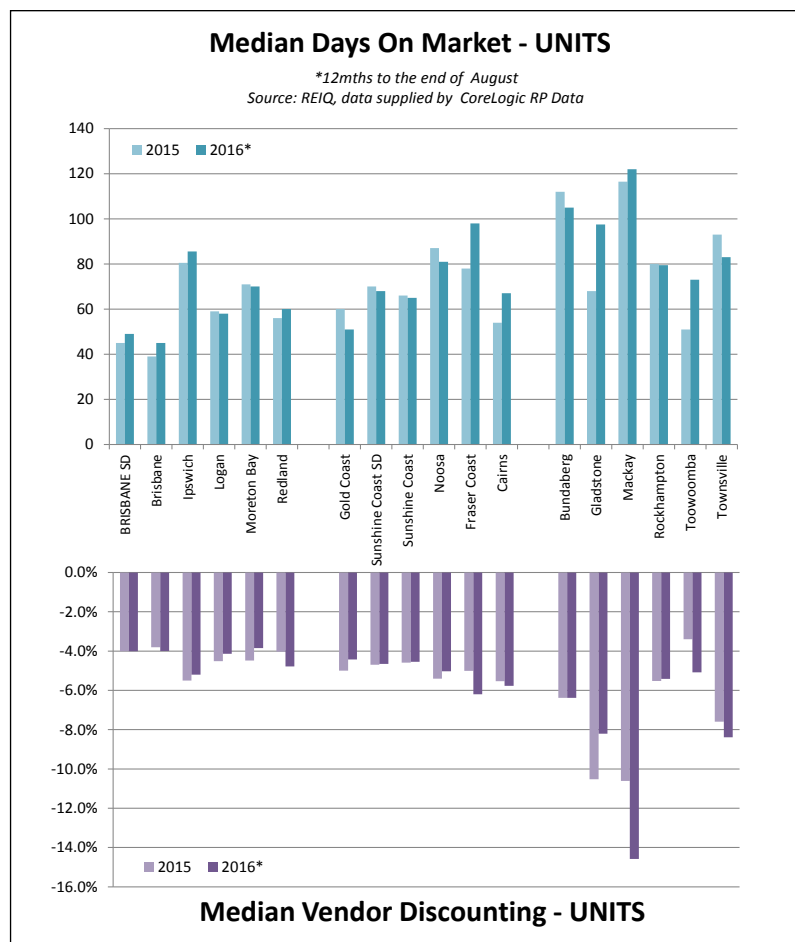


LGA / REGION	UNITS & TOWNHOUSES								CHANGE OVER YEAR			
	TOTAL LISTINGS		STOCK ON MARKET		MEDIAN DAYS ON MARKET**		MEDIAN VENDOR DISCOUNT**		TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
	2016*	2015	2016*	2015	2016*	2015	2016*	2015	% PTS	% PTS		% PTS
12MTHS ENDING AUG												
QUEENSLAND	40,539	39,522	9.0%	8.8%	55	55	-4.5%	-4.6%	2.6%	0.2%	0	-0.1%
BRISBANE SD	15,535	14,787	8.0%	7.6%	49	45	-4.0%	-4.0%	5.1%	0.4%	4	0.0%
BRISBANE	10,715	9,838	7.3%	6.7%	45	39	-4.0%	-3.8%	8.9%	0.6%	6	0.2%
IPSWICH	515	505	10.0%	9.8%	86	81	-5.2%	-5.5%	2.0%	0.2%	5	-0.3%
LOGAN	1,507	1,548	10.6%	10.9%	58	59	-4.1%	-4.5%	-2.6%	-0.3%	-1	-0.4%
MORETON BAY	2,096	2,147	9.3%	9.5%	70	71	-3.8%	-4.5%	-2.4%	-0.2%	-1	-0.6%
REDLAND	702	749	9.8%	10.5%	60	56	-4.8%	-4.0%	-6.3%	-0.7%	4	0.8%
GOLD COAST	11,997	11,811	9.9%	9.7%	51	60	-4.4%	-5.0%	1.6%	0.2%	-9	-0.6%
SUNSHINE COAST SD	4,934	5,044	10.1%	10.3%	68	70	-4.7%	-4.7%	-2.2%	-0.2%	-2	-0.0%
SUNSHINE COAST	3,876	3,937	10.1%	10.3%	65	66	-4.5%	-4.6%	-1.5%	-0.2%	-1	-0.0%
NOOSA	1,058	1,107	10.1%	10.6%	81	87	-5.0%	-5.4%	-4.4%	-0.5%	-6	-0.4%
FRASER COAST	612	662	13.2%	14.2%	98	78	-6.2%	-5.0%	-7.6%	-1.1%	20	1.2%
CAIRNS	2,122	1,995	9.8%	9.3%	67	54	-5.8%	-5.5%	6.4%	0.6%	13	0.2%
BUNDABERG	415	421	11.2%	11.4%	105	112	-6.4%	-6.4%	-1.4%	-0.2%	-7	0.0%
GLADSTONE	258	248	6.7%	6.5%	98	68	-8.2%	-10.5%	4.0%	0.3%	30	-2.3%
MACKAY	477	490	7.6%	7.8%	122	117	-14.6%	-10.6%	-2.7%	-0.2%	6	4.0%
ROCKHAMPTON	188	194	7.9%	8.2%	80	80	-5.4%	-5.5%	-3.1%	-0.3%	-1	-0.1%
TOOWOOMBA	648	609	8.4%	7.9%	73	51	-5.1%	-3.4%	6.4%	0.5%	22	1.7%
TOWNSVILLE	1,166	1,218	9.4%	9.8%	83	93	-8.4%	-7.6%	-4.3%	-0.4%	-10	0.8%

* Figures are preliminary

** Days on Market and Vendor Discount calculation methodology changed from a average calculation to a median calculation

Source: REIQ. Data supplied by CoreLogic RP Data Market Trends



RENTAL MARKET INDICATORS

GROSS YIELDS	HOUSES ¹		UNITS ²	
LOCAL GOVERNMENT AREA	SEP-16	JUN-16	SEP-16	JUN-16
GREATER BRISBANE				
BRISBANE	3.5%	3.4%	4.8%	4.7%
IPSWICH	4.8%	4.9%	5.8%	5.8%
LOGAN	4.9%	4.8%	5.8%	5.9%
MORETON BAY	4.4%	4.4%	4.8%	4.4%
REDLAND	4.1%	4.2%	4.8%	4.6%
TOURISM CENTRES				
GOLD COAST	4.1%	4.1%	5.4%	5.3%
SUNSHINE COAST	4.3%	4.3%	5.1%	4.8%
NOOSA	3.9%	3.8%	4.6%	4.3%
FRASER COAST	5.0%	5.2%	5.7%	5.1%
CAIRNS	4.7%	4.8%	6.4%	6.2%
REGIONAL/RESOURCE AREAS				
BUNDABERG	5.8%	5.6%	4.6%	4.2%
GLADSTONE	3.6%	3.5%	N/A	N/A
MACKAY	4.6%	4.6%	5.7%	4.4%
ROCKHAMPTON	5.1%	5.6%	N/A	N/A
TOOWOOMBA	4.5%	4.5%	4.5%	4.2%
TOWNSVILLE	4.6%	4.6%	4.7%	4.6%
OTHER REGIONAL AREAS				
BURDEKIN	9.3%	8.6%	N/A	N/A
CASSOWARY COAST	6.9%	6.6%	N/A	N/A
CENTRAL HIGHLANDS	5.8%	6.0%	N/A	N/A
CHARTERS TOWERS	5.5%	N/A	N/A	N/A
DOUGLAS	5.1%	4.3%	6.1%	7.0%
GYMPIE	5.5%	5.2%	N/A	N/A
ISAAC	8.0%	10.2%	N/A	N/A
LIVINGSTONE	4.3%	4.2%	N/A	5.5%
LOCKYER VALLEY	5.9%	6.6%	N/A	N/A
MAREEBA	5.9%	N/A	N/A	N/A
MOUNT ISA	6.6%	N/A	N/A	N/A
SCENIC RIM	4.3%	4.8%	N/A	N/A
SOMERSET	5.7%	6.2%	N/A	N/A
SOUTH BURNETT	5.9%	6.9%	N/A	N/A
SOUTHERN DOWNS	5.6%	5.5%	N/A	N/A
TABLELANDS	5.3%	5.5%	N/A	N/A
WESTERN DOWNS	7.0%	5.5%	N/A	N/A
WHITSUNDAY	5.6%	4.3%	4.9%	5.9%

Yields comparison based on preliminary data for Sep -2016

N/A: Any region with less than 20 transactions is not included in yield calculations

¹ Based upon rents for 3-bedroom houses ; source: Residential Tenancies Authority, Bond Lodgements

² Based upon rents for 2-bedroom flats ; source: Residential Tenancies Authority, Bond Lodgements

RESIDENTIAL VACANCY RATES					
COUNCIL / REGION	SEP-16	JUN-16	"CHANGE (% PTS)"	TREND	STATUS
BRISBANE SD	3.3%	2.5%	0.8	UP	HEALTHY
BRISBANE	4.1%	2.8%	1.3	UP	WEAK
BRISBANE INNER (0-5KM)	3.7%	3.4%	0.3	STEADY	WEAK
BRISBANE BAL (5-20KM)	4.5%	2.3%	2.2	UP	WEAK
BRISBANE SURROUNDS	2.2%	2.0%	0.1	STEADY	TIGHT
IPSWICH	2.1%	1.1%	1.0	UP	TIGHT
LOGAN	2.0%	2.8%	-0.8	DOWN	TIGHT
MORETON BAY	2.2%	1.7%	0.6	UP	TIGHT
CABOOLTURE	2.5%	1.9%	0.6	UP	TIGHT
PINE RIVERS	1.7%	1.8%	-0.2	STEADY	TIGHT
REDCLIFFE	2.4%	1.4%	1.0	UP	TIGHT
REDLAND	2.2%	2.3%	-0.1	STEADY	TIGHT
MAINLAND	2.4%	2.2%	0.2	STEADY	TIGHT
BAY ISLANDS	1.5%	3.8%	-2.3	DOWN	TIGHT
GOLD COAST	1.7%	1.4%	0.3	UP	TIGHT
SUNSHINE COAST SD	1.5%	1.4%	0.2	STEADY	TIGHT
SUNSHINE COAST	1.6%	1.2%	0.4	UP	TIGHT
CALOUNDRA COAST	1.2%	1.0%	0.2	STEADY	TIGHT
MAROOCHY COAST	1.6%	1.0%	0.6	UP	TIGHT
HINTERLAND *	1.9%	1.6%	0.2	STEADY	TIGHT
NOOSA	1.2%	2.4%	-1.2	DOWN	TIGHT
FRASER COAST	2.9%	4.1%	-1.2	DOWN	HEALTHY
HERVEY BAY	3.1%	4.4%	-1.3	DOWN	HEALTHY
MARYBOROUGH	2.4%	3.0%	-0.6	DOWN	TIGHT
CAIRNS	2.5%	1.9%	0.6	UP	TIGHT
BUNDABERG	4.5%	6.3%	-1.8	DOWN	WEAK
GLADSTONE	8.9%	10.2%	-1.3	DOWN	WEAK
MACKAY	6.9%	7.7%	-0.7	DOWN	WEAK
ROCKHAMPTON	4.6%	6.5%	-1.8	DOWN	WEAK
TOOWOOMBA	2.3%	2.3%	0.0	STEADY	TIGHT
TOWNSVILLE	7.1%	5.7%	1.4	UP	WEAK
BURDEKIN	9.6%	7.8%	1.8	UP	WEAK
CASSOWARY COAST	7.7%	5.5%	2.2	UP	WEAK
GYMPIE	3.7%	N/A	N/A	N/A	WEAK
LIVINGSTONE	8.3%	12.3%	-4.0	DOWN	WEAK
LOCKYER VALLEY	3.1%	3.3%	-0.3	STEADY	HEALTHY
SOUTH BURNETT	3.1%	6.1%	-3.0	DOWN	HEALTHY
SOUTHERN DOWNS	5.3%	3.1%	2.1	UP	WEAK
WHITSUNDAY	5.8%	6.0%	-0.2	STEADY	WEAK

Vacancy Trend:

Steady = +/- 0 to 0.2%pts

Up = +0.3% pts or more

Down = -0.3% pts or more

Market Status:

Tight <2.5%

Healthy 2.5-3.5%

Weak >3.5%

Source: REIQ Residential Rental Survey

*Noosa Hinterland included in Sunshine Coast Hinterland

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AA419	Banner vinyl: FOR SALE - 1.8mx0.9m		\$50.00
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AA462	Corflute Large: AUCTION Left Arrow		\$1.00
AA463	Corflute Large: AUCTION Right Arrow		\$1.00
AA539	Corflute Large: FOR LEASE		\$1.00
AA574	Corflute Large: FOR RENT		\$1.00
AA465	Corflute Large: FOR SALE		\$1.00
AA639	Corflute Large: HOUSE & LAND PACKAGE		\$1.00
AA531	Corflute Large: OPEN FOR INSPECTION		\$1.00
AA564	Corflute Large: UNDER CONTRACT		\$1.00
AA459	Corflute: FOR RENT		\$0.50
AA557	Corflute: FOR SALE		\$0.50
AA453	Corflute: INSPECT NOW L ARROW		\$0.50
AA454	Corflute: INSPECT NOW R ARROW		\$0.50
AA469	Corflute: OPEN 12PM-1PM		\$0.50
AA528	Corflute: OPEN 2.30PM - 3.30PM		\$0.50
AA519	Corflute: OPEN 2PM - 3PM		\$0.50
AA546	Corflute: OPEN 3 - 3.45PM		\$0.50
AA520	Corflute: OPEN 3PM - 4PM		\$0.50
AA471	Corflute: OPEN HOUSE		\$0.50
AA592	Corflute: Rented		\$0.50
AA637	Corflute: Saturday & Sunday		\$0.50
Total \$			

All prices quoted by the REIQ Real Estate Shop include 10% GST and are subject to change without notice.

Plus postage.

Code	Description	QTY	Price
AA566	Corflute: Sold - 1/2 Size		\$0.30
AA590	Corflute: SOLD - Star burst		\$3.00
AA455	Corflute: SOLD BY		\$0.50
AA457	Corflute: SOLE AGENCY		\$0.50
AA638	Corflute: SUNDAY		\$0.50
AA458	Corflute: TO LET		\$0.50
MC830	House shape Keyring - plain		\$1.50
MC754	Keyring Compass - Magnetic		\$3.00
AA418	Labels window: EXCLUSIVE AGENCY - sh20		\$1.00
AA408	Labels window:SOLE AGENCY - sh20		\$1.00
MC752	Measuring Wheel with brake		\$70.00
MC816	Pocket Tape Measurer 3m		\$2.00
MC813	Realtor Magazine Stand		\$45.00
MC843	REIQ Desktop Business Card Holder		5.00
MC745	REIQ Pen red and chrome		\$5.00
FM105	Routine Inspection Report pad 25		\$3.00
MC827	Shoe Cover Dispenser		\$40.00
MC828	Shoe Cover pk 10 pairs		\$1.00
MC831	Sign Stake Club Hammer 1kg		\$5.00
MC844	Sign Stake Top Hat - Galvanised		\$20.00
AA477	Sticker Large Red LEASED		\$1.00
AA445	Sticker Large: FOR SALE		\$1.00
AA447	Sticker Large: OPEN FOR INSPECTION		\$1.00
AA439	Sticker vinyl: LAND FOR SALE		\$0.50
AA434	Sticker vinyl: LEASED BY		\$0.50
AA432	Sticker vinyl: OPEN FOR INSPECTION		\$0.50
AA579	Sticker Vinyl: SELLING FAST		\$0.50
AA429	Sticker vinyl: SOLD BY		\$0.50
AA437	Sticker vinyl: SOLE AGENCY		\$0.50
AA435	Sticker vinyl: TO LET		\$0.50
Total \$			

Limited stock available.

Plus postage.

Despatch to:

Mr/Mrs/Miss/Ms name:

Office name:

Address:

Postcode:

Ph (BH):

Ph (AH):

Fax:

Email:

Membership:

☐ REIQ accredited agency

☐ REIQ individual member

☐ Retail

Customer/account number:

Purchase order number:

Goods return policy:

1. Goods will not be credited after 14 days from date of invoice
2. Goods will not be credited unless accompanied by a copy of the invoice to which the goods relate
3. Goods should not be returned to the Institute without first advising The Real Estate Shop
4. Goods returned at no fault of the REIQ are at the cost of the sender. Goods returned at the fault of the REIQ will only be accepted if they are sent back by NORMAL Australia Post C.O.D.
5. Items printed to specifications will not be accepted for credit unless printing error can be proven

6. Goods returned will not be accepted unless: a. Goods despatched differ to those charged on invoice; b. Goods agree with invoice but differ from the initial order form; c. Goods despatched are defective.
7. Solution: In cases a., b. and c. the correct goods will be despatched and recharged. On receipt of the returned goods, a credit will be raised including postage.

Payment:

☐ REIQ accredited agency account

Authorised signature:

☐ Cheque (please make cheques payable to The Real Estate Institute of Queensland)

Credit card: ☐ Visa ☐ MasterCard Expiry date: /

Card number:

Cardholder name:

Cardholder signature: