

Queensland Market Monitor

September 2017 | Issue 36

Statewide Commentary

Queensland's beachfront markets lead the charge for growth.

Managing Editor Felicity Moore
Research by Karina Salas

The Gold Coast and Sunshine Coast house markets delivered good news for owner occupiers and investors this quarter with the state's strongest annual price growth.

Growth in the tourism sector is driving these strengthening house sale markets. Tourism is one of the largest contributors to Queensland's gross state product (GSP).

The rental markets throughout Queensland have been tightening, with the number of healthy markets falling as some move into the tight range. Caloundra was the tightest market in Queensland, with historic low vacancies of only 0.6 per cent.

Property investors in regional Queensland continued dealing with weak conditions and high vacancy rates. The good news is that vacancies are improving, indicating that hope is on the horizon that a recovery may be on the cards.

Continued on page 3



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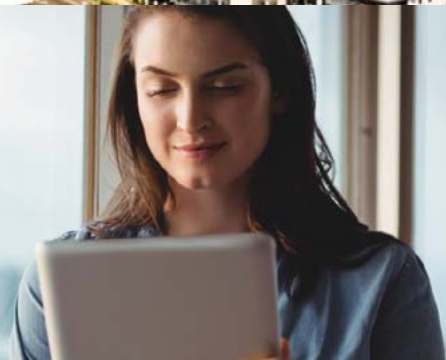


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REIQ Research Explanatory Notes

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

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 or 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)

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 RP Data

GROSS RENTAL YIELDS

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

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

Rental Yield Trend:

Steady = +/- 0 to 0.3%pts
Up = + 0.3%pts or more
Down = - 0.3%pts or more

VACANCY RATES

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

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

Source: REIQ Residential Rental Survey

The REIQ classes rental markets into three categories, weak, healthy, or tight. These markets are classified according to vacancy rates:

0 - 2.5% = tight
2.5 - 3.5% = healthy
3.5% + = weak



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GREATER BRISBANE MODEST AND SUSTAINABLE GROWTH FOR HOUSES

The house and unit markets followed different trajectories throughout Queensland, and Greater Brisbane was no exception.

Generally, Greater Brisbane house prices followed an upward path for the quarter, the past year and the past five years. Brisbane LGA was one of the strongest medium-term performer, reaching a cumulative five-year growth of 29.8 per cent. This is equivalent to a compound annual growth rate of 5.4 per cent.

Houses in the local government areas of Ipswich, Logan, Moreton Bay and Redland reported moderate increases for the past year from 2.1 per cent to 3.2 per cent and the past five years from 12.8 per cent to 17.8 per cent.

The unit market, on the contrary, continued experiencing downward pressure on prices, with stock on market increasing and demand contracting. The unit markets in Ipswich and Redland have shown price resilience to the negative sentiment of the media and general public. Time will tell if this resilience is sustainable.

According to the JLL Q3 Residential Apartment Market report, apartment supply in Brisbane inner city will reach the peak by the end of 2017. JLL has also forecasted that construction levels will most likely normalise somewhere between 2018 and 2020, which will improve the market fundamentals for the apartments sector.

There is no doubt that the property market follows a cyclical performance and the pipeline of infrastructure projects throughout Greater Brisbane, along with the increasing population, will underpin the recovery of the unit market in the long run.

RENTAL MARKET IN REGIONAL AREAS STRENGTHENING

Most of the regional rental markets in Queensland tightened over the September quarter, with the exception of Bundaberg, Tablelands and Whitsunday. This was good news, however the rental market in most of regional Queensland continued operating within the weak range for the September quarter.

Some areas in regional Queensland such as Mackay, Townsville and Fraser Coast have shown early signs of economic recovery and there is reason to be optimistic about the future of the property market in these areas.

Mackay and Fraser Coast rental markets operated in the healthy or tight range over the September quarter and rents in both markets have generally increased over the past year.

The gradual recovery of the regional rental market is an early sign that the regional housing markets may soon see a change of direction on the falling trend or at least price stability.

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TOURISM AS AN INDUSTRY SUPPORTING EMPLOYMENT AND GROWTH

According to Tourism Research Australia, tourism was a direct and indirect contributor of 7.9 per cent of the GSP (or \$25 billion for the year to June 2016). Tourism also contributed \$12.6 billion directly to the economy (and accounting for 4 per cent of the GSP).

According to the Queensland Premier, the cruising industry currently contributes about \$1.1 billion to the state's economy and supports more than 4000 jobs. The size of the industry in Queensland, measured as the number of cruise ship visits, has nearly doubled over the past four years from 238 cruise ships in 2012-2013 to 468 cruise ships welcomed in 2016-2017.

In light of its economic contribution, the tourism industry directly accounted for 138,000 jobs and indirectly accounted for a further 88,000 jobs for the year to June 2016.

INTERSTATE AND OVERSEAS MIGRATION DRIVING HOUSING DEMAND

Recent population statistics revealed a spike in the state's population over the March quarter, reaching more than 4.9 million residents. The number of new residents for the quarter reached nearly 23,900 (similar levels were last seen in the quarter of March 2013).

Overseas migration was a key contributor to the population increase, adding 11,594 people and contributing 49 per cent to the population increase over the quarter. On an annual basis, overseas migration added 27,521 people to the Sunshine State.

On an annual basis, interstate migration to Queensland was also a key contributor to population changes, adding more than 15,700 residents for the 12 months to March 2017. Annual interstate migration to Queensland last achieved similar levels in March 2009.

FIRST-HOME BUYERS BACK ON THE MARKET

The recently re-elected Palaszczuk Labor Government has promised it would extend the boosted First Home Owners Grant of \$20,000 until June 2018. The REIQ supports the extension of the scheme as well as the inclusion of established homes in regional Queensland. This measure might help regional markets recover.

Regional Queensland, particularly the resources towns of Gladstone, Rockhampton, Mackay and Townsville, has suffered enormously. The expansion of the grants to these regions along with infrastructure investment to boost employment opportunities could support a turn in the property cycle.

Recent ABS housing finance data revealed that the contribution of first-home buyers dwelling finance in Queensland is trending upwards, accounting for 19.2 per cent in September of the total dwellings financed. This has fallen slightly compared to June and July when it reached 20 per cent, which is the long-term average since July 1991.

Despite the recent fall, there is clear evidence that first-home buyers are returning to the market.

FUTURE OF THE QUEENSLAND PROPERTY MARKET

The dynamics of supply and demand in the Queensland property market will shape the future of the housing sector over the coming years.

The Queensland job market has shown signs of improvement in 2017, with the unemployment rate falling from 6.3 per cent in January to 5.9 per cent in September. The question remains as to whether the improvement is sustainable and whether it will support long-term employment and economic development. The prospects of an improved employment market in Queensland will continue attracting migration and increasing demand for housing.

On the other hand, the September building approval statistics continued revealing a downward trend on the approval of private sector dwelling units (excluding houses). The original number of Queensland approvals for medium-to-high density dwellings fell about 34 per cent in the month of September. This contraction supports an annual fall in dwelling units (excluding houses) approvals of nearly 41 per cent (from 26,133 for the year to September 2016 to 15,562 for the year to September 2017).

Looking ahead to 2020, house prices in the southeast corner are tipped to rise, with the QBE Australian Housing Outlook report projecting growth for Greater Brisbane of 7 per cent, the Gold Coast 6 per cent and the Sunshine Coast 4 per cent. This is consistent with the southeast corner's moderate growth in recent years. This level of growth, and these projections, reduce the risk of speculative buying behaviour and this increases the likelihood for continued steady growth.

The unit market in Greater Brisbane will most likely stabilise over the next two to three years, with the rate of new dwellings coming to the market falling significantly.

Regional Queensland continued facing significant economic challenges. However, the recent tightening in many regional rental markets is an early sign that regional housing markets may soon stabilise.

HOUSE MARKET (<2400m²)

The Queensland house market eased 0.3 per cent over the September quarter, from \$476,375 in June to \$475,000 in September.

Annual data is a better indicator of trend performance and Queensland's annual median grew 2.4 per cent, to reach \$470,000. Once again, the increase was largely driven by the coastal lifestyle markets of the Gold and Sunshine coasts

The house markets throughout most of the regions analysed in the QMM reported growth in the annual median sale price from 1.6 per cent to 9.6 per cent for the past year. The exceptions were Toowoomba, Townsville, Rockhampton, Mackay and Gladstone, which reported price contractions from 0.6 per cent to 13.7 per cent for the past year.

Over the medium term, the Queensland house market grew 19 per cent, from \$395,000 in September 2012 to \$470,000 in September 2017. The house markets of Townsville, Rockhampton, Mackay and Gladstone faced significant demand challenges. These markets fell significantly, some as much as 38.9 per cent.

Brisbane LGA is the most expensive market in Queensland, with a new high annual median price of \$660,000 for September. Once again Rockhampton was the most affordable region, with an annual median sale price of \$267,000 over the same period.

House listings in Queensland increased 7.2 per cent for the 12 months to August, from 112,870 in August 2016 to 121,030 in August 2017. The only markets reporting a fall in the volume of listings were Moreton Bay, Gold Coast, Sunshine Coast SD and Sunshine Coast LGA.

The volume of house sales eased 8.3 per cent for the past year, from 63,572 sales in September 2016 to 58,290 in September 2017.

Media vendor discounting fell in most of the market analysed in the QMM, except for Redlands. This demonstrates that the gap between vendor price expectations and sale price may be closing throughout the state.

Based on the markets analysed in the QMM, the southeast corner markets reported the smallest median days on market and median vendor discounting. The fastest-selling house market was Brisbane LGA with median days on market of 30 days for the 12 months to August. Moreton Bay took the title for the market with the smallest vendor discount, offering 3.6 per cent over the same period.

UNIT MARKET

Generally, the unit market continued underperforming the house market throughout the state. The Queensland unit median price fell 1.3 per cent in the September quarter, from \$395,000 to \$390,000.

Good news is that the Queensland unit market held steady for the past year, at an annual median price of \$395,000.

The Gold Coast and the Sunshine Coast unit markets were strong performers for the past year. This is not a surprise considering the strong demand for housing in these regions. Ipswich, Rockhampton, Redland and Logan also achieved positive growth on the annual median unit price for the past 12 months.

Over the past five years, the Queensland unit market grew 11.3 per cent, from \$355,000 in September 2012 to \$395,000 in September this year.

Mackay has assumed the mantle of the most affordable unit market, with an annual median sale price of \$212,000 in September 2017. Noosa is the most expensive unit market with an annual median unit price of \$482,000.

The unit market has clearly shown characteristics of demand and supply heading in opposite directions and putting downward pressure on prices. The volume of sales throughout the state eased 17.8 per cent for the 12 months to September and the number of listings increased 14.9 per cent for the 12 months to August.

Stock on market for the areas analysed in the Queensland Market Monitor sits between 8.4 per cent and 16.7 per cent. Fraser Coast has the largest unit stock on the market at 16.7 per cent, which increased from 13.1 per cent in August 2016.

Bundaberg had the highest median days on market for units, taking about 123 days to sell in August 2017 compared with 105 days in August 2016.

Mackay vendors offered the greatest discounts of 12 per cent in August 2017. This compares with 13.2 per cent in May this year, representing a large improvement and showing a smaller gap between vendors price expectations and buyers price interest (see page 69 for On the Market Indicators data).

RENTAL MARKET

The Queensland rental market generally tightened over the September quarter.

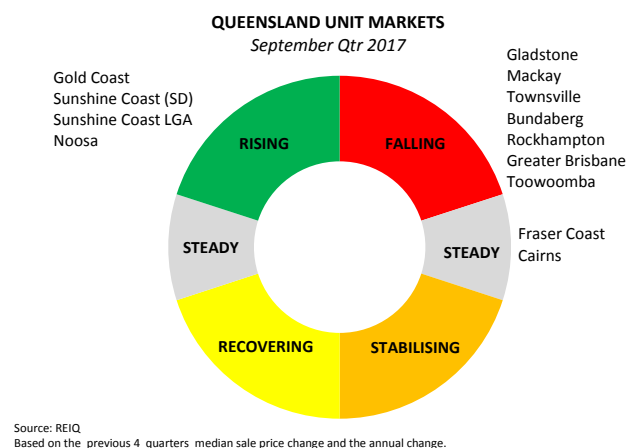
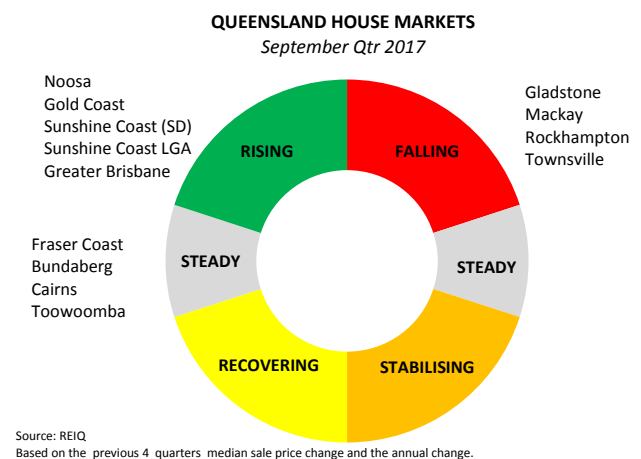
The markets moving from the healthy or weak range to the tight range in the September quarter were: Ipswich, Noosa, Redland, Fraser Coast, Hervey Bay and Scenic Rim.

With the exception of Brisbane LGA, Greater Brisbane operated within the tight to healthy range with consolidated vacancies of 2.9 per cent over the September quarter.

Vacancies throughout all regions in Outer Brisbane, except for Moreton Bay, tightened over the quarter, reaching consolidated vacancies of 2 per cent in September.

Vacancies in the tourism centres of the Gold Coast, Sunshine Coast, Noosa, Fraser Coast and Cairns were tight over the September quarter. Noosa vacancies halved from 3 per cent in June to 1.5 per cent in September, demonstrating the cyclical performance of this market.

Maroochy Coast handed the title of the state's tightest rental market to Caloundra Coast, which reported one of the lowest vacancies in Queensland's history of 0.6 per cent.



The Gold Coast, the Sunshine Coast and Noosa are generally the most expensive rental markets for tenants. Rents in these regions have generally increased above inflation for the past year and the past five years.

Mackay's rental market performance was a positive surprise this quarter, with vacancies tightening 1.7 percentage points from 4.5 per cent in June to 2.8 per cent in September.

Conditions improved for Mackay landlords with rents for three-bedroom houses, two-bedroom units and three-bedroom townhouses increasing over the past 12 months.

Most of the large regional centres, including Bundaberg, Gladstone, Rockhampton and Townsville, operated within the weak range with vacancies fluctuating from 4 per cent to 5.7 per cent in September. These markets still present challenging conditions for investors.

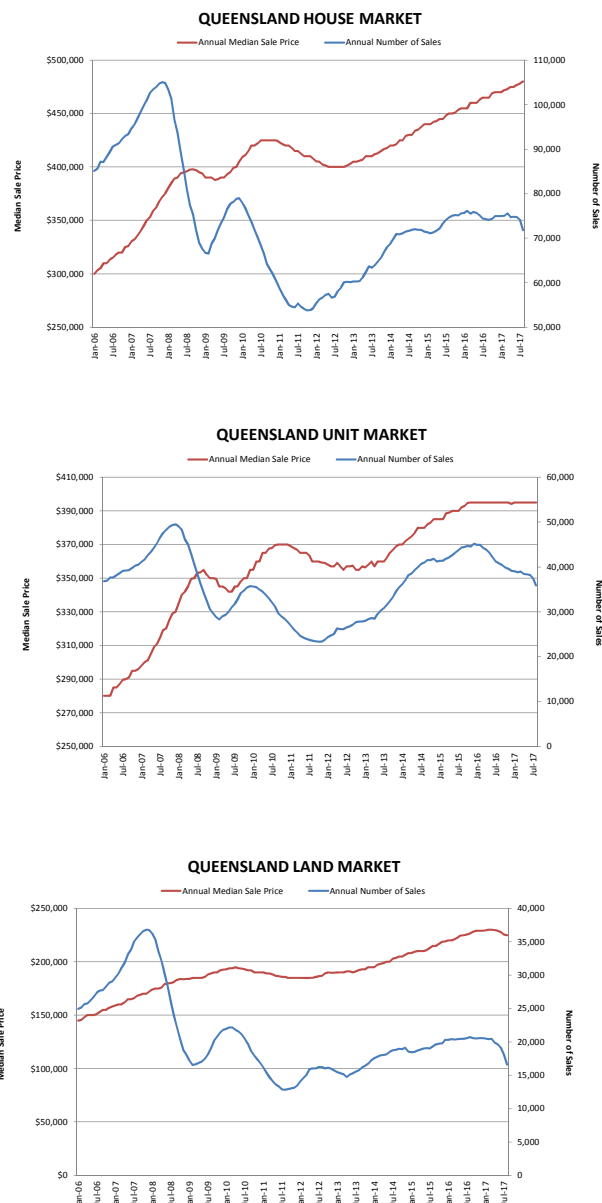
The good news is that Gladstone, Rockhampton and Townsville showed signs of demand increases as vacancies followed a downward trend.

Rents for three-bedroom townhouses, throughout most of the largest regional centres, are more expensive than rents for three-bedroom houses. The lower quality of houses compared with townhouses has contributed to this trend.

Gladstone recorded the largest vacancy rate in Queensland of 5.7 per cent for the September quarter, and remains our most affordable rental market.

Livingstone rental market tightened the most over the September quarter, with vacancies falling from 9.3 per cent in June to 5.6 per cent in September.

The gradual recovery of the regional rental market is an early sign that the regional housing markets may soon see a change of direction on the falling trend or at least price stability.



Statewide Statistics

REGION	PROPERTY TYPE	PROPERTY TYPE	QTRLY NUMBER OF SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
QUEENSLAND	HOUSES	HOUSES	10804	\$475,000	-0.3%	\$470,000	\$459,000	2.4%	\$395,000	18.99%
QUEENSLAND	HOUSES ^	HOUSES ^	1591	\$520,000	-1.0%	\$528,000	\$520,000	1.5%	\$460,000	14.78%
QUEENSLAND	UNITS	UNITS	5292	\$390,000	-1.3%	\$395,000	\$395,000	0.0%	\$355,000	11.27%
QUEENSLAND	LAND	LAND	1064	\$200,000	-6.1%	\$222,000	\$225,701	-1.6%	\$189,000	17.46%
QUEENSLAND	LAND ^	LAND ^	276	\$179,500	-18.4%	\$225,000	\$253,000	-11.1%	\$190,000	18.42%



Capital City Comparison: House values grow across six capital cities

Greater Darwin and Greater Perth were the only two capital cities with falling annual median house prices - 9.1 per cent and 2.4 per cent, respectively - as at August 2017.

Greater Melbourne led the growth cycle with an annual house price increase of 11.5 per cent, which exceeded the annual growth of 9 per cent reported in May this year.

Greater Sydney and Canberra followed Greater Melbourne, with an annual house price growth of 7.8 and 7.7 per cent.

The house market in Greater Hobart has been a strong performer in 2017, reaching an annual median price growth of 6.8 per cent, as at August 2017.

Greater Brisbane's house market delivered moderate annual growth compared to other capital cities. Its annual median sale price increased 3.3 per cent for the 12 months to August, reaching a median of \$525,000.

Capital cities annual performance (12 months to August 2017):

- Greater Melbourne (11.5%)
- Greater Sydney (7.8%)
- Canberra (7.7%)
- Greater Hobart (6.8%)
- Greater Brisbane (3.3%)
- Greater Adelaide (2.5%)
- Greater Perth (-2.4%)
- Greater Darwin (-9.1%)

The median sale price chart ranks the capital cities based on affordability. For the quarter to August 2017, Greater Brisbane's house market was the fifth-most affordable capital city in Australia behind Greater Hobart, Greater Adelaide, Greater Darwin and Greater Perth.

The health of the unit markets around the country continued in the media spotlight this quarter. Recent statistics showed only three capital city unit markets fell, as at August 2017. Greater Darwin, Greater Perth and Greater Brisbane unit prices fell 8.7 per cent, 3.6 per cent 2.1 per cent, respectively.

In all other cities, the median unit price grew, from 2.4 per cent to 4.3 per cent, with the Greater Sydney unit market leading.

With the exception of Greater Sydney and Greater Melbourne, six of the eight capital cities reported a median unit price below \$500,000, as at August 2017.

Greater Brisbane's house market delivered a moderate annual growth compared to other capital cities. Its annual median sale price increased 3.3 per cent for the 12 months to August, reaching a median of \$525,000.

HOUSE MARKET

Greater Brisbane's annual median sale price grew 3.3 per cent, to \$525,000. This is an increase of \$5000 compared to May 2017.

Greater Brisbane is the third-largest capital city house market with about 35,000 sales and 47,130 listings a year.

Greater Melbourne was the strongest performer for the year to August and remained the largest residential house market with about 58,150 sales and 63,360 listings annually, as at August 2017.

On The Market trends improving:

The Greater Hobart house market continued showing characteristics of a market favouring sellers, where demand exceeds supply. As such, it is the fastest-selling capital city market and continued achieving faster sales, with median days on market of just 18 days in August 2017, down from 20 days in May 2017.

Greater Melbourne and Greater Sydney houses sell in less than one month, with median days of market of 25 and 29 days.

Greater Brisbane remained as the fourth-fastest capital city, reaching a sale in 34 days on market compared to 35 days, as at May 2017. Greater Darwin is the slowest capital city to reach a sale, with median days on market of three months.

The median vendor discount varied across capital cities from 2.3 per cent to 6.5 per cent. Canberra offers the smallest median discount of only 2.3 per cent, compared with Greater Darwin reporting the largest median vendor discount at 6.5 per cent.

Greater Brisbane houses are in the middle of the range, asking for a median vendor discount of 3.9 per cent to reach a sale.

Hold periods:

The increase on house prices and the large entry costs to property ownership continued putting upward pressure on the average hold period across the Australian capital cities. Melburnians and Sydneysiders hold their houses for nearly 12 years.

Brisvegans, Canberrans and Perthsiders hold their houses between 10 years and 11 years. House owners in Darwin hold their houses for the shortest period of 8.7 years.

UNIT MARKET

Greater Brisbane's unit market, with an annual median of \$411,000, is the fourth-most affordable market, behind Greater Hobart (\$296,925), Greater Adelaide (\$365,000) and Greater Perth (\$405,000).

The Greater Sydney unit market remained as the least affordable, with an annual median price of \$720,000 for August compared to \$710,000 for May.

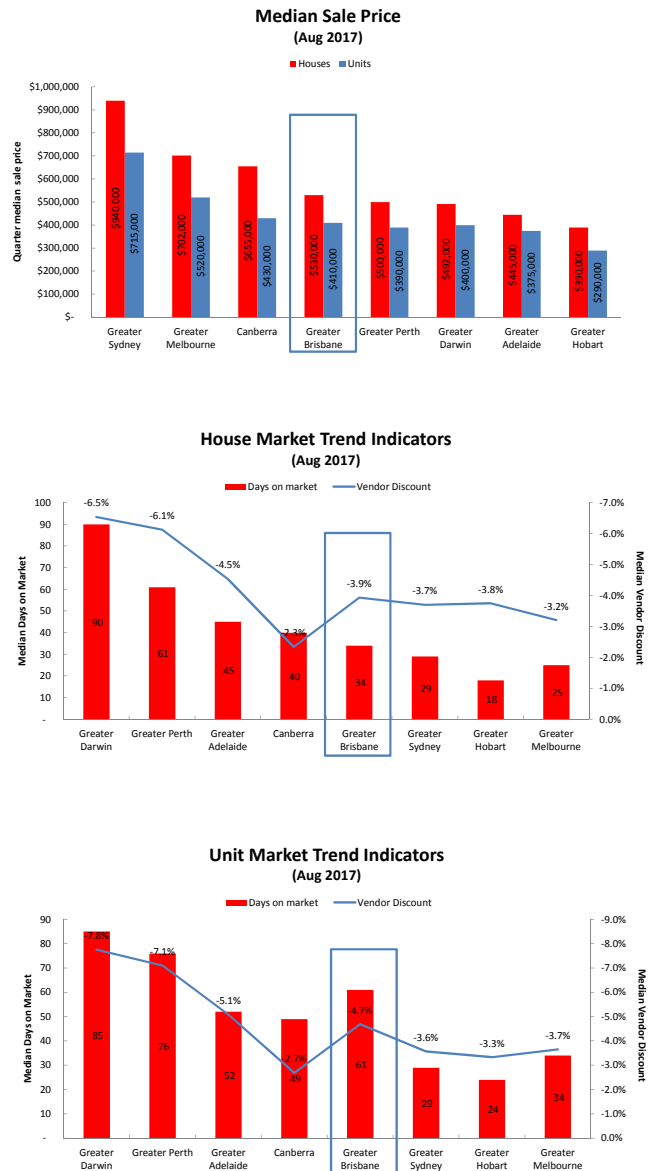
Greater Sydney has the largest unit market and it has reported an increase in the number of annual sales from 38,275 sales in February 2017 to 40,167 in August 2017. Greater Brisbane continues as the third-largest capital city unit market with 15,403 unit sales.

Canberra was the smallest unit market across all Australian capital cities, reporting only 712 annual sales for August 2017. Canberra vendors offer the smallest discount, with just a tiny 2.7 per cent on offer.

Similar to the house market, Greater Darwin was the slowest market for units with median days on market of 85 days and discounted a median of 7.8 per cent.

Units in Greater Brisbane generally reach a sale in 61 days after a negotiated discount of 4.7 per cent.

Greater Perth has the largest average hold period for units of 10.1 years. Greater Adelaide, Greater Brisbane, Canberra and Greater Melbourne owners of units hold their properties between 9 and 10 years. Unit owners in Greater Sydney hold their properties for the shortest period across all capital cities of 8.6 years.



Capital cities comparison

HOUSES										UNITS								
CAPITAL CITIES*	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)
12 MONTHS ENDING AUG	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017
GTR ADELAIDE	\$445,000	5,231	\$446,000	20,366	2.5%	19,099	45	-4.5%	9.1	\$375,000	1,953	\$365,000	6,901	4.1%	6,455	52	-5.1%	9.0
GTR BRISBANE	\$530,000	7,630	\$525,000	35,035	3.3%	47,136	34	-3.9%	10.9	\$410,000	3,052	\$411,000	15,403	-2.1%	18,098	61	-4.7%	9.1
CANBERRA	\$655,000	991	\$657,000	4,472	7.7%	4,714	40	-2.3%	10.7	\$430,000	700	\$442,500	3,768	2.9%	2,775	49	-2.7%	9.1
GTR DARWIN	\$492,000	334	\$500,000	1,426	-9.1%	1,702	90	-6.5%	8.7	\$400,000	184	\$420,000	712	-8.7%	1,135	85	-7.8%	7.8
GTR HOBART	\$390,000	809	\$390,000	3,980	6.8%	4,291	18	-3.8%	9.9	\$290,000	289	\$296,925	1,319	2.4%	1,237	24	-3.3%	8.9
GTR MELBOURNE	\$702,000	11,628	\$691,500	58,157	11.5%	63,361	25	-3.2%	11.9	\$520,000	6,171	\$507,000	28,672	3.5%	27,622	34	-3.7%	9.4
GTR PERTH	\$500,000	6,042	\$512,500	24,648	-2.4%	35,383	61	-6.1%	10.2	\$390,000	1,368	\$405,000	5,442	-3.6%	8,907	76	-7.1%	10.1
GTR SYDNEY	\$940,000	11,495	\$970,000	51,382	7.8%	54,325	29	-3.7%	11.7	\$715,000	9,032	\$720,000	40,167	4.3%	31,267	29	-3.6%	8.6

* All figures for 12 months, ending 31 August 2017
GTR = Greater

Sales Market Summary

QUARTER STATISTICS SUMMARY

	HOUSES (<2400m ²)			UNITS & TOWNHOUSES			VACANT LAND (<2400m ²)		
LGA/REGION	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	10,804	\$475,000	-0.3%	5,292	\$390,000	-1.3%	1,064	\$200,000	-6.1%
GREATER BRISBANE									
GREATER BRISBANE	5,626	\$516,900	0.4%	2,150	\$410,000	0.2%	581	\$221,977	0.7%
BRISBANE LGA	2,667	\$665,000	0.4%	1,554	\$436,000	-1.7%	112	\$429,000	0.1%
IPSWICH	592	\$337,250	0.7%	70	\$263,000	-20.3%	116	\$188,000	-1.1%
LOGAN	697	\$391,500	0.9%	183	\$255,000	-2.9%	85	\$200,000	0.1%
MORETON BAY	1,179	\$429,000	-0.2%	260	\$327,250	-2.3%	146	\$242,500	1.9%
REDLAND	491	\$530,000	1.9%	83	\$393,000	-6.4%	122	N/D	N/D
TOURISM CENTRES									
GOLD COAST	1,229	\$605,000	-2.4%	1,755	\$417,000	-1.3%	51	\$319,000	18.2%
SUNSHINE COAST SD	1,018	\$570,000	2.2%	608	\$403,250	0.3%	73	\$325,000	16.9%
SUNSHINE COAST	862	\$560,000	2.0%	473	\$390,000	0.0%	65	\$315,500	16.9%
NOOSA	156	\$647,500	-1.9%	135	\$525,000	7.5%	8	N/A	N/A
FRASER COAST	285	\$310,000	0.0%	58	\$263,000	7.4%	59	\$140,000	-8.2%
CAIRNS	388	\$410,000	0.0%	236	\$220,000	-4.4%	35	\$222,000	17.5%
REGIONAL CENTRES									
BUNDABERG	181	\$280,000	0.0%	31	\$254,950	5.1%	31	\$146,500	2.8%
GLADSTONE	103	\$279,500	-3.6%	24	\$176,600	-1.9%	5	N/A	N/A
MACKAY	230	\$307,250	-10.3%	39	\$170,000	-22.7%	13	N/A	N/A
ROCKHAMPTON	138	\$264,000	-0.4%	20	\$290,000	-8.2%	9	N/A	N/A
TOOWOOMBA	338	\$343,500	-1.9%	66	\$295,750	-1.4%	27	\$165,000	-2.9%
TOWNSVILLE	365	\$316,250	-1.5%	87	\$236,500	-15.5%	34	\$179,350	11.7%

N/A: Not available due to insufficient sales numbers

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

ON THE MARKET"	HOUSES (ALL)				UNITS (ALL)			
LGA/REGION	TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT	TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
12MTHS ENDING	AUG-17	AUG-17	AUG-17	AUG-17	AUG-17	AUG-17	AUG-17	AUG-17
QUEENSLAND								
QUEENSLAND	121,030	8.6%	42	-4.7%	46,373	10.4%	57	-4.6%
GREATER BRISBANE								
GREATER BRISBANE	47,136	7.3%	34	-3.9%	18,098	9.2%	61	-4.7%
BRISBANE LGA	19,906	6.5%	30	-3.9%	12,589	8.4%	59	-4.8%
IPSWICH	5,161	7.8%	40	-4.3%	562	12.3%	79	-6.0%
LOGAN	7,164	7.8%	37	-4.0%	1,606	11.6%	62	-4.8%
MORETON BAY	10,385	7.7%	34	-3.6%	2,454	11.0%	71	-4.3%
REDLAND	4,520	8.8%	39	-4.1%	887	12.6%	55	-4.0%
TOURISM CENTRES								
GOLD COAST	10,532	7.9%	33	-4.1%	13,164	11.1%	45	-4.2%
SUNSHINE COAST SD	9,540	9.0%	43	-3.8%	5,303	11.0%	57	-3.9%
SUNSHINE COAST	7,451	8.7%	42	-3.7%	4,161	11.0%	55	-3.9%
NOOSA	2,089	10.6%	51	-4.2%	1,142	11.1%	61	-3.9%
FRASER COAST	4,374	11.5%	75	-5.5%	765	16.7%	93	-5.6%
CAIRNS	3,987	8.7%	56	-5.5%	2,425	11.3%	74	-5.9%
REGIONAL QLD								
BUNDABERG	3,774	11.2%	65	-5.8%	549	15.1%	123	-5.9%
GLADSTONE	1,924	8.6%	87	-9.5%	401	10.6%	92	-11.7%
MACKAY	2,930	7.6%	64	-8.2%	563	9.0%	104	-12.0%
ROCKHAMPTON	2,568	9.2%	70	-8.5%	279	11.6%	92	-7.0%
TOOWOOMBA	4,609	9.1%	53	-4.8%	801	10.0%	82	-5.0%
TOWNSVILLE	4,535	7.4%	64	-7.8%	1,310	10.6%	85	-8.3%

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

" All figures are for the 12 months ending: August 2017

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

For full on-the-market statistics, see pages 68-69.

QUARTER STATISTICS SUMMARY (CONT'D)

STRONGEST PERFORMER FOR THE QUARTER					
HOUSES <2400m ²		UNITS		LAND <2400m ²	
QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION
2.2%	SUNSHINE COAST SD	7.5%	NOOSA	18.2%	GOLD COAST
2.0%	SUNSHINE COAST	7.4%	FRASER COAST	17.5%	CAIRNS
1.9%	REDLAND	5.1%	BUNDABERG	16.9%	SUNSHINE COAST SD

ANNUAL STATISTICS SUMMARY

	HOUSES (<2400m ²)			UNITS & TOWNHOUSES			VACANT LAND (<2400m ²)		
LGA/REGION	ANNUAL NO. SALES	ANNUAL MEDIAN SALE PRICE	ANNUAL CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE PRICE	ANNUAL CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE PRICE	ANNUAL CHANGE
QUEENSLAND									
QUEENSLAND	58,290	\$470,000	2.4%	33,599	\$395,000	0.0%	12,653	\$222,000	-1.6%
GREATER BRISBANE									
GREATER BRISBANE	30,461	\$513,000	3.3%	14,316	\$410,000	-2.2%	7,046	\$230,000	0.0%
BRISBANE LGA	14,125	\$660,000	3.1%	10,114	\$440,750	-2.6%	1,154	\$420,000	13.5%
IPSWICH	3,266	\$335,000	3.1%	537	\$329,000	5.8%	1,674	\$190,000	-1.5%
LOGAN	3,952	\$385,000	2.1%	1,083	\$260,500	0.8%	1,441	\$208,900	3.1%
MORETON BAY	6,526	\$430,000	2.6%	1,906	\$342,900	-4.3%	1,797	\$250,000	0.0%
REDLAND	2,592	\$516,000	3.2%	676	\$406,000	4.1%	980	\$252,500	5.2%
TOURISM CENTRES									
GOLD COAST	6,610	\$606,000	7.3%	10,983	\$420,000	4.4%	1,228	\$260,000	6.2%
SUNSHINE COAST SD	5,446	\$560,000	6.7%	4,021	\$405,000	2.8%	1,215	\$267,500	7.5%
SUNSHINE COAST	4,539	\$550,000	6.8%	3,114	\$394,000	3.7%	1,028	\$258,000	5.3%
NOOSA	907	\$655,000	9.6%	907	\$482,000	0.4%	187	\$295,000	5.4%
FRASER COAST	1,586	\$310,000	1.6%	306	\$250,000	-2.0%	440	\$150,000	-0.8%
CAIRNS	2,101	\$409,500	3.7%	1,348	\$230,000	-3.0%	371	\$210,000	-2.3%
REGIONAL CENTRES									
BUNDABERG	1,002	\$283,000	2.9%	181	\$250,000	-3.9%	198	\$148,000	-0.6%
GLADSTONE	457	\$290,000	-13.7%	133	\$245,000	-12.5%	54	\$160,000	-7.3%
MACKAY	1,018	\$320,000	-3.0%	200	\$212,000	-11.7%	146	\$165,000	0.0%
ROCKHAMPTON	747	\$267,000	-2.9%	105	\$305,000	4.4%	117	\$147,000	-3.1%
TOOWOOMBA	1,999	\$350,000	-0.6%	530	\$305,000	-1.6%	440	\$175,000	2.0%
TOWNSVILLE	1,943	\$330,000	-2.4%	472	\$255,000	-8.9%	345	\$159,300	1.1%

N/A: Not available due to insufficient sales numbers

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

STRONGEST PERFORMER FOR THE PAST 12 MONTHS					
HOUSES <2400m ²		UNITS		LAND <2400m ²	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
9.6%	NOOSA	5.8%	IPSWICH	13.5%	BRISBANE LGA
7.3%	GOLD COAST	4.4%	ROCKHAMPTON	7.5%	SUNSHINE COAST SD
6.8%	SUNSHINE COAST	4.4%	GOLD COAST	6.2%	GOLD COAST

Sales Market Summary (Cont'd)

QUEENSLAND ALL LGAs ANNUAL STATISTICS

PERFORMANCE BY LGA*	HOUSES (<2400m²)			HOUSES (>2400)			UNITS			LAND (2400m²)			LAND (2400m²)		
SUBURB/LGA	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE
BALONE (LGA)	22	\$102,500	-55.4%	12	N/A	N/A	0	N/A	N/A	6	N/A	N/A	2	N/A	N/A
BANANA (LGA)	91	\$152,500	-17.6%	24	\$405,000	11.0%	0	N/A	N/A	3	N/A	N/A	3	N/A	N/A
BARCALDINE (LGA)	19	N/A	N/A	7	N/A	N/A	0	N/A	N/A	3	N/A	N/A	1	N/A	N/A
BARCOO (LGA)	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	0	N/A	N/A
BLACKALL TAMBO (LGA)	14	N/A	N/A	7	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
BOULIA (LGA)	1	N/A	N/A	1	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
BRISBANE (LGA)	14,125	\$660,000	3.1%	436	\$1,150,000	11.1%	10,114	\$440,750	-2.6%	1154	\$420,000	13.5%	42	\$730,000	-27.0%
BULLOO (LGA)	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
BUNDABERG (LGA)	1,002	\$283,000	2.9%	314	\$350,000	3.4%	181	\$250,000	-3.9%	198	\$148,000	-0.6%	59	\$143,000	-7.4%
BURDEKIN (LGA)	130	\$180,000	2.9%	17	N/A	N/A	10	N/A	N/A	6	N/A	N/A	9	N/A	N/A
BURKE (LGA)	2	N/A	N/A	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
CAIRNS (LGA)	2,101	\$409,500	3.7%	110	\$650,000	1.2%	1,348	\$230,000	-3.0%	371	\$210,000	-2.3%	25	\$215,000	-24.6%
CARPENTARIA (LGA)	11	N/A	N/A	0	N/A	N/A	0	N/A	N/A	7	N/A	N/A	1	N/A	N/A
CASSOWARY COAST (LGA)	203	\$231,500	-3.5%	65	\$326,000	-6.9%	40	\$154,000	-21.0%	63	\$88,000	-1.1%	31	\$104,000	-2.4%
CENTRAL HIGHLANDS (LGA)	235	\$155,000	-8.8%	41	\$380,000	11.0%	25	\$130,000	-26.8%	12	N/A	N/A	14	N/A	N/A
CHARTERS TOWERS (LGA)	67	\$137,250	-23.8%	41	\$350,000	-12.5%	5	N/A	N/A	3	N/A	N/A	8	N/A	N/A
CLONCURRY (LGA)	12	N/A	N/A	6	N/A	N/A	0	N/A	N/A	4	N/A	N/A	1	N/A	N/A
COOK (LGA)	29	\$320,000	19.7%	13	N/A	N/A	4	N/A	N/A	12	N/A	N/A	4	N/A	N/A
CROYDON (LGA)	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	3	N/A	N/A	0	N/A	N/A
DIAMANTINA (LGA)	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	0	N/A	N/A
DOUGLAS (LGA)	162	\$433,500	5.7%	50	\$459,000	22.4%	314	\$254,500	8.9%	36	\$179,750	11.0%	16	N/A	N/A
ETHERIDGE (LGA)	6	N/A	N/A	0	N/A	N/A	0	N/A	N/A	4	N/A	N/A	1	N/A	N/A
FLINDERS (LGA)	8	N/A	N/A	3	N/A	N/A	0	N/A	N/A	2	N/A	N/A	0	N/A	N/A
FRASER COAST (LGA)	1,586	\$310,000	1.6%	411	\$394,000	2.3%	306	\$250,000	-2.0%	440	\$150,000	-0.8%	201	\$75,000	-2.0%
GLADSTONE (LGA)	457	\$290,000	-13.7%	143	\$332,500	-10.1%	133	\$245,000	-12.5%	54	\$160,000	-7.3%	42	\$139,000	6.9%
GOLD COAST (LGA)	6,610	\$606,000	7.3%	706	\$800,000	5.6%	10,983	\$420,000	4.4%	1228	\$260,000	6.2%	128	\$434,000	8.5%
GOONDIWINDI (LGA)	92	\$277,440	9.9%	37	\$360,000	-21.7%	14	N/A	N/A	14	N/A	N/A	8	N/A	N/A
GYMPIE (LGA)	634	\$280,000	3.7%	378	\$360,000	1.4%	80	\$245,500	-1.6%	158	\$117,250	-2.7%	130	\$134,498	5.5%
HINCHINBROOK (LGA)	82	\$202,500	0.0%	18	N/A	N/A	7	N/A	N/A	21	\$65,000	2.4%	4	N/A	N/A
IPSWICH (LGA)	3,266	\$335,000	3.1%	247	\$522,500	3.5%	537	\$329,000	5.8%	1674	\$190,000	-1.5%	65	\$272,000	6.7%
ISAAC (LGA)	197	\$145,000	20.8%	10	N/A	N/A	26	\$120,000	6.7%	4	N/A	N/A	3	N/A	N/A
LIVINGSTONE (LGA)	356	\$360,000	-1.4%	168	\$485,000	-0.4%	76	\$257,000	-17.1%	139	\$170,000	-0.6%	27	\$230,000	9.9%
LOCKYER VALLEY (LGA)	198	\$252,250	0.9%	405	\$368,500	1.0%	15	N/A	N/A	53	\$134,000	1.5%	127	\$153,000	2.5%
LOGAN (LGA)	3,952	\$385,000	2.1%	783	\$585,000	4.5%	1,083	\$260,500	0.8%	1441	\$208,900	3.1%	222	\$293,563	3.6%
LONGREACH (LGA)	28	\$166,500	-3.5%	2	N/A	N/A	4	N/A	N/A	4	N/A	N/A	0	N/A	N/A
MACKAY (LGA)	1,018	\$320,000	-3.0%	150	\$396,000	-10.0%	200	\$212,000	-11.7%	146	\$165,000	0.0%	43	\$155,000	-33.1%
MARANOA (LGA)	57	\$200,000	-9.9%	26	\$475,000	15.9%	1	N/A	N/A	4	N/A	N/A	0	N/A	N/A
MAREEBA (LGA)	124	\$262,750	-6.2%	136	\$457,500	8.9%	19	N/A	N/A	41	\$109,500	12.3%	23	\$140,000	-3.5%
MCKINLAY (LGA)	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A	1	N/A	N/A
MORETON BAY (LGA)	6,526	\$430,000	2.6%	944	\$630,000	0.0%	1,906	\$342,900	-4.3%	1797	\$250,000	0.0%	163	\$297,500	6.3%
MOUNT ISA (LGA)	101	\$275,000	-4.0%	4	N/A	N/A	11	N/A	N/A	7	N/A	N/A	0	N/A	N/A
MURWEIH (LGA)	31	\$114,000	38.2%	4	N/A	N/A	0	N/A	N/A	5	N/A	N/A	0	N/A	N/A
NOOSA (LGA)	907	\$655,000	9.6%	400	\$639,000	8.5%	907	\$482,000	0.4%	187	\$295,000	5.4%	34	\$338,000	-6.1%
NORTH BURNETT (LGA)	63	\$146,000	12.3%	27	\$210,000	-4.6%	1	N/A	N/A	19	N/A	N/A	6	N/A	N/A
PAROO (LGA)	17	N/A	N/A	7	N/A	N/A	0	N/A	N/A	1	N/A	N/A	1	N/A	N/A
QUILPIE (LGA)	6	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
REDLAND (LGA)	2,592	\$516,000	3.2%	106	\$940,000	5.6%	676	\$406,000	4.1%	980	\$252,500	5.2%	7	N/A	N/A
RICHMOND (LGA)	12	N/A	N/A	6	N/A	N/A	0	N/A	N/A	4	N/A	N/A	3	N/A	N/A
ROCKHAMPTON (LGA)	747	\$267,000	-2.9%	55	\$390,000	2.6%	105	\$305,000	4.4%	117	\$147,000	-3.1%	9	N/A	N/A
SCENIC RIM (LGA)	393	\$398,530	10.4%	361	\$545,000	11.8%	61	\$250,000	-4.8%	84	\$190,000	-0.5%	84	\$195,000	-16.0%

QUEENSLAND ALL LGAs ANNUAL STATISTICS (CONT'D)

PERFORMANCE BY LGA*	HOUSES (2400m ²)			HOUSES (2400m ²)			UNITS			LAND (2400m ²)			LAND (2400m ²)		
SUBURB/LGA	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE
SOMERSET (LGA)	198	\$240,000	0.0%	237	\$375,000	4.2%	6	N/A	N/A	37	\$125,000	-10.7%	27	\$175,000	3.0%
SOUTH BURNETT (LGA)	223	\$195,000	-1.3%	183	\$269,000	9.8%	11	N/A	N/A	45	\$40,000	14.3%	41	\$56,000	-16.4%
SOUTHERN DOWNS (LGA)	366	\$245,000	2.1%	190	\$355,000	9.2%	26	\$230,000	2.2%	74	\$90,000	25.0%	38	\$71,250	-14.7%
SUNSHINE COAST (LGA)	4,539	\$550,000	6.8%	847	\$650,000	4.7%	3,114	\$394,000	3.7%	1028	\$258,000	5.3%	239	\$369,000	9.2%
TABLELANDS (LGA)	203	\$300,000	3.5%	155	\$385,000	-0.7%	28	\$240,000	-7.7%	40	\$106,000	-0.9%	49	\$145,000	-13.7%
TOOWOOMBA (LGA)	1,999	\$350,000	-0.6%	473	\$503,000	1.9%	530	\$305,000	-1.6%	440	\$175,000	2.0%	101	\$220,000	5.1%
TORRES (LGA)	4	N/A	N/A	1	N/A	N/A	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A
TORRES STRAIT ISLAND (LGA)	1	N/A	N/A	1	N/A	N/A	0	N/A	N/A	3	N/A	N/A	1	N/A	N/A
TOWNSVILLE (LGA)	1,943	\$330,000	-2.4%	198	\$413,000	0.1%	472	\$255,000	-8.9%	345	\$159,300	1.1%	43	\$188,000	-8.3%
WEIPA (LGA)	7	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A
WESTERN DOWNS (LGA)	237	\$190,000	0.0%	99	\$320,000	12.3%	27	\$190,000	-25.5%	15	N/A	N/A	25	\$90,000	0.0%
WHITSUNDAY (LGA)	255	\$315,000	-4.6%	76	\$452,500	6.5%	191	\$230,000	-20.7%	110	\$145,000	-6.5%	26	\$187,500	0.3%
WINTON (LGA)	19	N/A	N/A	5	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A

* All figures are for 12 months to September 2017
N/A Not available due to insufficient sales numbers

STRONGEST PERFORMER BY LGA FOR THE PAST 12 MONTHS

HOUSES (<2400m ²)		HOUSES (<2400m ²)		UNITS		LAND (<2400m ²)		LAND (<2400m ²)	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
38.2%	MURWEIH	22.4%	DOUGLAS	8.9%	DOUGLAS	25.0%	SOUTHERN DOWNS	9.9%	LIVINGSTONE
20.8%	ISAAC	15.9%	MARANOVA	6.7%	ISAAC	14.3%	SOUTH BURNETT	9.2%	SUNSHINE COAST
19.7%	COOK	12.3%	WESTERN DOWNS	5.8%	IPSWICH	13.5%	BRISBANE	8.5%	GOLD COAST

MOST EXPENSIVE LGAS FOR THE PAST 12 MONTHS

HOUSES (<2400m ²)		HOUSES (<2400m ²)		UNITS		LAND (<2400m ²)		LAND (<2400m ²)	
ANNUAL MEDIAN SALE PRICE	LGA	ANNUAL MEDIAN SALE PRICE	LGA	ANNUAL MEDIAN SALE PRICE	LGA	ANNUAL MEDIAN SALE PRICE	LGA	ANNUAL MEDIAN SALE PRICE	LGA
\$660,000	BRISBANE	\$1,150,000	BRISBANE	\$482,000	NOOSA	\$420,000	BRISBANE	\$730,000	BRISBANE
\$655,000	NOOSA	\$940,000	REDLAND	\$440,750	BRISBANE	\$295,000	NOOSA	\$434,000	GOLD COAST
\$606,000	GOLD COAST	\$800,000	GOLD COAST	\$420,000	GOLD COAST	\$260,000	GOLD COAST	\$369,000	SUNSHINE COAST

MOST AFFORDABLE LGAS FOR THE PAST 12 MONTHS

HOUSES (<2400m ²)		HOUSES (<2400m ²)		UNITS		LAND (<2400m ²)		LAND (<2400m ²)	
ANNUAL MEDIAN SALE PRICE	LGA	ANNUAL MEDIAN SALE PRICE	LGA	ANNUAL MEDIAN SALE PRICE	LGA	ANNUAL MEDIAN SALE PRICE	LGA	ANNUAL MEDIAN SALE PRICE	LGA
\$102,500	BALONE	\$210,000	NORTH BURNETT	\$120,000	ISAAC	\$40,000	SOUTH BURNETT	\$56,000	SOUTH BURNETT
\$114,000	MURWEIH	\$269,000	SOUTH BURNETT	\$130,000	CENTRAL HIGHLANDS	\$65,000	HINCHINBROOK	\$71,250	SOUTHERN DOWNS
\$137,250	CHARTERS TOWERS	\$320,000	WESTERN DOWNS	\$154,000	CASSOWARY COAST	\$88,000	CASSOWARY COAST	\$75,000	FRASER COAST

LARGEST SALES MARKET BY LGA FOR THE PAST 12 MONTHS

HOUSES (<2400m ²)		HOUSES (<2400m ²)		UNITS		LAND (<2400m ²)		LAND (<2400m ²)	
ANNUAL SALES	LGA	ANNUAL SALES	LGA	ANNUAL SALES	LGA	ANNUAL SALES	LGA	ANNUAL SALES	LGA
14,125	BRISBANE	944	MORETON BAY	10,983	GOLD COAST	1,797	MORETON BAY	239	SUNSHINE COAST
6,610	GOLD COAST	847	SUNSHINE COAST	10,114	BRISBANE	1,674	IPSWICH	222	LOGAN
6,526	MORETON BAY	783	LOGAN	3,114	SUNSHINE COAST	1,441	LOGAN	201	FRASER COAST

Rental Market Summary

QUARTER STATISTICS SUMMARY

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 LGA		\$420	STEADY	\$410	UP	\$410	STEADY	3.3%	STEADY	4.9%
IPSWICH		\$310	STEADY	\$265	STEADY	\$320	STEADY	4.8%	STEADY	5.2%
LOGAN		\$350	STEADY	\$280	STEADY	\$330	DOWN	4.6%	STEADY	5.7%
MORETON BAY		\$360	UP	\$285	STEADY	\$345	UP	4.4%	STEADY	4.5%
REDLAND		\$400	STEADY	\$350	STEADY	\$400	STEADY	3.9%	STEADY	4.6%
TOURISM CENTRES										
GOLD COAST		\$480	UP	\$425	UP	\$430	UP	4.1%	STEADY	5.3%
SUNSHINE COAST		\$440	STEADY	\$355	DOWN	\$425	UP	4.1%	STEADY	4.7%
NOOSA		\$455	DOWN	\$393	UP	\$550	STEADY	3.7%	STEADY	3.9%
FRASER COAST		\$300	UP	\$255	UP	\$325	UP	5.0%	STEADY	5.0%
CAIRNS		\$380	UP	\$300	UP	\$430	UP*	4.8%	STEADY	7.1%
REGIONAL QLD										
BUNDABERG		\$285	STEADY	\$240	UP	\$295	UP	5.3%	STEADY	4.9%
GLADSTONE		\$190	STEADY	\$140	UP	\$195	DOWN	3.5%	STEADY	4.1%
MACKAY		\$300	UP	\$210	UP	\$278	DOWN	5.1%	UP*	6.4%
ROCKHAMPTON		\$260	DOWN	\$200	UP	\$300	UP	5.1%	STEADY	3.6%
TOOWOOMBA		\$300	STEADY	\$249	DOWN	\$310	UP	4.5%	STEADY	4.4%
TOWNSVILLE		\$285	STEADY	\$240	STEADY	\$300	STEADY	4.7%	STEADY	5.3%

* rent change of \$20 or more or 0.5 pts or more (yields)

N/A Not available

For rental market statistics by Local Government Area, see page 70

VACANCY RATES		
LGA/REGION	SEP-17	TREND
GREATER BRISBANE		
GREATER BRISBANE	2.9%	STEADY
BRISBANE LGA	3.6%	UP
IPSWICH CITY	1.9%	DOWN
LOGAN CITY	2.1%	STEADY
MORETON BAY	1.9%	STEADY
REDLAND CITY	2.1%	DOWN
TOURISM CENTRES		
GOLD COAST CITY	1.9%	STEADY
SUNSHINE COAST SD	1.4%	STEADY
SUNSHINE COAST	1.4%	STEADY
NOOSA	1.5%	DOWN
FRASER COAST	2.2%	DOWN
CAIRNS	1.7%	STEADY
REGIONAL QLD		
BUNDABERG	4.0%	UP
GLADSTONE	5.7%	DOWN
MACKAY	2.8%	DOWN
ROCKHAMPTON	5.5%	DOWN
TOOWOOMBA	2.6%	DOWN
TOWNSVILLE	4.3%	DOWN

See page 70 for full vacancy rate data

ANNUAL STATISTICS SUMMARY

RENTAL TRENDS		MEDIAN WEEKLY RENT						GROSS RENTAL YIELDS			
LGA/REGION		3-BED HOUSE		2-BED FLAT		3-BED TOWNHOUSE		HOUSES		UNITS	
GREATER BRISBANE		ANNUAL TREND		ANNUAL TREND		ANNUAL TREND		ANNUAL TREND		ANNUAL TREND	
BRISBANE LGA		\$420	DOWN	\$410	UP	\$410	STEADY	3.3%	STEADY	4.9%	STEADY
IPSWICH		\$310	UP	\$265	UP	\$320	STEADY	4.8%	STEADY	5.2%	DOWN*
LOGAN		\$350	STEADY	\$280	UP	\$330	DOWN	4.6%	STEADY	5.7%	STEADY
MORETON BAY		\$360	UP	\$285	STEADY	\$345	DOWN	4.4%	STEADY	4.5%	STEADY
REDLAND		\$400	UP	\$350	UP	\$400	STEADY	3.9%	STEADY	4.6%	STEADY
TOURISM CENTRES											
GOLD COAST		\$480	UP*	\$425	UP*	\$430	UP*	4.1%	STEADY	5.3%	STEADY
SUNSHINE COAST		\$440	UP	\$355	UP	\$425	UP	4.1%	STEADY	4.7%	DOWN
NOOSA		\$455	UP	\$393	UP	\$550	STEADY	3.7%	STEADY	3.9%	DOWN*
FRASER COAST		\$300	UP	\$255	UP	\$325	DOWN	5.0%	STEADY	5.0%	DOWN*
CAIRNS		\$380	UP*	\$300	UP	\$430	UP*	4.8%	STEADY	7.1%	UP*
REGIONAL QLD											
BUNDABERG		\$285	UP	\$240	UP	\$295	UP	5.3%	DOWN*	4.9%	UP
GLADSTONE		\$190	STEADY	\$140	DOWN	\$195	UP	3.5%	STEADY	4.1%	N/A
MACKAY		\$300	UP*	\$210	UP	\$278	UP	5.1%	UP*	6.4%	UP*
ROCKHAMPTON		\$260	DOWN*	\$200	DOWN	\$300	STEADY	5.1%	STEADY	3.6%	N/A
TOOWOOMBA		\$300	STEADY	\$249	UP	\$310	DOWN	4.5%	STEADY	4.4%	STEADY
TOWNSVILLE		\$285	DOWN	\$240	DOWN	\$300	DOWN	4.7%	STEADY	5.3%	UP*

* rent change of \$20 or more or 0.5 pts or more (yields)

N/A Not available

SIZE OF RENTAL MARKET		TOTAL BONDS - ANNUAL TREND															
LGA/REGION	HOUSES				UNITS				TOWNHOUSES				TOTAL				
QUEENSLAND	300,737	293,249	2.6%	UP	208,098	196,817	5.7%	UP	58,079	55,681	4.3%	UP	566,914	545,747	3.9%	UP	
GREATER BRISBANE	SEP-17	SEP-16	PERCENTAGE CHANGE	ANNUAL TREND	SEP-17	SEP-16	PERCENTAGE CHANGE	ANNUAL TREND	SEP-17	SEP-16	PERCENTAGE CHANGE	ANNUAL TREND	SEP-17	SEP-16	PERCENTAGE CHANGE	ANNUAL TREND	
BRISBANE LGA	58,782	57,971	1.4%	STEADY	81,385	73,785	10.3%	UP	19,943	18,891	5.6%	UP	160,110	150,647	6.3%	UP	
IPSWICH	21,114	20,219	4.4%	UP	4,144	3,653	13.4%	UP	1,742	1,586	9.8%	UP	27,000	25,458	6.1%	UP	
LOGAN	22,594	21,440	5.4%	UP	4,965	4,540	9.4%	UP	5,476	5,421	1.0%	STEADY	33,035	31,401	5.2%	UP	
MORETON BAY	30,026	29,233	2.7%	UP	9,391	9,173	2.4%	UP	6,743	5,962	13.1%	UP	46,160	44,368	4.0%	UP	
REDLAND	8,526	8,446	0.9%	STEADY	1,665	1,585	5.0%	UP	1,590	1,584	0.4%	STEADY	11,781	11,615	1.4%	STEADY	
TOURISM CENTRES																	
GOLD COAST	29,023	27,800	4.4%	UP	35,498	35,134	1.0%	STEADY	13,449	13,536	-0.6%	STEADY	77,970	76,470	2.0%	STEADY	
SUNSHINE COAST	17,596	16,979	3.6%	UP	12,109	11,861	2.1%	UP	2,849	2,678	6.4%	UP	32,554	31,518	3.3%	UP	
NOOSA	2,625	2,652	-1.0%	STEADY	1,317	1,398	-5.8%	DOWN	371	343	8.2%	UP	4,313	4,393	-1.8%	STEADY	
FRASER COAST	7,136	7,139	0.0%	STEADY	2,642	2,623	0.7%	STEADY	552	523	5.5%	UP	10,330	10,285	0.4%	STEADY	
CAIRNS	9,498	9,513	-0.2%	STEADY	11,234	11,220	0.1%	STEADY	997	1,042	-4.3%	DOWN	21,729	21,775	-0.2%	STEADY	
REGIONAL QLD																	
BUNDABERG	6,536	6,415	1.9%	STEADY	2,730	2,585	5.6%	UP	143	146	-2.1%	DOWN	9,409	9,146	2.9%	UP	
GLADSTONE	5,404	5,253	2.9%	UP	1,953	1,877	4.0%	UP	770	678	13.6%	UP	8,127	7,808	4.1%	UP	
MACKAY	8,105	7,700	5.3%	UP	4,097	3,762	8.9%	UP	490	465	5.4%	UP	12,692	11,927	6.4%	UP	
ROCKHAMPTON	4,484	4,451	0.7%	STEADY	2,509	2,429	3.3%	UP	110	97	13.4%	UP	7,103	6,977	1.8%	STEADY	
TOOWOOMBA	11,486	11,226	2.3%	UP	6,817	6,262	8.9%	UP	459	442	3.8%	UP	18,762	17,930	4.6%	UP	
TOWNSVILLE	14,567	14,273	2.1%	UP	8,885	8,757	1.5%	STEADY	772	681	13.4%	UP	24,224	23,711	2.2%	UP	

Bonds Trend:

Steady = - 2% to + 2% change

Up = + 2% change or more

Down = - 2% change or more

Greater Brisbane

Greater Brisbane includes the local government areas of Brisbane LGA, Ipswich, Logan, Moreton Bay and Redland. Outer Brisbane includes all the mentioned local government areas, except for Brisbane LGA.

With the exception of Moreton Bay, all local government areas in Greater Brisbane reported a small to moderate median house price increase for the September quarter. The quarterly median house price in Greater Brisbane increased 0.4 per cent, from \$515,000 in June to \$516,900 in September this year. House vendors in Redland benefited from the largest increase of 1.9 per cent, to reach a median house price of \$530,000 over the September quarter.

Units, on the other hand, continued underperforming compared with the house market, with all markets reporting a quarterly fall on the median unit price in September 2017. Ipswich vendors suffered the largest quarterly fall on the median unit price of 20.3 per cent, to a falling median unit price of \$263,000 over the September quarter.

A few infrastructure projects in Greater Brisbane continued progressing this quarter.

In a boon for Ipswich residents, the State Government allocated \$65 million to upgrade the Centenary Highway in the Sumners Road Interchange. The upgrade will create 50 jobs, reduce congestion and cut travel times for about 55,000 heavy trucks on a daily basis.

The Pacific Motorway / Gateway Motorway merge project reached a key milestone in October with the design and construction contract being awarded to LendLease Engineering Pty Ltd. This project is expected to reduce travel time and hazards for Logan residents.

The \$400 million Ipswich Motorway upgrade also reached an important milestone with the project team moving on site and construction works starting in September this year.

Moreton Bay region will continue its housing and population expansion following the announcement of the new Amity development at Narangba in September. This development is expected to inject \$950 million of economic benefits and create about 6000 jobs. The first stage of the development will release house and land packages in the price range from \$400,000 to \$600,000.

The CoreLogic Cordell Construction report for September revealed that the Citiswiche Business Park in Ipswich has been selected as the location for the second Costco outlet in Queensland. This is another example of the improved business confidence and sentiment in Greater Brisbane that will drive economic development and employment over the years to come.

The Outer-Brisbane rental market continued showing resilience and operating within the tight and healthy range. This quarter, rents generally held steady, particularly in Logan, Ipswich and Redland.



The Outer-Brisbane local government areas have delivered sustainable and modest price growth coupled with affordability. The future of these markets is positive and heavily dependent on population growth and infrastructure investment.

HOUSE MARKET (<2400m²)

The annual and medium-term performance of the house market in Outer Brisbane has been moderate and sustainable.

The annual median house price in Outer Brisbane grew from 2.1 per cent to 3.2 per cent for the 12 months to September. Over the medium term, the annual median house price recorded a growth from 12.8 per cent to 17.8 per cent.

Redland was the most expensive region and the best medium-term performer in Outer Brisbane, with an annual median sale price of \$516,000. This compares with an annual median sale price of \$500,000 in September 2016 and \$438,000 five years ago.

Ipswich was the most affordable region and the second-best performer for the past year. Its annual median sale price was \$335,000 in September 2017, up from \$325,000 one year ago and up from \$297,000 five years ago.

The local government areas of Logan and Moreton Bay ranked in the middle of the range from a price perspective. The annual median house price in Logan was \$385,000 in September this year. This compares with the annual median house price in Moreton Bay of \$430,000 over the same period.

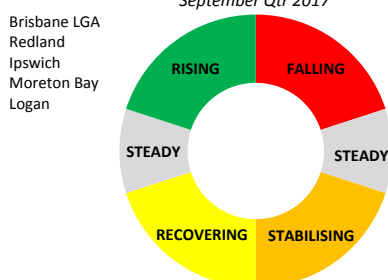
The annual volume of sales in Outer Brisbane slipped 7.8 per cent, from 17,718 in September last year to 16,336 in September this year. In this context, the Outer Brisbane house market has shown price resilience.

Market trend indicators revealed an increasing supply of houses in all Outer Brisbane markets, with the exception of Moreton Bay. Ipswich reported the largest increase in listings of 7.4 per cent, from 4805 in August 2016 to 5161 in August 2017.

Outer Brisbane median days on market improved in Ipswich, Moreton Bay and Redland. The fastest-selling market was Moreton Bay at 34 days, followed by Logan at 37 days. Ipswich and Redland needed around 40 days to reach a sale.

Median vendor discounting fluctuated from 3.6 per cent and 4.3 per cent in Outer Brisbane for the 12 months to August 2017. For the past year, media vendor discounting fell in most of the Outer Brisbane markets, except for Redlands. This demonstrates that the gap between vendor price expectations and sale price may be closing.

GREATER BRISBANE HOUSE MARKETS
September Qtr 2017



Source: REIQ.
Based on the previous 4 quarters' median sale price change and the annual change
Houses < 2400 m²

UNIT MARKET

The unit market in Outer Brisbane performed poorly over the September quarter. However, its performance for the past year remained modest and in positive territory, with the exception of Moreton Bay wherein the annual unit price eased 4.3 per cent, from \$358,145 in September 2016 to \$342,900 in September 2017.

Over the medium term, the Outer Brisbane unit market increased from 3.3 per cent to 21 per cent, with the exception of Logan. The best-medium-term performer was Redland, with a cumulative five-year growth of 21 per cent. Similar to the house market, Redland was also the most expensive market for units in Outer Brisbane. Its annual median price increased 4.1 per cent for the past year, from \$390,000 in September 2016 to \$406,000 in September 2017.

Units in Logan reported a fall of 13.5 per cent over the past five years, with the annual unit price falling from \$301,000 in September 2012 to \$260,500 in September this year. Logan has become the most affordable market for units in the southeast corner.

Unit prices in Ipswich grew 5.8 per cent for the past year and 16.5 per cent for the past five years. Its annual median price sat at \$329,000 in September 2017, up from \$311,000 in September 2016 and up from \$282,500 in September 2012.

Considering the quarterly data is volatile and not necessarily indicative of long-term trends, the unit market in Ipswich and Redland has shown resilience to the negative sentiment of the media and general public. Time will tell if the resilience is sustainable.

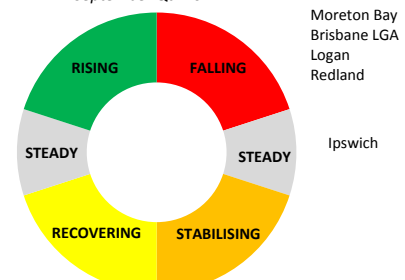
The volume of annual unit sales in Outer Brisbane reached 4202 transactions for the 12 months to September 2017. This represented a fall of 22.6 per cent compared with the annual sales of 5429 in September 2016.

Listing volumes increased in all areas in Greater Brisbane. The increasing supply has put pressure on median vendor discounting, which lifted in all areas except in Redland.

Redland was the fastest-selling unit market in Greater Brisbane with median days on market of 55 days. Units in Redland also required the smallest discount in Greater Brisbane of 4 per cent.

The slowest unit market and also requiring the highest vendor discount was Ipswich wherein units needed 79 days on market and 6 per cent discount to reach a sale.

GREATER BRISBANE UNIT MARKETS
September Qtr 2017



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

“Redland was the fastest-selling unit market in Greater Brisbane with median days on market of 55 days. Units in Redland also required the smallest discount in Greater Brisbane of 4 per cent.”

RENTAL MARKET

Vacancies throughout all regions in Outer Brisbane, except Moreton Bay, tightened over the quarter, reaching consolidated vacancies of 2 per cent in September.

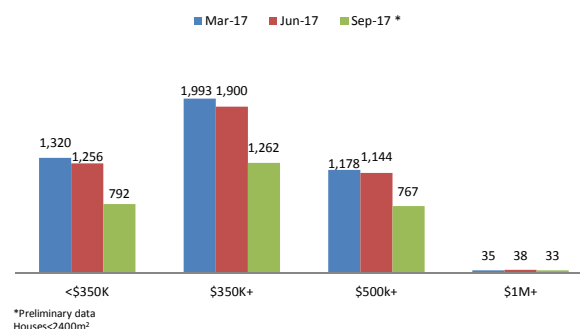
Moreton Bay and Ipswich are the tightest rental markets in Greater Brisbane, with vacancies of 1.9 per cent for September. Redland and Logan vacancies tightened to reach 2.1 per cent for the September quarter.

Ipswich and Logan rental markets have operated within the tight and healthy range since the REIQ commenced calculating the vacancy rates in June 2008. These two markets usually offer the highest rental yields for investors in Greater Brisbane.

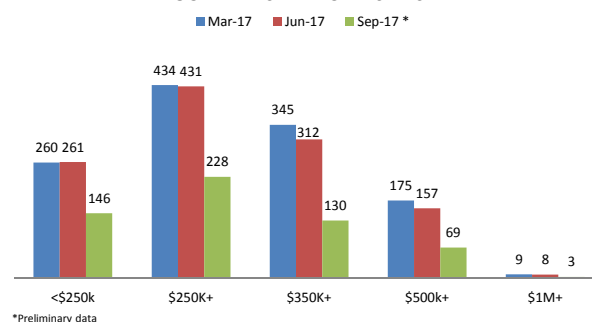
Generally, Outer Brisbane has become more affordable for tenants. Rents for three-bedroom houses, three-bedroom townhouses and two-bedroom units in Logan, Ipswich and Redland held steady or fell over the September quarter.

Moreton Bay was the only region in Outer Brisbane reporting rent increases for three-bedroom houses and three-bedroom townhouses. The rent increases may have been a contributor to weaker regional vacancies this quarter. Local agents in Moreton Bay have noted a trend wherein investor demand has been replaced by owner-occupiers.

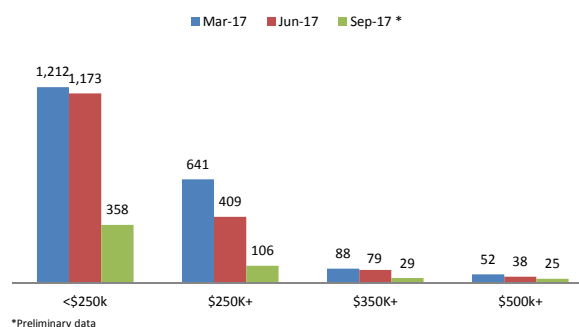
OUTER BRISBANE HOUSE SALES



OUTER BRISBANE UNIT SALES



OUTER BRISBANE LAND SALES



SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GREATER BRISBANE	5626	\$516,900	0.4%	\$513,000	\$496,635	3.3%	\$427,500	20.0%
GREATER BRISBANE ^	447	\$640,000	-1.3%	\$640,000	\$620,000	3.2%	\$530,000	20.8%

IPSWICH (LGA)	592	\$337,250	0.7%	\$335,000	\$325,000	3.1%	\$297,000	12.8%
IPSWICH (LGA) ^	50	\$527,500	2.0%	\$522,500	\$505,000	3.5%	\$435,000	20.1%

AUGUSTINE HEIGHTS	19	N/A	N/A	\$520,000	\$529,500	-1.8%	\$502,500	3.5%
BELLBIRD PARK	24	\$350,000	-2.0%	\$373,750	\$335,000	11.6%	\$293,500	27.3%
BASIN POCKET	3	N/A	N/A	\$240,000	\$234,000	2.6%	\$224,250	7.0%
BOOVAL	9	N/A	N/A	\$295,000	\$283,000	4.2%	\$260,000	13.5%
BRASSALL	48	\$349,500	6.7%	\$337,000	\$330,500	2.0%	\$305,000	10.5%
BUNDAMBA	20	\$295,000	0.0%	\$295,000	\$280,000	5.4%	\$245,000	20.4%
CAMIRA	20	\$406,000	5.7%	\$385,000	\$380,000	1.3%	\$325,300	18.4%
COALFALLS	7	N/A	N/A	\$332,500	\$310,000	7.3%	\$265,000	25.5%
COLLINGWOOD PARK	28	\$326,000	-7.7%	\$341,750	\$325,250	5.1%	\$315,000	8.5%
DEEBING HEIGHTS	12	N/A	N/A	\$427,500	\$395,000	8.2%	\$480,000	-10.9%
EAST IPSWICH	7	N/A	N/A	\$270,000	\$275,000	-1.8%	\$252,500	6.9%
EASTERN HEIGHTS	10	N/A	N/A	\$303,000	\$291,500	4.0%	\$260,000	16.5%
FLINDERS VIEW	10	N/A	N/A	\$350,000	\$346,500	1.0%	\$335,250	4.4%
GAILES	2	N/A	N/A	\$246,500	\$262,500	-6.1%	\$217,500	13.3%
GOODNA	16	N/A	N/A	\$320,000	\$311,000	2.9%	\$259,500	23.3%
IPSWICH	6	N/A	N/A	\$350,000	\$321,750	8.8%	\$343,000	2.0%
KARALEE ^	10	N/A	N/A	\$570,000	\$551,250	3.4%	\$470,000	21.3%
LEICHHARDT	19	N/A	N/A	\$237,000	\$225,000	5.3%	\$220,000	7.7%
NEWTOWN	5	N/A	N/A	\$340,000	\$306,500	10.9%	\$267,500	27.1%
NORTH BOOVAL	2	N/A	N/A	\$267,000	\$260,000	2.7%	\$225,000	18.7%
NORTH IPSWICH	18	N/A	N/A	\$270,000	\$275,000	-1.8%	\$254,000	6.3%
ONE MILE	9	N/A	N/A	\$255,002	\$235,000	8.5%	\$231,250	10.3%
RACEVIEW	35	\$315,000	0.0%	\$315,000	\$315,000	0.0%	\$286,000	10.1%
REDBANK	3	N/A	N/A	\$317,500	\$310,500	2.3%	\$285,000	11.4%
REDBANK PLAINS	69	\$325,000	-2.4%	\$330,000	\$322,000	2.5%	\$275,000	20.0%
RIPLEY	10	N/A	N/A	\$333,400	\$342,000	-2.5%	\$317,500	5.0%
RIVERVIEW	8	N/A	N/A	\$250,000	\$240,000	4.2%	\$225,000	11.1%
ROSEWOOD	10	N/A	N/A	\$260,000	\$261,500	-0.6%	\$225,000	15.6%
SADLIERS CROSSING	5	N/A	N/A	\$370,000	\$340,000	8.8%	\$280,000	32.1%
SILKSTONE	11	N/A	N/A	\$300,000	\$289,000	3.8%	\$255,000	17.6%
SPRINGFIELD	21	\$441,500	9.0%	\$430,000	\$410,766	4.7%	\$374,000	15.0%
SPRINGFIELD LAKES	59	\$424,500	-1.5%	\$430,000	\$426,000	0.9%	\$374,675	14.8%
WOODEND	9	N/A	N/A	\$393,000	\$340,000	15.6%	\$261,000	50.6%
WULKURAKA	8	N/A	N/A	\$308,750	\$278,500	10.9%	\$319,000	-3.2%
YAMANTO	11	N/A	N/A	\$360,000	\$350,000	2.9%	\$345,000	4.3%

LOGAN (LGA)	697	\$391,500	0.9%	\$385,000	\$377,000	2.1%	\$335,000	14.9%
LOGAN (LGA) ^	153	\$600,000	2.6%	\$585,000	\$560,000	4.5%	\$480,000	21.9%

BEENLEIGH	18	N/A	N/A	\$336,500	\$320,000	5.2%	\$278,500	20.8%
BETHANIA	17	N/A	N/A	\$338,750	\$325,000	4.2%	\$285,000	18.9%
BORONIA HEIGHTS	24	\$348,500	0.9%	\$345,000	\$340,000	1.5%	\$302,250	14.1%
BROWNS PLAINS	13	N/A	N/A	\$351,200	\$327,000	7.4%	\$289,500	21.3%
CEDAR GROVE ^	6	N/A	N/A	\$457,000	\$446,000	2.5%	\$390,000	17.2%
CEDAR VALE ^	5	N/A	N/A	\$472,000	\$452,000	4.4%	\$410,000	15.1%
CHAMBERS FLAT ^	3	N/A	N/A	N/A	\$595,000	N/A	\$477,000	32.7%
CORNUBIA ^	4	N/A	N/A	\$850,000	\$775,000	9.7%	\$602,500	41.1%
CORNUBIA	12	N/A	N/A	\$541,875	\$535,494	1.2%	\$465,000	16.5%
CRESTMEAD	36	\$321,250	-2.7%	\$325,000	\$320,000	1.6%	\$280,000	16.1%
DAISY HILL	20	\$473,000	-0.4%	\$495,000	\$465,000	6.5%	\$382,500	29.4%
EAGLEBY	29	\$310,000	2.5%	\$307,500	\$290,000	6.0%	\$252,500	21.8%
EDENS LANDING	13	N/A	N/A	\$382,500	\$362,000	5.7%	\$335,000	14.2%
FORESTDALE ^	9	N/A	N/A	\$740,000	\$745,000	-0.7%	\$632,500	17.0%
GREENBANK ^	22	\$602,500	7.3%	\$595,000	\$564,500	5.4%	\$485,000	22.7%
HERITAGE PARK	17	N/A	N/A	\$450,000	\$434,000	3.7%	\$376,000	19.7%
HILLCREST	17	N/A	N/A	\$375,000	\$365,500	2.6%	\$330,475	13.5%
HOLMVIEW	10	N/A	N/A	\$402,000	\$359,000	12.0%	\$335,000	20.0%
JIMBOOMBA	10	N/A	N/A	\$415,000	\$391,500	6.0%	\$355,000	16.9%
JIMBOOMBA ^	21	\$520,000	2.0%	\$516,000	\$495,000	4.2%	\$432,500	19.3%
KINGSTON	31	\$330,000	6.5%	\$306,250	\$310,000	-1.2%	\$240,000	27.6%
LOGAN CENTRAL	4	N/A	N/A	\$320,000	\$311,500	2.7%	\$249,000	28.5%
LOGAN RESERVE	14	N/A	N/A	\$368,500	\$368,100	0.1%	\$302,000	22.0%

SALES MARKET - HOUSES <2400m² (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
LOGAN VILLAGE ^	8	N/A	N/A	\$563,750	\$537,500	4.9%	\$480,000	17.4%
LOGANHOLME	24	\$395,000	-3.1%	\$396,396	\$395,550	0.2%	\$340,000	16.6%
LOGANLEA	11	N/A	N/A	\$360,500	\$350,000	3.0%	\$284,890	26.5%
MARSDEN	37	\$367,500	1.4%	\$365,000	\$355,000	2.8%	\$310,000	17.7%
MEADOWBROOK	12	N/A	N/A	\$430,000	\$412,000	4.4%	\$359,500	19.6%
MOUNT WARREN PARK	16	N/A	N/A	\$377,250	\$380,000	-0.7%	\$329,250	14.6%
MUNRUBEN ^	2	N/A	N/A	N/A	\$550,000	N/A	\$472,500	19.6%
NEW BEITH ^	7	N/A	N/A	\$610,000	\$575,000	6.1%	\$515,000	18.4%
REGENTS PARK	37	\$416,000	8.1%	\$395,000	\$390,000	1.3%	\$338,250	16.8%
ROCHEDALE SOUTH	50	\$517,500	0.6%	\$510,000	\$485,000	5.2%	\$390,000	30.8%
SHAILER PARK	38	\$552,750	0.5%	\$543,000	\$520,000	4.4%	\$443,750	22.4%
SLACKS CREEK	27	\$371,000	3.8%	\$350,000	\$330,000	6.1%	\$261,500	33.8%
SPRINGWOOD	23	\$515,000	0.9%	\$515,000	\$480,000	7.3%	\$391,625	31.5%
TANAH MERAH	12	N/A	N/A	\$420,000	\$400,000	5.0%	\$375,750	11.8%
UNDERWOOD	16	N/A	N/A	\$536,250	\$510,000	5.2%	\$480,000	11.7%
WATERFORD	24	\$387,050	-1.3%	\$403,000	\$430,000	-6.3%	\$365,000	10.4%
WATERFORD WEST	13	N/A	N/A	\$350,000	\$350,000	0.0%	\$283,000	23.7%
WINDAROO	10	N/A	N/A	\$458,950	\$425,000	8.0%	\$407,500	12.6%
WOODRIDGE	31	\$316,000	1.0%	\$301,500	\$300,000	0.5%	\$235,000	28.3%
YARRABILBA	20	\$385,950	0.8%	\$382,450	\$397,250	-3.7%	N/A	N/A

MORETON BAY (LGA)	1179	\$429,000	-0.2%	\$430,000	\$419,000	2.6%	\$369,000	16.5%
MORETON BAY (LGA) ^	149	\$640,000	-1.5%	\$630,000	\$630,000	0.0%	\$535,000	17.8%

ALBANY CREEK	43	\$570,000	-4.5%	\$587,500	\$565,000	4.0%	\$467,000	25.8%
ARANA HILLS	24	\$535,000	3.1%	\$532,000	\$520,000	2.3%	\$438,000	21.5%
BANKSIA BEACH	24	\$560,000	1.8%	\$555,000	\$520,000	6.7%	\$459,000	20.9%
BEACHMERE	20	\$324,000	-21.9%	\$362,250	\$320,000	13.2%	\$325,000	11.5%
BELLARA	7	N/A	N/A	\$362,500	\$325,000	11.5%	\$292,500	23.9%
BELLMERE	26	\$340,000	1.3%	\$340,000	\$343,625	-1.1%	\$315,000	7.9%
BONGAREE	25	\$430,000	0.0%	\$425,000	\$400,000	6.3%	\$362,500	17.2%
BRAY PARK	37	\$418,000	1.3%	\$410,000	\$399,000	2.8%	\$347,500	18.0%
BUNYA ^	3	N/A	N/A	N/A	\$858,750	N/A	\$739,750	10.5%
BURPENGARY	12	N/A	N/A	\$390,000	\$380,500	2.5%	\$328,250	18.8%
BURPENGARY ^	5	N/A	N/A	\$615,000	\$573,000	7.3%	\$530,000	16.0%
BURPENGARY EAST	13	N/A	N/A	\$462,500	\$439,000	5.4%	\$545,000	-15.1%
BURPENGARY EAST ^	7	N/A	N/A	\$570,000	\$591,000	-3.6%	\$480,000	18.8%
CABOOLTURE	67	\$315,000	-0.1%	\$320,000	\$325,000	-1.5%	\$275,500	16.2%
CABOOLTURE ^	11	N/A	N/A	\$550,000	\$517,950	6.2%	\$445,000	23.6%
CABOOLTURE SOUTH	28	\$289,000	0.0%	\$289,500	\$290,000	-0.2%	\$263,000	10.1%
CASHMERE	8	N/A	N/A	\$637,500	\$584,500	9.1%	\$518,750	22.9%
CLONTARF	25	\$455,000	0.0%	\$447,500	\$410,500	9.0%	\$350,000	27.9%
DAKABIN	10	N/A	N/A	\$448,500	\$451,058	-0.6%	\$390,000	15.0%
DECEPTION BAY	52	\$364,500	2.0%	\$347,500	\$336,000	3.4%	\$276,500	25.7%
EATONS HILL	17	N/A	N/A	\$600,000	\$575,000	4.4%	\$500,000	20.0%
ELIMBAH ^	8	N/A	N/A	\$617,500	\$540,000	14.4%	\$505,000	22.3%
EVERTON HILLS	18	N/A	N/A	\$551,000	\$525,000	5.0%	\$443,500	24.2%
FERNY HILLS	21	\$539,500	1.5%	\$538,500	\$515,000	4.6%	\$433,000	24.4%
GRIFFIN	23	\$452,500	-1.4%	\$459,000	\$450,000	2.0%	\$393,750	16.6%
JOYNER	2	N/A	N/A	\$491,000	\$495,000	-0.8%	\$467,500	5.0%
KALLANGUR	92	\$382,650	0.8%	\$379,575	\$365,000	4.0%	\$320,000	18.6%
KIPPA-RING	31	\$410,000	-3.5%	\$420,000	\$410,000	2.4%	\$349,750	20.1%
LAWNTON	14	N/A	N/A	\$387,250	\$376,000	3.0%	\$321,000	20.6%
MANGO HILL	23	\$493,000	-4.8%	\$512,900	\$480,000	6.9%	\$420,000	22.1%
MARGATE	25	\$447,750	-2.9%	\$450,000	\$407,500	10.4%	\$342,000	31.6%
MORAYFIELD	55	\$349,900	2.9%	\$340,000	\$340,000	0.0%	\$295,000	15.3%
MORAYFIELD ^	21	\$642,500	4.5%	\$607,500	\$620,000	-2.0%	\$465,000	30.6%
MURRUMBA DOWNS	35	\$488,000	4.1%	\$497,000	\$470,000	5.7%	\$400,000	24.3%
NARANGBA	76	\$435,000	-6.7%	\$450,000	\$439,000	2.5%	\$400,000	12.5%
NARANGBA ^	8	N/A	N/A	\$680,000	\$665,000	2.3%	\$550,000	23.6%
NEWPORT	11	N/A	N/A	\$855,000	\$906,500	-5.7%	\$700,000	22.1%
NINGI	9	N/A	N/A	\$380,000	\$380,800	-0.2%	\$290,000	31.0%
NINGI ^	11	N/A	N/A	\$546,500	\$522,500	4.6%	\$430,000	27.1%
NORTH LAKES	69	\$500,000	5.3%	\$485,000	\$470,000	3.2%	\$430,000	12.8%
PETRIE	28	\$450,000	-0.6%	\$422,750	\$413,000	2.4%	\$360,000	17.4%
REDCLIFFE	27	\$445,000	-6.4%	\$446,250	\$420,000	6.3%	\$335,000	33.2%
ROTHWELL	13	N/A	N/A	\$415,000	\$406,000	2.2%	\$350,000	18.6%

SALES MARKET - HOUSES <2400m² (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SAMFORD VALLEY ^	6	N/A	N/A	\$1,000,000	\$897,500	11.4%	\$800,000	25.0%
SANDSTONE POINT	16	N/A	N/A	\$420,000	\$402,500	4.4%	\$370,000	13.5%
SCARBOROUGH	29	\$500,000	-16.5%	\$545,000	\$520,000	4.8%	\$396,000	37.6%
STRATHPINE	29	\$401,000	0.5%	\$395,000	\$380,000	4.0%	\$320,000	23.4%
TOORBUL	2	N/A	N/A	\$359,500	\$305,000	17.9%	\$290,000	24.0%
UPPER CABOOLTURE	9	N/A	N/A	\$350,000	\$340,000	2.9%	\$304,000	15.1%
UPPER CABOOLTURE ^	5	N/A	N/A	\$540,000	\$545,000	-0.9%	\$495,000	9.1%
WAMURAN ^	9	N/A	N/A	\$566,000	\$571,500	-1.0%	\$500,000	13.2%
WARNER	39	\$516,000	3.4%	\$499,000	\$497,250	0.4%	\$442,750	12.7%
WARNER ^	2	N/A	N/A	N/A	\$822,000	N/A	\$675,000	15.3%
WOODY POINT	14	N/A	N/A	\$457,500	\$445,000	2.8%	\$381,500	19.9%

REDLAND (LGA)	491	\$530,000	1.9%	\$516,000	\$500,000	3.2%	\$438,000	17.8%
REDLAND (LGA) ^	20	\$935,000	6.0%	\$940,000	\$890,000	5.6%	\$750,000	25.3%

ALEXANDRA HILLS	37	\$460,000	1.1%	\$450,000	\$440,000	2.3%	\$380,000	18.4%
BIRKDALE	45	\$512,750	-10.8%	\$532,500	\$526,250	1.2%	\$435,000	22.4%
CAPALABA	31	\$485,000	1.0%	\$462,000	\$448,000	3.1%	\$390,000	18.5%
CAPALABA ^	2	N/A	N/A	\$945,000	\$885,000	6.8%	\$780,000	21.2%
CLEVELAND	56	\$600,000	1.3%	\$577,500	\$580,000	-0.4%	\$495,000	16.7%
MACLEAY ISLAND	16	N/A	N/A	\$245,000	\$225,000	8.9%	\$215,000	14.0%
MOUNT COTTON	19	N/A	N/A	\$515,000	\$499,000	3.2%	\$460,000	12.0%
ORMISTON	19	N/A	N/A	\$672,000	\$600,000	12.0%	\$572,500	17.4%
REDLAND BAY	67	\$555,000	3.7%	\$539,000	\$530,000	1.7%	\$460,000	17.2%
RUSSELL ISLAND	22	\$160,000	-15.8%	\$198,000	\$187,000	5.9%	\$175,000	13.1%
THORNESIDE	11	N/A	N/A	\$484,000	\$533,500	-9.3%	\$370,500	30.6%
THORNLANDS	49	\$582,530	-2.9%	\$575,000	\$560,000	2.7%	\$497,000	15.7%
THORNLANDS ^	3	N/A	N/A	\$897,500	\$1,015,000	-11.6%	\$930,000	-3.5%
VICTORIA POINT	58	\$525,250	2.3%	\$522,000	\$516,000	1.2%	\$435,000	20.0%
WELLINGTON POINT	39	\$575,000	-7.6%	\$612,500	\$595,000	2.9%	\$520,500	17.7%

SURROUNDS								
LOCKYER VALLEY (LGA)	34	\$251,250	-0.3%	\$252,250	\$250,000	0.9%	\$250,000	0.9%
LOCKYER VALLEY (LGA) ^	71	\$368,000	-0.5%	\$368,500	\$365,000	1.0%	\$320,000	15.2%
GATTON	11	N/A	N/A	\$259,000	\$260,000	-0.4%	\$251,500	3.0%
KENSINGTON GROVE ^	3	N/A	N/A	\$355,000	\$380,000	-6.6%	\$358,000	-0.8%
LAIDLEY	14	N/A	N/A	\$246,000	\$235,000	4.7%	\$255,000	-3.5%
LAIDLEY HEIGHTS ^	6	N/A	N/A	\$336,750	\$335,000	0.5%	\$332,500	1.3%
REGENCY DOWNS ^	6	N/A	N/A	\$332,000	\$320,000	3.8%	\$313,250	6.0%

SCENIC RIM (LGA)	66	\$414,000	6.5%	\$398,530	\$361,000	10.4%	\$347,000	14.9%
SCENIC RIM (LGA) ^	55	\$625,000	19.3%	\$545,000	\$487,500	11.8%	\$456,000	19.5%
BEAUDESERT	17	N/A	N/A	\$320,000	\$312,000	2.6%	\$320,000	0.0%
BOONAH	4	N/A	N/A	\$272,500	\$267,000	2.1%	\$275,000	-0.9%
KOORALBYN ^	3	N/A	N/A	\$367,625	\$332,500	10.6%	\$299,000	23.0%
TAMBORINE ^	11	N/A	N/A	\$581,500	\$566,500	2.7%	\$467,500	24.4%
TAMBORINE MOUNTAIN	30	\$462,500	-10.2%	\$495,000	\$467,000	6.0%	\$400,000	23.8%
TAMBORINE MOUNTAIN ^	17	N/A	N/A	\$875,000	\$712,500	22.8%	\$680,000	28.7%
SOMERSET (LGA)	36	\$245,000	2.1%	\$240,000	\$240,000	0.0%	\$250,000	-4.0%
SOMERSET (LGA) ^	38	\$350,000	-7.9%	\$375,000	\$360,000	4.2%	\$340,000	10.3%
FERNVALE	5	N/A	N/A	\$309,000	\$333,000	-7.2%	\$320,000	-3.4%
KILCOY	5	N/A	N/A	\$245,000	\$225,000	8.9%	\$227,500	7.7%
LOWOOD	16	N/A	N/A	\$240,000	\$241,000	-0.4%	\$283,000	-15.2%

SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GREATER BRISBANE	2150	\$410,000	0.2%	\$410,000	\$419,000	-2.2%	\$380,000	7.9%
IPSWICH (LGA)	70	\$263,000	-20.3%	\$329,000	\$311,000	5.8%	\$282,500	16.5%
BRASSALL	7	N/A	N/A	\$265,000	\$277,500	-4.5%	\$279,000	-5.0%
BROOKWATER	9	N/A	N/A	\$550,000	\$440,000	25.0%	\$367,500	49.7%
BUNDAMBA	0	N/A	N/A	N/A	\$305,900	N/A	\$275,000	12.7%
GOODNA	4	N/A	N/A	N/A	\$310,000	N/A	\$175,500	19.7%
REDBANK PLAINS	11	N/A	N/A	\$309,000	\$300,000	3.0%	\$285,900	8.1%
SPRINGFIELD LAKES	1	N/A	N/A	N/A	\$386,900	N/A	\$326,950	19.0%

LOGAN (LGA)	183	\$255,000	-2.9%	\$260,500	\$258,500	0.8%	\$301,000	-13.5%
BEENLEIGH	9	N/A	N/A	\$233,500	\$253,888	-8.0%	\$225,000	3.8%
BORONIA HEIGHTS	6	N/A	N/A	\$329,000	\$253,750	29.7%	\$245,000	34.3%
DAIST HILL	4	N/A	N/A	\$287,000	\$315,000	-8.9%	\$289,000	-0.7%
EAGLEBY	9	N/A	N/A	\$232,500	\$238,000	-2.3%	\$307,450	-24.4%
EDENS LANDING	3	N/A	N/A	\$225,750	\$220,500	2.4%	\$215,000	5.0%
HILLCREST	5	N/A	N/A	\$299,750	\$250,000	19.9%	\$332,000	-9.7%
KINGSTON	3	N/A	N/A	\$280,000	\$250,000	12.0%	\$337,500	-17.0%
LOGAN CENTRAL	9	N/A	N/A	\$186,250	\$191,000	-2.5%	\$155,000	20.2%
MARSDEN	1	N/A	N/A	\$279,250	\$312,500	-10.6%	\$329,000	-15.1%
MEADOWBROOK	3	N/A	N/A	\$250,000	\$259,000	-3.5%	\$235,000	6.4%
MOUNT WARREN PARK	4	N/A	N/A	\$215,000	\$200,000	7.5%	\$197,500	8.9%
ROCHEDALE SOUTH	11	N/A	N/A	\$286,000	\$296,000	-3.4%	\$275,000	4.0%
SHAILER PARK	11	N/A	N/A	\$309,000	\$295,000	4.8%	\$302,500	2.1%
SLACKS CREEK	8	N/A	N/A	\$217,000	\$221,250	-1.9%	\$195,000	11.3%
SPRINGWOOD	9	N/A	N/A	\$281,000	\$280,000	0.4%	\$252,000	11.5%
UNDERWOOD	5	N/A	N/A	\$328,000	\$332,500	-1.4%	\$382,900	-14.3%
WATERFORD WEST	3	N/A	N/A	\$212,500	\$215,000	-1.2%	\$189,000	12.4%
WOODRIDGE	19	N/A	N/A	\$202,750	\$201,500	0.6%	\$175,000	15.9%

MORETON BAY (LGA)	260	\$327,250	-2.3%	\$342,900	\$358,145	-4.3%	\$332,000	3.3%
ALBANY CREEK	4	N/A	N/A	N/A	\$425,000	N/A	\$351,500	12.4%
BELLARA	5	N/A	N/A	\$292,250	\$288,500	1.3%	\$219,000	33.4%
BONGAREE	18	N/A	N/A	\$330,000	\$318,825	3.5%	\$300,000	10.0%
BRENDALE	16	N/A	N/A	\$355,000	\$320,000	10.9%	\$329,500	7.7%
BURPENGARY	3	N/A	N/A	\$240,000	\$240,000	0.0%	\$300,000	-20.0%
CABOOLTURE	12	N/A	N/A	\$207,500	\$211,000	-1.7%	\$308,750	-32.8%
CLONTARF	4	N/A	N/A	\$350,000	\$338,000	3.6%	\$475,000	-26.3%
DECEPTION BAY	15	N/A	N/A	\$262,500	\$240,000	9.4%	\$222,500	18.0%
KALLANGUR	10	N/A	N/A	\$300,000	\$310,000	-3.2%	\$325,000	-7.7%
KIPPA-RING	10	N/A	N/A	\$286,500	\$289,000	-0.9%	\$260,000	10.2%
LAWNTON	6	N/A	N/A	\$237,000	\$245,000	-3.3%	\$333,000	-28.8%
MANGO HILL	3	N/A	N/A	\$360,000	\$362,750	-0.8%	\$355,000	1.4%
MARGATE	6	N/A	N/A	\$390,000	\$388,500	0.4%	\$324,500	20.2%
MORAYFIELD	8	N/A	N/A	\$298,250	\$295,000	1.1%	\$275,500	8.3%
MURRUMBA DOWNS	6	N/A	N/A	\$307,500	\$324,500	-5.2%	\$350,000	-12.1%
NORTH LAKES	8	N/A	N/A	\$399,000	\$399,000	0.0%	\$353,000	13.0%
PETRIE	4	N/A	N/A	\$325,000	\$335,000	-3.0%	\$331,000	-1.8%
REDCLIFFE	37	\$435,000	11.5%	\$425,000	\$373,500	13.8%	\$385,000	10.4%
SCARBOROUGH	21	\$435,000	-15.0%	\$490,000	\$495,000	-1.0%	\$360,000	36.1%
STRATHPINE	6	N/A	N/A	\$351,900	\$347,900	1.2%	\$243,000	44.8%
WOODY POINT	16	N/A	N/A	\$440,000	\$600,000	-26.7%	\$355,000	23.9%
WOORIM	6	N/A	N/A	\$345,000	\$320,000	7.8%	\$325,000	6.2%

REDLAND (LGA)	83	\$393,000	-6.4%	\$406,000	\$390,000	4.1%	\$335,500	21.0%
BIRKDALE	5	N/A	N/A	\$395,500	\$406,000	-2.6%	\$320,750	23.3%
CAPALABA	13	N/A	N/A	\$392,000	\$420,000	-6.7%	\$287,500	36.3%
CLEVELAND	29	\$391,000	-4.6%	\$420,000	\$397,000	5.8%	\$357,500	17.5%
ORMISTON	8	N/A	N/A	\$402,000	\$395,000	1.8%	\$395,000	1.8%
THORNESIDE	6	N/A	N/A	\$298,000	\$305,750	-2.5%	\$272,500	9.4%
THORNLANDS	1	N/A	N/A	N/A	\$150,000	N/A	\$413,000	-5.6%
VICTORIA POINT	6	N/A	N/A	\$380,000	\$360,000	5.6%	\$310,000	22.6%
WELLINGTON POINT	8	N/A	N/A	\$425,000	\$424,000	0.2%	\$404,000	5.2%

SALES MARKET - VACANT LAND <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GREATER BRISBANE	581	\$221,977	0.7%	\$230,000	\$230,000	0.0%	\$215,000	7.0%
GREATER BRISBANE ^	54	\$300,000	-6.5%	\$300,000	\$284,000	5.6%	\$270,000	11.1%

IPSWICH (LGA)	116	\$188,000	-1.1%	\$190,000	\$192,900	-1.5%	\$176,500	7.6%
IPSWICH (LGA) ^	7	N/A	N/A	\$272,000	\$255,000	6.7%	\$245,000	11.0%
BELLBIRD PARK	12	N/A	N/A	\$231,000	\$218,500	5.7%	\$205,000	12.7%
BRASSALL	5	N/A	N/A	\$189,950	\$185,000	2.7%	\$176,700	7.5%
DEEBING HEIGHTS	3	N/A	N/A	\$190,100	\$180,000	5.6%	\$160,500	18.4%
KARALEE ^	1	N/A	N/A	N/A	\$270,000	N/A	\$255,000	21.0%
LEICHHARDT	1	N/A	N/A	N/A	\$149,900	N/A	\$180,000	-2.8%
REDBANK PLAINS	20	\$180,500	7.8%	\$175,000	\$169,500	3.2%	\$165,000	6.1%
SPRINGFIELD LAKES	1	N/A	N/A	\$260,500	\$228,500	14.0%	\$187,000	39.3%

LOGAN (LGA)	85	\$200,000	0.1%	\$208,900	\$202,617	3.1%	\$200,000	4.5%
LOGAN (LGA) ^	23	\$305,000	-1.6%	\$293,563	\$283,500	3.6%	\$250,000	17.4%
BUCCAN ^	0	N/A	N/A	N/A	\$305,000	N/A	\$322,500	8.5%
CORNUBIA	0	N/A	N/A	N/A	\$367,500	N/A	\$304,000	17.6%
CRESTMead	1	N/A	N/A	N/A	\$215,000	N/A	\$199,000	13.1%
HOLMVIEW	17	N/A	N/A	\$220,000	\$207,100	6.2%	\$193,325	13.8%
JIMBOOMBA	0	N/A	N/A	N/A	\$169,500	N/A	\$172,000	16.3%
JIMBOOMBA ^	5	N/A	N/A	\$291,000	\$277,500	4.9%	\$209,450	38.9%
LOGAN RESERVE	10	N/A	N/A	\$215,000	\$194,000	10.8%	\$168,750	27.4%
LOGAN VILLAGE	2	N/A	N/A	\$267,000	\$262,000	1.9%	\$242,500	10.1%
LOGANLEA	4	N/A	N/A	\$225,000	\$215,000	4.7%	\$195,000	15.4%
MARSDEN	0	N/A	N/A	\$235,000	\$220,700	6.5%	\$195,000	20.5%
NEW BEITH ^	3	N/A	N/A	\$288,000	\$284,500	1.2%	\$255,000	12.9%
WATERFORD	0	N/A	N/A	N/A	\$203,750	N/A	\$193,012	32.0%
YARRABILBA	27	\$185,750	6.1%	\$183,750	\$178,250	3.1%	\$151,000	21.7%

MORETON BAY (LGA)	146	\$242,500	1.9%	\$250,000	\$250,000	0.0%	\$205,000	22.0%
MORETON BAY (LGA) ^	18	N/A	N/A	\$297,500	\$280,000	6.3%	\$292,000	1.9%
BANKSIA BEACH	8	N/A	N/A	\$461,500	\$330,000	39.9%	\$447,500	3.1%
BURPENGARY	10	N/A	N/A	\$214,200	\$234,500	-8.7%	\$207,900	3.0%
CABOOLTURE	14	N/A	N/A	\$187,500	\$189,000	-0.8%	\$190,000	-1.3%
CABOOLTURE ^	3	N/A	N/A	\$295,000	\$275,000	7.3%	\$230,000	28.3%
DAKABIN	1	N/A	N/A	N/A	\$225,000	N/A	\$199,900	22.6%
GRIFFIN	23	\$275,000	0.0%	\$272,000	\$255,000	6.7%	\$205,600	32.3%
KALLANGUR	1	N/A	N/A	N/A	\$239,000	N/A	\$191,000	40.3%
MANGO HILL	16	N/A	N/A	\$278,700	\$260,000	7.2%	\$210,000	32.7%
MORAYFIELD	8	N/A	N/A	\$205,000	\$191,000	7.3%	\$189,000	8.5%
NARANGBA	6	N/A	N/A	\$237,100	\$223,300	6.2%	\$196,000	21.0%
NORTH LAKES	10	N/A	N/A	\$279,950	\$287,350	-2.6%	\$207,000	35.2%
WARNER	1	N/A	N/A	N/A	\$274,500	N/A	\$235,000	30.0%

REDLAND (LGA)	122	N/D	N/D	\$252,500	\$240,000	5.2%	\$247,000	2.2%
BIRKDALE	4	N/A	N/A	\$355,000	\$340,000	4.4%	\$290,000	22.4%
MACLEAY ISLAND	27	\$26,500	-8.6%	\$30,000	\$29,250	2.6%	\$39,250	-23.6%
MOUNT COTTON	0	N/A	N/A	N/A	\$257,000	N/A	\$259,000	15.8%
REDLAND BAY	6	N/A	N/A	\$279,000	\$290,000	-3.8%	\$252,500	10.5%
RUSSELL ISLAND	64	\$20,000	-16.7%	\$21,500	\$20,000	7.5%	\$25,000	-14.0%
THORNLANDS	10	N/A	N/A	\$313,000	\$320,500	-2.3%	\$265,000	18.1%
WELLINGTON POINT	0	N/A	N/A	N/A	\$415,000	N/A	\$317,850	30.1%

SURROUNDS								
LOCKYER VALLEY (LGA)	3	N/A	N/A	\$134,000	\$132,000	1.5%	\$129,500	3.5%
LOCKYER VALLEY (LGA) ^	14	N/A	N/A	\$153,000	\$149,250	2.5%	\$122,250	25.2%
KENSINGTON GROVE ^	2	N/A	N/A	\$168,000	\$159,000	5.7%	\$131,000	28.2%

SCENIC RIM (LGA)	9	N/A	N/A	\$190,000	\$191,000	-0.5%	\$173,500	9.5%
SCENIC RIM (LGA) ^	12	N/A	N/A	\$195,000	\$232,000	-16.0%	\$194,500	0.3%
GLENEAGLE	2	N/A	N/A	N/A	\$183,950	N/A	\$170,450	8.5%

SOMERSET (LGA)	4	N/A	N/A	\$125,000	\$140,000	-10.7%	\$129,000	-3.1%
FERNVALE	1	N/A	N/A	N/A	\$155,500	N/A	\$149,000	9.4%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY:	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$310	744	\$300	769	\$290	858
4300	GOODNA/ BELLBIRD PK/ CAMIRA/ SPRINGFIELD	\$350	166	\$350	183	\$330	200
4301	REDBANK/ REDBANK PLNS/ COLLINGWOOD PK	\$320	119	\$310	126	\$300	92
4303	DINMORE/ RIVERVIEW	\$280	28	\$280	22	\$260	32
4304	BOOVAL/ BLACKSTONE/ BUNDAMBA/ EBBW VALE/ SILKSTONE	\$300	87	\$295	92	\$270	112
4305	IPSWICH/ BRASSALL/ BREMER/ CHURCHILL/ FLINDERS VIEW/ LEICHARDT/ RACEVIEW/ TIVOLI/ YAMANTO	\$290	260	\$290	265	\$275	334
4306	AMBERLEY/ FERNVALE/ KARANA DOWNS/ MT CROSBY/ PEAK CROSSING/ SWANBANK/ WILLOWBANK	\$330	58	\$310	50	\$315	53
4340	ROSEWOOD/ ASHWELL/ CALVERT/ EBENEZER/ GRANDCHESTER/ MOORANG/ MT FORBES/ ROSEVALE	\$280	24	\$298	30	\$280	28
	LOGAN CITY	\$350	1027	\$350	1003	\$330	992
4114	KINGSTON/ LOGAN CITY/ TRINDER PK/ WOODRIDGE	\$320	197	\$320	198	\$305	149
4118	BROWNS PLAINS/BROWNSLEIGH/ FORESTDALE/ HERITAGE PK/ HILLCREST/ REGENTS PK	\$350	110	\$350	91	\$330	100
4119	UNDERWOOD	\$400	14	\$398	12	\$370	19
4123	PRIESTS GULLY/ ROCHEDALE	\$395	71	\$385	64	\$370	76
4124	BORONIA HTS/ GREENBANK/ NEW BEITH	\$350	37	\$345	38	\$340	51
4125	MUNRUBEN/ PARK RIDGE	\$400	9	\$460	7	\$380	10
4127	CHATSWOOD HILLS/ DAISY HILL/ PREISTDALE/ SLACKS CK/ SPRINGWOOD	\$365	104	\$360	84	\$350	97
4128	KIMBERLEY PK/ LOGAN HYPERDOME/ SHAILER PK/ TANAH MERAH	\$385	39	\$400	27	\$380	41
4129	LOGANDALE/ LOGANHOLME	\$365	21	\$370	19	\$350	30
4130	CARBROOK/ CORNUBIA	\$400	18	\$380	11	\$380	11
4131	LOGANLEA/ MEADOWBROOK	\$340	33	\$350	37	\$325	36
4132	CRESTMead/ MARSDEN	\$340	117	\$340	114	\$320	93
4133	CHAMBERS FLAT/ LOGAN RESERVE/ WATERFORD	\$360	40	\$360	46	\$340	43
4205	BETHANIA	\$340	23	\$340	28	\$320	23
4207	BEENLEIGH/EAGLEY/MT WARREN PK	\$340	180	\$350	201	\$325	186
	MORETON BAY REGIONAL	\$360	1173	\$350	1047	\$320	1123
	REDCLIFFE REGION	\$370	267	\$370	233	\$335	237
4019	CLONTARE/ HUMPYBONG/ MARGATE/ SCOTTS PT/ WOODY PT	\$375	111	\$370	95	\$335	102
4020	REDCLIFFE/ SCARBOROUGH/ NEWPORT WATERS/ SUTTONS BCH	\$370	84	\$370	88	\$340	92
4021	KIPPA-RING	\$370	48	\$375	33	\$335	30
4022	ROTHWELL	\$345	24	\$330	17	\$320	13
	PINE RIVERS REGION	\$375	448	\$380	391	\$350	395
4035	ALBANY CK/ BRIDGEMAN DOWNS/ CASHS CROSSING	\$450	25	\$440	23	\$400	38
4037	EATONS HILL	\$425	5	\$405	6	\$360	8
4055	BUNYA/ FERNY GROVE/ FERNY HILLS/ KEDRON UPPER	\$450	32	\$433	34	\$400	38
4500	BRAY PK/ BRENDAL/ CASHMERE/ CLEAR MOUNTAIN/ JOYNER/ STRATHPINE/ WARNER	\$370	83	\$365	74	\$345	79
4501	LAWNTON	\$360	19	\$363	16	\$330	19
4502	FRENCHS FOREST/ PETRIE	\$360	29	\$365	27	\$330	24
4503	DAKABIN/ DOHLES ROCKS/ GRIFFIN/ KALLANGUR/ KURWONGBAH	\$350	136	\$360	120	\$335	109
4509	MANGO HILL	\$385	100	\$390	78	\$350	68
4520	CAMP MOUNTAIN/ CEDAR CK/ MT GLORIOUS/ MT NEBO/ MT SAMSON/ SAMFORD/ YUGAR	\$465	11	\$550	7	\$450	6
4521	DAYBORO/ MT MEE/ MT PLEASANT/ OCEAN VIEW/ RUSH CK	\$330	8	\$373	6	\$350	6
	CABOOLTURE REGION	\$325	458	\$320	423	\$295	491
4504	NARANGBA	\$340	26	\$365	19	\$320	30
4505	BURPENGARY	\$350	25	\$365	18	\$320	23
4506	MORAYFIELD/ MOORINA	\$320	53	\$310	57	\$290	64
4507	BANKSIA BEACH/ BELLARA/ BONGAREE/ BRIBIE IS/ WOORIM	\$370	50	\$350	51	\$300	45
4508	DECEPTION BAY	\$320	91	\$320	76	\$290	98
4510	CABOOLTURE/ BEACHMERE/ DONNYBROOK/ BALINGOO/ BELLMERE/ MELEDALE/ MOODLU/ ROCKSBERG/ TOORBUL	\$305	170	\$303	160	\$280	179
4511	GODWIN BEACH/ NING/ SANDSTONE PT/ TOORBUL PT	\$380	17	\$325	15	\$300	30
	REDLAND CITY	\$400	299	\$393	332	\$370	356
4157	CAPALABA/ SHELDON	\$408	52	\$400	37	\$390	40
4158	THORNSIDE	\$395	6	\$400	15	\$360	7

RENTAL MARKET - 3 BED HOUSES (CONT'D)							
POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
4159	BIRKDALE/ AQUATIC PARADISE/ MERIDIAN PT	\$430	28	\$430	23	\$375	36
4160	ORMISTON/ WELLINGTON PT/ EROBIN	\$395	24	\$410	25	\$375	39
4161	ALEXANDRA HILLS/ BURWOOD HTS	\$390	28	\$400	55	\$380	44
4163	CLEVELAND/ RABY BAY	\$420	37	\$413	36	\$400	38
4164	THORNLANDS/ PINKLANDS	\$400	19	\$400	11	\$405	12
4165	MT COTTON/ PT HALLORAN/ PT TALBURPIN/ REDLAND BAY/ VICTORIA PT	\$420	58	\$395	55	\$380	63
4184	COOCHIEMUDLO IS/ KARRAGARRA IS/ LAMB IS/ MACLEAY IS/ PEEL IS/ RUSSELL IS	\$273	46	\$250	72	\$240	73
	LOCKYER VALLEY REGIONAL	\$300	79	\$288	90	\$265	116
4341	BLENHEIM	\$290	31	\$285	42	\$255	45
4342	CROWLEY VALE	\$325	8	\$308	10	\$250	11
4343	ADARE	\$290	36	\$285	31	\$280	53
	SOMERSET REGIONAL	\$300	51	\$280	45	\$260	58
4311	ATKINSONS DAM	\$310	22	\$280	19	\$260	14
4312	BRYDEN	\$245	8	\$280	9	\$215	10
4313	BIARRA	\$250	9	\$268	6	\$250	6
4515	GLENFERN	\$313	12	\$300	11	\$285	28

RENTAL MARKET - 2 BED UNITS							
	IPSWICH CITY	\$265	205	\$260	171	\$245	117
4300	GOODNA/ BELLBIRD PK/ CAMIRA/ SPRINGFIELD	\$273	56	\$280	35	\$240	16
4301	REDBANK/ REDBANK PLNS/ COLLINGWOOD PK	\$270	29	\$265	21	\$255	22
4304	BOOVAL/ BLACKSTONE/ BUNDAMBA/ EBBW VALE/ SILKSTONE	\$253	32	\$253	20	\$240	15
4305	IPSWICH/ BRASSALL/ BREMER/ CHURCHILL/ FLINDERS VIEW/ LEICHARDT/ RACEVIEW/ TIVOLI/ YAMANTO ETC	\$260	79	\$260	84	\$240	61
4306	AMBERLEY/ FERNVALE/ KARANA DOWNS/ MT CROSBY/ PEAK CROSSING/ SWANBANK/ WILLOWBANK ETC	\$280	6	\$270	9	N/A	1
	LOGAN CITY	\$280	285	\$275	267	\$255	248
4114	KINGSTON/ LOGAN CITY/ TRINDER PK/ WOODRIDGE	\$260	65	\$260	76	\$250	68
4123	PRIESTS GULLY/ ROCHEDALE	\$300	7	N/A	1	\$290	11
4127	CHATSWOOD HILLS/ DAISY HILL/ PREISTDALE/ SLACKS CK/ SPRINGWOOD	\$285	24	\$298	30	\$280	23
4128	KIMBERLEY PK/ LOGAN HYPERDOME/ SHAILER PK/ TANAH MERAH	\$300	14	\$300	9	\$285	15
4131	LOGANLEA/ MEADOWBROOK	\$300	11	\$315	9	N/A	3
4132	CRESTMead/ MARSDEN	\$295	37	\$300	18	N/A	2
4133	CHAMBERS FLAT/ LOGAN RESERVE/ WATERFORD	\$263	26	\$270	21	\$172	29
4207	BEENLEIGH/EAGLEBY/MT WARREN PK	\$280	72	\$270	80	\$260	81
	MORETON BAY REGIONAL	\$285	466	\$285	494	\$270	433
	REDCLIFFE REGION	\$285	131	\$300	126	\$281	174
4019	CLONTARE/ HUMPYBONG/ MARGATE/ SCOTTS PT/ WOODY PT	\$275	58	\$275	64	\$270	73
4020	REDCLIFFE/ SCARBOROUGH/ NEWPORT WATERS/ SUTTONS BCH	\$300	68	\$320	58	\$300	94
	PINE RIVERS REGION	\$295	159	\$295	167	\$280	84
4500	BRAY PK/ BRENDAL/ CASHMERE/ CLEAR MOUNTAIN/ JOYNER/ STRATHPINE/ WARNER	\$290	32	\$293	28	\$290	36
4501	LAWNTON	\$280	11	\$278	12	\$270	17
4502	FRENCHS FOREST/ PETRIE	\$300	8	N/A	4	N/A	3
4503	DAKABIN/ DOHLES ROCKS/ GRIFFIN/ KALLANGUR/ KURWONGBAH	\$280	63	\$285	62	\$270	19
4509	MANGO HILL	\$340	41	\$365	53	\$280	7
	CABOOLTURE REGION	\$280	176	\$265	201	\$255	175
4505	BURPENGARY	\$293	6	\$270	17	\$250	9
4506	MORAYFIELD/ MOORINA	\$270	18	\$280	24	\$220	6
4507	BANKSIA BEACH/ BELLARA/ BONGAREE/ BRIBIE IS/ WOORIM	\$310	35	\$298	34	\$260	52
4508	DECEPTION BAY	\$305	24	\$258	16	\$280	26
4510	CABOOLTURE/ BEACHMERE/ DONNYBROOK/ BALINGOO/ BELLMERE/ MELEDALE/ MOODLU/ ROCKSBERG/ TOORBUL	\$265	82	\$260	100	\$240	76
	REDLAND CITY	\$350	92	\$340	70	\$305	87
4157	CAPALABA/ SHELDON	\$350	13	\$310	8	\$250	12
4160	ORMISTON/ WELLINGTON PT/ EROBIN	\$345	6	\$335	5	N/A	4
4163	CLEVELAND/ RABY BAY	\$365	31	\$355	24	\$350	37
	LOCKYER VALLEY REGIONAL	\$260	17	\$245	21	\$220	26
4343	ADARE	\$265	16	\$253	16	\$230	19

RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$320	184	\$320	166	\$300	104
4300	GOODNA/ BELLBIRD PK/ CAMIRA/ SPRINGFIELD	\$345	57	\$340	62	\$335	33
4301	REDBANK/ REDBANK PLNS/ COLLINGWOOD PK	\$328	36	\$310	28	\$285	27
4304	BOOVAL/ BLACKSTONE/ BUNDAMBA/ EBBW VALE/ SILKSTONE	\$300	56	\$310	34	\$305	21
4305	IPSWICH/ BRASSALL/ BREMER/ CHURCHILL/ FLINDERS VIEW/ LEICHARDT/ RACEVIEW/ TIVOLI/ YAMANTO	\$300	23	\$310	40	\$295	23
	LOGAN CITY	\$330	398	\$340	424	\$330	397
4114	KINGSTON/ LOGAN CITY/ TRINDER PK/ WOODRIDGE	\$320	51	\$320	53	\$320	63
4118	BROWNS PLAINS/BROWNSLEIGH/ FORESDALE/ HERITAGE PK/ HILLCREST/ REGENTS PK	\$345	53	\$350	67	\$340	66
4119	UNDERWOOD	\$410	15	\$360	13	\$335	7
4123	PRIESTS GULLY/ ROCHEDALE	\$330	11	\$505	10	\$340	11
4124	BORONIA HTS/ GREENBANK/ NEW BEITH	\$350	7	N/A	3	N/A	2
4127	CHATSWOOD HILLS/ DAISY HILL/ PREISTDALE/ SLACKS CK/ SPRINGWOOD	\$325	30	\$320	36	\$310	29
4128	KIMBERLEY PK/ LOGAN HYPERDOME/ SHAILER PK/ TANAH MERAH	\$395	17	\$340	10	\$330	8
4131	LOGANLEA/ MEADOWBROOK	\$350	19	\$350	33	\$350	34
4132	CRESTMead/ MARSDEN	\$330	48	\$340	65	\$330	48
4133	CHAMBERS FLAT/ LOGAN RESERVE/ WATERFORD	\$303	14	\$330	13	\$310	20
4205	BETHANIA	\$340	10	\$340	21	N/A	2
4207	BEENLEIGH/EAGLEBY/MT WARREN PK	\$330	111	\$320	92	\$320	104
	MORETON BAY REGIONAL	\$345	751	\$350	752	\$320	640
	CABOOLTURE REGION	\$320	118	\$320	132	\$300	177
4504	NARANGA	\$345	6	N/A	3	N/A	2
4505	BURPENGARY	\$320	27	\$330	27	\$300	40
4506	MORAYFIELD/ MOORINA	\$318	18	\$350	25	\$280	26
4507	BANKSIA BEACH/ BELLARA/ BONGAREE/ BRIBIE IS/ WOORIM	N/A	3	N/A	4	\$320	9
4508	DECEPTION BAY	\$320	31	\$315	41	\$305	38
4510	CABOOLTURE/ BEACHMERE/ DONNYBROOK/ BALINGOO/ BELLMERE/ MELEDALE/ MOODLU/ ROCKSBERG/ TOORBUL	\$335	33	\$288	18	\$285	59
4511	GODWIN BEACH/ NINGI/ SANDSTONE PT/ TOORBUL PT	N/A	N/A	\$350	14	N/A	3
	PINE RIVERS REGION	\$350	566	\$350	548	\$330	382
4035	ALBANY CK/ BRIDGEMAN DOWNS/ CASHS CROSSING	\$415	46	\$415	44	\$350	7
4500	BRAY PK/ BRENDAL/ CASHMERE/ CLEAR MOUNTAIN/ JOYNER/ STRATHPINE/ WARNER	\$350	121	\$355	122	\$320	82
4501	LAWNTON	\$340	19	\$350	17	\$310	22
4502	FRENCHS FOREST/ PETRIE	\$340	22	\$335	19	\$276	25
4503	DAKABIN/ DOHLES ROCKS/ GRIFFIN/ KALLANGUR/ KURWONGBAH	\$340	238	\$345	223	\$335	133
4509	MANGO HILL	\$355	119	\$355	120	\$335	109
	REDCLIFFE REGION	\$340	67	\$340	72	\$320	81
4019	CLONTARE/ HUMPYBONG/ MARGATE/ SCOTTS PT/ WOODY PT	\$355	10	\$350	16	\$350	11
4020	REDCLIFFE/ SCARBOROUGH/ NEWPORT WATERS/ SUTTONS BCH	\$380	26	\$375	12	\$340	17
4021	KIPPA-RING	\$330	30	\$335	41	\$320	48
	REDLAND CITY	\$400	148	\$400	168	\$385	102
4157	CAPALABA/ SHELDON	\$400	22	\$410	21	\$340	10
4158	THORNSIDE	\$390	9	\$400	8	\$355	5
4160	ORMISTON/ WELLINGTON PT/ EROBIN	\$445	39	\$445	54	\$425	19
4163	CLEVELAND/ RABY BAY	\$430	25	\$400	34	\$395	33
4164	THORNLANDS/ PINKLANDS	\$405	26	\$405	22	N/A	1
4165	MT COTTON/ PT HALLORAN/ PT TALBURPIN/ REDLAND BAY/ VICTORIA PT	\$400	18	\$400	23	\$380	25



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Brisbane LGA

Brisbane's September quarter median house price grew just 0.4 per cent to reach of \$665,000.

The unit market continued to soften, with the quarterly median falling 1.7 per cent, to \$436,000 for the September quarter. The dynamics of supply and demand for the unit market continued heading in opposite directions. Unit listings increased nearly 22 per cent for the year to August and tighter lending conditions continued putting downward pressure on demand.

The economy is widely tipped to strengthen in coming years, with planned infrastructure and tourism activities underpinning this outlook.

According to Deloitte Access Economics, tourism has contributed an estimated \$8.1 billion to the Brisbane regional economy (or 4.9 per cent of the Gross Regional Product), creating 70,300 jobs (or 5.8 per cent of Greater Brisbane employment) for the year to June 2016.

A number of new tourism activities are in the pipeline for the region. From late 2017, Air China will operate direct flights from Brisbane to Beijing four times a week. The new airline operation will boost tourism activity between Queensland and China, injecting more than \$190 million into the Queensland economy.

The market-led proposal for the construction of the \$158 million Brisbane international cruise terminal has progressed to Stage 2 with eight proposals short-listed for the next stage. These proposals are worth about \$1 billion and are projected to generate 1800 jobs.

The Queen's Wharf project continued reaching key milestones, with the demolition of the overpass across Margaret Street completed in September.

With regard to infrastructure activities, the Cross River Rail Project is planned to be delivered under a Private Public Partnership arrangement. The procurement process will commence with the Expression of Interest stage and the goal is to reach the Request for Proposal phase in early 2018. The concession period will be in the range of 20 to 30 years.

A proposal by News Corp Australia to develop a \$2 billion large-scale urban project in Bowen Hills, the Millennium Square Precinct, was announced. The masterplan proposal is yet to be released, with the media revealing a combination of residential, commercial and retail properties to be included in the proposal. This is another clear example of the transformation and modernisation to be seen in the capital city over the years to come.

The rental market has followed an up-and-down trajectory over the past 18 months, with vacancies sitting in the weak range for three of the past five quarters. Generally, the Brisbane LGA rental market has become more affordable for tenants compared with the lifestyle markets of the Gold Coast and Sunshine Coast.

The outlook of the house and unit markets has not changed this quarter, offering affordability and lifestyle. The house

market is classed as a rising market and the unit market is classed as a falling market.

However, the unit market future performance is expected to improve. According to the JLL Brisbane Apartment Market Report for October 2017, apartment supply in Brisbane Inner will reach the peak by the end of this year, bringing a better outlook for 2018/2019 when construction levels will normalise.

HOUSE MARKET (<2400m²)

The Brisbane house market is the most expensive in Queensland, reaching an annual median price of \$660,000 for the September quarter.

Regardless of the modest increase in listing volumes and the fall in the number of sales, house prices continued edging higher over the past year. The annual median house price increased 3.1 per cent, from \$640,000 in September 2016 to \$660,000 in September 2017.

Million-dollar club: Capital city house prices are rising, with an increasing number of suburbs sold above \$1 million.

Over the September quarter, Brisbane LGA had at least 18 suburbs with an annual median sale price of \$1 million or above, including one suburb well into the two million-dollar club. This compares to 15 suburbs in the previous quarter.

Top 5 million-dollar suburbs:

- Teneriffe (\$2.585 million)
- Ascot (\$1.52 million)
- New Farm (\$1.4 million)
- St Lucia (\$1.267 million)
- Bulimba (\$1.26 million)

Two million-dollar club:

Houses in Teneriffe remained as the most expensive in the state, recording an annual median price growth of 32.6 per cent, to reach an annual median sale price of \$2.585 million for September.

Top medium-term performers – Sep 2012 to Sep 2017:

While Sydney houses have generally experienced double digit annual growth, some Brisbane suburbs have demonstrated similar growth:

- Teneriffe (137.7%, \$2.585 million)
- Northgate (64.1%, \$700,000)
- Rochdale (61.2%, \$915,000)
- Ascot (60.8%, \$1.52 million)
- Seven Hills (57%, \$875,000)

Teneriffe's annual median house price increased a massive 137.7 per cent for the past five years. This equates to almost 19 per cent growth every year for the past five years - extraordinary.

The remaining suburbs on the list all demonstrated a compound annual growth of between 9 per cent and 11 per cent a year. This is growth worthy of a Sydney postcode.

General activity:

Brisbane LGA house sales activity is the strongest in the state, with about 14,125 sales a year. The most popular price range is from \$500,000 to \$750,000.

The volume of sales showed a contraction, from 3748 transactions in March to 3658 transactions in June. Preliminary data showed a reduction in the volume of sales to 2667 for the September quarter. This is still subject to adjustment and will be reassessed next quarter.

Listing volumes increased modestly by 0.8 per cent, from 19,743 in August 2016 to 19,906 in August 2017.

Median days on market and median vendor discount trends headed in opposite directions over the 12 months to August 2017.

Days on market increased slightly by one day, to 30 days in August 2017. Median discounting, on the other hand, reduced slightly to 3.9 per cent (Turn to page 68 for On The Market graphs and tables).

UNIT MARKET

Units fell 1.7 per cent over the September quarter, to a median of \$436,000.

On an annual basis, the median sale price fell 2.6 per cent, from an annual median of \$452,500 in September 2016 to \$440,750 in September 2017.

Over the medium term, the annual median unit market increased 8.2 per cent, from \$407,500. This demonstrates the sustainable medium-term performance of the Brisbane unit market.

The October JLL Apartment Market report revealed an increase in the inner-Brisbane apartment supply of about 8600 apartments (currently under construction) across 49 projects. About 76 per cent of these apartments have reached an off-the-plan sale. The report also highlights the lack of evidence of mass settlement failure. This shows market resilience, most likely supported by the pipeline of infrastructure projects promising to upscale the city outlook.

Bulimba, Bardon, Newstead, Teneriffe and New Farm are the most expensive unit/apartment suburbs with an annual median sale price range from \$586,000 to \$610,000.

The most popular price range for units in Brisbane LGA is from \$350,000 to \$500,000. The volume of quarterly sales continued falling this quarter, from 2917 in March to 2685 in June. Preliminary data for September shows a reduction to 1554 sales.

Market trend indicators clearly showed a market with increasing supply and falling demand.

Listings increased nearly 22 per cent for the 12 months to August. Median days on market jumped from 1.5 months in August 2016 to nearly 2 months in August this year. Median discounting increased from 4 per cent to 4.8 per cent (Turn to page 69 for more On The Market data in tables and graphs).

RENTAL MARKET

Brisbane LGA vacancies weakened from 3.3 per cent in June to 3.6 per cent in September, edging the rental market into the weak range for a second quarter in 2017 and for a third quarter since September last year.

Brisbane inner-city vacancies lifted to 3.7 per cent this quarter. Brisbane middle-ring vacancies also weakened from 3.1 per cent in June to 3.4 in September.

The increasing supply of units and townhouses was the main contributor to the vacancies increase. The bonds data revealed an increase of 10.3 per cent in the supply of units and 5.6 per cent in the stock of townhouses for the past year.

Local agents highlighted that the new dwellings oversupply and the increase in rental incentives as the cause for a longer vacancy period for established dwellings.

Tenants retain the negotiation power in Brisbane LGA, having the benefit to select the preferred property within a large pool of options.

The rental market in Brisbane LGA has become more affordable than the lifestyle markets of the Gold Coast and Sunshine Coast, particularly for three-bedroom houses and three-bedroom townhouses. In the case of two-bedroom units, Brisbane LGA is the second most expensive behind the Gold Coast.

Rents of three-bedroom houses and three-bedroom townhouses held steady over the quarter at \$420 a week and \$410 a week. Two-bedroom units investments returned a weekly rent of \$410 similar than three-bedroom townhouses, and up \$10 from the past quarter.

Unit yields improved slightly, to reach 4.9 per cent in September. The increase was supported by the fall on median prices. Due to the forecast increasing supply of apartments, rental yields continue being exposed to vacancy risk, especially in Inner Brisbane.

House yields held steady at 3.3 per cent a year, positioning Brisbane at the bottom of the list for investors looking for solid annual returns.

MOST EXPENSIVE SUBURBS - HOUSES*

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TENERIFFE	\$2,585,000	32.6%
ASCOT	\$1,520,000	13.6%
NEW FARM	\$1,400,000	-14.2%
ST LUCIA	\$1,267,000	24.2%
BULIMBA	\$1,260,000	7.2%

MOST AFFORDABLE SUBURBS - HOUSES

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
ELLEN GROVE	\$290,000	8.6%
INALA	\$360,000	2.8%
ACACIA RIDGE	\$400,000	3.6%
ROCKLEA	\$401,000	4.8%
DURACK	\$410,000	-1.8%

MOST EXPENSIVE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
BULIMBA	\$610,000	0.8%
BARDON	\$605,500	-4.7%
NEWSTEAD	\$594,896	-0.9%
TENERIFFE	\$592,500	-9.9%
NEW FARM	\$586,648	5.0%

MOST AFFORDABLE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
GORDON PARK	\$325,500	-13.2%
TAIGUM	\$328,000	-11.4%
DOOLANDDELLA	\$334,500	-4.4%
ALGESTER	\$335,000	7.7%
BRACKEN RIDGE	\$337,500	-12.3%

SALES MARKET - HOUSES <2400m ²								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BRISBANE (LGA)	2667	\$665,000	0.4%	\$660,000	\$640,000	3.1%	\$508,500	29.8%
BRISBANE (LGA) ^	75	\$1,001,000	-13.9%	\$1,150,000	\$1,035,000	11.1%	\$884,000	30.1%
ACACIA RIDGE	28	\$407,000	6.8%	\$400,000	\$386,050	3.6%	\$308,000	29.9%
ALBION	5	N/A	N/A	\$761,000	\$691,000	10.1%	\$560,000	35.9%
ALDERLEY	14	N/A	N/A	\$782,500	\$747,500	4.7%	\$588,000	33.1%
ALGESTER	28	\$530,700	5.0%	\$500,000	\$488,500	2.4%	\$399,500	25.2%
ANNERLEY	23	\$688,500	-12.3%	\$712,500	\$700,000	1.8%	\$535,000	33.2%
ASCOT	14	N/A	N/A	\$1,520,000	\$1,338,000	13.6%	\$945,000	60.8%
ASHGROVE	38	\$1,000,000	5.3%	\$934,000	\$827,500	12.9%	\$675,000	38.4%
ASPLEY	24	\$605,000	1.7%	\$590,000	\$580,000	1.7%	\$492,500	19.8%
AUCHENFLOWER	15	N/A	N/A	\$1,090,000	\$892,000	22.2%	\$827,500	31.7%
BALD HILLS	23	\$450,000	5.9%	\$431,000	\$412,250	4.6%	\$352,250	22.4%
BALMORAL	10	N/A	N/A	\$1,000,000	\$927,500	7.8%	\$792,500	26.2%
BANYO	21	\$530,000	-0.9%	\$535,000	\$535,000	0.0%	\$380,000	40.8%
BARDON	35	\$992,500	9.6%	\$900,000	\$882,500	2.0%	\$742,500	21.2%
BELLBOWRIE	18	N/A	N/A	\$502,500	\$525,000	-4.3%	\$410,000	22.6%
BELMONT	5	N/A	N/A	\$627,500	\$611,000	2.7%	\$529,500	18.5%
BOONDALL	15	N/A	N/A	\$498,500	\$470,000	6.1%	\$405,000	23.1%
BRACKEN RIDGE	40	\$509,500	2.9%	\$490,000	\$470,000	4.3%	\$399,750	22.6%
BRIDGEMAN DOWNS	17	N/A	N/A	\$755,000	\$750,000	0.7%	\$630,000	19.8%
BRIGHTON	24	\$510,000	-4.7%	\$523,500	\$491,000	6.6%	\$400,000	30.9%
BROOKFIELD ^	3	N/A	N/A	\$1,500,000	\$1,225,000	22.5%	\$1,215,000	23.5%
BULIMBA	21	\$1,425,000	21.3%	\$1,260,000	\$1,175,000	7.2%	\$851,500	48.0%
CALAMVALE	31	\$666,000	-3.6%	\$666,000	\$650,000	2.5%	\$497,000	34.0%
CAMP HILL	35	\$860,000	-4.3%	\$902,500	\$791,000	14.1%	\$600,000	50.4%
CANNON HILL	13	N/A	N/A	\$760,000	\$705,000	7.8%	\$538,750	41.1%
CARINA	18	N/A	N/A	\$660,000	\$645,000	2.3%	\$486,000	35.8%
CARINA HEIGHTS	14	N/A	N/A	\$680,000	\$708,500	-4.0%	\$472,500	43.9%
CARINDALE	40	\$855,000	1.2%	\$830,000	\$840,000	-1.2%	\$648,000	28.1%
CARSELDINE	21	\$580,000	-5.2%	\$620,000	\$600,000	3.3%	\$495,000	25.3%
CHAPEL HILL	32	\$738,500	-6.0%	\$776,500	\$750,000	3.5%	\$603,165	28.7%
CHELMER	8	N/A	N/A	\$1,075,000	\$1,016,000	5.8%	\$768,000	40.0%
CHERMSIDE	16	N/A	N/A	\$605,500	\$578,500	4.7%	\$430,000	40.8%
CHERMSIDE WEST	23	\$590,000	1.7%	\$565,000	\$549,500	2.8%	\$432,000	30.8%
CLAYFIELD	21	\$922,600	-29.2%	\$1,115,000	\$1,070,000	4.2%	\$816,500	36.6%
COOPERS PLAINS	25	\$590,000	-4.5%	\$603,000	\$535,000	12.7%	\$400,000	50.8%
COORPAROO	29	\$860,000	-6.8%	\$860,000	\$850,000	1.2%	\$609,000	41.2%
CORINDA	11	N/A	N/A	\$730,000	\$647,500	12.7%	\$596,000	22.5%
DARRA	13	N/A	N/A	\$447,500	\$420,000	6.6%	\$322,500	38.8%
DEAGON	14	N/A	N/A	\$465,000	\$430,000	8.1%	\$349,750	33.0%
DOOLANDELLA	10	N/A	N/A	\$500,000	\$409,000	22.3%	\$355,000	40.8%
DREWVALE	11	N/A	N/A	\$612,250	\$563,250	8.7%	\$454,500	34.7%
DURACK	16	N/A	N/A	\$410,000	\$417,500	-1.8%	\$324,000	26.5%
EAST BRISBANE	13	N/A	N/A	\$885,000	\$850,000	4.1%	\$640,000	38.3%
EIGHT MILE PLAINS	33	\$786,500	1.9%	\$800,000	\$745,000	7.4%	\$565,000	41.6%
ELLEN GROVE	6	N/A	N/A	\$290,000	\$267,000	8.6%	\$240,000	20.8%
ENOGGERA	13	N/A	N/A	\$695,000	\$673,000	3.3%	\$557,500	24.7%
EVERTON PARK	28	\$566,000	-5.7%	\$587,500	\$583,000	0.8%	\$445,000	32.0%
FAIRFIELD	10	N/A	N/A	\$698,000	\$672,000	3.9%	\$518,625	34.6%
FERNY GROVE	17	N/A	N/A	\$602,500	\$543,000	11.0%	\$480,000	25.5%
FIG TREE POCKET	5	N/A	N/A	\$1,175,000	\$878,750	33.7%	\$750,000	56.7%
FITZGIBBON	18	N/A	N/A	\$470,000	\$440,000	6.8%	\$382,250	23.0%
FOREST LAKE	72	\$425,000	-5.6%	\$432,000	\$433,888	-0.4%	\$373,000	15.8%
GAYTHORNE	8	N/A	N/A	\$685,000	\$642,000	6.7%	\$506,000	35.4%
GEEBUNG	10	N/A	N/A	\$530,000	\$507,500	4.4%	\$410,000	29.3%
GORDON PARK	16	N/A	N/A	\$752,000	\$735,000	2.3%	\$553,750	35.8%
GRACEVILLE	17	N/A	N/A	\$835,500	\$821,000	1.8%	\$660,000	26.6%
GRANGE	13	N/A	N/A	\$915,000	\$877,500	4.3%	\$675,000	35.6%
GREENSLOPES	17	N/A	N/A	\$735,000	\$765,000	-3.9%	\$565,000	30.1%
HAMILTON	12	N/A	N/A	\$1,185,000	\$1,040,000	13.9%	\$993,500	19.3%
HAWTHORNE	20	\$1,210,000	24.1%	\$1,200,000	\$1,140,000	5.3%	\$775,000	54.8%
HEATHWOOD	12	N/A	N/A	\$545,250	\$572,500	-4.8%	\$500,000	9.1%
HEMMANT	8	N/A	N/A	\$479,000	\$479,000	0.0%	\$385,000	24.4%
HENDRA	14	N/A	N/A	\$1,022,500	\$946,000	8.1%	\$710,000	44.0%
HIGHGATE HILL	5	N/A	N/A	\$1,141,119	\$1,071,250	6.5%	\$732,500	55.8%
HOLLAND PARK	25	\$781,000	7.4%	\$725,000	\$695,000	4.3%	\$499,999	45.0%
HOLLAND PARK WEST	21	\$732,700	16.3%	\$682,500	\$696,944	-2.1%	\$550,000	24.1%
INALA	36	\$368,000	1.7%	\$360,000	\$350,100	2.8%	\$272,000	32.4%

SALES MARKET - HOUSES <2400m ² (CONT'D)								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
INDOOROOPILLY	22	\$1,410,000	55.0%	\$852,750	\$854,444	-0.2%	\$726,000	17.5%
JAMBOREE HEIGHTS	10	N/A	N/A	\$504,300	\$471,750	6.9%	\$401,000	25.8%
JINDALEE	11	N/A	N/A	\$560,000	\$558,500	0.3%	\$465,000	20.4%
KALINGA	7	N/A	N/A	\$1,001,000	\$939,000	6.6%	\$860,000	16.4%
KANGAROO POINT	5	N/A	N/A	\$970,000	\$830,000	16.9%	\$637,500	52.2%
KARANA DOWNS	7	N/A	N/A	\$427,500	\$427,000	0.1%	\$390,500	9.5%
KARANA DOWNS ^	4	N/A	N/A	\$563,000	\$515,000	9.3%	\$457,500	23.1%
KEDRON	24	\$830,000	26.7%	\$727,500	\$643,750	13.0%	\$477,500	52.4%
KELVIN GROVE	11	N/A	N/A	\$777,000	\$777,500	-0.1%	\$606,500	28.1%
KENMORE	27	\$630,000	-5.6%	\$660,000	\$660,000	0.0%	\$518,750	27.2%
KENMORE HILLS	8	N/A	N/A	\$840,000	\$801,550	4.8%	\$640,000	31.3%
KEPERRA	23	\$511,300	-4.6%	\$536,000	\$491,350	9.1%	\$401,000	33.7%
KURABY	20	\$745,000	13.4%	\$691,000	\$668,000	3.4%	\$526,000	31.4%
LOTA	10	N/A	N/A	\$637,500	\$597,500	6.7%	\$481,500	32.4%
LUTWYCHE	4	N/A	N/A	\$765,000	\$756,000	1.2%	\$610,000	25.4%
MACGREGOR	14	N/A	N/A	\$730,000	\$780,000	-6.4%	\$508,000	43.7%
MACKENZIE	6	N/A	N/A	\$790,000	\$770,000	2.6%	\$615,500	28.4%
MANLY	17	N/A	N/A	\$790,000	\$805,000	-1.9%	\$618,000	27.8%
MANLY WEST	38	\$595,000	-2.9%	\$612,500	\$570,000	7.5%	\$467,000	31.2%
MANSFIELD	25	\$727,000	8.5%	\$664,444	\$625,250	6.3%	\$472,500	40.6%
MCDOWALL	7	N/A	N/A	\$630,000	\$630,000	0.0%	\$520,000	21.2%
MIDDLE PARK	10	N/A	N/A	\$588,750	\$589,750	-0.2%	\$462,500	27.3%
MILTON	2	N/A	N/A	N/A	\$937,000	N/A	\$696,000	30.7%
MITCHELTON	28	\$626,250	0.9%	\$640,000	\$619,000	3.4%	\$483,750	32.3%
MOGGILL	13	N/A	N/A	\$570,000	\$538,000	6.0%	\$465,000	22.6%
MOOROOKA	29	\$630,000	-2.4%	\$627,500	\$580,500	8.1%	\$476,750	31.6%
MORNINGSIDE	25	\$880,000	12.0%	\$780,250	\$727,330	7.3%	\$574,000	35.9%
MOUNT GRAVATT	8	N/A	N/A	\$652,000	\$632,500	3.1%	\$471,000	38.4%
MOUNT GRAVATT EAST	39	\$670,000	0.3%	\$640,000	\$593,000	7.9%	\$458,000	39.7%
MOUNT OMMANEY	5	N/A	N/A	\$879,000	\$822,500	6.9%	\$780,500	12.6%
MURARRIE	11	N/A	N/A	\$625,000	\$600,000	4.2%	\$509,500	22.7%
NEW FARM	11	N/A	N/A	\$1,400,000	\$1,632,000	-14.2%	\$1,097,500	27.6%
NEWMARKET	4	N/A	N/A	\$801,500	\$843,250	-5.0%	\$635,000	26.2%
NORMAN PARK	15	N/A	N/A	\$890,000	\$827,000	7.6%	\$636,500	39.8%
NORTHGATE	11	N/A	N/A	\$700,000	\$665,000	5.3%	\$426,500	64.1%
NUDGEE	14	N/A	N/A	\$633,010	\$618,000	2.4%	\$525,000	20.6%
NUNDAH	15	N/A	N/A	\$695,000	\$666,978	4.2%	\$565,000	23.0%
OXLEY	14	N/A	N/A	\$533,750	\$539,500	-1.1%	\$415,000	28.6%
PADDINGTON	21	\$912,500	-14.1%	\$1,002,500	\$964,500	3.9%	\$726,000	38.1%
PARKINSON	20	\$638,000	-0.6%	\$641,500	\$635,600	0.9%	\$505,000	27.0%
PULLENVALE ^	9	N/A	N/A	\$1,070,000	\$1,030,000	3.9%	\$978,000	9.4%
RED HILL	16	N/A	N/A	\$878,750	\$817,500	7.5%	\$667,500	31.6%
RICHLANDS	4	N/A	N/A	\$445,000	\$452,500	-1.7%	\$347,000	28.2%
RIVERHILLS	12	N/A	N/A	\$480,250	\$446,500	7.6%	\$417,000	15.2%
ROBERTSON	10	N/A	N/A	\$980,000	\$1,060,000	-7.6%	\$650,000	50.8%
ROCHEDALE	8	N/A	N/A	\$915,000	\$916,800	-0.2%	\$567,500	61.2%
ROCKLEA	4	N/A	N/A	\$401,000	\$382,500	4.8%	\$295,000	35.9%
RUNCORN	23	\$570,500	0.3%	\$565,000	\$545,000	3.7%	\$420,750	34.3%
SALISBURY	28	\$572,500	0.9%	\$565,000	\$541,000	4.4%	\$428,000	32.0%
SANDGATE	9	N/A	N/A	\$609,500	\$600,000	1.6%	\$522,500	16.7%
SEVEN HILLS	11	N/A	N/A	\$875,000	\$765,000	14.4%	\$557,500	57.0%
SEVENTEEN MILE ROCKS	15	N/A	N/A	\$757,500	\$697,500	8.6%	\$615,000	23.2%
SHERWOOD	12	N/A	N/A	\$885,000	\$900,000	-1.7%	\$680,000	30.1%
SHORNCLIFFE	5	N/A	N/A	\$770,000	\$682,500	12.8%	\$597,500	28.9%
SINNAMON PARK	21	\$709,500	3.9%	\$736,000	\$660,000	11.5%	\$561,500	31.1%
SPRING HILL	4	N/A	N/A	N/A	\$907,500	N/A	\$805,000	36.6%
ST LUCIA	9	N/A	N/A	\$1,267,000	\$1,020,000	24.2%	\$893,000	41.9%
STAFFORD	24	\$596,701	-5.3%	\$600,000	\$587,000	2.2%	\$436,000	37.6%
STAFFORD HEIGHTS	15	N/A	N/A	\$569,500	\$580,000	-1.8%	\$432,000	31.8%
STRETTON	9	N/A	N/A	\$762,500	\$789,400	-3.4%	\$654,000	16.6%
SUNNYBANK	15	N/A	N/A	\$747,500	\$720,000	3.8%	\$500,000	49.5%
SUNNYBANK HILLS	46	\$611,000	-12.7%	\$665,000	\$655,000	1.5%	\$470,000	41.5%
TAIGUM	10	N/A	N/A	\$533,000	\$484,750	10.0%	\$415,000	28.4%
TARINGA	9	N/A	N/A	\$950,000	\$892,500	6.4%	\$700,000	35.7%
TARRAGINDI	29	\$786,500	3.6%	\$775,000	\$721,000	7.5%	\$540,000	43.5%
TENERIFFE	5	N/A	N/A	\$2,585,000	\$1,950,000	32.6%	\$1,087,500	137.7%
TENNYSON	1	N/A	N/A	N/A	\$645,000	N/A	\$578,000	15

SALES MARKET - HOUSES <2400m ² (CONT'D)								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TINGALPA	25	\$531,500	2.2%	\$520,000	\$497,000	4.6%	\$417,250	24.6%
TOOWONG	20	\$900,000	-12.2%	\$845,000	\$790,000	7.0%	\$650,000	30.0%
UPPER KEDRON	7	N/A	N/A	\$610,000	\$615,000	-0.8%	\$543,500	12.2%
UPPER MOUNT GRAVATT	32	\$635,500	-6.2%	\$639,000	\$610,000	4.8%	\$460,000	38.9%
VIRGINIA	14	N/A	N/A	\$592,500	\$535,000	10.8%	\$430,000	37.8%
WAKERLEY	24	\$700,500	-6.0%	\$740,000	\$740,000	0.0%	\$613,750	20.6%
WAVELL HEIGHTS	40	\$730,000	7.2%	\$670,000	\$647,674	3.5%	\$490,000	36.7%
WEST END	9	N/A	N/A	\$1,125,000	\$1,060,000	6.1%	\$756,500	48.7%
WESTLAKE	9	N/A	N/A	\$713,500	\$667,000	7.0%	\$585,000	22.0%
WILSTON	9	N/A	N/A	\$1,150,000	\$1,100,000	4.6%	\$863,500	33.2%
WINDSOR	17	N/A	N/A	\$855,000	\$760,000	12.5%	\$589,999	44.9%
WISHART	27	\$754,250	11.5%	\$700,000	\$695,000	0.7%	\$500,000	40.0%
WOOLLOONGABBA	5	N/A	N/A	\$806,500	\$762,000	5.8%	\$587,500	37.3%
WOOLLOOWIN	14	N/A	N/A	\$792,500	\$732,500	8.2%	\$637,500	24.3%
WYNNUM	49	\$645,000	-1.1%	\$651,000	\$580,500	12.1%	\$485,000	34.2%
WYNNUM WEST	41	\$524,500	0.4%	\$527,500	\$510,250	3.4%	\$420,000	25.6%
YEERONGPILLY	2	N/A	N/A	\$765,000	\$672,500	13.8%	\$665,500	15.0%
YERONGA	9	N/A	N/A	\$890,000	\$820,000	8.5%	\$610,000	45.9%
ZILLMERE	17	N/A	N/A	\$461,000	\$460,000	0.2%	\$355,000	29.9%

SALES MARKET - UNITS & TOWNHOUSES								
BRISBANE (LGA)	1554	\$436,000	-1.7%	\$440,750	\$452,500	-2.6%	\$407,500	8.2%
ACACIA RIDGE	4	N/A	N/A	N/A	\$348,000	N/A	\$288,000	-4.5%
ALBION	12	N/A	N/A	\$495,000	\$465,000	6.5%	\$428,500	15.5%
ALDERLEY	10	N/A	N/A	\$388,000	\$480,000	-19.2%	\$392,500	-1.1%
ALGESTER	8	N/A	N/A	\$335,000	\$311,000	7.7%	\$289,500	15.7%
ANNERLEY	24	\$370,000	-26.0%	\$450,000	\$416,000	8.2%	\$386,500	16.4%
ASCOT	10	N/A	N/A	\$448,500	\$442,000	1.5%	\$390,000	15.0%
ASHGROVE	8	N/A	N/A	\$440,000	\$466,000	-5.6%	\$372,500	18.1%
ASPLEY	3	N/A	N/A	\$418,500	\$427,750	-2.2%	\$346,500	20.8%
AUCHENFLOWER	7	N/A	N/A	\$429,500	\$468,750	-8.4%	\$441,000	-2.6%
BALMORAL	10	N/A	N/A	\$503,500	\$532,500	-5.5%	\$484,251	4.0%
BANYO	1	N/A	N/A	N/A	\$506,000	N/A	\$477,500	-16.2%
BARDON	8	N/A	N/A	\$605,500	\$635,000	-4.7%	\$600,000	0.9%
BOWEN HILLS	28	\$512,250	-4.2%	\$490,000	\$460,500	6.4%	\$400,500	22.3%
BRACKEN RIDGE	4	N/A	N/A	\$337,500	\$385,000	-12.3%	\$320,000	5.5%
BRIDGEMAN DOWNS	4	N/A	N/A	\$485,000	\$459,999	5.4%	\$345,000	40.6%
BRISBANE CITY	79	\$502,500	-9.5%	\$500,000	\$490,000	2.0%	\$465,000	7.5%
BULIMBA	21	\$610,000	-7.6%	\$610,000	\$605,000	0.8%	\$549,000	11.1%
CALAMINALE	20	\$389,500	-1.9%	\$395,900	\$400,750	-1.2%	\$380,000	4.2%
CAMP HILL	8	N/A	N/A	\$575,000	\$585,000	-1.7%	\$465,000	23.7%
CANNON HILL	3	N/A	N/A	\$457,500	\$455,000	0.6%	\$508,000	-9.9%
CARINA	23	\$480,000	4.9%	\$460,250	\$470,000	-2.1%	\$412,000	11.7%
CARINA HEIGHTS	13	N/A	N/A	\$458,500	\$457,500	0.2%	\$433,000	5.9%
CARINDALE	2	N/A	N/A	\$530,000	\$567,500	-6.6%	\$419,000	26.5%
CARSELDINE	11	N/A	N/A	\$347,000	\$420,000	-17.4%	\$387,000	-10.3%
CHERMISIDE	44	\$420,000	0.0%	\$420,000	\$448,810	-6.4%	\$382,500	9.8%
CLAYFIELD	28	\$339,250	-3.1%	\$357,000	\$385,000	-7.3%	\$368,000	-3.0%
COOPERS PLAINS	3	N/A	N/A	\$410,000	\$427,750	-4.2%	\$360,000	13.9%
COORPAROO	34	\$454,250	16.5%	\$402,500	\$478,000	-15.8%	\$365,500	10.1%
CORINDA	3	N/A	N/A	\$470,100	\$441,000	6.6%	\$411,000	14.4%
DARRA	5	N/A	N/A	\$425,000	\$405,000	4.9%	\$280,000	51.8%
DOOLANDELLA	5	N/A	N/A	\$334,500	\$349,700	-4.4%	\$347,500	-3.7%
EAST BRISBANE	8	N/A	N/A	\$440,000	\$407,000	8.1%	\$425,000	3.5%
EIGHT MILE PLAINS	17	N/A	N/A	\$400,000	\$408,000	-2.0%	\$350,000	14.3%
ELLEN GROVE	6	N/A	N/A	\$349,000	\$347,500	0.4%	\$331,000	5.4%
ENOGERA	4	N/A	N/A	\$427,000	\$430,000	-0.7%	\$405,000	5.4%
EVERTON PARK	27	\$435,000	1.2%	\$440,000	\$449,300	-2.1%	\$417,500	5.4%
FAIRFIELD	5	N/A	N/A	N/A	\$447,500	N/A	\$417,500	8.4%
FITZGIBBON	2	N/A	N/A	\$366,500	\$360,000	1.8%	\$349,400	4.9%
FORTITUDE VALLEY	28	\$435,000	11.1%	\$399,000	\$442,000	-9.7%	\$412,000	-3.2%
GAYTHORNE	17	N/A	N/A	\$385,000	\$443,250	-13.1%	\$386,450	-0.4%
GORDON PARK	3	N/A	N/A	\$325,500	\$375,000	-13.2%	\$349,500	-6.9%
GREENSLOPES	14	N/A	N/A	\$455,000	\$480,000	-5.2%	\$350,000	30.0%
HAMILTON	33	\$488,750	-1.3%	\$549,999	\$560,000	-1.8%	\$480,000	14.6%
HAWTHORNE	6	N/A	N/A	\$540,000	\$550,000	-1.8%	\$470,000	14.9%
HENDRA	6	N/A	N/A	N/A	\$575,000	N/A	\$505,000	20.7%
HIGHGATE HILL	12	N/A	N/A	\$562,000	\$525,750	6.9%	\$452,000	24.3%

SALES MARKET - UNITS & TOWNHOUSES (CONT'D)								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
HOLLAND PARK WEST	5	N/A	N/A	\$432,500	\$455,000	-5.0%	\$330,000	31.1%
INDOOROPILLY	14	N/A	N/A	\$490,000	\$515,250	-4.9%	\$410,000	19.5%
KANGAROO POINT	36	\$502,500	-5.2%	\$525,000	\$525,000	0.0%	\$465,000	12.9%
KEDRON	16	N/A	N/A	\$420,000	\$447,500	-6.2%	\$395,000	6.3%
KELVIN GROVE	16	N/A	N/A	\$423,750	\$457,000	-7.3%	\$469,000	-9.6%
LUTWYCHE	9	N/A	N/A	\$470,000	\$486,500	-3.4%	\$422,500	11.2%
MANLY	5	N/A	N/A	\$542,500	\$472,500	14.8%	\$345,000	57.2%
MANLY WEST	4	N/A	N/A	\$435,000	\$429,000	1.4%	\$399,900	8.8%
MCDOWALL	3	N/A	N/A	N/A	\$400,000	N/A	\$422,500	-12.4%
MILTON	19	N/A	N/A	\$467,500	\$555,000	-15.8%	\$479,000	-2.4%
MITCHELTON	8	N/A	N/A	\$439,000	\$439,000	0.0%	\$353,500	24.2%
MOOROOKA	10	N/A	N/A	\$383,500	\$422,000	-9.1%	\$373,000	2.8%
MORNINGSIDE	26	\$460,000	-1.9%	\$478,000	\$483,250	-1.1%	\$435,000	9.9%
MOUNT GRAVATT	4	N/A	N/A	\$469,000	\$460,000	2.0%	\$430,000	9.1%
MOUNT GRAVATT EAST	20	\$381,600	-14.3%	\$456,101	\$458,000	-0.4%	\$381,000	19.7%
MURARRIE	12	N/A	N/A	\$529,500	\$552,500	-4.2%	\$676,554	-21.7%
NEW FARM	34	\$508,500	-15.3%	\$586,648	\$558,500	5.0%	\$480,000	22.2%
NEWMARKET	7	N/A	N/A	\$445,000	\$450,000	-1.1%	\$397,500	11.9%
NEWSTEAD	15	N/A	N/A	\$594,896	\$600,000	-0.9%	\$527,000	12.9%
NORMAN PARK	11	N/A	N/A	\$575,000	\$565,000	1.8%	\$448,000	28.3%
NORTHGATE	4	N/A	N/A	\$358,750	\$384,000	-6.6%	\$402,000	-10.8%
NUNDAH	31	\$394,000	-9.7%	\$434,000	\$440,000	-1.4%	\$365,495	18.7%
OXLEY	7	N/A	N/A	\$441,750	\$366,250	20.6%	\$368,000	20.0%
PADDINGTON	15	N/A	N/A	\$525,000	\$537,500	-2.3%	\$447,500	17.3%
RED HILL	2	N/A	N/A	\$463,500	\$500,000	-7.3%	\$407,000	13.9%
RICHLANDS	8	N/A	N/A	\$361,450	\$355,000	1.8%	\$335,000	7.9%
ROCHEDALE	8	N/A	N/A	\$450,000	\$520,000	-13.5%	\$389,900	15.4%
RUNCORN	15	N/A	N/A	\$360,000	\$360,000	0.0%	\$323,750	11.2%
SALISBURY	7	N/A	N/A	\$470,630	\$455,000	3.4%	\$389,000	21.0%
SHERWOOD	9	N/A	N/A	\$457,500	\$463,000	-1.2%	\$425,225	7.6%
SOUTH BRISBANE	57	\$619,000	3.2%	\$539,000	\$496,858	8.5%	\$431,000	25.1%
SPRING HILL	24	\$338,000	-18.6%	\$409,250	\$423,750	-3.4%	\$381,000	7.4%
ST LUCIA	23	\$422,000	1.1%	\$453,000	\$455,000	-0.4%	\$486,000	-6.8%
STAFFORD	5	N/A	N/A	\$383,500	\$432,500	-11.3%	\$370,000	3.6%
SUNNYBANK HILLS	7	N/A	N/A	\$368,000	\$370,000	-0.5%	\$358,500	2.6%
TAIGUM	3	N/A	N/A	\$328,000	\$370,000	-11.4%	\$305,000	7.5%
TARINA	23	\$470,000	19.8%	\$420,000	\$432,000	-2.8%	\$400,750	4.8%
TENERIFFE	28	\$535,000	-14.0%	\$592,500	\$657,500	-9.9%	\$542,500	9.2%
THE GAP	5	N/A	N/A	N/A	\$460,000	N/A	\$415,000	17.4%
TINGALPA	14	N/A	N/A	\$378,000	\$366,500	3.1%	\$328,000	15.2%
TOOWONG	28	\$420,000	-1.1%	\$447,000	\$475,000	-5.9%	\$432,750	3.3%
UPPER MOUNT GRAVATT	9	N/A	N/A	\$455,000	\$468,000	-2.8%	\$390,000	16.7%
WAKERLEY	6	N/A	N/A	\$440,000	\$425,000	3.5%	\$420,000	4.8%
WEST END	81	\$555,000	11.0%	\$500,000	\$565,000	-11.5%	\$512,500	-2.4%
WINDSOR	12	N/A	N/A	\$492,000	\$495,000	-0.6%	\$377,500	30.3%
WISHART	14	N/A	N/A	\$460,000	\$466,500	-1.4%	\$340,000	35.3%
WOOLLOONGABBA	21	\$438,000	-2.9%	\$452,000	\$490,000	-7.8%	\$427,000	5.9%
WYNNUM	17	N/A	N/A	\$445,000	\$455,000	-2.2%	\$380,000	17.1%
WYNNUM WEST	7	N/A	N/A	\$338,000	\$342,000	-1.2%	\$292,500	15.6%
YERONGA	11	N/A	N/A	\$427,500	\$489,000	-12.6%	\$406,000	5.3%
YEERONGPILLY	6	N/A	N/A	\$449,000	\$510,000	-12.0%	\$395,250	13.6%
ZILLMERE	11	N/A	N/A	\$350,000	\$370,000	-5.4%	\$367,500	-4.8%

SALES MARKET - VACANT LAND <2400m ²								
BRISBANE (LGA)	112	\$429,000	0.1%	\$420,000	\$370,000	13.5%	\$295,000	42.4%
BRISBANE (LGA) ^	5	N/A	N/A	\$730,000	\$1,000,000	-27.0%	\$675,000	8.1%
BRIDGEMAN DOWNS	4	N/A	N/A	\$430,000	\$370,000	16.2%	\$350,000	22.9%
CARINDALE	1	N/A	N/A	N/A	\$532,750	N/A	\$515,000	8.7%
FITZGIBBON	1	N/A	N/A	\$170,000	\$175,000	-2.9%	\$198,380	-14.3%
HEATHWOOD	2	N/A	N/A	\$310,000	\$290,000	6.9%	\$260,000	19.2%
KENMORE	0	N/A	N/A	N/A	\$470,000	N/A	\$390,000	39.7%
KURABY	0	N/A	N/A	N/A	\$376,650	N/A	\$325,500	44.4%
ROCHEDALE	24	\$452,500	-6.9%	\$465,500	\$445,000	4.6%	\$340,000	36.9%
UPPER KEDRON	0	N/A	N/A	\$395,000	\$368,250	7.3%	\$350,000	12.9%

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BRISBANE CITY	\$420	2771	\$430	2914	\$400	2871
	BAYSIDE	\$420	145	\$420	123	\$400	139
4178	LINDUM/LYTTON/WYNNUM	\$418	92	\$410	75	\$400	77
4179	LOTA/MANLY	\$420	53	\$430	48	\$400	62
	CITY - INNER	\$510	221	\$540	242	\$540	227
4000	BRISBANE CITY/SPRING HILL	\$528	22	\$598	24	\$595	15
4005	NEW FARM/TENERIFFE	\$780	16	\$663	22	\$600	17
4006	BOWEN HILLS/VALLEY/HERSTON/NEWSTEAD	\$450	17	\$580	7	\$580	10
4064	MILTON/PADDINGTON/ROSALIE	\$520	47	\$540	53	\$575	47
4066	AUCHENFLOWER/MTCOOTH/TOOWONG	\$488	36	\$498	38	\$450	45
4067	IRONSIDE/ST LUCIA	\$420	9	\$450	11	\$400	7
4101	HIGHGATE HILL/SOUTH BRIS/WEST END	\$520	24	\$535	24	\$550	28
4102	BURANDA/DUTTON PARK/WOOLOONGABBA	\$500	19	\$500	27	\$490	21
4169	EAST BRIS/KANGAROO POINT	\$520	31	\$523	36	\$500	37
	NORTH - INNER	\$450	268	\$470	317	\$440	316
4007	ASCOT/HAMILTON	\$500	17	\$630	15	\$500	25
4010	ALBION/BREAKFAST CREEK	\$450	7	\$460	11	\$440	12
4011	CLAYFIELD/HENDRA	\$520	23	\$580	27	\$465	48
4012	NUNDAH/TOOMBUL/WAVELL HEIGHTS	\$445	73	\$453	78	\$400	54
4030	LUTWYCHE/WINDSOR/WOOLLOOWIN	\$458	42	\$475	49	\$480	50
4031	GORDON PARK/KEDRON	\$460	38	\$450	50	\$400	39
4051	ALDERLEY/ENOGERRA/GAYTHORNE/GRANGE/NEWMARKET/WILSTON	\$450	67	\$475	87	\$440	87
	NORTH - OUTER	\$395	397	\$400	360	\$380	409
4013	NORTHGATE	\$480	11	\$440	13	\$410	14
4014	BANYO/NUDGEE/VIRGINIA	\$425	44	\$400	41	\$375	51
4017	BRACKEN RIDGE/BRIGHTON/DEAGON/SANDGATE	\$393	96	\$400	103	\$370	114
4018	FITZGIBBON/TAIGUM	\$390	38	\$405	30	\$380	24
4032	CHERMSIDE/CRAIGSLEA	\$420	55	\$400	43	\$375	65
4034	ASPLEY/BOONDAL/GEEBUNG/ZILLMERE	\$390	136	\$395	112	\$380	123
4036	BALD HILLS	\$380	17	\$388	18	\$360	18
	NORTH WEST - INNER	\$500	85	\$500	115	\$505	119
4059	BALLYMORE/ITHACA/KELVIN GROVE/RED HILL	\$523	34	\$500	42	\$520	50
4060	ASHGROVE/DORRINGTON/ST JOHNS WOOD	\$490	37	\$500	38	\$475	39
4065	BARDON/JUBILEE/RAINWORTH	\$498	14	\$500	35	\$540	30
	NORTH WEST - OUTER	\$430	254	\$425	267	\$400	237
4053	BROOKSIDE/EVERTON PARK/MCDOWALL/STAFFORD	\$420	167	\$420	192	\$400	153
4054	ARANA HILLS/KEPERRA	\$425	59	\$410	45	\$380	44
4061	THE GAP	\$470	28	\$470	30	\$400	40
	SOUTH - INNER	\$430	333	\$435	352	\$410	326
4103	ANERLEY/FAIRFIELD	\$460	34	\$450	37	\$435	34
4104	YERONGA	\$455	12	\$440	16	\$460	12
4105	CLIFTON HILL/MOOROOKA/TENNYSON	\$440	45	\$430	59	\$390	41
4120	GREENSLOPES/STONES CORNER	\$450	25	\$450	25	\$430	34
4121	EKIBIN/HOLLAND PARK/TARRAGINDI/WELLERS HILL	\$450	68	\$448	84	\$420	83
4122	MANSFIELD/MT GRAVATT/WISHART	\$420	147	\$420	127	\$390	122
	SOUTH - OUTER	\$385	329	\$393	328	\$380	305
4106	BRISBANE MARKET/ROCKLEA	\$370	15	\$360	16	\$330	12
4107	SAUSURY	\$410	29	\$420	25	\$360	20
4108	ARCHERFIELD/COOPERS PLAINS	\$390	20	\$390	32	\$370	31
4109	ALTANDI/MACGREGOR/ROBERTSON/SUNNYBANK	\$395	108	\$400	95	\$390	95
4110	ACACIA RIDGE/LARAPINTA/WILLAWONG	\$350	46	\$350	53	\$335	49
4112	KURABY	\$390	6	N/A	4	\$370	10
4113	EIGHT MILES PLAINS/RUNCORN	\$390	63	\$400	62	\$380	55
4115	ALGESTER/PARKINSON	\$383	18	\$405	18	\$380	18
4116	CALAMVALE/DREWVALE/STREITON	\$410	24	\$400	23	\$390	15
	SOUTH EAST - INNER	\$455	259	\$465	321	\$450	266
4151	COORPAROO	\$490	28	\$465	46	\$430	43
4152	CAMP HILL/CARINA/CARINDALE	\$450	106	\$460	125	\$430	98
4170	CANNON HILL/MORNINGSIDE/NORMAN PARK	\$450	76	\$475	101	\$460	77
4171	BALMORAL/BULIMBA/HAWTHORNE	\$510	30	\$530	27	\$555	34
4172	MURARRIE	\$440	19	\$400	22	\$400	14
	SOUTH EAST - OUTER	\$430	50	\$425	43	\$420	44
4153	BELMONT	\$450	7	N/A	3	\$450	5
4154	GUMDALE/RANSOME/WAKERLEY	N/A	4	\$455	6	\$440	9
4173	TINGALPA	\$420	29	\$420	24	\$390	22
4174	DOBOY/HEMANT	\$400	9	\$420	8	\$410	8

RENTAL MARKET - 3 BED HOUSES (CONT'D)							
POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SOUTH WEST - INNER	\$430	111	\$450	110	\$420	122
4068	CHELMER/INDOOROOPIILY/TARINGA	\$465	43	\$475	45	\$470	45
4075	CORINDA/GRACEVILLE/OXLEY/SHERWOOD	\$420	68	\$430	65	\$400	77
	SOUTH WEST - OUTER	\$365	319	\$370	336	\$350	361
4069	BROOKFIELD/CHAPEL HILL/KENMORE	\$423	32	\$480	45	\$430	42
4070	ANSTEAD/BELLBOWRIE/MOGGILL	\$385	8	\$400	13	\$380	13
4073	SEVENTEEN MILE ROCKS/SINNAMON PARK	\$440	13	\$400	19	\$380	14
4074	JINDALEE/MTOMMANEY/SUMNER/WESTLAKE	\$400	65	\$400	57	\$390	67
4076	DARRA/WACOL	\$330	33	\$345	20	\$325	32
4077	DOOLANDELLA/DURACK/INALA/RICHLANDS	\$330	74	\$325	75	\$300	72
4078	FOREST LAKE/CAROLE PARK	\$360	94	\$360	107	\$340	121

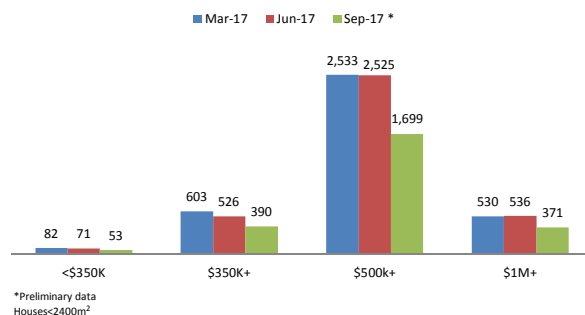
RENTAL MARKET - 2 BED UNITS							
	BRISBANE CITY	\$410	6149	\$400	5673	\$395	4342
	BAYSIDE	\$395	77	\$350	51	\$320	55
4178	LINDUM/LYTTON/WYNNUM	\$395	56	\$350	31	\$320	38
4179	LOTA/MANLY	\$340	21	\$340	20	\$320	17
	CITY - INNER	\$480	2671	\$480	2353	\$490	1742
4000	BRISBANE CITY/SPRING HILL	\$530	374	\$550	354	\$585	285
4005	NEW FARM/TENERIFFE	\$480	321	\$493	310	\$530	300
4006	BOWEN HILLS/VALLEY/HERSTON/NEWSTEAD	\$465	624	\$490	465	\$490	255
4064	MILTON/PADDINGTON/ROSALIE	\$413	114	\$420	113	\$400	59
4066	AUCHENFLOWER/MTCOOTH/TOOWONG	\$415	242	\$400	223	\$395	190
4067	IRONSIDE/ST LUCIA	\$410	115	\$430	124	\$420	134
4101	HIGHGATE HILL/SOUTH BRIS/WEST END	\$500	458	\$500	359	\$510	282
4102	BURANDA/DUTTON PARK/WOOLOONGABBA	\$480	179	\$475	175	\$430	49
4169	EAST BRIS/KANGAROO POINT	\$450	239	\$455	230	\$480	186
	NORTH - INNER	\$375	1228	\$380	1210	\$355	838
4007	ASCOT/HAMILTON	\$400	193	\$430	205	\$420	142
4010	ALBION/BREAKFAST CREEK	\$450	63	\$450	82	\$450	54
4011	CLAYFIELD/HENDRA	\$330	140	\$340	134	\$340	146
4012	NUNDAH/TOOMBUL/WAVELL HEIGHTS	\$380	266	\$375	225	\$350	191
4030	LUTWYCHE/WINDSOR/WOOLLOOWIN	\$400	317	\$380	241	\$330	100
4031	GORDON PARK/KEDRON	\$340	109	\$360	132	\$335	72
4051	ALDERLEY/ENOGERRA/GAYTHORNE/GRANGE/NEWMARKET/WILSTON	\$340	139	\$350	191	\$360	133
	NORTH - OUTER	\$350	347	\$350	293	\$340	255
4013	NORTHGATE	\$300	29	\$320	35	\$320	33
4014	BANYO/NUDGEE/VIRGINIA	\$355	6	\$305	12	\$370	7
4017	BRACKEN RIDGE/BRIGHTON/DEAGON/SANDGATE	\$300	18	\$305	20	\$305	20
4018	FITZGIBBON/TAIGUM	\$323	16	N/A	4	\$340	6
4032	CHERMSIDE/CRAIGSLEA	\$385	196	\$390	141	\$360	134
4034	ASPLEY/BOONDAL/GEEBUNG/ZILLMERE	\$338	82	\$345	81	\$330	55
	NORTH WEST - INNER	\$425	187	\$405	191	\$400	130
4059	BALLYMORE/ITHACA/KELVIN GROVE/RED HILL	\$480	129	\$425	120	\$440	86
4060	ASHGROVE/DORRINGTON/ST JOHNS WOOD	\$400	40	\$395	49	\$345	37
4065	BARDON/JUBILEE/RAINWORTH	\$460	18	\$415	22	\$340	7
	NORTH WEST - OUTER	\$350	127	\$370	93	\$340	86
4053	BROOKSIDE/EVERTON PARK/MCDOWALL/STAFFORD	\$350	117	\$370	89	\$340	84
	SOUTH - INNER	\$375	576	\$365	501	\$350	434
4103	ANERLEY/FAIRFIELD	\$345	111	\$350	119	\$335	90
4104	YERONGA	\$340	51	\$368	36	\$344	49
4105	CLIFTON HILL/MOOROOKA/TENNYSON	\$358	74	\$350	82	\$350	76
4120	GREENSLOPES/STONES CORNER	\$373	150	\$360	105	\$340	99
4121	EKIBIN/HOLLAND PARK/TARRAGINDI/WELLERS HILL	\$358	36	\$350	41	\$330	32
4122	MANSFIELD/MT GRAVATT/WISHART	\$415	151	\$415	117	\$390	85
	SOUTH - OUTER	\$380	67	\$335	64	\$340	60
4106	BRISBANE MARKET/ROCKLEA	N/A	3	\$285	5	N/A	4
4108	ARCHERFIELD/COOPERS PLAINS	\$410	17	\$420	15	N/A	3
4109	ALTANDI/MACGREGOR/ROBERTSON/SUNNYBANK	\$350	22	\$370	20	\$395	35
4113	EIGHT MILES PLAINS/RUNCORN	\$460	11	\$450	5	N/A	1
4115	ALGESTER/PARKINSON	\$300	7	\$308	10	\$285	8
	SOUTH EAST - INNER	\$380	524	\$390	560	\$370	434
4151	COORPAROO	\$350	158	\$360	177	\$350	169
4152	CAMP HILL/CARINA/CARINDALE	\$385	52	\$380	62	\$360	55
4170	CANNON HILL/MORNINGSIDE/NORMAN PARK	\$400	186	\$400	182	\$375	88
4171	BALMORAL/BULIMBA/HAWTHORNE	\$400	118	\$395	119	\$420	119
	SOUTH EAST - OUTER	\$315	6	\$350	11	\$310	10

RENTAL MARKET - 2 BED UNITS (CONT'D)							
POST CODE	LOCALITY*	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
4173	TINGALPA	N/A	3	N/A	4	\$310	6
	SOUTH WEST - INNER	\$390	324	\$385	326	\$380	280
4068	CHELMER/INDOOROOPILLY/TARINGA	\$395	240	\$395	265	\$385	219
4075	CORINDA/GRACEVILLE/OXLEY/SHERWOOD	\$365	84	\$360	61	\$330	61
	SOUTH WEST - OUTER	\$320	15	\$325	20	\$300	18
4069	BROOKFIELD/CHAPEL HILL/KENMORE	\$355	5	N/A	3	N/A	3
4074	JINDALEE/MTOMMANEY/SUMNER/WESTLAKE	N/A	3	\$325	8	N/A	4
4078	FOREST LAKE/CAROLE PARK	N/A	3	\$330	5	\$325	7

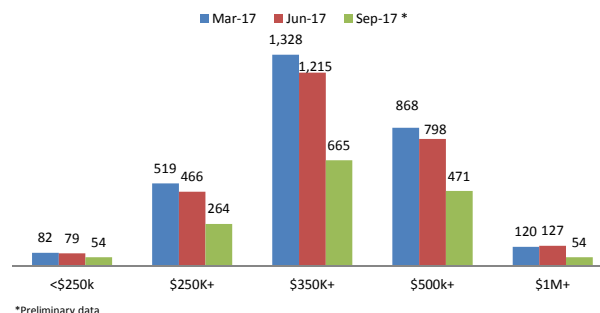
RENTAL MARKET - 3 BED TOWNHOUSES							
	BRISBANE CITY	\$410	2004	\$410	1836	\$400	1424
	BAYSIDE	\$405	83	\$400	89	\$390	66
4178	LINDUM/LYTTON/WYNNUM	\$400	50	\$403	62	\$380	40
4179	LOTA/MANLY	\$410	33	\$395	27	\$405	26
	CITY - INNER	\$550	81	\$570	59	\$580	54
4000	BRISBANE CITY/SPRING HILL	N/A	1	\$610	7	\$550	6
4005	NEW FARM/TENERIFFE	\$750	11	\$700	10	\$700	7
4006	BOWEN HILLS/VALLEY/HERSTON/NEWSTEAD	\$540	9	\$550	11	\$495	7
4064	MILTON/PADDINGTON/ROSALIE	\$635	5	\$553	6	\$595	6
4066	AUCHENFLOWER/MTCOOTHA/TOOWONG	\$540	21	\$520	8	\$560	7
4067	IRONSIDE/ST LUCIA	\$600	11	\$545	8	\$535	9
4101	HIGHGATE HILL/SOUTH BRIS/WEST END	\$310	17	\$775	5	N/A	3
4169	EAST BRIS/KANGAROO POINT	\$495	6	N/A	4	\$590	7
	NORTH - INNER	\$480	136	\$470	131	\$460	97
4007	ASCOT/HAMILTON	\$525	16	\$532	10	\$550	12
4011	CLAYFIELD/HENDRA	\$550	15	\$510	17	\$510	8
4012	NUNDAH/TOOMBUL/WAVELL HEIGHTS	\$470	21	\$435	22	\$385	23
4030	LUTWYCHE/WINDSOR/WOOLDOWIN	\$495	10	\$495	9	\$450	5
4031	GORDON PARK/KEDRON	\$450	31	\$450	29	\$455	24
4051	ALDERLEY/ENOGERRA/GAYTHORNE/GRANGE/NEWMARKET/WILSTON	\$470	43	\$480	43	\$475	22
	NORTH - OUTER	\$385	276	\$390	243	\$380	171
4013	NORTHGATE	\$420	6	\$500	14	\$420	8
4017	BRACKEN RIDGE/BRIGHTON/DEAGON/SANDGATE	\$373	52	\$375	41	\$360	44
4018	FITZGIBBON/TAIGUM	\$385	85	\$395	65	\$390	37
4032	CHERMSIDE/CRAIGSLEA	\$420	23	\$425	31	\$440	33
4034	ASPLEY/BOONDAL/GEEBUNG/ZILLMERE	\$390	86	\$385	81	\$380	49
4036	BALD HILLS	\$350	14	\$300	7	\$0	0
	NORTH WEST - INNER	\$495	14	\$500	13	\$490	21
4059	BALLYMORE/ITHACA/KELVIN GROVE/RED HILL	\$480	10	\$510	8	\$480	7
4060	ASHGROVE/DORRINGTON/ST JOHNS WOOD	N/A	1	N/A	3	\$450	8
4065	BARDON/JUBILEE/RAINWORTH	N/A	3	N/A	2	\$510	6
	NORTH WEST - OUTER	\$433	60	\$420	86	\$420	37
4053	BROOKSIDE/EVERTON PARK/MCDOWALL/STAFFORD	\$435	50	\$420	70	\$420	25
4054	ARANA HILLS/KEPERRA	\$425	6	\$360	5	\$365	6
4061	THE GAP	N/A	4	\$470	11	\$550	6
	SOUTH - INNER	\$450	222	\$440	148	\$420	149
4103	ANNNERLEY/FAIRFIELD	\$480	32	\$510	28	\$480	20
4104	YERONGA	\$480	23	\$500	15	\$455	19
4105	CLIFTON HILL/MOOROOKA/TENNYSON	\$428	26	\$420	23	\$450	17
4120	GREENSLOPES/STONES CORNER	\$500	24	\$465	8	\$490	10
4121	EKIBIN/HOLLAND PARK/TARRAGINDI/WELLERS HILL	\$445	14	\$430	17	\$400	12
4122	MANSFIELD/MT GRAVATT/WISHART	\$438	102	\$430	57	\$410	71
	SOUTH - OUTER	\$395	462	\$395	407	\$390	333
4107	SALISBURY	\$420	27	N/A	4	\$470	5
4109	ALTANDI/MACGREGOR/ROBERTSON/SUNNYBANK	\$420	61	\$410	74	\$405	65
4110	ACACIA RIDGE/LARAPINTA/WILLAWONG	\$373	52	\$375	39	N/A	1
4112	KURABY	\$378	18	\$385	19	\$365	18
4113	EIGHT MILES PLAINS/RUNCORN	\$403	114	\$420	119	\$400	144
4115	ALGESTER/PARKINSON	\$390	49	\$380	40	\$370	33
4116	CALAMVALE/DREWVALE/STRETTON	\$390	134	\$385	108	\$380	67
	SOUTH EAST - INNER	\$495	271	\$480	272	\$460	210
4151	COORPAROO	\$510	16	\$530	16	\$500	19
4152	CAMP HILL/CARINA/CARINDALE	\$460	121	\$458	116	\$435	110
4170	CANNON HILL/MORNINGSIDE/NORMAN PARK	\$500	79	\$498	100	\$500	48
4171	BALMORAL/BULIMBA/HAWTHORNE	\$600	37	\$535	32	\$550	22
4172	MURARRIE	\$510	18	\$498	8	\$480	11

RENTAL MARKET - 3 BED TOWNHOUSES (CONT'D)							
POST CODE	LOCALITY*	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SOUTH EAST - OUTER	\$410	50	\$420	52	\$400	80
4153	BELMONT	N/A	2	\$430	10	\$425	8
4154	GUMDALE/RANSOME/WAKERLEY	\$410	30	\$420	28	\$405	46
4173	TINGALPA	\$410	13	\$408	14	\$375	22
	SOUTH WEST - INNER	\$435	66	\$450	70	\$440	53
4068	CHELMER/INDOOROOPILLY/TARINGA	\$520	25	\$503	26	\$550	21
4075	CORINDA/GRACEVILLE/OXLEY/SHERWOOD	\$395	41	\$395	44	\$395	32
	SOUTH WEST - OUTER	\$350	283	\$350	266	\$350	153
4069	BROOKFIELD/CHAPEL HILL/KENMORE	N/A	4	\$465	8	N/A	3
4073	SEVENTEEN MILE ROCKS/SINNAMON PARK	\$440	5	\$430	9	\$405	11
4074	JINDALEE/MTOMMANEY/SUMNER/WESTLAKE	\$400	16	\$395	20	\$380	13
4076	DARRA/WACOL	\$378	14	\$383	12	N/A	1
4077	DOOLANDELLA/DURACK/INALA/RICHLANDS	\$350	188	\$350	147	\$340	107
4078	FOREST LAKE/CAROLE PARK	\$349	55	\$349	70	\$350	18

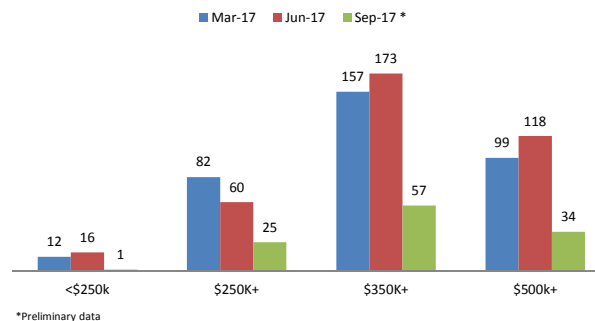
BRISBANE LGA HOUSE SALES



BRISBANE LGA UNIT SALES



BRISBANE LGA LAND SALES



Gold Coast

The Gold Coast housing market has delivered moderate and sustainable growth for the past year and the past five years. Quarterly data is volatile and does not necessarily provide a consistent indication of long-term trends, so the quarterly slip of 2.4 per cent to \$605,000 is not given much relevance.

The annual median price growth is a more meaningful figure for trend analysis. This figure revealed an annual growth in house price of 7.3 per cent, to reach a new price record of \$606,000. This growth positioned the Gold Coast as the second-best performer of all the local government areas analysed in the QMM.

The unit price also slipped 1.3 per cent over the September quarter. However, the annual unit price grew a moderate and sustainable 4.4 per cent, to an annual median unit price of \$420,000.

Based on annual figures, the Gold Coast house (including acreage houses), unit and land markets are the third most expensive in Queensland.

The region is now ready to host the Commonwealth Games with a number of key milestones achieved over the past few months, in particular the Stage 2 Gold Coast light rail completion and service delivery and the handover of the Athletes Village to the State Government in October.

Another sign of the regional economic strength and positive outlook is the selection of the Gold Coast as the TV Logie Awards hosting city for the next four years. The regional economic benefits extend beyond the announced \$40 million publicity contracts for Queensland.

In response to the heavy demand for housing, the regional blueprint will most likely continue expanding. According to Cordell Connect, the Gold Coast has two potential masterplan communities in the pipeline. The \$1 billion Norwood Valley masterplan city is under early planning stage and the \$500 million Pacific View Estate masterplan community is currently under development approval.

The lasting and positive legacy of the Commonwealth Games has been a topic of discussion over the past few months. The State Government has announced projected economic benefits in the vicinity of \$4 billion along with a worldwide audience of 1.5 billion people, which will promote the country, state and regional tourism industry.

The Deloitte Access Economics data for June 2016 has pointed out the tourism industry as a key contributor to the Gold Coast economy, adding \$5 billion or the equivalent to 17 per cent of the Gross Regional Product and supporting 46,000 jobs or 17.5 per cent of the regional employment.

The rental market performance is strong and in favour of investors as supply increases at a slower pace than demand.

The prognosis of the property sector in the region is promising. The house and unit market are classed as rising.

There is no doubt that the post-Comm Games legacy for the regional economy will be a strengthened tourism sector and improved housing market conditions.

HOUSE MARKET (<2400m²)

The Gold Coast house market offers affordability coupled with a desirable lifestyle. The annual median house price increased 7.3 per cent to a new high of \$606,000 over the past year.

Over the past five years, the Gold Coast has been the second-strongest performer of the areas analysed in the QMM, with the median house price increasing a solid 33.1 per cent (from an annual median of \$455,000 in September 2012). The Gold Coast is the second-largest market for houses throughout the state, selling 6610 houses for the 12 months to September.

The number of \$1 million-plus suburbs held steady at six. For the past three months, the top-two most expensive sales in Queensland were for houses in Paradise Point and Mermaid Beach, reaching a sale price of \$8 million and \$5.625 million.

Top medium-term performers – Sep 2012 to Sep 2017:

- Clear Island Waters (71.3%, \$1.165 million)
- Mermaid Beach (65.7%, \$1.532 million)
- Broadbeach Waters (65.4%, \$1.1 million)
- Miami (63.6%, \$752,500)
- Bundall (58.1%, \$1.075 million)

Four of the top five medium-term performer suburbs have a median sale price above \$1 million. Clear Island Waters is the best medium-term performer in the Gold Coast with a cumulative five-year house price growth of 71.3 per cent, which is equivalent to a compound annual growth of 11.4 per cent.

Affordable houses:

Affordable houses in the range of \$440,000 to \$485,000 are usually found in the suburbs of Nerang, Jacobs Well, Coomera, Ormeau and Upper Coomera. The increasing demand for housing continued putting upward pressure on the affordable price range.

General activity:

The most active price point for the house market was the \$500,000 to \$750,000 bracket.

The volume of sales slipped 8 per cent from 1845 in March to 1697 June. Preliminary data for September revealed a similar downward trend to 1229 sales over the quarter. This is still subject to review based on final data.

The volume of listings showed minor supply contraction, with house listing falling slightly from 10,583 in August 2016 to 10,532 in August 2017. This was not a typical behaviour throughout the state as only three more regions (Sunshine Coast LGA, Sunshine Coast SD and Moreton Bay) recorded a fall in listings.

Median days on market and median vendor discounting improved slightly, to 33 days and 4.1 per cent for the 12 months to August (See page 68 for additional On The Market tables and graphs). The Gold Coast is the second-fastest region to reach a house sale, following Brisbane LGA.

“Another sign of the regional economic strength and positive outlook is the selection of the Gold Coast as the TV Logie Awards hosting city for the next four years.”

UNIT MARKET

The Gold Coast unit market increased 4.4 per cent, from \$402,500 in September 2016 to \$420,000 in September 2017. This compares with an annual median of \$355,000 five years ago.

The Gold Coast is the largest unit market in Queensland, reaching nearly 11,000 unit sales for the past year. The most active point for the unit market was the \$350,000 to \$500,000.

Despite the increasing stock on market, other market trend indicators showed characteristics of an active market. Median days on market fell from 51 days in August 2016 to 45 days in August 2017. Median vendor discounting showed a similar trend with the discount falling to 4.2 per cent for August 2017 (See page 69 for additional On The Market tables and graphs).

RENTAL MARKET

The Gold Coast rental market has generally operated within the tight range for the past four years, with vacancies sitting at 1.9 per cent for the September quarter.

The small increase in rental stock compared with an increasing demand was a contributor to the tight vacancy rates and the higher rents. The bonds data revealed an increase of 2 per cent in the rental supply, from 76,470 in September 2016 to 77,970 in September 2017.

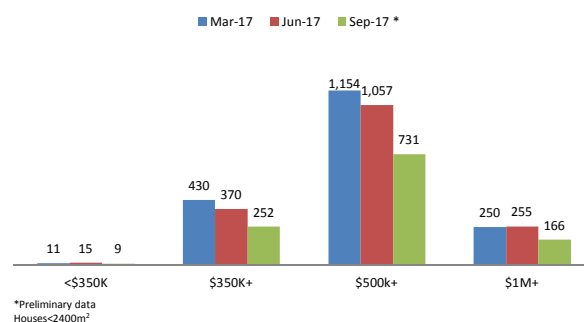
The Gold Coast remained as the most expensive rental market in Queensland for three-bedroom houses and two-bedroom units. Property investors' confidence is optimistic as vacant properties are generally relet in the first two weeks and in some instances with vacancies being shorter than a week.

Rents for three-bedroom houses, three-bedroom townhouses and two-bedroom units increased from \$5 to \$10 a week over the past quarter.

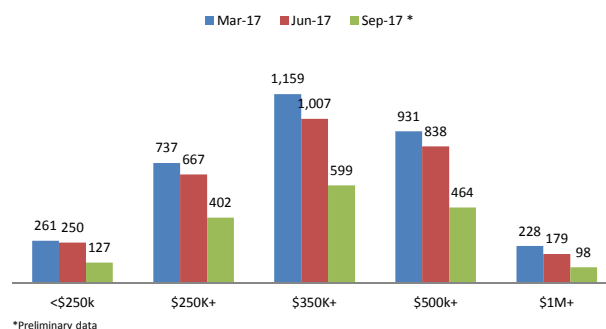
For the past year, rents in the region generally increased between 4 per cent and 6.5 per cent, supporting indicative gross rental yields for houses of 4.1 per cent and for units of 5.3 per cent.

Over the medium term, rents for three-bedroom houses, two-bedroom units and three-bedroom townhouses increased between 19 per cent and 22 per cent. This represents a compound annual increase from 3.5 per cent to 4 per cent, largely in excess of the annual inflation.

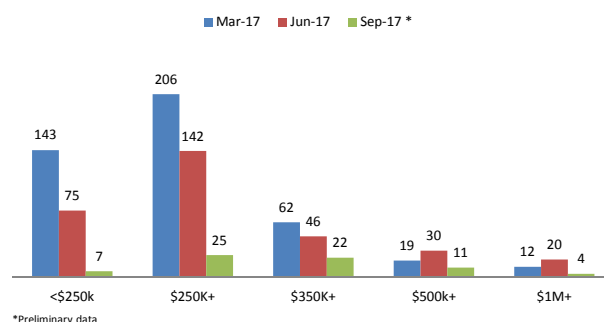
GOLD COAST HOUSE SALES



GOLD COAST UNIT SALES



GOLD COAST LAND SALES



SALES MARKET - HOUSES <2400m ²								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GOLD COAST (LGA)	1229	\$605,000	-2.4%	\$606,000	\$565,000	7.3%	\$455,000	33.2%
GOLD COAST (LGA) ^	128	\$830,000	3.1%	\$800,000	\$757,500	5.6%	\$620,000	29.0%
ARUNDEL	29	\$585,000	-5.1%	\$580,000	\$550,000	5.5%	\$460,000	26.1%
ASHMORE	39	\$570,000	2.3%	\$580,000	\$565,000	2.7%	\$431,250	34.5%
BENOWA	29	\$835,000	-14.4%	\$875,500	\$797,500	9.8%	\$630,000	39.0%
BIGGERA WATERS	6	N/A	N/A	\$638,000	\$675,000	-5.5%	\$580,000	10.0%
BONOGIN ^	13	N/A	N/A	\$770,000	\$738,000	4.3%	\$570,000	35.1%
BROADBEACH WATERS	34	\$1,075,000	-1.4%	\$1,100,000	\$1,050,000	4.8%	\$665,250	65.4%
BUNDALL	22	\$1,157,000	1.3%	\$1,075,000	\$960,000	12.0%	\$680,000	58.1%
BURLEIGH HEADS	18	N/A	N/A	\$820,000	\$720,000	13.9%	\$523,750	56.6%
BURLEIGH WATERS	44	\$815,000	3.1%	\$785,000	\$680,000	15.4%	\$497,000	57.9%
CARRARA	23	\$585,000	2.9%	\$565,000	\$510,500	10.7%	\$400,000	41.3%
CLEAR ISLAND WATERS	11	N/A	N/A	\$1,165,000	\$1,084,000	7.5%	\$680,000	71.3%
COOLANGATTA	4	N/A	N/A	\$698,750	\$756,000	-7.6%	\$620,000	12.7%
COOMBABAH	18	N/A	N/A	\$484,000	\$451,000	7.3%	\$385,000	25.7%
COOMERA	20	\$482,500	7.8%	\$452,500	\$476,000	-4.9%	\$365,000	24.0%
CURRUMBIN	4	N/A	N/A	\$834,500	\$815,000	2.4%	\$665,000	25.5%
CURRUMBIN VALLEY ^	5	N/A	N/A	N/A	\$782,500	N/A	\$730,000	26.0%
CURRUMBIN WATERS	18	N/A	N/A	\$650,000	\$580,000	12.1%	\$435,000	49.4%
ELANORA	39	\$657,500	1.2%	\$646,000	\$615,000	5.0%	\$460,000	40.4%
GILSTON	1	N/A	N/A	\$590,000	\$540,000	9.3%	\$415,000	42.2%
HELENSVALE	61	\$577,500	-3.2%	\$585,000	\$572,000	2.3%	\$445,000	31.5%
HIGHLAND PARK	17	N/A	N/A	\$515,000	\$491,000	4.9%	\$380,000	35.5%
HOLLYWELL	5	N/A	N/A	\$615,000	\$621,000	-1.0%	\$550,000	11.8%
HOPE ISLAND	21	\$1,092,000	65.1%	\$665,000	\$640,000	3.9%	\$440,000	51.1%
JACOBS WELL	9	N/A	N/A	\$448,500	\$427,000	5.0%	\$409,000	9.7%
LABRADOR	27	\$541,750	-1.3%	\$540,000	\$485,250	11.3%	\$385,500	40.1%
LOWER BEECHMONT	3	N/A	N/A	N/A	\$390,000	N/A	\$360,000	19.4%
MAUDSLAND	14	N/A	N/A	\$540,000	\$491,000	10.0%	\$415,000	30.1%
MERMAID BEACH	15	N/A	N/A	\$1,532,500	\$1,395,000	9.9%	\$925,000	65.7%
MERMAID WATERS	32	\$910,000	2.5%	\$887,500	\$752,250	18.0%	\$612,500	44.9%
MERRIMAC	17	N/A	N/A	\$525,000	\$495,000	6.1%	\$379,500	38.3%
MIAMI	12	N/A	N/A	\$752,500	\$685,000	9.9%	\$460,000	63.6%
MOLENDINAR	15	N/A	N/A	\$595,000	\$569,000	4.6%	\$475,000	25.3%
MUDGEERABA	35	\$592,000	6.7%	\$567,000	\$529,000	7.2%	\$413,000	37.3%
MUDGEERABA ^	11	N/A	N/A	\$802,500	\$760,000	5.6%	\$590,000	36.0%
NERANG	28	\$469,500	4.1%	\$445,000	\$415,000	7.2%	\$335,000	32.8%
NERANG ^	5	N/A	N/A	\$780,000	\$805,000	-3.1%	\$672,500	16.0%
ORMEAU	38	\$465,000	0.0%	\$465,000	\$455,500	2.1%	\$414,000	12.3%
ORMEAU HILLS	13	N/A	N/A	\$499,450	\$482,250	3.6%	\$445,000	12.2%
OXENFORD	34	\$505,000	-1.9%	\$515,000	\$477,000	8.0%	\$410,000	25.6%
PACIFIC PINES	57	\$533,000	0.1%	\$533,000	\$510,000	4.5%	\$440,000	21.1%
PALM BEACH	32	\$780,250	-4.9%	\$780,000	\$700,000	11.4%	\$495,000	57.6%
PARADISE POINT	24	\$994,250	5.8%	\$1,020,000	\$980,000	4.1%	\$820,000	24.4%
PARKWOOD	21	\$595,000	-4.2%	\$615,000	\$553,550	11.1%	\$435,000	41.4%
PIMPAMA	18	N/A	N/A	\$489,500	\$462,000	6.0%	\$362,500	35.0%
REEDY CREEK	14	N/A	N/A	\$785,000	\$750,000	4.7%	\$562,500	39.6%
ROBINA	50	\$660,000	-2.5%	\$680,000	\$599,000	13.5%	\$510,000	33.3%
RUNAWAY BAY	17	N/A	N/A	\$960,000	\$960,000	0.0%	\$725,000	32.4%
SOUTHPORT	38	\$570,833	-0.5%	\$557,500	\$539,000	3.4%	\$387,500	43.9%
SPRINGBROOK	1	N/A	N/A	N/A	\$345,000	N/A	\$279,000	43.0%
SURFERS PARADISE	19	N/A	N/A	\$1,350,000	\$1,435,000	-5.9%	\$1,150,000	17.4%
TALLAI ^	6	N/A	N/A	\$912,500	\$920,000	-0.8%	\$700,000	30.4%
TALLEBUDGERA ^	4	N/A	N/A	\$875,000	\$812,500	7.7%	\$630,000	38.9%
TALLEBUDGERA VALLEY ^	7	N/A	N/A	\$882,500	\$795,000	11.0%	\$631,000	39.9%
TUGUN	14	N/A	N/A	\$605,000	\$575,000	5.2%	\$410,000	47.6%
UPPER COOMERA	102	\$480,000	-0.7%	\$483,500	\$450,000	7.4%	\$375,000	28.9%
VARSITY LAKES	41	\$593,750	-5.0%	\$615,000	\$575,000	7.0%	\$435,000	41.4%
WONGAWALLAN ^	3	N/A	N/A	N/A	\$722,000	N/A	\$638,500	28.8%
WORONGARY	11	N/A	N/A	\$489,000	\$450,000	8.7%	\$359,000	36.2%
WORONGARY ^	6	N/A	N/A	\$775,000	\$725,000	6.9%	\$572,000	35.5%

SALES MARKET - UNITS & TOWNHOUSES								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GOLD COAST (LGA)	1755	\$417,000	-1.3%	\$420,000	\$402,500	4.4%	\$355,000	18.3%
ARUNDEL	13	N/A	N/A	\$346,000	\$332,488	4.1%	\$305,000	13.4%
ASHMORE	21	\$335,000	6.4%	\$331,000	\$304,425	8.7%	\$280,250	18.1%
BENOWA	22	\$414,000	-35.3%	\$605,000	\$475,000	27.4%	\$670,000	-9.7%
BIGGERA WATERS	70	\$454,000	-1.3%	\$459,000	\$445,000	3.2%	\$310,000	48.1%
BILINGA	16	N/A	N/A	\$536,500	\$500,000	7.3%	\$390,000	37.6%
BROADBEACH	64	\$477,500	-7.7%	\$505,000	\$460,000	9.8%	\$525,000	-3.8%
BROADBEACH WATERS	12	N/A	N/A	\$426,000	\$483,500	-11.9%	\$342,500	24.4%
BUNDALL	13	N/A	N/A	\$450,000	\$404,900	11.1%	\$285,000	57.9%
BURLEIGH HEADS	49	\$490,000	5.4%	\$469,850	\$445,000	5.6%	\$370,000	27.0%
BURLEIGH WATERS	28	\$422,000	8.9%	\$429,000	\$387,250	10.8%	\$319,500	34.3%
CARRARA	40	\$440,000	-9.3%	\$466,000	\$445,000	4.7%	\$370,000	25.9%
CLEAR ISLAND WATERS	6	N/A	N/A	\$435,000	\$408,000	6.6%	\$395,000	10.1%
COOLANGATTA	56	\$460,000	-8.0%	\$475,000	\$504,000	-5.8%	\$442,000	7.5%
COOMBABAH	21	\$316,000	-1.3%	\$350,000	\$342,000	2.3%	\$310,000	12.9%
COOMERA	53	\$425,000	3.8%	\$404,900	\$365,900	10.7%	\$352,392	14.9%
CURRUMBIN	12	N/A	N/A	\$450,000	\$453,000	16.3%	\$420,000	25.5%
CURRUMBIN WATERS	14	N/A	N/A	\$397,500	\$374,000	6.3%	\$290,000	37.1%
ELANORA	9	N/A	N/A	\$370,000	\$367,000	0.8%	\$278,000	33.1%
HELENSVALE	27	\$570,000	5.0%	\$625,000	\$410,000	52.4%	\$320,000	95.3%
HIGHLAND PARK	2	N/A	N/A	\$305,000	\$290,000	5.2%	\$253,750	20.2%
HOLLYWELL	6	N/A	N/A	\$707,500	\$685,000	3.3%	\$631,000	12.1%
HOPE ISLAND	84	\$670,000	-3.9%	\$660,000	\$570,000	15.8%	\$450,000	46.7%
LABRADOR	65	\$350,000	-1.4%	\$354,500	\$344,500	2.9%	\$287,000	23.5%
MAIN BEACH	42	\$740,000	23.3%	\$662,500	\$675,000	-1.9%	\$565,000	17.3%
MERMAID BEACH	50	\$420,000	-4.1%	\$426,000	\$400,000	6.5%	\$340,000	25.3%
MERMAID WATERS	38	\$375,000	2.0%	\$367,500	\$367,000	0.1%	\$290,000	26.7%
MERRIMAC	26	\$383,200	7.2%	\$359,000	\$366,500	-2.1%	\$407,294	-11.9%
MIAMI	37	\$495,000	1.4%	\$492,000	\$435,000	13.1%	\$333,500	47.5%
MUDGEERABA	18	N/A	N/A	\$416,500	\$391,500	6.4%	\$310,000	34.4%
NERANG	23	\$341,000	5.7%	\$325,000	\$305,000	6.6%	\$275,000	18.2%
ORMEAU	8	N/A	N/A	\$370,000	\$350,000	5.7%	\$337,000	9.8%
OXENFORD	24	\$316,000	2.9%	\$315,000	\$314,000	0.3%	\$263,500	19.5%
PACIFIC PINES	13	N/A	N/A	\$370,000	\$369,500	0.1%	\$345,000	7.2%
PALM BEACH	56	\$408,000	-9.5%	\$439,000	\$400,500	9.6%	\$322,000	36.3%
PARADISE POINT	22	\$732,500	7.0%	\$730,000	\$617,500	18.2%	\$510,000	43.1%
PARKWOOD	3	N/A	N/A	N/A	\$350,000	N/A	\$318,500	8.3%
PIMPAMA	12	N/A	N/A	\$270,000	\$348,000	-22.4%	\$374,400	-27.9%
REEDY CREEK	14	N/A	N/A	\$355,888	\$314,500	13.2%	\$279,000	27.6%
ROBINA	76	\$435,000	1.8%	\$439,400	\$423,750	3.7%	\$439,000	0.1%
RUNAWAY BAY	29	\$391,500	-18.4%	\$455,000	\$492,750	-7.7%	\$390,000	16.7%
SOUTHPORT	139	\$366,000	-4.9%	\$382,750	\$395,000	-3.1%	\$302,500	26.5%
SURFERS PARADISE	254	\$370,000	-3.9%	\$380,000	\$369,000	3.0%	\$355,000	7.0%
TUGUN	31	\$445,500	-2.1%	\$450,000	\$410,000	9.8%	\$340,000	32.4%
UPPER COOMERA	20	\$347,600	-12.4%	\$377,000	\$345,000	9.3%	\$340,000	10.9%
VARSITY LAKES	62	\$435,000	-2.3%	\$447,450	\$430,000	4.1%	\$365,000	22.6%

SALES MARKET - VACANT LAND <2400m ²								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GOLD COAST (LGA)	51	\$319,000	18.2%	\$260,000	\$244,750	6.2%	\$227,900	14.1%
GOLD COAST (LGA) ^	18	N/A	N/A	\$434,000	\$399,900	8.5%	\$393,500	10.3%
COOMERA	0	N/A	N/A	\$245,000	\$239,000	2.5%	\$220,000	11.4%
GILSTON	0	N/A	N/A	\$345,000	\$295,000	17.0%	\$221,000	56.1%
HELENSVALE	10	N/A	N/A	\$364,900	\$359,900	1.4%	\$460,000	-20.7%
HOPE ISLAND	1	N/A	N/A	N/A	\$339,000	N/A	\$280,000	150.0%
MAUDSLAND	1	N/A	N/A	\$262,100	\$262,000	0.0%	\$235,000	11.5%
ORMEAU	0	N/A	N/A	\$235,000	\$230,500	2.0%	\$225,000	4.4%
ORMEAU HILLS	9	N/A	N/A	\$250,850	\$230,315	8.9%	\$217,000	15.6%
PACIFIC PINES	1	N/A	N/A	N/A	\$234,600	N/A	\$255,000	59.0%
PIMPAMA	14	N/A	N/A	\$257,300	\$244,000	5.5%	\$228,000	12.9%
REEDY CREEK	1	N/A	N/A	N/A	\$377,000	N/A	\$290,000	35.6%
UPPER COOMERA	6	N/A	N/A	\$272,250	\$249,900	8.9%	\$223,500	21.8%

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$480	929	\$460	1044	\$400	1085
4208	GILBERTON/JACOBS WELL/ORMEAU	\$383	26	\$420	13	\$380	31
4209	CANOWINDRA/COOMERA/ PIMPAMA/ WILLOW VALE/ YAWALPAH	\$390	129	\$390	161	\$360	85
4210	OXENFORD/STUDIO VILLAGE/WONGAWALLAN	\$455	14	\$435	14	\$390	26
4211	ADVANCETOWN/BEECHMONT/ BINNA BURRA/ CARRARA/ GAVEN/ NERANG	\$425	105	\$440	105	\$380	126
4212	BOYKAMBIL/HELENSVALE/HOPE ISLAND/ SANCTUARY COVE	\$500	52	\$510	77	\$450	62
4213	AUSTINVILLE/MUDGEERABA/SPRINGBROOK/ TALLA/ WORONGARY	\$490	38	\$480	39	\$410	58
4214	ARUNDEL/ASHMORE/ERNEST/ PARKWOOD	\$468	76	\$470	81	\$400	91
4215	CHIRN PK/SOUTHPORT/LABRADOR/KEEBRA PK	\$460	93	\$425	103	\$380	112
4216	BIGGERA WTRS/ COOMBABAH/HOLLYWELL/ PARADISE PT/ RUNAWAY BAY	\$473	56	\$450	58	\$400	82
4217	BENOWA/BUNDALL/MAIN BCH/ SORRENTO/ SURFERS PARADISE	\$625	41	\$610	38	\$500	56
4218	BROADBEACH/MERMAID BCH/ NOBBY BCH/RIALTO	\$595	62	\$565	78	\$490	81
4220	ANDREWS/BURLEIGH/MIAMI/TALLY VALLEY	\$560	65	\$550	68	\$440	63
4221	ELANORA/PALM BCH	\$580	46	\$520	53	\$425	48
4223	CURRUMBIN/CURRUMBIN VALLEY	\$570	16	\$540	22	\$410	33
4224	TUGUN	\$490	11	\$488	12	\$385	13
4226	KERRYDALE/MERRIMAC/ROBINA	\$530	68	\$490	74	\$430	71
4227	REEDY CK/STEPHENS/VARSITY LAKES	\$523	26	\$490	39	\$440	35
	SCENIC RIM REGIONAL	\$350	121	\$350	113	\$300	146
4270	TAMBORINE/ BIDDADDABA/ BOYLAND/ MUNDOLUN/ WONGLEPONG	\$520	7	\$405	5	N/A	3
4272	MT TAMBORINE	\$440	26	\$415	29	\$370	22
4285	BEAUDESERT/ CEDAR VALE/ INNISPLAIN/ KOORALBYN/ LAMINGTON	\$320	59	\$320	43	\$290	71
4309	ARATULA/ KALBAR	\$288	8	\$290	12	\$260	5
4310	BOONAH/ DUGANDEN/ MT ALFORD	\$290	11	\$285	11	\$250	20

RENTAL MARKET - 2 BED UNITS							
POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$425	2288	\$400	2536	\$350	2651
4209	CANOWINDRA/COOMERA/ PIMPAMA/ WILLOW VALE/ YAWALPAH	\$330	10	\$333	20	\$280	9
4210	OXENFORD/STUDIO VILLAGE/WONGAWALLAN	\$333	14	\$310	15	\$290	15
4211	ADVANCETOWN/BEECHMONT/ BINNA BURRA/ CARRARA/ GAVEN/ NERANG	\$362	30	\$340	49	\$300	30
4212	BOYKAMBIL/HELENSVALE/HOPE ISLAND/ SANCTUARY COVE	\$410	35	\$410	29	\$390	52
4214	ARUNDEL/ASHMORE/ERNEST/ PARKWOOD	\$350	19	\$350	22	\$280	24
4215	CHIRN PK/SOUTHPORT/LABRADOR/KEEBRA PK	\$410	554	\$380	622	\$340	615
4216	BIGGERA WTRS/ COOMBABAH/HOLLYWELL/ PARADISE PT/ RUNAWAY BAY	\$400	166	\$415	245	\$330	181
4217	BENOWA/BUNDALL/MAIN BCH/ SORRENTO/ SURFERS PARADISE	\$460	476	\$450	538	\$385	602
4218	BROADBEACH/MERMAID BCH/ NOBBY BCH/RIALTO	\$410	254	\$390	313	\$340	377
4220	ANDREWS/BURLEIGH/MIAMI/TALLY VALLEY	\$435	196	\$410	172	\$350	208
4221	ELANORA/PALM BCH	\$383	124	\$360	136	\$295	157
4223	CURRUMBIN/CURRUMBIN VALLEY	\$398	26	\$383	34	\$365	43
4224	TUGUN	\$390	27	\$350	32	\$310	49
4225	BILINGA/COOLANGATTA/GREENMOUNT/ KIRRA/ RAINBOW BAY	\$420	104	\$370	110	\$320	124
4226	KERRYDALE/MERRIMAC/ROBINA	\$438	64	\$430	69	\$390	82
4227	REEDY CK/STEPHENS/VARSITY LAKES	\$453	182	\$420	122	\$400	76
	SCENIC RIM REGIONAL	\$260	27	\$258	26	\$220	34
4285	BEAUDESERT/ CEDAR VALE/ INNISPLAIN/ KOORALBYN/ LAMINGTON/ ETC	\$245	23	\$250	21	\$200	28

RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$430	1057	\$410	1065	\$360	1297
4208	GILBERTON/JACOBS WELL/ORMEAU	\$395	7	\$388	12	\$370	35
4209	CANOWINDRA/COOMERA/ PIMPAMA/ WILLOW VALE/ YAWALPAH	\$380	162	\$370	184	\$350	185
4210	OXENFORD/STUDIO VILLAGE/WONGAWALLAN	\$385	10	\$415	9	\$340	22
4211	ADVANCETOWN/BEECHMONT/ BINNA BURRA/ CARRARA/ GAVEN/ NERANG	\$400	177	\$390	180	\$350	202
4212	BOYKAMBIL/HELENSVALE/HOPE ISLAND/ SANCTUARY COVE	\$480	99	\$460	37	\$395	30
4213	AUSTINVILLE/MUDGEERABA/SPRINGBROOK/ TALLA/ WORONGARY	\$405	24	\$410	25	\$345	28
4214	ARUNDEL/ASHMORE/ERNEST/ PARKWOOD	\$410	46	\$385	41	\$360	71
4215	CHIRN PK/SOUTHPORT/LABRADOR/KEEBRA PK	\$430	93	\$420	109	\$360	134
4216	BIGGERA WTRS/ COOMBABAH/HOLLYWELL/ PARADISE PT/ RUNAWAY BAY	\$425	64	\$390	81	\$360	109
4217	BENOWA/BUNDALL/MAIN BCH/ SORRENTO/ SURFERS PARADISE	\$525	39	\$468	44	\$450	51
4218	BROADBEACH/MERMAID BCH/ NOBBY BCH/RIALTO	\$485	26	\$485	28	\$450	34
4220	ANDREWS/BURLEIGH/MIAMI/TALLY VALLEY	\$475	22	\$460	37	\$380	53
4221	ELANORA/PALM BCH	\$450	49	\$430	37	\$360	32
4223	CURRUMBIN/CURRUMBIN VALLEY	\$463	16	\$430	10	\$380	16
4224	TUGUN	\$460	18	\$460	15	\$410	25
4226	KERRYDALE/MERRIMAC/ROBINA	\$503	148	\$475	149	\$400	174
4227	REEDY CK/STEPHENS/VARSITY LAKES	\$470	55	\$450	63	\$375	89

MOST EXPENSIVE SUBURBS - HOUSES		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
MERMAID BEACH	\$1,532,500	9.9%
SURFERS PARADISE	\$1,350,000	-5.9%
CLEAR ISLAND WATERS	\$1,165,000	7.5%
BROADBEACH WATERS	\$1,100,000	4.8%
BUNDALL	\$1,075,000	12.0%

MOST AFFORDABLE SUBURBS - HOUSES		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
NERANG	\$445,000	7.2%
JACOBS WELL	\$448,500	5.0%
COOMERA	\$452,500	-4.9%
ORMEAU	\$465,000	2.1%
UPPER COOMERA	\$483,500	7.4%

MOST EXPENSIVE SUBURBS - UNITS		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
PARADISE POINT	\$730,000	18.2%
HOLLYWELL	\$707,500	3.3%
MAIN BEACH	\$662,500	-1.9%
HOPE ISLAND	\$660,000	15.8%
HELENSVALE	\$625,000	52.4%

MOST AFFORDABLE SUBURBS - UNITS		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
PIMPAMA	\$270,000	-22.4%
HIGHLAND PARK	\$305,000	5.2%
OXENFORD	\$315,000	0.3%
NERANG	\$325,000	6.6%
ASHMORE	\$331,000	8.7%



Toowoomba

The Toowoomba residential property market, both houses and units, fell slightly over the September quarter and the past year. The fall in the number of sales coupled with increased listings has put downward pressure on prices.

On the positive side, over the past five years the house and unit markets have performed well, especially when compared with other regions outside the southeast corner. The annual median house price increased 20.7 per cent, from \$290,000 in September 2012 to \$350,000 in September 2017. Unit prices increased 22.5 per cent for the past five years, positioning the Toowoomba unit market as the best medium-term performer in the QMM.

Infrastructure investment continued flowing to the region. The \$500 million Grand Central Shopping Centre redevelopment is approaching completion with the external construction completed in September this year. The shopping centre has doubled its size to nearly 90,000m² and will add about 1000 jobs in retail and hospitality.

Over the long term, the \$10 billion Inland Rail project will position Toowoomba into a logistics hub, connecting Brisbane to Melbourne. This project is in feasibility stage.

Employment opportunities are on the rise in Toowoomba SA4, with ABS statistics revealing about 75,200 are in employment in September 2017. This is a record for the number of employed people in the region.

The Toowoomba rental market has consistently been a strong performer for investors, operating within the tight and healthy ranges since June 2008. The units and apartments rental market has shown resilience, withstanding pressure from increasing supply, with rents generally holding steady over the quarter and increasing slightly over the past year.

The house market remained classed as steady. Although this classification will be closely monitored considering the slip in houses prices seen for a second consecutive quarter.

The unit market is falling as the market activity indicates a contraction in demand and an increase in supply.

HOUSE MARKET (<2400m²)

The fall in the annual house price of 0.6 per cent was negligible, with the annual median sale price sitting at \$350,000 for September. This compares with the annual median sale price of \$290,000 in September 2016, which increased a solid 20.7 per cent to September 2017.

Toowoomba reported 10 suburbs with an annual median price above the median price for the local government area of \$350,000. The top-five most expensive suburbs for houses were:

- Middle Ridge (\$520,000)
- Kleinton (\$500,000)
- East Toowoomba (\$495,000)
- Westbrook (\$459,000)
- Highfields (\$455,000)

Toowoomba is the second-largest regional sales market after Cairns, reaching nearly 2000 annual sales. The volume of sales contracted over the June quarter, from 582 in March to 540 in June. Preliminary data for September revealed a reduction to 338 transactions. The trend will be reviewed and updated next quarter.

Market trend indicators showed supply and demand moving in opposite directions and putting downward pressure on prices. Listing volumes revealed an increase in supply of 6.9 per cent, from 4311 listings in August 2016 to 4609 listings in August 2017. This triggered an increase in the stock of market to 9.1 per cent for the 12 months to August 2017.

A house in Toowoomba needs about 53 days to sell and a negotiated discount of 4.8 per cent for the year to August.

UNIT MARKET

The unit market fell modestly, by 1.4 per cent this quarter, to a median sale price of \$295,750 compared with a median price of \$299,950 in June. This contributed to the fall in the annual median sale price of 1.6 per cent, from \$310,000 in September 2016 to \$305,000 in September 2017.

Toowoomba is a solid regional medium-term performer with unit prices increasing 22.5 per cent. This cumulative growth even exceeded the growth in southeast corner for the past five year.

The volume of unit sales fell 9.9 per cent for the 12 months to September. The June quarter also saw a fall in the volume of sales of 7.7 per cent. Preliminary September quarterly data shows sales volumes contracting from 156 in June to 66 in September. This trend will be reassessed in the December 2017 QMM.

The most active price range for units is for transactions between \$250,000 and \$350,000, which aligns with the median sale price range.

Listing volumes also increased for the past 12 months by nearly 20 per cent, to 801 annual listed units. This pushed up the stock on market to 10 per cent for the year to August 2017.

Median days on market jumped 8 days, from 74 days in August 2016 to 82 days in August 2017. Median vendor discounting sat relatively steady at 5 per cent.

RENTAL MARKET

After three-consecutive vacancy increases, Toowoomba's vacancy rates tightened over the September quarter, from 3.2 per cent in June to 2.6 in September.

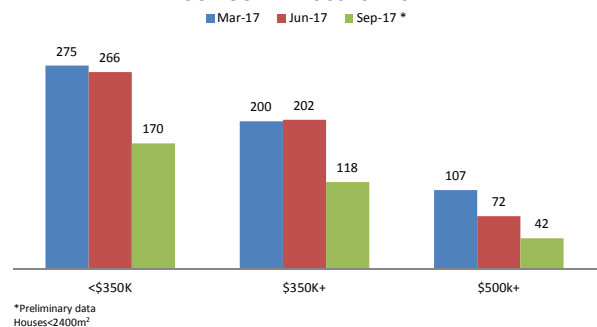
The rental supply of houses and townhouses increased at a moderate pace over the past year. However, unit rental supply lifted nearly 9 per cent, from 6262 in September 2016 to 6817 in September 2017. This supports the ongoing concerns of local agents in relation to the oversupply of units and apartments.

Rents for three-bedroom houses and two-bedroom units held relatively steady over the quarter at \$300 a week and \$249 a week (\$250 a week in the past quarter).

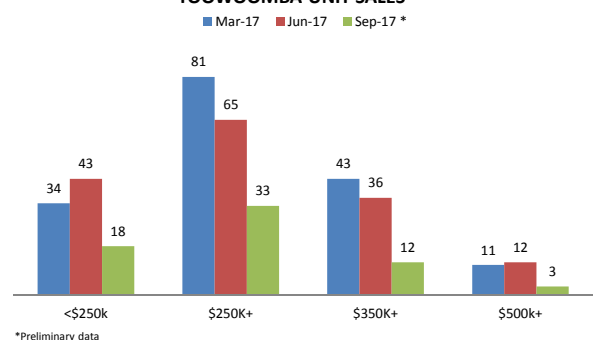
Rentals for three-bedroom townhouses have become more expensive than three-bedroom houses, increasing \$10 a week to \$310 a week for September. The poor quality of the house stock may be a contributor to this new trend.

The indicative gross rental yields for houses and units sat within the 4.4 per cent and 4.5 per cent range over the September quarter.

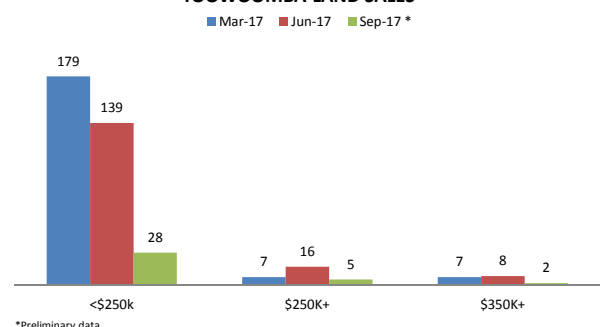
TOOWOOMBA HOUSE SALES



TOOWOOMBA UNIT SALES



TOOWOOMBA LAND SALES



SALES MARKET - HOUSES <2400m ²								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TOOWOOMBA (LGA)	338	\$343,500	-1.9%	\$350,000	\$352,000	-0.6%	\$290,000	20.7%
TOOWOOMBA (LGA) ^	56	\$508,000	-1.4%	\$503,000	\$493,500	1.9%	\$420,000	19.8%
CENTENARY HEIGHTS	22	\$380,000	-0.2%	\$369,500	\$366,000	1.0%	\$296,500	24.6%
CROWS NEST	6	N/A	N/A	\$300,000	\$260,000	15.4%	\$268,500	11.7%
DARLING HEIGHTS	9	N/A	N/A	\$341,000	\$345,000	-1.2%	\$295,000	15.6%
EAST TOOWOOMBA	15	N/A	N/A	\$495,000	\$445,000	11.2%	\$370,000	33.8%
GLENVALE	15	N/A	N/A	\$358,000	\$360,000	-0.6%	\$328,500	9.0%
GLENVALE ^	0	N/A	N/A	\$561,000	\$513,500	9.3%	\$477,500	17.5%
HARLAXTON	7	N/A	N/A	\$272,500	\$265,000	2.8%	\$240,000	13.5%
HARRISTOWN	27	\$300,000	-7.0%	\$315,000	\$315,000	0.0%	\$260,000	21.2%
HIGHFIELDS	5	N/A	N/A	\$455,000	\$467,500	-2.7%	\$430,000	5.8%
HIGHFIELDS ^	8	N/A	N/A	\$524,500	\$529,000	-0.9%	\$460,000	14.0%
KEARNEYS SPRING	15	N/A	N/A	\$372,500	\$385,000	-3.3%	\$327,000	13.9%
KINGSTHORPE	3	N/A	N/A	\$319,500	\$320,000	-0.2%	\$255,000	25.3%
KLEINTON	7	N/A	N/A	\$500,000	\$518,750	-3.6%	\$408,250	22.5%
MERINGANDAN WEST ^	3	N/A	N/A	\$402,500	\$385,000	4.6%	\$320,000	25.8%
MIDDLE RIDGE	22	\$534,950	3.9%	\$520,000	\$490,000	6.1%	\$445,000	16.9%
MOUNT LOFTY	12	N/A	N/A	\$437,500	\$460,000	-4.9%	\$337,500	29.6%
NEWTOWN	20	\$309,795	3.3%	\$309,000	\$307,500	0.5%	\$242,000	27.7%
NORTH TOOWOOMBA	11	N/A	N/A	\$295,500	\$327,000	-9.6%	\$247,750	19.3%
Oakey	6	N/A	N/A	\$220,000	\$227,500	-3.3%	\$210,000	4.8%
PITTSWORTH	7	N/A	N/A	\$305,000	\$291,500	4.6%	\$243,500	25.3%
RANGEVILLE	26	\$414,000	-9.0%	\$425,000	\$425,500	-0.1%	\$340,000	25.0%
ROCKVILLE	3	N/A	N/A	\$277,500	\$267,175	3.9%	\$242,500	14.4%
SOUTH TOOWOOMBA	17	N/A	N/A	\$317,000	\$334,000	-5.1%	\$260,000	21.9%
TOOWOOMBA CITY	8	N/A	N/A	\$350,000	\$361,500	-3.2%	\$250,000	40.0%
WESTBROOK	12	N/A	N/A	\$459,000	\$450,000	2.0%	\$402,500	14.0%
WILSONTON	19	N/A	N/A	\$307,000	\$300,000	2.3%	\$273,450	12.3%
WILSONTON HEIGHTS	8	N/A	N/A	\$280,000	\$278,500	0.5%	\$248,750	12.6%
WYREEMA	5	N/A	N/A	\$332,500	\$323,000	2.9%	\$285,000	16.7%

SURROUNDS								
GOONDIWINDI (LGA)	20	\$239,500	-18.1%	\$277,440	\$252,500	9.9%	\$236,500	17.3%
GOONDIWINDI	14	N/A	N/A	\$310,000	\$300,000	3.3%	\$267,500	15.9%
SOUTHERN DOWNS (LGA)	59	\$235,000	-8.6%	\$245,000	\$240,000	2.1%	\$225,000	8.9%
SOUTHERN DOWNS (LGA) ^	30	\$331,000	-8.1%	\$355,000	\$325,000	9.2%	\$308,500	15.1%
STANTHORPE	21	\$260,000	0.2%	\$252,500	\$237,000	6.5%	\$210,000	20.2%
WARWICK	24	\$230,000	-13.2%	\$250,000	\$249,000	0.4%	\$237,250	5.4%
WESTERN DOWNS (LGA)	52	\$191,500	5.8%	\$190,000	\$190,000	0.0%	\$300,000	-36.7%
WESTERN DOWNS (LGA) ^	20	\$282,000	11.1%	\$320,000	\$285,000	12.3%	\$350,000	-8.6%
CHINCHILLA	20	\$215,000	0.7%	\$203,500	\$225,500	-9.8%	\$356,250	-42.9%
DALBY	23	\$210,000	5.0%	\$225,000	\$210,000	7.1%	\$271,500	-17.1%
DALBY ^	8	N/A	N/A	\$382,500	\$395,750	-3.4%	\$417,000	-8.3%

SALES MARKET - UNITS & TOWNHOUSES								
TOOWOOMBA (LGA)	66	\$295,750	-1.4%	\$305,000	\$310,000	-1.6%	\$249,000	22.5%
CENTENARY HEIGHTS	8	N/A	N/A	\$370,000	\$337,000	9.8%	\$297,000	24.6%
EAST TOOWOOMBA	7	N/A	N/A	\$300,000	\$342,000	-12.3%	\$237,000	26.6%
HARRISTOWN	6	N/A	N/A	\$301,250	\$301,950	-0.2%	\$173,250	73.9%
HIGHFIELDS	0	N/A	N/A	N/A	\$312,500	N/A	\$287,000	34.5%
KEARNEYS SPRING	10	N/A	N/A	\$280,000	\$308,000	-9.1%	\$259,000	8.1%
NEWTOWN	5	N/A	N/A	\$299,950	\$299,750	0.1%	\$245,000	22.4%
RANGEVILLE	7	N/A	N/A	\$390,000	\$323,750	20.5%	\$298,500	30.7%
SOUTH TOOWOOMBA	4	N/A	N/A	\$330,000	\$331,250	-0.4%	\$233,500	41.3%
WILSONTON	3	N/A	N/A	\$275,000	\$280,000	-1.8%	\$235,000	17.0%

SALES MARKET - VACANT LAND <2400m ²								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TOOWOOMBA (LGA)	27	\$165,000	-2.9%	\$175,000	\$171,500	2.0%	\$153,000	14.4%
TOOWOOMBA (LGA) ^	8	N/A	N/A	\$220,000	\$209,250	5.1%	\$150,000	46.7%
CRANLEY	0	N/A	N/A	N/A	\$165,500	N/A	\$145,000	-5.2%
GLENVALE	11	N/A	N/A	\$167,500	\$175,000	-4.3%	\$157,500	6.3%
KEARNEYS SPRING	3	N/A	N/A	\$194,500	\$183,500	6.0%	\$165,000	17.9%
KLEINTON	1	N/A	N/A	\$195,500	\$186,250	5.0%	\$137,750	41.9%
MIDDLE RIDGE	0	N/A	N/A	N/A	\$260,000	N/A	\$196,500	53.9%
WESTBROOK	1	N/A	N/A	\$209,250	\$202,875	3.1%	\$148,500	40.9%
WYREEMA	0	N/A	N/A	N/A	\$160,000	N/A	\$135,900	19.8%

SURROUNDS								
SOUTHERN DOWNS (LGA)	11	N/A	N/A	\$90,000	\$72,000	25.0%	\$90,000	0.0%

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOOWOOMBA REGIONAL	\$300	616	\$300	625	\$280	673
4350	CENTENARY HEIGHTS/DARLING HEIGHTS/ DRAYTON/GLENVALE/HARLAXTON/HARRISTOWN/ KEARNEY SPRINGS/MIDDLE RIDGE/MOUNT LOFTY/NEWTOWN/RANGEVILLE/ROCKVILLE/ TOOWOOMBA/WESTBROOK/WILSONTON	\$300	474	\$300	478	\$285	522
4352	CABARLAH/GOWRIE JUNCTION/HAMPTON/ HIGHFIELDS/HODGSON VALE/KLEINTON/ MERINGANDAN/RAVENSBOURNE/WITHCOTT/ WYREEMA	\$320	35	\$320	33	\$320	33
4355	CROWS NEST/EMU CREEK	\$275	14	\$280	14	\$230	6
4356	PITTSWORTH/MOUNT TYSON	\$295	19	\$280	19	\$270	21
4357	MILLMERRAN	\$258	8	\$265	11	\$225	11
4361	CLIFTON	\$285	5	\$240	10	\$200	7
4400	KINGSTHORPE	\$265	7	\$280	5	N/A	4
4401	OAKEY	\$253	30	\$260	25	\$255	32
	GOONDIWINDI REGIONAL	\$280	33	\$285	32	\$270	23
4387	INGLEWOOD	N/A	2	\$0	0	N/A	4
4390	GOONDIWINDI	\$295	25	\$295	27	\$275	18
	SOUTHERN DOWNS REGIONAL	\$265	140	\$260	140	\$240	145
4362	ALLORA/HENDON/TALGA/BERAT/DEUCHAR	\$250	6	\$280	9	\$245	6
4370	WARWICK/ROSENTHAL HEIGHTS/WOMINA/ FREESTONE/MARYVALE	\$265	86	\$260	84	\$245	86
4380	STANTHORPE/BROADWATER/MOUNT TULLY/ SEVERNLEA/SUGARLOAF/GREENLANDS/PIKEDALE/ EUKEY	\$293	32	\$280	36	\$240	38
	WESTERN DOWNS REGIONAL	\$230	112	\$215	133	\$300	147
4405	DALBY	\$253	66	\$240	83	\$300	91
4410	JANDOWAE	N/A	3	N/A	4	N/A	3
4413	CHINCHILLA	\$180	30	\$198	30	\$360	40
4415	MILES	\$278	6	\$180	9	N/A	4

RENTAL MARKET - 2 BED UNITS							
TOOWOOMBA REGIONAL		\$249	452	\$245	460	\$220	385
4350	CENTENARY HEIGHTS/DARLING HEIGHTS/DRAYTON/GLENVALE/HARLAXTON/HARRISTOWN/KEARNEY SPRINGS/MIDDLE RIDGE/MOUNT LOFTY/NEWTOWN/RANGEVILLE/ROCKVILLE/TOOWOOMBA/WESTBROOK/WILSONTON	\$250	424	\$245	426	\$220	365
4352	CABARLAH/GOWRIE JUNCTION/HAMPTON/HIGHFIELDS/HODGSON VALE/KLEINTON/MERINGANDAN/RAVENSBOURNE/WITHCOTT/WYREEMA	\$244	8	\$251	13	\$0	0
4401	Oakey	\$209	8	\$210	10	\$220	8
4614	YARRAMAN	N/A	1	N/A	3	N/A	3
GOONDIWINDI REGIONAL		\$200	41	\$195	20	\$180	20
4390	GOONDIWINDI	\$200	41	\$195	20	\$180	19
SOUTHERN DOWNS REGIONAL		\$210	57	\$230	49	\$195	41
4370	WARWICK/ROSENTHAL HEIGHTS/WOMINA/FREESTONE/MARYVALE	\$218	38	\$225	35	\$210	23
4380	STANTHORPE/BROADWATER/MOUNT TULLY/SEVERNLEA/SUGARLOAF/GREENLANDS/PIKEDALE/EUKEY	\$200	18	\$230	9	\$170	18
WESTERN DOWNS REGIONAL		\$165	54	\$168	66	\$260	48
4405	DALBY	\$180	33	\$180	39	\$215	31
4413	CHINCHILLA	\$143	16	\$170	15	\$310	15

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY*	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOOWOOMBA REGIONAL	\$310	37	\$320	38	\$282	14
4350	CENTENARY HEIGHTS/DARLING HEIGHTS/ DRAYTON/GLENVALE/HARLAXTON/HARRISTOWN/ KEARNEY SPRINGS/MIDDLE RIDGE/MOUNT LOFTY/NEWTOWN/RANGEVILLE/ROCKVILLE/ TOOWOOMBA/WESTBROOK/WILSONTON	\$310	37	\$320	37	\$282	13
	SOUTHERN DOWNS REGIONAL	N/A	4	\$290	7	N/A	4
4370	WARWICK/ROSENTHAL HEIGHTS/WOMINA/ FREESTONE/MARYVALE	N/A	3	N/A	2	N/A	1
	WESTERN DOWNS REGIONAL	\$180	12	\$220	5	\$500	14
4405	DALBY	N/A	1	\$0	0	N/A	1
4413	CHINCHILLA	\$180	11	N/A	3	\$600	11

“The rental supply of houses and townhouses increased at a moderate pace over the past year.”



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Sunshine Coast SD

The Sunshine Coast Statistical Division (SD) (incorporating the Sunshine Coast LGA and Noosa) house market increased a solid 2.2 per cent over the September quarter, from \$557,500 in June to \$570,000 in September. This positioned the region as a top performer for the quarter of the areas featured in the QMM.

The Sunshine Coast SD unit market was one of the few markets that grew this quarter, increasing 0.3 per cent, from \$402,000 in June 2017 to \$403,250 in September 2017.

The supply of houses for sale increased in most areas around the state. However, the Sunshine Coast SD and the Sunshine Coast LGA were exceptions, putting upward pressure on house prices.

Noosa continued leading the residential property market in the Sunshine Coast SD. Based on the annual median sale price, Noosa's house and unit prices increased 40.9 per cent and 20.5 per cent for the past five years.

According to Deloitte Access Economics, tourism is a key contributor to the regional economy adding \$2.5 billion or the equivalent to 14.8 per cent of the Gross Regional Product and supporting 25,800 jobs or the equivalent to 16.1 per cent of the regional employment.

The pipeline of infrastructure projects reflects the dazzling outlook for the region. The local government is in the early stages of working towards delivering a light rail by 2025, which will connect the economic and employment hubs of Maroochydore City Centre and the Sunshine Coast Public University Hospital. This project is a response to the future population growth and the projected main benefits include:

- the creation of 9000 direct and indirect jobs during the construction stage
- \$3.6 billion to the regional economy
- protection of the natural assets, and
- connection of residents with major hubs and employment areas.

The Sunshine Coast LGA is also in the running to become Australia's leading smart city region and it is working towards establishing an international submarine cable to provide data connectivity for Australia to Asia and/or United States.

The proposed project will deliver a potential value of \$453 million to the Sunshine Coast economy and \$927 million to the Queensland economy, according to the modelling completed by GQI Consulting. The project is currently in the feasibility stage.

The proposed \$400 million Sunshine Plaza redevelopment will potentially be home to the first high ropes course at a major regional shopping centre in Australia. This project is still at an early planning stage and the media has reported that the project is under development application stage.

The regional rental market continued booming, with weekly rents following an upward trend over the past year and the past five years.

The economic fundamentals supporting the property market in the region are solid and supported by infrastructure projects and private-sector investment. The job market is one of the strongest in the state, with the unemployment rate falling to 4.9 per cent for September this year.

The house and unit sale markets are classed as rising for both Noosa Shire and Sunshine Coast LGA.

HOUSE MARKET (<2400m²)

The annual median price for Sunshine Coast SD to September 2017 was \$560,000, up from \$525,000 in September 2016, and up from \$432,275 in September 2012.

Noosa was the best performer of all the areas analysed in the QMM for the past year and the past five years. Its annual median sale price increased 9.6 per cent for the past year and 40.9 per cent for the past five years. Noosa remained the second-most-expensive markets for houses (<2400m²), with an annual median sale price of \$655,000.

The Sunshine Coast LGA house market also performed strongly for the past year and the past five years. The annual median price increased 6.8 per cent for the past 12 months and 28.2 per cent since September 2012, to reach \$550,000 in September 2017.

Top medium-term performers – Sep 2012 to Sep 2017:

- Alexandra Headland (84.7%, \$992,500)
- Dicky Beach (50.7%, \$829,000)
- Golden Beach (50%, \$570,000)
- Sunshine Beach (49.4%, \$1.15 million)
- Coolum Beach (48.8%, \$640,000)

Alexandra Headlands, with a median sale price below \$1 million, was the best performer in the Sunshine Coast SD with a cumulative five-year house price growth of 84.7 per cent, which is equivalent to a compound annual growth of 13 per cent.

Affordable houses

Affordable houses in the range of \$372,000 to \$420,000 are usually found in the suburbs of Nambour, Landsborough, Coes Creek, Pomona and Burnside.

The house market experienced a fall in the volume of sales of 4.2 per cent, from 5682 in September last year to 5446 in September this year. A similar trend was seen in the number of house listed for sale, which reported an annual fall of 1.1 per cent, from 9650 listings in August 2016 to 9540 listings in August 2017.

The most popular sale price for houses throughout the Sunshine Coast SD sat between \$500,000 and \$750,000.

Market trend indicators for the Sunshine Coast SD showed characteristics of a market in favour of vendors. Median days on market and median vendor discounting improved for the past year to August 2017. A house in Sunshine Coast LGA needs 42 days to reach a sale and a discount of 3.7 per cent. A house in Noosa needs a larger period of 51 days and a higher discount of 4.2 per cent to reach a sale. The difference is explained by the most expensive nature of a house in Noosa compared to a house in Sunshine Coast LGA.

“Noosa was the third-strongest medium-term performer for units, with a cumulative growth of 20.5 per cent.”

UNIT MARKET

The Sunshine Coast SD unit market remained as one of the best performers of the areas analysed in the Queensland Market Monitor.

On an annual basis, the Sunshine Coast SD unit market performance was modest, but still reported a growth of 2.8 per cent, from \$394,000 in September 2016 to \$405,000 in September 2017. This compares with a cumulative-five-year growth of 18.6 per cent, from \$341,500 in September 2012.

Noosa was the third-strongest medium-term performer for units, with a cumulative growth of 20.5 per cent. Its annual median unit price increased from \$400,000 in September five years ago to \$482,000 in September this year.

Based on annual statistics, the Sunshine Coast LGA was the third-largest market for units, with about 3110 annual sales for September.

The volume of annual sales fell in the Sunshine Coast SD by 10.6 per cent, from 4497 in September 2016 to 4021 in September 2017. The most-popular price range for units is for sales between \$350,000 and \$500,000.

Unit listings increased in the Sunshine Coast LGA, but held steady in Noosa for the past 12 months.

Other market trend indicators, like median days on market and median vendor discounting, improved for the 12 months to August 2017. A unit in the Sunshine Coast SD needs 57 days to sell and a discount of 3.9 per cent, the smallest discount in the state.

RENTAL MARKET

Vacancies in the Sunshine Coast SD tightened slightly, from 1.5 per cent in June to 1.4 per cent in September. Noosa was the largest contributor to a tighter rental market in the region.

Noosa vacancies halved over the September quarter, from 3 per cent in June to 1.5 per cent in September. The fall was driven by a rental supply reduction of 1.8 per cent (measured as the number of rental bonds) over the past year.

The Sunshine Coast LGA's vacancy rate moved in opposite directions to Noosa's, weakening from 1.2 to 1.4 per cent over the quarter. However, it still sits well into the tight market and in favour of investors.

Maroochy Coast vacancies reported an increase, from 1 per cent in June to 1.8 per cent in September, passing on the reign of the tightest rental market to Caloundra Coast. This market reported one of the lowest vacancies in Queensland history of 0.6 per cent.

Weekly rents in the Sunshine SD moved up and down over the quarter. However, the annual weekly rents trend was generally on the rise, with the exception of the weekly rent for three-bedroom townhouses in Noosa which held steady at \$550.

Over the medium term, weekly rents in the Sunshine Coast SD increased at a compounding annual growth in the range of 3 to 5 per cent, exceeding the Australian annual inflation.



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MOST EXPENSIVE SUBURBS - HOUSES

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
SUNSHINE BEACH	\$1,150,000	4.6%
ALEXANDRA HEADLAND	\$992,500	1.3%
NOOSAVILLE	\$940,000	9.3%
NOOSA HEADS	\$887,500	11.6%
DICKY BEACH	\$829,000	17.6%

MOST AFFORDABLE SUBURBS - HOUSES

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
NAMBOUR	\$372,000	5.5%
LANDSBOROUGH	\$385,000	2.0%
COES CREEK	\$399,000	5.0%
POMONA	\$415,000	-6.2%
BURNSIDE	\$420,000	0.3%

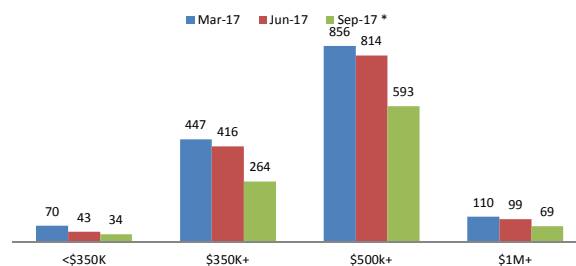
MOST EXPENSIVE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
SUNSHINE BEACH	\$640,000	12.3%
NOOSA HEADS	\$635,000	-6.3%
TWIN WATERS	\$570,000	-0.8%
BUDDINA	\$495,000	11.1%
PARREARRA	\$491,500	8.0%

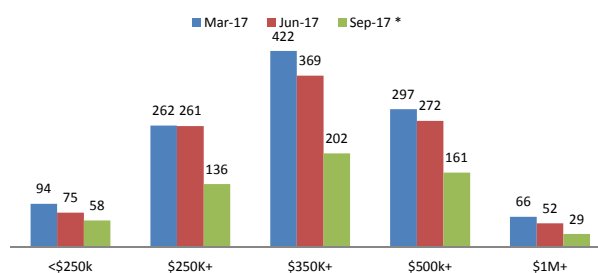
MOST AFFORDABLE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
BATTERY HILL	\$262,500	4.5%
NAMBOUR	\$284,250	-5.3%
LITTLE MOUNTAIN	\$333,500	-19.6%
TEWANTIN	\$333,750	-1.8%
PEREGIAN SPRINGS	\$350,000	0.0%

SUNSHINE COAST & NOOSA HOUSE SALES

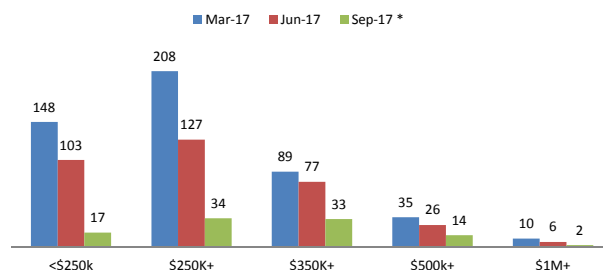
*Preliminary data
Houses<2400m²

SUNSHINE COAST & NOOSA UNIT SALES



*Preliminary data

SUNSHINE COAST & NOOSA LAND SALES



*Preliminary data

“According to Deloitte Access Economics, the tourism industry is a key contributor to the regional economy adding \$2.5 billion or the equivalent to 14.8 per cent of the Gross Regional Product and supporting 25,800 jobs or the equivalent to 16.1 per cent of the regional employment.”



SALES MARKET - HOUSES <2400m ²								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SUNSHINE COAST (SD)	1018	\$570,000	2.2%	\$560,000	\$525,000	6.7%	\$432,275	29.5%
SUNSHINE COAST (SD) ^	214	\$660,000	1.5%	\$650,000	\$610,000	6.6%	\$530,000	22.6%
SUNSHINE COAST (LGA)	862	\$560,000	2.0%	\$550,000	\$515,000	6.8%	\$429,000	28.2%
SUNSHINE COAST (LGA) ^	144	\$662,500	1.9%	\$650,000	\$621,000	4.7%	\$533,750	21.8%
ALEXANDRA HEADLAND	11	N/A	N/A	\$992,500	\$980,000	1.3%	\$537,500	84.7%
AROONA	17	N/A	N/A	\$515,000	\$500,000	3.0%	\$418,000	23.2%
BATTERY HILL	8	N/A	N/A	\$523,500	\$478,750	9.4%	\$365,000	43.4%
BEERWAH	22	\$447,000	-1.8%	\$442,000	\$420,000	5.2%	\$361,000	22.4%
BIRTINYA	6	N/A	N/A	\$630,000	\$610,000	3.3%	\$655,000	-3.8%
BLI BLI	22	\$535,000	10.8%	\$508,500	\$475,000	7.1%	\$369,950	37.5%
BOKARINA	2	N/A	N/A	\$750,000	\$593,750	26.3%	\$514,000	45.9%
BUDDINA	11	N/A	N/A	\$742,500	\$675,000	10.0%	\$545,000	36.2%
BUDERIM	108	\$631,000	-1.0%	\$620,000	\$580,000	6.9%	\$470,000	31.9%
BUDERIM ^	12	N/A	N/A	\$975,000	\$976,500	-0.2%	\$692,500	40.8%
BURNSIDE	14	N/A	N/A	\$420,000	\$418,750	0.3%	\$370,000	13.5%
CALOUNDRA WEST	37	\$466,500	2.6%	\$462,000	\$458,000	0.9%	\$372,500	24.0%
COES CREEK	7	N/A	N/A	\$399,000	\$380,000	5.0%	\$365,000	9.3%
COOLUM BEACH	30	\$717,500	8.6%	\$640,000	\$560,000	14.3%	\$430,000	48.8%
CURRIMUNDI	12	N/A	N/A	\$515,000	\$490,000	5.1%	\$390,000	32.1%
DICKY BEACH	3	N/A	N/A	\$829,000	\$705,000	17.6%	\$550,000	50.7%
EUMUNDI	6	N/A	N/A	\$514,500	\$470,000	9.5%	\$420,000	22.5%
EUMUNDI ^	4	N/A	N/A	\$766,500	\$800,000	-4.2%	\$590,000	29.9%
GLASS HOUSE MOUNTAINS	11	N/A	N/A	\$450,000	\$442,500	1.7%	\$389,000	15.7%
GLASS HOUSE MOUNTAINS ^	7	N/A	N/A	\$515,000	\$536,500	-4.0%	\$425,000	21.2%
GOLDEN BEACH	16	N/A	N/A	\$570,000	\$520,000	9.6%	\$380,000	50.0%
KULUIN	11	N/A	N/A	\$470,000	\$450,000	4.4%	\$360,000	30.6%
LANDSBOUROUGH	9	N/A	N/A	\$385,000	\$377,500	2.0%	\$335,000	14.9%
LITTLE MOUNTAIN	29	\$585,000	3.1%	\$555,750	\$522,250	6.4%	\$430,000	29.2%
MALENY	10	N/A	N/A	\$554,000	\$465,000	19.1%	\$400,000	38.5%
MALENY ^	2	N/A	N/A	\$650,000	\$637,000	2.0%	\$586,800	10.8%
MARCOOLA	9	N/A	N/A	\$559,500	\$565,000	-1.0%	\$435,000	28.6%
MAROOCHYDORE	27	\$625,000	7.9%	\$588,000	\$550,000	6.9%	\$420,000	40.0%
MERIDAN PLAINS	14	N/A	N/A	\$500,500	\$469,000	6.7%	\$415,000	20.6%
MINYAMA	10	N/A	N/A	\$800,000	\$1,015,000	-21.2%	\$760,000	5.3%
MOFFAT BEACH	15	N/A	N/A	\$760,000	\$675,000	12.6%	\$575,000	32.2%
MOOLOOLABA	13	N/A	N/A	\$735,000	\$665,000	10.5%	\$520,000	41.3%
MOOLOOLAH VALLEY	5	N/A	N/A	\$448,750	\$424,500	5.7%	\$349,500	28.4%
MOOLOOLAH VALLEY ^	2	N/A	N/A	\$587,500	\$581,500	1.0%	\$507,500	15.8%
MOUNT COOLUM	17	N/A	N/A	\$549,875	\$570,000	-3.5%	\$477,500	15.2%
MOUNTAIN CREEK	34	\$590,000	0.5%	\$570,000	\$540,000	5.6%	\$459,000	24.2%
MUDJIMBA	9	N/A	N/A	\$687,500	\$595,000	15.6%	\$488,250	40.8%
NAMBOUR	40	\$374,000	-2.9%	\$372,000	\$352,500	5.5%	\$313,000	18.8%
NINDERRY ^	3	N/A	N/A	\$650,000	\$577,000	12.7%	\$461,000	41.0%
PACIFIC PARADISE	8	N/A	N/A	\$427,500	\$427,500	0.0%	\$358,000	19.4%
PALMWOODS	16	N/A	N/A	\$499,000	\$460,000	8.5%	\$390,000	27.9%
PARREARRA	13	N/A	N/A	\$665,000	\$623,500	6.7%	\$502,500	32.3%
PELICAN WATERS	29	\$725,000	7.0%	\$668,000	\$675,000	-1.0%	\$575,000	16.2%
PEREGIAN SPRINGS	31	\$625,000	12.6%	\$630,000	\$585,000	7.7%	\$517,500	21.7%
SIPPY DOWNS	41	\$515,000	7.9%	\$488,250	\$470,000	3.9%	\$400,000	22.1%
TANAWHA ^	3	N/A	N/A	\$880,000	\$892,500	-1.4%	\$770,000	14.3%
TWIN WATERS	16	N/A	N/A	\$752,000	\$737,500	2.0%	\$630,000	19.4%
WARANA	12	N/A	N/A	\$650,000	\$576,900	12.7%	\$467,500	39.0%
WOOMBYE	9	N/A	N/A	\$429,500	\$475,000	-9.6%	\$380,000	13.0%
WURTULLA	25	\$502,500	-12.0%	\$527,000	\$540,000	-2.4%	\$395,000	33.4%
YANDINA	5	N/A	N/A	\$420,000	\$387,500	8.4%	\$357,500	17.5%
YAROOMBA	10	N/A	N/A	\$646,000	\$584,007	10.6%	\$470,000	37.4%

SURROUNDS								
NOOSA (LGA)	156	\$647,500	-1.9%	\$655,000	\$597,750	9.6%	\$465,000	40.9%
NOOSA (LGA) ^	70	\$640,000	-1.5%	\$639,000	\$588,889	8.5%	\$527,750	21.1%
BLACK MOUNTAIN ^	6	N/A	N/A	\$542,500	\$530,000	2.4%	\$515,000	5.3%
COORAN ^	3	N/A	N/A	N/A	\$462,500	N/A	\$340,000	27.3%
COOROIBAH ^	5	N/A	N/A	\$662,500	\$620,000	6.9%	\$567,500	16.7%

SALES MARKET - HOUSES <2400m ² (CONT'D)								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
COOROY	10	N/A	N/A	\$472,000	\$446,500	5.7%	\$373,000	26.5%
DOONAN ^	6	N/A	N/A	\$785,000	\$710,000	10.6%	\$626,250	25.3%
NOOSA HEADS	13	N/A	N/A	\$887,500	\$795,000	11.6%	\$745,000	19.1%
NOOSAVILLE	34	\$825,000	-13.5%	\$940,000	\$860,000	9.3%	\$667,500	40.8%
PEREGIAN BEACH	21	\$765,000	-8.9%	\$770,000	\$750,000	2.7%	\$550,000	40.0%
POMONA	3	N/A	N/A	\$415,000	\$442,500	-6.2%	\$320,000	29.7%
POMONA ^	5	N/A	N/A	\$556,000	\$521,000	6.7%	\$454,500	22.3%
SUNRISE BEACH	8	N/A	N/A	\$730,000	\$703,000	3.8%	\$525,000	39.0%
SUNSHINE BEACH	3	N/A	N/A	\$1,150,000	\$1,100,000	4.6%	\$770,000	49.4%
TEWANTIN	47	\$557,500	2.3%	\$535,000	\$471,500	13.5%	\$385,000	39.0%

SALES MARKET - UNITS & TOWNHOUSES								
SUNSHINE COAST (SD)	608	\$403,250	0.3%	\$405,000	\$394,000	2.8%	\$341,500	18.6%
SUNSHINE COAST (LGA)	473	\$390,000	0.0%	\$394,000	\$380,000	3.7%	\$335,000	17.6%
ALEXANDRA HEADLAND	36	\$400,000	11.1%	\$370,500	\$390,000	-5.0%	\$305,000	21.5%
BATTERY HILL	1	N/A	N/A	\$262,500	\$251,250	4.5%	\$225,000	16.7%
BIRTINYA	5	N/A	N/A	\$460,000	\$455,000	1.1%	\$450,000	2.2%
BUDDINA	5	N/A	N/A	\$495,000	\$445,500	11.1%	\$450,000	10.0%
BUDERIM	38	\$390,000	-0.8%	\$401,750	\$391,500	2.6%	\$356,000	12.9%
CALOUNDRA	18	N/A	N/A	\$412,500	\$370,000	11.5%	\$385,000	7.1%
CALOUNDRA WEST	4	N/A	N/A	\$375,000	\$384,500	-2.5%	\$304,000	23.4%
COOLUM BEACH	30	\$332,000	-13.8%	\$380,000	\$358,000	6.2%	\$332,000	14.5%
CURRIMUNDI	6	N/A	N/A	\$407,000	\$373,000	9.1%	\$324,000	25.6%
GOLDEN BEACH	17	N/A	N/A	\$402,000	\$400,000	0.5%	\$310,000	29.7%
KINGS BEACH	24	\$387,500	-10.3%	\$395,750	\$377,500	4.8%	\$340,000	16.4%
LITTLE MOUNTAIN	2	N/A	N/A	\$333,500	\$415,000	-19.6%	\$272,000	22.6%
MARCOOLA	12	N/A	N/A	\$372,500	\$302,500	23.1%	\$315,000	18.3%
MAROOCHYDORE	81	\$390,000	-6.0%	\$415,000	\$382,000	8.6%	\$316,500	31.1%
MINYAMA	7	N/A	N/A	\$355,000	\$310,000	14.5%	\$285,000	24.6%
MOFFAT BEACH	4	N/A	N/A	N/A	\$445,000	N/A	\$370,000	21.6%
MOOLOOLABA	42	\$434,750	14.4%	\$420,000	\$387,000	8.5%	\$339,500	23.7%
MOUNT COOLUM	13	N/A	N/A	\$380,000	\$400,000	-5.0%	\$328,500	15.7%
MOUNTAIN CREEK	7	N/A	N/A	\$419,500	\$373,250	12.4%	\$375,000	11.9%
NAMBOUR	15	N/A	N/A	\$284,250	\$300,000	-5.3%	\$255,000	11.5%
PARREARRA	16	N/A	N/A	\$491,500	\$455,000	8.0%	\$410,000	19.9%
PELICAN WATERS	5	N/A	N/A	\$479,000	\$471,000	1.7%	\$378,750	26.5%
PEREGIAN SPRINGS	18	N/A	N/A	\$350,000	\$350,000	0.0%	\$399,000	-12.3%
TWIN WATERS	4	N/A	N/A	\$570,000	\$574,500	-0.8%	\$543,500	4.9%
WARANA	6	N/A	N/A	\$350,000	\$345,000	1.5%	\$285,000	22.8%
WURTULLA	2	N/A	N/A	\$352,500	\$350,000	0.7%	\$306,000	15.2%

SURROUNDS								
NOOSA (LGA)	135	\$525,000	7.5%	\$482,000	\$480,000	0.4%	\$400,000	20.5%
COOROY	1	N/A	N/A	N/A	\$326,500	N/A	\$275,000	28.5%
NOOSA HEADS	51	\$652,500	-3.3%	\$635,000	\$677,500	-6.3%	\$535,000	18.7%
NOOSAVILLE	38	\$410,000	1.2%	\$404,000	\$395,000	2.3%	\$350,000	15.4%
PEREGIAN BEACH	7	N/A	N/A	\$449,000	\$423,500	6.0%	\$347,500	29.2%
SUNRISE BEACH	11	N/A	N/A	\$435,000	\$418,000	4.1%	\$360,000	20.8%
SUNSHINE BEACH	9	N/A	N/A	\$640,000	\$570,000	12.3%	\$495,000	29.3%
TEWANTIN	14	N/A	N/A	\$333,750	\$340,000	-1.8%	\$285,000	17.1%

SALES MARKET - VACANT LAND <2400m ²								
SUNSHINE COAST (SD)	73	\$325,000	16.9%	\$267,500	\$248,900	7.5%	\$237,875	12.5%
SUNSHINE COAST (SD) ^	27	\$369,500	-1.7%	\$365,000	\$340,000	7.4%	\$270,000	35.2%
SUNSHINE COAST (LGA)	65	\$315,500	16.9%	\$258,000	\$245,000	5.3%	\$237,750	8.5%
SUNSHINE COAST (LGA) ^	22	\$380,000	-1.3%	\$369,000	\$338,000	9.2%	\$281,500	31.1%
BEERWAH	2	N/A	N/A	\$239,000	\$219,000	9.1%	\$198,000	20.7%
BIRTINYA	3	N/A	N/A	\$299,000	\$299,500	-0.2%	\$299,000	0.0%
BLI BLI	2	N/A	N/A	\$291,750	\$265,000	10.1%	\$200,000	45.9%
CALOUNDRA WEST	1	N/A	N/A	\$223,433	\$224,750	-0.6%	\$170,630	30.9%
FOREST GLEN	0	N/A	N/A	N/A	\$288,750	N/A	\$232,500	50.5%
GLASS HOUSE MOUNTAINS	0	N/A	N/A	N/A	\$229,000	N/A	\$173,000	32.4%

SALES MARKET - VACANT LAND <2400m ² (CONT'D)								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
LITTLE MOUNTAIN	0	N/A	N/A	N/A	\$239,500	N/A	\$225,000	41.7%
MALENY	0	N/A	N/A	N/A	\$254,500	N/A	\$210,000	2.4%
MAROOCHYDORE	13	N/A	N/A	\$257,500	\$225,000	14.4%	\$254,300	1.3%
MERIDAN PLAINS	1	N/A	N/A	N/A	\$245,250	N/A	\$225,000	-1.6%
MOUNTAIN CREEK	0	N/A	N/A	N/A	\$370,000	N/A	\$260,000	57.5%
NAMBOUR	3	N/A	N/A	\$250,000	\$196,000	27.6%	\$165,000	51.5%
PELICAN WATERS	3	N/A	N/A	\$342,500	\$293,000	16.9%	\$297,000	15.3%
PEREGIAN SPRINGS	2	N/A	N/A	\$432,500	\$377,500	14.6%	\$212,750	103.3%
SIPPY DOWNS	0	N/A	N/A	N/A	\$235,000	N/A	\$233,375	48.9%
YAROOMBA	3	N/A	N/A	N/A	\$330,000	N/A	\$370,000	-8.1%

SURROUNDS								
NOOSA (LGA)	8	N/A	N/A	\$295,000	\$280,000	5.4%	\$244,000	20.9%
NOOSAVILLE	3	N/A	N/A	N/A	\$425,000	N/A	\$272,500	191.7%
PEREGIAN BEACH	3	N/A	N/A	\$295,000	\$275,000	7.3%	\$322,500	-8.5%

RENTAL MARKET - 3 BED HOUSES								
POST CODE	LOCALITY ¹	SEP-17 \$ / WEEK	NEW BONDS	SEP-16 \$ / WEEK	NEW BONDS	SEP-12 \$ / WEEK	NEW BONDS	
	SUNSHINE COAST REGIONAL	\$440	832	\$430	825	\$370	1071	
4518	GLASS HOUSE MOUNTAINS	\$373	8	\$370	9	\$320	14	
4519	BEERWAH/ PEACHESTER	\$375	19	\$380	17	\$350	19	
4550	LANDSBOROUGH/ MT MELLUM	\$385	12	\$380	9	\$330	10	
4551	AROONA/ BATTERY HILL/ CALOUNDRA/ CURRIMUNDI/ DIAMOND HEAD/ DICKY BCH/ GOLDEN BCH/ KINGS BCH/ LITTLE MTN/ MERIDAN PLNS/ MOFFAT BCH/ PELICAN WATERS/ SHELLEY BCH	\$430	184	\$428	190	\$370	163	
4552	BALD KNOB/ BAROON POCKET/ BOOROOBIN/ CONONDALE/ MALENY/ MOUNTAIN VIEW/ REESVILLE/ WITTA	\$450	19	\$420	19	\$320	22	
4553	GLENVIEW/ MOOLOOLAH/ MOOLOOLAH VALLEY/ PALMVIEW	\$370	13	\$355	6	\$340	15	
4555	CHEVALLUM/ HUNCHY/ LANDERS SHOOT/ PALMWOODS	\$400	11	\$405	10	\$360	10	
4556	BUDERIM/ FOREST GLEN/ KUNDA PK/ MONS/ SIPPY DOWNS/ TANAWHA	\$460	83	\$450	85	\$390	102	
4557	BUNDILLS/ KAWANA IS/ MOOLOOLABA/ MOUNTAIN CK	\$463	54	\$455	50	\$405	49	
4558	COTTON TREE/ KULUIN/ MAROOCHYDORE/ SUNSHINE PLAZA	\$475	56	\$450	64	\$380	63	
4560	BLI BLI/ BURNSIDE/ COES CK/ COOLOOLABIN/ DULONG/ FLAXTON/ HIGHWORTH/ IMAGE FLAT/ KIAMBA/ KULANGOOR/ KUREELPA/ MAPLETON/ MONTVILLE/ NAMBOUR/ PARKLANDS/ PERWILLOWEN/ ROSEMONT/ TOWEN MTN	\$390	93	\$400	90	\$350	111	
4561	BRIDGES/ MAROOCHY RIVER/ NINDERRY/ NTH ARM/ VALDORA/ YANDINA/ YANDINA CK	\$438	10	\$410	14	\$370	11	
4562	BELLI PK/ DOONAN/ EERWAH VALE/ EUMUNDI/ VERRIERDALE/ WEBB DOWNS	\$480	14	\$463	10	\$380	17	
4564	MARCOOLA/ MUJIMBA/ PACIFIC PARADISE	\$450	40	\$440	35	\$365	43	
4572	ALEXANDRA HEADLAND	\$480	5	\$450	7	N/A	4	
4573	CENTENARY HEIGHTS/ COOLUM BCH/ MARCUS BCH/ MT COOLUM/ PEREGIAN BCH/ PT ARKWRIGHT/ YAROOMBA	\$460	100	\$460	89	\$390	110	
4575	BIRTINYA/ BOKARINA/ BUDDINA/ KAWANA WATERS/ MINYAMA/ PARREARRA/ WARANA/ WURTULLA	\$460	86	\$450	96	\$380	113	
	NOOSA SHIRE	\$455	122	\$440	138	\$390	133	
4563	BLACK MOUNTAIN/ CARTERS RIDGE/ COOROY/ TINBEERWAH	\$450	19	\$430	17	\$375	11	
4565	BOREEN PT/ COOTHARABA/ LAKE COOTHARABA/ NOOSA PARKLANDS/ TEEWAH/ TEWANTIN	\$440	46	\$435	49	\$365	60	
4566	MUNNA PT/ NOOSAVILLE	\$620	11	\$445	12	\$390	16	
4567	CASTAWAYS BCH/ LITTLE COVE/ NOOSA HEADS/ SUNRISE BCH/ SUNSHINE BCH	\$560	26	\$550	38	\$440	57	
4568	POMONA	\$425	6	\$395	9	\$340	13	
4569	COORAN	\$365	11	\$340	9	\$290	8	

RENTAL MARKET - 2 BED UNITS							
POST CODE	LOCALITY ¹	SEP-17 \$ / WEEK	NEW BONDS	SEP-16 \$ / WEEK	NEW BONDS	SEP-12 \$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$355	825	\$350	868	\$300	921
4519	BEERWAH/ PEACHESTER	\$285	12	\$310	6	N/A	4
4551	AROONA/ BATTERY HILL/ CALOUNDRA/ CURRIMUNDI/ DIAMOND HEAD/ DICKY BCH/ GOLDEN BCH/ KINGS BCH/ LITTLE MTN/ MERIDAN PLNS/ MOFFAT BCH/ PELICAN WATERS/ SHELLEY BCH	\$350	152	\$340	155	\$300	182
4556	BUDERIM/ FOREST GLEN/ KUNDA PK/ MONS/ SIPPY DOWNS/ TANAWHA	\$353	80	\$350	104	\$290	34
4557	BUNDILLS/ KAWANA IS/ MOOLOOLABA/ MOUNTAIN CK	\$350	93	\$340	105	\$300	106
4558	COTTON TREE/ KULUIN/ MAROOCHYDORE/ SUNSHINE PLAZA	\$365	134	\$360	185	\$315	140
4560	BLI BLI/ BURNSIDE/ COES CK/ COOLOOLABIN/ DULONG/ FLAXTON/ HIGHWORTH/ IMAGE FLAT/ KIAMBA/ KULANGOOR/ KUREELPA/ MAPLETON/ MONTVILLE/ NAMBOUR/ PARKLANDS/ PERWILLOWEN/ ROSEMONT/ TOWEN MTN	\$280	46	\$268	42	\$245	44
4564	MARCOOLA/ MUJIMBA/ PACIFIC PARADISE	\$390	60	\$350	50	\$325	41
4572	ALEXANDRA HEADLAND	\$400	40	\$360	55	\$315	73
4573	CENTENARY HEIGHTS/ COOLUM BCH/ MARCUS BCH/ MT COOLUM/ PEREGIAN BCH/ PT ARKWRIGHT/ YAROOMBA	\$370	79	\$360	44	\$300	89
4575	BIRTINYA/ BOKARINA/ BUDDINA/ KAWANA WATERS/ MINYAMA/ PARREARRA/ WARANA/ WURTULLA	\$420	108	\$405	101	\$355	61
	NOOSA SHIRE	\$393	70	\$380	108	\$320	121
4565	BOREEN PT/ COOTHARABA/ LAKE COOTHARABA/ NOOSA PARKLANDS/ TEEWAH/ TEWANTIN	\$375	6	\$323	12	N/A	4
4566	MUNNA PT/ NOOSAVILLE	\$398	28	\$390	39	\$320	37
4567	CASTAWAYS BCH/ LITTLE COVE/ NOOSA HEADS/ SUNRISE BCH/ SUNSHINE BCH	\$410	33	\$400	50	\$320	80

RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY ¹	SEP-17 \$ / WEEK	NEW BONDS	SEP-16 \$ / WEEK	NEW BONDS	SEP-12 \$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$425	261	\$420	252	\$360	184
4519	BEERWAH/ PEACHESTER	N/A	1	\$340	5	\$300	8
4551	AROONA/ BATTERY HILL/ CALOUNDRA/ CURRIMUNDI/ DIAMOND HEAD/ DICKY BCH/ GOLDEN BCH/ KINGS BCH/ LITTLE MTN/ MERIDAN PLNS/ MOFFAT BCH/ PELICAN WATERS/ SHELLEY BCH	\$420	41	\$410	31	\$350	32
4556	BUDERIM/ FOREST GLEN/ KUNDA PK/ MONS/ SIPPY DOWNS/ TANAWHA	\$420	53	\$410	57	\$370	27
4557	BUNDILLS/ KAWANA IS/ MOOLOOLABA/ MOUNTAIN CK	\$440	33	\$420	37	\$375	14
4558	COTTON TREE/ KULUIN/ MAROOCHYDORE/ SUNSHINE PLAZA	\$425	41	\$393	32	\$340	27
4560	BLI BLI/ BURNSIDE/ COES CK/ COOLOOLABIN/ DULONG/ FLAXTON/ HIGHWORTH/ IMAGE FLAT/ KIAMBA/ KULANGOOR/ KUREELPA/ MAPLETON/ MONTVILLE/ NAMBOUR/ PARKLANDS/ PERWILLOWEN/ ROSEMONT/ TOWEN MTN	\$420	16	\$360	8	\$350	11
4564	MARCOOLA/ MUJIMBA/ PACIFIC PARADISE	\$410	13	\$420	15	\$365	15
4573	CENTENARY HEIGHTS/ COOLUM BCH/ MARCUS BCH/ MT COOLUM/ PEREGIAN BCH/ PT ARKWRIGHT/ YAROOMBA	\$460	53	\$450	54	\$410	16
4575	BIRTINYA/ BOKARINA/ BUDDINA/ KAWANA WATERS/ MINYAMA/ PARREARRA/ WARANA/ WURTULLA	\$468	6	\$430	7	\$355	10
	NOOSA SHIRE	\$550	23	\$550	28	\$450	20
4566	MUNNA PT/ NOOSAVILLE	\$525	11	\$480	9	\$420	6
4567	CASTAWAYS BCH/ LITTLE COVE/ NOOSA HEADS/ SUNRISE BCH/ SUNSHINE BCH	\$725	10	\$550	17	\$450	11

Fraser Coast

The Fraser Coast house market has been a consistently steady regional performer, with the quarterly values holding steady and the annual data revealing a modest increase of 1.6 per cent, to reach an annual median price of \$310,000.

The unit market, on the other hand, revealed a solid increase over the quarter of 7.4 per cent, from \$245,000 in the June quarter to \$263,000 this quarter. Looking at the annual data, the median unit price fell 2 per cent from \$255,000 in September 2016 to \$250,000 in September 2017.

Listings are on the rise in the Fraser Coast region, and this area has the highest level of stock on the market in both houses and units, of all areas featured in the QMM.

The implementation of the public sector infrastructure program continued over the quarter.

The completion of Stage 1 of the Hervey Bay Hospital Emergency expansion along with the commencement of Stage 2 was announced in September this year. The completion of Stage 2 is anticipated by mid-2018. Hansen Yuncken has been awarded the tender for the construction and expects to employ about 170 local residents.

The \$12 million Bruce Highway roadworks package from Gympie to Maryborough is expected to be completed in early 2019.

Tourism is an important contributor to Fraser Coast's economic development, according to Deloitte Access Economic data. For the year to June 2016, the tourism industry in Fraser Coast contributed about \$386 million to the regional economy or the equivalent to 10.7 per cent Gross Regional Product and supported around 4100 jobs or the equivalent to 11.5 per cent of regional jobs.

Forecast private sector investment is promising, with more than \$1 billion of investment in a number of private sector projects. The \$500 million Mary Harbour masterplan community in Granville proposes the delivery of a mixed riverfront, parkview, lakefront and medium density lots. This project is still in the early planning stage.

The proposed \$200 million healthcare and aged care hub is also in the planning stage. According to Cordell Connect, the concept plan for this project has already been approved.

Nearly \$460 million will potentially be invested on the construction of the North Aramara Road Solar Farm and the Susan River Solar Farm. These are other examples of investment injection flowing to the region.

The rental market fundamentals have strengthened over the past year, with rental supply holding steady and putting pressure on lower vacancies and higher rents.

The outlook for the region and the property sector would improve significantly if the proposed private sector investment materialises in the near future.



“The rental market fundamentals have strengthened over the past year, with rental supply holding steady and putting pressure on lower vacancies and higher rents.”

HOUSE MARKET (<2400m²)

The quarterly median sale price held steady at \$310,000. Looking at the annual data, the median sale price increased 1.6 per cent, from \$305,000 in September 2016 to \$310,000 in September 2017. This compares with the median sale price of \$285,000 five years ago, which increased a modest 8.8 per cent to date.

The best performing suburbs are Burrum Heads, River Heads and Scarness, which reported an annual price growth in the range of 9 per cent to 17.5 per cent to September this year.

The most active price range for houses is for transactions below \$350,000. The volume of sales fell nearly 13 per cent over the June quarter, following a 2 per cent fall in the March quarter. Preliminary data revealed a potential third-quarter reduction in the number of sales in September. This is subject to review next quarter when the data is finalised.

Listings increased a moderate 2.8 per cent over the past year, from 4254 in August 2016 to 4374 in August 2017. This increase has pushed up the stock on market to 11.5 per cent, positioning the Fraser Coast as the region with the largest house stock on market.

Despite rising listings, other market trend indicators suggest the house market is steady. Median days on market improved for the year to August 2017, from 87 days to 75 days. Similarly, median discounting fell from 6.3 per cent in August 2016 to 5.5 per cent in August 2017.

UNIT MARKET

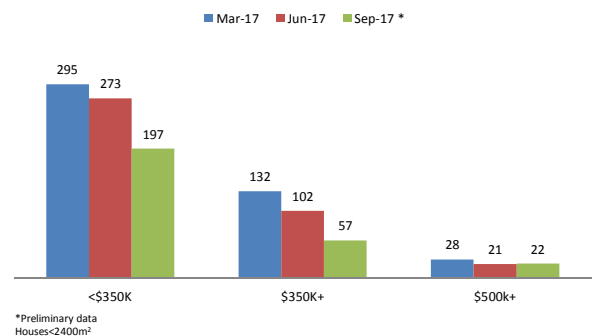
Despite the increase in the quarterly median price of 7.4 per cent, the unit market performance for the past year and the past five years remained subdued.

The annual median unit price fell 2 per cent, from \$255,000 in September 2016 to \$250,000 in September 2017. This compares with a much higher median sale price of \$262,500 five years ago.

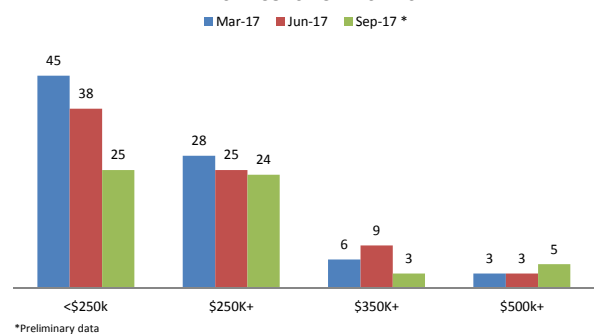
Unit supply is on the rise and it is most likely putting downward pressure on prices. Listings increased a massive 28.1 per cent, from 597 in August 2016 to 765 in August 2017. The annual unit sales fell for the past year by 5.8 per cent, from 325 in September 2016 to 306 in September 2017. (This fall is still subject to review, considering the preliminary nature of the September data).

Median days on market and median vendor discounting improved for the past 12 months to August 2017, reaching 93 days and 5.6 per cent (See page 69 for additional On The Market graphs and tables).

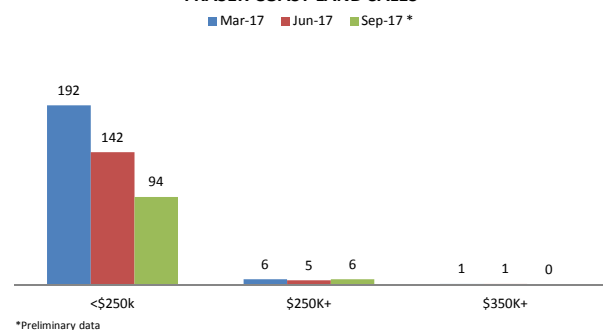
FRASER COAST HOUSE SALES



FRASER COAST UNIT SALES



FRASER COAST LAND SALES





The best-performer suburbs in the region are Burrum Heads, River Heads and Scarness, which reported an annual price growth in the range of 9 per cent and 17.5 per cent to date.

RENTAL MARKET

Fraser Coast vacancies tightened for a second consecutive quarter, from 2.6 per cent in June to 2.2 per cent in September, moving from the healthy range into the tight range.

The rental supply held relatively steady at about 10,300 rental properties over the past year, supporting increasing rents and a tighter rental market conditions that favour investors.

Rents for three-bedroom houses, two-bedroom units and three-bedroom townhouses increased \$5 a week over the quarter.

Similar to other regional areas, rentals for three-bedroom houses are more affordable than rentals for three-bedroom townhouses.

The affordable house prices along with the steady rental supply support one of the highest indicative rental yields throughout the tourism centres, at 5 per cent for houses and units.

SALES MARKET - HOUSES <2400m ²								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
FRASER COAST (LGA)	285	\$310,000	0.0%	\$310,000	\$305,000	1.6%	\$285,000	8.8%
FRASER COAST (LGA) ^	68	\$380,000	1.3%	\$394,000	\$385,000	2.3%	\$365,000	7.9%
BOORAL ^	6	N/A	N/A	\$430,000	\$385,000	11.7%	\$352,500	22.0%
BURRUM HEADS	7	N/A	N/A	\$406,750	\$347,000	17.2%	\$328,750	23.7%
DUNDOWRAN BEACH ^	6	N/A	N/A	\$500,000	\$520,000	-3.9%	\$488,000	2.5%
ELI WATERS	17	N/A	N/A	\$320,000	\$325,000	-1.5%	\$300,000	6.7%
GLENWOOD ^	8	N/A	N/A	\$230,000	\$202,500	13.6%	\$218,000	5.5%
GRANVILLE	5	N/A	N/A	\$208,000	\$210,500	-1.2%	\$220,000	-5.5%
KAWUNGAN	13	N/A	N/A	\$340,000	\$333,448	2.0%	\$322,000	5.6%
MARYBOROUGH	49	\$205,000	4.1%	\$202,750	\$190,000	6.7%	\$210,000	-3.5%
PIALBA	11	N/A	N/A	\$296,500	\$285,000	4.0%	\$275,500	7.6%
POINT VERNON	25	\$326,500	-11.0%	\$327,250	\$308,250	6.2%	\$295,000	10.9%
RIVER HEADS	9	N/A	N/A	\$332,500	\$290,000	14.7%	\$272,500	22.0%
SCARNESS	10	N/A	N/A	\$295,000	\$270,000	9.3%	\$270,000	9.3%
TINANA	7	N/A	N/A	\$275,500	\$299,000	-7.9%	\$287,750	-4.3%
TOOGOOM	16	N/A	N/A	\$300,000	\$315,000	-4.8%	\$296,000	1.4%
TORQUAY	17	N/A	N/A	\$325,250	\$325,250	-1.6%	\$295,000	8.5%
URANGAN	35	\$321,250	1.3%	\$315,000	\$310,000	1.6%	\$300,000	5.0%
URRAWEEEN	23	\$336,000	-7.2%	\$365,000	\$358,000	2.0%	\$329,900	10.6%

SURROUNDS								
GYMPIE (LGA)	113	\$275,000	-4.2%	\$280,000	\$270,000	3.7%	\$264,000	6.1%
GYMPIE (LGA) ^	88	\$380,000	15.2%	\$360,000	\$355,000	1.4%	\$310,000	16.1%
CHATSWORTH ^	2	N/A	N/A	N/A	\$370,000	N/A	\$325,000	27.7%
COOLOOLA COVE	13	N/A	N/A	\$297,500	\$282,500	5.3%	\$290,000	2.6%
CURRA ^	5	N/A	N/A	\$265,000	\$265,000	0.0%	\$265,000	0.0%
GYMPIE	50	\$265,000	-0.4%	\$257,000	\$247,000	4.1%	\$235,000	9.4%
SOUTHSIDE	15	N/A	N/A	\$325,000	\$325,000	0.0%	\$315,000	3.2%
TIN CAN BAY	12	N/A	N/A	\$315,000	\$330,000	-4.6%	\$342,000	-7.9%

SOUTH BURNETT (LGA)	39	\$195,000	2.6%	\$195,000	\$197,500	-1.3%	\$207,000	-5.8%
SOUTH BURNETT (LGA) ^	37	\$259,000	-7.5%	\$269,000	\$245,000	9.8%	\$261,500	2.9%
KINGAROY	24	\$218,000	-4.4%	\$225,000	\$230,000	-2.2%	\$245,500	-8.4%
KINGAROY ^	8	N/A	N/A	\$347,500	\$322,500	7.8%	\$407,250	-14.7%
MURGON	3	N/A	N/A	\$157,500	\$152,500	3.3%	\$154,950	1.6%
NANANGO	6	N/A	N/A	\$185,000	\$180,000	2.8%	\$206,500	-10.4%

SALES MARKET - UNITS & TOWNHOUSES								
FRASER COAST (LGA)	58	\$263,000	7.4%	\$250,000	\$255,000	-2.0%	\$262,500	-4.8%
PIALBA	5	N/A	N/A	\$250,000	\$297,000	-15.8%	\$270,500	-7.6%
SCARNESS	2	N/A	N/A	\$269,000	\$263,000	2.3%	\$250,000	7.6%
TORQUAY	16	N/A	N/A	\$232,000	\$253,500	-8.5%	\$234,500	-1.1%
URANGAN	24	\$295,000	24.2%	\$255,000	\$260,000	-1.9%	\$278,950	-8.6%

SURROUNDS								
GYMPIE (LGA)	11	N/A	N/A	\$245,500	\$249,500	-1.6%	\$195,000	25.9%

SALES MARKET - VACANT LAND <2400m ²								
FRASER COAST (LGA)	59	\$140,000	-8.2%	\$150,000	\$151,250	-0.8%	\$153,000	-2.0%
FRASER COAST (LGA) ^	41	\$72,000	3.6%	\$75,000	\$76,500	-2.0%	\$86,500	-13.3%
BURRUM HEADS	4	N/A	N/A	\$120,000	\$105,000	14.3%	\$140,000	-14.3%
GLENWOOD ^	25	\$70,000	9.4%	\$68,000	\$65,000	4.6%	\$74,000	-8.1%
RIVER HEADS	11	N/A	N/A	\$107,500	\$98,000	9.7%	\$101,500	5.9%
TOOGOOM	6	N/A	N/A	\$147,500	\$121,500	21.4%	\$120,001	22.9%
WONDUNNA	2	N/A	N/A	\$154,000	\$155,000	-0.7%	\$175,000	-12.0%

SURROUNDS								
GYMPIE (LGA)	24	\$115,000	0.0%	\$117,250	\$120,500	-2.7%	\$130,000	-9.8%
GYMPIE (LGA) ^	20	\$150,000	27.7%	\$134,498	\$127,500	5.5%	\$132,000	1.9%
GYMPIE	1	N/A	N/A	N/A	\$135,000	N/A	\$130,000	-13.1%

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY:	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	FRASER COAST REGIONAL	\$300	358	\$290	321	\$270	355
4650	MARYBOROUGH REGION	N/A	2	\$265	146	\$250	157
4655	HERVEY BAY/PIALBA/SCARNESS/URANGAN	\$260	139	\$310	195	\$275	181
4659	BURRUM/BURRUM HEADS/HOWARD	\$310	194	\$278	14	\$260	16
	GYMPIE REGIONAL	\$280	148	\$280	162	\$250	217
4570	GYMPIE/AMAMMOOR/CURRA/IMBIL/KANDANGA/MONKLAND/SOUTHSIDE/VICTORY HEIGHTS	\$280	120	\$280	125	\$250	173
4580	COOLOOLA/TIN CAN BAY	\$290	19	\$280	23	\$250	30
	SOUTH BURNETT REGIONAL	\$250	141	\$250	143	\$230	138
4605	BARLIL	\$230	21	\$205	29	\$185	18
4606	MP CREEK	\$245	9	\$225	9	\$230	9
4608	CHARLESTOWN	N/A	3	N/A	2	\$210	6
4610	ALICE CREEK	\$260	74	\$263	80	\$250	72
4615	BARKER CREEK FLAT	\$250	26	\$255	22	\$220	24

RENTAL MARKET - 2 BED UNITS							
	FRASER COAST REGIONAL	\$255	150	\$245	181	\$225	192
4650	ALDERSHOT	N/A	N/A	\$210	40	\$180	46
4655	HERVEY BAY/PIALBA/SCARNESS/URANGAN	\$195	26	\$260	141	\$235	145
	GYMPIE REGIONAL	\$220	45	\$220	62	\$190	43
4570	GYMPIE/AMAMMOOR/CURRA/IMBIL/KANDANGA/MONKLAND/SOUTHSIDE/VICTORY HEIGHTS	\$214	32	\$210	43	\$190	28
4580	COOLOOLA/TIN CAN BAY	\$240	5	\$240	10	\$200	7
4581	RAINBOW BEACH/INSKIP	\$255	6	\$270	8	\$200	5
	SOUTH BURNETT REGIONAL	\$188	48	\$190	42	\$185	55
4605	BARLIL	N/A	1	\$200	5	\$150	5
4610	ALICE CREEK	\$195	36	\$190	31	\$200	41

RENTAL MARKET - 3 BED TOWNHOUSES							
	FRASER COAST REGIONAL	\$325	46	\$330	48	\$290	62
4655	HERVEY BAY/PIALBA/SCARNESS/URANGAN	N/A	N/A	\$330	47	\$295	60
	GYMPIE REGIONAL	\$285	8	\$290	6	\$430	5
4570	GYMPIE/AMAMMOOR/CURRA/IMBIL/KANDANGA/MONKLAND/SOUTHSIDE/VICTORY HEIGHTS	\$285	6	N/A	3	\$430	5

Bundaberg

Similar to Fraser Coast and Cairns, the Bundaberg September quarter median house price held steady, a promising indicator that the market may be improving. Looking at the annual data, the median price increased a moderate 2.9 per cent from \$275,000 to \$283,000.

The September quarter unit market performance was solid, with the median price increasing 5.1 per cent from \$242,500 in June to \$254,950 in September. Despite the quarter increase, the annual median unit price fell 3.9 per cent, to \$250,000 in September 2017.

The draft plan for the Bundaberg Development Area was released for public comment in September this year. The 6000-hectare industrial precinct is on the eastern side of the Burnett River and is designed to meet the growing demand for port-related and industrial activities around the Port of Bundaberg and will create jobs for the region.

The State Government is also supporting the development of a Marine Precinct at the Port of Bundaberg by Pacific Tug. The initial concession period lasts 25 years with a potential extension for another 25 years. The construction stage will most likely create more than 440 jobs for regional Bundaberg.

Pacific Tug will potentially extend its operations from port towage services for commercial shipping to include ship repair and maintenance, cargo barging trade and a potential disaster and emergency response centre.

The rental market continued operating in the weak range for the September quarter. However, there are some early signs indicating an increase in rental demand driven by professionals landing new job opportunities.

The outlook of the house market is classed as steady and the unit market is classed as falling. However, the recent house and unit price improvement over the quarter may be an early sign that the residential property market has commenced stabilising.

HOUSE MARKET (<2400m²)

Bundaberg is the second-most affordable house market in the QMM report.

The annual median house price increased an encouraging 2.9 per cent, to \$283,000 in September. This compares with the median sale price of \$280,000 in September 2012, which represented a five-year cumulative increase of 1.1 per cent.

Five of the suburbs reported in the QMM, including Coral Cove, Woodgate, Bargara, Kalkie and Avoca, reached an annual median sale price above that of the local government area. Coral Cove, the most expensive suburb in Bundaberg, reported an annual median sale price of \$385,000 in September 2017.

Similar to other regional areas, most house sales activity occurs below \$350,000.

For a second consecutive quarter, the volume of sales fell, slicing off 14.5 per cent in the June quarter. On an annual basis, the number of sales fell 5.8 per cent, from 1064 sales in September last year to 1002 sales in September this year. Preliminary September quarterly data shows a fall in sales to 181 transactions (This preliminary data will be reassessed in the September Queensland Market Monitor).

Increased listings continued putting upward pressure on stock on market. Listings increased 24.8 per cent, from 3025 in August 2016 to 3774 in August 2017, pushing stock on market to 11.2 per cent for the year to August 2017.

Median days on market held relatively steady at 65 days. Median vendor discounting fell to 5.8 per cent, which shows that the gap between vendor price expectations and the sale price may be closing.

UNIT MARKET

Despite increased supply, the unit market performed strongly over the September quarter, with the median sale price growing from \$242,500 in June to \$254,950 in September.

Over the past year and the past five years, the unit market performance was weak, with prices falling 3.9 per cent for the past year and 6.4 per cent for the past five years. The annual median unit price sits at \$250,000 for September this year, down from \$260,000 in September 2016 and \$267,000 in September 2012.

Bundaberg is the slowest unit market in Queensland, taking about 123 days to negotiate a sale in August 2017 compared with 105 days in August 2016.

Similar to the house market, the gap between vendor price expectations and the sale price may be closing as the median discounting fell from 6.4 per cent in August 2016 to 5.9 per cent in August 2017.

RENTAL MARKET

Bundaberg was one of the few rental markets that weakened over the September quarter. Vacancy rates increased, from 3.6 per cent in June to 4 per cent in September.

Contrary to the data, local agents have reported increasing demand for rental properties from interstate workers. Bargara is one of the high-demand suburbs for relocated professionals.

Rents for three-bedroom houses held steady at \$285 a week for the September quarter.

Rents for two-bedroom units and three-bedroom townhouses increased \$10 a week and \$5 a week, reaching a weekly rent of \$240 and \$295 respectively.

Rents in Bundaberg have followed a moderate upward trend over the past year and the past five years. Rents for two-bedroom units increased the most for the past year and the past five years.

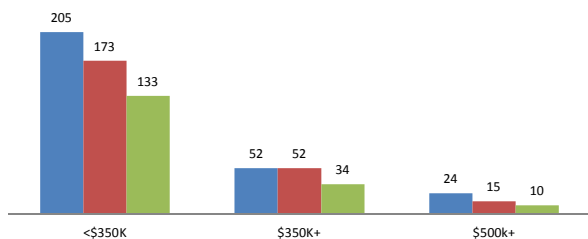
For a second consecutive quarter, the indicative gross rental yields for houses held steady over the quarter at 5.3 per cent. However, the yields for units fell sharply from 6 per cent in June to 4.9 per cent in September due to the increase on the September quarter median unit price.

In good news for investors, the Bundaberg house market has the largest rental yield of all the areas analysed in the Queensland Market Monitor.

“The outlook of the house market is classed as steady and the unit market is classed as falling.”

BUNDABERG HOUSE SALES

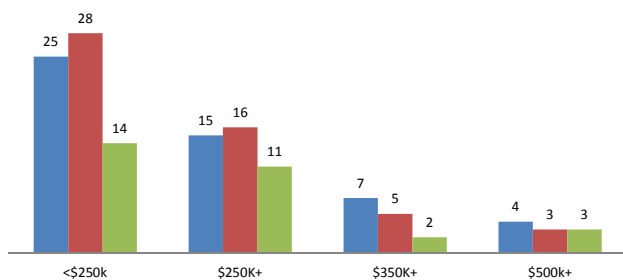
■ Mar-17 ■ Jun-17 ■ Sep-17 *



*Preliminary data
Houses<2400m²

BUNDABERG UNIT SALES

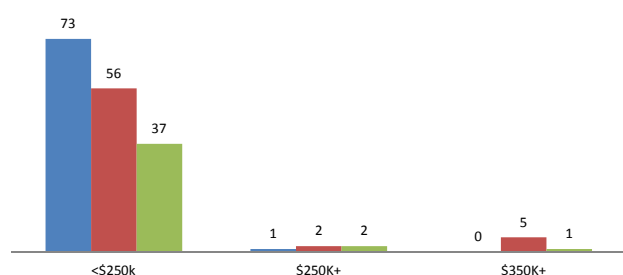
■ Mar-17 ■ Jun-17 ■ Sep-17 *



*Preliminary data

BUNDABERG LAND SALES

■ Mar-17 ■ Jun-17 ■ Sep-17 *



*Preliminary data

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BUNDABERG (LGA)	181	\$280,000	0.0%	\$283,000	\$275,000	2.9%	\$280,000	1.1%
BUNDABERG (LGA) ^	57	\$366,794	0.5%	\$350,000	\$338,500	3.4%	\$345,000	1.4%
AVENELL HEIGHTS	11	N/A	N/A	\$255,000	\$270,000	-5.6%	\$267,500	-4.7%
AVOCA	12	N/A	N/A	\$303,750	\$315,000	-3.6%	\$306,500	-0.9%
BARGARA	22	\$390,000	6.1%	\$355,000	\$381,000	-6.8%	\$343,750	3.3%
BRANYAN ^	6	N/A	N/A	\$420,000	\$354,500	18.5%	\$360,000	16.7%
BUNDABERG EAST	6	N/A	N/A	\$283,000	\$284,500	-0.5%	\$287,000	-1.4%
BUNDABERG NORTH	9	N/A	N/A	\$220,000	\$212,000	3.8%	\$235,000	-6.4%
BUNDABERG SOUTH	8	N/A	N/A	\$225,000	\$237,500	-5.3%	\$228,500	-1.5%
BUNDABERG WEST	2	N/A	N/A	\$265,000	\$242,500	9.3%	\$239,000	10.9%
BURNETT HEADS	10	N/A	N/A	\$275,000	\$270,000	1.9%	\$271,250	1.4%
CORAL COVE	10	N/A	N/A	\$385,000	\$395,000	-2.5%	\$415,000	-7.2%
KALKIE	7	N/A	N/A	\$330,000	\$355,000	-7.0%	\$336,750	-2.0%
KEPNOCK	11	N/A	N/A	\$260,000	\$260,000	0.0%	\$270,000	-3.7%
MILLBANK	8	N/A	N/A	\$220,000	\$240,000	-8.3%	\$240,000	-8.3%
NORVILLE	5	N/A	N/A	\$217,500	\$225,500	-3.6%	\$246,500	-11.8%
SVENSSON HEIGHTS	10	N/A	N/A	\$249,000	\$229,250	8.6%	\$248,000	0.4%
THABEBAN	6	N/A	N/A	\$242,000	\$250,000	-3.2%	\$273,500	-11.5%
WALKERVALE	9	N/A	N/A	\$210,000	\$227,500	-7.7%	\$230,000	-8.7%
WOODGATE	5	N/A	N/A	\$366,500	\$390,000	-6.0%	\$402,500	-8.9%

SURROUNDS

NORTH BURNETT (LGA)	10	N/A	N/A	\$146,000	\$130,000	12.3%	\$150,000	-2.7%
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SALES MARKET - UNITS & TOWNHOUSES

BUNDABERG (LGA)	31	\$254,950	5.1%	\$250,000	\$260,000	-3.9%	\$267,000	-6.4%
AVENELL HEIGHTS	3	N/A	N/A	N/A	\$241,000	N/A	\$221,000	0.2%
BARGARA	9	N/A	N/A	\$350,000	\$326,000	7.4%	\$329,000	6.4%

SALES MARKET - VACANT LAND <2400m²

BUNDABERG (LGA)	31	\$146,500	2.8%	\$148,000	\$148,900	-0.6%	\$144,000	2.8%
BUNDABERG (LGA) ^	9	N/A	N/A	\$143,000	\$154,500	-7.4%	\$135,000	5.9%
BRANYAN	4	N/A	N/A	N/A	\$145,000	N/A	\$139,000	5.4%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY*	SEP-17 \$/ WEEK	NEW BONDS	SEP-16 \$/ WEEK	NEW BONDS	SEP-12 \$/ WEEK	NEW BONDS
BUNDABERG REGIONAL		\$285	334	\$280	396	\$270	341
4660	APPLE TREE CREEK/CHILDERS/WOODGATE	\$280	33	\$280	29	\$250	23
4670	BUNDABERG/AVOCA/BARGARA/BURNETT HEADS/INNES PARK/KEPNOCK/MILLBANK/THABEBAN	\$290	282	\$285	344	\$275	305
4671	GIN GIN/MOUNT PERRY	\$260	17	\$255	22	\$220	13
NORTH BURNETT REGIONAL		\$240	35	\$250	48	\$270	224
4625	ARANBANGA	\$250	9	\$250	17	\$210	10
4626	BEERON	\$280	13	\$250	19	\$220	12
4630	BANCROFT	\$170	6	\$188	8	\$170	13

RENTAL MARKET - 2 BED UNITS

BUNDABERG REGIONAL		\$240	179	\$230	195	\$220	176
4670	BUNDABERG, AVOCA, BARGARA, BURNETT HEADS, INNES PARK, KEPNOCK, MILLBANK, THABEBAN	\$240	174	\$225	184	\$215	166

RENTAL MARKET - 3 BED TOWNHOUSES

BUNDABERG REGIONAL		\$295	17	\$288	8	\$280	13
4670	BUNDABERG/AVOCA/BARGARA/BURNETT HEADS/INNES PARK/KEPNOCK/MILLBANK/THABEBAN	\$303	14	\$290	7	\$280	11

Gladstone

Gladstone's residential property market has yet to turn the corner toward recovery.

House and unit prices continued falling over the September quarter, with house prices falling 3.6 per cent to \$279,500 and unit prices falling 1.9 per cent, to \$176,600.

The 12-month and five-year performance of the house and unit markets have been the weakest of all markets featured in the Queensland Market Monitor.

The house market remained the most challenged market with the longest days on market and highest vendor discounting of all markets featured in the Queensland Market Monitor. This market has become the third-most affordable of the areas featured in the QMM, with an annual median price of \$290,000.

Change in sentiment, in both the sales and rental markets, is a topic of conversation by locals and real estate agents. While the regional economic diversification initiatives are encouraging, the property data does not yet suggest recovery has begun.

One of the key industries targeted for regional economic development is renewable energy.

Eco Energy World, an English company, with a portfolio of 500MW of solar energy in Australia and with the financial support from Investec, is working towards building the Raglan solar farm at Epala Road, Ambrose. The media has reported the development application is currently under council assessment.

Another key renewable energy project is the 450MW Aldoga solar farm at the Gladstone State Development Area. This project is currently under tender stage with five short-listed companies in the running. The construction design and engineering for this project is scheduled to commence in 2018 and could potentially generate power to 130,000 homes and become one of the largest renewable energy projects in Australia.

The rental market performance has been weak over the past five years, however, investors may be glimpsing hope on the horizon as vacancies are improving slightly and rents for some type of dwellings are recovering.

HOUSE MARKET (<2400m²)

The housing market slipped over the past year, falling 13.7 per cent, from \$336,000 in September 2016 to \$290,000 in September this year.

The medium-term data revealed a large dip of 38.9 per cent, from an annual median house price of \$475,000 in September 2012, which was the peak of the market.

The most active price bracket is for sales below \$350,000 aligning with the median sale price.

Gladstone, as the smallest house market of the areas analysed in the QMM, reported a steady volume of sales - slightly above 100 sales over the June quarter. For the past year, the number of house sales increased 11.5 per cent, from 410 for September 2016 to 457 for September 2017. This is good news for the house market.

Annual listings increased 26.2 per cent, from 1524 in August 2016 to 1924 in August 2017. This has put upward pressure on the stock on market, which has reached 8.6 per cent in August this year.

Gladstone is the slowest house market in Queensland, taking about 87 days to negotiate a sale in August 2017 compared with 85 days in August 2016.

In positive news for vendors, median vendor discounting fell 1.1 percentage points for the past 12 months to August this year, to 9.5 per cent. This demonstrates that the gap between vendor price expectations and sale price may be closing. Regardless of the annual fall, Gladstone was the region with the highest vendor discounting of all house markets featured in the Queensland Market Monitor.

UNIT MARKET

Gladstone was one of the smallest and the third-most affordable unit market in the QMM.

Units performed poorly, with the annual median sale price falling 12.5 per cent, from \$280,000 in September 2016 to \$245,000 in September this year.

Over the past five years, the annual median unit price nearly halved, falling a massive 45.6 per cent, from a median of \$450,000 in September 2012.

The most active price range is transactions below \$250,000. The annual volume of unit sales increased from 111 for September 2016 to 133 for September 2017, and this is one of the few LGAs in Queensland recording an annual increase in unit sale volumes.

Units took about 92 days to reach a sale and required a discount of 11.7 per cent in August 2017.

RENTAL MARKET

Gladstone vacancies have nearly halved over the past 6 quarters, with vacancies sitting at 5.7 per cent in September 2017 compared with 11.3 per cent in March 2016.

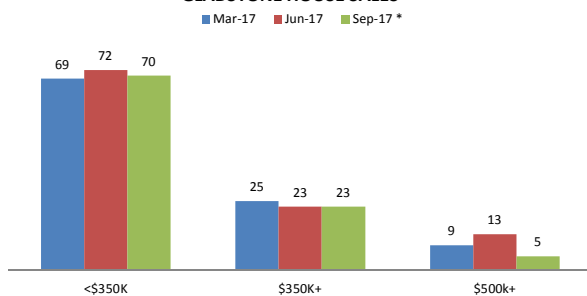
Despite the evident improvement, Gladstone recorded the largest vacancy rate for the quarter in Queensland of 5.7 per cent, sitting within the weak range as per the REIQ classification.

Local agents in Gladstone have noted that the rental market has commenced stabilising with higher demand from tenants, which is cautiously reducing vacancies and increasing rents for some type of dwellings.

Gladstone remained as the most affordable rental market of all areas analysed in the Queensland Market Monitor. Rents moved up and down over the quarter and over the past year, reflecting the inconsistent and challenging performance of the rental market.

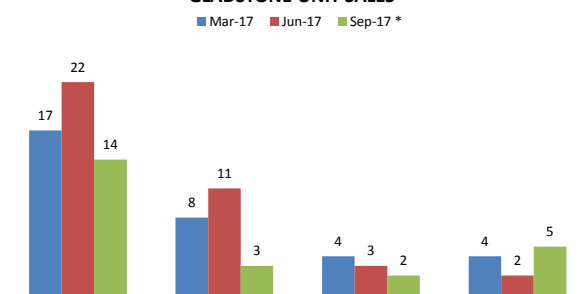
Rents reduced sharply in the range of 62 and 68 per cent over the past five years due to the departure of residents to other regions looking for job opportunities. This has put pressure on rental yields, which are sitting within the lowest range of the spectrum throughout the state (3.5 per cent for houses and 4.1 per cent for units).

GLADSTONE HOUSE SALES



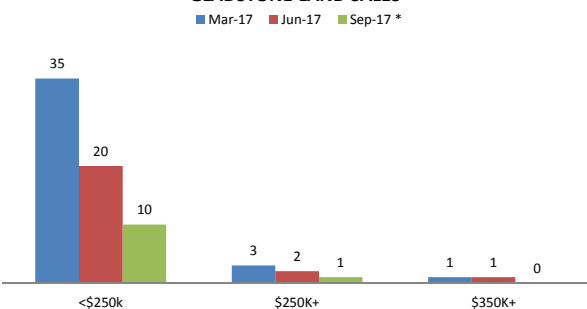
*Preliminary data
Houses <2400m²

GLADSTONE UNIT SALES



*Preliminary data

GLADSTONE LAND SALES



*Preliminary data

For the past year, the number of house sales increased 11.5 per cent, from 410 for September 2016 to 457 for September 2017. This is good news for the house market.

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GLADSTONE (LGA)	103	\$279,500	-3.6%	\$290,000	\$336,000	-13.7%	\$475,000	-38.9%
GLADSTONE (LGA) ^	19	N/A	N/A	\$332,500	\$370,000	-10.1%	\$487,500	-31.8%
AGNES WATER ^	5	N/A	N/A	\$335,000	\$347,500	-3.6%	\$350,000	-4.3%
BOYNE ISLAND	8	N/A	N/A	\$300,000	\$370,000	-18.9%	\$497,500	-39.7%
CALLIOPE	7	N/A	N/A	\$249,250	\$310,000	-19.6%	\$458,000	-45.6%
CLINTON	15	N/A	N/A	\$279,000	\$315,000	-11.4%	\$482,000	-42.1%
GLEN EDEN	3	N/A	N/A	\$319,750	\$367,500	-13.0%	\$530,000	-39.7%
KIN KORA	3	N/A	N/A	\$290,000	\$329,500	-12.0%	\$450,000	-35.6%
KIRKWOOD	5	N/A	N/A	\$320,000	\$386,250	-17.2%	\$585,000	-45.3%
NEW AUCKLAND	13	N/A	N/A	\$297,500	\$345,000	-13.8%	\$490,000	-39.3%
SOUTH GLADSTONE	5	N/A	N/A	\$268,500	\$280,000	-4.1%	\$440,000	-39.0%
TANNUM SANDS	14	N/A	N/A	\$365,000	\$382,500	-4.6%	\$527,500	-30.8%
TELINA	3	N/A	N/A	N/A	\$382,000	N/A	\$495,000	-46.9%
WEST GLADSTONE	6	N/A	N/A	\$195,000	\$242,500	-19.6%	\$437,000	-55.4%

SURROUNDS

BANANA (LGA)	15	N/A	N/A	\$152,500	\$185,000	-17.6%	\$265,000	-42.5%
BILOELA	8	N/A	N/A	\$238,000	\$239,500	-0.6%	\$291,500	-18.4%

SALES MARKET - UNITS & TOWNHOUSES

GLADSTONE (LGA)	24	\$176,600	-1.9%	\$245,000	\$280,000	-12.5%	\$450,000	-45.6%
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SALES MARKET - VACANT LAND <2400m²

GLADSTONE (LGA)	5	N/A	N/A	\$160,000	\$172,500	-7.3%	\$247,500	-35.4%
KIRKWOOD	0	N/A	N/A	N/A	\$191,000	N/A	\$252,000	-36.9%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY*	SEP-17 \$ / WEEK	NEW BONDS	SEP-16 \$ / WEEK	NEW BONDS	SEP-12 \$ / WEEK	NEW BONDS
GLADSTONE REGIONAL		\$190	275	\$190	305	\$500	262
4677	AGNES WATER/MIRIAM VALE	\$315	14	\$330	19	\$370	21
4680	GLADSTONE/BOYNE ISLAND/CLINTON/NEW AUCKLAND/KIN KORA/ TANNUM SANDS	\$185	255	\$190	281	\$500	236
BANANA SHIRE		\$260	47	\$260	63	\$335	51
4715	BILOELA	\$300	31	\$300	39	\$350	29
4718	BAUHHINIA	\$248	10	\$200	17	\$300	17

RENTAL MARKET - 2 BED UNITS

GLADSTONE REGIONAL		\$140	215	\$150	237	\$400	207
4680	GLADSTONE/BOYNE ISLAND/CLINTON/NEW AUCKLAND/KIN KORA/ TANNUM SANDS	\$140	211	\$150	236	\$420	192
BANANA SHIRE		\$240	32	\$255	26	\$250	8
4715	BILOELA	\$250	25	\$260	22	N/A	4

RENTAL MARKET - 3 BED TOWNHOUSES

GLADSTONE REGIONAL		\$195	87	\$190	121	\$600	47
4677	AGNES WATER/MIRIAM VALE	N/A	3	N/A	3	\$0	0
4680	GLADSTONE/BOYNE ISLAND/CLINTON/NEW AUCKLAND/KIN KORA/ TANNUM SANDS	\$193	84	\$190	118	\$600	47

Rockhampton

The unit market continued outperforming the house market, with the annual median unit price increasing 4.4 per cent compared with the annual house price slip of 2.9 per cent for the 12 months to September 2017.

Unit median prices at \$305,000 remained more expensive than house prices at \$267,000. This is an atypical performance and reveals the unsteady characteristics of the property market.

Rockhampton's house market has faced unprecedented downward pressure on prices. This has positioned Rockhampton as the most affordable house market of the areas analysed in the Queensland Market Monitor.

Rockhampton is in need of infrastructure investment. We have identified three large government projects that will inject nearly \$500 million into the regional economy.

- The \$200 million extension of the Capricornia Correctional Centre, which will potentially commence construction later this year or early 2018.
- The \$140 million Central Queensland University Priority Development Area, currently under tender stage.
- The redevelopment of the Shoalwater Bay training area, currently under tender stage and expecting to inject between \$120 million and \$140 million.

Adani has recently selected Rockhampton and Townsville as the two FIFO hubs for employees. The announcement has brought hope to the region, which may initially see increasing demand for rental accommodation.

In good news for investors, vacancies have trended downwards for the past two quarters. However, the rental market still operates in the weak range with demand showing early signs of recovery.

The outlook of the residential property market in Rockhampton remains challenging. While the recent selection of Rocky as a FIFO hub is good news, the mine viability appears to be dependent on receiving Commonwealth loan funding to build the Carmichael rail line.

HOUSE MARKET (<2400m²)

The housing market slipped slightly over the September quarter, falling 0.4 per cent from \$265,000 in June to \$264,000 in September.

The annual data revealed a larger dip of 2.9 per cent, from \$275,000 to \$267,000. This compares to an annual median of \$300,000 five years ago.

The suburbs of Norman Gardens, Berserker and Frenchville recorded an annual median price growth in the range of 1 per cent to 10 per cent for September this year. Norman Gardens is also the most expensive suburb in Rockhampton (of the suburbs featured in the QMM) with an annual median sale price of \$394,500.

Rockhampton is very affordable, with the most active price range for house sales below \$350,000. The annual volume of sales fell 13.2 per cent, from 861 in September 2016 to 747 in September this year.

Market trend indicators revealed increasing supply, with the number of listings lifting 16.1 per cent and pushing the stock on market to 9.2 per cent for the year to August 2017.

Median days on market and median vendor discounting revealed improvements for the past year. However, both indicators remained on the high side and revealed excess supply compared to demand. Median days on market fell, from 76 days in August 2016 to 70 days in August 2017. The median vendor discounting also contracted, from 9.1 per cent in August 2016 to 8.5 per cent in August 2017.

UNIT MARKET

Rocky is the smallest unit market despite the increase in the annual volume of sales to more than 100 sales for the past year.

The annual median unit price, at \$305,000, increased 4.4 per cent. This growth matches the annual increase recorded for Gold Coast units.

Listing volumes have increased largely from 183 in August 2016 to 279 in August 2017. This lift has put upward pressure on the stock on market, median vendor discount and median days on market.

A unit in Rocky needs over three months to reach a sale and a discount of 7 per cent.

RENTAL MARKET

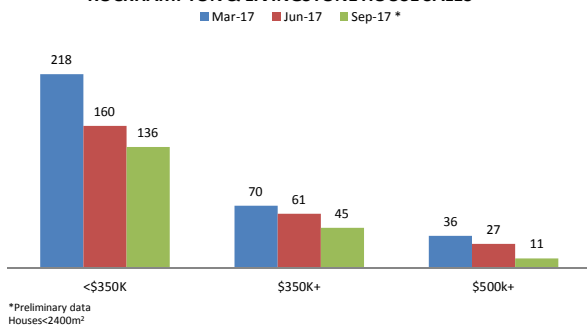
Following a second consecutive fall in vacancies, the Rocky rental market is one of the regional areas showing a glimpse of recovery. However, with vacancies still sitting within the weak range at 5.5 per cent; there is still a long way to go before the rental market operates in equilibrium for landlords and tenants.

Over the past few months, property managers in Rockhampton have noted an increase in demand which has driven a fall in vacancies.

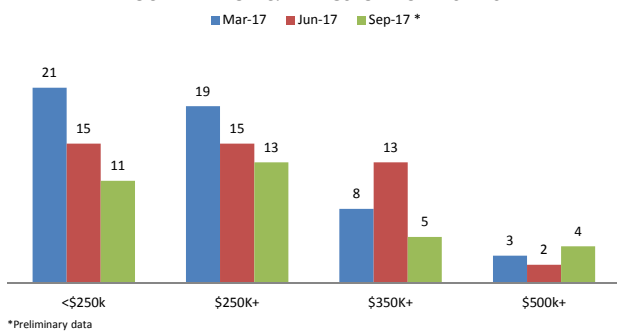
Rental supply has increased moderately by 1.8 per cent over the past year. Houses supply held steady while units and townhouses supply increased 3.3 per cent and 13.4 per cent for the past 12 months.

Weekly rents have generally followed a downward path for the past year and the past five years. The reduction in vacancies has not yet put upward pressure on rental costs, showing the challenges faced by a weak rental market.

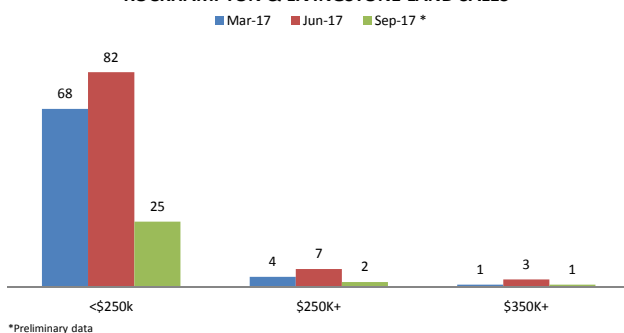
ROCKHAMPTON & LIVINGSTONE HOUSE SALES



ROCKHAMPTON & LIVINGSTONE UNIT SALES



ROCKHAMPTON & LIVINGSTONE LAND SALES





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SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
ROCKHAMPTON (LGA)	138	\$264,000	-0.4%	\$267,000	\$275,000	-2.9%	\$300,000	-11.0%
ROCKHAMPTON (LGA) ^	10	N/A	N/A	\$390,000	\$380,000	2.6%	\$410,000	-4.9%
ALLENSTOWN	10	N/A	N/A	\$237,500	\$261,000	-9.0%	\$300,000	-20.8%
BERSERKER	8	N/A	N/A	\$210,000	\$200,000	5.0%	\$245,000	-14.3%
FRENCHVILLE	22	\$327,000	3.8%	\$323,500	\$320,000	1.1%	\$335,000	-3.4%
GRACEMERE	13	N/A	N/A	\$274,000	\$287,000	-4.5%	\$341,500	-19.8%
KAWANA	9	N/A	N/A	\$272,500	\$310,500	-12.2%	\$310,000	-12.1%
KOONGAL	12	N/A	N/A	\$215,000	\$237,250	-9.4%	\$275,000	-21.8%
MOUNT MORGAN	1	N/A	N/A	N/A	\$110,000	N/A	\$135,000	-33.7%
NORMAN GARDENS	15	N/A	N/A	\$394,500	\$360,000	9.6%	\$407,500	-3.2%
PARK AVENUE	18	N/A	N/A	\$205,000	\$227,750	-10.0%	\$260,500	-21.3%
THE RANGE	12	N/A	N/A	\$331,500	\$370,000	-10.4%	\$345,000	-3.9%
WANDAL	8	N/A	N/A	\$230,907	\$290,000	-20.4%	\$290,000	-20.4%

SURROUNDS

CENTRAL HIGHLANDS (LGA)	34	\$110,000	-26.7%	\$155,000	\$170,000	-8.8%	\$425,500	-63.6%
BLACKWATER	10	N/A	N/A	\$37,500	\$120,000	-68.8%	\$436,500	-91.4%
EMERALD	20	\$155,000	-35.4%	\$220,000	\$232,500	-5.4%	\$443,750	-50.4%

LIVINGSTONE (LGA)	58	\$340,000	-2.9%	\$360,000	\$365,000	-1.4%	\$390,500	-7.8%
LIVINGSTONE (LGA) ^	32	\$506,250	11.4%	\$485,000	\$487,000	-0.4%	\$475,000	2.1%
EMU PARK	7	N/A	N/A	\$310,000	\$305,000	1.6%	\$350,000	-11.4%
LAMMERMOOR	3	N/A	N/A	\$420,000	\$457,000	-8.1%	\$440,000	-4.5%
YEPPON	14	N/A	N/A	\$365,000	\$348,750	4.7%	\$388,000	-5.9%
ZILZIE	6	N/A	N/A	\$345,000	\$370,000	-6.8%	\$385,000	-10.4%

SALES MARKET - UNITS & TOWNHOUSES

ROCKHAMPTON (LGA)	20	\$290,000	-8.2%	\$305,000	\$292,250	4.4%	\$307,500	-0.8%
ROCKHAMPTON CITY	7	N/A	N/A	\$432,754	\$390,000	11.0%	\$325,000	33.2%

SURROUNDS

LIVINGSTONE (LGA)	13	N/A	N/A	\$257,000	\$310,000	-17.1%	\$298,500	-13.9%
YEPPON	6	N/A	N/A	\$255,000	\$313,750	-18.7%	\$333,225	-23.5%

SALES MARKET - VACANT LAND <2400m²

ROCKHAMPTON (LGA)	9	N/A	N/A	\$147,000	\$151,750	-3.1%	\$144,500	1.7%
GRACEMERE	2	N/A	N/A	\$144,000	\$140,500	2.5%	\$144,000	0.0%
NORMAN GARDENS	3	N/A	N/A	\$167,450	\$169,950	-1.5%	\$150,000	11.6%

SURROUNDS

LIVINGSTONE (LGA)	15	N/A	N/A	\$170,000	\$171,000	-0.6%	\$165,000	3.0%
HIDDEN VALLEY	3	N/A	N/A	\$176,000	\$174,000	1.2%	\$300,000	-41.3%
PARKHURST	0	N/A	N/A	\$170,000	\$166,000	2.4%	\$198,000	-14.1%
ZILZIE	1	N/A	N/A	N/A	\$115,000	N/A	\$180,000	-16.1%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY:	SEP-17 \$/ WEEK	NEW BONDS	SEP-16 \$/ WEEK	NEW BONDS	SEP-12 \$/ WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$260	269	\$280	286	\$340	443
4700	ALLENSTOWN/DEPOT HILL/GREAT KEPPEL IS/ ROCKHAMPTON/WANDAL	\$250	91	\$278	88	\$330	103
4701	CENTRAL QLD UNI/ FRENCHVILLE/ KALKA/ KOONGAL/ LAKES CK/ NERIMBERA/ NTH ROCKHAMPTON/ OASIS GARDENS/ PK AVENUE PO/ROCKHAMPTON	\$260	172	\$280	188	\$330	165
	LIVINGSTONE SHIRE	\$280	200	\$295	157	N/A	N/A
4702	AMBROSE/BANANA/BARALABA/GINDIE/ GRACEMERE/JERICO/KEPPEL SANDS/ SAPHIRESTANWELL/RUBYVALE/WESTWOOD/ WOORABINDA/WOWAN/YARAKA	\$250	75	\$270	69	\$350	71
4703	BAYFIELD/BUNGUNDARRA/BYFIELD/COOEE BAY/FARNBOROUGH/KEMP BCH/KINKA BCH/ LAMMERMOOR BCH/STATUTE BAY/TARANGANBA/ WOODBURY/YEPPON	\$325	87	\$320	69	\$360	65
4710	EMU PARK/ZILZIE	\$265	34	\$295	19	\$360	26
4714	MOUNT MORGAN	\$198	6	\$200	10	\$220	11
	CENTRAL HIGHLANDS REGIONAL	\$230	130	\$200	150	\$600	114
4717	BLACKWATER	\$213	48	\$180	71	\$750	47
4720	EMERALD	\$250	62	\$210	60	\$525	50

RENTAL MARKET - 2 BED UNITS

	ROCKHAMPTON REGIONAL	\$200	182	\$218	186	\$260	219
4700	ALLENSTOWN/DEPOT HILL/GREAT KEPPEL IS/ ROCKHAMPTON/WANDAL	\$200	46	\$250	56	\$235	45
4701	CENTRAL QLD UNI/ FRENCHVILLE/ KALKA/ KOONGAL/ LAKES CK/ NERIMBERA/ NTH ROCKHAMPTON/ OASIS GARDENS/ PK AVENUE PO/ROCKHAMPTON	\$200	135	\$203	130	\$250	108
	LIVINGSTONE SHIRE	\$270	49	\$270	73	N/A	N/A
4702	AMBROSE/BANANA/BARALABA/GINDIE/ GRACEMERE/JERICO/KEPPEL SANDS/ SAPHIRESTANWELL/RUBYVALE/WESTWOOD/ WOORABINDA/WOWAN/YARAKA	N/A	3	N/A	2	\$260	10
4703	BAYFIELD/BUNGUNDARRA/BYFIELD/COOEE BAY/FARNBOROUGH/KEMP BCH/KINKA BCH/ LAMMERMOOR BCH/STATUTE BAY/TARANGANBA/ WOODBURY/YEPPON	\$270	45	\$270	69	\$300	55
	CENTRAL HIGHLANDS REGIONAL	\$170	74	\$163	66	\$450	42
4717	BLACKWATER	\$150	11	\$125	6	\$600	5
4720	EMERALD	\$170	57	\$170	56	\$450	32

RENTAL MARKET - 3 BED TOWNHOUSES

	ROCKHAMPTON REGIONAL	\$300	7	\$300	18	\$358	12
4701	CENTRAL QLD UNI, FRENCHVILLE, KALKA, KOONGAL, LAKES CK, NERIMBERA, NTH ROCKHAMPTON, OASIS GARDENS, PK AVENUE PO, ROCKHAMPTON	\$315	6	\$300	11	\$358	5
	LIVINGSTONE SHIRE	\$380	17	\$320	9	N/A	N/A
4702	AMBROSE/BANANA/BARALABA/GINDIE/ GRACEMERE/JERICO/KEPPEL SANDS/ SAPHIRESTANWELL/RUBYVALE/WESTWOOD/ WOORABINDA/WOWAN/YARAKA	\$395	12	N/A	4	N/A	2
4703	BAYFIELD/BUNGUNDARRA/BYFIELD/COOEE BAY/FARNBOROUGH/KEMP BCH/KINKA BCH/ LAMMERMOOR BCH/STATUTE BAY/TARANGANBA/ WOODBURY/YEPPON	N/A	4	\$350	5	N/A	4
	CENTRAL HIGHLANDS REGIONAL	\$270	7	\$280	6	\$800	15
4720	EMERALD	N/A	3	N/A	3	\$680	12

“In good news for investors, vacancies have trended downwards for the past two quarters. However, the rental market still operates in the weak range with demand showing early signs of recovery.”

Mackay

The local economy in Mackay SA4 continued showing signs of improvement. The unemployment rate has fallen from a top of 8 per cent in December 2015 to 5 per cent in September 2017 and about 10,860 more people have joined the workforce over this period.

Vacancies are also improving, now sitting at the lowest level in years, at 2.8 per cent. The sales market statistics do not yet reflect the improvements being seen in the employment sector and the rental market. This is not a matter for concern as it usually takes time after the rental market recovery for the sales market to stabilise.

The September quarterly data revealed a fall in the house and unit prices of 10.3 per cent and 22.7 per cent, to a quarterly median price of \$307,250 for houses and \$170,000 for units.

The annual fall in the median unit price of 11.7 per cent was the second-largest fall and has positioned Mackay as the most affordable unit market in the QMM.

Rental demand and supply appears to be reaching equilibrium, with rents increasing over the past year and vacancies moving to the healthy range over the September quarter.

The Mackay Ring Road project has made good progress over the quarter and construction has commenced. The estimated project completion is scheduled in early 2020 and it promises to inject investment in the vicinity of half a billion dollars.

The Adani Carmichael mine promises to bring economic development to Mackay as this town has been selected as the logistics and mining services hub. Local companies are in the process of negotiating contracts with the mine. The mine viability is still uncertain and dependent on government funding being allocated for the construction of the Carmichael rail line.

The economic fundamentals supporting regional development continued strengthening. However, for the time being the house and unit sale markets are still classed as falling markets. This is because we do not see any clear evidence that the increase in house and unit sale volumes is enough to put upward pressure on prices.

HOUSE MARKET (<2400m²)

The house market remained weak with the quarterly median sale price falling 10.3 per cent, from \$342,500 in June to \$307,250 in September this year.

The annual median sale price fell by 3 per cent, to an annual house median of \$320,000. This compares to an annual median of \$330,000 in September 2016 and \$427,500 in September 2012.

In a bit of good news, the volume of annual sales increased 6.6 per cent, from 955 transactions in September 2016 to 1018 transactions in September 2017. Preliminary data revealed 230 sales for the September quarter, which exceeded the volume of sales in the June quarter. September volumes data will be reviewed next quarter to understand the demand trend.

The most active price range for houses is for transactions below \$350,000.

Market trend indicators revealed an increase in supply but also an increase in demand. Listing volumes increased 6.6 per cent, lifting the stock on market to 7.6 per cent for the year to August 2017.

Median days on market shortened from 78 days in August last year to 64 days in August this year. Similarly, the sale of a house required a discount of 8.2 per cent in August this year compared with 11.3 per cent in August last year.

UNIT MARKET

Units continued performing more poorly than houses, with the quarter median sale price falling a massive 22.7 per cent from \$220,000 in June to \$170,000 in September.

Over the past year, the annual median unit price has fallen 11.7 per cent, from \$240,000 in September 2016. This compares with an annual median of \$349,000 five years ago, which represents a fall of 39.3 per cent to September this year.

The most active price range for units is below \$250,000. The volume of unit sales is on the rise, with the annual unit sales increasing 31.6 per cent from 152 sales in September 2016 to 200 sales in September this year. This increase will most likely be higher once the preliminary September quarter data is updated.

Similar to the house market, listings increased for the past 12 months, putting pressure on the stock on market. The good news is that median vendor discounting and median days on market improved, closing the gap between vendors' expectations and buyers' sentiment.

RENTAL MARKET

In good news for investors, vacancies tightened for a third-consecutive quarter from 7.9 per cent in December 2016 to 2.8 per cent in September 2017, moving from a weak to a healthy rental market.

Rents continued showing signs that demand and supply are stabilising. The median rent for three-bedroom houses and two-bedroom units increased \$18 and \$10 a week for the September quarter. The weekly rent for three-bedroom townhouses fell slightly from \$280 in June to \$278 in September.

Over the past year, rents have followed an upward trend, increasing between \$10 and \$20 a week. This is a clear sign that demand is driving the recovery of the rental market.

The increasing rents coupled with the reduction on sale prices has supported the increase on the rental yields, for both houses and units over the September quarter. Units achieved an indicative rental yield of 6.4 per cent compared with house yields of 5.1 per cent.



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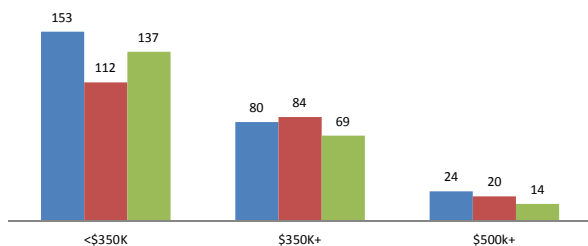


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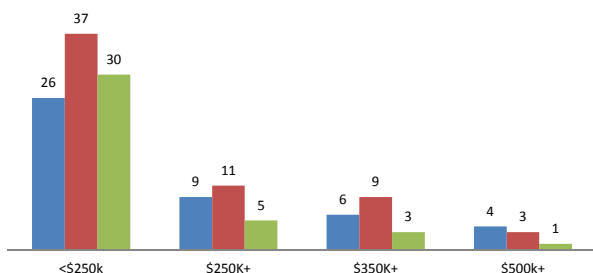
MACKAY HOUSE SALES

■ Mar-17 ■ Jun-17 ■ Sep-17 *

*Preliminary data
Houses <2400m²

MACKAY UNIT SALES

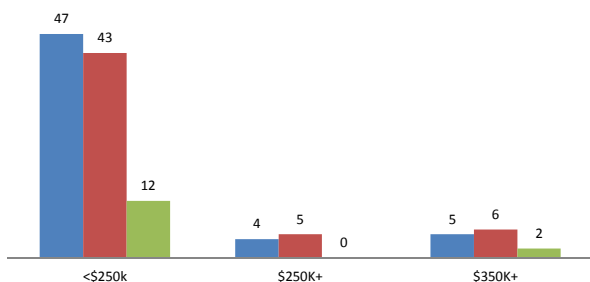
■ Mar-17 ■ Jun-17 ■ Sep-17 *



*Preliminary data

MACKAY LAND SALES

■ Mar-17 ■ Jun-17 ■ Sep-17 *



*Preliminary data

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
MACKAY (LGA)	230	\$307,250	-10.3%	\$320,000	\$330,000	-3.0%	\$427,500	-25.1%
MACKAY (LGA) ^	28	\$377,000	1.2%	\$396,000	\$440,000	-10.0%	\$490,000	-19.2%
ANDERGROVE	13	N/A	N/A	\$315,000	\$290,000	8.6%	\$415,000	-24.1%
BEACONSFIELD	6	N/A	N/A	\$345,000	\$340,000	1.5%	\$420,000	-17.9%
BLACKS BEACH	7	N/A	N/A	\$305,000	\$340,000	-10.3%	\$505,000	-39.6%
BUCASIA	12	N/A	N/A	\$315,000	\$330,000	-4.6%	\$464,500	-32.2%
EAST MACKAY	7	N/A	N/A	\$340,000	\$370,000	-8.1%	\$430,000	-20.9%
EIMEO	11	N/A	N/A	\$318,750	\$339,000	-6.0%	\$459,000	-30.6%
GLENELLA	9	N/A	N/A	\$440,000	\$430,000	2.3%	\$547,500	-19.6%
MARIAN	8	N/A	N/A	\$403,000	\$405,000	-0.5%	\$465,000	-13.3%
MOUNT PLEASANT	10	N/A	N/A	\$324,500	\$348,000	-6.8%	\$445,000	-27.1%
NORTH MACKAY	18	N/A	N/A	\$243,500	\$245,000	-0.6%	\$375,000	-35.1%
ORALEA	8	N/A	N/A	\$427,000	\$417,750	2.2%	\$482,000	-11.4%
RURAL VIEW	13	N/A	N/A	\$400,000	\$360,000	11.1%	\$485,000	-17.5%
SARINA	11	N/A	N/A	\$220,000	\$255,000	-13.7%	\$354,250	-37.9%
SLADE POINT	9	N/A	N/A	\$270,000	\$299,000	-9.7%	\$375,000	-28.0%
SOUTH MACKAY	14	N/A	N/A	\$270,000	\$260,000	3.9%	\$378,500	-28.7%
WALKERSTON	6	N/A	N/A	\$375,000	\$342,500	9.5%	\$445,500	-15.8%
WEST MACKAY	24	\$295,000	-0.7%	\$298,000	\$285,000	4.6%	\$390,000	-23.6%

SURROUNDS

ISAAC (LGA)	43	\$120,000	-14.3%	\$145,000	\$120,000	20.8%	\$627,000	-76.9%
MORANBAH	24	\$125,000	-34.2%	\$165,000	\$150,000	10.0%	\$731,000	-77.4%

WHITSUNDAY (LGA)	57	\$300,000	15.4%	\$315,000	\$330,000	-4.6%	\$350,000	-10.0%
WHITSUNDAY (LGA) ^	11	N/A	N/A	\$452,500	\$425,000	6.5%	\$493,000	-8.2%
BOWEN	15	N/A	N/A	\$240,000	\$250,500	-4.2%	\$355,000	-32.4%
CANNONVALE	15	N/A	N/A	\$430,000	\$424,000	1.4%	\$428,500	0.4%
PROSERPINE	7	N/A	N/A	\$267,500	\$277,500	-3.6%	\$300,000	-10.8%

SALES MARKET - UNITS & TOWNHOUSES

MACKAY (LGA)	39	\$170,000	-22.7%	\$212,000	\$240,000	-11.7%	\$349,000	-39.3%
MACKAY	9	N/A	N/A	\$280,000	\$283,188	-1.1%	\$362,500	-22.8%

SURROUNDS

WHITSUNDAY (LGA)	46	\$205,500	-27.5%	\$230,000	\$290,000	-20.7%	\$262,000	-12.2%
AIRLIE BEACH	19	N/A	N/A	\$290,000	\$362,500	-20.0%	\$246,500	17.6%
CANNONVALE	15	N/A	N/A	\$205,000	\$277,500	-26.1%	\$265,500	-22.8%

SALES MARKET - VACANT LAND <2400m²

MACKAY (LGA)	13	N/A	N/A	\$165,000	\$165,000	0.0%	\$194,000	-14.9%
RURAL VIEW	4	N/A	N/A	\$145,000	\$139,000	4.3%	\$210,000	-31.0%

SURROUNDS

WHITSUNDAY (LGA)	15	N/A	N/A	\$145,000	\$155,000	-6.5%	\$145,000	0.0%
CANNONVALE	5	N/A	N/A	\$156,100	\$170,000	-8.2%	\$139,950	11.5%

“For the time being the house and unit sale markets are still classed as falling markets. This is because we do not see any clear evidence that the increase in house and unit sale volumes is enough to put upward pressure on prices.”

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY*	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	MACKAY REGIONAL	\$300	372	\$280	428	\$475	360
4737	SARINA/SARINA BEACH/ARMSTRONG BEACH	\$260	25	\$250	28	\$450	30
4740	MACKAY	\$300	288	\$280	343	\$480	270
4741	VARIOUS ISLANDS/CLAIRVIEW/ETON/FARLEIGH/FLAGGY ROCK/GARGETT/MT CHRISTIAN/MT OSSA/OAKENDEN/PINNACLE/PLEYSTOWE/SEAFORTH/YALBOROO	\$305	12	\$240	13	\$400	15
4750	BUCASIA/SEAVIEW HEIGHTS/SHOAL PT	\$290	23	\$260	20	\$490	20
4751	PALMYRA/WALKERSTON	\$300	13	\$278	12	\$480	9
	ISAAC REGIONAL	\$220	109	\$200	116	\$700	141
4721	CLERMONT	\$225	10	\$240	13	\$500	14
4742	NEBO	N/A	3	\$195	7	N/A	4
4744	MORANBAH	\$230	55	\$220	71	\$750	84
4745	DYSART	\$150	27	\$157	21	\$550	35
4746	MIDDLEMOUNT	\$250	11	N/A	3	N/A	2
	WHITSUNDAY REGIONAL	\$350	143	\$300	130	\$370	135
4800	CANNON VALLEY/CONWAY/DINGO BCH/ERLANDO BCH/MT JULIAN/MT MARLOW/NTH GREGORY/PROSERPINE/RIORDANVALE/STRATHDICKIE/WILSON BCH	\$350	26	\$320	21	\$330	33
4802	AIRLIE BCH/CANNONVALE/JUBILEE/SHUTE HARBOUR/SHUTEHAVEN/WHITSUNDAY	\$445	56	\$350	47	\$425	35
4804	COLLINSVILLE	\$200	23	\$170	14	\$450	19
4805	BOWEN	\$288	36	\$260	48	\$355	48

RENTAL MARKET - 2 BED UNITS

MACKAY REGIONAL		\$210	312	\$200	288	\$360	264
4737	SARINA/SARINA BEACH/ARMSTRONG BEACH	\$180	11	\$180	22	\$280	23
4740	MACKAY	\$210	282	\$200	247	\$370	220
4750	BUCASIA/SEAVIEW HEIGHTS/SHOAL PT	\$180	11	\$200	7	\$400	5
ISAAC REGIONAL		\$180	41	\$200	28	\$450	26
4721	CLERMONT	\$163	8	N/A	3	N/A	4
4744	MORANBAH	\$210	18	\$280	15	\$400	10
4746	MIDDLEMOUNT	\$240	7	N/A	4	N/A	1
WHITSUNDAY REGIONAL		\$270	149	\$250	156	\$280	158
4800	CANNON VALLEY/CONWAY/DINGO BCH/ERLANDO BCH/MT JULIAN/MT MARLOW/NTH GREGORY/PROSERPINE/RIORDANVALE/STRATHDICKIE/WILSON BCH	\$220	22	\$200	16	\$220	18
4802	AIRLIE BCH/CANNONVALE/JUBILEE/SHUTE HARBOUR/SHUTEHAVEN/WHITSUNDAY	\$300	100	\$263	100	\$300	104
4805	BOWEN	\$260	25	\$228	38	\$280	29

RENTAL MARKET - 3 BED TOWNHOUSES

MACKAY REGIONAL		\$278	38	\$260	49	\$500	28
4740	MACKAY	\$275	35	\$260	40	\$500	21
ISAAC REGIONAL		\$290	22	\$250	26	\$1,400	7
4744	MORANBAH	\$300	15	\$300	11	\$1,400	7
4745	DYSART	N/A	N/A	N/A	3	\$0	0
WHITSUNDAY REGIONAL		\$420	31	\$300	21	\$420	23
4802	AIRLIE BCH/CANNONVALE/JUBILEE/SHUTE HARBOUR/SHUTEHAVEN/WHITSUNDAY	\$415	20	\$305	12	\$420	19
4805	BOWEN	\$450	7	\$300	5	N/A	2





Townsville

The Townsville house and unit sale markets continued following a downward path. This suggests that the economic benefits from the implementation of the infrastructure projects have not yet stimulated the housing market, particularly the sales sector.

For the September quarter, Townsville's median house price fell 1.5 per cent, supporting a fall on the annual median sale price of 2.4 per cent, to \$330,000.

The unit market performance was also weak, recording a fall in the quarterly median sale price of 15.5 per cent and dropping to a median sale price of \$236,500 for September this year.

Good news came as the jobless figures for Townsville SA4 fell, from 9.7 per cent in June to 9.1 per cent in September this year. However, Townsville remains a region with one of the highest unemployment rates. It is also uncertain if the improvement in the unemployment is sustainable considering the up and down path of its performance over the September quarter. The number of employed people in Townsville SA4 reached about 105,500 in September 2017, which is a level of employed people last seen in February 2016.

Tourism is an important economic contributor to the Townsville region, injecting \$843 million to the local economy, or 5.7 per cent of the region's gross regional product for the year to June 2016.

The conditional approval of the Port's \$1.64 billion expansion in September provides further support to the regional tourism industry. The proposed expansion has also the goal to widen the channel, attracting future growth in trade and lowering of freight costs. The project is expected to create 170 jobs during construction and 180 operational jobs.

The regional economic outlook looks promising as a number of large projects, like the construction of the North Queensland Stadium, the Haughton Pipeline Duplication Project and the \$80 million airport redevelopment, commence injecting investment to the region and creating job opportunities.

The announcement of Townsville as a FIFO hub for Adani and the downward trend in vacancies revealed a more positive outlook on the horizon for landlords. However, the current status of the rental sector is weak.

Considering the strong infrastructure program, the REIQ remains positive about the future of the Townsville housing market. However, the house and unit sale markets are still classed as falling as there is not yet evidence that demand is improving to achieve price stabilisation.

HOUSE MARKET (<2400m²)

The quarterly median house price fell 1.5 per cent, to \$316,250. Compared to 12 months ago, the annual median house price fell by 2.4 per cent, from \$338,000 in September 2016 to \$330,000 in September 2017. This compares to an annual median price of \$361,250 in September 2012, which fell 8.7 per cent for the past five years.

There is not yet evidence that house demand is improving or at least stabilising. The volume of annual sales fell 9.2 per cent, from 2140 for September 2016 to 1943 for September 2017. A larger fall was recorded over the June quarter, with the number of sales falling from 578 in March 2017 to 425 in June 2017. Preliminary data for the September quarter reported 365 house sales for the quarter.

The most active price bracket is for house sales below \$350,000.

Listing volumes revealed an increase in supply of 5.6 per cent for the 12 months to August 2017, from 4294 in August 2016 to 4535 in August 2017.

Median days on market fell from 70 days in August 2016 to 64 days in August 2017. Similarly, median vendor discounting fell from 8.6 per cent in August 2016 to 7.8 per cent in August 2017. Considering the fall in the volume of sales for the past year, the improvement of the market trend indicators reflects the lower price expectations from vendors.

UNIT MARKET

Similar to most of regional areas throughout the state, the unit market performed poorly for the past quarter, the past year and the past five years.

The quarterly median unit price slipped a massive 15.5 per cent, from \$280,000 in June 2017 to \$236,500 in September 2017.

Compared to 12 months ago, the annual median sale price fell 8.9 per cent, to \$255,000. This compares to an annual median unit price of \$315,000 five years ago.

The price contraction is definitely associated with the falling volume of sales. Over the past year, the number of unit sales slipped 14.3 per cent, from 551 annual sales in September 2016 to 472 sales in September 2017.

Market trend indicators revealed some characteristics of a market with increasing supply and falling demand. (Please turn to page 69 for On The Market tables and graphs).

Listings jumped 15.3 per cent, from 1136 in August 2016 to 1310 in August 2017. This increase lifted the stock on market to 10.6 per cent.

Median days on market and median vendor discounting followed opposite directions but moved just slightly for the past year to August 2017. A unit in Townsville would sell in about 85 days after a negotiated discount of 8.3 per cent.

RENTAL MARKET

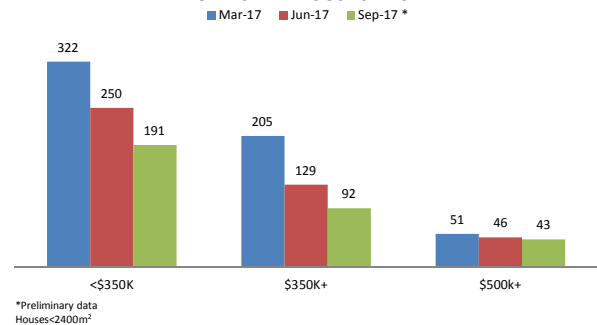
Vacancies tightened over the September quarter, from 5 per cent in June to 4.3 per cent in September. The sentiment across property managers is still shaky. A few property managers have noted an increase in tenant demand while others have indicated that tenant demand does not yet stabilise.

The rental supply increased moderately over the past year, from 23,711 rental properties in September 2016 to 24,224 in September 2017. This increase contributed to the fall in rents for the past 12 months.

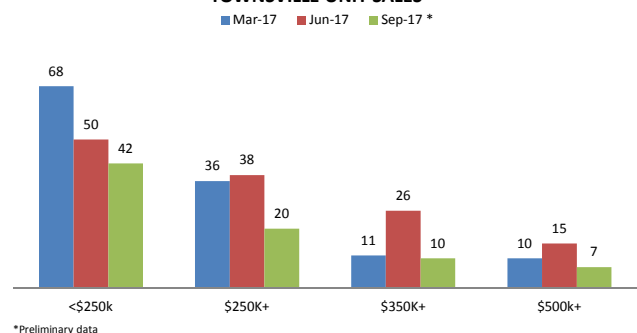
Rents over the quarter held steady at \$285 a week for three-bedroom houses, \$240 a week for two-bedroom units and \$300 a week for three-bedroom townhouses.

Yields for houses held steady at 4.7 per cent for the September quarter. Yields for units increased from 4.7 per cent in June to 5.3 per cent in September due to the fall trend on unit prices.

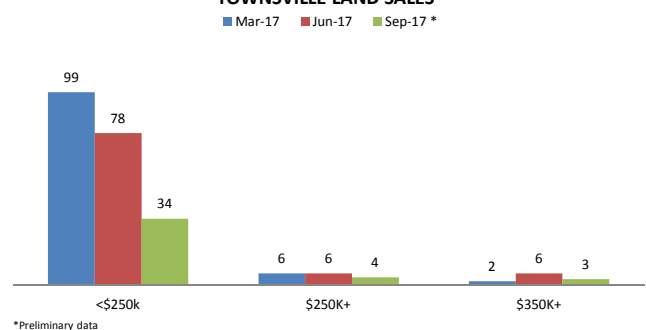
TOWNSVILLE HOUSE SALES



TOWNSVILLE UNIT SALES



TOWNSVILLE LAND SALES



SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TOWNSVILLE (LGA)	365	\$316,250	-1.5%	\$330,000	\$338,000	-2.4%	\$361,250	-8.7%
TOWNSVILLE (LGA) ^	46	\$390,000	-1.5%	\$413,000	\$412,500	0.1%	\$427,750	-3.4%
AITKENVALE	10	N/A	N/A	\$280,000	\$305,000	-8.2%	\$317,000	-11.7%
ALICE RIVER ^	8	N/A	N/A	\$432,500	\$460,000	-6.0%	\$455,000	-4.9%
ANNANDALE	15	N/A	N/A	\$390,000	\$385,000	1.3%	\$430,000	-9.3%
BOHLE PLAINS	6	N/A	N/A	\$395,000	\$417,500	-5.4%	\$420,000	-6.0%
BURDELL	12	N/A	N/A	\$365,000	\$402,000	-9.2%	\$412,000	-11.4%
BUSHLAND BEACH	21	\$366,500	2.4%	\$380,000	\$370,000	2.7%	\$411,109	-7.6%
CONDON	9	N/A	N/A	\$235,000	\$284,000	-17.3%	\$297,500	-21.0%
CRANBROOK	15	N/A	N/A	\$250,000	\$275,000	-9.1%	\$310,000	-19.4%
CURRAJONG	6	N/A	N/A	\$262,500	\$245,000	7.1%	\$299,500	-12.4%
DEERAGUN	7	N/A	N/A	\$270,000	\$282,500	-4.4%	\$381,150	-29.2%
DOUGLAS	11	N/A	N/A	\$362,500	\$381,500	-5.0%	\$380,000	-4.6%
GULLIVER	4	N/A	N/A	\$259,000	\$280,000	-7.5%	\$290,000	-10.7%
HEATLEY	8	N/A	N/A	\$250,000	\$240,000	4.2%	\$280,000	-10.7%
HERMIT PARK	9	N/A	N/A	\$342,500	\$330,000	3.8%	\$350,000	-2.1%
HYDE PARK	4	N/A	N/A	N/A	\$395,000	N/A	\$365,000	5.5%
IDALIA	16	N/A	N/A	\$406,500	\$455,000	-10.7%	\$482,500	-15.8%
KELSO	14	N/A	N/A	\$253,500	\$251,000	1.0%	\$289,500	-12.4%
KIRWAN	53	\$310,000	-3.1%	\$315,000	\$325,000	-3.1%	\$350,000	-10.0%
MOUNT LOUISA	17	N/A	N/A	\$358,000	\$390,000	-8.2%	\$400,000	-10.5%
MUNDINGBURRA	10	N/A	N/A	\$310,000	\$340,000	-8.8%	\$365,000	-15.1%
NORTH WARD	9	N/A	N/A	\$557,500	\$651,000	-14.4%	\$652,500	-14.6%
OONONBA	6	N/A	N/A	N/A	\$237,500	N/A	\$277,500	-3.4%
RAILWAY ESTATE	3	N/A	N/A	\$285,000	\$306,500	-7.0%	\$320,000	-10.9%
RANGEWOOD ^	3	N/A	N/A	N/A	\$462,500	N/A	\$457,000	13.5%
RASMUSSEN	11	N/A	N/A	\$289,795	\$325,190	-10.9%	\$305,000	-5.0%
SOUTH TOWNSVILLE	3	N/A	N/A	\$348,000	\$325,000	7.1%	\$318,000	9.4%
THURINGOWA CENTRAL	6	N/A	N/A	N/A	\$294,750	N/A	\$329,500	-24.1%
VINCENT	2	N/A	N/A	\$215,500	\$250,000	-13.8%	\$275,000	-21.6%
WEST END	12	N/A	N/A	\$325,000	\$352,000	-7.7%	\$371,600	-12.5%
WULGURU	10	N/A	N/A	\$265,000	\$275,000	-3.6%	\$305,000	-13.1%

SURROUNDS

BURDEKIN (LGA)	25	\$170,000	-24.4%	\$180,000	\$175,000	2.9%	\$224,000	-19.6%
AYR	13	N/A	N/A	\$205,000	\$175,000	17.1%	\$255,000	-19.6%

CHARTERS TOWERS (LGA)

CHARTERS TOWERS CITY	8	N/A	N/A	\$112,500	\$142,500	-21.1%	\$200,000	-43.8%
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HINCHINBROOK (LGA)

INGHAM	6	N/A	N/A	\$175,000	\$190,000	-7.9%	\$242,500	-27.8%
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SALES MARKET - UNITS & TOWNHOUSES

TOWNSVILLE (LGA)	87	\$236,500	-15.5%	\$255,000	\$280,000	-8.9%	\$315,000	-19.0%
BELGIAN GARDENS	1	N/A	N/A	N/A	\$337,500	N/A	\$357,000	-38.4%
DOUGLAS	2	N/A	N/A	N/A	\$265,000	N/A	\$339,000	-26.0%
NORTH WARD	14	N/A	N/A	\$247,500	\$275,500	-10.2%	\$330,000	-25.0%
PIMLICO	2	N/A	N/A	N/A	\$202,500	N/A	\$206,500	1.5%
SOUTH TOWNSVILLE	4	N/A	N/A	N/A	\$340,000	N/A	\$380,000	-25.0%
TOWNSVILLE CITY	11	N/A	N/A	\$400,000	\$350,000	14.3%	\$380,000	5.3%
WEST END	9	N/A	N/A	\$180,000	\$176,500	2.0%	\$271,000	-33.6%

SALES MARKET - VACANT LAND <2400m²

TOWNSVILLE (LGA)	34	\$179,350	11.7%	\$159,300	\$157,500	1.1%	\$161,000	-1.1%
TOWNSVILLE (LGA) ^	7	N/A	N/A	\$188,000	\$205,000	-8.3%	\$185,000	1.6%
BOHLE PLAINS	2	N/A	N/A	\$170,500	\$165,000	3.3%	\$162,250	5.1%
BURDELL	2	N/A	N/A	\$159,000	\$143,900	10.5%	\$161,000	-1.2%
BUSHLAND BEACH	6	N/A	N/A	\$155,000	\$152,000	2.0%	\$160,000	-3.1%
KELSO	0	N/A	N/A	N/A	\$125,400	N/A	\$147,950	-22.3%
MOUNT LOUISA	5	N/A	N/A	N/A	\$167,500	N/A	\$176,000	-2.4%
MOUNT LOW	2	N/A	N/A	\$149,000	\$158,500	-6.0%	\$157,000	-5.1%
OONONBA	0	N/A	N/A	N/A	\$133,000	N/A	\$197,500	-18.7%
SHAW	0	N/A	N/A	N/A	\$164,500	N/A	\$158,438	3.8%



RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOWNSVILLE CITY	\$285	751	\$295	773	\$350	690
4810	BELGIAN GARDENS/CAPE CLEVELAND/CASTLE HILL/ NTH WARD/PALLAREDA/RAILWAY ESTATE/ROWES BAY/TOWNSVILLE/WEST END/YARRAWONGA	\$300	50	\$320	78	\$370	61
4811	CLUDEN/IDALIA/JAMES COOK UNI/MT STUART/ OAK VALLEY/DOONONBA/PARTINGTON/ ROSENEATH/SERENE VALLEY/STUART/WULGURU	\$300	44	\$310	47	\$330	27
4812	CURRAJONG/GULLIVER/HERMIT PK/HYDE PK/HYDE PK CASTLETOWN/MUNDINGBURRA/MYSTERTON/ PILMICO/RISING SUN/ROSSLEA	\$290	77	\$290	71	\$340	70
4814	AITKENVALE/CRANBROOK/DOUGLAS, GARBUTT/ HEATLEY/MT ELLIOT/MT LOUISA/MURRAY/ VINCENT	\$290	218	\$290	193	\$350	214
4815	CONDON/KELSO/PINNACLES/RASMUSSEN	\$250	126	\$270	114	\$320	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	\$278	12	\$260	15	\$300	10
4817	ALICE RIVER/BOHLE PLNS/KIRWAN/RANGEWOOD/ RUPERTSWOOD/STABLEFORD/THURINGOWA CENTRAL	\$300	109	\$300	107	\$360	101
4818	BEACH HOLM/BLACK RIVER/BLUE HILLS/ BLUEWATER/BOHLE/BURDELL/BUSHLAND BCH/ CARINYA/CORDELLA/DEERAGUN/INNES/JENSEN/ LYNAM/MT LOW/PURONO PK/SAUNDERS BCH/ SHAW/TOOLAKEA/YABULU	\$300	105	\$300	139	\$340	70
4819	ARCADIA/ARCADIA BAY/HORSESHOE BAY/ MAGNETIC IS/NELLY BAY/PICNIS BAY	\$300	10	\$280	9	\$270	14
	BURDEKIN SHIRE	\$250	48	\$250	35	\$265	64
4806	ARKEDEITH	\$230	15	\$245	8	\$260	15
4807	AIRVILLE	\$255	29	\$250	23	\$275	39
	CHARTERS TOWERS REGIONAL	\$250	35	\$220	33	\$270	37
4820	RICHMOND HILL	\$250	35	\$220	33	\$270	37
	HINCHINBROOK SHIRE	\$250	29	\$245	28	\$250	27
4850	ABERGOWRIE	\$250	29	\$245	28	\$250	27

RENTAL MARKET - 2 BED UNITS

	TOWNSVILLE CITY	\$240	709	\$250	726	\$280	665
4810	BELGIAN GARDENS/CAPE CLEVELAND/CASTLE HILL/ NTH WARD/PALLAREDA/RAILWAY ESTATE/ROWES BAY/TOWNSVILLE/WEST END/YARRAWONGA	\$260	328	\$265	333	\$310	319
4811	CLUDEN/IDALIA/JAMES COOK UNI/MT STUART/ OAK VALLEY/DOONONBA/PARTINGTON/ ROSENEATH/SERENE VALLEY/STUART/WULGURU	\$300	47	\$350	62	\$350	29
4812	CURRAJONG/GULLIVER/HERMIT PK/HYDE PK/HYDE PK CASTLETOWN/MUNDINGBURRA/MYSTERTON/ PILMICO/RISING SUN/ROSSLEA	\$200	163	\$200	169	\$260	163
4814	AITKENVALE/CRANBROOK/DOUGLAS, GARBUTT/ HEATLEY/MT ELLIOT/MT LOUISA/MURRAY/ VINCENT	\$245	95	\$250	88	\$270	77
4815	CONDON/KELSO/PINNACLES/RASMUSSEN	\$260	27	\$220	18	\$288	24
4817	ALICE RIVER/BOHLE PLNS/KIRWAN/RANGEWOOD/ RUPERTSWOOD/STABLEFORD/THURINGOWA CENTRAL	\$225	28	\$238	26	\$285	32
4818	BEACH HOLM/BLACK RIVER/BLUE HILLS/ BLUEWATER/BOHLE/BURDELL/BUSHLAND BCH/ CARINYA/CORDELLA/DEERAGUN/INNES/JENSEN/ LYNAM/MT LOW/PURONO PK/SAUNDERS BCH/ SHAW/TOOLAKEA/YABULU	\$225	7	\$232	13	N/A	4
4819	ARCADIA/ARCADIA BAY/HORSESHOE BAY/ MAGNETIC IS/NELLY BAY/PICNIS BAY	\$275	14	\$220	17	\$265	17
	BURDEKIN SHIRE	\$210	25	\$200	25	\$195	49
4807	AIRVILLE	\$210	23	\$200	19	\$200	41
	CHARTERS TOWERS REGIONAL	\$220	8	\$200	13	\$200	11
4820	RICHMOND HILL	\$220	8	\$200	13	\$200	11
	HINCHINBROOK SHIRE	\$180	13	\$170	17	\$180	25
4850	ABERGOWRIE	\$180	13	\$170	17	\$180	25

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOWNSVILLE CITY	\$300	38	\$310	29	\$350	27
4810	BELGIAN GARDENS/CAPE CLEVELAND/CASTLE HILL/ NTH WARD/PALLAREDA/RAILWAY ESTATE/ROWES BAY/TOWNSVILLE/WEST END/YARRAWONGA	\$480	9	\$420	9	\$350	7
4812	CURRAJONG/GULLIVER/HERMIT PK/HYDE PK/HYDE PK CASTLETOWN/MUNDINGBURRA/MYSTERTON/ PILMICO/RISING SUN/ROSSLEA	\$300	8	\$295	5	\$340	8
4814	AITKENVALE/CRANBROOK/DOUGLAS, GARBUTT/ HEATLEY/MT ELLIOT/MT LOUISA/MURRAY/ VINCENT	\$300	7	N/A	3	N/A	3

“There is not yet evidence that house demand is improving or at least stabilising. The volume of annual sales fell 9.2 per cent, from 2140 for September 2016 to 1943 for September 2017.”

Cairns

The Cairns house market is one of the few regional markets outside the southeast corner that delivers a consistent performance despite falling sales volumes.

The median house price remained steady for the September quarter at \$410,000 and the annual median price increased 3.7 per cent, to \$409,500.

The unit market performance, unfortunately, is not as vibrant as the house market performance. The median unit price fell 4.4 per cent over September quarter and 3 per cent for the past year. The annual median unit price sat at \$230,000 for September 2017. This positioned the Cairns unit market as the second-most-affordable market in the QMM report.

Tourism statistics for the year to June 2016 revealed the tourism sector as a large contributor to economic development and employment in Tropical North Queensland, contributing about \$2.5 billion and creating around 23,300 jobs in 2016.

The economic fundamentals in Cairns SA4 continued strengthening. According to the ABS Labour Force Survey, this year the unemployment for Cairns SA4 improved from 6.3 per cent in June to 5.6 per cent in September, sitting below the state-wide rate of 5.9 per cent. The number of employed people reached about 117,200, a level last reached by mid-2013.

The house and unit rental markets are solid, favouring investors. The rental market is experiencing low vacancy rates, increasing rents and high rental yields, particularly for units.

The Cairns house market is classed as steady. The unit market is also classed as steady, however it has moved closer to the falling trend as the market is showing early signs of demand contraction and increase in supply (see page 69 for further information about market classification).

The unit market is the largest regional market outside the southeast corner and it even recorded more annual sales than Ipswich, Redland and Logan in Greater Brisbane, as at September this year.

HOUSE MARKET (<2400m²)

Despite increased listings, Cairns' house market increased 3.7 per cent over the past 12 months, to an annual median house price of \$409,500 for September 2017.

Over the medium term the annual median price increased 18 per cent, from \$346,900 in September 2012 to \$409,500 in September this year. This represented an annual growth of 3.4 per cent a year.

There are some signs that demand is slowing. The volume of annual sales fell 10.2 per cent, from 2340 in September 2016 to 2101 in September 2017. This trend will be reassessed next quarter once the preliminary September data is finalised.

Market trend indicators, such as median days on market and median vendor discount, held steady. A house in Cairns needs 56 days and a discount of 5.5 per cent to achieve a sale. Both indicators sit within the lower range for regional Queensland, supporting the strength of the Cairns housing market.

UNIT MARKET

The unit market performed poorly this quarter, reporting a median price fall of 4.4 per cent from \$230,000 in June to \$220,000 in September this year.

This growth partially explained the annual median price fall of 3 per cent, from \$237,000 in September last year to \$230,000 in September this year.

Over the medium term, the annual median unit price increased 9.9 per cent, from an annual median sale price of \$209,306 in September 2012.

The unit market is the largest regional market outside the southeast corner and it even recorded more annual sales than Ipswich, Redland and Logan in Greater Brisbane, as at September this year.

Similar to the house market, the volume of sales fell for the past 12 months by 10.9 per cent, from 1513 in September 2016 to 1348 in September 2017. This trend will be reassessed in the next QMM once the September data is updated.

Listing volumes increased 19 per cent, from 2037 in August 2016 to 2425 in August 2017. As a consequence, the stock on market increased to 11.3 per cent.

The increased listings also pushed out the median days on market, which jumped nearly one week, to 74 days. Median vendor discounting was 5.9 per cent in September this year.

RENTAL MARKET

The Cairns rental market tightened slightly over the quarter, from 1.8 per cent in June to 1.7 per cent in September. The steady rental stock has put pressure on the dynamics of supply and demand, continuing pushing vacancies down.

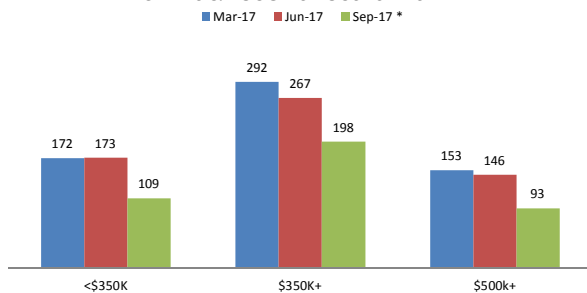
Weekly rents for three-bedroom houses and two-bedroom units increased \$5, to \$380 and \$300 for the September quarter.

Rents for three-bedroom townhouses increased sharply this quarter, from \$345 a week in June to \$430 a week in September, which is just a reflection of the increasing demand for rental accommodation.

Rental yields in the region are solid, particularly for units. The indicative gross rental yields for units increased from 6.8 per cent in June to 7.1 per cent in September. This positioned Cairns as the region providing the largest returns to unit investors.

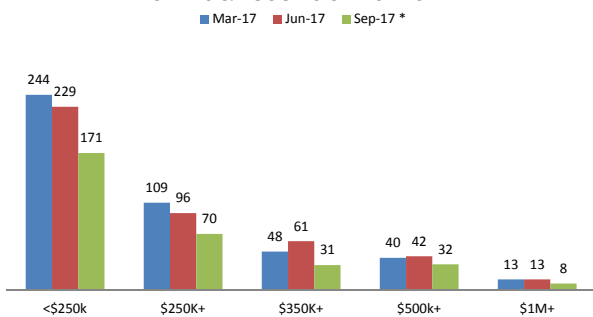
House yields held steady at 4.8 per cent for the September quarter.

CAIRNS & DOUGLAS HOUSE SALES



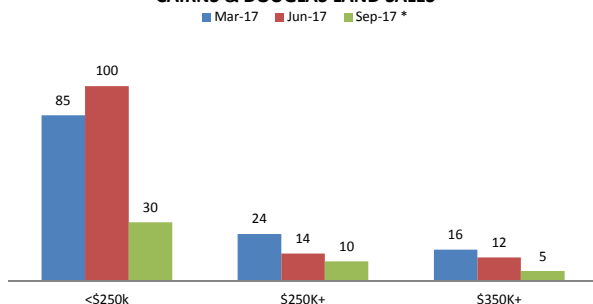
*Preliminary data
Houses <2400m²

CAIRNS & DOUGLAS UNIT SALES



*Preliminary data

CAIRNS & DOUGLAS LAND SALES



*Preliminary data

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
CAIRNS (LGA)	388	\$410,000	0.0%	\$409,500	\$395,000	3.7%	\$346,900	18.0%
CAIRNS (LGA) ^	19	N/A	N/A	\$650,000	\$642,500	1.2%	\$607,500	7.0%
BAYVIEW HEIGHTS	11	N/A	N/A	\$380,000	\$383,500	-0.9%	\$337,000	12.8%
BENTLEY PARK	28	\$379,000	7.5%	\$347,000	\$355,000	-2.3%	\$319,000	8.8%
BRINSMEAD	14	N/A	N/A	\$450,000	\$450,000	0.0%	\$396,500	13.5%
BUNGALOW	2	N/A	N/A	N/A	\$355,000	N/A	\$270,000	26.9%
CARAVONICA	6	N/A	N/A	\$405,000	\$360,000	12.5%	\$330,000	22.7%
CLIFTON BEACH	11	N/A	N/A	\$515,000	\$480,000	7.3%	\$435,000	18.4%
EARLVILLE	8	N/A	N/A	\$367,500	\$375,000	-2.0%	\$318,000	15.6%
EDGE HILL	12	N/A	N/A	\$480,000	\$480,000	0.0%	\$407,000	17.9%
EDMONTON	20	\$330,000	-2.9%	\$342,500	\$345,000	-0.7%	\$315,000	8.7%
FRESHWATER	11	N/A	N/A	\$565,000	\$507,500	11.3%	\$450,000	25.6%
GOLDSBOROUGH ^	4	N/A	N/A	N/A	\$505,000	N/A	\$470,000	6.4%
GORDONVALE	12	N/A	N/A	\$315,000	\$305,000	3.3%	\$270,000	16.7%
GORDONVALE ^	3	N/A	N/A	N/A	\$627,500	N/A	\$515,000	5.3%
HOLLOWAYS BEACH	4	N/A	N/A	\$385,000	\$390,000	-1.3%	\$340,000	13.2%
KANIMBLA	8	N/A	N/A	\$495,000	\$480,000	3.1%	\$425,000	16.5%
KEWARRA BEACH	23	\$435,500	0.7%	\$443,000	\$435,000	1.8%	\$375,000	18.1%
MANOORA	8	N/A	N/A	\$330,000	\$300,000	10.0%	\$245,000	34.7%
MANUNDA	10	N/A	N/A	\$330,000	\$335,000	-1.5%	\$275,000	20.0%
MOOROOBOL	8	N/A	N/A	\$360,000	\$365,000	-1.4%	\$355,000	1.4%
MOUNT SHERIDAN	24	\$417,750	12.2%	\$379,750	\$366,000	3.8%	\$324,500	17.0%
PALM COVE	8	N/A	N/A	\$530,000	\$605,000	-12.4%	\$485,000	9.3%
PARRAMATTA PARK	10	N/A	N/A	\$452,000	\$452,000	0.0%	\$401,250	12.6%
REDLYNCH	33	\$440,000	-8.1%	\$460,000	\$467,000	-1.5%	\$390,000	17.9%
SMITHFIELD	22	\$457,000	2.7%	\$440,000	\$414,750	6.1%	\$345,000	27.5%
TRINITY BEACH	21	\$455,000	-4.2%	\$461,250	\$490,000	-5.9%	\$353,750	30.4%
TRINITY PARK	17	N/A	N/A	\$440,000	\$421,250	4.5%	\$374,000	17.6%
WESTCOURT	6	N/A	N/A	\$350,000	\$350,000	0.0%	\$295,000	18.6%
WHITE ROCK	13	N/A	N/A	\$295,000	\$322,000	-8.4%	\$280,000	5.4%
WHITFIELD	6	N/A	N/A	\$475,000	\$489,000	-2.9%	\$413,750	14.8%
WOREE	2	N/A	N/A	\$340,000	\$330,000	3.0%	\$282,500	20.4%

SURROUNDS

CASSOWARY COAST (LGA)	41	\$260,000	17.7%	\$231,500	\$240,000	-3.5%	\$232,000	-0.2%
CASSOWARY COAST (LGA) ^	11	N/A	N/A	\$326,000	\$350,000	-6.9%	\$279,000	16.8%
DOUGLAS (LGA)	41	\$420,000	-6.7%	\$433,500	\$410,000	5.7%	\$376,500	15.1%
PORT DOUGLAS	16	N/A	N/A	\$586,000	\$504,500	16.2%	\$457,500	28.1%
MAREEBA (LGA)	25	\$262,500	-7.9%	\$262,750	\$280,000	-6.2%	\$263,000	-0.1%
MAREEBA (LGA) ^	18	N/A	N/A	\$457,500	\$420,000	8.9%	\$391,000	17.0%
KURANDA ^	5	N/A	N/A	\$460,000	\$456,500	0.8%	\$380,000	21.1%
MAREEBA	22	\$266,250	-14.1%	\$270,000	\$285,000	-5.3%	\$265,750	1.6%
TABLELANDS (LGA)	33	\$283,000	-6.0%	\$300,000	\$290,000	3.5%	\$261,250	14.8%
TABLELANDS (LGA) ^	28	\$331,500	-20.1%	\$385,000	\$387,500	-0.7%	\$385,750	-0.2%
ATHERTON	15	N/A	N/A	\$316,000	\$312,500	1.1%	\$265,500	19.0%
TOLGA ^	5	N/A	N/A	\$464,000	\$440,000	5.5%	\$440,000	5.5%

SALES MARKET - UNITS & TOWNHOUSES								
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
CAIRNS (lga)	236	\$220,000	-4.4%	\$230,000	\$237,000	-3.0%	\$209,306	9.9%
BUNGALOW	4	N/A	N/A	\$150,000	\$211,000	-28.9%	\$150,000	0.0%
CAIRNS CITY	21	\$335,000	28.9%	\$292,000	\$381,000	-23.4%	\$305,000	-4.3%
CAIRNS NORTH	33	\$210,000	-16.0%	\$237,500	\$231,750	2.5%	\$205,000	15.9%
EARLVILLE	6	N/A	N/A	\$175,000	\$225,000	-22.2%	\$186,744	-6.3%
EDGE HILL	8	N/A	N/A	\$160,500	\$193,500	-17.1%	\$151,250	6.1%
EDMONTON	1	N/A	N/A	N/A	\$177,000	N/A	\$176,500	-4.8%
FRESHWATER	6	N/A	N/A	\$299,000	\$282,500	5.8%	\$267,500	11.8%
MANOORA	21	\$167,000	9.5%	\$155,000	\$163,000	-4.9%	\$162,750	-4.8%
MANUNDA	11	N/A	N/A	\$169,500	\$153,075	10.7%	\$164,000	3.4%
MOOROOBOOL	7	N/A	N/A	\$216,000	\$202,500	6.7%	\$170,000	27.1%
PALM COVE	20	\$306,000	11.9%	\$315,000	\$282,000	11.7%	\$234,000	34.6%
PARRAMATTA PARK	8	N/A	N/A	\$235,000	\$246,000	-4.5%	\$200,000	17.5%
TRINITY BEACH	25	\$306,750	19.4%	\$280,000	\$260,000	7.7%	\$235,000	19.1%
WESTCOURT	12	N/A	N/A	\$217,500	\$208,500	4.3%	\$156,500	39.0%
WOREE	11	N/A	N/A	\$150,000	\$124,500	20.5%	\$140,000	7.1%
YORKEYS KNOB	11	N/A	N/A	\$210,000	\$211,000	-0.5%	\$190,000	10.5%

SURROUNDS								
DOUGLAS (lga)	81	\$240,000	-18.6%	\$254,500	\$233,750	8.9%	\$218,000	16.7%
PORT DOUGLAS	74	\$237,500	-19.5%	\$255,500	\$230,000	11.1%	\$219,000	16.7%
ATHERTON	3	N/A	N/A	N/A	\$239,500	N/A	\$218,000	3.0%

SALES MARKET - VACANT LAND <2400m ²								
CAIRNS (lga)	35	\$222,000	17.5%	\$210,000	\$215,000	-2.3%	\$172,000	22.1%
EDMONTON	1	N/A	N/A	\$187,000	\$165,000	13.3%	\$100,000	87.0%
GORDONVALE	1	N/A	N/A	\$145,000	\$143,500	1.1%	\$90,000	61.1%
KANIMBLA	1	N/A	N/A	N/A	\$272,000	N/A	\$217,500	23.9%
KEWARRA BEACH	1	N/A	N/A	N/A	\$272,000	N/A	\$182,500	53.4%
REDLYNCH	3	N/A	N/A	\$250,000	\$239,500	4.4%	\$185,250	35.0%
SMITHFIELD	3	N/A	N/A	\$223,500	\$214,000	4.4%	\$166,500	34.2%
TRINITY PARK	2	N/A	N/A	\$213,750	\$215,000	-0.6%	\$193,500	10.5%

SURROUNDS								
CASSOWARY COAST (lga)	5	N/A	N/A	\$88,000	\$89,000	-1.1%	\$95,000	-7.4%
MISSION BEACH	1	N/A	N/A	N/A	\$101,500	N/A	\$106,500	-16.4%
DOUGLAS (lga)	3	N/A	N/A	\$179,750	\$162,000	11.0%	\$125,000	43.8%
MAREEBA (lga)	7	N/A	N/A	\$109,500	\$97,500	12.3%	\$85,000	28.8%
MAREEBA	5	N/A	N/A	\$109,000	\$95,000	14.7%	\$87,750	24.2%
TABLELANDS (lga)	5	N/A	N/A	\$106,000	\$107,000	-0.9%	\$105,000	1.0%
ATHERTON	4	N/A	N/A	N/A	\$107,000	N/A	\$105,000	7.6%

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY:	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	CAIRNS REGIONAL	\$380	445	\$360	415	\$330	474
4865	GORDONVALE	\$350	19	\$330	13	\$290	17
4868	MT SHERIDAN/BAYVIEW HTS/TARRAWARRA/WHITE ROCK/WOREE	\$365	79	\$350	93	\$320	89
4869	CENTENARY HTS/CENTENARY PK/EDMONTON/TAMARIND GARDENS	\$350	61	\$340	46	\$300	60
4870	CAIRNS & sUBURBS OF CAIRNS	\$390	158	\$380	158	\$330	159
4878	CARAVONICA/HOLLOWAYS BCH/LAKE PLACID/MACHANS BCH/MCGREGOR/SMITHFIELD/SMITHFIELD HTS/YORKEYS KNOB	\$400	57	\$380	41	\$350	42
4879	BUCHAN PT/CLIFTON BCH/ELLIS BCH/KEWARRA BCH/PALM COVE/TRINITY BCH/TRINITY PK	\$400	69	\$393	60	\$365	64
	DOUGLAS SHIRE	\$350	26	\$350	39	N/A	N/A
4873	MOSSMAN/COOYA BEACH/COW BAY/MIALLO/NEWELL/WONGA	\$328	18	\$320	28	\$270	31
4877	PORT DOUGLAS/CRAIGLIE/MOWBRAY/OAK BEACH	\$540	8	\$520	11	\$390	9
	CASSOWARY COAST REGIONAL	\$300	69	\$290	94	\$300	96
4849	CARDWELL	N/A	2	\$270	15	\$450	11
4852	BINGIL BAY	\$320	15	\$325	22	\$350	22
4854	BILYANA	\$250	11	\$290	16	\$320	18
4858	COMOON LOOP	N/A	N/A	N/A	2	N/A	3
4860	BAMBOO CREEK	\$300	34	\$290	34	\$250	36
	TABLELANDS REGIONAL	\$300	84	\$295	81	\$285	126
4872	DIMBULAH/KAIRI/MT GARNETT/TINAROO/WALKAMIN	\$280	11	\$300	6	\$250	9
4882	TOLGA	N/A	N/A	N/A	4	N/A	4
4883	ATHERTON/UPPER BARON	\$310	42	\$298	36	\$290	28
4884	YUNGBURRA/LAKE EACHAM	\$345	8	\$320	11	\$320	7
4885	MALANDA/TARZALI/JAGGAN	\$268	6	\$285	8	\$255	10
4888	RAVENSHOE/EVELYN/MILLSTREAM	\$280	16	\$290	9	\$260	5
	MAREEBA SHIRE	\$330	61	\$320	58	N/A	N/A
4880	MAREEBA/BIBOOHRA	\$330	50	\$310	40	\$285	44
4881	KURANDA/KOAH/SPEEWAH	\$380	11	\$360	18	\$350	12

RENTAL MARKET - 2 BED UNITS							
	CAIRNS REGIONAL	\$300	731	\$295	826	\$260	1007
4868	MT SHERIDAN/BAYVIEW HTS/TARRAWARRA/ WHITE ROCK/WOREE	\$270	60	\$260	78	\$225	79
4869	CENTENARY HTS/CENTENARY PK/EDMONTON/ TAMARIND GARDENS	\$263	20	\$250	21	\$225	22
4870	CAIRNS & sUBURBS OF CAIRNS	\$290	469	\$295	520	\$260	595
4878	CARAVONICA/HOLLOWAYS BCH/LAKE PLACID/ MACHANS BCH/MCGREGOR/SMITHFIELD/ SMITHFIELD HTS/YORKEYS KNOB	\$300	75	\$288	76	\$255	58
4879	BUCHAN PT/CLIFTON BCH/ELLIS BCH/KEWARRA BCH/PALM COVE/TRINITY BCH/TRINITY PK	\$320	100	\$318	126	\$280	163
	DOUGLAS SHIRE	\$310	60	\$310	75	N/A	N/A
4873	MOSSMAN/COOYA BEACH/COW BAY/MIALLO/ NEWELL/WONGA	\$235	19	\$238	10	\$185	19
4877	PORT DOUGLAS/CRAIGLIE/MOWBRAY/OAK BEACH	\$340	41	\$320	65	\$280	67
	CASSOWARY COAST REGIONAL	\$230	84	\$220	78	\$220	108
4849	CARDWELL	\$239	10	\$200	7	\$400	15
4852	BINGIL BAY	\$250	23	\$250	25	\$265	31
4854	BILYANA	\$190	14	\$160	14	\$150	19
4860	BAMBOO CREEK	\$225	37	\$210	32	\$190	41
	TABLELANDS REGIONAL	\$220	23	\$250	39	\$210	74
4883	ATHERTON/UPPER BARON	\$230	15	\$245	34	\$220	30
	MAREEBA SHIRE	\$255	38	\$240	52	N/A	N/A
4880	MAREEBA/BIBOOHRA	\$260	33	\$240	43	\$200	27

RENTAL MARKET - 3 BED TOWNHOUSES							
	CAIRNS REGIONAL	\$430	13	\$370	20	\$340	48
4870	CAIRNS & SUBURBS OF CAIRNS	\$533	8	\$335	12	\$330	20
4861	BABINDA, BARTLE FRERE	N/A	N/A	\$0	0	\$0	0
	DOUGLAS SHIRE	\$450	7	\$450	10	N/A	N/A
4877	PORT DOUGLAS/CRAIGLIE/MOWBRAY/OAK BEACH	\$450	7	\$450	10	\$400	7

Other Regional

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SOUTH-WEST								
MARANOVA (LGA)	12	N/A	N/A	\$200,000	\$222,000	-9.9%	\$302,500	-33.9%
ROMA	11	N/A	N/A	\$220,000	\$250,000	-12.0%	\$325,000	-32.3%
CHARLEVILLE	4	N/A	N/A	\$125,000	\$124,000	0.8%	\$152,250	-17.9%

NORTH-WEST								
MOUNT ISA (LGA)	18	N/A	N/A	\$275,000	\$286,500	-4.0%	\$355,000	-22.5%
COOKTOWN	1	N/A	N/A	N/A	\$266,250	N/A	\$232,500	34.4%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-17		SEP-16		SEP-12	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
SOUTH WEST							
	BALONNE SHIRE	\$250	13	\$230	14	\$260	17
4487	ST GEORGE	\$250	13	\$245	12	\$270	14
	MARANOVA REGIONAL	\$220	68	\$220	60	\$500	75
4455	ROMA	\$230	63	\$225	46	\$500	68
	MURWEH SHIRE	\$210	13	\$210	25	\$200	14
4470	CHARLEVILLE	\$215	12	\$210	25	\$210	13
CENTRAL WEST							
	LONGREACH REGIONAL	\$240	18	\$200	20	\$280	14
4730	BRIXTON	\$240	16	\$220	18	\$300	13
	BLACKALL-TAMBO REGIONAL	\$150	11	\$150	6	\$200	9
4472	BLACKWALL	\$150	9	\$150	6	\$200	8
NORTH WEST							
	CLONCURRY SHIRE	\$250	11	\$290	20	\$400	15
4824	CLONCURRY	\$250	11	\$290	20	\$400	15
	MOUNT ISA CITY	\$350	98	\$325	114	\$550	85
4825	ALEXANDRIA	\$350	98	\$330	113	\$550	85
FAR NORTH							
	COOK SHIRE	\$280	33	\$290	28	\$270	35
4871	ALMADEN	\$278	22	\$260	15	\$250	23
4895	BLOOMFIELD	\$320	11	\$330	13	\$300	12

RENTAL MARKET - 2 BED UNITS

SOUTH WEST							
	BALONNE SHIRE	\$200	5	\$195	6	N/A	3
4487	ST GEORGE	N/A	4	\$200	5	N/A	2
	MARANOVA REGIONAL	\$150	27	\$160	30	\$300	32
4455	ROMA	\$150	27	\$160	29	\$300	28
NORTH WEST							
	CLONCURRY SHIRE	\$250	6	\$225	9	\$425	5
4824	CLONCURRY	\$250	6	\$225	9	\$425	5
	MOUNT ISA CITY	\$210	60	\$220	66	\$390	78
4825	ALEXANDRIA	\$210	60	\$220	66	\$390	78
FAR NORTH							
	COOK SHIRE	\$210	9	\$260	7	N/A	4
4895	BLOOMFIELD	N/A	4	\$275	5	N/A	3

On The Market Indicators

LGA / REGION	HOUSES (ALL)								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
	2017*	2016	2017*	2016	2017*	2016	2017*	2016	% PTS	% PTS	% PTS	% PTS
12MTHS ENDING AUGUST												
QUEENSLAND	121,030	112,870	8.6%	8.0%	42	45	-4.7%	-5.0%	7.2%	0.6%	-3	-0.3%
GREATER BRISBANE	47,136	46,284	7.3%	7.1%	34	35	-3.9%	-4.1%	1.8%	0.1%	-1	-0.2%
BRISBANE LGA	19,906	19,743	6.5%	6.5%	30	29	-3.9%	-4.1%	0.8%	0.1%	1	-0.2%
IPSWICH	5,161	4,805	7.8%	7.3%	40	44	-4.3%	-4.8%	7.4%	0.5%	-4	-0.5%
LOGAN	7,164	6,977	7.8%	7.6%	37	36	-4.0%	-4.1%	2.7%	0.2%	1	-0.1%
MORETON BAY	10,385	10,453	7.7%	7.7%	34	40	-3.6%	-3.9%	-0.7%	-0.1%	-6	-0.3%
REDLAND	4,520	4,306	8.8%	8.4%	39	43	-4.1%	-4.0%	5.0%	0.4%	-4	0.1%
GOLD COAST	10,532	10,583	7.9%	8.0%	33	35	-4.1%	-4.3%	-0.5%	-0.0%	-2	-0.2%
SUNSHINE COAST SD	9,540	9,650	9.0%	9.2%	43	53	-3.8%	-4.3%	-1.1%	-0.1%	-10	-0.5%
SUNSHINE COAST	7,451	7,626	8.7%	8.9%	42	49	-3.7%	-4.1%	-2.3%	-0.2%	-7	-0.4%
NOOSA	2,089	2,024	10.6%	10.2%	51	73	-4.2%	-5.3%	3.2%	0.3%	-22	-1.1%
FRASER COAST	4,374	4,254	11.5%	11.2%	75	87	-5.5%	-6.3%	2.8%	0.3%	-12	-0.9%
CAIRNS	3,987	3,696	8.7%	8.0%	56	55	-5.5%	-5.6%	7.9%	0.6%	1	-0.1%
BUNDABERG	3,774	3,025	11.2%	9.0%	65	66	-5.8%	-6.5%	24.8%	2.2%	-1	-0.7%
GLADSTONE	1,924	1,524	8.6%	6.8%	87	85	-9.5%	-10.7%	26.2%	1.8%	2	-1.1%
MACKAY	2,930	2,748	7.6%	7.1%	64	78	-8.2%	-11.3%	6.6%	0.5%	-14	-3.1%
ROCKHAMPTON	2,568	2,211	9.2%	7.9%	70	76	-8.5%	-9.1%	16.1%	1.3%	-7	-0.6%
TOOWOOMBA	4,609	4,311	9.1%	8.5%	53	50	-4.8%	-5.0%	6.9%	0.6%	3	-0.2%
TOWNSVILLE	4,535	4,294	7.4%	7.0%	64	70	-7.8%	-8.6%	5.6%	0.4%	-6	-0.8%

* Figures are preliminary

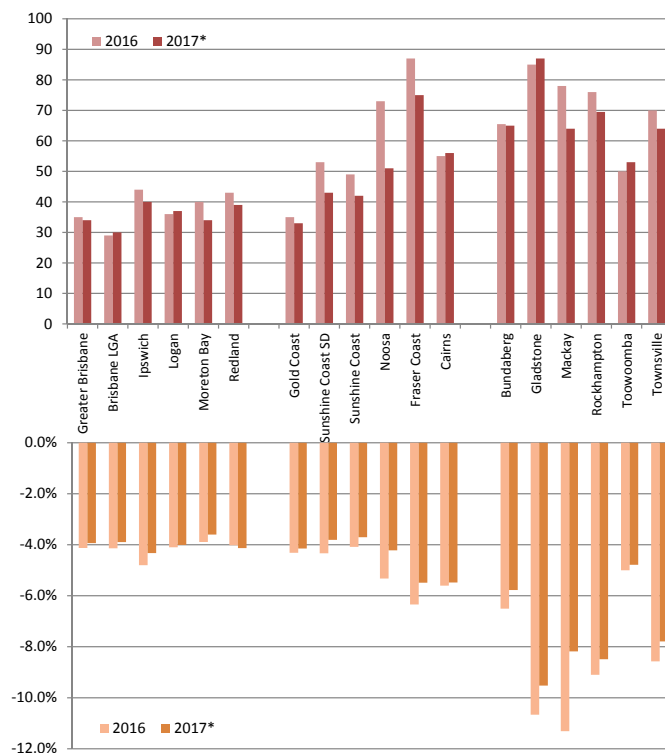
** Days on Market and Vendor Discount calculation methodology changed from a average calculation to a median calculation

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

MEDIAN DAYS ON MARKET - HOUSES

*12mths to the end of Aug

Source: REIQ, data supplied by CoreLogic RP Data



MEDIAN VENDOR DISCOUNTING - HOUSES

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
	2017*	2016	2017*	2016	2017*	2016	2017*	2016	% PTS	% PTS		% PTS
12MTHS ENDING AUGUST												
QUEENSLAND	46,373	40,342	10.4%	9.0%	57	55	-4.6%	-4.5%	14.9%	1.3%	2	0.1%
GREATER BRISBANE	18,098	15,280	9.2%	7.8%	61	50	-4.7%	-4.0%	18.4%	1.4%	11	0.7%
BRISBANE LGA	12,589	10,360	8.4%	6.9%	59	45	-4.8%	-4.0%	21.5%	1.5%	14	0.8%
IPSWICH	562	508	12.3%	11.1%	79	82	-6.0%	-5.1%	10.6%	1.2%	-3	0.9%
LOGAN	1,606	1,515	11.6%	10.9%	62	58	-4.8%	-4.2%	6.0%	0.7%	4	0.6%
MORETON BAY	2,454	2,154	11.0%	9.7%	71	70	-4.3%	-3.8%	13.9%	1.3%	1	0.5%
REDLAND	887	743	12.6%	10.6%	55	61	-4.0%	-4.6%	19.4%	2.1%	-6	-0.6%
GOLD COAST	13,164	12,039	11.1%	10.1%	45	51	-4.2%	-4.4%	9.3%	0.9%	-6	-0.2%
SUNSHINE COAST SD	5,303	5,104	11.0%	10.6%	57	68	-3.9%	-4.5%	3.9%	0.4%	-11	-0.6%
SUNSHINE COAST	4,161	3,960	11.0%	10.4%	55	64	-3.9%	-4.5%	5.1%	0.5%	-9	-0.5%
NOOSA	1,142	1,144	11.1%	11.1%	61	82	-3.9%	-4.8%	-0.2%	-0.0%	-21	-0.9%
FRASER COAST	765	597	16.7%	13.1%	93	98	-5.6%	-6.1%	28.1%	3.7%	-5	-0.4%
CAIRNS	2,425	2,037	11.3%	9.5%	74	68	-5.9%	-5.8%	19.0%	1.8%	6	0.1%
BUNDABERG	549	440	15.1%	12.1%	123	105	-5.9%	-6.4%	24.8%	3.0%	18	-0.5%
GLADSTONE	401	226	10.6%	6.0%	92	108	-11.7%	-10.3%	77.4%	4.6%	-17	1.4%
MACKAY	563	495	9.0%	7.9%	104	125	-12.0%	-14.6%	13.7%	1.1%	-21	-2.7%
ROCKHAMPTON	279	183	11.6%	7.6%	92	80	-7.0%	-5.4%	52.5%	4.0%	13	1.6%
TOOWOOMBA	801	670	10.0%	8.4%	82	74	-5.0%	-5.1%	19.6%	1.6%	8	-0.1%
TOWNSVILLE	1,310	1,136	10.6%	9.2%	85	83	-8.3%	-8.5%	15.3%	1.4%	2	-0.2%

* Figures are preliminary

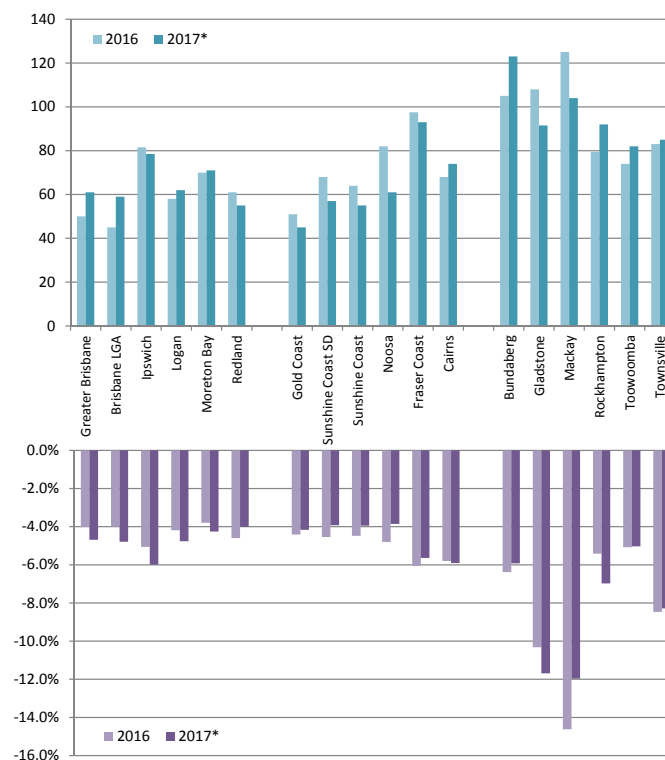
** Days on Market and Vendor Discount calculation methodology changed from a average calculation to a median calculation

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

MEDIAN DAYS ON MARKET- UNITS

*12mths to the end of August

Source: REIQ, data supplied by CoreLogic RP Data



MEDIAN VENDOR DISCOUNTING - UNITS

Rental Market Indicators

GROSS YIELDS	HOUSES ¹		UNITS ²	
LOCAL GOVERNMENT AREA	SEP-17	JUN-17	SEP-17	JUN-17
GREATER BRISBANE				
BRISBANE	3.3%	3.3%	4.9%	4.8%
IPSWICH	4.8%	4.8%	5.2%	4.7%
LOGAN	4.6%	4.7%	5.7%	6.0%
MORETON BAY	4.4%	4.3%	4.5%	4.6%
REDLAND	3.9%	4.0%	4.6%	4.6%
TOURISM CENTRES				
GOLD COAST	4.1%	4.0%	5.3%	5.3%
SUNSHINE COAST	4.1%	4.2%	4.7%	4.9%
NOOSA	3.7%	3.7%	3.9%	4.7%
FRASER COAST	5.0%	5.2%	5.0%	5.3%
CAIRNS	4.8%	4.8%	7.1%	6.8%
REGIONAL/RESOURCE AREAS				
BUNDABERG	5.3%	5.3%	4.9%	6.0%
GLADSTONE	3.5%	3.4%	4.1%	4.5%
MACKAY	5.1%	4.4%	6.4%	4.7%
ROCKHAMPTON	5.1%	5.4%	3.6%	3.2%
TOOWOOMBA	4.5%	4.5%	4.4%	4.5%
TOWNSVILLE	4.7%	4.7%	5.3%	4.7%
OTHER REGIONAL AREAS				
BURDEKIN	7.6%	6.0%	N/A	N/A
CASSOWARY COAST	6.0%	7.5%	N/A	N/A
CENTRAL HIGHLANDS	10.9%	8.6%	N/A	N/A
DOUGLAS	4.3%	4.2%	6.7%	5.9%
GOONDIWINDI	6.1%	N/A	N/A	N/A
GYMPIE	5.3%	5.1%	N/A	N/A
ISAAC	9.5%	6.5%	N/A	N/A
LIVINGSTONE	4.3%	4.2%	N/A	N/A
LOCKYER VALLEY	6.2%	6.1%	N/A	N/A
MAREEBA	6.5%	5.3%	N/A	N/A
SCENIC RIM	4.4%	4.4%	N/A	N/A
SOMERSET	6.4%	6.2%	N/A	N/A
SOUTH BURNETT	6.7%	6.4%	N/A	N/A
SOUTHERN DOWNS	5.9%	5.8%	N/A	N/A
TABLELANDS	5.5%	5.3%	N/A	N/A
WESTERN DOWNS	6.2%	6.5%	N/A	N/A
WHITSUNDAY	6.1%	6.2%	6.8%	N/A

Yields comparison based on preliminary data for Sep - 2017

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-17	JUN-17	"CHANGE	TREND	STATUS
GREATER BRISBANE	2.9%	2.8%	0.1	STEADY	HEALTHY
BRISBANE LG A	3.6%	3.3%	0.3	UP	WEAK
BRISBANE INNER (0-5KM)	3.7%	3.5%	0.3	STEADY	WEAK
BRISBANE REMAINDER (5KM+)	3.4%	3.1%	0.3	STEADY	HEALTHY
OUTER BRISBANE	2.0%	2.2%	-0.2	STEADY	TIGHT
IPSWICH CITY	1.9%	3.1%	-1.2	DOWN	TIGHT
LOGAN CITY	2.1%	2.2%	-0.1	STEADY	TIGHT
MORETON BAY	1.9%	1.7%	0.3	STEADY	TIGHT
MORETON BAY - CABOOLTURE	2.1%	1.6%	0.6	UP	TIGHT
MORETON BAY - PINE RIVERS	1.8%	2.1%	-0.3	DOWN	TIGHT
MORETON BAY - REDCLIFFE	1.9%	1.5%	0.4	UP	TIGHT
REDLAND CITY	2.1%	2.6%	-0.6	DOWN	TIGHT
GOLD COAST CITY	1.9%	1.7%	0.2	STEADY	TIGHT
SUNSHINE COAST SD	1.4%	1.5%	-0.1	STEADY	TIGHT
SUNSHINE COAST	1.4%	1.2%	0.2	STEADY	TIGHT
SUNSHINE COAST - CALOUNDRA	0.6%	1.3%	-0.8	DOWN	TIGHT
SUNSHINE COAST - MAROOCHY	1.8%	1.0%	0.8	UP	TIGHT
SUNSHINE COAST - HINTERLAND*	1.3%	1.7%	-0.4	DOWN	TIGHT
NOOSA	1.5%	3.0%	-1.5	DOWN	TIGHT
FRASER COAST	2.2%	2.6%	-0.4	DOWN	TIGHT
FRASER COAST - HERVEY BAY	2.2%	2.6%	-0.4	DOWN	TIGHT
CAIRNS	1.7%	1.8%	-0.1	STEADY	TIGHT
BUNDABERG	4.0%	3.6%	0.4	UP	WEAK
GLADSTONE	5.7%	6.5%	-0.8	DOWN	WEAK
MACKAY	2.8%	4.5%	-1.7	DOWN	HEALTHY
ROCKHAMPTON	5.5%	7.2%	-1.7	DOWN	WEAK
TOOWOOMBA	2.6%	3.2%	-0.5	DOWN	HEALTHY
TOWNSVILLE	4.3%	5.0%	-0.7	DOWN	WEAK
BANANA	3.2%	N/A	N/A	N/A	HEALTHY
LIVINGSTONE	5.6%	9.3%	-3.7	DOWN	WEAK
SCENIC RIM	2.4%	2.6%	-0.3	STEADY	TIGHT
SOUTHERN DOWNS	2.0%	2.2%	-0.2	STEADY	TIGHT
TABLELANDS	4.1%	3.3%	0.7	UP	WEAK
WHITSUNDAY	2.1%	1.4%	0.8	UP	TIGHT

*Noosa Hinterland included in Sunshine Coast Hinterland

Vacancy Trend:
Steady = + / - 0 to 0.3%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

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