

Queensland Market Monitor

March 2018 | Issue 38



Statewide Commentary

March quarter listings down, rental markets improve

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Research by Karina Salas

Listings have fallen over the past 12 months to March 2018, which means buyers are on the hunt and there are fewer properties to choose from. This pressure serves to speed up sales as buyers act quickly and days on market and vendor discounting trended downwards.

Falling levels of stock on the market is also reflection of the wait-and-see attitude prevalent among potential vendors. Many are choosing to wait, optimistic the market will strengthen in due course. It's hard to say at this point if their optimism is well placed or if they'll be waiting a while for that ship to come in.

Summary snapshot of the market:

- Lifestyle markets of the Gold and Sunshine coasts continued driving the growth of the sales and rental markets in the sunshine state.
- Greater Brisbane is the quiet achiever as house prices grew moderately well and unit prices and the rental market proved themselves to be resilient to the negative market sentiment.

Continued on page 3

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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

#¹ Median days on market refer to all houses for the year to February 2018. The annual median house prices refer to houses <2,400m² and for the year to March 2018.

ON THE MARKET INDICATORS

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

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

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

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

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

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

PRICE POINT GRAPHS

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

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

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

Source: REIQ, data obtained from CoreLogic RPData

RENTAL MARKET DATA

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

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

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

L Listed localities (or suburbs) represent one 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)

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% - plus = weak

Table of Contents

Queensland Market Update	1
REIQ Explanatory Notes	2
Capital City Comparison	8
Sales Market Summary	10
Rental Market Summary	14
Greater Brisbane Market Updates	
Greater Brisbane	16
Brisbane LGA	24
Regional Market Updates	
Gold Coast	30
Toowoomba	34
Sunshine Coast	38
Fraser Coast	44
Bundaberg	48
Gladstone	50
Rockhampton	52
Mackay	56
Townsville	60
Cairns	64
Other Regional	67
On The Market Indicators	68
Total Listings	
% Stock on Market	
Median Vendor Discount	
Median Days on Market	
Rental Market Indicators	70
Gross Rental Yields	
Residential Vacancy Rates	

- Houses continued outperforming units - with a few exceptions to the rule such as Noosa and Townsville.
- The volume of house and unit sales throughout Queensland has generally followed a downward path for the past year.
- The Mackay house sales and rental markets have moved into recover phase as the region's economic fundamentals continued strengthening.
- Regional Queensland sales market would benefit from business and infrastructure investment to support the recovering of property prices.
- Rockhampton and Townsville are seeing investment flowing to the region and we remain optimistic that prices will stabilise in this year.
- Gladstone continues facing challenges and will most likely take the longest to recover of all the areas analysed in the QMM.
- The large regional rental market of Gladstone, Rockhampton and Townsville delivered solid improvements as rents generally followed an upward path and vacancies trended lower.

Some of the exciting news in early 2018 was the announcement of the \$5.2 billion federal funding allocation to southeast Queensland infrastructure projects. This allocation was the second-largest funding allocation behind Victoria.

The following projects received federal funding in the 2018 budget:

- Bruce Highway upgrade - \$3.3 billion
- M1 Pacific Motorway (Eight Mile Plains to Daisy Hill and Varsity Lakes to Tugun) - \$1 billion
- Beerburrum to Nambour rail upgrade - \$390 million
- Brisbane Metro - \$300 million
- Cunningham Highway - Yamanto interchange to Ebenezer Creek - \$170 million

The following projects have been included in the Infrastructure Australia priority initiative list in March 2018 and are currently under assessment and feasibility analysis:

- Ipswich Motorway Upgrade Rocklea to Darra (remaining sections)
- Cross River Rail
- Port of Brisbane dedicated freight rail connection
- Brisbane to Gold Coast transport corridor upgrade
- Gold Coast Rail Line capacity improvement (Kuraby to Beenleigh)
- Mount Isa - Townsville rail corridor upgrade
- Gladstone Port land and sea access upgrade
- Preserve corridor for Salisbury to Beaudesert rail connection
- Lower Fitzroy River water infrastructure development

The REIQ hopes that these Queensland infrastructure projects under assessment by Infrastructure Australia move forward. Regional Queensland lacks solid infrastructure investment which is needed in order to support economic recovery.

Continued on page 4

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Source: REIQ, data obtained from CoreLogic

RHEINMETALL DEFENCE AUSTRALIA

The March quarter revealed Rheinmetall Defence Australia as the successful winner for the \$5.2 billion Land 400 Phase 2 Defence Army contract.

The Queensland manufacturing industry will reap the benefits of this announcement as Redbank Industrial Estate, near Ipswich, has been selected as the location of the headquarters and Military Vehicle Centre of Excellence. This facility will become a regional hub with an expected program of continuous design, build and support for up to 5000 military vehicles in Australia and the Asia Pacific.

To date, Fraser Coast, Brisbane and Cairns based companies have also guaranteed teaming contracts with the winning company.

Rheinmetall Defence Australia is still looking for supply chain partners. Companies from different regions such as Caboolture, Far North Queensland, Gold Coast, Ipswich, Mackay, Sunshine Coast, and Townsville are in the running to win these contracts.

This contract is expected to deliver the next generation of combat reconnaissance vehicles to the Australian Army. About 450 advanced manufacturing and engineering jobs will be added in Queensland and the forecast investment injection is about \$1 billion in the first 10 years.

REGIONAL POPULATION GROWTH

Following the previous quarter's analysis on the state population growth, this section will identify the largest regional contributors to the increase in the Queensland population for the year to June 2017.

The ABS regional population growth data revealed that the top-three preferred local government areas for net internal migration in Queensland were the Gold Coast (6895 residents), the Sunshine Coast (5709 residents) and Moreton Bay (5110 residents). This supports the internal migrants' preference for a quality lifestyle and in proximity to the coast and the capital city.

Brisbane LGA was the preferred destination for net overseas migration, adding 12,847 new residents. Other preferred locations for overseas migrants were the Gold Coast (5374 migrants) and Moreton Bay (1863 migrants).

In relation to the natural increase in population, which reflects the number of births over deaths, Brisbane LGA was the largest contributor adding 8699 net residents. Logan was second, adding 3373 residents, followed by the Gold Coast, adding 3143 residents.

According to the population growth and immigration over time report from the Australian Government, the Gold Coast and the Sunshine Coast are the top two SA4 regions (excluding capital cities) reaching the largest population growth of 80 per cent and 71 per cent from 1996 to 2016. This growth underpins the pillars for a solid housing demand in both locations.

RENTAL MARKETS GENERALLY IMPROVING

The rental market in the tourism centres continued showing a strong performance as they operated at an uncomfortable tight level and favouring landlords.

The Sunshine Coast SD was the star performer over the March 2018 quarter, with consolidated vacancies of 1 per cent. Caloundra Coast and Gympie were the tightest rental markets, with vacancies of 0.5 per cent.

Vacancies in the regional centres of Gladstone, Rockhampton and Townsville continued on a downward path and rents generally increased for the past quarter. However, general market conditions remained weak and in favour of tenants.

The Mackay and Bundaberg rental markets performed positively over the March quarter, with vacancies in the boundary of the healthy and weak range and rents generally recovering.

The Greater Brisbane rental market continued operating within the healthy range, with inner-Brisbane vacancies tightening and moving back to the healthy range this quarter.

HOUSE MARKET (<2400M2)

The Queensland house market slipped 2.1 per cent over the March quarter, from \$485,000 in December 2017 to \$475,000 in March 2018.

Despite the fall, the house market grew 3.2 per cent for the past year, to an annual median of \$480,000. This compares with the annual median price of \$400,000 five years ago.

The Greater Brisbane house market grew at a moderate pace for the past year. Affordability continues to be the selling point for this capital city, with house prices as low as \$340,000 in Ipswich. Its outlook in 2018 is positive and we do not expect to see many surprises on these regions.

The Brisbane LGA house market reached a new high annual median price of \$670,000 in March 2018. The list of confirmed and proposed projects in this city is very extensive and supports its transformation to a metropolitan city.

Looking at the coastal markets in the southeast corner where the house market is performing well, the Gold Coast and the Sunshine Coast remained the two strongest performing markets in the QMM. Both regions outperformed the capital city, reaching an annual growth of prices in the range of 5 to 6 per cent for the past year. Over the medium term (five years), the Gold Coast and the Sunshine Coast house markets grew in the range of 30 per cent to 40 per cent.

The house markets in Bundaberg, Fraser Coast, Cairns and Toowoomba have performed moderately well, with the annual median price increasing in the range of 1 per cent to 3 per cent for the past year. These markets are classed as steady with a potential outcome of improvement.

Gladstone, Rockhampton and Townsville reported price falls of around 1.5 per cent and 9 per cent for the year to March 2018. Over the medium term, their performance was also weak, reaching a cumulative five-year fall in the range between 10 and 40 per cent.

Mackay revealed significant improvements this quarter. The annual median house price grew 4.1 per cent, to \$333,250; exceeding the annual growth in Greater Brisbane. There is no doubt that this market is firmly following a recovery path. The recent announcement of Mackay as a priority development area improves its prognosis and creates opportunities to invest and

develop under-utilised prime CBD and waterfront spaces.

Recent property statistics revealed downward pressure on sale volumes as the annual Queensland house sales fell 12.1 per cent, to 56,819 in March 2018. Some markets reported quarterly sale volumes increases in the December 2017 quarter, however they did not seem to have translated into an annual increase in sales.

House listing volumes fell 7.1 per cent, from 115,369 in February 2017 to 107,209 in February 2018. All areas in the QMM, except Gladstone, reported a fall in the annual house listings.

The fall on the stock on market contributed to the modest reduction in median days on market and median vendor discount. A house in Queensland needed about 42 days and a 4.7 per cent discount to reach a sale.

Mackay and Rockhampton reported the largest fall in days on market of 17 days. Mackay also reported the largest fall in median vendor discount of 3 percentage points.

The southeast corner markets are generally the fastest selling house markets and require the lowest vendor discount.

Brisbane LGA was the fastest-selling area and Gladstone was the longest-selling area in the Queensland Market Monitor.

Moreton Bay required the smallest vendor discount of 3.6 per cent, while Gladstone houses required the largest vendor discount of 8.9 per cent in the QMM.

UNIT MARKET

The Queensland unit median price fell 3.8 per cent in the March quarter, from \$400,000 to \$385,000.

The good news is that the Queensland unit market held steady over the past year at an annual median price of \$400,000.

Houses continued outperforming units. The Noosa unit market was the star performer for the past year, growing 7.1 per cent to an annual median of \$525,000. Noosa was also the most expensive unit market in Queensland.

The Gold Coast, the Sunshine Coast, Redland, Logan, Townsville, Bundaberg and Fraser Coast unit markets were the positive performers of all areas analysed in the Queensland Market Monitor for the past year.

The Gladstone unit market weakened sharply as unit prices lost more than 36 per cent in value or nearly \$100,000 for the past year. A unit in Gladstone had an annual median price of \$173,200 in March 2018, becoming the most affordable unit market in Queensland.

Over the past five years, the Queensland unit market grew 12 per cent, from \$357,000 in March 2013 to \$400,000 in March this year.

Queensland unit sale volumes fell 20.3 per cent, from 41,271 sales in March 2017 to 32,910 sales in March 2018.

Listing volumes followed a similar trend falling 3.9 per cent for the year to February 2018.

Median days on market and median vendor discount for Queensland units did not change significantly for the past year. A house in Queensland needed 56 days and a discount of 4.6 per cent to reach as sale in February 2018.

The Gold Coast was the fastest-selling market and Bundaberg was the slowest-selling market for units, with days on market ranging from 45 days to 121 days in February 2018.

The Sunshine Coast unit market required the lowest discount of 3.8 per cent, while Gladstone units required the highest discount of 10.4 per cent in February 2018.

RENTAL MARKET

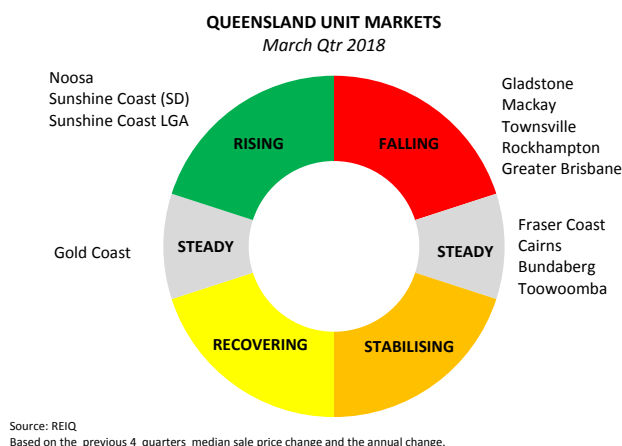
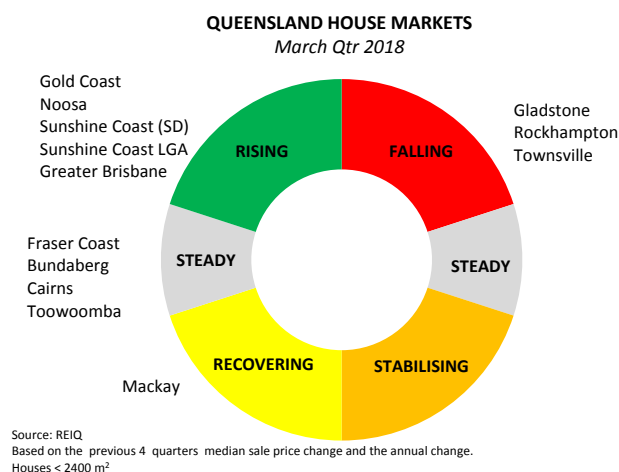
The Queensland rental market grew 3.7 per cent for the past year to March 2018, reaching a total of nearly 578,000 residential rental properties.

Over the March quarter, tenants demand was able to absorb more than 6150 new rental properties in Queensland. About half of the additional stock was located in the Brisbane local government area, showing the increasing stock in the capital city.

The March 2018 vacancy rate data revealed generally improving rental markets across Queensland. Regional Queensland, in particular delivered solid improvements. However, the rental market in the regional centres of Rockhampton, Gladstone and Townsville continued operating in the weak range wherein supply exceeded demand.

The tourism centres of the Gold Coast, the Sunshine Coast and Fraser Coast remained uncomfortably tight with vacancies as low as 0.5 per cent in Caloundra. Rental costs in these locations have generally increased for the past year.

The Gold Coast, the Sunshine Coast and Noosa have become the most expensive rental markets for three-bedroom houses and three-bedroom townhouses in the March 2018 quarter.



The performance of the rental market in Greater Brisbane also showed signs of improvement as vacancies in inner Brisbane moved to the healthy range of 3.5 per cent for the March quarter. Rents in Brisbane LGA have generally recovered this quarter in the range of \$10 to \$20 a week. However, they remained steady compared to the rental costs a year ago.

The Outer Brisbane rental markets of Logan, Moreton Bay and Redland reported tight vacancies rates in the range of 1.4 per cent to 2.4 per cent for the March 2018 quarter.

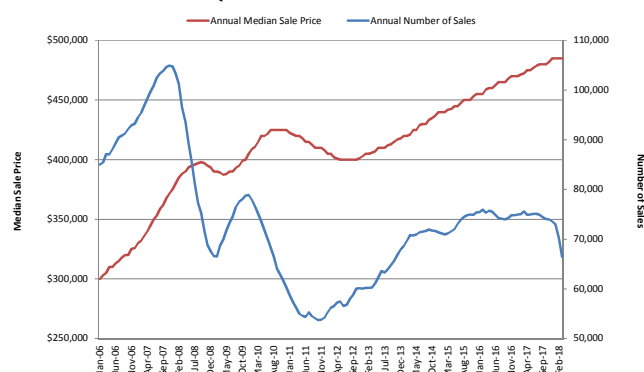
Ipswich recorded the largest vacancies in Outer Brisbane of 3 per cent, sitting within the healthy range. Rental costs in Ipswich have generally held steady for the past year as it remained as the most affordable rental market in the southeast corner.

Units in Cairns reached the highest annual yield of 6.9 per cent amongst all type of dwellings and the largest areas in Queensland.

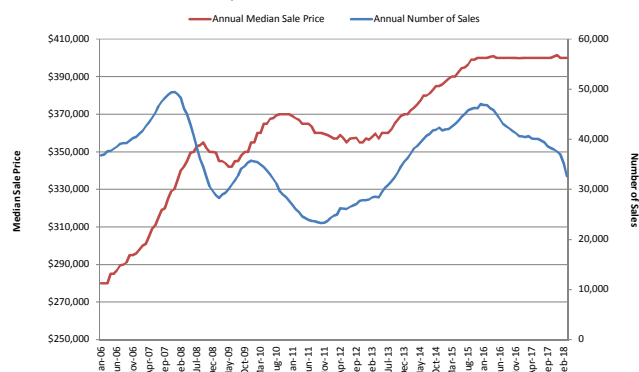
In the QMM, the Bundaberg market was the strongest performer for investors owning houses as the annual yields reached 5.5 per cent in March 2018.

“Some of the exciting news in early 2018 was the announcement of the \$5.2 billion federal funding allocation to southeast Queensland infrastructure projects.”

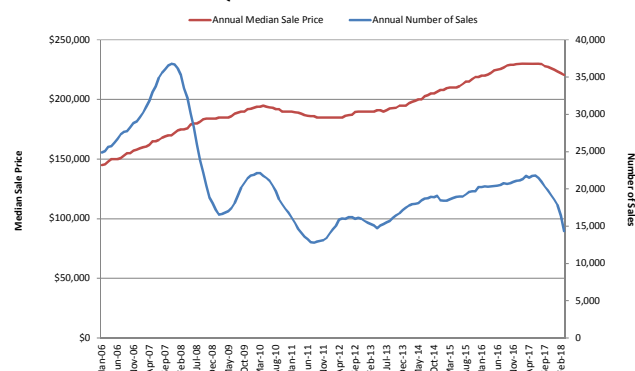
QUEENSLAND HOUSE MARKET



QUEENSLAND UNIT MARKET



QUEENSLAND LAND MARKET



Statewide Statistics

REGION	PROPERTY TYPE	QTRLY NUMBER OF SALES	QTRLY MEDIAN SALES	ANNUAL NUMBER OF SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
Queensland	Houses	10355	\$475,000	56819	\$480,000	\$465,000	3.2%	\$400,000	20.0%
Queensland	Houses ^	1496	\$530,000	9247	\$530,000	\$530,000	0.0%	\$460,000	15.2%
Queensland	Units	5043	\$385,000	32910	\$400,000	\$400,000	0.0%	\$357,000	12.0%
Queensland	Land	905	\$205,000	12236	\$220,000	\$229,900	-4.3%	\$190,000	15.8%
Queensland	Land ^	203	\$190,000	2109	\$240,000	\$249,000	-3.6%	\$190,000	26.3%

Houses (<2,400 m2)



Capital City Comparison: Melbourne property market, the strongest performer for the past year

Our capital city property markets are a mixed bag at the moment. House prices in six capital cities followed a growth trajectory while unit prices in only five capital cities grew for the past year to February 2018.

Greater Sydney was the most expensive living option, with an annual median house price of \$995,000 and an annual median unit price of \$722,500 for February 2018. Surely, the expensive nature of housing opportunities was one of the drivers for the exile of 18,120 ex-Greater Sydney residents to other regions in Australia for the year to June 2017.

Greater Hobart was the most affordable capital city, with an annual median price of \$407,150 and an annual median unit price of \$310,000. In 2017, Greater Hobart saw median house prices below \$400,000 and median unit prices below \$300,000.

HOUSE MARKET

Houses in Australia are generally becoming more expensive and most of the capital cities, with the exception of Greater Darwin and Greater Perth have reported positive price growth for the past year to February 2018.

About 192,440 houses were sold in the Australian capital cities for the year to February 2018. The Greater Melbourne sales market was the largest one of the Australian capital cities, reporting about 62,000 house listings for the year and about 90 per cent of those listings reaching a sale.

Greater Brisbane is the third-largest sale market in Australia, with about 43,630 housing listings, but only 78 per cent of the annual listings reaching a sale.

Other capital cities reached volume of sales in the range of 1,300 and 48,400 for the past year.

Annual Performance

The Melbourne house market is heading the growth, and this is not a surprise as it has welcomed over 125,400 new residents for the year to June 2017 or the equivalent to an annual increase in population of 2.7 per cent. This increase is even higher than Sydney's - in both absolute and percentage terms - as Sydney welcomed just over 101,000 new residents (equivalent to an annual growth of 2 per cent).

Canberra's house performance won over Greater Sydney and Greater Hobart as houses increased in value by 8.4 per cent, to reach an annual median of \$680,000. The population in Canberra increased a descent 1.7 per cent for the year to June 2017.

Greater Sydney and Greater Hobart tied in third place, each delivering annual median house price growth of around 7 per cent in the 12 months to February 2018.

Greater Adelaide and Greater Brisbane, both reached a modest annual increase in house prices of 2.7 per cent. However, Greater Brisbane is heading the annual population growth as it has welcomed nearly 48,000 new residents - equivalent to an annual increase of 2 per cent for the year to June 2017. This compares with an annual population increase in Greater Adelaide of just 0.7 per cent or nearly 9650 new residents for the year to June 2017.

Greater Darwin and Greater Perth remained as the only two capital cities with falling annual median house prices - 3.9 per cent and 1.9 per cent. Greater Darwin recorded the smallest increase in population of 0.5 per cent, adding less than 700 residents for the year to June 2017. The population in Greater Perth increased by nearly 21,100 or a modest 1 per cent, which might not have been sufficient to absorb the current excess of housing.

Capital cities annual price growth (based on 12 months to February 2018):

- Greater Melbourne 13.1%
- Canberra 8.4%
- Greater Hobart 7.1%
- Greater Sydney 7.0%
- Greater Adelaide 2.7%
- Greater Brisbane 2.7%
- Greater Perth -1.9%
- Greater Darwin -3.9%

On The Market Trends

Greater Hobart is the fastest-selling capital city market, reaching a sale in less than 14 days. It is also one of the top-three capital city markets requiring the smallest discount of 3.6 per cent. This indicates that the negotiation power sits closer to the vendor than the buyer.

On the other hand, Greater Darwin is a market where buyers hold the negotiation power. Houses need the longest period of 84 days and the largest discount of 7.1 per cent to reach a sale.

Houses in Greater Brisbane, whose performance has been modest for the past year, need about 35 days and a discount of 4 per cent to reach a sale.

Canberra is the capital city market requiring the smallest discount of 2.2 per cent, which indicates that the seller and buyer's expectations are running very closely.

Hold Periods

The average hold period for houses in all the Australian capital cities continue trending upwards. This trend is a consequence of a number of factors including properties seen and be treated as an investment asset, high acquisition costs (eg, legal costs, banking fees), the expensive taxation system for property sales, amongst others.

Houses in Greater Melbourne have reached an average hold period of 12 years, which means that as an average a Melbourne property owner would consider selling the property after 12 years of ownership.

Greater Darwin has the shortest period of house ownership of 8.9 years, which is still considered very high.

House owners in Greater Brisbane hold property ownership for about 10.9 years, which is about one year less than Greater Sydney and Greater Melbourne.

UNIT MARKET

Units in Australia are also generally becoming more expensive and most of the capital cities, with the exception of Greater Darwin, Greater Brisbane and Greater Perth have reported positive price growth for the past year to February 2018.

Units in the Australian capital cities have a median price between \$310,000 and \$722,000. With the exception of Greater Sydney, median unit prices in the capital cities sit below \$550,000. And if we remove Greater Melbourne, the cost of capital city units falls below \$450,000.

Greater Adelaide has been the strongest unit market, reaching an annual median price growth of 6.3 per cent to \$380,000.

Greater Darwin has been the weakest unit market, with an annual price fall of 13.3 per cent to reach an annual median unit price of \$385,000.

Most of the unit markets in the capital cities, with the exception of Greater Darwin, Greater Brisbane and Greater Perth, reported a larger number of annual sales compared to annual listings. This indicates that a number of sales may have been off market, or potentially listings were related to more than one unit.

On The Market Trends

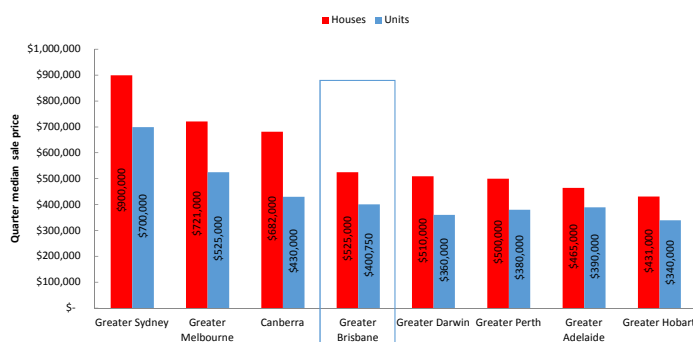
Canberra vendors offer the smallest discount, with just a tiny 2.4 per cent on offer. Greater Hobart vendors wait the shortest to reach a sale, with median days on market of about 17 days.

Greater Sydney and Greater Melbourne units usually reach a sale after 33 days on market. Owners in these two capital cities offer a discount in the range of 3.7 per cent and 3.9 per cent.

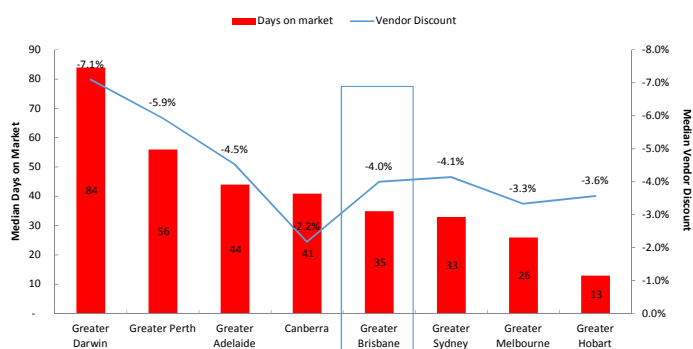
In the case of Greater Brisbane, vendors offer a discount of 4.7 per cent and wait about 64 days to reach a sale. This aligns with the weak performance of the unit market.

The market trend statistics become weaker for Greater Perth and Greater Darwin as vendors have to wait between 2.5 and 3 months to reach a sale. The median vendor discount in the range of 7.3 per cent and 9.4 per cent for Greater Perth and Greater Darwin just revealed the limited negotiation power of vendors during the sale process.

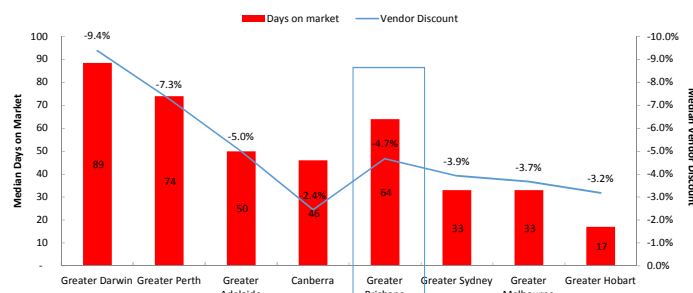
**Median Sale Price
(Feb 2018)**



**House Market Trend Indicators
(Feb 2018)**



**Unit Market Trend Indicators
(Feb 2018)**



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 MNTHS ENDING FEB	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018
GTR Adelaide	\$465,000	4,991	\$451,750	20,183	2.7%	18,340	44	-4.5%	9.3	\$390,000	1,883	\$380,000	7,359	6.3%	6,080	50	-5.0%	9.1
GTR Brisbane	\$525,000	6,283	\$530,000	34,027	2.7%	43,633	35	-4.0%	10.9	\$400,750	2,510	\$412,500	15,178	-1.8%	15,786	64	-4.7%	9.2
Canberra	\$682,000	880	\$680,000	4,354	8.4%	4,348	41	-2.2%	11.1	\$430,000	744	\$442,000	3,997	0.0%	2,464	46	-2.4%	9.3
GTR Darwin	\$510,000	303	\$499,000	1,317	-3.9%	1,649	84	-7.1%	8.9	\$360,000	155	\$385,000	682	-13.3%	1,058	89	-9.4%	8.7
GTR Hobart	\$431,000	696	\$407,150	3,758	7.1%	3,789	13	-3.6%	10.1	\$340,000	223	\$310,000	1,254	5.1%	1,107	17	-3.2%	8.9
GTR Melbourne	\$721,000	9,949	\$735,000	55,944	13.1%	62,009	26	-3.3%	12.0	\$525,000	5,403	\$530,000	29,367	6.0%	27,267	33	-3.7%	9.4
GTR Perth	\$500,000	5,576	\$510,000	24,490	-1.9%	32,528	56	-5.9%	10.5	\$380,000	1,249	\$400,000	5,501	-3.5%	8,120	74	-7.3%	10.6
GTR Sydney	\$900,000	8,098	\$995,000	48,368	7.0%	51,435	33	-4.1%	11.8	\$700,000	6,166	\$722,500	38,109	3.2%	30,030	33	-3.9%	8.5

* All figures for 12 months, ending 28 February 2018
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	10,355	\$475,000	-2.1%	5,043	\$385,000	-3.8%	905	\$205,000	-5.1%
GREATER BRISBANE									
GREATER BRISBANE	5,150	\$515,000	-2.8%	1,992	\$393,750	-5.1%	399	\$232,000	3.1%
BRISBANE LGA	2,367	\$655,000	-4.4%	1,395	\$423,000	-4.1%	96	\$405,000	-1.2%
IPSWICH	544	\$340,000	-1.5%	49	\$273,500	-14.5%	81	\$182,000	-5.2%
LOGAN	623	\$390,000	-2.0%	126	\$261,000	0.4%	61	\$226,000	7.4%
MORETON BAY	1,165	\$435,000	-1.1%	309	\$322,000	-7.7%	76	\$265,000	12.8%
REDLAND	451	\$535,000	-0.4%	113	\$390,500	-4.1%	85	N/D	N/D
TOURISM CENTRES									
GOLD COAST	1,298	\$625,000	-0.3%	1,718	\$415,000	-2.4%	65	\$299,000	8.9%
SUNSHINE COAST SD	948	\$587,500	0.4%	634	\$413,500	-3.8%	98	\$290,900	7.0%
SUNSHINE COAST	785	\$583,000	2.3%	501	\$400,000	-3.6%	83	\$280,000	9.8%
NOOSA	163	\$650,000	-4.8%	133	\$575,000	9.5%	15	N/A	N/A
FRASER COAST	308	\$320,000	0.4%	60	\$246,500	-7.0%	51	\$133,000	-20.6%
CAIRNS	363	\$405,000	0.0%	221	\$235,000	4.4%	35	\$198,000	-10.3%
REGIONAL CENTRES									
BUNDABERG	197	\$276,000	-4.7%	36	\$264,500	-7.8%	42	\$134,500	-12.1%
GLADSTONE	90	\$260,000	-4.6%	9	N/A	N/A	13	N/A	N/A
MACKAY	244	\$340,000	0.0%	39	\$225,000	11.1%	12	N/A	N/A
ROCKHAMPTON	147	\$271,000	0.7%	13	N/A	N/A	4	N/A	N/A
TOOWOOMBA	347	\$350,000	-3.1%	74	\$285,000	-8.1%	46	\$195,250	11.6%
TOWNSVILLE	358	\$325,000	0.0%	63	\$251,250	-14.0%	19	N/A	N/A

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	FEB-18	FEB-18	FEB-18	FEB-18	FEB-18	FEB-18	FEB-18	FEB-18
QUEENSLAND								
QUEENSLAND	107,209	7.6%	42	-4.7%	40,502	9.0%	56	-4.6%
GREATER BRISBANE								
GREATER BRISBANE	43,633	6.7%	35	-4.0%	15,786	7.9%	64	-4.7%
BRISBANE LGA	18,600	6.1%	32	-4.0%	10,907	7.2%	63	-4.8%
IPSWICH	4,770	7.1%	40	-4.4%	473	10.2%	70	-5.7%
LOGAN	6,559	7.1%	38	-3.9%	1,387	10.0%	62	-5.1%
MORETON BAY	9,665	7.1%	34	-3.6%	2,244	10.0%	68	-4.1%
REDLAND	4,039	7.9%	37	-4.1%	775	10.9%	62	-4.0%
TOURISM CENTRES								
GOLD COAST	10,160	7.6%	36	-4.4%	12,235	10.3%	45	-4.3%
SUNSHINE COAST SD	8,690	8.2%	43	-3.8%	4,608	9.6%	53	-3.8%
SUNSHINE COAST	6,833	7.9%	42	-3.7%	3,617	9.5%	50	-3.8%
NOOSA	1,857	9.3%	51	-4.3%	991	9.7%	63	-4.1%
FRASER COAST	3,706	9.7%	73	-5.7%	590	12.9%	101	-6.5%
CAIRNS	3,655	7.9%	56	-5.4%	2,084	9.8%	65	-5.4%
REGIONAL QLD								
BUNDABERG	3,145	9.3%	68	-5.3%	437	12.0%	121	-5.4%
GLADSTONE	1,692	7.5%	83	-8.9%	322	8.5%	84	-10.4%
MACKAY	2,512	6.5%	53	-6.8%	455	7.3%	80	-9.5%
ROCKHAMPTON	2,073	7.4%	66	-8.0%	208	8.7%	96	-7.7%
TOOWOOMBA	4,022	7.9%	51	-4.6%	663	8.2%	84	-5.0%
TOWNSVILLE	3,882	6.3%	62	-7.4%	972	7.9%	66	-7.4%

* Days on Market and Vendor Discount calculation methodology has changed from an average calculation to a median calculation
" All figures are for the 12 months ending: February 2018
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
2.3%	SUNSHINE COAST	11.1%	MACKAY	12.8%	MORETON BAY
0.7%	ROCKHAMPTON	9.5%	NOOSA	11.6%	TOOWOOMBA
0.4%	FRASER COAST	4.4%	CAIRNS	9.8%	SUNSHINE COAST

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	56,819	\$480,000	3.2%	32,910	\$400,000	0.0%	12,236	\$220,000	-4.3%
GREATER BRISBANE									
GREATER BRISBANE	29,434	\$520,000	3.0%	14,079	\$411,000	-2.0%	6,593	\$225,000	-4.5%
BRISBANE LGA	13,599	\$670,000	3.1%	9,887	\$442,000	-1.8%	1,208	\$415,000	9.2%
IPSWICH	3,151	\$340,000	3.0%	558	\$319,900	-3.0%	1,735	\$192,000	-1.3%
LOGAN	3,703	\$395,000	4.0%	1,027	\$271,000	0.7%	1,290	\$208,900	0.0%
MORETON BAY	6,434	\$435,000	2.4%	1,971	\$346,250	-3.8%	1,574	\$244,500	-4.1%
REDLAND	2,547	\$530,000	3.9%	636	\$409,500	3.4%	786	N/D	N/D
TOURISM CENTRES									
GOLD COAST	6,417	\$620,000	6.0%	10,568	\$428,000	1.9%	1,113	\$276,000	9.3%
SUNSHINE COAST SD	5,268	\$576,250	5.7%	3,911	\$420,000	3.7%	1,455	\$259,100	3.9%
SUNSHINE COAST	4,380	\$563,000	5.2%	3,037	\$405,000	2.8%	1,289	\$252,000	3.1%
NOOSA	888	\$665,000	5.6%	874	\$525,000	7.1%	166	\$317,500	11.4%
FRASER COAST	1,605	\$315,000	1.0%	314	\$259,500	2.2%	387	\$155,000	2.0%
CAIRNS	2,104	\$410,000	2.5%	1,380	\$232,000	-1.7%	354	\$210,000	-2.3%
REGIONAL CENTRES									
BUNDABERG	1,038	\$285,000	1.8%	182	\$259,500	0.2%	197	\$146,000	-1.7%
GLADSTONE	475	\$280,000	-8.5%	129	\$173,200	-36.4%	66	\$146,500	-8.4%
MACKAY	1,067	\$333,250	4.1%	208	\$212,000	-7.8%	161	\$165,000	-1.4%
ROCKHAMPTON	759	\$265,000	-1.9%	86	\$295,000	-1.3%	108	\$145,000	-1.4%
TOOWOOMBA	1,956	\$355,000	1.1%	489	\$300,000	-2.9%	378	\$170,000	-3.1%
TOWNSVILLE	1,833	\$325,000	-3.0%	487	\$280,000	5.7%	302	\$159,000	1.9%

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
6.0%	GOLD COAST	7.1%	NOOSA	11.4%	NOOSA
5.7%	SUNSHINE COAST SD	5.7%	TOWNSVILLE	9.3%	GOLD COAST
5.6%	NOOSA	3.7%	SUNSHINE COAST SD	9.2%	BRISBANE LGA

Sales Market Summary (Cont'd)

QUEENSLAND ALL LGAs ANNUAL STATISTICS

PERFORMANCE BY LGA*	HOUSES (<2400m²)			HOUSES (>2400m²)			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)	24	\$165,000	-2.1%	8	N/A	N/A	0	N/A	N/A	6	N/A	N/A	2	N/A	N/A
BANANA (LGA)	80	\$167,500	9.8%	18	N/A	N/A	1	N/A	N/A	4	N/A	N/A	3	N/A	N/A
BARCALDINE (LGA)	21	\$81,500	-18.5%	6	N/A	N/A	0	N/A	N/A	2	N/A	N/A	2	N/A	N/A
BARCOO (LGA)	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
BLACKALL TAMBO (LGA)	15	N/A	N/A	8	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
BOULIA (LGA)	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
BRISBANE (LGA)	13,599	\$670,000	3.1%	418	\$1,162,500	3.1%	9,887	\$442,000	-1.8%	1208	\$415,000	9.2%	41	\$760,000	2.1%
BULLDO (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
BUNDEBERG (LGA)	1,038	\$285,000	1.8%	306	\$355,000	3.1%	182	\$259,500	0.2%	197	\$146,000	-1.7%	65	\$150,000	4.2%
BURDEKIN (LGA)	116	\$175,000	2.9%	17	N/A	N/A	7	N/A	N/A	10	N/A	N/A	12	N/A	N/A
BURKE (LGA)	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
CAIRNS (LGA)	2,104	\$410,000	2.5%	113	\$633,000	1.3%	1,380	\$232,000	-1.7%	354	\$210,000	-2.3%	25	\$300,000	12.2%
CARPENTARIA (LGA)	7	N/A	N/A	0	N/A	N/A	0	N/A	N/A	6	N/A	N/A	0	N/A	N/A
CASSOWARY COAST (LGA)	207	\$240,000	9.1%	68	\$315,000	-4.6%	51	\$186,250	-9.2%	54	\$86,250	-3.1%	22	\$97,500	-7.1%
CENTRAL HIGHLANDS (LGA)	205	\$155,000	-7.5%	35	\$407,000	18.7%	21	\$181,050	21.3%	20	\$65,000	-2.3%	12	N/A	N/A
CHARTERS TOWERS (LGA)	67	\$145,000	-12.1%	40	\$330,000	-12.0%	5	N/A	N/A	5	N/A	N/A	7	N/A	N/A
CLONCURRY (LGA)	19	N/A	N/A	6	N/A	N/A	0	N/A	N/A	2	N/A	N/A	2	N/A	N/A
COOK (LGA)	25	\$290,000	-1.7%	10	N/A	N/A	1	N/A	N/A	12	N/A	N/A	2	N/A	N/A
CROYDON (LGA)	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	1	N/A	N/A
DIAMANTINA (LGA)	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
DOUGLAS (LGA)	139	\$425,000	3.7%	50	\$377,500	-13.2%	316	\$251,500	1.4%	40	\$145,000	-16.9%	24	\$120,000	7.9%
ETHERIDGE (LGA)	2	N/A	N/A	2	N/A	N/A	0	N/A	N/A	6	N/A	N/A	3	N/A	N/A
FLINDERS (LGA)	14	N/A	N/A	2	N/A	N/A	0	N/A	N/A	3	N/A	N/A	1	N/A	N/A
FRASER COAST (LGA)	1,605	\$315,000	1.0%	403	\$383,500	-3.5%	314	\$259,500	2.2%	387	\$155,000	2.0%	196	\$74,000	-11.4%
GLADSTONE (LGA)	475	\$280,000	-8.5%	135	\$377,500	7.9%	129	\$173,200	-36.4%	66	\$146,500	-8.4%	28	\$147,500	8.1%
GOLD COAST (LGA)	6,417	\$620,000	6.0%	666	\$849,000	7.6%	10,568	\$428,000	1.9%	1113	\$276,000	9.3%	105	\$469,000	7.6%
GOONDIWINDI (LGA)	101	\$265,000	-5.4%	34	\$465,000	-0.6%	12	N/A	N/A	30	\$62,250	-33.8%	11	N/A	N/A
GYMPIE (LGA)	623	\$287,750	4.6%	423	\$375,000	5.6%	79	\$246,000	-6.8%	180	\$124,995	4.2%	117	\$140,000	7.7%
HINCHINBROOK (LGA)	64	\$180,000	-10.0%	16	N/A	N/A	9	N/A	N/A	16	N/A	N/A	2	N/A	N/A
IPSWICH (LGA)	3,151	\$340,000	3.0%	233	\$525,000	1.9%	558	\$319,900	-3.0%	1735	\$192,000	-1.3%	79	\$326,500	13.6%
ISAAC (LGA)	165	\$130,000	-10.3%	8	N/A	N/A	19	N/A	N/A	3	N/A	N/A	0	N/A	N/A
LIVINGSTONE (LGA)	343	\$350,000	-4.1%	149	\$491,500	0.9%	74	\$268,750	5.4%	137	\$177,000	2.3%	34	\$230,000	1.3%
LOCKYER VALLEY (LGA)	215	\$252,750	-0.9%	414	\$370,000	1.4%	17	N/A	N/A	53	\$131,000	4.8%	115	\$150,000	-2.0%
LOGAN (LGA)	3,703	\$395,000	4.0%	813	\$599,500	4.3%	1,027	\$271,000	0.7%	1290	\$208,900	0.0%	206	\$315,700	10.8%
LONGREACH (LGA)	25	\$125,000	-29.8%	2	N/A	N/A	1	N/A	N/A	4	N/A	N/A	1	N/A	N/A
MACKAY (LGA)	1,067	\$333,250	4.1%	164	\$388,250	-9.7%	208	\$212,000	-7.8%	161	\$165,000	-1.4%	41	\$149,000	-23.6%
MARANOVA (LGA)	48	\$171,000	-7.6%	25	\$440,000	-24.1%	3	N/A	N/A	1	N/A	N/A	1	N/A	N/A
MAREEBA (LGA)	124	\$270,000	0.4%	141	\$473,500	7.7%	19	N/A	N/A	42	\$105,000	3.2%	22	\$140,000	0.0%
MCKINLAY (LGA)	7	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
MORETON BAY (LGA)	6,434	\$435,000	2.4%	948	\$660,000	5.5%	1,971	\$346,250	-3.8%	1574	\$244,500	-4.1%	189	\$295,000	2.3%
MOUNT ISA (LGA)	89	\$250,000	-9.6%	1	N/A	N/A	13	N/A	N/A	3	N/A	N/A	0	N/A	N/A
MURWEIH (LGA)	28	\$114,500	2.9%	7	N/A	N/A	0	N/A	N/A	4	N/A	N/A	0	N/A	N/A
NOOSA (LGA)	888	\$665,000	5.6%	417	\$680,000	12.4%	874	\$525,000	7.1%	166	\$317,500	11.4%	37	\$355,000	0.0%
NORTH BURNETT (LGA)	65	\$134,250	-0.2%	39	\$218,000	-0.9%	2	N/A	N/A	17	N/A	N/A	8	N/A	N/A
PAROO (LGA)	12	N/A	N/A	5	N/A	N/A	1	N/A	N/A	2	N/A	N/A	1	N/A	N/A
QUILPPE (LGA)	11	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	0	N/A	N/A
REDLAND (LGA)	2,547	\$530,000	3.9%	118	\$935,000	2.2%	636	\$409,500	3.4%	786	\$82,500	-68.8%	10	N/A	N/A
RICHMOND (LGA)	11	N/A	N/A	3	N/A	N/A	1	N/A	N/A	2	N/A	N/A	3	N/A	N/A
ROCKHAMPTON (LGA)	759	\$265,000	-1.9%	55	\$365,530	-6.6%	86	\$295,000	-1.3%	108	\$145,000	-1.4%	12	N/A	N/A
SCENIC RIM (LGA)	371	\$400,000	5.5%	342	\$540,000	1.9%	69	\$276,000	4.2%	71	\$190,000	0.0%	65	\$186,000	-17.3%
SOMERSET (LGA)	216	\$245,000	1.2%	235	\$380,000	3.1%	14	N/A	N/A	52	\$140,000	0.0%	26	\$177,500	1.4%

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
SOUTH BURNETT (LGA)	241	\$195,000	-2.5%	213	\$260,000	2.0%	15	N/A	N/A	64	\$35,000	0.0%	28	\$56,500	-5.8%
SOUTHERN DOWNS (LGA)	380	\$250,000	2.6%	198	\$355,000	2.9%	31	\$220,000	-2.2%	78	\$90,000	20.0%	41	\$70,000	3.7%
SUNSHINE COAST (LGA)	4,380	\$563,000	5.2%	835	\$665,000	3.9%	3,037	\$405,000	2.8%	1289	\$252,000	3.1%	247	\$365,000	5.8%
TABLELANDS (LGA)	201	\$300,000	3.5%	179	\$405,000	5.2%	42	\$233,500	-0.6%	39	\$107,000	0.0%	39	\$150,000	0.7%
TOOWOOMBA (LGA)	1,956	\$355,000	1.1%	475	\$522,000	4.8%	489	\$300,000	-2.9%	378	\$170,000	-3.1%	102	\$232,500	14.3%
TORRES (LGA)	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A
TORRES STRAIT ISLAND (LGA)	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	1	N/A	N/A
TOWNSVILLE (LGA)	1,833	\$325,000	-3.0%	234	\$395,000	-5.1%	487	\$280,000	5.7%	302	\$159,000	1.9%	43	\$200,000	-7.0%
WEIPA (LGA)	7	N/A	N/A	0	N/A	N/A	2	N/A	N/A	2	N/A	N/A	0	N/A	N/A
WESTERN DOWNS (LGA)	264	\$185,000	-5.1%	131	\$308,000	-11.4%	35	\$192,000	-4.0%	13	N/A	N/A	26	\$95,000	14.5%
WHITSUNDAY (LGA)	288	\$350,000	7.7%	75	\$450,000	6.9%	217	\$240,000	-4.0%	129	\$155,000	11.1%	46	\$185,000	-5.1%
WINTON (LGA)	11	N/A	N/A	3	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A

* All figures are for 12 months to March 2018

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
9.8%	BANANA	18.7%	CENTRAL HIGHLANDS	21.3%	CENTRAL HIGHLANDS	20.0%	SOUTHERN DOWNS	14.5%	WESTERN DOWNS
9.1%	CASSOWARY COAST	12.4%	NOOSA	7.1%	NOOSA	11.4%	NOOSA	14.3%	TOOWOOMBA
7.7%	WHITSUNDAY	7.9%	GLADSTONE	5.7%	TOWNSVILLE	11.1%	WHITSUNDAY	13.6%	IPSWICH

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
\$670,000	BRISBANE	\$1,162,500	BRISBANE	\$525,000	NOOSA	\$415,000	BRISBANE	\$760,000	BRISBANE
\$665,000	NOOSA	\$935,000	REDLAND	\$442,000	BRISBANE	\$317,500	NOOSA	\$469,000	GOLD COAST
\$620,000	GOLD COAST	\$849,000	GOLD COAST	\$428,000	GOLD COAST	\$276,000	GOLD COAST	\$365,000	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
\$81,500	BARCALDINE	\$218,000	NORTH BURNETT	\$173,200	GLADSTONE	\$35,000	SOUTH BURNETT	\$56,500	SOUTH BURNETT
\$114,500	MURWEH	\$260,000	SOUTH BURNETT	\$181,050	CENTRAL HIGHLANDS	\$62,250	GOONDIWINDI	\$70,000	SOUTHERN DOWNS
\$125,000	LONGREACH	\$308,000	WESTERN DOWNS	\$186,250	CASSOWARY COAST	\$65,000	CENTRAL HIGHLANDS	\$74,000	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
13,599	BRISBANE	948	MORETON BAY	10,568	GOLD COAST	1,735	IPSWICH	247	SUNSHINE COAST
6,434	MORETON BAY	835	SUNSHINE COAST	9,887	BRISBANE	1,574	MORETON BAY	206	LOGAN
6,417	GOLD COAST	813	LOGAN	3,037	SUNSHINE COAST	1,290	LOGAN	196	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		\$440	UP*	\$420	UP*	\$420	UP	3.5%	STEADY	5.2%	UP
Ipswich		\$310	STEADY	\$265	UP	\$320	STEADY	4.7%	STEADY	5.0%	UP
Logan		\$345	DOWN	\$288	DOWN	\$335	UP	4.6%	STEADY	5.7%	DOWN*
Moreton Bay		\$360	UP	\$285	DOWN	\$345	UP	4.3%	STEADY	4.6%	STEADY
Redland		\$400	STEADY	\$350	STEADY	\$405	UP	3.9%	STEADY	4.7%	STEADY
Tourism Centres											
Gold Coast		\$495	UP	\$440	UP	\$435	UP	4.1%	STEADY	5.5%	STEADY
Sunshine Coast		\$450	STEADY	\$365	UP	\$430	UP	4.0%	STEADY	4.7%	STEADY
Noosa		\$460	STEADY	\$400	UP*	\$508	DOWN*	3.7%	STEADY	3.6%	STEADY
Fraser Coast		\$300	STEADY	\$250	STEADY	\$320	DOWN	4.9%	STEADY	5.3%	UP
Cairns		\$380	STEADY	\$310	UP	\$393	UP*	4.9%	STEADY	6.9%	DOWN
Regional QLD											
Bundaberg		\$290	STEADY	\$245	UP	\$280	STEADY	5.5%	STEADY	4.8%	UP*
Gladstone		\$200	UP	\$150	UP	\$200	UP	4.0%	STEADY	N/A	N/A
Mackay		\$320	UP*	\$230	UP*	\$320	UP*	4.9%	STEADY	5.3%	DOWN*
Rockhampton		\$275	UP	\$210	UP	\$330	UP*	5.3%	STEADY	N/A	N/A
Toowoomba		\$310	UP	\$255	UP	\$320	STEADY	4.6%	STEADY	4.7%	UP
Townsville		\$300	UP	\$250	UP	\$300	STEADY	4.8%	STEADY	5.2%	STEADY

* 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	Mar-18	TREND
GREATER BRISBANE		
GREATER BRISBANE	2.7%	STEADY
BRISBANE LGA	3.1%	STEADY
IPSWICH CITY	3.0%	STEADY
LOGAN CITY	2.0%	STEADY
MORETON BAY	1.4%	STEADY
REDLAND CITY	2.4%	STEADY
TOURISM CENTRES		
GOLD COAST CITY	1.1%	STEADY
SUNSHINE COAST SD	1.0%	UP
SUNSHINE COAST	1.0%	UP
NOOSA	0.8%	STEADY
FRASER COAST	1.9%	STEADY
CAIRNS	2.1%	UP
REGIONAL QLD		
BUNDABERG	3.4%	UP
GLADSTONE	4.1%	DOWN
MACKAY	3.6%	UP
ROCKHAMPTON	4.1%	DOWN
TOOWOOMBA	2.3%	DOWN
TOWNSVILLE	3.8%	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		\$440	STEADY	\$420	STEADY	\$420	STEADY	3.5%	STEADY	5.2%	STEADY
IPSWICH		\$310	STEADY	\$265	STEADY	\$320	DOWN	4.7%	STEADY	5.0%	DOWN*
LOGAN		\$345	DOWN	\$288	UP	\$335	DOWN	4.6%	STEADY	5.7%	STEADY
MORETON BAY		\$360	UP	\$285	DOWN	\$345	UP	4.3%	STEADY	4.6%	STEADY
REDLAND		\$400	UP	\$350	UP	\$405	UP	3.9%	STEADY	4.7%	STEADY
TOURISM CENTRES											
GOLD COAST		\$495	UP*	\$440	UP*	\$435	UP	4.1%	STEADY	5.5%	STEADY
SUNSHINE COAST		\$450	UP	\$365	UP	\$430	UP	4.0%	STEADY	4.7%	STEADY
NOOSA		\$460	STEADY	\$400	UP	\$508	DOWN*	3.7%	DOWN	3.6%	DOWN
FRASER COAST		\$300	UP	\$250	DOWN	\$320	DOWN	4.9%	STEADY	5.3%	DOWN*
CAIRNS		\$380	UP	\$310	UP	\$393	UP	4.9%	STEADY	6.9%	DOWN*
REGIONAL QLD											
BUNDABERG		\$290	UP	\$245	UP*	\$280	DOWN*	5.5%	STEADY	4.8%	DOWN
GLADSTONE		\$200	UP*	\$150	UP	\$200	UP*	4.0%	UP*	N/A	N/A
MACKAY		\$320	UP*	\$230	UP*	\$320	UP*	4.9%	STEADY	5.3%	UP*
ROCKHAMPTON		\$275	DOWN	\$210	STEADY	\$330	UP*	5.3%	DOWN	N/A	N/A
TOOWOOMBA		\$310	UP	\$255	UP	\$320	UP	4.6%	STEADY	4.7%	UP*
TOWNSVILLE		\$300	STEADY	\$250	DOWN	\$300	DOWN	4.8%	STEADY	5.2%	DOWN*

* 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		303,847	297,021	2.3%	UP	214,277	203,487	5.3%	UP	59,851	56,827	5.3%	UP	577,975	557,335	3.7%	UP
GREATER BRISBANE		MAR-18	MAR-17	% CHANGE	ANNUAL TREND	MAR-18	MAR-17	% CHANGE	ANNUAL TREND	MAR-18	MAR-17	% CHANGE	ANNUAL TREND	MAR-18	MAR-17	% CHANGE	ANNUAL TREND
BRISBANE		59,076	58,419	1.1%	STEADY	86,217	78,273	10.1%	UP	20,707	19,430	6.6%	UP	166,000	156,122	6.3%	UP
IPSWICH		21,527	20,727	3.9%	UP	4,346	3,868	12.4%	UP	1,839	1,612	14.1%	UP	27,712	26,207	5.7%	UP
LOGAN		23,155	22,043	5.0%	UP	5,175	4,749	9.0%	UP	5,588	5,453	2.5%	UP	33,918	32,245	5.2%	UP
MORETON BAY		30,545	29,633	3.1%	UP	9,505	9,318	2.0%	UP	7,213	6,403	12.7%	UP	47,263	45,354	4.2%	UP
REDLAND		8,674	8,507	2.0%	STEADY	1,666	1,622	2.7%	UP	1,640	1,592	3.0%	UP	11,980	11,721	2.2%	UP
TOURISM CENTRES																	
GOLD COAST		29,405	28,539	3.0%	UP	35,447	35,542	-0.3%	STEADY	13,501	13,510	-0.1%	STEADY	78,353	77,591	1.0%	STEADY
SUNSHINE COAST		17,777	17,349	2.5%	UP	12,223	12,064	1.3%	STEADY	2,918	2,741	6.5%	UP	32,918	32,154	2.4%	UP
NOOSA		2,569	2,652	-3.1%	DOWN	1,287	1,352	-4.8%	DOWN	364	342	6.4%	UP	4,220	4,346	-2.9%	DOWN
FRASER COAST		7,202	7,143	0.8%	STEADY	2,672	2,649	0.9%	STEADY	572	545	5.0%	UP	10,446	10,337	1.1%	STEADY
CAIRNS		9,548	9,547	0.0%	STEADY	11,156	11,308	-1.3%	STEADY	994	982	1.2%	STEADY	21,698	21,837	-0.6%	STEADY
REGIONAL QLD																	
BUNDABERG		6,503	6,463	0.6%	STEADY	2,766	2,686	3.0%	UP	132	141	-6.4%	DOWN	9,401	9,290	1.2%	STEADY
GLADSTONE		5,472	5,313	3.0%	UP	2,035	1,886	7.9%	UP	798	722	10.5%	UP	8,305	7,921	4.8%	UP
MACKAY		8,061	7,896	2.1%	UP	4,213	3,916	7.6%	UP	488	476	2.5%	UP	12,762	12,288	3.9%	UP
ROCKHAMPTON		4,578	4,429	3.4%	UP	2,508	2,480	1.1%	STEADY	122	97	25.8%	UP	7,208	7,006	2.9%	UP
TOOWOOMBA		11,467	11,340	1.1%	STEADY	7,068	6,552	7.9%	UP	473	446	6.1%	UP	19,008	18,338	3.7%	UP
TOWNSVILLE		14,783	14,270	3.6%	UP	8,985	8,780	2.3%	UP	802	724	10.8%	UP	24,570	23,774	3.3%	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.

House prices in Greater Brisbane increased 3 per cent for the past year, to \$520,000 in March 2018. All the local government areas performed well, achieving an annual median price growth in the range of 2.4 per cent to 4 per cent for the year to March 2018.

Houses in Logan showed the strongest annual performance, increasing 4 per cent, to \$395,000 in March 2018.

Units continued underperforming compared with the house market, with all markets - except Logan - reporting a quarterly fall on the median unit price in March 2018.

Looking at the annual data, the unit market performed poorly as all markets - except Logan and Redland - reported an annual fall in unit prices. Unit prices in Greater Brisbane fell 2 per cent, to \$411,000 for the year to March 2018.

The Outer Brisbane rental market continued operating within the tight and healthy range as the market is showing resilience despite the increase in rental supply.

Unit stock self-absorbing

Approvals for dwellings excluding houses in Greater Brisbane fell about 12 per cent for the year to March 2018, from 13353 in March 2017 to 11802 in March 2018. This is an indication that the market continues self-regulating by reducing the levels of supply coming to the market.

Anecdotal evidence from property managers also revealed an increase in demand of rentals for medium to high density dwellings over the March quarter, which has supported the tight vacancies in Outer Brisbane of 2 per cent.

Infrastructure Projects

2018 has brought solid economic development to Ipswich. The \$330 million Cunningham Highway - Yamanto interchange to Ebenezer Creek has received \$170 million federal funding allocation as part of the 2018 Budget announcement. This represents about 51 per cent of the project costs. The project benefits include travel cost savings, vehicle operating cost savings and lower accident rates.

Rheinmetall Defence Australia has also selected the Redbank Industrial Estate, near Ipswich, as the location for the Headquarters and Military Vehicle Centre of Excellence (Milvehcoe). Watpac has been appointed as the managing contractor to build the \$170 million project, which will become Rheinmetall's regional hub for design, production and support of military vehicles in Australia and the Asia Pacific. This is a business initiative which could potentially improve the Ipswich SA4 unemployment rate, which sat at 8.6 per cent for the March quarter.



The Moreton Bay region is also contributing to the economic development and expansion in Greater Brisbane.

The development approval for the Laguna North Lakes development was granted by early May this year. The proposed \$250 million development will deliver a hotel, commercial office space, health and wellness facilities restaurants, a convention and events centre and a publicly accessible aquatic centre with a lagoon-style pool. The construction phase is expected to commence in late 2018, with a targeted completion date for late 2020. This project will be a game changer for the regional outlook, potentially supporting a sustainable increase in housing demand over the years to come.

Employment Market

The ABS employment data for March 2018 revealed a Greater Brisbane unemployment rate of 6 per cent.

Generally, the Greater Brisbane employment market operates at different speeds. The SA4 regions of Ipswich, Logan-Beaudesert and Moreton Bay North reported high unemployment rates in the range of 7 per cent to 8.6 per cent for March 2018.

Brisbane Inner City, Moreton Bay South, Brisbane North, Brisbane East, Brisbane South reported lower unemployment rates than Australia and in the range of 4.2 per cent and 5.4 per cent in March 2018.

Regional Population Growth

Greater Brisbane regional population increased nearly by 48,000 residents for the year to June 2007, to reach 2.41 million residents.

Greater Brisbane was the Australian capital city reporting the largest net internal migration of over 12,020 residents for the 12 months to June 2017.

Ipswich was the local government area recording the largest annual population growth of 3.2 per cent for the year to June 2017.

Market Outlook

The house sales markets in Outer Brisbane are classed as rising markets. However, the unit markets, with the exception of Redland, are classed as falling or steady with negative outlook.

The 2018 outlook of the rental market is steady. However, we will keep monitoring the additional supply from new developments and its impact on the market equilibrium.

HOUSE MARKET (<2400M²)

All LGAs in Greater Brisbane reported a median house price fall for the March quarter, triggering a Greater Brisbane consolidated fall on the quarterly median house price of 2.8 per cent, from \$530,000 in December 2017 to \$515,000 in March 2018.

Despite the quarter fall, the Greater Brisbane house market performance followed a positive trajectory, increasing 3 per cent for the past year and 20.1 per cent for the past five years, to an annual median of \$520,000 in March 2018.

House prices in Logan and Redland grew the most for the past year, reaching an annual median price of \$395,000 and \$530,000 respectively.

Excluding Brisbane LGA, Logan was the strongest performer for the past five years, with the annual median price increasing 19.7 per cent, from \$330,000 in March 2013.

Fastest-selling suburbs in Outer Brisbane#1

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Ferny Hills (14 days, \$533,750) – Moreton Bay
- Arana Hills (16 days, \$540,000) – Moreton Bay
- Strathpine (16 days, \$404,485) – Moreton Bay
- Bray Park (18 days, \$416,600) – Moreton Bay
- Newtown (19 days, \$327,500) – Ipswich

All the suburbs, with the exception of Newtown, are located in the Moreton Bay local government area. Arana Hills and Ferny Grove are located adjacent to suburbs within Brisbane local government area, so their location may be a factor contributing to the shortest-selling period.

Newtown is a popular location in Ipswich due to its proximity to the CBD area.

Three of the five suburbs have an annual median sale price below \$500,000, which makes them an affordable living option in Outer Brisbane and in proximity to the Brisbane local government area.

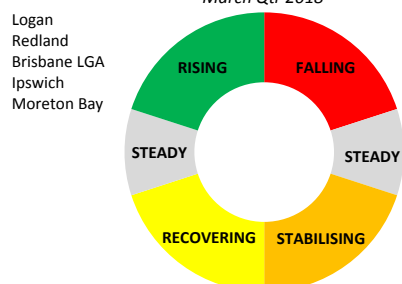
General Activity

The Greater Brisbane annual sales volume fell 12.7 per cent for the past year, from 33,702 sales in March 2017 to 29,434 sales in March 2018.

Market trend indicators revealed a fall in Greater Brisbane house listings, with the Moreton Bay region reporting the largest fall of 9.1 per cent, from 10,632 in February 2017 to 9,665 in February 2018.

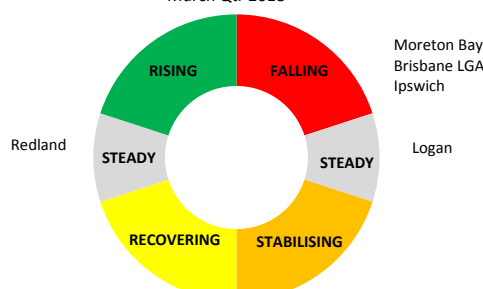
Median days on market held steady at 35 days in Greater Brisbane. The median vendor discount fell slightly from 4.1 per cent in February 2017 to 3.9 per cent in February 2018.

GREATER BRISBANE HOUSE MARKETS
March Qtr 2018



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

GREATER BRISBANE UNIT MARKETS
March Qtr 2018



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

UNIT MARKET

The Greater Brisbane unit market reported a weak performance for the past quarter and past year due to a fall on sale volumes. Despite this fall, it reached a modest five-year price growth of 6.8 per cent since March 2013.

Logan and Redland were the only unit markets reporting an annual median price growth of 0.7 per cent and 3.4 per cent, respectively.

The most affordable unit market in Outer Brisbane was Logan with an annual median price of \$271,000 in March 2018. Over the medium term, the Logan unit market slipped 7.5 per cent, from \$293,000 in March 2013.

Redland was not only the strongest unit market performer for the past year and the past five years. It was also the most expensive market in Outer Brisbane, with an annual median price of \$409,500.

Unit prices in Greater Brisbane increased \$26,000 in value for the past five years, from \$385,000 in March 2013 to \$411,000 in March 2018.

Greater Brisbane listing volumes fell 5.2 per cent for the past 12 months to February 2018. As a result, the stock on market reduced to 7.9 per cent.

Greater Brisbane median days on market increased from 57 per cent in February 2017 to 64 per cent in February 2018.

Median days on market in Brisbane LGA and Redland followed a similar trajectory. Ipswich units was the slowest-selling market needing 70 days to reach a sale. Logan and Redland units were the fastest-selling markets, needing 62 days to reach a sale.

Greater Brisbane median vendor discount increased from 4.5 per cent in February 2017 to 4.7 per cent in February 2018. Logan reported the largest annual increase on the median vendor discount from 4.5 per cent to 5.1 per cent. Redland units needed the smallest discount of 4 per cent to reach a sale in February 2018.

RENTAL MARKET

Greater Brisbane's vacancies eased to 2.7 per cent, operating in the healthy market.

Ipswich tightened marginally, moving from 3.1 to 3.0 per cent, but has maintained its position as a healthy rental market. This area is a growth corridor for Queensland and we have seen buyers and renters flocking to this part of the southeast corner.

The Logan rental market eased 0.2 per cent to reach a still-tight 2 per cent vacancy rate. Redland vacancies also eased 0.2 per cent but remained tight, with a March vacancy rate of 2.4 per cent.

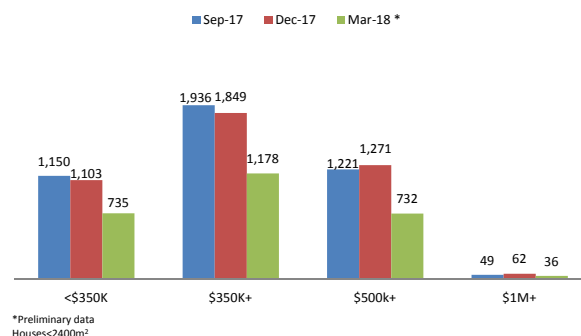
Moreton Bay vacancies tightened by 0.2 per cent, to 1.4 per cent. This market is generally a tight market and it is one of Queensland's fastest growing regions. Local agents in Caboolture have noted the lack of rental stock available for rent, putting downward pressure on vacancies.

Outer Brisbane rental costs for the March quarter moved up and down depending on the location and the type of dwelling.

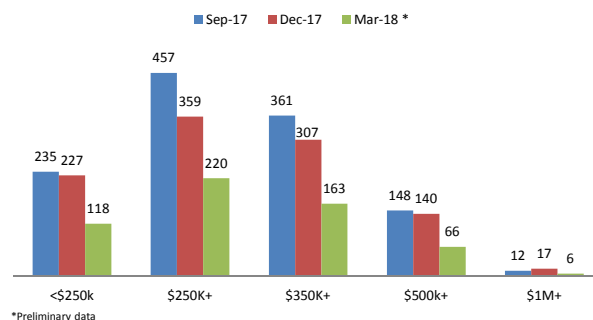
The weekly median rent for a three-bedroom house in Outer Brisbane is in the range of \$310 to \$400. The rent for three-bedroom townhouses in Outer Brisbane is between \$320 a week and \$405 a week.

Ipswich is the most affordable rental market in Greater Brisbane and the southeast corner, while Redland was the most expensive rental market in Outer Brisbane.

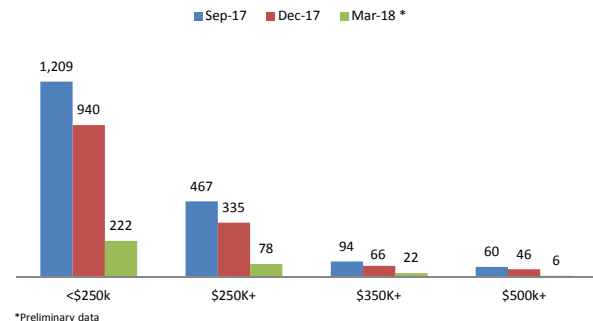
OUTER BRISBANE HOUSE SALES



OUTER BRISBANE UNIT SALES



OUTER BRISBANE LAND SALES



“Greater Brisbane was the Australian capital city reporting the largest net internal migration of over 12,020 residents for the 12 months to June 2017.”

SALES MARKET - HOUSES <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GREATER BRISBANE	5150	\$515,000	-2.8%	29434	\$520,000	\$505,000	3.0%	\$433,000	20.1%
GREATER BRISBANE ^	407	\$655,000	-0.8%	2530	\$660,000	\$635,750	3.8%	\$530,000	24.5%
IPSWICH (LGA)	544	\$340,000	-1.5%	3151	\$340,000	\$330,000	3.0%	\$295,000	15.3%
IPSWICH (LGA) ^	42	\$540,000	0.6%	233	\$525,000	\$515,000	1.9%	\$437,500	20.0%
AUGUSTINE HEIGHTS	19	N/A	N/A	103	\$532,500	\$529,500	0.6%	\$498,500	6.8%
BELLBIRD PARK	21	\$339,000	-12.6%	106	\$360,000	\$370,000	-2.7%	\$301,000	19.6%
BASIN POCKET	4	N/A	N/A	22	\$263,750	\$237,500	11.1%	\$222,500	18.5%
BOOVAL	5	N/A	N/A	41	\$295,000	\$285,000	3.5%	\$260,000	13.5%
BRASSALL	32	\$355,000	4.4%	191	\$340,000	\$338,000	0.6%	\$305,000	11.5%
BUNDAMBA	17	N/A	N/A	94	\$297,500	\$287,750	3.4%	\$245,000	21.4%
CAMIRA	23	\$382,250	-8.2%	107	\$395,000	\$384,000	2.9%	\$335,000	17.9%
COALFALLS	4	N/A	N/A	29	\$330,000	\$331,250	-0.4%	\$265,000	24.5%
COLLINGWOOD PARK	17	N/A	N/A	118	\$340,000	\$335,000	1.5%	\$300,000	13.3%
DEEBING HEIGHTS	5	N/A	N/A	57	\$436,000	\$422,000	3.3%	\$490,000	-11.0%
EAST IPSWICH	5	N/A	N/A	43	\$268,500	\$270,000	-0.6%	\$260,000	3.3%
EASTERN HEIGHTS	10	N/A	N/A	71	\$320,000	\$295,500	8.3%	\$242,500	32.0%
FLINDERS VIEW	16	N/A	N/A	69	\$393,000	\$346,000	13.6%	\$317,000	24.0%
GAILES	9	N/A	N/A	29	\$250,000	\$260,000	-3.9%	\$215,000	16.3%
GOODNA	33	\$310,000	-1.6%	144	\$312,500	\$320,000	-2.3%	\$250,000	25.0%
IPSWICH	10	N/A	N/A	49	\$362,500	\$337,500	7.4%	\$272,000	33.3%
KARALEE ^	11	N/A	N/A	53	\$583,750	\$571,250	2.2%	\$496,000	17.7%
LEICHHARDT	16	N/A	N/A	88	\$240,000	\$235,000	2.1%	\$210,000	14.3%
NEWTOWN	8	N/A	N/A	37	\$327,500	\$342,000	-4.2%	\$286,500	14.3%
NORTH BOOVAL	10	N/A	N/A	54	\$275,000	\$265,500	3.6%	\$230,000	19.6%
NORTH IPSWICH	23	\$285,000	0.0%	101	\$280,000	\$274,000	2.2%	\$232,250	20.6%
ONE MILE	8	N/A	N/A	37	\$258,650	\$241,000	7.3%	\$217,000	19.2%
RACEVIEW	35	\$323,000	2.2%	195	\$315,500	\$316,500	-0.3%	\$294,500	7.1%
REDBANK	4	N/A	N/A	17	N/A	\$315,000	N/A	\$272,500	N/A
REDBANK PLAINS	35	\$330,000	0.0%	315	\$332,000	\$327,700	1.3%	\$280,000	18.6%
RIPLEY	6	N/A	N/A	59	\$348,000	\$340,000	2.4%	\$330,000	5.5%
RIVERVIEW	6	N/A	N/A	39	\$246,000	\$245,000	0.4%	\$215,000	14.4%
ROSEWOOD	6	N/A	N/A	45	\$275,000	\$273,500	0.6%	\$242,000	13.6%
SADLIERS CROSSING	4	N/A	N/A	25	\$343,000	\$385,000	-10.9%	\$265,000	29.4%
SILKSTONE	14	N/A	N/A	81	\$315,000	\$290,000	8.6%	\$243,000	29.6%
SPRINGFIELD	18	N/A	N/A	95	\$420,000	\$428,500	-2.0%	\$360,000	16.7%
SPRINGFIELD LAKES	66	\$431,000	-1.8%	374	\$440,000	\$430,000	2.3%	\$379,500	15.9%
WOODEND	6	N/A	N/A	37	\$390,000	\$370,000	5.4%	\$301,500	29.4%
WULKURAKA	2	N/A	N/A	22	\$289,000	\$290,000	-0.3%	\$311,500	-7.2%
YAMANTO	11	N/A	N/A	60	\$366,000	\$355,000	3.1%	\$337,500	8.4%
LOGAN (LGA)	623	\$390,000	-2.0%	3703	\$395,000	\$380,000	4.0%	\$330,000	19.7%
LOGAN (LGA) ^	146	\$590,000	0.0%	813	\$599,500	\$575,000	4.3%	\$475,000	26.2%

BEENLEIGH	21	\$320,500	-7.9%	109	\$337,500	\$330,000	2.3%	\$282,500	19.5%
BETHANIA	13	N/A	N/A	73	\$360,000	\$330,000	9.1%	\$285,000	26.3%
BORONIA HEIGHTS	23	\$342,000	-2.3%	114	\$347,500	\$341,500	1.8%	\$305,000	13.9%
BROWNS PLAINS	12	N/A	N/A	82	\$352,000	\$350,500	0.4%	\$295,000	19.3%
CEDAR GROVE ^	9	N/A	N/A	30	\$453,625	\$455,000	-0.3%	\$380,000	19.4%
CEDAR VALE ^	6	N/A	N/A	37	\$472,500	\$460,000	2.7%	\$410,000	15.2%
CHAMBERS FLAT ^	5	N/A	N/A	24	\$654,000	\$615,000	6.3%	\$475,000	37.7%
CORNUBIA ^	5	N/A	N/A	26	\$767,250	\$855,000	-10.3%	\$570,000	34.6%
CORNUBIA	15	N/A	N/A	92	\$600,000	\$540,000	11.1%	\$460,000	30.4%
CRESTMead	35	\$345,000	-2.8%	206	\$340,000	\$320,000	6.3%	\$275,000	23.6%
DMSY HILL	24	\$512,500	4.4%	121	\$487,000	\$488,750	-0.4%	\$375,000	29.9%
EAGLEBY	28	\$315,000	-1.4%	142	\$316,000	\$303,750	4.0%	\$250,000	26.4%
EDENS LANDING	17	N/A	N/A	107	\$390,000	\$370,500	5.3%	\$330,000	18.2%
FORESDALE ^	4	N/A	N/A	36	\$765,000	\$740,000	3.4%	\$582,000	31.4%
GREENBANK ^	12	N/A	N/A	74	\$600,000	\$580,000	3.5%	\$490,000	22.4%
HERITAGE PARK	22	\$493,500	11.7%	96	\$450,000	\$464,500	-3.1%	\$385,000	16.9%
HILLCREST	12	N/A	N/A	89	\$380,000	\$370,000	2.7%	\$319,000	19.1%
HOLMVIEW	9	N/A	N/A	45	\$395,000	\$400,000	-1.3%	\$327,500	20.6%
JIMBOOMBA	8	N/A	N/A	65	\$407,300	\$415,000	-1.9%	\$355,000	14.7%
JIMBOOMBA ^	24	\$565,000	9.2%	131	\$517,500	\$507,500	2.0%	\$443,850	16.6%
KINGSTON	28	\$291,500	-14.2%	132	\$310,000	\$306,250	1.2%	\$235,000	31.9%
LOGAN CENTRAL	12	N/A	N/A	50	\$315,000	\$310,000	1.6%	\$232,000	35.8%
LOGAN RESERVE	6	N/A	N/A	55	\$388,000	\$359,000	8.1%	\$301,000	28.9%
LOGAN VILLAGE ^	8	N/A	N/A	45	\$597,500	\$551,500	8.3%	\$460,000	29.9%

SALES MARKET - HOUSES <2400m ² (CONT'D)									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
LOGANHOLME	25	\$370,000	-14.2%	119	\$400,000	\$405,000	-1.2%	\$351,250	13.9%
LOGANLEA	22	\$390,000	6.1%	91	\$383,500	\$357,500	7.3%	\$300,000	27.8%
MARSDEN	34	\$369,000	0.8%	192	\$367,000	\$362,500	1.2%	\$307,500	19.3%
MEADOWBROOK	6	N/A	N/A	46	\$432,500	\$415,275	4.2%	\$365,000	18.5%
MOUNT WARREN PARK	9	N/A	N/A	91	\$389,000	\$380,000	2.4%	\$328,500	18.4%
MUNRUBEN ^	3	N/A	N/A	28	\$590,000	\$561,000	5.2%	\$483,000	22.2%
NEW BEITH ^	8	N/A	N/A	42	\$616,500	\$579,000	6.5%	\$502,000	22.8%
REGENTS PARK	29	\$400,000	-2.2%	192	\$400,500	\$397,000	0.9%	\$348,000	15.1%
ROCHEDALE SOUTH	40	\$526,000	1.7%	229	\$517,000	\$496,500	4.1%	\$384,500	34.5%
SHAILER PARK	23	\$550,000	-5.2%	191	\$569,500	\$529,000	7.7%	\$447,000	27.4%
SLACKS CREEK	30	\$345,000	-0.4%	140	\$355,000	\$334,750	6.1%	\$270,000	31.5%
SPRINGWOOD	24	\$515,000	-1.9%	128	\$515,000	\$495,000	4.0%	\$400,000	28.8%
TAMAH MERAH	9	N/A	N/A	57	\$437,500	\$418,000	4.7%	\$378,500	15.6%
UNDERWOOD	10	N/A	N/A	86	\$557,500	\$531,400	4.9%	\$447,000	24.7%
WATERFORD	12	N/A	N/A	86	\$400,000	\$420,000	-4.8%	\$337,750	18.4%
WATERFORD WEST	9	N/A	N/A	69	\$355,000	\$355,000	0.0%	\$280,000	26.8%
WINDAROO	4	N/A	N/A	30	\$441,333	\$445,000	-0.8%	\$372,500	18.5%
WOODRIDGE	17	N/A	N/A	136	\$315,000	\$295,000	6.8%	\$230,000	37.0%
YARRABILBA	18	N/A	N/A	152	\$400,000	\$382,900	4.5%	\$276,500	44.7%

MORETON BAY (LGA)	1165	\$435,000	-1.1%	6434	\$435,000	\$425,000	2.4%	\$372,500	16.8%
MORETON BAY (LGA) ^	136	\$710,000	9.2%	948	\$660,000	\$625,750	5.5%	\$536,500	23.0%
ALBANY CREEK	37	\$582,500	1.3%	204	\$585,000	\$578,000	1.2%	\$473,500	23.5%
ARANA HILLS	15	N/A	N/A	111	\$540,000	\$530,500	1.8%	\$436,250	23.8%
BANKSIA BEACH	25	\$515,000	-2.8%	145	\$548,500	\$547,500	0.2%	\$490,000	11.9%
BEACHMERE	13	N/A	N/A	82	\$368,400	\$343,750	7.2%	\$300,000	22.8%
BELLARA	21	\$362,500	-13.9%	77	\$365,000	\$357,000	2.2%	\$310,000	17.7%
BELLMERE	29	\$339,900	-1.6%	126	\$340,000	\$343,625	-1.1%	\$320,000	6.3%
BONGAREE	22	\$430,000	-5.5%	129	\$440,000	\$400,000	10.0%	\$359,000	22.6%
BRAY PARK	22	\$420,000	-1.2%	174	\$416,600	\$400,000	4.2%	\$345,000	20.8%
BUNYA ^	6	N/A	N/A	24	\$863,000	\$850,000	1.5%	\$743,750	16.0%
BURPENGARY	26	\$411,000	-5.5%	135	\$406,250	\$385,000	5.5%	\$335,000	21.3%
BURPENGARY ^	11	N/A	N/A	70	\$635,000	\$595,000	6.7%	\$505,000	25.7%
BURPENGARY EAST	5	N/A	N/A	67	\$460,000	\$465,000	-1.1%	\$528,500	-13.0%
BURPENGARY EAST ^	5	N/A	N/A	41	\$651,000	\$580,000	12.2%	\$513,500	26.8%
CABOOLTURE	76	\$347,500	9.5%	413	\$320,000	\$325,000	-1.5%	\$285,000	12.3%
CABOOLTURE ^	11	N/A	N/A	74	\$530,500	\$543,000	-2.3%	\$445,000	19.2%
CABOOLTURE SOUTH	25	\$240,000	-23.8%	140	\$300,000	\$291,500	2.9%	\$260,190	15.3%
CASHMERE	11	N/A	N/A	43	\$676,750	\$585,000	15.7%	\$540,000	25.3%
CLONTARF	32	\$447,500	0.6%	141	\$452,000	\$420,000	7.6%	\$340,000	32.9%
DAKABIN	20	\$447,250	-2.8%	75	\$452,000	\$455,000	-0.7%	\$405,000	11.6%
DECEPTION BAY	75	\$332,500	-5.2%	310	\$351,500	\$340,000	3.4%	\$280,000	25.5%
EATONS HILL	23	\$575,000	-3.0%	115	\$592,000	\$585,000	1.2%	\$502,000	17.9%
ELIMBAH ^	8	N/A	N/A	52	\$622,500	\$573,750	8.5%	\$495,000	25.8%
EVERTON HILLS	9	N/A	N/A	84	\$550,500	\$550,000	0.1%	\$446,000	23.4%
FERNY HILLS	22	\$521,250	-6.8%	132	\$533,750	\$535,000	-0.2%	\$440,000	21.3%
GRIFFIN	26	\$453,576	-4.7%	147	\$470,000	\$455,000	3.3%	\$399,700	17.6%
JOYNER	6	N/A	N/A	20	\$510,000	\$523,750	-2.6%	\$483,500	5.5%
KALLANGUR	73	\$404,600	3.8%	391	\$386,750	\$374,700	3.2%	\$320,000	20.9%
KIPPA-RING	30	\$431,000	-0.9%	171	\$425,000	\$415,000	2.4%	\$350,000	21.4%
LAWNTON	9	N/A	N/A	79	\$401,000	\$381,625	5.1%	\$325,000	23.4%
MANGO HILL	17	N/A	N/A	182	\$516,400	\$510,900	1.1%	\$424,000	21.8%
MARGATE	24	\$430,000	-3.4%	140	\$445,000	\$431,500	3.1%	\$329,500	35.1%
MORAYFIELD	56	\$348,250	2.6%	303	\$341,000	\$340,000	0.3%	\$292,000	16.8%
MORAYFIELD ^	16	N/A	N/A	94	\$615,000	\$610,000	0.8%	\$473,000	30.0%

SALES MARKET - HOUSES <2400m ² (CONT'D)										
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE	
STRATHPINE	24	\$412,000	1.9%	147	\$404,485	\$387,000	4.5%	\$320,000	26.4%	
TOORBUL	6	N/A	N/A	20	\$328,750	\$340,000	-3.3%	\$290,000	13.4%	
UPPER CABOOLTURE	7	N/A	N/A	37	\$360,000	\$340,700	5.7%	\$307,500	17.1%	
UPPER CABOOLTURE ^	6	N/A	N/A	35	\$590,000	\$540,000	9.3%	\$425,000	38.8%	
WAMURAN ^	4	N/A	N/A	44	\$586,000	\$570,000	2.8%	\$460,000	27.4%	
WARNER	42	\$520,000	3.0%	197	\$515,000	\$499,000	3.2%	\$450,000	14.4%	
WARNER ^	8	N/A	N/A	18	N/A	\$800,000	N/A	\$672,500	N/A	
WOODY POINT	12	N/A	N/A	65	\$441,000	\$452,500	-2.5%	\$398,000	10.8%	
REDLAND (LGA)	451	\$535,000	-0.4%	2547	\$530,000	\$509,995	3.9%	\$448,500	18.2%	
REDLAND (LGA) ^	20	\$880,000	-8.3%	118	\$935,000	\$915,000	2.2%	\$720,000	29.9%	
ALEXANDRA HILLS	54	\$478,000	-1.4%	269	\$467,000	\$447,500	4.4%	\$385,000	21.3%	
BIRKDALE	29	\$547,500	-5.8%	225	\$560,000	\$527,000	6.3%	\$445,000	25.8%	
CAPALABA	32	\$470,000	-3.3%	185	\$482,650	\$458,500	5.3%	\$400,000	20.7%	
CAPALABA ^	4	N/A	N/A	24	\$513,500	\$915,000	3.6%	\$775,000	22.3%	
CLEVELAND	45	\$640,000	7.6%	245	\$610,000	\$571,750	6.7%	\$508,500	20.0%	
MACLEAY ISLAND	17	N/A	N/A	89	\$240,000	\$235,000	2.1%	\$222,500	7.9%	
MOUNT COTTON	25	\$522,000	1.1%	119	\$520,000	\$520,000	0.0%	\$460,000	13.0%	
ORMISTON	15	N/A	N/A	86	\$670,000	\$644,000	4.0%	\$550,000	21.8%	
REDLAND BAY	38	\$557,500	-3.9%	271	\$550,000	\$530,500	3.7%	\$471,000	16.8%	
RUSSELL ISLAND	25	\$175,500	-11.6%	123	\$190,000	\$204,050	-6.9%	\$175,000	8.6%	
THORNESIDE	11	N/A	N/A	46	\$513,000	\$518,000	-1.0%	\$390,000	31.5%	
THORNLANDS	51	\$605,000	-3.2%	281	\$600,000	\$570,000	5.3%	\$510,000	17.6%	
THORNLANDS ^	7	N/A	N/A	31	\$1,142,500	\$962,500	18.7%	\$780,000	46.5%	
VICTORIA POINT	45	\$555,000	1.3%	258	\$525,000	\$520,000	1.0%	\$440,000	19.3%	
WELLINGTON POINT	45	\$621,750	1.9%	232	\$615,000	\$610,000	0.8%	\$511,000	20.4%	
SURROUNDS										
LOCKYER VALLEY (LGA)	35	\$250,000	2.0%	215	\$252,750	\$255,000	-0.9%	\$247,500	2.1%	
LOCKYER VALLEY (LGA) ^	62	\$360,000	-5.3%	414	\$370,000	\$365,000	1.4%	\$328,000	12.8%	
GATTON	17	N/A	N/A	91	\$249,500	\$260,000	-4.0%	\$250,000	-0.2%	
KENSINGTON GROVE ^	6	N/A	N/A	34	\$398,500	\$370,000	7.7%	\$320,000	24.5%	
LAIDLEY	8	N/A	N/A	62	\$241,500	\$237,000	1.9%	\$248,250	-2.7%	
LAIDLEY HEIGHTS ^	5	N/A	N/A	28	\$330,000	\$338,000	-2.4%	\$333,750	-1.1%	
REGENCY DOWNS ^	3	N/A	N/A	40	\$337,500	\$335,000	0.8%	\$296,000	14.0%	
SCENIC RIM (LGA)	64	\$437,000	14.0%	371	\$400,000	\$379,000	5.5%	\$340,000	17.6%	
SCENIC RIM (LGA) ^	48	\$555,000	8.3%	342	\$540,000	\$530,000	1.9%	\$450,000	20.0%	
BEAULDESERT	18	N/A	N/A	101	\$330,000	\$318,000	3.8%	\$305,000	8.2%	
BOONAH	5	N/A	N/A	39	\$314,000	\$260,000	20.8%	\$270,000	16.3%	
KOORALBYN ^	3	N/A	N/A	32	\$360,000	\$339,000	6.2%	\$311,250	15.7%	
TAMBORINE ^	11	N/A	N/A	61	\$605,000	\$590,000	2.5%	\$478,000	26.6%	
TAMBORINE MOUNTAIN	31	\$529,500	10.9%	147	\$485,000	\$480,500	0.9%	\$396,000	22.5%	
TAMBORINE MOUNTAIN ^	8	N/A	N/A	47	\$856,250	\$785,000	9.1%	\$680,000	25.9%	
SOMERSET (LGA)	44	\$250,500	-2.2%	216	\$245,000	\$242,000	1.2%	\$260,000	-5.8%	
SOMERSET (LGA) ^	32	\$360,000	-7.7%	235	\$380,000	\$368,500	3.1%	\$340,000	11.8%	
FERNVALE	7	N/A	N/A	36	\$341,250	\$319,000	7.0%	\$328,750	3.8%	
KILCOY	9	N/A	N/A	41	\$255,000	\$227,500	12.1%	\$261,000	-2.3%	
LOWOOD	12	N/A	N/A	60	\$235,000	\$233,000	0.9%	\$320,000	-26.6%	

SALES MARKET - UNITS & TOWNHOUSES										
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE	
GREATER BRISBANE	1992	\$393,750	-5.1%	14079	\$411,000	\$419,500	-2.0%	\$385,000	6.8%	
IPSWICH (LGA)	49	\$273,500	-14.5%	558	\$319,900	\$329,900	-3.0%	\$276,700	15.6%	
BRASSALL	2	N/A	N/A	23	\$275,000	\$279,000	-1.4%	\$260,700	5.5%	
BROOKWATER	6	N/A	N/A	79	\$520,000	\$516,250	0.7%	\$367,500	41.5%	
BUNDAMBA	1	N/A	N/A	12	N/A	\$299,500	N/A	\$219,000	N/A	
GOODINA	2	N/A	N/A	22	\$206,500	\$211,000	-2.1%	\$179,250	15.2%	
REDBANK PLAINS	5	N/A	N/A	69	\$315,000	\$315,000	0.0%	\$274,400	14.8%	
SPRINGFIELD LAKES	4	N/A	N/A	10	N/A	\$384,500	N/A	\$349,950	N/A	
LOGAN (LGA)	126	\$261,000	0.4%	1027	\$271,000	\$269,250	0.7%	\$293,000	-7.5%	
BEENLEIGH	1	N/A	N/A	41	\$215,500	\$289,900	-25.7%	\$185,000	16.5%	
BORONIA HEIGHTS	2	N/A	N/A	28	\$329,000	\$329,000	0.0%	\$300,000	9.7%	
DAISY HILL	5	N/A	N/A	23	\$305,000	\$317,500	-3.9%	\$275,000	10.9%	
EAGLEBY	8	N/A	N/A	64	\$235,000	\$235,000	0.0%	\$305,500	-23.1%	
EDENS LANDING	4	N/A	N/A	17	N/A	\$221,500	N/A	\$219,000	N/A	
HILLCREST	4	N/A	N/A	37	\$290,000	\$330,000	-12.1%	\$331,250	-12.5%	
KINGSTON	5	N/A	N/A	24	\$280,000	\$257,500	8.7%	\$285,000	-1.8%	
LOGAN CENTRAL	5	N/A	N/A	25	\$182,000	\$191,500	-5.0%	\$160,000	13.8%	
MARSDEN	5	N/A	N/A	42	\$343,900	\$275,000	25.1%	\$329,000	4.5%	
MEADOWBROOK	1	N/A	N/A	20	\$255,000	\$260,000	-1.9%	\$239,000	6.7%	
MOUNT WARREN PARK	3	N/A	N/A	31	\$215,000	\$193,000	11.4%	\$195,000	10.3%	
ROCHEDALE SOUTH	3	N/A	N/A	39	\$287,000	\$287,000	0.0%	\$275,000	4.4%	
SHAILER PARK	6	N/A	N/A	50	\$322,000	\$310,000	3.9%	\$322,500	-0.2%	
SLACKS CREEK	7	N/A	N/A	42	\$215,000	\$217,000	-0.9%	\$185,000	16.2%	
SPRINGWOOD	9	N/A	N/A	76	\$316,000	\$295,000	7.1%	\$250,000	26.4%	
UNDERWOOD	4	N/A	N/A	36	\$390,000	\$324,000	20.4%	\$378,000	3.2%	
WATERFORD WEST	6	N/A	N/A	27	\$213,000	\$215,000	-0.9%	\$185,000	15.1%	
WOODRIDGE	17	N/A	N/A	92	\$205,000	\$202,250	1.4%	\$177,000	15.8%	
MORETON BAY (LGA)	309	\$322,000	-7.7%	1971	\$346,250	\$359,900	-3.8%	\$328,900	5.3%	
ALBANY CREEK	3	N/A	N/A	24	\$406,500	\$445,000	-8.7%	\$340,000	19.6%	
BELLARA	4	N/A	N/A	33	\$315,000	\$291,250	8.2%	\$264,000	19.3%	
BONGAREE	18	N/A	N/A	91	\$326,500	\$325,000	0.5%	\$294,000	11.1%	
BRENDALE	21	\$282,750	2.5%	160	\$285,000	\$360,000	-20.8%	\$329,000	-13.4%	
BURPENGARY	4	N/A	N/A	40	\$254,000	\$237,500	7.0%	\$260,000	-2.3%	
CABOOLTURE	25	\$190,000	16.7%	115	\$200,000	\$210,000	-4.8%	\$241,000	-17.0%	
CLONTARF	8	N/A	N/A	29	\$328,000	\$350,000	-6.3%	\$357,750	-8.3%	
DECEPTION BAY	6	N/A	N/A	86	\$280,000	\$247,500	13.1%	\$216,500	29.3%	
KALLANGUR	19	N/A	N/A	99	\$300,000	\$314,500	-4.6%	\$300,000	0.0%	
KIPPA-RING	15	N/A	N/A	44	\$291,500	\$290,000	0.5%	\$258,000	13.0%	
LAWNTON	5	N/A	N/A	42	\$236,000	\$275,000	-14.2%	\$269,000	-12.3%	
MANGO HILL	11	N/A	N/A	54	\$369,500	\$369,000	0.1%	\$350,000	5.6%	
MARGATE	5	N/A	N/A	42	\$412,500	\$392,500	5.1%	\$301,000	37.0%	
MORAYFIELD	12	N/A	N/A	70	\$280,000	\$300,000	-6.7%	\$310,000	-9.7%	
MURRUMBA DOWNS	6	N/A	N/A	36	\$305,000	\$315,000	-3.2%	\$349,900	-12.8%	
NORTH LAKES	12	N/A	N/A	86	\$399,000	\$420,150	-5.0%	\$364,900	9.3%	
PETRIE	7	N/A	N/A	25	\$319,000	\$336,100	-5.1%	\$333,000	-4.2%	
REDCLIFFE	26	\$375,000	-7.4%	148	\$415,000	\$412,500	0.6%	\$369,000	12.5%	
SCARBOROUGH	29	\$490,750	-1.1%	122	\$490,000	\$495,000	-1.0%	\$361,000	35.7%	
STRATHPINE	4	N/A	N/A	46	\$342,900	\$350,900	-2.3%	\$244,000	40.5%	
WOODY POINT	10	N/A	N/A	71	\$465,250	\$528,500	-12.0%	\$347,500	33.9%	
WOORIM	9	N/A	N/A	33	\$345,000	\$350,000	-1.4%	\$315,000	9.5%	
REDLAND (LGA)	113	\$390,500	-4.1%	636	\$409,500	\$396,000	3.4%	\$345,000	18.7%	
BIRKDALE	6	N/A	N/A	36	\$409,500	\$365,000	12.2%	\$372,000	10.1%	
CAPALABA	17	N/A	N/A	90	\$334,000	\$420,000	-20.5%	\$300,500	11.1%	
CLEVELAND	32	\$400,000	-1.8%	171	\$400,000	\$421,250	-5.0%	\$350,000	14.3%	
ORMISTON	13	N/A	N/A	44	\$487,500	\$390,000	25.0%	\$457,500	6.6%	
THORNESIDE	5	N/A	N/A	35	\$290,000	\$311,000	-6.8%	\$267,000	8.6%	
THORNLANDS	0	N/A	N/A	10	N/A	\$150,000	N/A	\$433,500	N/A	
VICTORIA POINT	13	N/A	N/A	52	\$390,000	\$370,000	5.4%	\$310,000	25.8%	
WELLINGTON POINT	5	N/A	N/A	47	\$465,000	\$430,000	8.1%	\$430,000	8.1%	

SALES MARKET - VACANT LAND <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GREATER BRISBANE	399	\$232,000	3.1%	6593	\$225,000	\$235,500	-4.5%	\$210,000	7.1%
GREATER BRISBANE ^	30	\$311,000	-3.1%	525	\$315,400	\$290,000	8.8%	\$261,000	20.8%
IPSWICH (LGA)	81	\$182,000	-5.2%	1735	\$192,000	\$194,500	-1.3%	\$174,900	9.8%
IPSWICH (LGA) ^	4	N/A	N/A	79	\$326,500	\$287,500	13.6%	\$227,500	43.5%
BELLBIRD PARK	8	N/A	N/A	141	\$230,000	\$225,000	2.2%	\$205,000	12.2%
BRASSALL	5	N/A	N/A	95	\$195,000	\$185,000	5.4%	\$170,000	14.7%
DEEBING HEIGHTS	2	N/A	N/A	45	\$182,555	\$184,250	-0.9%	\$151,250	20.7%
KARALEE ^	1	N/A	N/A	19	N/A	\$292,500	N/A	\$250,000	N/A
LEICHARDT	2	N/A	N/A	20	\$175,000	\$172,500	1.5%	\$180,000	-2.8%
REDBANK PLAINS	8	N/A	N/A	250	\$175,950	\$173,000	1.7%	\$161,000	9.3%
SPRINGFIELD LAKES	1	N/A	N/A	49	\$280,000	\$238,750	17.3%	\$180,000	55.6%
LOGAN (LGA)	61	\$226,000	7.4%	1290	\$208,900	\$208,900	0.0%	\$195,000	7.1%
LOGAN (LGA) ^	10	N/A	N/A	206	\$315,700	\$285,000	10.8%	\$250,000	26.3%
BUCCAN ^	0	N/A	N/A	3	N/A	\$310,000	N/A	\$330,000	N/A
CORNUBIA	1	N/A	N/A	7	N/A	\$370,000	N/A	\$335,000	N/A
CRESTMead	1	N/A	N/A	19	N/A	\$220,000	N/A	\$192,475	N/A
HOLAVIEW	3	N/A	N/A	134	\$220,000	\$216,100	1.8%	\$184,900	19.0%
JIMBOOMBA	0	N/A	N/A	3	N/A	\$168,150	N/A	\$165,075	N/A
JIMBOOMBA ^	3	N/A	N/A	53	\$307,000	\$284,000	8.1%	\$214,900	42.9%
LOGAN RESERVE	3	N/A	N/A	99	\$199,000	\$215,000	-7.4%	\$159,000	25.2%
LOGAN VILLAGE	2	N/A	N/A	34	\$268,750	\$262,500	2.4%	\$245,000	9.7%
LOGANLEA	5	N/A	N/A	31	\$228,000	\$225,000	1.3%	\$196,000	16.3%
MARSDEN	0	N/A	N/A	11	N/A	\$224,500	N/A	\$195,000	N/A
NEW BEITH ^	2	N/A	N/A	62	\$315,700	\$280,000	12.8%	\$263,500	19.8%
WATERFORD	0	N/A	N/A	2	N/A	\$175,000	N/A	\$192,000	N/A
YARRABILBA	6	N/A	N/A	385	\$175,000	\$181,750	-3.7%	\$155,000	12.9%
MORETON BAY (LGA)	76	\$265,000	12.8%	1574	\$244,500	\$255,000	-4.1%	\$207,000	18.1%
MORETON BAY (LGA) ^	11	N/A	N/A	189	\$295,000	\$288,500	2.3%	\$275,000	7.3%
BANKSIA BEACH	1	N/A	N/A	34	\$568,250	\$312,500	81.8%	\$430,000	32.2%
BURPENGARY	6	N/A	N/A	66	\$210,000	\$214,200	-2.0%	\$209,900	0.0%
CABOOLTURE	7	N/A	N/A	167	\$199,000	\$188,750	5.4%	\$185,000	7.6%
CABOOLTURE ^	0	N/A	N/A	12	N/A	\$280,000	N/A	\$260,000	N/A
DAKABIN	1	N/A	N/A	4	N/A	\$237,500	N/A	\$199,900	N/A
GRIFFIN	14	N/A	N/A	237	\$280,000	\$265,000	5.7%	\$205,800	36.1%
KALLANGUR	1	N/A	N/A	10	N/A	\$248,750	N/A	\$179,500	N/A
MANGO HILL	4	N/A	N/A	147	\$283,000	\$270,000	4.8%	\$210,000	34.8%
MORAYFIELD	5	N/A	N/A	119	\$203,500	\$192,400	5.8%	\$188,250	8.1%
NARANGBA	3	N/A	N/A	108	\$238,650	\$234,600	1.7%	\$196,950	21.2%
NORTH LAKES	2	N/A	N/A	85	\$294,900	\$282,000	4.6%	\$212,693	38.7%
WARNER	0	N/A	N/A	8	N/A	\$280,350	N/A	\$227,000	N/A
REDLAND (LGA)	85	N/D	N/D	786	N/D	\$264,000	N/D	\$240,000	N/D
BIRKDALE	0	N/A	N/A	20	\$358,500	\$349,000	2.7%	\$292,500	22.6%
MACLEAY ISLAND	19	N/A	N/A	125	\$27,500	\$35,000	-21.4%	\$35,000	-21.4%
MOUNT COTTON	0	N/A	N/A	0	N/A	\$245,000	N/A	\$257,000	N/A
REDLAND BAY	1	N/A	N/A	54	\$289,500	\$279,000	3.8%	\$265,000	9.2%
RUSSELL ISLAND	45	\$17,000	-15.0%	274	\$20,000	\$20,500	-2.4%	\$23,000	-13.0%
THORNLANDS	13	N/A	N/A	217	\$310,000	\$319,750	-3.1%	\$275,000	12.7%
WELLINGTON POINT	1	N/A	N/A	6	N/A	\$422,500	N/A	\$292,500	N/A
SURROUNDS									
LOCKYER VALLEY (LGA)	6	N/A	N/A	53	\$131,000	\$125,000	4.8%	\$129,250	1.4%
LOCKYER VALLEY (LGA) ^	11	N/A	N/A	115	\$150,000	\$153,000	-2.0%	\$120,000	25.0%
KENSINGTON GROVE ^	2	N/A	N/A	24	\$173,000	\$164,350	5.3%	\$135,000	28.1%
SCENIC RIM (LGA)	4	N/A	N/A	71	\$190,000	\$190,000	0.0%	\$179,500	5.8%
SCENIC RIM (LGA) ^	6	N/A	N/A	65	\$186,000	\$225,000	-17.3%	\$199,000	-6.5%
GLENLEAGUE	1	N/A	N/A	10	N/A	\$180,450	N/A	\$179,500	N/A
SOMERSET (LGA)	7	N/A	N/A	52	\$140,000	\$140,000	0.0%	\$139,500	0.4%
FERNVALE	3	N/A	N/A	24	\$156,000	\$156,500	-0.3%	\$148,000	5.4%

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY ^a	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$310	703	\$310	835	\$290	802
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$350	163	\$350	214	\$330	202
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$320	116	\$320	121	\$300	100
4303	Dimmore/ Riverview	\$280	17	\$275	22	\$270	26
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$290	84	\$300	85	\$270	99
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$300	245	\$295	300	\$275	291
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank	\$330	50	\$345	74	\$330	51
4340	Rosewood/ Ashwell/ Calvert/ Ebenezer/ Grandchester/ Moorang/ Mt Forbes/ Rosevale	\$300	25	\$295	19	\$280	30
	LOGAN CITY	\$345	982	\$350	1002	\$330	950
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$310	173	\$320	163	\$300	140
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$350	84	\$350	96	\$330	106
4119	Underwood	\$380	11	\$400	11	\$360	13
4123	Priests Gully/ Rachedale	\$395	45	\$405	57	\$370	50
4124	Boronia Hts/ Greenbank/ New Beith	\$350	45	\$345	40	\$330	39
4125	Munruben/ Park Ridge	N/A	3	\$370	7	\$400	7
4127	Chatswood Hills/ Daisy Hill/ Praistdale/ Slacks Ck/ Springwood	\$365	111	\$383	94	\$340	110
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$385	38	\$388	30	\$370	33
4129	Logandale/ Loganholme	\$380	29	\$370	32	\$345	36
4130	Carbrook/ Cornubia	\$395	15	\$395	14	\$385	10
4131	Loganlea/ Meadowbrook	\$360	27	\$350	41	\$340	39
4132	Crestmead/ Marsden	\$338	120	\$338	104	\$320	104
4133	Chambers Flat/ Logan Reserve/ Waterford	\$350	44	\$365	46	\$350	37
4205	Bethania	\$350	15	\$330	25	\$310	23
4207	Beenleigh/Eagliby/Mt Warren Pk	\$340	195	\$345	213	\$315	178
	MORETON BAY REGIONAL	\$360	1048	\$350	1122	\$330	1095
	Redcliffe Region	\$360	195	\$360	216	\$340	187
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$360	76	\$360	75	\$340	80
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$365	63	\$370	84	\$340	62
4021	Kippa-Ring	\$378	36	\$370	35	\$335	28
4022	Rothwell	\$348	20	\$335	22	\$335	17
	Pine Rivers Region	\$380	418	\$380	479	\$360	386
4035	Albany Ck/ Bridgeman Downs/ Cashs Crossing	\$440	36	\$435	30	\$390	33
4037	Eatons Hill	\$440	8	\$445	6	\$420	5
4055	Bunya/ Ferry Grove/ Ferry Hills/ Kedron Upper	\$460	35	\$450	51	\$400	36
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$380	67	\$370	94	\$350	76
4501	Lawnton	\$360	21	\$350	15	\$330	24
4502	Frenchs Forest/ Petrie	\$370	19	\$373	30	\$345	17
4503	Dakabin/ Dahles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$360	132	\$358	126	\$340	96
4509	Mango Hill	\$390	89	\$380	110	\$370	81
4520	Camp Mountain/ Cedar Ck/ Mt Glorious/ Mt Nebo/ Mt Samson/ Samford/ Yugar	\$500	5	\$535	10	\$430	12
4521	Dayboro/ Mt Mee/ Mt Pleasant/ Ocean View/ Rush Ck	\$410	6	\$410	7	\$370	6
	Caboolture Region	\$325	435	\$320	427	\$295	522
4504	Narangba	\$370	25	\$353	22	\$340	27
4505	Burpengary	\$355	28	\$360	27	\$304	24
4506	Morayfield/ Moorina	\$313	56	\$310	52	\$290	71
4507	Banksia Beach/ Bellara/ Bongaree/ Brinie Is/ Woorim	\$380	45	\$370	42	\$320	61
4508	Deception Bay	\$320	97	\$320	98	\$295	104
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$310	149	\$300	148	\$285	188
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	\$325	12	\$355	18	\$310	21
	REDLAND CITY	\$400	316	\$395	370	\$365	338
4157	Capalaba/ Sheldon	\$400	41	\$400	52	\$375	31
4158	Thornside	\$390	11	\$420	11	\$380	11
4159	Birkdale/ Aquatic Paradise/ Meridian Pt	\$430	25	\$418	32	\$375	37
4160	Ormiston/ Wellington Pt/ Erubin	\$430	25	\$410	32	\$400	42
4161	Alexandra Hills/ Burwood Hts	\$420	51	\$390	43	\$370	38
4163	Cleveland/ Raby Bay	\$430	21	\$400	35	\$380	39
4164	Thornlands/ Pinklands	\$420	16	\$415	22	\$390	11
4165	Mt Gattin/ Pt Halloran/ Pt Talbrupin/ Redland Bay/ Victoria Pt	\$400	59	\$400	67	\$375	54
4184	Coochiemudlo Is/ Karragarra Is/ Lamb Is/ Macleay Is/ Peel Is/ Russell Is	\$260	60	\$263	72	\$240	69
	LOCKYER VALLEY REGIONAL	\$300	102	\$285	106	\$270	122
4341	Blenheim	\$310	44	\$283	36	\$270	51
4342	Crowley Vale	\$300	12	\$283	14	\$260	15
4343	Adare	\$295	39	\$290	54	\$270	51

RENTAL MARKET - 3 BED HOUSES (CONT'D)							
POST CODE	LOCALITY ¹	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
SOMERSET REGIONAL		\$300	44	\$293	48	\$280	67
4311	Atkinsons Dam	\$323	12	\$285	22	\$265	29
4312	Bryden	\$258	10	\$260	6	\$245	9
4313	Biarra	\$245	10	\$253	6	\$250	7
4515	Glenfern	\$328	12	\$305	14	\$295	22

RENTAL MARKET - 2 BED UNITS							
	IPSWICH CITY	\$265	155	\$265	211	\$245	132
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$290	34	\$318	54	\$260	27
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$260	22	\$268	28	\$260	16
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$263	30	\$255	35	\$220	22
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto etc	\$260	64	\$260	84	\$240	66
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank etc	N/A	4	\$265	7	\$0	0
	LOGAN CITY	\$288	268	\$280	309	\$255	213
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$255	55	\$260	87	\$250	65
4123	Priests Gully/ Rachedale	N/A	3	\$320	7	N/A	4
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$315	19	\$290	29	\$320	27
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$300	9	\$300	13	\$285	6
4131	Loganlea/ Meadowbrook	\$298	8	\$280	13	\$260	8
4132	Crestmead/ Marsden	\$290	17	\$288	12	\$245	5
4133	Chambers Flat/ Logan Reserve/ Waterford	\$288	36	\$202	11	\$172	15
4207	Beenleigh/Eagliby/Mt Warren Pk	\$280	89	\$290	113	\$250	73
	MORETON BAY REGIONAL	\$285	503	\$290	514	\$270	465
	Redcliffe Region	\$285	165	\$295	165	\$285	164
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$280	68	\$290	74	\$265	71
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttans Bch	\$295	87	\$300	85	\$310	84
	Pine Rivers Region	\$290	143	\$300	168	\$280	96
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$290	22	\$300	22	\$285	22
4501	Lawnton	\$283	10	\$275	9	\$270	10
4502	Frenchs Forest/ Petrie	\$345	13	\$335	16	\$230	7
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$280	53	\$280	61	\$275	42
4509	Mango Hill	\$330	37	\$330	59	\$300	9
	Caboolture Region	\$275	195	\$265	181	\$250	205
4505	Burpengary	\$280	12	\$280	11	\$265	9
4506	Morayfield/ Moorina	\$273	20	\$265	19	\$205	22
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$300	52	\$310	34	\$265	64
4508	Deception Bay	\$308	18	\$255	15	\$290	19
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$270	87	\$260	93	\$240	86
	REDLAND CITY	\$350	78	\$345	95	\$310	82
4157	Capalaba/ Sheldon	\$350	9	\$340	11	\$225	19
4160	Ormiston/ Wellington Pt/ Erubin	N/A	2	\$323	12	\$325	6
4163	Cleveland/ Raby Bay	\$360	29	\$350	27	\$345	33
	LOCKYER VALLEY REGIONAL	\$258	26	\$235	21	\$230	25
4343	Adare	\$260	23	\$240	17	\$230	20

RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY:	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$320	192	\$325	196	\$305	110
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$350	70	\$340	65	\$350	30
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$320	37	\$335	56	\$300	20
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$290	40	\$303	30	\$300	30
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$318	30	\$310	40	\$315	29
	LOGAN CITY	\$335	428	\$340	439	\$330	380
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$310	45	\$323	60	\$310	48
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$355	61	\$350	57	\$340	56
4119	Underwood	\$408	8	\$410	14	\$350	11
4123	Priests Gully/ Rachedale	\$340	9	\$475	8	\$350	11
4124	Boronia Hts/ Greenbank/ New Beith	\$338	6	\$350	12	\$340	6
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$330	41	\$330	49	\$320	47
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$365	10	\$380	6	\$320	12
4131	Loganlea/ Meadowbrook	\$350	33	\$350	38	\$350	17
4132	Crestmead/ Marsden	\$340	52	\$340	47	\$340	43
4133	Chambers Flat/ Logan Reserve/ Waterford	\$320	17	\$330	17	\$315	27
4205	Bethania	\$340	13	\$345	26	N/A	1
4207	Beenleigh/Eagliby/Mt Warren Pk	\$330	103	\$325	98	\$320	96
	MORETON BAY REGIONAL	\$345	871	\$340	805	\$330	496
	Caboolture Region	\$330	166	\$315	152	\$300	147
4504	Narangba	\$350	5	\$360	5	\$340	14
4505	Burpengary	\$330	18	\$325	28	\$315	28
4506	Morayfield/ Moorina	\$335	56	\$330	53	\$300	20
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$405	7	\$340	6	\$320	11
4508	Deception Bay	\$315	31	\$310	39	\$305	43
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$320	45	\$298	18	\$290	28
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	N/A	4	N/A	3	N/A	1
	Pine Rivers Region	\$350	642	\$350	593	\$340	255
4035	Albany Ck/ Bridgeman Downs/ Cashs Crossing	\$430	39	\$420	51	\$380	5
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$350	98	\$350	60	\$335	39
4501	Lawnton	\$350	16	\$345	28	\$340	10
4502	Frenchs Forest/ Petrie	\$325	19	\$340	11	\$320	18
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$345	333	\$340	325	\$335	134
4509	Mango Hill	\$355	135	\$355	116	\$340	48
	Redcliffe Region	\$325	63	\$340	60	\$320	94
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$360	7	\$395	9	\$310	17
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttans Bch	\$360	17	\$380	14	\$320	11
4021	Kippa-Ring	\$320	39	\$335	34	\$325	65
	REDLAND CITY	\$405	150	\$400	144	\$380	82
4157	Capalaba/ Sheldon	\$380	17	\$400	13	\$350	6
4158	Thornside	\$390	13	\$380	16	\$380	9
4160	Ormiston/ Wellington Pt/ Erubin	\$440	40	\$410	32	\$375	11
4163	Cleveland/ Raby Bay	\$425	29	\$400	41	\$370	30
4164	Thornlands/ Pinklands	\$405	12	\$405	15	N/A	1
4165	Mt Cotton/ Pt Halloran/ Pt Talburpin/ Redland Bay/ Victoria Pt	\$400	22	\$400	19	\$385	16



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Brisbane LGA

Modest growth for house sales market, rental market improved.

Good growth of 3.1 per cent in Brisbane house market delivered a new record high median of \$670,000 in the March quarter of 2018.

While houses performed well, units continued to soften over the 12 months to March 2018, with a dip of 1.8 per cent to deliver an annual median unit price of \$442,000. Brisbane units are the second-most expensive unit market in Queensland, following Noosa.

Annual listings and sales volumes for houses and units trended downwards this quarter. Potential vendors are holding on to their properties due to a perception that the market may yet pick up.

Potential buyers are pushing back their decision to buy due to some lending constraints and limited wage and income growth.

The rental market has shown solid signs of improvement this quarter as vacancies in inner Brisbane tightened and the median weekly rent for a number of dwellings edged upward.

Diversified Economy

Brisbane is rising to the challenge of becoming a more diverse economy. Three Brisbane-based manufacturing companies, NIOA, G&O Kert, and Hilton Manufacturing have secured teaming agreements with the successful tenderer of the \$5 billion LAND 400 Phase 2 contract, Rheinmetall Defence Australia.

The plans for the new \$30 million BrewDog brewery headquarters site were approved by Council in May this year. The development will create 30 jobs during construction and 150 jobs when operational.

The ABS unemployment data revealed the performance of the Brisbane job market varying depending on the location. Brisbane Inner SA4 recorded the lowest unemployment rate of 4.2 per cent in March 2018, while Brisbane West recorded the highest unemployment rate of 6.4 per cent for the same period.

The allocation of defence contracts to Brisbane-based companies is very good news as it will support improvements on the employment market and reduce unemployment rates.

Infrastructure Projects

A number of key infrastructure projects has continued progressing in early 2018. A few new ones have been recently announced and others have received confirmation of federal funding.

The \$400 million Ipswich Motorway upgrade is one step closer to become a reality as the detailed design for Stage 1 was finalised in March this year.

Following the identification of the Brisbane Metro as a high priority project by Infrastructure Australia, the 2018 Federal Budget confirmed the funding allocation of \$300 million to the project. This allocation represents about 32 per cent of the project costs and secures the required funding to commence the construction of the \$944 million Brisbane Metro.

The \$1 billion Federal Budget allocation to the M1 Pacific Motorway will have a positive impact on the capital city as a portion of the funding will support the enhancement of the motorway between Eight Mile Plains and Daisy Hill.

A \$150 million state of the art theatre will be built on the Playhouse Green site at the Queensland Performing Arts Centre (QPAC). QPAC will become Australia's largest theatre allowing seated audience between 1500 to 1700 people. Preliminary state government budget announcements indicate that an investment of \$125 million will be allocated to this project.

The State Government has recently committed \$5 million to fund the Brisbane Live business case. The proposed \$2 billion Brisbane Live entertainment centre is a market-led-proposal initiated by AEG. The project will deliver an entertainment centre similar to Madison Square Garden in New York City and Melbourne's Federation Square. It proposes the use of air space above existing rail lines. This is another infrastructure project which will transform Brisbane into a metropolitan city.

The \$1.4 billion Dexus Waterfront Precinct proposal for the Brisbane Eagle Street Pier has progressed to a full feasibility study stage under a market-led proposal program. The successful implementation of this project will bring not only economic benefits but will also support the transformation of Brisbane into a modern and cutting-edge city. This is the type of project that has a multiplier effect over the long term.

Population Growth

The ABS regional population growth data for the year to June 2017 revealed an increase in the Brisbane LGA population of 1.9 per cent compared to 1.6 per cent in Queensland. Brisbane is currently home to more than 1.2 million residents compared to 1.18 million residents in June 2016.

The main driver for the population increase was the net overseas migration, which reached 12,847 new net overseas residents for the year to June 2017. Brisbane LGA also reported the largest natural increase in population of 8699 residents. About 25 per cent of Queensland's population lives in Brisbane.

Market Outlook

The outlook for the house sales market remains solid as overseas migration and natural increase in population is driving demand for housing.

The unit market has faced difficult conditions due to supply outstripping current levels of demand. We expect to see greater equilibrium between supply and demand over the next 12 to 24 months.

The outlook for the rental market remains challenged and its resilience will continue to be tested as new stock becomes available over the next 12 to 18 months.

Population increases have driven the absorption of new rental stock. However, the jobs market still needs a boost to support wages growth and any potential improvement on rental yields.

HOUSE MARKET (<2400M²)

House prices over the quarter fell by 4.4 per cent, to a quarterly median price of \$655,000. This contraction was partially driven by the fall in sale volumes, particularly in the \$1 million-plus market.

On an annual basis, the house market increased a solid 3.1 per cent, to a new high of \$670,000.

Over the past five years, the Brisbane house market has performed well, increasing in value by \$155,000 in total or about \$31,000 a year.

Brisbane's top 5 million-dollar suburbs:

- Teneriffe (\$2.33 million)
- New Farm (\$1.65 million)
- Ascot (\$1.44 million)
- Bulimba (\$1.30 million)
- Hamilton (\$1.19 million)

For the year to March 2018, Brisbane reported 16 suburbs in the \$1 million-plus club. Indooroopilly and Ashgrove are new entrants this quarter.

Leaving the club are as the median price fell below \$1 million this quarter is Fig Tree Pocket, Kangaroo Point, Auchenflower and Wilston.

Fastest-selling suburbs#1

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Seventeen Mile Rocks (12 days, \$731,000)
- Jindalee (15 days, \$584,250)
- Chermside West (15 days, \$580,000)
- Chapel Hill (18 days, \$795,700)
- Tingalpa (18 days, \$530,000)

All of these suburbs are located in the middle ring and within 7 km to 12 km to the CBD area. Chapel Hill is the closest suburb to the city and the most expensive option; while Tingalpa is the cheapest suburb with a median price of \$530,000.

Housing options are generally low density residential and within a price range of \$530,000 and \$796,000. These characteristics make these suburbs a very attractive option for families.

General Activity

The annual volume of house sales fell 13.5 per cent, from 15,719 sales in March 2017 to 13,599 sales in March this year.

Listing volumes followed the same trend, falling 6.4 per cent, from 19,780 in February 2017 to 18,600 in February this year. As a consequence, the stock on market fell to 6.1 per cent, ranking Brisbane LGA as the area with the lowest stock levels of all the areas analysed in the QMM.

Median days on market and median vendor discount trends headed in opposite directions for the 12 months to February 2018.

Brisbane LGA was the fastest-selling areas analysed in the QMM.

An average house in Brisbane LGA needed about 32 days and a 4 per cent discount to reach a sale (Turn to page 68 for On The Market graphs and tables).

UNIT MARKET

Unit prices fell 4.1 per cent over the March quarter, to a median of \$423,000.

For the past year, the fall was smaller as the annual median price fell 1.8 per cent to \$442,000.

The unit market medium-term performance was still positive, increasing 7.8 per cent from \$410,000 in March 2013. However, its performance was weak compared to other regions in Greater Brisbane and the coastal markets of the Gold Coast and the Sunshine Coast.

Bardon, Newstead, Bulimba, Rochdale and South Brisbane, all within less than 10km of the CBD, are the most expensive unit/apartment suburbs with an annual median price range from \$587,500 to \$645,000.

The most popular price range for units is from \$350,000 to \$500,000, representing about 45 per cent of the total unit sales.

The annual volume of unit sales fell 25.1 per cent, from 13,197 sales in March 2017 to 9,887 sales in March this year.

Market trend indicators clearly showed falling demand levels as median days on market and median vendor discount trended upwards.

Median days on market jumped nine days, to longer than two months for the year to February 2018. Median discounting increased from 4.6 per cent to 4.8 per cent (Turn to page 68 for more On The Market data in tables and graphs).

The good news was that unit listing volumes fell 5.2 per cent, providing some relief to the contracted demand.

RENTAL MARKET

For a second consecutive quarter, the Brisbane LGA rental market operated within the healthy range with vacancies of 3.1 per cent and median rents for different type of dwellings trending upwards this quarter.

The rental market continued showing resilience as the increase in demand was able to absorb nearly 3200 new rental properties over the March quarter and nearly 9900 new rental properties for the past year.

Inner-Brisbane vacancies tightened this quarter, from 4 per cent in December last year to 3.5 per cent in March 2018. Middle-ring Brisbane vacancies weakened from 2.1 per cent to 2.8 per cent, partially offsetting the improvement in inner-Brisbane vacancies.

Anecdotal evidence from Brisbane property managers revealed new stock is attracting tenants making it harder for older properties to compete for good quality renters. Executive level rental stock is in high demand and scarce, in the range of \$600 to \$1000 a week.

Median rents for three-bedroom houses and two-bedroom units increased \$20 a week this quarter, to \$440 a week to \$420 a week, respectively. Teneriffe and New Farm are the most expensive rental markets for three-bedroom houses with a weekly median rent of \$735. Highgate Hill, South Brisbane and West End are the most expensive rental markets for two-bedroom units with a weekly median rent of \$525.

The weekly median rent for three-bedroom townhouses increased by \$10, from \$410 in December to \$420 in March.

Despite the rental increases this quarter, the Brisbane rental market for three-bedroom houses and three-bedroom townhouses remained more affordable than the Gold Coast and the Sunshine Coast rental markets.

In the case of two-bedroom units, the Brisbane market remained more affordable than the Gold Coast.

House and unit yields improved this quarter due to the increase in rents for three-bedroom houses and two-bedroom units.

House yields of 3.5 per cent remained the smallest across the state.

Units in Brisbane LGA reached higher yields compared to other regions in the southeast corner, sitting at 5.2 per cent in March 2018.

SALES MARKET - HOUSES <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BRISBANE (LGA)	2367	\$655,000	-4.4%	13599	\$670,000	\$650,000	3.1%	\$515,000	30.1%
BRISBANE (LGA) ^	63	\$912,000	-24.0%	418	\$1,162,500	\$1,127,500	3.1%	\$865,500	34.3%
ACACIA RIDGE	21	\$390,000	-4.9%	125	\$404,000	\$394,000	2.5%	\$295,000	36.9%
ALBION	1	N/A	N/A	24	\$754,000	\$721,500	4.5%	\$552,500	36.5%
ALDERLEY	13	N/A	N/A	74	\$827,000	\$757,500	9.2%	\$615,288	34.4%
ALGESTER	26	\$532,000	2.0%	111	\$519,000	\$490,000	5.9%	\$402,000	29.1%
ANNERLEY	23	\$698,750	-12.7%	115	\$740,000	\$720,000	2.8%	\$519,500	42.4%
ASCOT	10	N/A	N/A	73	\$1,445,000	\$1,500,000	-3.7%	\$975,000	48.2%
ASHGROVE	31	\$1,026,500	-3.2%	178	\$1,000,000	\$857,500	16.6%	\$680,000	47.1%
ASPLEY	24	\$595,000	0.2%	173	\$597,500	\$586,000	2.0%	\$483,750	23.5%
AUCHENFLOWER	12	N/A	N/A	60	\$973,000	\$970,000	0.3%	\$835,000	16.5%
BALD HILLS	17	N/A	N/A	99	\$440,000	\$423,000	4.0%	\$355,000	23.9%
BALMORAL	11	N/A	N/A	73	\$978,000	\$950,000	3.0%	\$810,000	20.7%
BANYO	18	N/A	N/A	112	\$535,000	\$530,000	0.9%	\$395,000	35.4%
BARDON	37	\$971,000	2.8%	163	\$930,000	\$901,000	3.2%	\$752,500	23.6%
BELLBOWRIE	15	N/A	N/A	90	\$515,350	\$500,000	3.1%	\$412,500	24.9%
BELMONT	8	N/A	N/A	37	\$680,000	\$620,000	9.7%	\$525,000	29.5%
BOONDALL	22	\$492,000	-3.5%	108	\$505,000	\$493,000	2.4%	\$396,000	27.5%
BRACKEN RIDGE	35	\$492,500	-2.5%	229	\$502,250	\$480,000	4.6%	\$404,500	24.2%
BRIDGEMAN DOWNS	19	N/A	N/A	95	\$720,000	\$755,500	-4.7%	\$640,000	12.5%
BRIGHTON	34	\$539,000	-4.6%	169	\$530,000	\$508,500	4.2%	\$405,000	30.9%
BROOKFIELD ^	3	N/A	N/A	17	N/A	\$1,475,000	N/A	\$1,285,000	N/A
BULIMBA	16	N/A	N/A	105	\$1,297,500	\$1,135,000	14.3%	\$921,000	40.9%
CALAMVALE	24	\$645,000	-7.5%	141	\$680,001	\$650,000	4.6%	\$500,000	36.0%
CAMP HILL	38	\$900,000	-5.3%	208	\$900,000	\$850,000	5.9%	\$610,000	47.5%
CANNON HILL	18	N/A	N/A	91	\$785,500	\$730,000	7.6%	\$547,500	43.5%
CARINA	23	\$628,000	-7.7%	105	\$657,000	\$659,000	-0.3%	\$486,000	35.2%
CARINA HEIGHTS	10	N/A	N/A	62	\$710,000	\$697,000	1.9%	\$500,000	42.0%
CARINDALE	36	\$848,000	-11.7%	186	\$881,000	\$817,500	7.8%	\$650,000	35.5%
CARSLINDINE	13	N/A	N/A	113	\$609,000	\$622,750	-2.2%	\$510,000	19.4%
CHAPEL HILL	24	\$871,500	6.0%	157	\$795,700	\$757,500	5.0%	\$605,000	31.5%
CHELMER	16	N/A	N/A	64	\$1,030,000	\$1,068,750	-3.6%	\$896,250	14.9%
CHERMSIDE	8	N/A	N/A	62	\$619,000	\$583,500	6.1%	\$446,000	38.8%
CHERMSIDE WEST	17	N/A	N/A	102	\$580,000	\$560,000	3.6%	\$430,000	34.9%
CLAYFIELD	14	N/A	N/A	125	\$1,115,000	\$1,045,000	6.7%	\$801,000	39.2%
COOPERS PLAINS	11	N/A	N/A	69	\$572,500	\$589,000	-2.8%	\$451,000	38.0%
COORPAROO	36	\$815,000	-14.7%	165	\$868,750	\$846,500	2.6%	\$591,000	47.0%
CORINDA	13	N/A	N/A	80	\$785,000	\$731,000	7.4%	\$530,000	48.1%
DARRA	12	N/A	N/A	67	\$430,000	\$439,000	-2.1%	\$316,000	36.1%
DEAGON	9	N/A	N/A	72	\$470,000	\$447,500	5.0%	\$370,000	27.0%
DOOLANDELLA	6	N/A	N/A	56	\$467,500	\$455,000	2.8%	\$359,510	30.0%
DREWVALE	7	N/A	N/A	58	\$620,000	\$577,500	7.4%	\$466,500	32.9%
DURACK	13	N/A	N/A	77	\$405,000	\$410,000	-1.2%	\$322,500	25.6%
EAST BRISBANE	6	N/A	N/A	52	\$893,000	\$900,000	-0.8%	\$643,500	38.8%
EIGHT MILE PLAINS	24	\$710,000	-6.0%	144	\$765,000	\$785,000	-2.6%	\$560,000	36.6%
ELLEN GROVE	2	N/A	N/A	24	\$291,000	\$279,000	4.3%	\$237,500	22.5%
ENOGBERRA	13	N/A	N/A	72	\$695,000	\$687,500	1.1%	\$555,000	25.2%
EVERTON PARK	25	\$590,000	-2.0%	146	\$601,000	\$596,000	0.8%	\$450,000	33.6%
FAIRFIELD	5	N/A	N/A	47	\$702,400	\$675,000	4.1%	\$520,000	35.1%
FERNY GROVE	11	N/A	N/A	91	\$606,300	\$570,000	6.4%	\$465,000	30.4%
FIG TREE POCKET	5	N/A	N/A	62	\$890,000	\$1,087,500	-18.2%	\$719,000	23.8%
FITZGIBBON	20	\$467,500	-1.4%	100	\$467,500	\$465,000	0.5%	\$375,000	24.7%
FOREST LAKE	74	\$450,000	9.0%	376	\$438,500	\$430,000	2.0%	\$375,000	16.9%
GAYTHORNE	6	N/A	N/A	33	\$622,500	\$792,000	-21.4%	\$551,950	12.8%
GEEBUNG	28	\$535,750	-2.6%	84	\$542,500	\$515,000	5.3%	\$402,200	34.9%
GORDON PARK	4	N/A	N/A	44	\$795,000	\$740,000	7.4%	\$595,000	33.6%
GRACEVILLE	20	\$920,000	9.5%	98	\$837,000	\$870,000	-3.8%	\$690,000	21.3%
GRANGE	16	N/A	N/A	67	\$942,500	\$910,000	3.6%	\$680,000	38.6%
GREENSLOPES	14	N/A	N/A	87	\$784,500	\$750,000	4.6%	\$557,500	40.7%
HAMILTON	9	N/A	N/A	65	\$1,192,500	\$1,200,000	-0.6%	\$1,400,000	-14.8%
HAWTHORNE	17	N/A	N/A	99	\$1,150,000	\$1,237,500	-7.1%	\$770,000	49.4%
HEATHWOOD	10	N/A	N/A	54	\$570,000	\$551,500	3.4%	\$549,999	3.6%
HEMMAWANT	9	N/A	N/A	34	\$486,772	\$481,500	1.1%	\$387,000	25.8%
HENDRA	16	N/A	N/A	86	\$1,008,750	\$975,000	3.5%	\$705,000	43.1%
HIGHGATE HILL	6	N/A	N/A	32	\$952,500	\$1,142,238	-16.6%	\$740,000	28.7%
HOLLAND PARK	16	N/A	N/A	116	\$736,250	\$730,000	0.9%	\$525,000	40.2%
HOLLAND PARK WEST	13	N/A	N/A	89	\$711,060	\$687,500	3.4%	\$543,000	31.0%
INALA	34	\$365,000	-4.2%	158	\$368,000	\$355,000	3.7%	\$275,000	33.8%
INDOOROOPILLY	19	N/A	N/A	116	\$1,010,000	\$814,000	24.1%	\$690,000	46.4%
JAMBOREE HEIGHTS	10	N/A	N/A	54	\$501,250	\$495,000	1.3%	\$386,000	29.9%

SALES MARKET - HOUSES <2400m² (CONT'D)									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
JINDALEE	17	N/A	N/A	72	\$584,250	\$560,000	4.3%	\$454,500	28.5%
KALINGA	7	N/A	N/A	30	\$1,127,000	\$1,000,000	12.7%	\$825,500	36.5%
KANGAROO POINT	2	N/A	N/A	19	N/A	\$852,500	N/A	\$640,000	N/A
KARANA DOWNS	3	N/A	N/A	29	\$440,000	\$415,000	6.0%	\$385,000	14.3%
KARANA DOWNS ^	4	N/A	N/A	18	N/A	\$530,000	N/A	\$455,000	N/A
KEDRON	23	\$670,000	-1.0%	130	\$692,500	\$685,000	1.1%	\$514,500	34.6%
KELVIN GROVE	12	N/A	N/A	51	\$778,250	\$825,500	-5.7%	\$630,000	23.5%
KENMORE	20	\$690,000	4.9%	137	\$665,000	\$667,000	-0.3%	\$520,000	27.9%
KENMORE HILLS	5	N/A	N/A	24	\$777,500	\$830,000	-6.3%	\$665,000	16.9%
KEPPERRA	17	N/A	N/A	115	\$530,000	\$523,000	1.3%	\$409,250	29.5%
KURABY	15	N/A	N/A	93	\$687,500	\$685,000	0.4%	\$532,500	29.1%
LOTA	20	\$525,000	-18.5%	68	\$610,000	\$620,000	-1.6%	\$466,500	30.8%
LUTWYCHE	4	N/A	N/A	21	\$850,000	\$756,000	12.4%	\$585,000	45.3%
MACGREGOR	8	N/A	N/A	54	\$760,000	\$765,000	-0.7%	\$518,000	46.7%
MACKENZIE	3	N/A	N/A	25	\$800,000	\$780,000	2.6%	\$610,000	31.1%
MANLY	11	N/A	N/A	78	\$775,000	\$792,500	-2.2%	\$600,000	29.2%
MANLY WEST	34	\$598,750	-7.9%	176	\$666,500	\$595,000	1.9%	\$470,500	28.9%
MANSFIELD	22	\$651,000	-10.2%	117	\$676,250	\$630,000	7.3%	\$475,000	42.4%
MCDOWALL	12	N/A	N/A	74	\$653,750	\$629,250	3.9%	\$540,000	21.1%
MIDDLE PARK	12	N/A	N/A	57	\$618,000	\$578,250	6.9%	\$489,000	26.4%
MILTON	2	N/A	N/A	24	\$800,000	\$933,500	-14.3%	\$720,500	11.0%
MITCHELTON	27	\$650,000	-0.4%	145	\$635,000	\$629,350	0.9%	\$487,750	30.2%
MOGGILL	16	N/A	N/A	84	\$562,500	\$560,000	0.5%	\$485,000	16.0%
MOOROOKA	25	\$625,000	-2.7%	139	\$640,000	\$600,000	6.7%	\$500,000	28.0%
MORNINGSIDE	27	\$705,000	-13.5%	146	\$769,250	\$771,000	-0.2%	\$550,000	39.9%
MOUNT GRAVATT	5	N/A	N/A	41	\$650,000	\$640,000	1.6%	\$478,000	36.0%
MOUNT GRAVATT EAST	32	\$625,750	-2.9%	146	\$658,750	\$604,500	9.0%	\$465,000	41.7%
MOUNT OMNANEY	5	N/A	N/A	30	\$886,000	\$817,500	8.4%	\$681,500	30.0%
MURARRIE	10	N/A	N/A	57	\$620,000	\$600,000	3.3%	\$494,500	25.4%
NEW FARM	8	N/A	N/A	68	\$1,650,000	\$1,610,000	2.5%	\$980,000	68.4%
NEWMARKET	16	N/A	N/A	47	\$835,000	\$810,500	3.0%	\$665,000	25.6%
NORMAN PARK	15	N/A	N/A	93	\$890,000	\$850,000	4.7%	\$655,000	35.9%
NORTHGATE	11	N/A	N/A	64	\$645,000	\$652,600	-1.2%	\$511,250	26.2%
NUDGEE	7	N/A	N/A	54	\$588,825	\$640,000	-8.0%	\$517,500	13.8%
NUNDAH	17	N/A	N/A	97	\$712,000	\$665,978	6.9%	\$585,000	21.7%
ONLEY	13	N/A	N/A	111	\$560,000	\$535,000	4.7%	\$435,000	28.7%
PADDINGTON	23	\$1,269,500	19.8%	139	\$1,092,500	\$1,002,500	9.0%	\$745,000	46.6%
PARKINSON	19	N/A	N/A	129	\$660,000	\$642,000	2.8%	\$505,000	30.7%
PULLENVALE ^	4	N/A	N/A	53	\$1,200,000	\$1,137,500	5.5%	\$914,500	31.2%
RED HILL	13	N/A	N/A	67	\$850,000	\$852,500	-0.3%	\$637,500	33.3%
RICHLANDS	3	N/A	N/A	19	N/A	\$450,000	N/A	\$338,500	N/A
RIVERHILLS	11	N/A	N/A	64	\$475,000	\$465,000	2.2%	\$418,750	13.4%
ROBERTSON	4	N/A	N/A	27	\$1,070,000	\$1,077,000	-0.7%	\$670,000	59.7%
ROCHEDALE	6	N/A	N/A	42	\$930,000	\$966,000	-3.7%	\$665,000	39.8%
ROCKLEA	4	N/A	N/A	29	\$425,000	\$385,000	10.4%	\$300,000	41.7%
RUNCORN	13	N/A	N/A	112	\$571,000	\$553,000	3.3%	\$432,000	32.2%
SALISBURY	14	N/A	N/A	92	\$586,000	\$547,000	7.1%	\$435,000	34.7%
SANDGATE	11	N/A	N/A	66	\$655,000	\$600,000	9.2%	\$527,500	24.2%
SEVEN HILLS	10	N/A	N/A	61	\$920,000	\$780,000	18.0%	\$591,000	55.7%
SEVENTEEN MILE ROCKS	9	N/A	N/A	54	\$731,000	\$715,000	2.2%	\$480,000	52.3%
SHERWOOD	9	N/A	N/A	69	\$860,000	\$905,000	-5.0%	\$660,000	30.3%
SHORNCULFFE	4	N/A	N/A	30	\$807,500	\$731,000	10.5%	\$605,000	33.5%
SINNAMON PARK	11	N/A	N/A	68	\$702,000	\$700,000	0.3%	\$561,500	25.0%
SPRING HILL	3	N/A	N/A	15	N/A	\$921,000	N/A	\$807,500	N/A
ST LUCIA	5	N/A	N/A	60	\$1,180,000	\$1,192,500	-1.1%	\$886,000	33.2%
STAFFORD	27	\$595,000	-2.5%	103	\$605,000	\$585,000	3.4%	\$450,000	34.4%
STAFFORD HEIGHTS	24	\$642,990	7.3%	107	\$583,500	\$580,000	0.6%	\$436,000	33.8%
STRETTON	9	N/A	N/A	46	\$790,000	\$810,000	-2.5%	\$655,000	20.6%
SUNNYBANK	14	N/A	N/A	107	\$820,000	\$718,000	14.2%	\$532,500	54.0%
SUNNYBANK HILLS	25	\$750,000	7.1%	189	\$700,000	\$655,000	6.9%	\$485,000	44.3%
TAIGUM	10	N/A	N/A	52	\$550,000	\$507,500	8.4%	\$430,500	27.8%
TARINGA	7	N/A	N/A	57	\$900,000	\$950,000	-5.3%	\$744,000	21.0%
TARRAGINDI	23	\$778,750	-0.3%	153	\$781,250	\$740,000	5.6%	\$550,000	42.0%
TENERIFFE	4	N/A	N/A	23	\$2,325,000	\$2,100,000	10.7%	\$927,500	150.7%
TENNYSON	1	N/A	N/A	7	N/A	\$720,000	N/A	\$532,500	N/A
THE GAP	33	\$657,610	-6.6%	209	\$678,000	\$650,000	4.3%	\$537,000	26.3%
TINGALPA	34	\$540,000	-1.6%	124	\$530,000	\$515,000	2.9%	\$424,500	24.9%
TOOWONG	16	N/A	N/A	87	\$860,000	\$815,000	5.5%	\$650,000	32.3%
UPPER KEDRON	9	N/A	N/A	42	\$620,500	\$626,000	-0.9%	\$535,000	16.0%
UPPER MOUNT GRAVATT	19	N/A	N/A	127	\$634,500	\$617,000	2.8%	\$450,000	41.0%

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

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
VIRGINIA	9	N/A	N/A	48	\$597,425	\$550,000	8.6%	\$430,000	38.9%
WAKERLEY	29	\$703,500	-6.2%	127	\$742,500	\$742,500	0.0%	\$610,000	21.7%
WAVELL HEIGHTS	31	\$670,000	-8.3%	184	\$705,000	\$655,000	7.6%	\$501,375	40.6%
WEST END	8	N/A	N/A	44	\$1,030,500	\$1,090,000	-5.5%	\$760,500	35.5%
WESTLAKE	11	N/A	N/A	65	\$667,500	\$711,000	-6.1%	\$556,500	19.9%
WILSTON	7	N/A	N/A	46	\$950,000	\$1,150,000	-17.4%	\$885,000	7.3%
WINDSOR	11	N/A	N/A	70	\$810,000	\$850,000	-4.7%	\$650,000	24.6%
WISHART	23	\$720,000	-0.4%	131	\$717,500	\$710,000	1.1%	\$517,000	38.8%
WOOLLOONGABBA	3	N/A	N/A	32	\$829,500	\$775,000	7.0%	\$610,000	36.0%
WOOLLOOWIN	10	N/A	N/A	56	\$849,500	\$750,000	13.3%	\$630,000	34.8%
WYNNUM	39	\$635,000	1.6%	229	\$642,000	\$610,000	5.3%	\$500,000	28.4%
WYNNUM WEST	43	\$549,000	6.6%	199	\$525,000	\$520,000	1.0%	\$422,000	24.4%
YEERONGPILLY	3	N/A	N/A	19	N/A	\$700,000	N/A	\$635,000	N/A
YERONGA	10	N/A	N/A	61	\$845,000	\$892,500	-5.3%	\$620,000	36.3%
ZILLMERE	17	N/A	N/A	105	\$475,000	\$468,500	1.4%	\$356,000	33.4%

SALES MARKET - UNITS & TOWNHOUSES

BRISBANE (LGA)	1395	\$423,000	-4.1%	9887	\$442,000	\$450,000	-1.8%	\$410,000	7.8%
ACACIA RIDGE	2	N/A	N/A	25	\$320,000	\$348,000	-8.1%	\$273,000	17.2%
ALBION	9	N/A	N/A	110	\$475,000	\$495,000	-4.0%	\$537,500	-11.6%
ALDERLEY	6	N/A	N/A	43	\$380,000	\$455,000	-16.5%	\$391,000	-2.8%
ALGESTER	10	N/A	N/A	60	\$410,000	\$324,500	26.4%	\$291,000	40.9%
ANNERLEY	18	N/A	N/A	110	\$480,000	\$425,000	12.9%	\$365,000	31.5%
ASCOT	24	\$531,825	4.3%	87	\$515,000	\$470,000	9.6%	\$390,000	32.1%
ASHGROVE	6	N/A	N/A	42	\$435,000	\$450,000	-3.3%	\$410,000	6.1%
ASPLEY	7	N/A	N/A	36	\$406,000	\$400,000	1.5%	\$340,000	19.4%
AUCHENFLOWER	10	N/A	N/A	65	\$423,000	\$452,000	-6.4%	\$450,000	-6.0%
BALMORAL	5	N/A	N/A	36	\$506,750	\$536,000	-5.5%	\$522,500	-3.0%
BANTO	1	N/A	N/A	14	N/A	\$535,000	N/A	\$352,000	N/A
BARDON	4	N/A	N/A	35	\$645,000	\$592,000	9.0%	\$545,000	18.3%
BOWEN HILLS	9	N/A	N/A	132	\$472,375	\$455,000	3.8%	\$421,750	12.0%
BRACKEN RIDGE	5	N/A	N/A	36	\$333,500	\$340,000	-1.9%	\$310,000	7.6%
BRIDGEMAN DOWNS	6	N/A	N/A	33	\$474,000	\$471,000	0.6%	\$334,000	41.9%
BRISBANE CITY	83	\$499,800	-0.1%	495	\$503,250	\$500,000	0.7%	\$455,500	10.5%
BULIMBA	14	N/A	N/A	96	\$610,000	\$605,000	0.8%	\$565,000	8.0%
CALAMVALE	26	\$382,000	-0.5%	170	\$399,000	\$404,900	-1.5%	\$369,250	8.1%
CAMP HILL	4	N/A	N/A	51	\$585,000	\$569,500	2.7%	\$475,000	23.2%
CANNON HILL	9	N/A	N/A	87	\$475,000	\$469,900	1.1%	\$502,317	-5.4%
CARINA	25	\$475,000	5.6%	144	\$468,000	\$471,500	-0.7%	\$389,000	20.3%
CARINA HEIGHTS	18	N/A	N/A	77	\$470,000	\$450,000	4.4%	\$427,000	10.1%
CARINDALE	6	N/A	N/A	33	\$490,000	\$530,000	-7.6%	\$410,000	19.5%
CARSELDINE	3	N/A	N/A	60	\$312,500	\$363,000	-13.9%	\$388,000	-19.5%
CHERMSIDE	38	\$421,500	-2.9%	276	\$420,000	\$445,000	-5.6%	\$369,000	13.8%
CLAYFIELD	29	\$375,000	-6.0%	157	\$361,500	\$385,000	-6.1%	\$355,250	1.8%
COOPERS PLAINS	0	N/A	N/A	22	\$398,750	\$427,750	-6.8%	\$409,512	-2.6%
COORPAROO	34	\$383,635	-17.5%	242	\$420,000	\$446,250	-5.9%	\$367,250	14.4%
CORINDA	5	N/A	N/A	30	\$478,250	\$452,500	5.7%	\$374,000	27.9%
DARRA	0	N/A	N/A	28	\$420,000	\$415,000	1.2%	\$280,000	50.0%
DOOLANDELLA	0	N/A	N/A	50	\$356,500	\$347,800	2.5%	\$349,500	2.0%
EAST BRISBANE	11	N/A	N/A	88	\$405,500	\$427,000	-5.0%	\$420,000	-3.5%
EIGHT MILE PLAINS	19	N/A	N/A	99	\$420,000	\$409,000	2.7%	\$376,500	11.6%
ELLEN GROVE	2	N/A	N/A	62	\$350,000	\$347,500	0.7%	\$314,000	11.5%
ENOGGERA	10	N/A	N/A	57	\$440,000	\$416,500	5.6%	\$400,000	10.0%
EVERTON PARK	8	N/A	N/A	91	\$427,500	\$465,000	-8.1%	\$425,000	0.6%
FAIRFIELD	8	N/A	N/A	38	\$468,000	\$432,500	8.2%	\$429,000	9.1%
FITZGIBBON	4	N/A	N/A	20	\$346,000	\$372,500	-7.1%	\$315,000	9.8%
FORTITUDE VALLEY	33	\$410,000	-3.5%	269	\$430,000	\$424,500	1.3%	\$417,000	3.1%
GAYTHORNE	8	N/A	N/A	61	\$400,000	\$412,500	-3.0%	\$386,450	3.5%
GORDON PARK	7	N/A	N/A	31	\$327,000	\$339,000	-3.5%	\$336,500	-2.8%
GREENSLOPES	13	N/A	N/A	153	\$479,000	\$475,000	0.8%	\$320,000	49.7%
HAMILTON	30	\$435,000	-23.7%	176	\$488,000	\$550,000	-11.3%	\$489,000	-0.2%
HAWTHORNE	5	N/A	N/A	32	\$464,250	\$545,000	-14.8%	\$480,000	-3.3%
HENDRA	7	N/A	N/A	21	\$585,000	\$723,650	-19.2%	\$495,000	18.2%
HIGHGATE HILL	8	N/A	N/A	57	\$512,000	\$555,000	-7.8%	\$490,000	4.5%
HOLLAND PARK WEST	8	N/A	N/A	38	\$435,000	\$429,500	1.3%	\$330,000	31.8%
INDOOROOPILLY	21	\$430,000	-20.0%	137	\$490,500	\$521,400	-5.9%	\$425,000	15.4%
KANGAROO POINT	33	\$465,000	-8.8%	244	\$515,000	\$510,000	1.0%	\$478,000	7.7%
KEDRON	11	N/A	N/A	70	\$402,500	\$445,500	-9.7%	\$326,250	23.4%
KELVIN GROVE	15	N/A	N/A	84	\$419,000	\$434,500	-3.6%	\$487,000	-14.0%
LUTWYCHE	9	N/A	N/A	78	\$452,500	\$482,250	-6.2%	\$450,000	0.6%

SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
MANLY	4	N/A	N/A	23	\$532,500	\$512,500	3.9%	\$345,000	54.3%
MANLY WEST	8	N/A	N/A	56	\$420,000	\$477,500	-12.0%	\$399,900	5.0%
MCDONNALL	2	N/A	N/A	23	\$395,000	\$531,000	-25.6%	\$400,000	-1.3%
MILTON	12	N/A	N/A	95	\$410,000	\$507,595	-19.2%	\$499,000	-17.8%
MITCHELTON	5	N/A	N/A	53	\$429,500	\$440,000	-2.4%	\$372,500	15.3%
MOOROOKA	11	N/A	N/A	81	\$397,000	\$399,000	-0.5%	\$368,500	7.7%
MORNINGSIDE	30	\$452,500	-4.7%	175	\$465,000	\$485,000	-4.1%	\$421,000	10.5%
MOUNT GRAVATT	6	N/A	N/A	47	\$456,500	\$474,000	-3.7%	\$440,000	3.8%
MOUNT GRAVATT EAST	16	N/A	N/A	90	\$439,000	\$461,000	-4.8%	\$380,000	15.5%
MURARRIE	12	N/A	N/A	86	\$502,500	\$508,800	-1.2%	\$617,000	-18.6%
NEW FARM	27	\$595,000	9.2%	194	\$583,500	\$581,000	0.4%	\$485,000	20.3%
NEWMARKET	9	N/A	N/A	32	\$463,500	\$455,000	1.9%	\$393,750	17.7%
NEWSTEAD	22	\$600,000	-7.0%	254	\$632,000	\$596,400	6.0%	\$596,000	6.0%
NORMAN PARK	9	N/A	N/A	57	\$488,500	\$595,500	-18.0%	\$460,500	6.1%
NORTHGATE	7	N/A	N/A	41	\$390,000	\$370,000	5.4%	\$420,000	-7.1%
NUNDAH	45	\$399,000	-1.5%	239	\$409,000	\$445,000	-8.1%	\$380,000	7.6%
OXLEY	7	N/A	N/A	55	\$459,000	\$430,000	6.7%	\$367,000	25.1%
PADDINGTON	13	N/A	N/A	65	\$485,000	\$531,250	-8.7%	\$500,000	-3.0%
RED HILL	3	N/A	N/A	20	\$554,000	\$560,000	-1.1%	\$433,250	27.9%
RICHLANDS	6	N/A	N/A	135	\$368,900	\$364,000	1.4%	\$335,000	10.1%
ROCHEDALE	6	N/A	N/A	82	\$595,000	\$490,000	21.4%	\$389,450	52.8%
ROCKLEA	0	N/A	N/A	8	N/A	\$320,250	N/A	\$390,000	N/A
RUNCORN	8	N/A	N/A	91	\$347,000	\$366,000	-5.2%	\$336,500	3.1%
SALISBURY	0	N/A	N/A	14	N/A	\$480,631	N/A	\$389,000	N/A
SHERWOOD	11	N/A	N/A	88	\$450,000	\$460,000	-2.2%	\$410,000	9.8%
SOUTH BRISBANE	37	\$497,500	-21.0%	279	\$587,500	\$485,000	21.1%	\$437,250	34.4%
SPRING HILL	18	N/A	N/A	176	\$394,000	\$420,000	-6.2%	\$380,000	3.7%
ST LUCIA	23	\$447,500	4.1%	137	\$453,000	\$484,250	-6.5%	\$477,000	-5.0%
STAFFORD	4	N/A	N/A	35	\$415,000	\$426,250	-2.6%	\$400,000	3.8%
SUNNYBANK HILLS	6	N/A	N/A	35	\$408,000	\$370,000	10.3%	\$361,000	13.0%
TAIGUM	17	N/A	N/A	54	\$327,000	\$338,750	-3.5%	\$300,000	9.0%
TARINGA	26	\$445,000	8.5%	161	\$430,000	\$430,000	0.0%	\$411,000	4.6%
TENERIFFE	28	\$565,000	-4.2%	155	\$582,500	\$620,000	-6.1%	\$536,000	8.7%
THE GAP	6	N/A	N/A	21	\$512,500	\$455,000	12.6%	\$431,250	18.8%
TINGALPA	5	N/A	N/A	51	\$370,000	\$380,000	-2.6%	\$327,250	13.1%
TOOWONG	30	\$420,000	-12.0%	184	\$425,000	\$479,500	-11.4%	\$428,500	-0.8%
UPPER MOUNT GRAVATT	14	N/A	N/A	91	\$426,000	\$466,250	-8.6%	\$365,000	16.7%
WAKERLEY	3	N/A	N/A	26	\$425,000	\$440,000	-3.4%	\$420,000	1.2%
WEST END	28	\$660,000	14.0%	298	\$546,000	\$540,000	1.1%	\$523,000	4.4%
WINDSOR	7	N/A	N/A	70	\$495,000	\$506,000	-2.2%	\$380,000	30.3%
WISHART	7	N/A	N/A	46	\$411,500	\$474,000	-13.2%	\$340,000	21.0%
WOOLLOONGABBA	13	N/A	N/A	93	\$452,500	\$462,000	-2.1%	\$430,000	5.2%
WYNNUM	17	N/A	N/A	93	\$405,000	\$470,000	-13.8%	\$373,000	8.6%
WYNNUM WEST	9	N/A	N/A	44	\$340,250	\$345,000	-1.4%	\$272,500	24.9%
YERONGA	15	N/A	N/A	78	\$433,000	\$474,000	-8.7%	\$410,000	5.6%
YEERONGPILLY	0	N/A	N/A	16	N/A	\$455,000	N/A	\$389,000	N/A
ZILLMERE	19	N/A	N/A	74	\$327,000	\$365,000	-10.4%	\$366,000	-10.7%

SALES MARKET - VACANT LAND <2400m²

BRISBANE (LGA)	96	\$405,000	-1.2%	1208	\$415,000	\$380,000	9.2%	\$295,000	40.7%
BRISBANE (LGA) ^	5	N/A	N/A	41	\$760,000	\$744,500	2.1%	\$675,000	12.6%
BRIDGEMAN DOWNS	8	N/A	N/A	107	\$420,000	\$410,000	2.4%	\$350,000	20.0%
CARINDALE	0	N/A	N/A	17	N/A	\$532,500	N/A	\$515,000	N/A
FITZGIBBON	0	N/A	N/A	16	N/A	\$186,000	N/A	\$187,500	N/A
HEATHWOOD	19	N/A	N/A	61	\$305,000	\$294,000	3.7%	\$237,500	28.4%
KENMORE	0	N/A	N/A	9	N/A	\$530,851	N/A	\$383,750	N/A
KURABY	0	N/A	N/A	6	N/A	\$437,000	N/A	\$327,500	N/A
ROCHEDALE	18	N/A	N/A	159	\$482,000	\$465,000	3.7%	\$340,000	41.8%
UPPER KEDRON	1	N/A	N/A	56	\$380,000	\$367,000	3.5%	\$310,000	22.6%

MOST EXPENSIVE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TENERIFFE	\$2,325,000	10.7%
NEW FARM	\$1,650,000	2.5%
ASCOT	\$1,445,000	-3.

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY ¹	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BRISBANE CITY	\$440	3207	\$440	3543	\$410	3365
	Bayside	\$420	149	\$420	165	\$395	128
4178	Lindum/Lytton/Wynnum	\$415	89	\$420	108	\$395	87
4179	Lota/Marly	\$428	60	\$420	57	\$400	41
	City - Inner	\$550	298	\$540	364	\$525	365
4000	Brisbane City/Spring Hill	\$598	18	\$550	21	\$580	31
4005	New Farm/Teneriffe	\$735	22	\$650	22	\$650	16
4006	Bowen Hills/Valley/Herston/Newstead	\$500	12	\$495	13	\$475	13
4064	Milton/Paddington/Rosalie	\$588	72	\$565	87	\$560	78
4066	Auchenflower/MtCoatha/Toowong	\$518	56	\$500	67	\$490	59
4067	Ironside/St Lucia	\$495	21	\$495	27	\$470	34
4101	Highgate Hill/South Bris/West End	\$550	37	\$580	47	\$550	34
4102	Buranda/Dutton Park/Wooloongabba	\$473	26	\$475	41	\$450	36
4169	East Bris/Kangaroo Point	\$500	34	\$530	39	\$500	64
	North - Inner	\$475	331	\$470	368	\$450	359
4007	Ascot/Hamilton	\$515	12	\$550	21	\$550	22
4010	Albion/Breakfast Creek	\$550	10	\$600	7	\$450	13
4011	Clayfield/Hendra	\$523	40	\$500	37	\$580	39
4012	Nundah/Toombul/Wavell Heights	\$445	68	\$450	73	\$400	65
4030	Lutwyche/Windsor/Woolowin	\$475	40	\$465	57	\$480	63
4031	Gordon Park/Kedron	\$475	44	\$450	69	\$430	53
4051	Alderley/Enoggera/Gaythorne/Grange/ Newmarket/Wilston	\$480	116	\$480	102	\$445	97
	North - Outer	\$400	440	\$400	445	\$380	438
4013	Northgate	\$405	10	\$430	11	\$400	19
4014	Banyo/Nudgee/Virginia	\$440	36	\$420	31	\$390	47
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$400	99	\$400	106	\$370	107
4018	Fitzgibbon/Taigum	\$400	36	\$405	38	\$390	41
4032	Chernside/Craiglea	\$413	68	\$400	69	\$395	57
4034	Aspley/Boondal/Geebung/Zillmere	\$400	164	\$400	166	\$380	141
4036	Bald Hills	\$390	27	\$383	24	\$355	26
	North West - Inner	\$530	169	\$520	173	\$530	174
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$550	81	\$560	74	\$550	90
4060	Ashgrove/Dorrington/St Johns Wood	\$495	41	\$470	55	\$470	42
4065	Bardon/Jubilee/Rainworth	\$520	47	\$510	44	\$520	42
	North West - Outer	\$440	251	\$440	314	\$410	265
4053	Brookside/Everton Park/McDowall/Stafford	\$439	161	\$440	182	\$410	175
4054	Arana Hills/Keperra	\$440	65	\$420	83	\$410	59
4061	The Gap	\$455	25	\$450	49	\$440	31
	South - Inner	\$440	401	\$440	447	\$420	409
4103	Annerley/Fairfield	\$470	45	\$480	65	\$450	70
4104	Yeronga	\$423	14	\$420	22	\$450	18
4105	Clifton Hill/Moorooka/Tennyson	\$440	48	\$440	49	\$410	44
4120	Greenslopes/Stones Corner	\$450	30	\$495	29	\$440	28
4121	Ekibin/Holland Park/Tarangindi/Wallers Hill	\$470	108	\$440	114	\$425	97
4122	Mansfield/Mt Gravatt/Wishart	\$420	153	\$420	162	\$390	147
	South - Outer	\$390	336	\$390	353	\$370	330
4106	Brisbane Market/Rocklea	\$373	16	\$375	10	\$370	15
4107	Salisbury	\$425	24	\$400	35	\$390	32
4108	Archerfield/Coopers Plains	\$370	29	\$380	29	\$370	37
4109	Altandi/Macgregor/Robertson/Sunnybank	\$400	112	\$400	111	\$375	90
4110	Acacia Ridge/Larapinta/Willawong	\$340	46	\$355	43	\$340	47
4112	Kuraby	\$395	6	\$380	9	\$385	9
4113	Eight Miles Plains/Runcorn	\$400	58	\$395	74	\$380	55
4115	Algester/Parkinson	\$380	21	\$390	21	\$360	26
4116	Calamvale/Drewvale/Stretton	\$418	24	\$420	21	\$385	19
	South East - Inner	\$470	341	\$470	372	\$450	327
4151	Coorparoo	\$473	42	\$480	50	\$440	43
4152	Camp Hill/Carina/Carindale	\$468	132	\$460	139	\$450	106
4170	Cannon Hill/Morningside/Norman Park	\$455	104	\$480	108	\$435	100
4171	Balmoral/Bulimba/Hawthorne	\$520	49	\$538	46	\$540	56
4172	Murarie	\$430	14	\$400	29	\$430	22
	South East - Outer	\$450	42	\$445	54	\$400	43
4153	Belmont	\$465	7	\$445	12	\$475	5
4154	Gumdale/Ransome/Wakerley	N/A	3	\$488	14	N/A	4
4173	Tingalpa	\$445	27	\$440	21	\$400	27
4174	Doboy/Hemant	N/A	3	\$390	6	\$350	5
	South West - Inner	\$448	148	\$470	165	\$440	144
4068	Chelmer/Indooroopilly/Taringa	\$480	69	\$490	71	\$470	87
4075	Corinda/Graceville/Oxley/Sherwood	\$410	79	\$448	94	\$390	57

RENTAL MARKET - 3 BED HOUSES (CONT'D)							
POST CODE	LOCALITY ¹	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	South West - Outer	\$365	301	\$370	323	\$360	383
4069	Brookfield/Chapel Hill/Kenmore	\$480	43	\$460	39	\$450	61
4070	Anstead/Bellbowrie/Moggill	\$380	\$9	\$395	14	\$385	15
4073	Seventeen Mile Rocks/Sinnamon Park	\$433	14	\$430	15	\$390	21
4074	Jindalee/MtOmmaney/Sumner/Westlake	\$420	50	\$420	66	\$385	82
4076	Darra/Waral	\$335	22	\$330	31	\$330	32
4077	Doolandella/Durack/Inala/Richlands	\$330	80	\$330	69	\$310	59
4078	Forest Lake/Carole Park	\$360	83	\$360	89	\$350	113
RENTAL MARKET - 2 BED UNITS							
	BRISBANE CITY	\$420	8089	\$420	8094	\$395	5302
	Bayside	\$365	69	\$350	57	\$320	62
4178	Lindum/Lytton/Wynnum	\$365	51	\$363	42	\$325	46
4179	Lota/Manly	\$355	18	\$320	15	\$295	16
	City - Inner	\$490	3782	\$480	3652	\$470	2188
4000	Brisbane City/Spring Hill	\$520	525	\$530	490	\$590	309
4005	New Farm/Teneriffe	\$480	322	\$500	401	\$510	283
4006	Bowen Hills/Valley/Herston/Newstead	\$500	831	\$460	668	\$500	290
4064	Milton/Paddington/Rosalie	\$420	117	\$460	153	\$400	76
4066	Auchenflower/MtCoatha/Toowong	\$410	377	\$450	505	\$400	329
4067	Ironsides/St Lucia	\$420	257	\$420	270	\$420	274
4101	Highgate Hill/South Bris/West End	\$525	724	\$530	724	\$485	346
4102	Buranda/Dutton Park/Wooloongabba	\$480	285	\$450	181	\$430	75
4169	East Bris/Kangaroo Point	\$460	339	\$470	258	\$460	203
	North - Inner	\$380	1365	\$385	1485	\$360	942
4007	Ascot/Hamilton	\$450	259	\$445	281	\$430	157
4010	Albion/Breakfast Creek	\$435	78	\$460	105	\$410	33
4011	Clayfield/Hendra	\$345	166	\$340	181	\$350	177
4012	Nundah/Toombul/Wavell Heights	\$388	286	\$380	265	\$365	177
4030	Lutwyche/Windsor/Wooloowin	\$395	274	\$400	315	\$335	150
4031	Gordon Park/Kedron	\$360	127	\$370	142	\$330	101
4051	Alderley/Enoggera/Gaythorne/Grange/ Newmarket/Wilston	\$350	175	\$350	195	\$360	153
	North - Outer	\$360	429	\$360	402	\$350	262
4013	Northgate	\$340	31	\$350	33	\$270	19
4014	Banyo/Nudgee/Virginia	\$306	12	N/A	4	\$370	5
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$325	15	\$298	16	\$330	23
4018	Fitzgibbon/Toigum	\$340	14	\$338	12	\$340	16
4032	Chernside/Craiglea	\$380	264	\$390	233	\$385	121
4034	Aspley/Boondal/Geebung/Zillmere	\$340	92	\$350	103	\$350	78
	North West - Inner	\$450	284	\$450	363	\$420	264
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$480	212	\$480	273	\$440	202
4060	Ashgrove/Darrington/St Johns Wood	\$423	56	\$405	64	\$395	47
4065	Bardon/Jubilee/Rainworth	\$398	16	\$370	26	\$340	15
	North West - Outer	\$380	162	\$380	175	\$380	119
4053	Brookside/Everton Park/McDowall/Stafford	\$380	154	\$375	149	\$380	115
	South - Inner	\$375	726	\$370	683	\$350	504
4103	Annerley/Fairfield	\$350	145	\$345	137	\$340	121
4104	Yeronga	\$370	56	\$363	50	\$350	36
4105	Clifton Hill/Moorooka/Tennyson	\$350	100	\$375	89	\$330	84
4120	Greenslopes/Stones Corner	\$370	167	\$360	144	\$360	127
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$365	54	\$350	72	\$340	40
4122	Mansfield/Mt Gravatt/Wishart	\$425	197	\$425	186	\$390	90
	South - Outer	\$380	73	\$380	81	\$320	77
4106	Brisbane Market/Rocklea	\$240	5	\$285	7	N/A	3
4108	Archerfield/Coopers Plains	\$383	10	\$415	9	\$255	8
4109	Altandi/Macgregor/Robertson/Sunnybank	\$400	26	\$380	31	\$385	46
4113	Eight Miles Plains/Runcorn	\$438	20	\$445	22	N/A	2
4115	Algester/Parkinson	N/A	3	N/A	3	\$280	6
	South East - Inner	\$400	704	\$390	664	\$375	452
4151	Coorparoo	\$405	321	\$360	234	\$360	190
4152	Camp Hill/Carina/Carindale	\$370	60	\$365	70	\$370	41
4170	Cannon Hill/Morningside/Norman Park	\$403	186	\$420	224	\$380	127
4171	Balmoral/Bulimba/Hawthorne	\$400	118	\$410	128	\$450	92
	South East - Outer	\$350	9	\$343	12	N/A	3
4173	Tingalpa	N/A	3	\$330	7	N/A	3
	South West - Inner	\$390	465	\$390	499	\$380	406
4068	Chelmer/Indooroopilly/Taringa	\$390	360	\$389	385	\$385	354
4075	Corinda/Graceville/Oxley/Sherwood	\$395	105	\$390	114	\$345	52
	South West - Outer	\$330	21	\$300	21	\$325	23
4069	Brookfield/Chapel Hill/Kenmore	N/A	4	N/A	3	N/A	2
4074	Jindalee/MtOmmaney/Sumner/Westlake	N/A	3	N/A	2	N/A	1
4078	Forest Lake/Carole Park	\$330	7	\$335	6	\$330	12

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ^a	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BRISBANE CITY	\$420	2271	\$420	2409	\$410	1824
	Bayside	\$410	108	\$410	83	\$395	64
4178	Lindum/Lytton/Wynnum	\$410	57	\$410	51	\$390	36
4179	Lota/Manly	\$415	51	\$420	32	\$410	28
	City - Inner	\$593	140	\$600	124	\$560	111
4000	Brisbane City/Spring Hill	\$700	5	\$675	5	N/A	3
4005	New Farm/Teneriffe	\$690	7	\$745	7	N/A	4
4006	Bowen Hills/Valley/Herston/Newstead	\$520	20	\$530	13	\$500	16
4064	Milton/Paddington/Rosalie	\$625	16	\$600	19	\$610	16
4066	Auchenflower/MtCoatha/Toowong	\$575	29	\$563	26	\$560	19
4067	Ironside/St Lucia	\$595	35	\$590	23	\$530	33
4101	Highgate Hill/South Bris/West End	\$685	23	\$650	15	\$650	10
4169	East Bris/Kangaroo Point	\$580	5	\$585	14	\$580	9
	North - Inner	\$488	164	\$480	160	\$470	142
4007	Ascot/Hamilton	\$550	12	\$560	18	\$495	8
4011	Clayfield/Hendra	\$573	14	\$580	14	\$550	19
4012	Nundah/Toombul/Wavell Heights	\$470	35	\$455	27	\$450	24
4030	Lutwyche/Windsor/Woolloowin	\$568	14	\$495	12	\$475	10
4031	Gordon Park/Kedron	\$440	23	\$460	29	\$460	17
4051	Alderley/Enoggera/Gaythorne/Grange/ Newmarket/Wilston	\$483	62	\$475	53	\$470	64
	North - Outer	\$395	276	\$395	298	\$370	249
4013	Northgate	\$440	11	\$425	8	\$430	15
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$375	32	\$375	42	\$365	52
4018	Fitzgibbon/Taigum	\$385	62	\$390	53	\$370	26
4032	Chermside/Craiglea	\$420	31	\$420	47	\$450	36
4034	Aspley/Boondal/Geebung/Zillmere	\$400	107	\$388	84	\$390	61
4036	Bald Hills	\$365	19	\$365	22	\$284	59
	North West - Inner	\$550	27	\$520	29	\$510	21
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$550	15	\$498	16	\$500	14
4060	Ashgrove/Dorrington/St Johns Wood	\$520	7	\$520	5	N/A	3
4065	Bardon/Jubilee/Rainworth	\$600	5	\$578	8	N/A	4
	North West - Outer	\$450	111	\$445	120	\$420	56
4053	Brookside/Everton Park/McDowall/Stafford	\$450	90	\$445	105	\$420	49
4054	Arana Hills/Keperra	\$415	9	\$490	11	N/A	4
4061	The Gap	\$475	12	N/A	4	N/A	3
	South - Inner	\$460	212	\$450	251	\$440	168
4103	Annerley/Fairfield	\$510	52	\$495	45	\$470	30
4104	Yeronga	\$498	22	\$480	25	\$465	22
4105	Clifton Hill/Moorooka/Tennyson	\$458	28	\$450	37	\$440	19
4120	Greenslopes/Stones Corner	\$520	17	\$498	26	\$490	14
4121	Ekibin/Holland Park/Tarangindi/Wellers Hill	\$445	16	\$550	12	\$450	16
4122	Mansfield/Mt Gravatt/Wishart	\$428	76	\$435	106	\$410	66
	South - Outer	\$400	419	\$400	473	\$390	410
4107	Salisbury	\$430	15	\$450	13	\$475	6
4109	Altham/Macgregor/Robertson/Sunnybank	\$410	55	\$405	74	\$410	71
4110	Acacia Ridge/Larapinta/Willawong	\$360	31	\$360	24	\$345	7
4112	Kuraby	\$380	29	\$385	19	\$370	21
4113	Eight Miles Plains/Runcorn	\$410	137	\$415	164	\$400	165
4115	Algester/Parkinson	\$390	37	\$385	41	\$370	28
4116	Calamvale/Drewvale/Stretton	\$390	110	\$390	135	\$375	107
	South East - Inner	\$499	292	\$500	340	\$470	261
4151	Coorparoo	\$545	21	\$523	22	\$500	14
4152	Camp Hill/Carina/Carindale	\$450	133	\$475	129	\$440	124
4170	Cannon Hill/Morningside/Norman Park	\$510	91	\$500	108	\$480	88
4171	Balmoral/Bulimba/Hawthorne	\$598	32	\$590	43	\$560	23
4172	Murarie	\$535	15	\$585	38	\$495	12
	South East - Outer	\$410	57	\$415	74	\$405	65
4153	Belmont	\$420	9	\$420	11	\$430	15
4154	Gumdale/Ransome/Wakerley	\$410	22	\$420	32	\$410	28
4173	Tingalpa	\$400	19	\$393	26	\$375	19
	South West - Inner	\$450	88	\$475	91	\$460	104
4068	Chelmer/Indooroopilly/Taringa	\$500	40	\$530	43	\$550	49
4075	Carinda/Graceville/Osley/Sherwood	\$400	48	\$400	48	\$400	55
	South West - Outer	\$355	377	\$350	366	\$350	173
4069	Brookfield/Chapel Hill/Kenmore	\$495	10	\$498	10	\$460	6
4073	Seventeen Mile Rocks/Sinnamon Park	\$440	11	\$410	11	\$395	14
4074	Jindalee/MtOmmaney/Summer/Westlake	\$498	17	\$395	19	\$440	26
4076	Darra/Wacol	\$383	18	\$385	23	\$276	18
4077	Doolandella/Durack/Inala/Richlands	\$350	279	\$350	212	\$345	94
4078	Forest Lake/Carole Park	\$349	42	\$349	91	\$350	14

MOST AFFORDABLE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
ELLEN GROVE	\$291,000	4.3%
INALA	\$368,000	3.7%
ACACIA RIDGE	\$404,000	2.5%
DURACK	\$405,000	-1.2%
ROCKLEA	\$425,000	10.4%

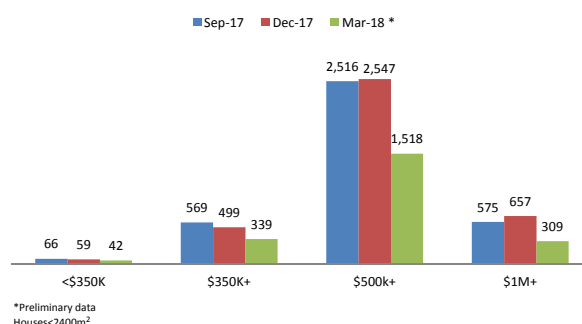
MOST EXPENSIVE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
BARDON	\$645,000	9.0%
NEWSTEAD	\$632,000	6.0%
BULIMBA	\$610,000	0.8%
ROCHEDALE	\$595,000	21.4%
SOUTH BRISBANE	\$587,500	21.1%

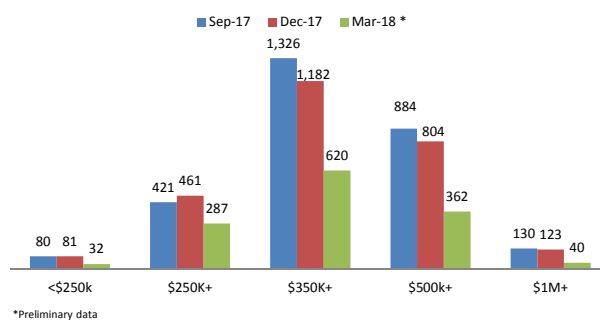
MOST AFFORDABLE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
CARSELDINE	\$312,500	-13.9%
ACACIA RIDGE	\$320,000	-8.1%
GORDON PARK	\$327,000	-3.5%
TAIGUM	\$327,000	-3.5%
ZILLMERE	\$327,000	-10.4%

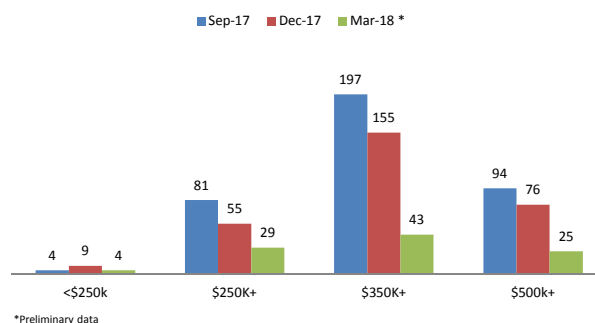
BRISBANE LGA HOUSE SALES



BRISBANE LGA UNIT SALES



BRISBANE LGA LAND SALES



Gold Coast

The Commonwealth Games were generally a success and the legacy extends beyond quantifiable benefits over the long term.

The property market has been one of the big winners from the sporting event as the \$1.5 billion infrastructure investment has boosted confidence and demand for housing in the region.

The Gold Coast house and unit market performed well for the year to March 2018. House prices grew 6 per cent, to \$620,000 and unit prices increased a moderate 1.9 per cent, to \$428,000.

Local agents indicated that the sales and rental markets were very quiet in the weeks ahead of the Commonwealth Games. This may have had an impact on the quarter's performance as quarterly median sale prices fell slightly in March 2018.

The rental market has performed strongly for the past six years as vacancies generally held within the tight range. The bonds data revealed a limited increase on the rental stock for the past year, which has generally contributed to annual rental cost increases in the range of 3.6 per cent to 5.3 per cent.

Infrastructure Projects

The Gold Coast has many major projects that are making headlines in the post-Games period.

The proposed \$550 million Gold Coast Health and Knowledge Precinct (GCHKP) legacy project will generate about \$2.9 billion of economic development over the next decade.

The new precinct includes the Gold Coast University Hospital, the new Gold Coast Private Hospital, Griffith University and the former Athletes' Village, forming a unique 200-hectare high-tech hub. The combined synergies of health professionals, academics and industrial researchers will support the development of world-class precinct for health care, research and living.

The Athletes' Village is proposed to be converted by private investors to provide more than 1250 residences and commercial space. About 15 individual development sites will be market-ready in the near future and potentially attracting investment in innovation, technology and health sectors. It will be exciting to see what new businesses base operations in this new precinct.

The \$1 billion federal budget allocation to the M1 Pacific Motorway will have a positive impact on the Gold Coast as a portion of the funding will support the enhancement of the motorway between Varsity Lakes and Tugun.

Employment and Population Growth

The ABS regional population growth data revealed an annual increase in the Gold Coast local government area population of about 15,410 residents for the 12 months to June 2017, positioning itself as the second-largest increase in population in Queensland following Brisbane LGA.

Assuming a similar population growth for the year to June 2018, the Gold Coast population will most likely reach 609,000 residents by June 2018.

The Gold Coast was the local government area in Queensland reporting the largest net internal migration of nearly 6900 residents for the year to June 2017. This supports the transformation of the region from a tourism-based economy to a more diversified economy, having a growing health care and social assistance industry, large infrastructure projects and an increase in public administration and professional and technical services employment.

The regional employment market (Gold Coast SA4) is also running at full speed, with the unemployment rate sitting at 4.6 per cent for March 2018, which was last seen in March 2009. The number of employed people in the Gold Coast also hit a new high of 325,200 in March 2018.

Market Outlook

The house and unit sales markets continued performing well and in positive territory for the year to March 2018. The forecast for the remaining of 2018 is a bit more conservative. We expect house prices will show an upward path in 2018, however this growth will most likely be more moderate.

We will monitor the performance of the unit market in the Gold Coast over the months ahead. The media has reported about a thousand new apartments will hit the market 2018. The increasing supply will most likely have an impact on price trends. The medium-term performance of this market will depend on developers accurately assessing the dynamics of supply and demand before committing to new projects.

The outlook of the rental market is promising, considering the increasing population and heavy investment on infrastructure projects. However, over the next few months the rental market may experience some demand changes and potentially some minor rental cost adjustments as the demand from the Commonwealth Games has come to the end.

HOUSE MARKET (<2400M²)

The Gold Coast house market has reached maturity and is performing well.

House prices slipped slightly by 0.3 per cent over the March quarter. However, the annual median price, which is a more meaningful figure for trend analysis, recorded a growth of 6 per cent or \$35,000 over the past year.

A typical house in the Gold Coast had an annual median price of \$620,000 in March 2018 compared to \$585,000 in March 2017 and \$465,000 five years ago.

The Gold Coast house market kept the title of the best performer of all the areas analysed in the QMM for the past 12 months. It was also the second-best performer of all the areas in the QMM for the past five years.

The number of \$1 million-plus suburbs increased from five to six, with Paradise Point returning to the list in March 2018.

The most exclusive suburbs in the Gold Coast are Mermaid Beach, Surfers Paradise, Broadbeach Waters, Clear Island Waters and Paradise Point. These suburbs have an annual median price in the range of \$1 million to \$1.6 million.

Fastest-selling suburbs#1

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Worongary (18 days, \$507,500)
- Merrimac (19 days, \$528,500)
- Highland Park (20 days, \$552,000)
- Mudgeeraba (20 days, \$586,000)
- Carrara (23 days, \$582,000)

There is no doubt that affordability plays a critical role in reducing days on market, at least in the Gold Coast. All the listed fastest-selling suburbs have a median sale price below the local government area median price.

All the fastest-selling suburbs, with the exception of Merrimac and Carrara, have at least 75 per cent of dwellings classified as low density residential, confirming their popularity amongst families.

Affordable Houses

Affordable houses in the range of \$451,000 to \$467,000 are usually found in the suburbs of Coomera, Lower Beechmont, Nerang, Pimpama and Jacobs Well. Ormeau and Upper Coomera left the list of the top-five most affordable suburbs.

General Activity

Demand is driven by a variety of buyers, including downsizers, investors and families relocating looking for work-life balance. The most active price point for the house market was the \$500,000 to \$750,000 bracket.

The volume of annual sales fell nearly 15 per cent, from 7536 sales in March 2017 to 6417 sales in March 2018.

Listing volumes also fell by 3.7 per cent for the year to February 2018. This supported a small reduction on the stock on market to 7.6 per cent.

The dynamics of supply and demand remained unchanged for the past year as no major changes were seen on median days on market and median vendor discount.

A typical house in the Gold Coast needs 36 days and a discount of 4.4 per cent to reach a sale.

UNIT MARKET

Unit prices slipped 2.4 per cent over the March quarter. However, its annual performance remained positive as the annual median unit price increased 1.9 per cent, to \$428,000 in March 2018.

Over the past five years, units increased 24.1 per cent or a total of \$83,000, from \$345,000 in March 2013 to \$428,000 in March 2018.

The most active point for the unit market was the \$350,000 to \$500,000. Unit sales volumes fell 19 per cent for the year to March 2018, from 13,055 in March 2017 to 10,568 in March 2018.

Unit listings increased a tiny 0.3 per cent, to 12,235 for the year to February 2018. The Gold Coast was one of the few markets reporting unit listing increases for the past year.

Median days on market and median vendor discount fell slightly to 45 days and 4.3 per cent.

The Gold coast is the fastest-selling local government area in the QMM and requires the second-smallest vendor discount after the Sunshine Coast SD.

RENTAL MARKET

Gold Coast vacancies held very tight this quarter at 1.1 per cent as the Commonwealth Games increased demand for temporary and holiday accommodation.

Local property managers have qualified the rental market as stable and predict some changes on demand and supply now that the Commonwealth Games have come to the end.

The weekly median rent for three-bedroom houses, three-bedroom townhouses and two-bedroom units have increased in the range of 3.6 per cent and 5.3 per cent for the past 12 months.

The driver for the massive increase in rents has been the limited increase of rental stock added to the market. The bonds statistics revealed an annual increase in the Gold Coast rental bonds of about 760 properties for the past year, which was equivalent to an annual increase of only 1 per cent.

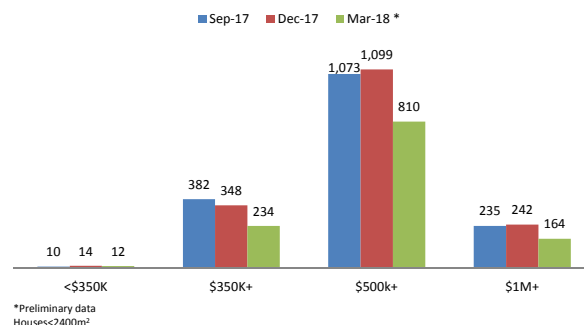
A typical three-bedroom house in the Gold Coast has a weekly median rent of \$495 compared to \$460 in Noosa, \$450 in the Sunshine Coast and \$440 in Brisbane LGA. Three-bedroom houses in the postcode 4218 (Broadbeach and Mermaid Beach) are the most expensive rentals in the Gold Coast, with a weekly median rent of \$690.

The Gold Coast is also the most expensive rental market in Queensland for two-bedroom units as tenants are generally asked for a weekly median rent of \$440 compared to \$420 in the capital city.

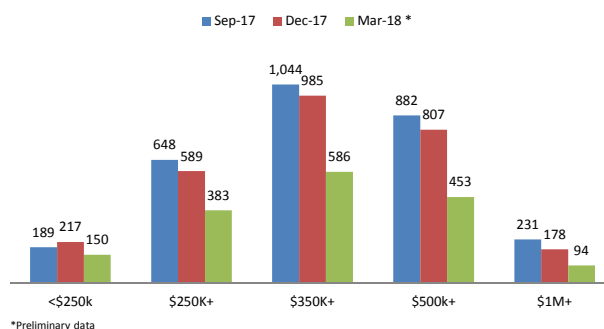
Indicative rental yields for units of 5.5 per cent are solid compared to other regions in the southeast corner. This is supported by the expensive nature of the unit rental market.

Houses reached a return of about 4.1 per cent in March 2018.

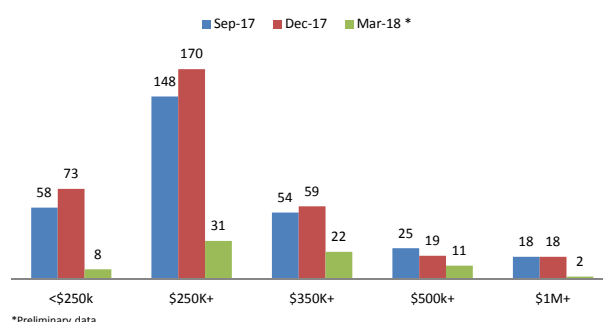
GOLD COAST HOUSE SALES



GOLD COAST UNIT SALES



GOLD COAST LAND SALES



SALES MARKET - HOUSES <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GOLD COAST (LGA)	1298	\$625,000	-0.3%	6417	\$620,000	\$585,000	6.0%	\$465,000	33.3%
GOLD COAST (LGA) ^	114	\$860,000	-0.9%	666	\$849,000	\$789,000	7.6%	\$620,000	36.9%
ARUNDEL	24	\$570,000	-7.3%	145	\$600,000	\$565,000	6.2%	\$475,000	26.3%
ASHMORE	40	\$570,000	-9.4%	183	\$579,000	\$590,000	-1.9%	\$435,000	33.1%
BENOWA	24	\$1,060,000	21.1%	134	\$925,000	\$865,000	6.9%	\$635,000	45.7%
BIGGERA WATERS	10	N/A	N/A	44	\$639,000	\$640,000	-0.2%	\$485,000	31.8%
BONOGIN ^	13	N/A	N/A	68	\$830,000	\$750,000	10.7%	\$572,500	45.0%
BROADBEACH WATERS	45	\$1,200,000	9.1%	203	\$1,100,000	\$1,100,000	0.0%	\$690,500	59.3%
BUNDALL	14	N/A	N/A	116	\$1,005,000	\$980,000	2.6%	\$695,500	44.5%
BURLEIGH HEADS	13	N/A	N/A	71	\$830,000	\$760,000	9.2%	\$505,000	64.4%
BURLEIGH WATERS	38	\$795,500	2.4%	188	\$790,000	\$725,000	9.0%	\$520,000	51.9%
CARRARA	23	\$567,350	-5.1%	130	\$582,000	\$545,000	6.8%	\$412,500	41.1%
CLEAR ISLAND WATERS	25	\$990,000	10.0%	73	\$1,074,950	\$1,190,000	-9.7%	\$750,000	43.3%
COOLANGATTA	4	N/A	N/A	19	N/A	\$666,500	N/A	\$650,000	N/A
COOMABAH	13	N/A	N/A	102	\$485,000	\$477,500	1.6%	\$400,000	21.3%
COOMERA	26	\$460,000	1.7%	107	\$451,250	\$477,000	-5.4%	\$350,000	28.9%
CURRUMBIN	6	N/A	N/A	30	\$785,000	\$815,000	-3.7%	\$620,000	26.6%
CURRUMBIN VALLEY ^	1	N/A	N/A	14	N/A	\$1,020,000	N/A	\$730,000	N/A
CURRUMBIN WATERS	16	N/A	N/A	105	\$670,000	\$626,000	7.0%	\$450,000	48.9%
ELANORA	38	\$707,500	4.0%	191	\$670,000	\$635,500	5.4%	\$457,500	46.4%
GILSTON	6	N/A	N/A	26	\$620,000	\$571,000	8.6%	\$455,000	36.3%
HELENSVALE	50	\$620,000	11.7%	284	\$580,000	\$580,000	0.0%	\$448,500	29.3%
HIGHLAND PARK	22	\$542,750	-7.2%	83	\$552,000	\$500,000	10.4%	\$395,000	39.7%
HOLLYWELL	10	N/A	N/A	47	\$782,000	\$621,000	25.9%	\$475,000	64.6%
HOPE ISLAND	23	\$705,000	2.2%	68	\$687,500	\$625,000	10.0%	\$450,000	52.8%
JACOBS WELL	7	N/A	N/A	81	\$467,000	\$436,500	7.0%	\$382,500	22.1%
LABRADOR	25	\$515,000	-6.8%	106	\$540,000	\$505,000	6.9%	\$375,000	44.0%
LOWER BEECHMONT	5	N/A	N/A	22	\$456,750	\$402,500	13.5%	\$337,500	35.3%
MAUDSLAND	16	N/A	N/A	70	\$540,000	\$520,000	3.9%	\$422,500	27.8%
MERMAID BEACH	14	N/A	N/A	61	\$1,565,000	\$1,500,000	4.3%	\$866,000	80.7%
MERMAID WATERS	32	\$850,000	-3.4%	174	\$874,000	\$827,500	5.6%	\$610,000	43.3%
MERRIMAC	19	N/A	N/A	69	\$528,500	\$515,000	2.6%	\$379,000	39.4%
MIAMI	11	N/A	N/A	65	\$760,000	\$721,125	5.4%	\$482,000	57.7%
MOLENDINAR	15	N/A	N/A	97	\$606,000	\$570,000	6.3%	\$460,000	31.7%
MUDGEERABA	32	\$584,350	-0.7%	164	\$586,000	\$548,000	6.9%	\$425,000	37.9%
MUDGEERABA ^	9	N/A	N/A	55	\$837,500	\$779,500	7.4%	\$603,000	38.9%
NERANG	32	\$475,000	3.3%	181	\$460,000	\$430,000	7.0%	\$338,250	36.0%
NERANG ^	5	N/A	N/A	29	\$835,000	\$850,000	-1.8%	\$660,000	26.5%
ORMEAU	37	\$475,000	0.7%	227	\$470,000	\$460,000	2.2%	\$405,000	16.0%
ORMEAU HILLS	10	N/A	N/A	68	\$519,000	\$482,000	7.7%	\$442,500	17.3%
OXENFORD	52	\$528,500	-3.9%	181	\$530,000	\$504,000	5.2%	\$405,000	30.9%
PACIFIC PINES	47	\$561,000	7.9%	256	\$533,000	\$520,000	2.5%	\$440,000	21.1%
PALM BEACH	39	\$812,000	3.1%	164	\$813,500	\$733,000	11.0%	\$510,000	59.5%
PARADISE POINT	35	\$1,030,000	-16.9%	148	\$1,008,000	\$1,060,000	-4.9%	\$825,000	22.2%
PARKWOOD	32	\$591,250	-3.6%	123	\$603,000	\$575,000	4.9%	\$446,500	35.1%
PIMPAMA	30	\$438,750	-6.9%	163	\$462,000	\$489,395	-5.6%	\$360,000	28.3%
REEDY CREEK	19	N/A	N/A	96	\$787,000	\$755,000	4.2%	\$615,000	28.0%
ROBINA	75	\$675,000	-7.5%	310	\$690,000	\$650,000	6.2%	\$500,000	38.0%
RUNAWAY BAY	23	\$960,000	-12.7%	111	\$982,500	\$957,500	2.6%	\$715,000	37.4%
SOUTHPORT	46	\$570,000	-6.9%	210	\$600,000	\$545,000	10.1%	\$405,000	48.1%
SPRINGBROOK	3	N/A	N/A	16	N/A	\$371,500	N/A	\$240,000	N/A
SURFERS PARADISE	22	\$1,219,500	-12.9%	106	\$1,330,000	\$1,392,500	-4.5%	\$1,135,000	17.2%
TALLAI ^	6	N/A	N/A	43	\$910,000	\$910,000	0.0%	\$677,000	34.4%
TALLEBUDGERA ^	11	N/A	N/A	54	\$916,500	\$800,000	14.6%	\$617,500	48.4%
TALLEBUDGERA VALLEY ^	5	N/A	N/A	33	\$1,050,000	\$825,000	27.3%	\$715,000	46.9%
TUGUN	17	N/A	N/A	73	\$625,000	\$590,000	5.9%	\$439,000	42.4%
UPPER COOMERA	85	\$500,000	3.1%	457	\$485,000	\$468,500	3.5%	\$385,000	26.0%
VARSITY LAKES	24	\$616,500	-1.0%	148	\$615,000	\$610,000	0.8%	\$459,000	34.0%
WONGAWALLAN ^	3	N/A	N/A	19	N/A	\$785,000	N/A	\$600,000	N/A
WORONGARY	11	N/A	N/A	48	\$507,500	\$470,000	8.0%	\$385,000	31.8%
WORONGARY ^	6	N/A	N/A	33	\$730,000	\$750,500	-2.7%	\$572,000	27.6%

SALES MARKET - UNITS & TOWNHOUSES									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GOLD COAST (LGA)	1718	\$415,000	-2.4%	10568	\$428,000	\$420,000	1.9%	\$345,000	24.1%
ARUNDEL	20	\$340,000	3.0%	113	\$350,500	\$337,500	3.9%	\$297,500	17.8%
ASHMORE	13	N/A	N/A	121	\$329,000	\$329,000	0.0%	\$263,900	24.7%
BENOWA	16	N/A	N/A	121	\$550,000	\$544,000	1.1%	\$571,500	-3.8%
BIGGERA WATERS	56	\$386,250	-9.1%	363	\$450,000	\$448,000	0.5%	\$320,000	40.6%
BILINGA	9	N/A	N/A	75	\$571,875	\$513,500	11.4%	\$343,500	66.5%
BROADBEACH	103	\$525,000	5.0%	485	\$520,000	\$522,500	-0.5%	\$500,000	4.0%
BROADBEACH WATERS	11	N/A	N/A	69	\$457,500	\$480,000	-4.7%	\$317,500	44.1%
BUNDALL	5	N/A	N/A	69	\$440,000	\$440,000	0.0%	\$307,500	43.1%
BURLEIGH HEADS	51	\$461,000	-11.4%	329	\$490,000	\$465,000	5.4%	\$360,000	36.1%
BURLEIGH WATERS	18	N/A	N/A	155	\$449,000	\$423,750	6.0%	\$310,000	44.8%
CARRARA	38	\$439,900	-6.4%	218	\$457,600	\$480,000	-4.7%	\$407,500	12.3%
CLEAR ISLAND WATERS	6	N/A	N/A	44	\$442,250	\$410,000	7.9%	\$440,000	0.5%
COOLANGATTA	47	\$548,000	0.1%	253	\$522,000	\$485,000	7.6%	\$395,250	32.1%
COOMABAH	27	\$367,000	-5.9%	146	\$359,500	\$354,000	1.6%	\$300,000	19.8%
COOMERA	35	\$450,000	4.1%	287	\$445,000	\$398,250	11.7%	\$407,500	9.2%
CURRUMBIN	22	\$565,000	2.3%	92	\$560,000	\$476,500	17.5%	\$412,500	35.8%
CURRUMBIN WATERS	5	N/A	N/A	86	\$505,000	\$385,000	31.2%	\$280,000	80.4%
ELANORA	11	N/A	N/A	68	\$392,500	\$365,500	7.4%	\$277,500	41.4%
HELENSVALE	29	\$428,000	29.3%	153	\$500,000	\$450,500	11.0%	\$323,500	54.6%
HIGHLAND PARK	8	N/A	N/A	29	\$310,000	\$301,000	3.0%	\$255,500	21.3%
HOLLYWELL	6	N/A	N/A	34	\$695,000	\$732,500	-5.1%	\$635,000	9.4%
HOPE ISLAND	65	\$730,000	4.3%	549	\$700,000	\$607,500	15.2%	\$495,000	41.4%
LABRADOR	95	\$322,500	-11.3%	509	\$355,000	\$352,000	0.9%	\$285,000	24.6%
MAIN BEACH	43	\$725,000	-10.5%	229	\$735,000	\$670,000	9.7%	\$527,750	39.3%
MERMAID BEACH	42	\$375,000	-12.8%	290	\$420,000	\$415,000	1.2%	\$315,000	33.3%
MERMAID WATERS	35	\$385,000	2.7%	187	\$380,000	\$360,000	5.6%	\$292,500	29.9%
MERRIMAC	21	\$351,250	-13.8%	123	\$365,000	\$350,000	4.3%	\$300,000	21.7%
MIAMI	35	\$415,000	-21.5%	194	\$485,000	\$455,000	6.6%	\$340,000	42.6%
MUDGEERABA	17	N/A	N/A	98	\$390,000	\$388,250	0.5%	\$308,000	26.6%
NERANG	27	\$328,000	0.6%	169	\$328,000	\$312,500	5.0%	\$255,000	28.6%
ORMEAU	7	N/A	N/A	55	\$375,000	\$355,000	5.6%	\$327,500	14.5%
OXENFORD	16	N/A	N/A	104	\$330,000	\$318,000	3.8%	\$243,500	35.5%
PACIFIC PINES	17	N/A	N/A	110	\$362,500	\$370,000	-2.0%	\$345,000	5.1%
PALM BEACH	51	\$565,000	29.9%	277	\$450,000	\$442,500	1.7%	\$309,000	45.6%
PARADISE POINT	30	\$732,500	8.5%	154	\$700,000	\$682,500	2.6%	\$570,000	22.8%
PARKWOOD	3	N/A	N/A	22	\$351,000	\$355,000	-1.1%	\$280,000	25.4%
PIMPAMA	14	N/A	N/A	167	\$370,000	\$380,000	-2.6%	\$389,000	-4.9%
REEDY CREEK	10	N/A	N/A	83	\$369,000	\$336,000	9.8%	\$265,000	39.2%
ROBINA	74	\$435,000	-8.4%	388	\$450,000	\$457,500	-1.6%	\$420,000	7.1%
RUNAWAY BAY	26	\$608,750	49.8%	161	\$480,000	\$490,000	-2.0%	\$405,000	18.5%
SOUTHPORT	143	\$365,000	-6.2%	864	\$385,000	\$400,000	-3.8%	\$300,000	28.3%
SURFERS PARADISE	257	\$367,000	1.9%	1376	\$375,000	\$385,000	-2.6%	\$349,500	7.3%
TUGUN	18	N/A	N/A	145	\$465,000	\$438,500	6.0%	\$345,000	34.8%
UPPER COOMERA	30	\$354,500	-9.7%	176	\$381,000	\$369,000	3.3%	\$295,000	29.2%
VARSITY LAKES	79	\$437,500	-2.0%	480	\$447,000	\$450,000	-0.7%	\$360,000	24.2%

SALES MARKET - VACANT LAND <2400m ²									
GOLD COAST (LGA)	65	\$299,000	8.9%	1113	\$276,000	\$252,500	9.3%	\$225,338	22.5%
GOLD COAST (LGA) ^	9	N/A	N/A	105	\$469,000	\$436,000	7.6%	\$355,000	32.1%
COOMERA	4	N/A	N/A	88	\$264,900	\$245,000	8.1%	\$231,500	14.4%
ELANORA	0	N/A	N/A	1	N/A	\$337,500	N/A	\$245,000	N/A
GILSTON	0	N/A	N/A	15	N/A	\$344,000	N/A	\$220,000	N/A
HELENSVALE	15	N/A	N/A	93	\$389,900	\$359,900	8.3%	\$510,000	-23.5%
HOPE ISLAND	2	N/A	N/A	14	N/A	\$650,000	N/A	\$283,000	N/A
MAUDSLAND	3	N/A	N/A	46	\$290,500	\$275,750	5.4%	\$238,000	22.1%
ORMEAU	1	N/A	N/A	77	\$239,000	\$235,000	1.7%	\$225,000	6.2%
ORMEAU HILLS	1	N/A	N/A	50	\$252,419	\$244,025	3.4%	\$210,000	20.2%
PACIFIC PINES	0	N/A	N/A	1	N/A	\$326,000	N/A	\$240,900	N/A
PIMPAMA	23	\$268,000	2.7%	502	\$266,000	\$249,400	6.7%	\$230,000	15.7%
REEDY CREEK	0	N/A	N/A	10	N/A	\$385,000	N/A	\$298,823	N/A
UPPER COOMERA	3	N/A	N/A	67	\$274,500	\$256,300	7.1%	\$219,700	24.9%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$495	899	\$470	1001	\$415	1046
4208	Gilberton/Jacobs Well/Ormeau	\$400	23	\$400	22	\$365	30
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$393	138	\$390	166	\$365	93
4210	Oxenford/Studio Village/Wangawallan	\$440	16	\$430	14	\$385	20
4211	Advancetown/Beechmont/ Binna Burra/Canara/ Goven/ Nerang	\$450	91	\$438	100	\$390	115
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$540	43	\$513	54	\$460	69
4213	Austinville/Mudgeeraba/Springbrook/ Tallai/ Worongary	\$530	34	\$483	30	\$420	48
4214	Arundel/Ashmore/Ernest/ Parkwood	\$480	75	\$450	86	\$410	85
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$470	107	\$450	114	\$390	113
4216	Biggera Wtrsr Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$495	61	\$468	58	\$390	73
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$630	37	\$593	50	\$525	51
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$690	37	\$608	64	\$490	66
4220	Andrews/Burleigh/Miami/Tally Valley	\$600	51	\$580	65	\$450	76
4221	Elanora/Palm Bch	\$625	46	\$550	53	\$450	43
4223	Curumbin/Currumbin Valley	\$550	19	\$540	27	\$460	32
4224	Tugun	\$490	5	\$550	7	\$415	14
4226	Kerrydale/Merrimac/Robina	\$550	71	\$523	56	\$440	67
4227	Reedy Ck/Stephens/Varsity Lakes	\$520	33	\$493	32	\$430	41
	Scenic Rim Regional	\$350	92	\$350	117	\$350	120
4270	Tamborine/ Biddaddaba/ Boyland/ Mundoolun/ Wanglepong	\$488	6	\$480	8	N/A	4
4272	Mt Tamborine	\$450	14	\$438	26	\$380	21
4285	Beaudesert/ Cedar Vale/ Innisplain/ Koorallbyn/ Lamington	\$325	38	\$320	42	\$310	45
4309	Aratula/ Kalbar	\$300	5	\$295	11	\$250	8
4310	Boonah/ Dugandien/ Mt Alford	\$285	14	\$275	15	\$265	10

RENTAL MARKET - 2 BED UNITS

	GOLD COAST CITY	\$440	2245	\$420	2629	\$350	2772
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$355	13	\$330	14	\$280	6
4210	Oxenford/Studio Village/Wongawallan	\$325	16	\$320	18	\$295	21
4211	Advancetown/Beechmont/ Binna Burra/Canara/ Goven/ Nerang	\$460	65	\$340	37	\$365	55
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$420	39	\$410	45	\$380	61
4214	Arundel/Ashmore/Ernest/ Parkwood	\$365	19	\$330	27	\$295	20
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$420	618	\$410	738	\$340	623
4216	Biggera Whrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$430	191	\$420	247	\$340	185
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$475	371	\$450	588	\$400	651
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$420	226	\$420	275	\$345	369
4220	Andrews/Burleigh/Miami/Tally Valley	\$450	172	\$430	168	\$360	210
4221	Elanora/Palm Bch	\$400	115	\$380	119	\$310	171
4223	Curumbin/Currumbin Valley	\$430	29	\$430	35	\$325	30
4224	Tugun	\$440	35	\$380	36	\$280	40
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	\$400	96	\$400	101	\$310	111
4226	Kerrydale/Merrimac/Robina	\$463	122	\$438	66	\$395	78
4227	Reedy Ck/Stephens/Varsity Lakes	\$460	113	\$405	110	\$370	131
	Scenic Rim Regional	\$270	26	\$250	32	\$215	31
4285	Beaudesert/ Cedar Vale/ Innisplain/ Koorallbyn/ Lamington/ etc	\$270	17	\$250	29	\$200	24

“The Gold Coast was the local government area in Queensland reporting the largest net internal migration of nearly 6900 residents for the year to June 2017.”

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$435	931	\$420	1096	\$370	1281
4208	Gilberton/Jacobs Well/Ormeau	\$398	10	\$385	7	\$365	23
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$388	158	\$375	180	\$345	174
4210	Oxenford/Studio Village/Wongawallan	\$390	11	\$375	17	\$340	19
4211	Advancetown/Beechmont/ Binna Burra/Canara/ Goven/ Nerang	\$405	167	\$400	186	\$355	228
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$480	55	\$470	56	\$400	31
4213	Austinvilla/Mudgeeraba/Springbrook/ Tallai/ Worangary	\$420	24	\$420	34	\$360	42
4214	Arundel/Ashmore/Ernest/ Parkwood	\$410	40	\$400	58	\$360	55
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$440	89	\$430	126	\$390	149
4216	Biggera Whrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$450	49	\$398	60	\$360	96
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$500	31	\$495	38	\$420	52
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$555	25	\$510	27	\$395	26
4220	Andrews/Burleigh/Miami/Tally Valley	\$523	30	\$540	32	\$400	45
4221	Elanora/Palm Bch	\$495	25	\$480	27	\$350	22
4223	Curumbin/Currumbin Valley	\$480	18	\$465	29	\$365	13
4224	Tugun	\$530	23	\$460	15	\$430	34
4226	Kerrydale/Merrimac/Robina	\$530	116	\$488	134	\$410	171
4227	Reedy Ck/Stephens/Varsity Lakes	\$480	57	\$470	66	\$410	97

MOST EXPENSIVE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
MERMAID BEACH	\$1,565,000	4.3%
SURFERS PARADISE	\$1,330,000	-4.5%
BROADBEACH WATERS	\$1,100,000	0.0%
CLEAR ISLAND WATERS	\$1,074,950	-9.7%
PARADISE POINT	\$1,008,000	-4.9%

MOST AFFORDABLE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
COOMERA	\$451,250	-5.4%
LOWER BEECHMONT	\$456,750	13.5%
NERANG	\$460,000	7.0%
PIMPAMA	\$462,000	-5.6%
JACOBS WELL	\$467,000	7.0%

MOST EXPENSIVE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
MAIN BEACH	\$735,000	9.7%
HOPE ISLAND	\$700,000	15.2%
PARADISE POINT	\$700,000	2.6%
HOLLYWELL	\$695,000	-5.1%
BILINGA	\$571,875	11.4%

MOST AFFORDABLE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
HIGHLAND PARK	\$310,000	3.0%
NERANG	\$328,000	5.0%
ASHMORE	\$329,000	0.0%
OXENFORD	\$330,000	3.8%
ARUNDEL	\$350,500	3.9%



Toowoomba

The Toowoomba house market has been a consistently steady performer, with the annual median price reaching \$355,000 after a modest growth of 1.1 per cent.

The unit market performance, on the other hand, was weak for the past quarter and the past year. The annual median unit price fell to \$300,000 as unit sale volumes reduced nearly 19 per cent to March 2018.

The five-year performance of the house and unit markets revealed a cumulative price increase of about 18 per cent for each market. This is not bad compared to other regional areas. However, their medium-term performance was still modest.

The rental market performance remained solid over the March quarter as vacancies fell to 2.3 per cent and the weekly median rent increased for three-bedroom houses and two-bedroom units.

Business investment is flowing to the region and the construction of the Toowoomba Second Range Crossing has been a key contributor to promote regional economic development.

The FKG Group completed the construction of a \$40 million Pulse Data Centre in April this year. This is the first regional tier III data centre of its kind in Australia and it is an initiative supported by the Queensland Government with the aim of developing an Innovation Precinct at the Toowoomba Technology Park. This private-sector investment will support diversification of employment beyond the top-three employment industries in Toowoomba of health care, retail and education.

The construction of the \$240 million Yarranlea Solar Farm - owned by Risen Energy - commenced in May this year, expecting to create about 200 jobs. Once operational in about twelve months, the project will supply energy to approximately 32,000 homes, businesses and industries in the Darling Downs region.

The March 2018 regional unemployment rate of 5.5 per cent remained below the State's unemployment rate of 6 per cent. Construction has been the industry adding the largest number of jobs over the past few months as the Toowoomba Second Range Crossing continued progressing on track.

The outlook for the house sales market is steady for the remaining of 2018. The outlook for the unit sales market is not as promising due to the increase in unit developments.

The outlook of the rental market remains positive and supported by demand from workers relocating to the region.

HOUSE MARKET (<2400M²)

The March 2018 quarter median house price fell 3.1 per cent, to \$350,000. The annual median price, which is a better indicator for price trends, increased a modest 1.1 per cent, to \$355,000.

Over the past five years, house prices increased 18.3 per cent or \$55,000. This increase is equivalent to a price gain of \$11,000 a year.

Fastest-selling suburbs#¹

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Toowoomba City (25 days, \$342,000)
- Centenary Heights (30 days, \$370,000)
- Meringandan West (34 days, \$436,000[^])
- Rangeville (36 days, \$445,000)
- East Toowoomba (38 days, \$412,500)

All these suburbs, with the exception of Meringandan West, are located no more than 7km from the city centre, which drives buyers' demand. Meringandan West offers a rural lifestyle within 25 km to Toowoomba city.

The fastest-selling suburbs in Toowoomba are amongst the most expensive suburbs. Only Toowoomba City has an annual median price below the local government area.

General Activity

The annual volume of sales fell 14 per cent, from 2275 sales in March 2017 to 1956 sales in March 2018.

Listing volumes followed a similar trend, triggering a fall on the stock on market from 8.7 per cent in February 2017 to 7.9 per cent in February 2018.

Median days on market and median vendor discount improved slightly for the past year. A house in Toowoomba needs about 51 days and a discount of 4.6 per cent.

UNIT MARKET

The unit market struggled for the past quarter and the past year as the annual sales volume fell nearly 19 per cent.

A typical unit in Toowoomba had an annual median price of \$300,000 in March 2018 compared to \$309,000 in March 2017. So, this means that a unit lost about \$9000 in value for the past year.

Over the past five years, the annual median unit price increased a total of \$45,000 or \$9,000 a year, from \$255,000 in March 2013.

Listing volumes also experienced a contraction of 8.4 per cent, from 724 in February 2017 to 663 in February 2018.

Median days on market and median vendor discount held relatively steady for the past year to February 2018.

RENTAL MARKET

Toowoomba vacancies tightened this quarter, from 3.1 per cent in December to 2.3 per cent in March.

Anecdotal evidence from regional property managers revealed a stronger performance of the house market compared to the unit market as new unit developments have increased the rental stock for medium to high density dwellings.

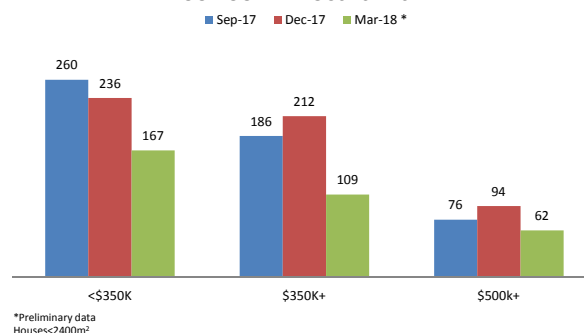
The bonds data revealed an increase of nearly 120 units in the rental market over the March quarter compared to about only 30 houses over the same period.

The weekly median rent for three-bedroom houses and two-bedroom units increased \$10 a week for the past quarter, to \$310 and \$255, respectively. The rent for three-bedroom townhouses held steady at \$320 a week for the March quarter.

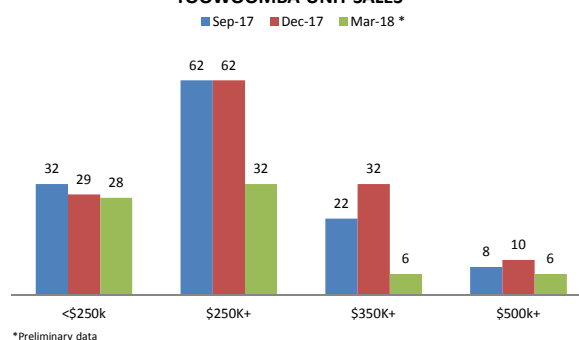
House and unit yields improved this quarter as a result of the increase in rents and the fall in the March quarter median prices.

An investor in Toowoomba should expect to gain annual rental yields in the range of 4.5 per cent to 5 per cent.

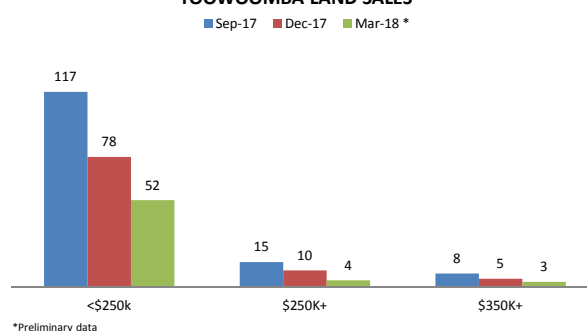
TOOWOOMBA HOUSE SALES



TOOWOOMBA UNIT SALES



TOOWOOMBA LAND SALES



SALES MARKET - HOUSES <2400m ²										
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE	
TOOWOOMBA (LGA)	347	\$350,000	-3.1%	1956	\$355,000	\$351,000	1.1%	\$300,000	18.3%	
TOOWOOMBA (LGA) ^	79	\$500,000	-9.1%	475	\$522,000	\$498,000	4.8%	\$430,000	21.4%	
CENTENARY HEIGHTS	19	N/A	N/A	117	\$370,000	\$365,000	1.4%	\$305,000	21.3%	
CROWS NEST	6	N/A	N/A	34	\$295,000	\$267,500	10.3%	\$255,000	15.7%	
DARLING HEIGHTS	8	N/A	N/A	46	\$341,000	\$335,000	1.8%	\$305,000	11.8%	
EAST TOOWOOMBA	14	N/A	N/A	88	\$412,500	\$495,000	-16.7%	\$360,000	14.6%	
GLENVALE	4	N/A	N/A	64	\$362,500	\$355,000	2.1%	\$332,500	9.0%	
GLENVALE ^	3	N/A	N/A	16	N/A	\$545,000	N/A	\$516,000	N/A	
HARLAXTON	10	N/A	N/A	36	\$293,000	\$260,000	12.7%	\$245,000	19.6%	
HARRISTOWN	24	\$282,500	-5.8%	133	\$303,000	\$312,915	-3.2%	\$264,000	14.8%	
HIGHFIELDS	7	N/A	N/A	42	\$479,500	\$465,000	3.1%	\$440,000	9.0%	
HIGHFIELDS ^	18	N/A	N/A	93	\$540,000	\$521,000	3.7%	\$450,000	20.0%	
KEARNEYS SPRING	20	\$385,000	-3.1%	114	\$386,250	\$383,000	0.9%	\$335,000	15.3%	
KINGSTHORPE	2	N/A	N/A	22	\$327,000	\$325,000	0.6%	\$252,000	29.8%	
KLEINTON	8	N/A	N/A	48	\$502,500	\$515,000	-2.4%	\$426,500	17.8%	
MERINGANDAN WEST ^	4	N/A	N/A	22	\$436,000	\$391,500	11.4%	\$315,000	38.4%	
MIDDLE RIDGE	16	N/A	N/A	89	\$520,000	\$530,000	-1.9%	\$445,000	16.9%	
MOUNT LOFTY	15	N/A	N/A	78	\$487,500	\$450,000	8.3%	\$335,000	45.5%	
NEWTOWN	23	\$310,000	6.9%	151	\$300,000	\$310,000	-3.2%	\$255,000	17.6%	
NORTH TOOWOOMBA	13	N/A	N/A	59	\$300,000	\$300,000	0.0%	\$266,000	12.8%	
Oakey	8	N/A	N/A	41	\$233,000	\$213,500	9.1%	\$194,000	20.1%	
PITTSWORTH	7	N/A	N/A	41	\$325,000	\$295,000	10.2%	\$251,500	29.2%	
RANGEVILLE	28	\$467,500	3.3%	165	\$445,000	\$425,000	4.7%	\$363,000	22.6%	
ROCKVILLE	10	N/A	N/A	39	\$280,000	\$273,500	2.4%	\$246,000	13.8%	
SOUTH TOOWOOMBA	21	\$315,000	-6.0%	97	\$326,000	\$328,500	-0.8%	\$266,500	22.3%	
TOOWOOMBA CITY	9	N/A	N/A	36	\$342,000	\$367,500	-6.9%	\$267,500	27.9%	
WESTBROOK	9	N/A	N/A	74	\$444,000	\$469,000	-5.3%	\$400,000	11.0%	
WILSONTON	14	N/A	N/A	72	\$322,750	\$300,000	7.6%	\$275,000	17.4%	
WILSONTON HEIGHTS	12	N/A	N/A	43	\$270,000	\$284,500	-5.1%	\$265,000	1.9%	
WYREEMA	5	N/A	N/A	14	N/A	\$315,000	N/A	\$289,500	N/A	

SURROUNDS										
GOONDIWINDI (LGA)	18	N/A	N/A	101	\$265,000	\$280,000	-5.4%	\$230,000	15.2%	
GOONDIWINDI	13	N/A	N/A	71	\$315,500	\$310,000	1.8%	\$265,000	19.1%	
SOUTHERN DOWNS (LGA)	72	\$253,000	4.3%	380	\$250,000	\$243,750	2.6%	\$225,000	11.1%	
SOUTHERN DOWNS (LGA) ^	23	\$315,000	-14.9%	198	\$355,000	\$345,000	2.9%	\$300,000	18.3%	
STANTHORPE	18	N/A	N/A	95	\$260,000	\$238,750	8.9%	\$225,000	15.6%	
WARWICK	34	\$280,000	21.7%	200	\$253,500	\$247,750	2.3%	\$230,000	10.2%	
WESTERN DOWNS (LGA)	31	\$140,000	-28.2%	264	\$185,000	\$195,000	-5.1%	\$310,000	-40.3%	
WESTERN DOWNS (LGA) ^	10	N/A	N/A	131	\$308,000	\$347,750	-11.4%	\$381,500	-19.3%	
CHINCHILLA	8	N/A	N/A	83	\$190,000	\$215,000	-11.6%	\$386,250	-50.8%	
DALBY	16	N/A	N/A	124	\$210,000	\$225,000	-6.7%	\$250,000	-16.0%	
DALBY ^	5	N/A	N/A	49	\$402,000	\$379,000	6.1%	\$450,000	-10.7%	

SALES MARKET - UNITS & TOWNHOUSES										
TOOWOOMBA (LGA)	74	\$285,000	-8.1%	489	\$300,000	\$309,000	-2.9%	\$255,000	17.6%	
CENTENARY HEIGHTS	1	N/A	N/A	31	\$337,500	\$372,500	-9.4%	\$315,750	6.9%	
EAST TOOWOOMBA	9	N/A	N/A	56	\$330,000	\$339,500	-2.8%	\$228,500	44.4%	
HARRISTOWN	5	N/A	N/A	49	\$305,000	\$307,500	-0.8%	\$151,000	102.0%	
HIGHFIELDS	3	N/A	N/A	9	N/A	\$385,000	N/A	\$289,500	N/A	
KEARNEYS SPRING	8	N/A	N/A	46	\$294,750	\$294,000	0.3%	\$267,500	10.2%	
NEWTOWN	10	N/A	N/A	52	\$270,000	\$303,000	-10.9%	\$237,000	13.9%	
RANGEVILLE	4	N/A	N/A	29	\$360,500	\$353,750	1.9%	\$290,000	24.3%	
SOUTH TOOWOOMBA	10	N/A	N/A	56	\$313,750	\$329,000	-4.6%	\$239,500	31.0%	
WILSONTON	2	N/A	N/A	19	N/A	\$295,000	N/A	\$242,000	N/A	

SALES MARKET - VACANT LAND <2400m ²										
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE	
TOOWOOMBA (LGA)	46	\$195,250	11.6%	378	\$170,000	\$175,500	-3.1%	\$157,500	7.9%	
TOOWOOMBA (LGA) ^	13	N/A	N/A	102	\$232,500	\$203,500	14.3%	\$142,500	63.2%	
CRANLEY	1	N/A	N/A	3	N/A	\$175,875	N/A	\$155,000	N/A	
GLENVALE	2	N/A	N/A	87	\$166,000	\$169,500	-2.1%	\$160,000	3.8%	
KEARNEYS SPRING	19	N/A	N/A	37	\$197,000	\$189,750	3.8%	\$162,500	21.2%	
KLEINTON	3	N/A	N/A	28	\$195,000	\$197,000	-1.0%	\$153,500	27.0%	
MIDDLE RIDGE	1	N/A	N/A	6	N/A	\$256,500	N/A	\$196,500	N/A	
WESTBROOK	3	N/A	N/A	30	\$209,000	\$204,750	2.1%	\$152,000	37.5%	
WYREEMA	0	N/A	N/A	5	N/A	\$161,000	N/A	\$135,900	N/A	

SURROUNDS										
SOUTHERN DOWNS (LGA)	13	N/A	N/A	78	\$90,000	\$75,000	20.0%	\$75,350	19.4%	

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY ¹	MAR-18 \$/ WEEK	NEW BONDS	MAR-17 \$/ WEEK	NEW BONDS	MAR-13 \$/ WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$310	656	\$300	755	\$290	662
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilonton	\$320	523	\$305	585	\$295	515
4352	Cabarlah/Gowie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcatt/Wyreema	\$320	24	\$330	31	\$335	28
4355	Crows Nest/Emu Creek	\$270	22	\$265	18	\$260	9
4356	Pittsworth/Mount Tyson	\$260	17	\$288	18	\$265	25
4357	Millmerran	\$255	10	\$265	12	\$250	8
4361	Clifton	\$263	6	\$248	8	\$200	8
4400	Kingsthorpe	N/A	4	\$320	5	\$260	5
4401	Oakey	\$293	26	\$270	49	\$260	34
GOONDIWINDI REGIONAL		N/A	47	\$280	41	\$255	40
4387	Inglewood	N/A	3	N/A	N/A	N/A	3
4390	Goondiwindi	\$300	36	\$285	39	\$290	25
SOUTHERN DOWNS REGIONAL		\$270	122	\$265	145	\$250	162
4362	Allora/Hendon/Talgai/Berat/Deuchar	N/A	3	\$250	9	\$250	10
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$270	67	\$265	98	\$250	92
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$290	40	\$293	22	\$250	39
WESTERN DOWNS REGIONAL		\$230	123	\$220	167	\$325	163
4405	Dalby	\$260	63	\$240	86	\$300	90
4410	Jandowae	\$0	0	N/A	2	N/A	4
4413	Chinchilla	\$205	38	\$190	51	\$400	45
4415	Miles	\$190	13	\$188	14	\$400	8

RENTAL MARKET - 2 BED UNITS							
TOOWOOMBA REGIONAL		\$255	488	\$250	562	\$230	371
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilonton	\$260	452	\$250	516	\$230	344
4352	Cabarlah/Gowie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcatt/Wyreema	\$249	8	\$275	15	\$252	5
4401	Oakey	\$218	8	\$220	11	\$210	13
4614	Yarraman	\$150	5	N/A	1	N/A	4
GOONDIWINDI REGIONAL		\$220	26	\$203	40	\$180	28
4390	Goondiwindi	\$220	25	\$200	39	\$180	27
SOUTHERN DOWNS REGIONAL		\$210	57	\$210	70	\$200	68
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$210	37	\$215	50	\$205	43
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$210	17	\$208	18	\$185	19
WESTERN DOWNS REGIONAL		\$170	48	\$160	55	\$260	62
4405	Dalby	\$185	30	\$185	31	\$220	31
4413	Chinchilla	\$158	12	\$150	19	\$390	24

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ^a	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOOWOOMBA REGIONAL	\$320	34	\$310	35	\$282	28
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/ Harlaxton/Haristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/ Wilsonton	\$320	34	\$310	34	\$282	25
	SOUTHERN DOWNS REGIONAL	N/A	3	N/A	4	\$260	8
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	N/A	2	N/A	3	\$270	7
	WESTERN DOWNS REGIONAL	\$200	9	\$180	16	N/A	3
4405	Dalby	N/A	2			N/A	2
4413	Chinchilla	\$190	6	\$180	15	N/A	1

“Business investment is flowing to the region and the construction of the Toowoomba Second Range Crossing has been a key contributor to promote regional economic development.”



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Sunshine Coast SD

The Sunshine Coast Statistical Division (SD) (incorporating the Sunshine Coast LGA and Noosa Shire) house market has delivered moderate and sustainable growth for the quarter, the past year and the past five years.

A typical house in the Sunshine Coast SD increased in value \$31,250 for the past year, to reach an annual median price of \$576,250. Noosa continued holding the title of the most exclusive market compared to the Sunshine Coast local government area as Noosa houses generally cost \$100,000 more.

In March 2018, the Noosa median house price reached \$665,000 compared to the Sunshine Coast median house price of \$563,000.

The Noosa unit market also performed well for the past 12 months, growing a stellar 7.1 per cent to reach an annual median price of \$525,000 and remaining as the most expensive unit market in Queensland.

Unit prices in the Sunshine Coast local government area increased 2.8 per cent, to \$405,000 in March 2018.

Infrastructure Projects

The Sunshine Coast region has been the state's biggest winner in the 2018 federal budget.

The Federal Government has allocated \$3.69 billion to support infrastructure spending in the Sunshine Coast, which represents about 72 per cent of the state's allocated funding of \$5.2 billion.

Beerburum to Nambour Rail Upgrade

The \$722 million Beerburum to Nambour Rail upgrade was the only Queensland project making the Infrastructure Australia's priority project list in early 2018. It has been classified as a priority project, which means that the project addresses a nationally significant problem or opportunity.

The 2018 federal budget has allocated \$390 million to the project. The business case identified the need of federal funding of \$578 million or about 80 per cent of the estimated capital costs. It is unclear the source of funding for the remaining \$188 million.

This project will better integrate Brisbane with the Sunshine Coast, making the rural lifestyle potentially more attractive for Brisbane workers.

Bruce Highway

The 2018 federal budget has allocated \$3.3 billion to the Bruce Highway project, including \$880 million for the Cooroy to Curra Section D and \$880 million to the Pine River to Caloundra section of the highway.

Employment and Population Growth

Regional employment opportunities are solid in the Sunshine Coast region. The March 2018 unemployment rate was 5 per cent compared to 6 per cent in Queensland and 5.5 per cent in Australia.

Regional population growth has been one of the key drivers supporting economic development and a solid housing market performance. Population in the Sunshine Coast SA4 increased by about 2.5 per cent or 8855 residents for the year to June 2017, to reach about 366,280 residents. The main driver for the increase was the net internal migration, which added about 6120 residents.

The Sunshine Coast SA4 was the region in Queensland and Australia reporting the second-largest net internal migration of over 6120 residents for the year to June 2017.

Outlook

The rental market in the Sunshine Coast SD is the strongest in Queensland, generally reporting vacancies well below 1 per cent for the March 2018 quarter. This market is in serious need of additional rental stock to create a better equilibrium between supply and demand.

The house and unit sale markets are classed as rising for both Noosa Shire and Sunshine Coast LGA. Their 2018 outlook is promising, considering the pile of infrastructure investment and the strong preference for internal migration.

HOUSE MARKET (<2400M²)

The Sunshine Coast SD house market grew a modest 0.4 per cent over the March quarter due to a fall on the Noosa house prices of about 4.8 per cent for the same period.

Looking at the annual data, the Sunshine Coast SD house price increased 5.7 per cent, to \$576,250 in March 2018. Noosa house prices grew 5.6 per cent, to reach \$665,000.

Noosa delivered the largest medium-term growth of 38.5 per cent amongst all areas analysed in the QMM. The Noosa median house price was \$480,000 in March 2013.

Fastest-selling suburbs#¹

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Battery Hill (18 days, \$577,000) – Sunshine Coast LGA
- Pacific Paradise (21 days, \$465,000) – Sunshine Coast LGA
- Currimundi (24 days, \$531,000) – Sunshine Coast LGA
- Sippy Downs (25 days, \$500,000) – Sunshine Coast LGA
- Palmwoods (26 days, \$499,000) – Sunshine Coast LGA

All these suburbs are located in the Sunshine Coast local government area, which demonstrates that houses in Noosa usually take longer to sell as they require a higher financial commitment.

Battery Hill and Currimundi are located in proximity to Caloundra and the beach. Pacific Paradise is an inland suburb with access to the Maroochy River. Sippy Downs and Palmwoods offer the rural living option at affordable prices.

All these suburbs, with the exception of Battery Hill, have a median sale price below the local government area median price, which support their popularity as affordable suburbs.

Affordable Houses

Affordable houses in the range of \$382,250 to \$430,000 are usually found in the suburbs of Nambour, Landsborough, Burnside, Coes Creek and Yandina. We noted no changes on the most affordable suburbs compared to the December 2017 quarter.

General Activity

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

The volume of annual sales in the Sunshine Coast SD fell 12 per cent for the past year, from 5985 transactions in March 2017 to 5268 sales in March 2018. A similar trend was seen in the Sunshine Coast local government area and the Noosa Shire.

Market trend indicators showed characteristics of a market wherein supply is falling and demand is increasing, supporting the upward pressure on prices.

Annual listing volumes in the statistical division fell 11.4 per cent, from 9812 listings in February 2017 to 8690 in February 2018.

Median days on market fell from 49 days in February 2017 to 43 days in February 2018. The median vendor discount also reduced from 4.1 per cent in February 2017 to 3.8 per cent in February 2018.

Vendors in the Sunshine Coast local government area require the lowest median vendor discount to reach a sale of 3.6 per cent, supporting the strength of the market.

UNIT MARKET

The Sunshine Coast SD unit market fell 3.8 per cent for the March quarter, to \$413,500. The fall in prices in the Sunshine Coast local government area was the main driver for the regional price reduction as Noosa prices increased 9.5 per cent for the same period.

Looking at the annual data, the unit market performed well growing 3.7 per cent in value in the Sunshine Coast SD, 2.8 per cent in the Sunshine Coast local government area and 7.1 per cent in Noosa.

A unit in Noosa had an annual median unit price of \$525,000 which was \$120,000 dearer compared to the unit prices in the Sunshine Coast local government area.

Over the medium term, the Noosa unit market was strongest performers of all areas analysed in the QMM, reaching a cumulative growth of 28 per cent. A unit in Noosa had an annual median price of \$410,000 in March 2013.

The most popular price range for Sunshine Coast LGA units is for sales between \$350,000 and \$500,000. This range increases for Noosa units from \$500,000 to \$750,000.

The Sunshine Coast SD unit sales volumes fell 19.1 per cent, from 4832 in March 2017 to 3911 in March 2018.

Market trend indicators showed a fall in supply and an increase in demand for the past year to February 2018.

Unit listing volumes fell 9.5 per cent from 5091 in February 2017 to 4608 in February 2018.

Median days on market and median days on market also improved in the Sunshine Coast SD. A unit in needed 53 days and a discount of 3.8 per cent to reach a sale in February 2018.

RENTAL MARKET

The Sunshine Coast rental market is very challenging for renters who are looking for accommodation and it would benefit from additional investor activity.

The Sunshine Coast statistical division had a vacancy rate of 1 per cent for the March quarter. Caloundra was the tightest rental market in Queensland, with just 0.5 per cent of properties vacant.

Noosa also reported very tight vacancies, with only 0.8 per cent vacant properties for the March quarter.

The bonds data revealed the Sunshine Coast rental market was able to absorb an additional 764 rental properties for the year to March 2018, reporting a total of 32,918 occupied rental properties.

The number of Noosa occupied rental properties, on the other hand, fell by 126 dwellings, to 4,220 properties for the year to March 2018.

Noosa and the Sunshine Coast are the second and third most expensive rental markets for three-bedroom houses, with weekly median rents of \$460 and \$450, respectively.

Noosa remains the most expensive rental market for three-bedroom townhouses as the median weekly rent was \$508 for the March quarter. The rent for this type of dwelling has fallen by more than \$100 a week from the previous quarter as the holiday-peak season has come to the end.

Houses and units in Noosa achieved one of the smallest yields in Queensland, sitting in the range of 3.5 per cent to 4 per cent.

Houses and units in the Sunshine Coast local government area achieved higher yields compared to Noosa and within the 4 per cent to 5 per cent range.

MOST EXPENSIVE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
MINYAMA	\$1,275,000	43.9%
SUNSHINE BEACH	\$1,207,500	0.6%
ALEXANDRA HEADLAND	\$995,000	3.7%
NOOSAVILLE	\$948,500	-0.2%
NOOSA HEADS	\$920,000	-2.7%

MOST AFFORDABLE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
NAMBOUR	\$382,250	4.7%
LANDSBOROUGH	\$427,500	11.3%
BURNSIDE	\$428,500	2.0%
COES CREEK	\$428,750	2.7%
YANDINA	\$430,000	9.4%

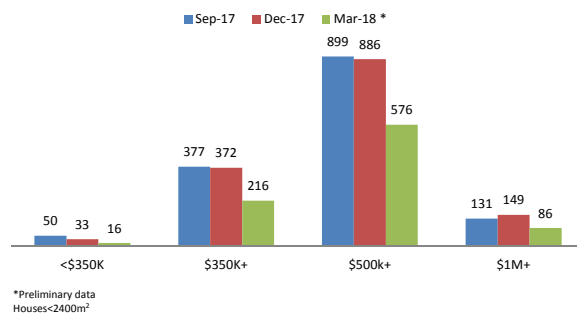
MOST EXPENSIVE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
NOOSA HEADS	\$695,000	7.3%
SUNSHINE BEACH	\$690,000	7.8%
PEREGIAN BEACH	\$635,000	46.0%
BIRTINYA	\$563,500	22.5%
TWIN WATERS	\$558,000	-2.5%

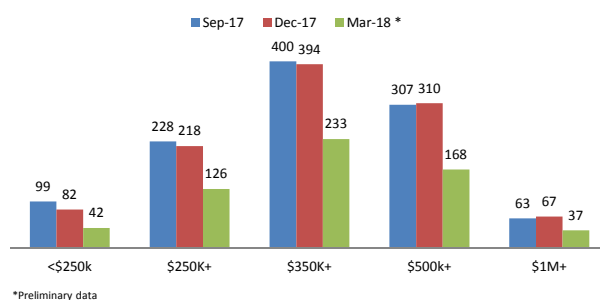
MOST AFFORDABLE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
NAMBOUR	\$280,000	-1.2%
BATTERY HILL	\$285,000	9.9%
COOROY	\$335,000	11.9%
WARANA	\$350,000	2.9%
TEWANTIN	\$359,000	10.0%

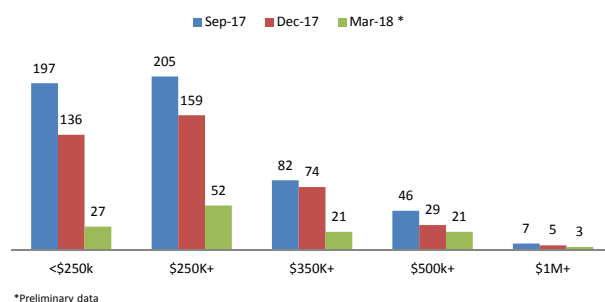
SUNSHINE COAST & NOOSA HOUSE SALES



SUNSHINE COAST & NOOSA UNIT SALES



SUNSHINE COAST & NOOSA LAND SALES



“The Sunshine Coast rental market is very challenging for renters who are looking for accommodation and it would benefit from additional investor activity.”



SALES MARKET - HOUSES <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SUNSHINE COAST (SD)	948	\$587,500	0.4%	5268	\$576,250	\$545,000	5.7%	\$437,000	31.9%
SUNSHINE COAST (SD) ^	211	\$657,500	-1.1%	1252	\$670,000	\$630,000	6.4%	\$525,000	27.6%
SUNSHINE COAST (LGA)	785	\$583,000	2.3%	4380	\$563,000	\$535,000	5.2%	\$430,000	30.9%
SUNSHINE COAST (LGA) ^	147	\$645,000	-1.5%	835	\$665,000	\$640,000	3.9%	\$525,000	26.7%
ALEXANDRA HEADLAND	5	N/A	N/A	38	\$995,000	\$960,000	3.7%	\$620,000	60.5%
AROONA	14	N/A	N/A	66	\$562,500	\$517,500	8.7%	\$430,000	30.8%
BATTERY HILL	10	N/A	N/A	37	\$577,000	\$479,500	20.3%	\$369,500	56.2%
BEERWAH	19	N/A	N/A	107	\$450,000	\$425,000	5.9%	\$370,000	21.6%
BIRTINYA	7	N/A	N/A	47	\$668,500	\$600,000	11.4%	\$607,965	10.0%
BLI BLI	18	N/A	N/A	138	\$530,000	\$497,000	6.6%	\$371,000	42.9%
BOKARINA	6	N/A	N/A	21	\$709,000	\$783,000	-9.5%	\$479,000	48.0%
BUDDINA	11	N/A	N/A	54	\$761,000	\$720,000	5.7%	\$491,250	54.9%
BUDERIM	116	\$661,000	1.7%	513	\$645,000	\$606,000	6.4%	\$485,000	33.0%
BUDERIM ^	5	N/A	N/A	47	\$1,010,000	\$977,500	3.3%	\$716,000	41.1%
BURNSIDE	16	N/A	N/A	66	\$428,500	\$420,000	2.0%	\$336,500	27.3%
CALOUNDRA WEST	24	\$549,250	16.6%	192	\$470,000	\$459,950	2.2%	\$380,000	23.7%
COES CREEK	11	N/A	N/A	38	\$428,750	\$417,500	2.7%	\$346,250	23.8%
COOLUM BEACH	20	\$634,000	-3.9%	125	\$670,000	\$584,000	14.7%	\$425,000	57.6%
CURRIMUNDI	18	N/A	N/A	82	\$531,000	\$490,000	8.4%	\$394,000	34.8%
DICKY BEACH	2	N/A	N/A	22	\$878,375	\$689,250	27.4%	\$550,000	59.7%
EUMUNDI	4	N/A	N/A	30	\$512,000	\$525,000	-2.5%	\$382,500	33.9%
EUMUNDI ^	7	N/A	N/A	25	\$780,000	\$788,460	-1.1%	\$580,000	34.5%
GLASS HOUSE MOUNTAINS	9	N/A	N/A	58	\$479,000	\$445,000	7.6%	\$380,000	26.1%
GLASS HOUSE MOUNTAINS ^	14	N/A	N/A	35	\$510,000	\$542,500	-6.0%	\$420,000	21.4%
GOLDEN BEACH	17	N/A	N/A	82	\$578,000	\$560,000	3.2%	\$408,000	41.7%
KULUIN	8	N/A	N/A	42	\$508,000	\$450,000	12.9%	\$360,000	41.1%
LANDSBOROUGH	6	N/A	N/A	44	\$427,500	\$384,000	11.3%	\$335,000	27.6%
LITTLE MOUNTAIN	25	\$551,000	10.4%	134	\$549,000	\$528,500	3.9%	\$430,000	27.7%
MALENY	11	N/A	N/A	62	\$517,000	\$534,000	-3.2%	\$395,000	30.9%
MALENY ^	2	N/A	N/A	22	\$705,004	\$690,000	2.2%	\$545,000	29.4%
MARCOOLA	3	N/A	N/A	37	\$595,000	\$567,500	4.9%	\$515,000	15.5%
MAROOCHYDORE	33	\$635,000	0.8%	163	\$610,000	\$570,000	7.0%	\$435,000	40.2%
MERIDIAN PLAINS	10	N/A	N/A	69	\$509,900	\$534,000	-4.5%	\$415,000	22.9%
MINYAMA	17	N/A	N/A	57	\$1,275,000	\$886,250	43.9%	\$760,000	67.8%
MOFFAT BEACH	9	N/A	N/A	48	\$760,000	\$690,000	10.1%	\$472,500	60.8%
MOOLOOLABA	19	N/A	N/A	82	\$760,000	\$675,000	12.6%	\$566,000	34.3%
MOOLOOLAH VALLEY	6	N/A	N/A	44	\$472,500	\$433,500	9.0%	\$312,500	51.2%
MOOLOOLAH VALLEY ^	7	N/A	N/A	35	\$580,000	\$590,000	-1.7%	\$535,000	8.4%
MOUNT COOLUM	14	N/A	N/A	72	\$662,500	\$550,000	20.5%	\$436,500	51.8%
MOUNTAIN CREEK	35	\$630,000	3.3%	191	\$599,250	\$545,000	10.0%	\$469,000	27.8%
MUDJIMBA	4	N/A	N/A	35	\$714,000	\$612,500	16.6%	\$452,500	57.8%
NAMBOUR	46	\$398,275	6.2%	210	\$382,250	\$365,000	4.7%	\$312,500	22.3%
NINDERRY ^	2	N/A	N/A	24	\$652,500	\$685,000	-4.7%	\$486,250	34.2%
PACIFIC PARADISE	3	N/A	N/A	31	\$465,000	\$420,000	10.7%	\$334,000	39.2%
PALMWOODS	15	N/A	N/A	95	\$499,000	\$467,500	6.7%	\$390,000	27.9%
PARREARRA	10	N/A	N/A	87	\$670,000	\$657,500	1.9%	\$520,000	28.8%
PELICAN WATERS	31	\$764,500	-2.0%	184	\$746,000	\$660,000	13.0%	\$595,000	25.4%
PEREGIAN SPRINGS	28	\$638,194	0.3%	139	\$630,000	\$630,025	0.0%	\$520,000	21.2%
SIPPY DOWNS	31	\$506,250	-2.3%	173	\$500,000	\$475,000	5.3%	\$400,000	25.0%
TANAMHA ^	6	N/A	N/A	27	\$860,000	\$768,500	11.9%	\$815,900	5.4%
TWIN WATERS	13	N/A	N/A	74	\$797,500	\$732,500	8.9%	\$587,000	35.9%
WARANA	9	N/A	N/A	51	\$655,000	\$637,500	2.8%	\$446,000	46.9%
WOOMBYE	10	N/A	N/A	59	\$455,000	\$450,000	1.1%	\$380,000	19.7%
WURTULLA	12	N/A	N/A	105	\$541,250	\$531,000	1.9%	\$400,000	35.3%
YANDINA	3	N/A	N/A	29	\$430,000	\$393,000	9.4%	\$340,000	26.5%
YAROOMBA	5	N/A	N/A	28	\$670,000	\$632,000	6.0%	\$465,000	44.1%
NOOSA (LGA)	163	\$650,000	-4.8%	888	\$665,000	\$630,000	5.6%	\$480,000	38.5%
NOOSA (LGA) ^	64	\$695,000	3.1%	417	\$680,000	\$605,000	12.4%	\$515,000	32.0%
BLACK MOUNTAIN ^	9	N/A	N/A	36	\$627,500	\$555,000	13.1%	\$512,500	22.4%
COORAN ^	2	N/A	N/A	17	N/A	\$465,000	N/A	\$370,000	N/A
COORIBAH ^	6	N/A	N/A	34	\$727,500	\$660,000	10.2%	\$591,000	23.1%
COOROY	12	N/A	N/A	62	\$490,000	\$455,000	7.7%	\$390,000	25.6%
DOONAN ^	13	N/A	N/A	84	\$890,000	\$750,000	18.7%	\$655,000	35.9%
NOOSA HEADS	16	N/A	N/A	85	\$920,000	\$945,000	-2.7%	\$680,000	35.3%

SALES MARKET - HOUSES <2400m ² (CONT'D)									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
NOOSAVILLE	22	\$1,014,500	-11.8%	170	\$948,500	\$950,000	-0.2%	\$695,000	36.5%
PEREGIAN BEACH	16	N/A	N/A	89	\$765,000	\$750,000	2.0%	\$560,000	36.6%
POMONA	5	N/A	N/A	25	\$445,000	\$432,500	2.9%	\$318,000	39.9%
POMONA ^	7	N/A	N/A	46	\$600,000	\$530,000	13.2%	\$445,000	34.8%
SUNRISE BEACH	15	N/A	N/A	74	\$795,000	\$727,500	9.3%	\$568,000	40.0%
SUNSHINE BEACH	8	N/A	N/A	38	\$1,207,500	\$1,200,000	0.6%	\$735,000	64.3%
TEWANTIN	52	\$558,000	-3.8%	247	\$555,000	\$508,500	9.1%	\$400,000	38.8%

SALES MARKET - UNITS & TOWNHOUSES									
SUNSHINE COAST (SD)	634	\$413,500	-3.8%	3911	\$420,000	\$405,000	3.7%	\$349,000	20.3%
SUNSHINE COAST (LGA)	501	\$400,000	-3.6%	3037	\$405,000	\$394,000	2.8%	\$341,498	18.6%
ALEXANDRA HEADLAND	17	N/A	N/A	174	\$396,000	\$389,500	1.7%	\$293,750	34.8%
BATTERY HILL	6	N/A	N/A	24	\$285,000	\$259,250	9.9%	\$207,000	37.7%
BIRTINYA	6	N/A	N/A	42	\$563,500	\$460,000	22.5%	\$440,000	28.1%
BUDDINA	3	N/A	N/A	28	\$418,000	\$450,000	-7.1%	\$350,000	19.4%
BUDERIM	35	\$396,500	-5.6%	200	\$414,000	\$399,000	3.8%	\$377,900	9.6%
CALOUNDRA	21	\$369,000	-13.2%	148	\$420,000	\$386,000	8.8%	\$368,000	14.1%
CALOUNDRA WEST	7	N/A	N/A	37	\$379,500	\$377,500	0.5%	\$298,750	27.0%
COOLUM BEACH	33	\$380,000	-2.6%	170	\$380,000	\$372,500	2.0%	\$342,500	10.9%
CURRIMUNDI	6	N/A	N/A	39	\$432,500	\$405,000	6.8%	\$324,500	33.3%
GOLDEN BEACH	21	\$440,000	12.1%	99	\$400,000	\$395,500	1.1%	\$321,000	24.6%
KINGS BEACH	43	\$388,500	-3.5%	167	\$400,000	\$390,000	2.6%	\$340,000	17.6%
LITTLE MOUNTAIN	3	N/A	N/A	16	N/A	\$343,000	N/A	\$272,250	N/A
MARCOOLA	19	N/A	N/A	91	\$363,000	\$327,500	10.8%	\$330,000	10.0%
MAROOCHYDORE	82	\$407,500	-5.9%	456	\$420,000	\$410,000	2.4%	\$330,000	27.3%
MINYAMA	7	N/A	N/A	37	\$375,000	\$335,000	11.9%	\$289,000	29.8%
MOFFAT BEACH	4	N/A	N/A	22	\$415,750	\$451,000	-7.8%	\$397,500	4.6%
MOOLOOLABA	54	\$408,000	-7.3%	274	\$418,300	\$425,000	-1.6%	\$340,000	23.0%
MOUNT COOLUM	12	N/A	N/A	94	\$416,250	\$399,450	4.2%	\$330,000	26.1%
MOUNTAIN CREEK	9	N/A	N/A	58	\$408,000	\$418,000	-2.4%	\$375,000	8.8%
NAMBOUR	16	N/A	N/A	89	\$280,000	\$283,500	-1.2%	\$255,000	9.8%
PARREARRA	9	N/A	N/A	83	\$467,000	\$480,000	-2.7%	\$365,000	27.9%
PELICAN WATERS	5	N/A	N/A	40	\$510,000	\$479,500	6.4%	\$442,500	15.3%
PEREGIAN SPRINGS	16	N/A	N/A	213	\$451,500	\$365,000	23.7%	\$370,000	22.0%
TWIN WATERS	1	N/A	N/A	20	\$558,000	\$572,000	-2.5%	\$472,500	18.1%
WARANA	1	N/A	N/A	40	\$350,000	\$340,000	2.9%	\$290,000	20.7%
WURTULLA	5	N/A	N/A	19	N/A	\$347,500	N/A	\$367,500	N/A
NOOSA (LGA)	133	\$575,000	9.5%	874	\$525,000	\$490,000	7.1%	\$410,000	28.0%
COOROY	4	N/A	N/A	24	\$335,000	\$299,500	11.9%	\$315,000	6.3%
NOOSA HEADS	33	\$660,000	-22.4%	270	\$695,000	\$647,500	7.3%	\$489,000	42.1%
NOOSAVILLE	48	\$535,000	19.2%	275	\$435,000	\$400,000	8.8%	\$350,000	24.3%
PEREGIAN BEACH	5	N/A	N/A	47	\$635,000	\$435,000	46.0%	\$370,000	71.6%
SUNRISE BEACH	10	N/A	N/A	63	\$522,500	\$425,000	22.9%	\$360,000	45.1%
SUNSHINE BEACH	19	N/A	N/A	82	\$690,000	\$640,000	7.8%	\$545,000	26.6%
TEWANTIN	12	N/A	N/A	80	\$359,000	\$326,500	10.0%	\$296,000	21.3%

SALES MARKET - VACANT LAND <2400M ²									
SUNSHINE COAST (SD)	98	\$290,900	7.0%	1455	\$259,100	\$249,500	3.9%	\$237,875	8.9%
SUNSHINE COAST (SD) ^	26	\$402,500	16.7%	284	\$365,000	\$345,500	5.6%	\$272,500	33.9%
SUNSHINE COAST (LGA)	83	\$280,000	9.8%	1289	\$252,000	\$244,550	3.1%	\$234,500	7.5%
SUNSHINE COAST (LGA) ^	21	\$370,000	8.0%	247	\$365,000	\$345,000	5.8%	\$300,000	21.7%
BEERWAH	0	N/A	N/A	11	N/A	\$230,000	N/A	\$203,000	N/A
BIRTINYA	1	N/A	N/A	43	\$253,000	\$281,000	-10.0%	\$285,000	-11.2%
BLI BLI	1	N/A	N/A	70	\$325,500	\$267,500	21.7%	\$213,750	52.3%
CALOUNDRA WEST	0	N/A	N/A	20	\$122,000	\$230,300	-47.0%	\$175,750	-30.6%
FOREST GLEN	0	N/A	N/A	0	N/A	\$309,000	N/A	\$237,250	N/A
GLASS HOUSE MOUNTAINS	1	N/A	N/A	1	N/A	\$229,000	N/A	\$186,250	N/A
LITTLE MOUNTAIN	0	N/A	N/A	16	N/A	\$283,250	N/A	\$218,000	N/A
MALeny	1	N/A	N/A	5	N/A	\$259,500	N/A	\$190,000	N/A
MAROOCHYDORE	5	N/A	N/A	97	\$275,000	\$230,000	19.6%	\$231,000	19.0%
MERIDIAN PLAINS	0	N/A	N/A	10	N/A	\$195,950	N/A	\$310,000	N/A
MOUNTAIN CREEK	0	N/A	N/A	6	N/A	\$397,000	N/A	\$254,250	N/A
NAMBOUR	1	N/A	N/A	37	\$207,500	\$222,500	-6.7%	\$165,000	25.8%

SALES MARKET - VACANT LAND <2400M² (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
PELICAN WATERS	10	N/A	N/A	66	\$434,500	\$299,000	45.3%	\$300,000	44.8%
PEREGIAN SPRINGS	5	N/A	N/A	26	\$398,500	\$425,000	-6.2%	\$245,000	62.7%
SIPPY DOWNS	0	N/A	N/A	1	N/A	\$235,000	N/A	\$185,000	N/A
YAROOMBIA	0	N/A	N/A	8	N/A	\$339,000	N/A	\$330,000	N/A
NOOSA (LGA)	15	N/A	N/A	166	\$317,500	\$285,000	11.4%	\$275,000	15.5%
NOOSAVILLE	1	N/A	N/A	17	N/A	\$615,000	N/A	\$285,000	N/A
PEREGIAN BEACH	6	N/A	N/A	63	\$329,000	\$290,000	13.5%	\$737,500	-55.4%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	MAR-18 \$/ WEEK	NEW BONDS	MAR-17 \$/ WEEK	NEW BONDS	MAR-13 \$/ WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$450	750	\$440	899	\$380	1008
4518	Glass House Mountains	\$425	8	\$395	10	\$355	6
4519	Beerwah/ Peachester	\$390	21	\$380	26	\$330	23
4550	Landsborough/ Mt Mellum	\$400	7	\$390	16	\$320	25
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$440	173	\$425	193	\$380	160
4552	Bald Knob/ Baron Pocket/ Booroobin/ Conondale/ Maleny/ Mountain View/ Reesville/ Witta	\$385	15	\$370	21	\$350	20
4553	Glenview/ Mooloolah/ Mooloolah Valley/ Palmview	\$450	10	N/A	4	\$350	11
4555	Chevallum/ Hunchy/ Landers Shoot/ Palmwoods	\$445	7	\$408	6	\$345	18
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$440	73	\$450	100	\$390	91
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$480	45	\$465	61	\$400	49
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$478	60	\$470	84	\$370	42
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$400	68	\$395	98	\$345	104
4561	Bridges/ Maroochy River/ Ninderry/ Nth Arm/ Valdora/ Yandina/ Yandina Ck	\$425	11	\$390	14	\$360	22
4562	Belli Pk/ Doonan/ Eerwah Vale/ Eumundi/ Verriendale/ Webu Downs	\$543	12	\$480	18	\$375	18
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$450	27	\$480	38	\$380	45
4572	Alexandra Headland	N/A	3	\$480	7	\$440	7
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrine Bch/ Pt Arkwright/ Yaroomba	\$470	93	\$458	88	\$415	78
4575	Birtinya/ Bakarina/ Buddina/ Kawana Waters/ Minyama/ Parreana/ Warana/ Wurtulla	\$470	93	\$460	99	\$390	121
	NOOSA SHIRE	\$460	99	\$460	129	\$395	92
4563	Black Mountain/ Carters Ridge/ Cooroy/ Timberwah	\$450	11	\$430	16	\$370	23
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$460	31	\$450	40	\$375	44
4566	Munna Pt/ Noosaville	\$510	10	\$473	18	\$385	11
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$520	31	\$550	41	\$435	37
4568	Pamona	\$433	8	\$400	9	\$350	19
4569	Cooran	\$330	6	N/A	4	\$300	6

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	MAR-18 \$/ WEEK	NEW BONDS	MAR-17 \$/ WEEK	NEW BONDS	MAR-13 \$/ WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$365	867	\$355	1053	\$320	1028
4519	Beerwah/ Peachester	\$330	9	\$298	10	\$142	5
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$350	142	\$350	170	\$305	159
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$365	68	\$350	112	\$315	49
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$360	135	\$350	128	\$300	117
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$380	147	\$370	196	\$320	173
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$280	51	\$283	54	\$235	56
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$400	46	\$383	56	\$330	75
4572	Alexandra Headland	\$385	48	\$360	57	\$345	75
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrine Bch/ Pt Arkwright/ Yaroomba	\$360	67	\$350	89	\$310	87
4575	Birtinya/ Bakarina/ Buddina/ Kawana Waters/ Minyama/ Parreana/ Warana/ Wurtulla	\$420	118	\$420	148	\$390	109
	NOOSA SHIRE	\$400	78	\$385	101	\$340	94
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$370	7	\$335	13	\$290	11
4566	Munna Pt/ Noosaville	\$400	22	\$400	41	\$330	30
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$420	45	\$410	42	\$350	53

RENTAL MARKET - 3 BED TOWNHOUSES

	SUNSHINE COAST REGIONAL	\$430	249	\$420	257	\$380	204
4519	Beerwah/ Peachester	\$350	9	N/A	3	\$330	6
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$430	29	\$410	30	\$370	17
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$420	50	\$410	71	\$390	41
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$440	31	\$450	39	\$410	24
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$450	31	\$420	36	\$330	27
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$405	13	\$385	14	\$350	12
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$450	7	\$430	13	\$390	20
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrine Bch/ Pt Arkwright/ Yaroomba	\$460	62	\$470	39	\$410	19
4575	Birtinya/ Bakarina/ Buddina/ Kawana Waters/ Minyama/ Parreana/ Warana/ Wurtulla	\$510	9	\$510	7	\$375	5
	NOOSA SHIRE	\$508	14	\$538	28	\$475	22
4566	Munna Pt/ Noosaville	\$420	5	\$550	11	\$400	8
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$575	8	\$580	13	\$520	12

Fraser Coast

The Fraser Coast house market has been a consistently steady performer, with annual median prices holding steady for the past quarter and increasing very modestly (only 1 per cent) for the past year. A typical house in Fraser Coast had an annual median price of \$315,000 in March 2018.

The unit market performance was weak in the March quarter. However, its performance for the past year was better compared to the house market as the annual median unit price increased 2.2 per cent. A typical unit in Fraser Coast had an annual median price of \$259,500 in March 2018. Only about 11 per cent of the regional dwellings were units.

The Fraser Coast region is one of the big winners from the announcement of the \$5 billion Land 400 Phase 2 contract. Maryborough's Global Manufacturing has a teaming agreement with the winning tenderer, Rheinmetall Defence Australia. This means high-skilled jobs will be created in the region and the regional company will benefit from the transfer of technologies and skills.

Hervey Bay will see the \$26 million upgrade for the Pialba-Burrum Heads Road, Scrub Hill Road and Wide Bay Drive becoming a reality over the next year. Local subcontractors and suppliers will reap the benefits of the contract as agreed with the construction company, Hazzell Bros.

The regional population growth of 1 per cent or 1045 residents for the year to June 2017 was driven primarily by internal migration of 983 residents.

The Fraser Coast was one of the few areas recording a fall on the natural population increase of 157 residents. This aligns with the older population profile with a median age of 48 years old compared to the Queensland's median age of 37 years old.

The outlook of the house sales market is steady and remains heavily dependent on the regional economic fundamentals strengthening in the year ahead.

The unit market showed a recovery for the past year. However, its medium-term performance has been poor. Its outlook is also heavily dependent on the improvement of the regional economic fundamentals.

The rental market outlook is steady in 2018. However, its future performance has to be closely monitored as the quality of prospective tenants has been a concern for local property managers. This is a consequence of the high unemployment rate in the Wide Bay SA4 region of 9.2 per cent in March 2018, which is the second largest one in Queensland following the Outback.



HOUSE MARKET (<2400M²)

The quarterly median house price increased a tiny 0.4 per cent, to \$320,000.

Looking at the annual data, the house market grew 1 per cent, to \$315,000 for the past year. This compares to the annual median sale price five years ago of \$285,000, which meant that house prices grew about \$6000 a year for the past five years.

Fastest-selling suburbs#¹

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Urangan (45 days, \$322,500)
- Kawungan (51 days, \$340,918)
- Point Vernon (56 days, \$328,000)
- Toogoom (63 days, \$307,500)
- Eli Waters (65 days, \$331,000)

Generally, median days on market tend to increase further north from the southeast corner and the Fraser Coast region is no exception.

The fastest-selling suburb is Urangan where houses need about one-and-a-half months to reach a sale. All these suburbs are in close proximity to the coast. With the exception of Toogoom, these suburbs have an annual median price above the local government area.

General Activity

The most active price range for houses is for transactions below \$350,000. Sales volumes fell in the December and March quarters, which explained the annual fall in sales volumes of 9.3 per cent for the year to March 2018.

The market trend indicators reveal a market in recovery with supply trending downwards and demand increasing.

Despite the 15 per cent fall in house listings for the year to February 2018, Fraser Coast had the highest level of stock on market of all areas featured in the QMM. The large supply of houses for sale provides more options to potential buyers and reduces negotiation power for vendors.

Median days on market contracted for the 12 months to February 2018. An average house in Fraser Coast achieved a sale after 73 days on market and a negotiated discount of 5.7 per cent.

UNIT MARKET

Median prices in the March 2018 quarter fell a sharp 7 per cent to \$246,500.

However, on an annual basis, the unit market showed a surprised recovery as the annual median unit price increased 2.2 per cent, to \$259,500.

Over the past five years, the unit market performed poorly as prices only increased 1.8 per cent, from \$255,000.

The most popular sale price for units is generally for transactions below \$250,000. The unit sale volumes fell 6 per cent for the past year, from 334 sales in March 2017 to 314 sales in March 2018.

Unit listing volumes fell 10.1 per cent for the year to February, contributing to the annual recovery in prices.

Median days on market and median vendor discounting increased for the past year, showing signs that the current demand does not yet support a long term recovery of prices. A unit needs 101 days to reach a sale and a negotiated discount of 6.5 per cent.

RENTAL MARKET

Fraser Coast vacancies weakened slightly this quarter, from 1.6 per cent in December to 1.9 per cent in March.

Local property managers expressed concerns about the quality of prospective tenants submitting tenancy applications this quarter.

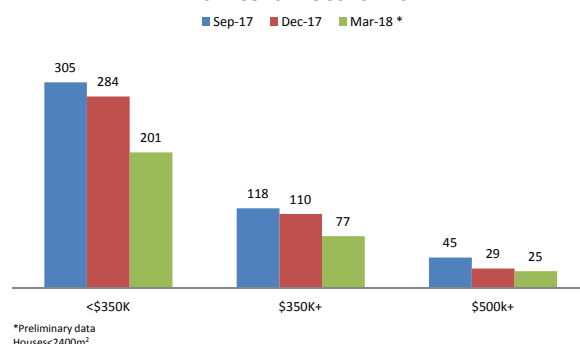
The rental stock held steady over the March quarter at about 10,440 rental properties holding a rental bond. Similarly, the weekly rental costs for three-bedroom houses and two-bedroom units held steady at \$300 and \$250, respectively.

Landlords of three-bedroom townhouses saw a fall on weekly rents from \$328 in December to \$320 in March.

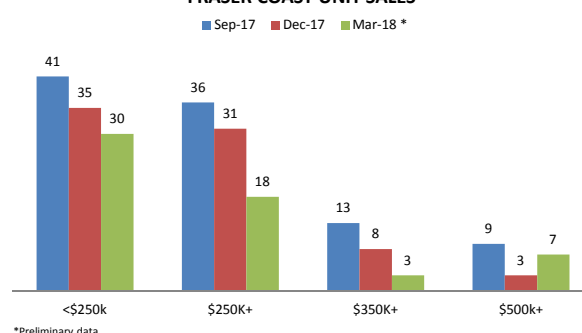
House yields held steady at 4.9 per cent for the March quarter.

Units performed better for investors as rental yields increased from 4.8 per cent in December 2017 to 5.3 per cent in March 2018.

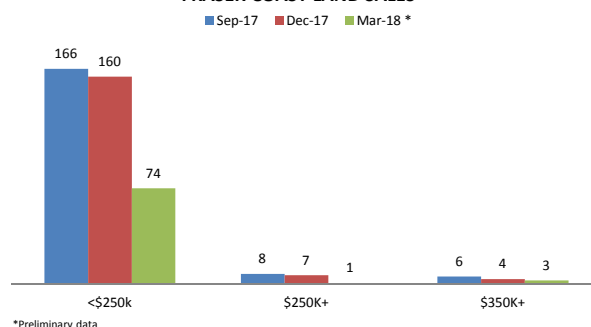
FRASER COAST HOUSE SALES



FRASER COAST UNIT SALES



FRASER COAST LAND SALES





SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
FRASER COAST (LGA)	308	\$320,000	0.4%	1605	\$315,000	\$312,000	1.0%	\$285,000	10.5%
FRASER COAST (LGA) ^	74	\$370,000	-6.3%	403	\$383,500	\$397,500	-3.5%	\$383,500	0.0%
BOORAL ^	2	N/A	N/A	21	\$400,000	\$435,000	-8.1%	\$365,000	9.6%
BURRUM HEADS	8	N/A	N/A	41	\$409,000	\$360,000	13.6%	\$360,000	13.6%
DUNDOWRAN BEACH ^	7	N/A	N/A	36	\$552,500	\$517,500	6.8%	\$486,000	13.7%
ELI WATERS	7	N/A	N/A	72	\$331,000	\$320,000	3.4%	\$300,000	10.3%
GLENWOOD ^	10	N/A	N/A	57	\$235,000	\$212,000	10.9%	\$229,000	2.6%
GRANVILLE	5	N/A	N/A	34	\$198,750	\$204,000	-2.6%	\$209,500	-5.1%
KAWUNGAN	29	\$363,000	6.8%	114	\$340,918	\$339,000	0.6%	\$318,500	7.0%
MARYBOROUGH	55	\$180,000	-13.7%	290	\$200,000	\$200,000	0.0%	\$210,000	-4.8%
PIALBA	14	N/A	N/A	61	\$315,000	\$285,000	10.5%	\$265,000	18.9%
POINT VERNON	19	N/A	N/A	121	\$328,000	\$306,500	7.0%	\$305,000	7.5%
RIVER HEADS	4	N/A	N/A	29	\$290,000	\$345,000	-15.9%	\$265,000	9.4%
SCARNESS	15	N/A	N/A	53	\$305,000	\$282,500	8.0%	\$257,000	18.7%
TINANA	5	N/A	N/A	36	\$257,500	\$292,500	-12.0%	\$280,000	-8.0%
TOOGOOM	13	N/A	N/A	86	\$307,500	\$316,750	-2.9%	\$279,500	10.0%
TORQUAY	21	\$350,000	6.7%	83	\$328,000	\$325,000	0.9%	\$305,000	7.5%
URANGAN	35	\$315,000	-4.6%	201	\$322,500	\$315,000	2.4%	\$308,500	4.5%
URRAWEE	34	\$370,000	2.2%	156	\$362,000	\$365,000	-0.8%	\$339,048	6.8%

SURROUNDS

GYMPIE (LGA)	111	\$299,500	4.4%	623	\$287,750	\$275,000	4.6%	\$262,500	9.6%
GYMPIE (LGA) ^	62	\$388,950	2.4%	423	\$375,000	\$355,000	5.6%	\$322,500	16.3%
CHATSWORTH ^	2	N/A	N/A	12	N/A	\$360,000	N/A	\$350,000	N/A
COOLOOLA COVE	19	N/A	N/A	73	\$315,000	\$284,250	10.8%	\$270,000	16.7%
CURRA ^	8	N/A	N/A	41	\$290,000	\$273,000	6.2%	\$265,000	9.4%
GYMPIE	40	\$275,000	7.8%	255	\$265,000	\$249,000	6.4%	\$235,000	12.8%
SOUTHSIDE	18	N/A	N/A	108	\$330,000	\$326,250	1.2%	\$316,000	4.4%
TIN CAN BAY	12	N/A	N/A	66	\$318,000	\$322,500	-1.4%	\$320,000	-0.6%

SOUTH BURNETT (LGA)	51	\$183,000	-5.6%	241	\$195,000	\$200,000	-2.5%	\$210,000	-7.1%
SOUTH BURNETT (LGA) ^	34	\$271,500	10.9%	213	\$260,000	\$255,000	2.0%	\$260,000	0.0%
KINGAROY	29	\$212,000	-7.8%	134	\$223,000	\$225,000	-0.9%	\$245,000	-9.0%
KINGAROY ^	9	N/A	N/A	32	\$345,000	\$326,500	5.7%	\$355,000	-2.8%
MURGON	3	N/A	N/A	17	N/A	\$162,500	N/A	\$165,000	N/A
NANANGO	5	N/A	N/A	35	\$188,750	\$195,000	-3.2%	\$195,000	-3.2%

SALES MARKET - UNITS & TOWNHOUSES

FRASER COAST (LGA)	60	\$246,500	-7.0%	314	\$259,500	\$254,000	2.2%	\$255,000	1.8%
PIALBA	2	N/A	N/A	37	\$250,000	\$275,000	-9.1%	\$230,000	8.7%
SCARNESS	4	N/A	N/A	34	\$272,000	\$270,000	0.7%	\$247,800	9.8%
TORQUAY	19	N/A	N/A	61	\$241,000	\$240,000	0.4%	\$220,000	9.5%
URANGAN	23	\$262,500	-0.8%	104	\$269,000	\$255,000	5.5%	\$280,000	-3.9%

SURROUNDS

GYMPIE (LGA)	21	\$247,500	0.6%	79	\$246,000	\$264,000	-6.8%	\$265,000	-7.2%
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SALES MARKET - VACANT LAND <2400M²

FRASER COAST (LGA)	51	\$133,000	-20.6%	387	\$155,000	\$152,000	2.0%	\$150,000	3.3%
FRASER COAST (LGA) ^	27	\$75,000	-2.6%	196	\$74,000	\$83,500	-11.4%	\$80,000	-7.5%
BURRUM HEADS	8	N/A	N/A	34	\$121,250	\$110,000	10.2%	\$127,500	-4.9%
GLENWOOD ^	14	N/A	N/A	112	\$68,000	\$66,000	3.0%	\$75,000	-9.3%
RIVER HEADS	4	N/A	N/A	46	\$99,000	\$105,000	-5.7%	\$110,000	-10.0%
TOOGOOM	5	N/A	N/A	27	\$125,000	\$142,000	-12.0%	\$105,750	18.2%
WONDUNNA	1	N/A	N/A	14	N/A	\$154,000	N/A	\$175,000	N/A

SURROUNDS

GYMPIE (LGA)	18	N/A	N/A	180	\$124,995	\$119,995	4.2%	\$123,000	1.6%
GYMPIE (LGA) ^	13	N/A	N/A	117	\$140,000	\$130,000	7.7%	\$122,000	14.8%
GYMPIE	3	N/A	N/A	34	\$125,998	\$134,995	-6.7%	\$130,000	-3.1%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY:	MAR-18 \$/ WEEK	NEW BONDS	MAR-17 \$/ WEEK	NEW BONDS	MAR-13 \$/ WEEK	NEW BONDS
FRASER COAST REGIONAL		\$300	332	\$295	345	\$270	329
4650	Maryborough region	\$270	152	\$270	129	\$250	122
4655	Hervey Bay/Pialba/Scarness/Urangan	\$320	161	\$315	197	\$280	192
4659	Burrum/Burrum Heads/Haward	\$280	15	\$280	15	\$280	13
GYMPIE REGIONAL		\$285	126	\$280	163	\$255	242
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$285	105	\$280	123	\$260	187
4580	Cooolool/Tin Can Bay	\$300	15	\$278	22	\$250	38
SOUTH BURNETT REGIONAL		\$250	112	\$240	131	\$230	175
4605	Baril	\$198	18	\$210	25	\$195	16
4606	MP Creek	\$235	8	\$220	15	\$215	20
4608	Charlestown	N/A	4	N/A	2	\$230	9
4610	Alice Creek	\$265	54	\$250	67	\$245	93
4615	Barker Creek Flat	\$240	23	\$240	19	\$220	34

RENTAL MARKET - 2 BED UNITS

FRASER COAST REGIONAL		\$250	183	\$255	194	\$220	191
4650	Aldershot	\$200	41	\$195	41	\$190	53
4655	Hervey Bay/Pialba/Scarness/Urangan	\$270	137	\$280	151	\$235	135
GYMPIE REGIONAL		\$223	48	\$225	53	\$200	47
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$215	40	\$220	41	\$200	27
4580	Cooolool/Tin Can Bay	N/A	4	N/A	3	\$200	8
4581	Rainbow Beach/Inskip	N/A	4	\$260	8	\$220	9
SOUTH BURNETT REGIONAL		\$195	51	\$200	56	\$190	59
4605	Baril	N/A	3	N/A	3	N/A	3
4610	Alice Creek	\$200	40	\$200	46	\$195	49

RENTAL MARKET - 3 BED TOWNHOUSES

FRASER COAST REGIONAL		\$320	54	\$330	62	\$300	50
4655	Hervey Bay/Pialba/Scarness/Urangan	\$320	52	\$330	60	\$300	50
GYMPIE REGIONAL		N/A	2	\$280	10	\$275	9
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	N/A	2	\$280	8	\$240	6

The Fraser Coast region is one of the big winners from the announcement of the \$5 billion Land 400 Phase 2 contract. Maryborough's Global Manufacturing has a teaming agreement with the winning tenderer, Rheinmetall Defence Australia.

Bundaberg

The Bundaberg house market has generally been a steady performer for the past five years, ranking as the third-most affordable house market of all the areas featured in the Queensland Market Monitor.

A house in Bundaberg cost an annual median price of \$285,000 in March 2013 and March 2018.

The unit market performed a bit better than the house market over the past five years. A unit in Bundaberg increased in value from \$251,400 in March 2013 to \$259,000 in March 2018.

The Wide Bay SA4 employment market remained weak this quarter as the unemployment rate increased from 9 per cent in December 2017 to 9.2 per cent in March 2018. We hope the investment on the \$210 million Childers Solar Farm, the \$30 million Bundaberg CBD revitalisation and the proposed \$18 bio-refinery project support regional confidence and create job opportunities.

Regional population in the Bundaberg local government area recorded a small increase of 405 new residents, to reach 94,858 total residents for the year to June 2017. The key drivers for the increase were overseas migration and to a lesser extent the natural increase in population.

The outlook of the sales market is steady and heavily dependent on the job market improving and the regional economic fundamentals strengthening.

The outlook for the rental market in 2018 is also stable and partially supported by the regional infrastructure program.

HOUSE MARKET (<2400M²)

The Bundaberg's house market slipped 4.7 per cent in the March quarter, from \$289,500 in December 2017 to \$276,000 in March 2018.

Despite the March quarter fall, the annual median price increased a modest 1.8 per cent, from \$280,000 in March 2017 to \$285,000 in March 2018.

Over the past five years, the annual median house price held steady at \$285,000.

Fastest-selling suburbs#¹

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Millbank (24 days, \$213,625)
- Bundaberg South (35 days, \$223,000)
- Bundaberg West (38 days, N/A)
- Kalkie (45 days, \$310,000)
- Kepnock (50 days, \$278,750)

Millbank, Bundaberg South, Bundaberg West and Kepnock are suburbs within 6km of the city centre and close to shopping centres, schools and amenities.

Similar to other local government areas, such as the Gold Coast, most of the fastest-selling suburbs are more affordable than the local government area median price. Millbank, Bundaberg South and Kepnock have a median sale price below \$285,000 (which is lower than the LGA annual median price).

General Activity

The busiest price point is below \$350,000 and this market is significant as it represents up to 75 per cent of the house sales for the past year.

Annual sales volumes fell 6.4 per cent, from 1109 sales in March 2017 to 1038 sales in March 2018. (This trend could change once the preliminary data is updated).

Similar to most other regions, listing volumes fell 4.5 per cent, from 3292 in February 2017 to 3145 in February 2018. As a result, the stock on market fell to 9.3 per cent, however, Bundaberg remains one of the top-three areas with the largest stock on market in the QMM.

Median days on market were 68 days in February 2018, sitting on the longest side of the range in Queensland.

Vendors are adjusting their price expectations and as a result the median vendor discount fell from 6.4 per cent in February 2017 to 5.3 per cent in February 2018. This discount is one of the smallest in regional Queensland.

UNIT MARKET

The unit market fell sharply, by 7.8 per cent this quarter to a median sale price of \$264,500 compared to a median of \$287,000 in December 2017.

As a result of this fall, the annual median house price held steady at about \$259,000 for the past year.

Over the medium term, the unit market increased in value from \$251,400 in March 2013 to \$259,500 in March 2018.

The unit market comprised less than 10 per cent of the regional residential dwellings. The busiest price point for units was below \$250,000, which generally comprised up to 50 per cent of the regional unit sales.

The Bundaberg unit market was one of the few recording an increase in listing volumes and stock on market for the year to February 2018.

Bundaberg remained the slowest unit market in all the areas analysed in the QMM, taking about 121 days to negotiate a sale.

Similar to the house market, the median vendor discount is one of the smallest one in regional Queensland sitting at 5.4 per cent in February 2018.

RENTAL MARKET

The Bundaberg rental market operated within the healthy range this quarter, with vacancies of 3.4 per cent and rental costs generally holding steady.

Local property managers in Bundaberg have qualified the landlords' confidence as stable and have reported an average of 2 to 5 applications per vacant property.

The occupied rental stock fell slightly for the quarter from 9416 dwellings in December 2017 to 9401 in March 2018.

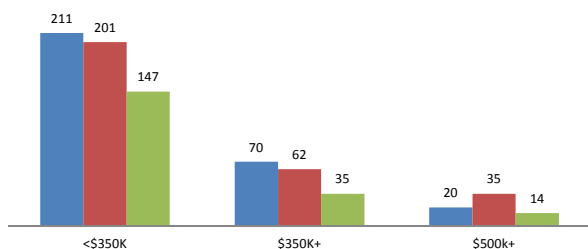
The weekly median rent for three-bedroom houses and three-bedroom townhouses held steady at \$290 and \$280 for the March quarter.

In the case of two-bedroom units, the weekly median rent increased from \$230 in December to \$245 in March, showing an increase in demand for smaller dwellings as professionals are moving to the region following job opportunities.

Houses in Bundaberg achieved an annual yield of about 5.5 per cent, which is the highest of all areas analysed in the QMM.

BUNDABERG HOUSE SALES

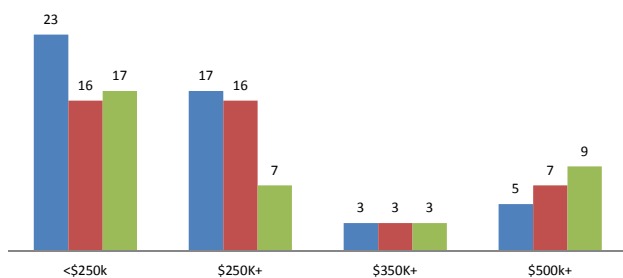
■ Sep-17 ■ Dec-17 ■ Mar-18 *



*Preliminary data
Houses<2400m²

BUNDABERG UNIT SALES

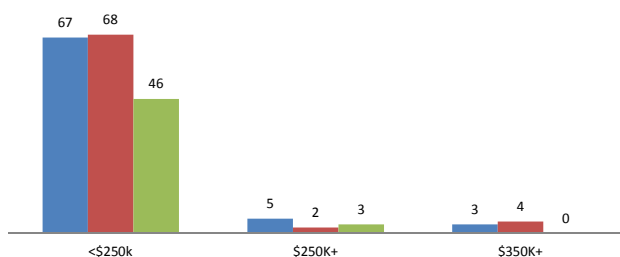
■ Sep-17 ■ Dec-17 ■ Mar-18 *



*Preliminary data

BUNDABERG LAND SALES

■ Sep-17 ■ Dec-17 ■ Mar-18 *



*Preliminary data

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BUNDABERG (LGA)	197	\$276,000	-4.7%	1038	\$285,000	\$280,000	1.8%	\$285,000	0.0%
BUNDABERG (LGA) ^	57	\$340,000	-8.1%	306	\$355,000	\$344,500	3.1%	\$343,000	3.5%
AVENELL HEIGHTS	8	N/A	N/A	52	\$244,000	\$253,000	-3.6%	\$275,000	-11.3%
AVOCA	15	N/A	N/A	66	\$297,500	\$317,286	-6.2%	\$310,000	-4.0%
BARGARA	27	\$393,000	6.7%	139	\$372,000	\$370,000	0.5%	\$376,250	-1.1%
BRANYAN ^	10	N/A	N/A	42	\$399,000	\$402,000	-0.8%	\$360,000	10.8%
BUNDABERG EAST	5	N/A	N/A	33	\$270,000	\$286,500	-5.8%	\$295,000	-8.5%
BUNDABERG NORTH	7	N/A	N/A	40	\$227,500	\$209,500	8.6%	\$254,000	-10.4%
BUNDABERG SOUTH	11	N/A	N/A	41	\$223,000	\$225,000	-0.9%	\$235,000	-5.1%
BUNDABERG WEST	1	N/A	N/A	18	N/A	\$260,000	N/A	\$245,750	N/A
BURNETT HEADS	7	N/A	N/A	57	\$285,000	\$272,500	4.6%	\$270,000	5.6%
CORAL COVE	3	N/A	N/A	33	\$390,000	\$415,000	-6.0%	\$383,500	1.7%
KALKIE	5	N/A	N/A	53	\$310,000	\$345,000	-10.1%	\$349,000	-11.2%
KEPNOCK	9	N/A	N/A	64	\$278,750	\$260,000	7.2%	\$282,250	-1.2%
MILLBANK	8	N/A	N/A	30	\$213,625	\$240,000	-11.0%	\$252,500	-15.4%
NORVILLE	10	N/A	N/A	36	\$229,000	\$231,250	-1.0%	\$243,000	-5.8%
SVENSSON HEIGHTS	10	N/A	N/A	39	\$240,000	\$235,000	2.1%	\$250,000	-4.0%
THABEBAN	8	N/A	N/A	40	\$243,500	\$250,000	-2.6%	\$273,750	-11.1%
WALKERVALE	16	N/A	N/A	55	\$219,000	\$213,000	2.8%	\$230,000	-4.8%
WOODGATE	4	N/A	N/A	39	\$385,000	\$372,500	3.4%	\$380,000	1.3%

SURROUNDS

NORTH BURNETT (LGA)	12	N/A	N/A	65	\$134,250	\$134,564	-0.2%	\$157,500	-14.8%
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SALES MARKET - UNITS & TOWNHOUSES

BUNDABERG (LGA)	36	\$264,500	-7.8%	182	\$259,500	\$259,000	0.2%	\$251,400	3.2%
AVENELL HEIGHTS	4	N/A	N/A	14	N/A	\$242,000	N/A	\$241,500	N/A
BARGARA	12	N/A	N/A	51	\$420,000	\$351,500	19.5%	\$313,000	34.2%

SALES MARKET - VACANT LAND <2400M²

BUNDABERG (LGA)	42	\$134,500	-12.1%	197	\$146,000	\$148,500	-1.7%	\$144,000	1.4%
BUNDABERG (LGA) ^	7	N/A	N/A	65	\$150,000	\$144,000	4.2%	\$137,500	9.1%
BRANYAN	3	N/A	N/A	18	N/A	\$145,000	N/A	\$138,250	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY¹	MAR-18 \$/ WEEK	NEW BONDS	MAR-17 \$/ WEEK	NEW BONDS	MAR-13 \$/ WEEK	NEW BONDS
BUNDABERG REGIONAL		\$290	340	\$285	362	\$275	382
4660	Apple Tree Creek/Childers/Woodgate	\$275	20	\$280	38	\$255	33
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$290	312	\$290	293	\$280	325
4671	Gin Gin/Mount Perry	\$268	8	\$250	29	\$250	24
NORTH BURNETT REGIONAL		\$235	45	\$240	53	\$275	239
4625	Aranbanga	\$240	21	N/A	2	\$240	21
4626	Beeran	\$250	11	\$240	23	\$220	7
4630	Bancroft	\$180	9	\$250	16	\$170	12

RENTAL MARKET - 2 BED UNITS

BUNDABERG REGIONAL		\$245	191	\$225	229	\$230	181
4670	Bundaberg, Avoca, Bargara, Burnett Heads, Innes Park, Kepnock, Millbank, Thabeban	\$245	183	\$225	218	\$230	175

RENTAL MARKET - 3 BED TOWNHOUSES

BUNDABERG REGIONAL		\$280	12	\$300	17	\$300	13
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$280	12	\$300	17	\$300	12

Gladstone

The Gladstone residential property market remained as the weakest one of all the areas analysed in the QMM.

A typical house in Gladstone has lost about \$175,000 in value for the past five years, from \$455,000 in March 2013 to \$280,000 in March 2018. This has positioned Gladstone as the second-most affordable region in the QMM following Rockhampton.

Gladstone has become the most affordable unit market in Queensland due to its weak performance over the past five years. A unit in Gladstone has lost about \$276,800 in value for the past five years, from a median of \$450,000 in March 2013 to \$173,200 in March 2018.

The news is better for the rental market with its performance improving gradually as vacancy rates trend down to around 4.1 per cent and rents increase up to 11.5 per cent for some dwellings over the past year.

As indicated in the previous QMM, the region has a pipeline of infrastructure projects bringing hope for economic recovery. The development application for the Rodds Bay solar farm was lodged to council over the March quarter. If the development application is granted, it will create 300 jobs during the proposed 12-months construction phase.

Despite the pipeline of projects, the regional economic data does not yet show any signs of improvement. The job market is weak in the Fitzroy region, reporting an unemployment rate of 6.9 per cent in March 2018.

The historical regional population data also showed a net reduction of 236 residents from the Gladstone local government area for the year to June 2017. This occurred because the increase in natural population and overseas migration was unable to offset the internal exodus of residents (of 1090 for the year to June 2017).

The 2018 outlook of the sales market is challenging considering the weak economic fundamentals.

HOUSE MARKET (<2400M²)

Gladstone's house market performance was weak for the past quarter, the past year and the past five years.

The March quarter median price fell 4.6 per cent, from \$272,615 in December 2017 to \$260,000 in March 2018.

Regardless of the annual increase in sale volumes, the annual median house price also fell 8.5 per cent, from \$306,000 in March 2017 to \$280,000 in March 2018.

Over the medium term, house owners lost nearly 39 per cent of the value of their houses.

Fastest-selling suburbs#¹

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- New Auckland (58 days, \$282,500)
- Calliope (66 days, \$240,000)
- Glen Eden (66 days, N/A)
- Kin Kora (68 days, \$304,500)
- West Gladstone (69 days, \$180,000)

The fastest-selling suburb in Gladstone takes nearly two months to close a sale. This is just another indicator of the challenges faced by vendors.

General Activity

The most active price bracket is for sales below \$350,000 aligning with the median sale price. Sales within this price range comprised about 70 per cent of the total house sales.

In contrast to the general Queensland trends, the annual volume of house sales increased by 6.3 per cent, from 447 in March 2017 to 475 in March 2018.

Listing volumes also increased by 1.6 per cent, from 1666 in February 2017 to 1692 in February 2018. The small number of sales relative to the listing volumes (less than 30 per cent in early 2018) does not support a recovery of the house market as potential buyers have too many options to select their purchase.

Gladstone is the slowest house market and the one requiring the highest discount of all areas featured in the Queensland Market Monitor. A house needs 83 days and a discount of 8.9 per cent to reach a sale. This is just another indicator that the negotiation power sits well within the buyers' hands.

UNIT MARKET

The Gladstone unit market is the second smallest and the most affordable of all the areas analysed in the QMM.

Only about 130 units were sold in Gladstone for the past year. The unit stock represented about 14 per cent of all the residential dwellings in the region in early 2018.

The unit median price for the March quarter is not statistically meaningful as only 9 units were sold over the period.

Looking at the annual data, the unit median price fell a massive 36.4 per cent for the past year and 61.5 per cent for the past five years. A unit in Gladstone has an annual median price of \$173,200 compared to \$450,000 in March 2013.

The market trend indicators showed a market with increasing unit supply as stock on market increased from 7.5 per cent in February 2017 to 8.5 per cent in February 2018.

Units took about 84 days to reach a sale and required a discount of 10.4 per cent in February 2018. This was the largest discount negotiated across all the areas analysed in the Queensland Market Monitor (see page 68 for further information about Market Trends data).

RENTAL MARKET

For a third-consecutive quarter Gladstone vacancies tightened from 6.5 per cent in June 2017 to 4.1 per cent in March 2018.

The bonds data revealed that the rental market was able to absorb 104 rental properties for the past quarter and 384 rental properties for the past year.

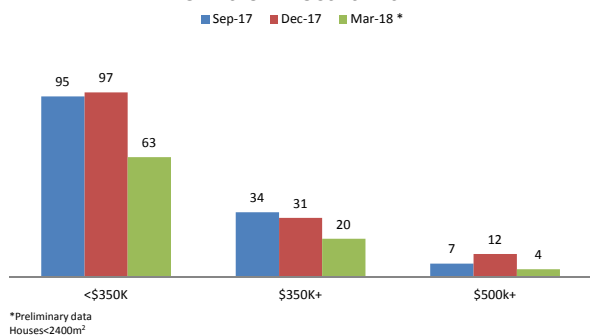
Local agents in Gladstone have noted that the rental market is turning the corner and there is a strong foundation of confidence and positive sentiment backed by strengthening resources and future projects.

Rents followed an upward path for the past year, increasing generally in the range of 3 per cent and 11.5 per cent. A similar trend was seen for the past quarter as the median rent increased by \$10 a week for three-bedroom houses, two-bedroom units and three-bedroom townhouses.

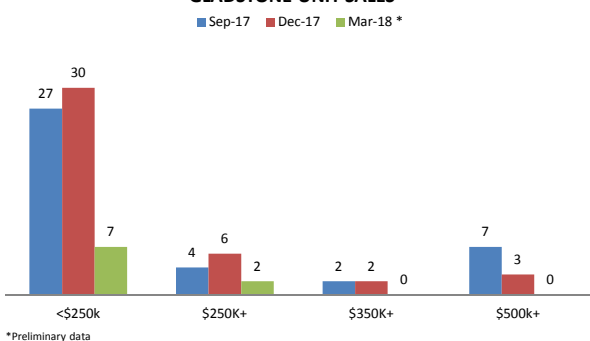
Gladstone remained the most affordable rental market of all the major centres in Queensland, with rents for three-bedroom houses and three-bedroom townhouses sitting at \$200 and rents for two-bedroom units only \$150 a week.

House yields held steady at 4 per cent for the March quarter, sitting on the low side of the range amongst the regional areas analysed in the Queensland Market Monitor.

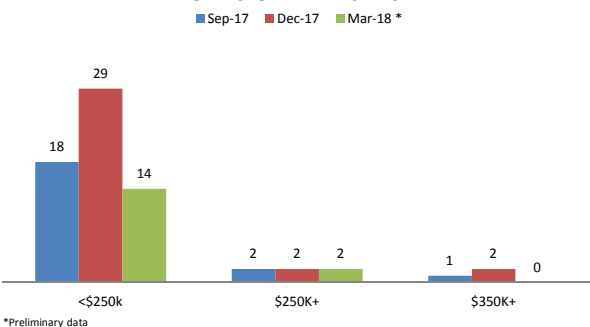
GLADSTONE HOUSE SALES



GLADSTONE UNIT SALES



GLADSTONE LAND SALES



SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GLADSTONE (LGA)	90	\$260,000	-4.6%	475	\$280,000	\$306,000	-8.5%	\$455,000	-38.5%
GLADSTONE (LGA) ^	25	\$397,500	4.6%	135	\$377,500	\$350,000	7.9%	\$512,500	-26.3%
AGNES WATER ^	8	N/A	N/A	40	\$365,000	\$348,750	4.7%	\$382,500	-4.6%
BOYNE ISLAND	10	N/A	N/A	48	\$285,000	\$324,000	-12.0%	\$485,000	-41.2%
CALLIOPE	6	N/A	N/A	32	\$240,000	\$269,000	-10.8%	\$445,000	-46.1%
CLINTON	14	N/A	N/A	64	\$259,750	\$293,000	-11.4%	\$447,500	-42.0%
GLEN EDEN	2	N/A	N/A	17	N/A	\$330,000	N/A	\$525,000	N/A
KIN KORA	10	N/A	N/A	24	\$304,500	\$295,000	3.2%	\$429,000	-29.0%
KIRKWOOD	4	N/A	N/A	23	\$353,500	\$362,000	-2.4%	\$535,000	-33.9%
NEW AUCKLAND	13	N/A	N/A	44	\$282,500	\$337,000	-16.2%	\$475,000	-40.5%
SOUTH GLADSTONE	5	N/A	N/A	27	\$230,000	\$260,000	-11.5%	\$435,000	-47.1%
TANNUM SANDS	6	N/A	N/A	53	\$360,000	\$367,500	-2.0%	\$515,000	-30.1%
TELINA	3	N/A	N/A	18	N/A	\$310,000	N/A	\$469,500	N/A
WEST GLADSTONE	7	N/A	N/A	39	\$180,000	\$225,000	-20.0%	\$426,500	-57.8%

SURROUNDS

BANANA (LGA)	15	N/A	N/A	80	\$167,500	\$152,500	9.8%	\$260,000	-35.6%
BILOELA	10	N/A	N/A	40	\$258,750	\$230,500	12.3%	\$281,500	-8.1%

SALES MARKET - UNITS & TOWNHOUSES

GLADSTONE (LGA)	9	N/A	N/A	129	\$173,200	\$272,500	-36.4%	\$450,000	-61.5%
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SALES MARKET - VACANT LAND <2400M²

GLADSTONE (LGA)	13	N/A	N/A	66	\$146,500	\$160,000	-8.4%	\$229,000	-36.0%
KIRKWOOD	2	N/A	N/A	4	N/A	\$132,000	N/A	\$252,700	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY*	MAR-18 \$/ WEEK	NEW BONDS	MAR-17 \$/ WEEK	NEW BONDS	MAR-13 \$/ WEEK	NEW BONDS
GLADSTONE REGIONAL		\$200	222	\$180	281	\$480	239
4677	Agnes Water/Miriam Vale	\$320	13	\$300	19	\$350	20
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/Tannum Sands	\$200	207	\$180	260	\$500	212
BANANA SHIRE		\$278	44	\$255	54	\$335	48
4715	Biloela	\$300	23	\$290	29	\$350	27
4718	Burahinia	\$240	16	\$210	18	\$290	18

RENTAL MARKET - 2 BED UNITS

GLADSTONE REGIONAL		\$150	226	\$145	273	\$400	160
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/Tannum Sands	\$150	221	\$140	264	\$400	158
BANANA SHIRE		\$250	21	\$250	37	\$260	12
4715	Biloela	\$250	19	\$250	33	\$265	7

RENTAL MARKET - 3 BED TOWNHOUSES

GLADSTONE REGIONAL		\$200	86	\$180	124	\$550	62
4677	Agnes Water/Miriam Vale	N/A	3	N/A	1	N/A	1
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/Tannum Sands	\$200	83	\$180	123	\$550	61

Rockhampton

The Rockhampton property market slipped moderately for the past year, with house prices falling 1.9 per cent, to \$265,000 and unit prices contracting 1.3 per cent, to \$295,000.

Units continued to outperform houses, as they've done for much of the year, and ended the year more expensive than houses. This atypical performance may be the consequence of the limited unit market, which represents less than 10 per cent of the regional dwellings.

Sentiment across locals and businesses have renewed over the past few months. In light of this improvement, the rental market has seen improved market fundamentals as vacancies have followed a downward path for the past four quarters. The weekly median rent for different type of dwellings have also increased over the March quarter, potentially driven by an increase in rental demand.

In good news for the region, a few projects made good progress over the March quarter.

The \$350 million Lower Fitzroy River Infrastructure Rockwood Weir project secured federal funding in April this year. This project will potentially add 76,000 megalitres of water for agricultural production along the Fitzroy River and a back-up supply of water for Gladstone, Rockhampton and Livingstone Shire.

The economic drivers of housing demand have remained weak for the past few years. Population fell by 0.2 per cent for the 12 months to June 2017 driven by the exodus of 844 residents.

The Fitzroy SA4 unemployment rate of 6.9 per cent in March 2018 remained above the state's unemployment rate of 6 per cent.

The outlook of the sales and rental market remained challenging. However, the REIQ has the view that house prices will stabilize in 2018 and the rental market will also see improvement in the way of lower vacancies and increased weekly rents.

HOUSE MARKET (<2400M²)

The house market has become the most affordable of all the regions featured in the Queensland Market Monitor.

The quarterly median house price increased a modest 0.7 per cent, from \$269,000 in December 2017 to \$271,000 in March 2018.

Despite the quarterly recovery, the annual median house price fell 1.9 per cent, from \$270,000 in March 2017 to \$265,000 in March 2018. The main driver for the downward price trend was the 10 per cent reduction in the annual sales volumes.

Looking at the medium-term figures, house prices remained subdued, falling 11.7 per cent or \$35,000 for the past five years, from \$300,000 in March 2013.

Fastest-selling suburbs#¹

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Park Avenue (42 days, \$226,000)
- Wandall (53 days, \$229,125)
- Berserker (57 days, \$187,500)
- Norman Gardens (61 days, \$405,750)
- Gracemere (62 days, \$275,000)

Park Avenue, Wandall and Berserker are between 3km and 7km from the town centre and within close proximity to shopping centres. These three suburbs not only offer proximity to the town centre but also affordable prices generally below the local government area median price.

Norman Gardens is a popular destination for students as the Central Queensland university campus is located in this suburb. Gracemere is 9km to the city and fully serviced with schools and shopping centres. Houses in these suburbs are generally more expensive than the local government area median price.

General Activity

The busiest price range in the region is for house sales below \$350,000. The volume of sales over the December quarter increased about 14 per cent, from 207 house sales in September to 235 sales in December. However, the quarterly volume increase did not yet translate to a lift in annual sale volumes.

Market trend indicators revealed characteristics of a market which has commenced to stabilise as supply is falling and demand seems to be increasing.

Listings fell 7.8 per cent for the year to February 2018, supporting a fall on the stock on market from 8 per cent in February 2017 to 7.4 per cent in February 2018. A fall on the stock available for sale provides some relief to vendors as there are fewer options for potential buyers.

Median days on market and median vendor discount improved significantly for the past 12 months. A typical house needed 66 days to reach a sale in February 2018 compared to 83 days in February 2017.

Vendors generally negotiated a discount of 8 per cent to reach a sale in February 2018 compared to a higher discount of 9.1 per cent needed in February 2017.

UNIT MARKET

The unit market is the smallest of all areas analysed in the QMM, with less than 90 unit sales reached for the year to March 2018.

The volume of unit sales of 13 for the March quarter was not sufficient to calculate a meaningful quarterly median sale price.

Looking at the annual data, unit prices fell 1.3 per cent, from \$299,000 in March 2017 to \$295,000 in March 2018. This compares to the annual median unit price of \$325,000 five years ago.

Market trend indicators showed listings holding relatively steady, with a stock on market of 8.7 per cent for February 2018.

Median days on market and median vendor discount increased for the past year as the volume of sales continued falling.

A unit in Rocky needs more than three months (96 days) to reach a sale and a discount of 7.7 per cent.

RENTAL MARKET

Vacancies in Rocky have followed a downward path for the past four quarters, falling from the highest level in its history of 8.6 per cent in March 2017 to 4.1 per cent in March 2018.

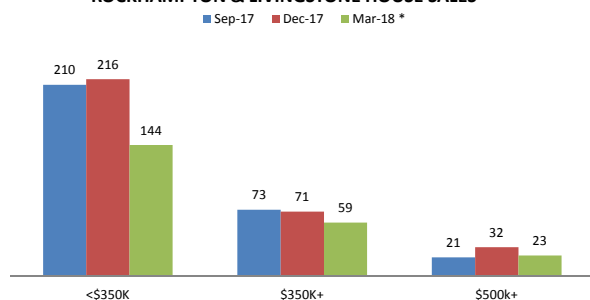
The rental stock in Rocky (measured as the number of rental bonds) for the past year increased by 2.9 per cent, from 7006 in March 2017 to 7208 in March 2018.

The weekly median rent for three-bedroom houses, two-bedroom units and three-bedroom townhouses increased between \$5 and \$30 for the March quarter.

Despite the rental increases, Rockhampton was the second most affordable rental market for three-bedroom houses and two-bedroom units of all the areas analysed in the QMM.

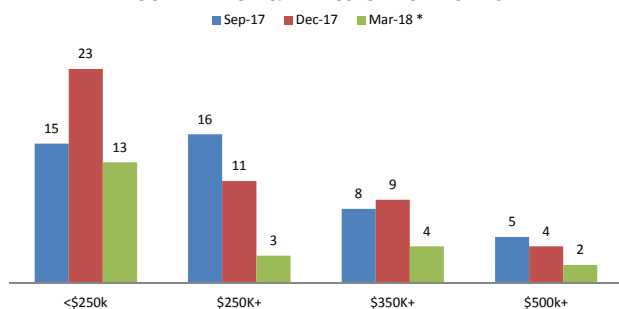
Houses in Rocky achieved annual rental yields of about 5.3 per cent, sitting within the top end of the range for all the areas in the QMM. These are good news for investors; however, vacancies are still high reducing the interest from potential investors.

ROCKHAMPTON & LIVINGSTONE HOUSE SALES



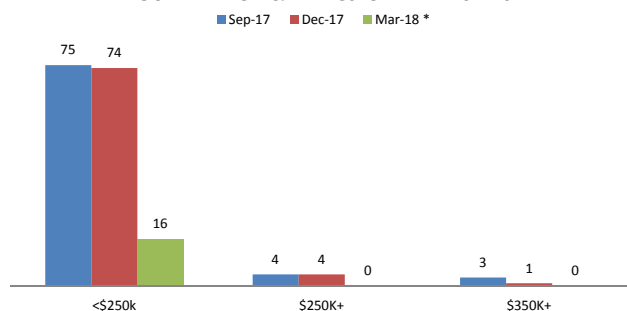
*Preliminary data
Houses<2400m²

ROCKHAMPTON & LIVINGSTONE UNIT SALES



*Preliminary data

ROCKHAMPTON & LIVINGSTONE LAND SALES



*Preliminary data





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SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
ROCKHAMPTON (LGA)	147	\$271,000	0.7%	759	\$265,000	\$270,000	-1.9%	\$300,000	-11.7%
ROCKHAMPTON (LGA) ^	14	N/A	N/A	55	\$365,530	\$391,500	-6.6%	\$390,000	-6.3%
ALLENSTOWN	7	N/A	N/A	34	\$225,000	\$245,000	-8.2%	\$286,750	-21.5%
BERSERKER	14	N/A	N/A	72	\$187,500	\$191,000	-1.8%	\$245,500	-23.6%
FRENCHVILLE	27	\$342,000	15.9%	117	\$320,000	\$320,000	0.0%	\$341,000	-6.2%
GRACEMERE	8	N/A	N/A	66	\$275,000	\$281,000	-2.1%	\$341,000	-19.4%
KAWANA	9	N/A	N/A	39	\$280,000	\$275,000	1.8%	\$315,000	-11.1%
KOONGAL	9	N/A	N/A	40	\$210,000	\$235,000	-10.6%	\$280,000	-25.0%
MOUNT MORGAN	3	N/A	N/A	23	\$100,000	\$100,000	0.0%	\$147,000	-32.0%
NORMAN GARDENS	20	\$418,500	8.7%	118	\$405,750	\$385,500	5.3%	\$400,000	1.4%
PARK AVENUE	8	N/A	N/A	65	\$226,000	\$205,000	10.2%	\$269,000	-16.0%
THE RANGE	16	N/A	N/A	72	\$350,000	\$335,000	4.5%	\$370,000	-5.4%
WANDAL	11	N/A	N/A	46	\$229,125	\$248,000	-7.6%	\$290,000	-21.0%

SURROUNDS

CENTRAL HIGHLANDS (LGA)	48	\$172,000	-10.7%	205	\$155,000	\$167,500	-7.5%	\$442,500	-65.0%
BLACKWATER	15	N/A	N/A	51	\$90,000	\$80,000	12.5%	\$465,000	-80.6%
EMERALD	29	\$260,000	15.6%	127	\$227,500	\$225,000	1.1%	\$455,000	-50.0%

LIVINGSTONE (LGA)	83	\$321,000	-12.9%	343	\$350,000	\$365,000	-4.1%	\$395,000	-11.4%
LIVINGSTONE (LGA) ^	22	\$517,500	3.0%	149	\$491,500	\$487,000	0.9%	\$480,000	2.4%
EMU PARK	9	N/A	N/A	34	\$310,000	\$305,000	1.6%	\$328,000	-5.5%
LAMMERMOOR	8	N/A	N/A	36	\$429,500	\$430,000	-0.1%	\$466,000	-7.8%
YEPPON	15	N/A	N/A	78	\$339,500	\$360,000	-5.7%	\$395,000	-14.1%
ZILZIE	10	N/A	N/A	33	\$320,000	\$352,500	-9.2%	\$388,000	-17.5%

SALES MARKET - UNITS & TOWNHOUSES

ROCKHAMPTON (LGA)	13	N/A	N/A	86	\$295,000	\$299,000	-1.3%	\$325,000	-9.2%
ROCKHAMPTON CITY	2	N/A	N/A	25	\$410,754	\$371,250	10.6%	\$345,000	19.1%

SURROUNDS

LIVINGSTONE (LGA)	11	N/A	N/A	74	\$268,750	\$255,000	5.4%	\$305,000	-11.9%
YEPPON	3	N/A	N/A	30	\$252,500	\$252,500	0.0%	\$321,725	-21.5%

SALES MARKET - VACANT LAND <2400M²

ROCKHAMPTON (LGA)	4	N/A	N/A	108	\$145,000	\$147,000	-1.4%	\$147,500	-1.7%
GRACEMERE	0	N/A	N/A	39	\$145,000	\$140,500	3.2%	\$147,500	-1.7%
NORMAN GARDENS	1	N/A	N/A	36	\$166,900	\$167,000	-0.1%	\$160,000	4.3%

SURROUNDS

LIVINGSTONE (LGA)	11	N/A	N/A	137	\$177,000	\$173,000	2.3%	\$176,000	0.6%
HIDDEN VALLEY	0	N/A	N/A	17	N/A	\$175,000	N/A	\$300,000	N/A
PARKHURST	4	N/A	N/A	40	\$177,250	\$177,900	-0.4%	\$198,000	-10.5%
ZILZIE	0	N/A	N/A	13	N/A	\$142,000	N/A	\$179,000	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY:	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$275	271	\$280	323	\$350	434
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$270	94	\$280	102	\$340	93
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/ Rockhampton	\$280	162	\$280	212	\$350	148
	LIVINGSTONE SHIRE	\$280	177	\$283	166	N/A	N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SapphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$260	94	\$260	80	\$350	81
4703	Bayfield/Bungundarra/Byfield/Cooee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Tarangamba/Woodbury/Yeppoon	\$320	69	\$308	72	\$360	82
4710	Emu park/Zilzie	\$245	14	\$250	14	\$350	24
4714	Mount Morgan	\$228	14	\$220	9	\$190	6
	CENTRAL HIGHLANDS REGIONAL	\$200	163	\$200	125	\$420	139
4717	Blackwater	\$180	84	\$200	58	\$400	56
4720	Emerald	\$260	56	\$230	57	\$450	70

RENTAL MARKET - 2 BED UNITS

ROCKHAMPTON REGIONAL		\$210	200	\$210	226	\$260	247
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$235	72	\$220	64	\$250	71
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/ Rockhampton	\$200	125	\$208	160	\$250	105
LIVINGSTONE SHIRE		\$260	70	\$255	78	N/A	N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SapphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$220	9	\$220	9	N/A	1
4703	Bayfield/Bungundarra/Byfield/Cooee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	\$270	59	\$265	69	\$320	68
CENTRAL HIGHLANDS REGIONAL		\$190	73	\$180	71	\$370	84
4717	Blackwater	\$150	9	\$180	7	\$275	7
4720	Emerald	\$200	61	\$180	64	\$380	72

RENTAL MARKET - 3 BED TOWNHOUSES

ROCKHAMPTON REGIONAL		\$330	12	\$305	14	\$350	15
4701	Central Old Uni, Frenchville, Kalka, Koongal, Lakes Ck, Nerimbera, Nth Rockhampton, Oasis Gardens, Pk Avenue PO, Rockhampton	\$320	8	\$275	6	N/A	1
LIVINGSTONE SHIRE		\$340	15	\$340	21	N/A	N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SapphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$370	8	\$380	11	N/A	1
4703	Bayfield/Bungundarra/Byfield/Cooee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	\$330	6	\$353	8	\$320	7
CENTRAL HIGHLANDS REGIONAL		\$290	13	\$213	10	\$480	13
4720	Emerald	\$290	10	\$213	10	\$475	12

66 The outlook of the sales and rental market remained challenging. However, the REIQ has the view that house prices will stabilize in 2018 and the rental market will also see improvement in the way of lower vacancies and increased weekly rents.

Mackay

The Mackay house sales market has delivered an outstanding 4.1 per cent growth to the annual median house price, to reach \$333,250, and live up to last quarter's forecast of a stronger start to 2018.

This market is now officially in recovery.

However, the unit market performance remained subdued as unit prices fell a significant 7.8 per cent, to \$212,000 for the past year. This fall has positioned Mackay as the second most affordable unit market of all areas analysed in the Queensland Market Monitor.

The \$583 million resort development at Lindeman Island achieved development approval in March this year following the approval of the project's environmental impact assessment.

The first stage of the resort project is expected to contribute \$480 million to the Mackay region and \$620 million to the state's economy. Once operational, the resort will generate \$100 million annually to the Mackay economy, adding 300 direct full-time jobs on the island.

The Queensland Government has recently declared a priority development area (PDA) on 170 hectares within the CBD and along the Pioneer River and Town Beach. This achievement is another step towards economic recovery as the PDA will speed up development approvals, supporting job creation, investor confidence, and the delivery of community infrastructure and public facilities.

Population in the Mackay local government area experienced a fall of 0.5 per cent or 639 residents for the year to June 2017. This fall was driven by a loss of 1825 residents migrating somewhere else in Australia.

Mackay SA4 reported the lowest unemployment rate in Queensland of 3.9 per cent for March 2018. A similar level in the region was last reached in June 2013.

The reduction in the regional population along with the increase in the labour force of about 4850 persons for the year to March 2018 contributed to the recent improvement of the unemployment rate.

The Mackay economy is currently showing signs of recovery, which ultimately may reduce or terminate the exodus of residents and support the growth of the housing market.

The regional rental market, with vacancies just outside the healthy range, has strengthened significantly since December 2016 when the rental vacancies reached 7.9 per cent. Rents continued following an upward path this quarter, with the median rent for a number of dwellings increasing \$20 a week over the March quarter.

The house sales market remained classed as a market in recovery. We have noted no changes on the unit sales prognosis, hence the unit market is classed as a falling market.

The 2018 outlook for the rental market seems positive and is supported by increasing rents and reduced vacancies.

HOUSE MARKET (<2400M²)

The December quarter median price held steady at \$340,000 as demand for housing in the region followed an upward path.

On an annual basis, the annual median house price increased a decent 4.1 per cent, exceeding the annual growth in Greater Brisbane and Brisbane local government area for the past year. A typical house in Mackay had an annual median price of \$333,250 in March 2018 compared to \$320,000 one year ago.

Over the medium term, the house market remains weak as the annual median price fell a cumulative 22 per cent or about \$94,000, from \$427,500 in March 2013.

Fastest-selling suburbs#¹

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Walkerston (24 days, \$379,250)
- North Mackay (36 days, \$265,000)
- Ooralea (38 days, \$435,000)
- Beaconsfield (38 days, \$335,000)
- Glenella (40 days, \$447,500)

With the exception of North Mackay, all these suburbs had an annual median price above the local government area. This suggests that the more expensive pockets in Mackay tend to sell faster than the most affordable stock.

General Activity

Based on preliminary data for March 2018, the annual volume of house sales held steady at about 1067 transactions a year. This is a clear indicator that demand is stabilising.

The most active price range for houses is for transactions below \$350,000, representing about 50 per cent to 60 per cent of the total volume of sales in the region. We have noted that the volume of sales between \$500k and \$1 million increased over the December quarter, showing more evidence that demand above the local government area median sale price is on the rise.

Market trend indicators revealed characteristics of a market in recovery.

Stock on market has fallen to 6.5 per cent, sitting in the lower end of the range in Queensland. Only Brisbane LGA and Townsville have reported a stock on market below 6.5 per cent for the same period.

Median days on market continued following a downward path as days on market reduced from 69 days in February 2017 to 53 days in February 2018.

Median vendor discount has fallen a massive 3 percentage points, from 9.8 per cent in February 2017 to 6.8 per cent in February this year. This means that vendors only have to negotiate a discount of 6.8 per cent to reach a sale compared to a nearly 10 per cent discount about one year ago.



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UNIT MARKET

The unit market improved this quarter as the median price increased 11.1 per cent, from \$202,500 in December 2017 to \$225,000 in March 2018.

Despite the quarterly recovery, the annual median unit price still fell 7.8 per cent, from \$230,000 in March 2017 to \$212,000 in March 2018.

Looking at the medium-term data, the unit market performed very poorly as unit prices fell in value about 40 per cent or \$143,000, from \$355,000 in March 2013.

The most active price range for units is below \$250,000. Medium to high density dwellings comprise about 14 per cent of the residential dwellings in the region. The volume of unit sales was only 208 transactions for the past year.

Unit listing volumes have fallen about 3 per cent, from 470 in February 2017 to 455 in February 2018. This has triggered a reduction on the stock on market for units to 7.3 per cent, which is the second lowest one throughout the areas analysed in the QMM.

Median days on market fell substantially for the past year, from 132 days in February 2017 to 80 day in February this year. A similar performance was seen in the median vendor discount, which fell to 9.5 per cent in February 2018.

RENTAL MARKET

Vacancies weakened this quarter, from 3 per cent in December 2017 to 3.6 per cent in March 2018; sitting just outside the healthy range.

According to the rental bonds data, the rental stock increased slightly from 12,735 properties in December 2017 to 12,762 properties in March 2018.

Tenants in the region have experienced massive rental increases in the range of 14 per cent to 19 per cent over the past year.

The weekly median rent for three-bedroom houses increased from \$280 in March 2017 to \$320 in March 2018.

Rents for two-bedroom units increased from \$200 a week in March 2017 to \$230 a week in March 2018.

The rent for three-bedroom townhouses have matched the rent for three-bedroom houses as the weekly median rent increased by \$50 for the past year, to \$320.

House yields increased slightly over the March quarter as the rents for three-bedroom houses recovered. New landlords of houses achieved indicative annual rental yields of 4.9 per cent in March 2018.

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
MACKAY (LGA)	244	\$340,000	0.0%	1067	\$333,250	\$320,000	4.1%	\$427,500	-22.0%
MACKAY (LGA) ^	36	\$414,000	15.0%	164	\$388,250	\$430,000	-9.7%	\$500,000	-22.4%
ANDERGROVE	19	N/A	N/A	76	\$327,000	\$293,500	11.4%	\$415,000	-21.2%
BEACONSFIELD	4	N/A	N/A	41	\$335,000	\$339,000	-1.2%	\$435,000	-23.0%
BLACKS BEACH	9	N/A	N/A	41	\$310,000	\$346,500	-10.5%	\$466,500	-33.5%
BUCASIA	16	N/A	N/A	72	\$335,000	\$315,000	6.4%	\$459,500	-27.1%
EAST MACKAY	6	N/A	N/A	37	\$300,000	\$370,000	-18.9%	\$432,500	-30.6%
EIMEO	16	N/A	N/A	46	\$358,000	\$353,500	1.3%	\$476,000	-24.8%
GLENELLA	15	N/A	N/A	55	\$447,500	\$440,000	1.7%	\$530,000	-15.6%
MARIAN	8	N/A	N/A	49	\$410,000	\$399,000	2.8%	\$470,000	-12.8%
MOUNT PLEASANT	8	N/A	N/A	47	\$340,000	\$326,000	4.3%	\$475,000	-28.4%
NORTH MACKAY	20	\$260,000	-1.9%	68	\$265,000	\$240,000	10.4%	\$379,000	-30.1%
OORALEA	9	N/A	N/A	34	\$435,000	\$419,000	3.8%	\$492,500	-11.7%
RURAL VIEW	11	N/A	N/A	54	\$375,000	\$396,250	-5.4%	\$495,000	-24.2%
SARINA	6	N/A	N/A	28	\$200,000	\$247,500	-19.2%	\$340,000	-41.2%
SLADE POINT	12	N/A	N/A	39	\$295,000	\$275,000	7.3%	\$370,000	-20.3%
SOUTH MACKAY	11	N/A	N/A	67	\$290,000	\$260,000	11.5%	\$387,000	-25.1%
WALKERSTON	13	N/A	N/A	44	\$379,250	\$370,000	2.5%	\$445,000	-14.8%
WEST MACKAY	18	N/A	N/A	83	\$295,000	\$290,000	1.7%	\$400,000	-26.3%

SURROUNDS									
ISAAC (LGA)	26	\$155,000	8.4%	165	\$130,000	\$145,000	-10.3%	\$455,000	-71.4%
MORANBAH	15	N/A	N/A	86	\$181,000	\$160,000	13.1%	\$677,000	-73.3%

WHITSUNDAY (LGA)	62	\$381,500	0.4%	288	\$350,000	\$325,000	7.7%	\$360,000	-2.8%
WHITSUNDAY (LGA) ^	14	N/A	N/A	75	\$450,000	\$421,000	6.9%	\$500,000	-10.0%
BOWEN	14	N/A	N/A	78	\$232,500	\$270,000	-13.9%	\$345,000	-32.6%
CANNONVALE	20	\$465,000	4.0%	77	\$445,000	\$430,000	3.5%	\$438,975	1.4%
PROSERPINE	3	N/A	N/A	29	\$300,000	\$285,000	5.3%	\$315,000	-4.8%

SALES MARKET - UNITS & TOWNHOUSES

MACKAY (LGA)	39	\$225,000	11.1%	208	\$212,000	\$230,000	-7.8%	\$355,000	-40.3%
MACKAY	7	N/A	N/A	38	\$240,000	\$285,000	-15.8%	\$406,000	-40.9%

SURROUNDS									
WHITSUNDAY (LGA)	43	\$230,000	4.8%	217	\$240,000	\$250,000	-4.0%	\$292,000	-17.8%
AIRLIE BEACH	12	N/A	N/A	78	\$325,000	\$337,500	-3.7%	\$322,500	0.8%
CANNONVALE	21	\$217,000	14.2%	75	\$210,000	\$235,000	-10.6%	\$279,000	-24.7%

SALES MARKET - VACANT LAND <2400M²

MACKAY (LGA)	12	N/A	N/A	161	\$165,000	\$167,250	-1.4%	\$202,000	-18.3%
RURAL VIEW	2	N/A	N/A	24	\$139,000	\$135,000	3.0%	\$215,000	-35.3%

SURROUNDS									
WHITSUNDAY (LGA)	12	N/A	N/A	129	\$155,000	\$139,500	11.1%	\$152,500	1.6%
CANNONVALE	8	N/A	N/A	48	\$155,000	\$148,500	4.4%	\$139,950	10.8%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ^a	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	MACKAY REGIONAL	\$320	321	\$280	435	\$450	379
4737	Sarina/Sarina Beach/Armstrong Beach	\$275	24	\$255	32	\$410	43
4740	Mackay	\$320	258	\$280	359	\$450	277
4741	Various Islands/Claireview/Eton/Farleigh/Flaggy Rock/Gargett/Mt Christian/Mt Ossa/Oakenden/Pinnacle/Playstowe/Seafarthy/Yalbaroo	\$360	5	\$240	7	\$400	5
4750	Bucasia/Seaview Heights/Shoal Pt	\$350	11	\$260	13	\$480	23
4751	Palmyra/Walkerston	\$310	10	\$298	12	\$440	17
	ISAAC REGIONAL	\$250	162	\$210	142	\$425	125
4721	Clermont	\$270	20	\$260	15	\$400	8
4742	Nebo	\$215	6	N/A	3	N/A	2
4744	Moranbah	\$250	94	\$220	83	\$450	80
4745	Dysart	\$160	24	\$150	33	\$300	31
4746	Middlemount	\$250	16	\$250	8	N/A	3
	WHITSUNDAY REGIONAL	\$330	140	\$310	142	\$360	165
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdickie/Wilson Bch	\$350	32	\$300	26	\$350	43
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$468	36	\$395	55	\$440	49
4804	Collinsville	\$250	18	\$180	14	\$330	17
4805	Bowen	\$300	54	\$250	47	\$310	54

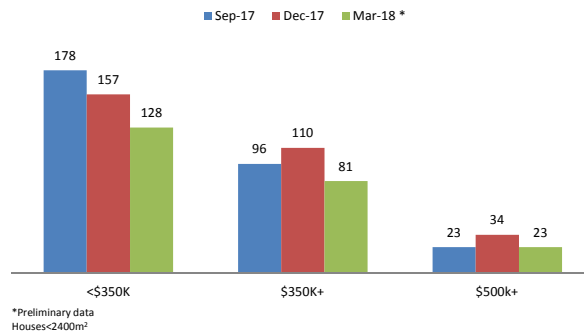
RENTAL MARKET - 2 BED UNITS

MACKAY REGIONAL		\$230	304	\$200	367	\$350	248
4737	Sarina/Sarina Beach/Armstrong Beach	\$195	16	\$180	11	\$250	10
4740	Mackay	\$230	277	\$200	341	\$350	226
4750	Bucasia/Seaview Heights/Shoal Pt	N/A	1	\$200	5	\$280	5
ISAAC REGIONAL		\$190	38	\$200	38	\$550	33
4721	Clermont	\$170	8	\$170	7	N/A	4
4744	Moranbah	\$200	19	\$210	14	\$550	24
4746	Middlemount	\$213	6	\$200	7	N/A	3
WHITSUNDAY REGIONAL		\$310	129	\$260	193	\$290	158
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdickie/Wilson Bch	\$240	9	\$191	12	\$220	24
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$340	90	\$290	134	\$325	89
4805	Bowen	\$278	28	\$200	45	\$280	45

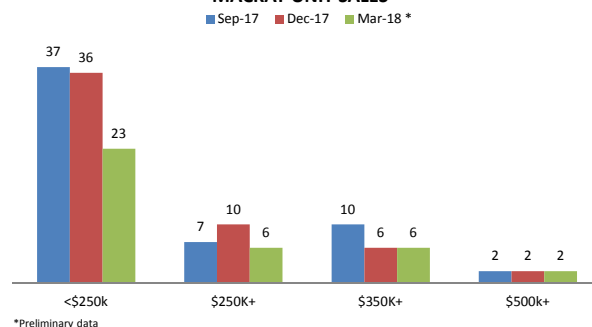
RENTAL MARKET - 3 BED TOWNHOUSES

MACKAY REGIONAL		\$320	36	\$270	53	\$485	46
4740	Mackay	\$320	33	\$270	48	\$485	43
ISAAC REGIONAL		\$283	44	\$270	30	\$600	23
4744	Moranbah	\$320	23	\$295	18	\$600	14
4745	Dysart	N/A	2	N/A	2	N/A	1
WHITSUNDAY REGIONAL		\$365	14	\$355	28	\$360	22
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$410	8	\$355	16	\$370	16
4805	Bowen	N/A	4	\$350	8	N/A	1

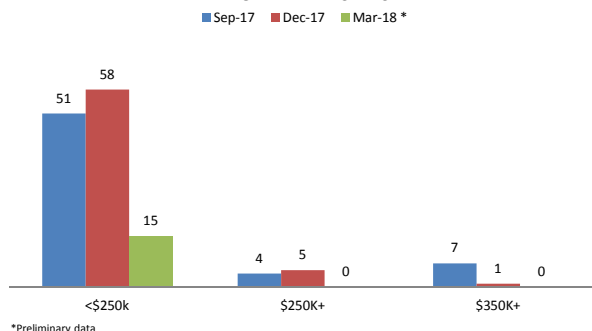
MACKAY HOUSE SALES



MACKAY UNIT SALES



MACKAY LAND SALES



“The house sales market remained classed as a market in recovery. We have noted no changes on the unit sales prognosis, hence the unit market is classed as a falling market.”



Townsville

The house market remained subdued for the past 12 months, with the annual median price falling 3 per cent, to \$325,000.

In contrast, the unit market performance improved massively for the past year as the annual median unit price increased 5.7 per cent, to an annual median of \$280,000. The December quarter increase in the volume of unit sales and the annual fall in listings have been a few of the drivers for the unit price recovery.

Locals have noted an improved sentiment in the region as the large infrastructure projects like the North Queensland Stadium continued construction. However, more infrastructure and business investment is needed to support job creation and the recovery of the regional economic fundamentals.

One of the new developments announced recently was the marine science precinct in the CBD area. The Port of Townsville is currently seeking expression of interest from developers to undertake the redevelopment of the Flinders Street site to become the global centre of excellence for marine science and research under a long-term lease agreement. The proposed redevelopment will provide a new community precinct with improved public access and renewed retail and tourism offerings.

The Townsville SA4 unemployment rate improved from 11.3 per cent in March 2017 to 8.5 per cent in March this year as about 8325 people joined the labour force.

The ABS regional population growth data for the year to June 2017 revealed a small increase in population of only about 1540 residents or 0.8 per cent. The population increase was supported by natural increase in population and overseas migration.

Taking into account the limited regional employment opportunities, the exodus of 720 residents for the year to June 2017 was not an accidental event.

The Townsville house market is a falling market. Units have reported a surprise recovery this year. However, their outlook remains challenged.

The future of the housing market is largely correlated with the improvement of the regional economic fundamentals, particularly the labour market. However, its affordability is supporting the current increase in demand for houses and units.

The rental market remained operating under challenging conditions, with vacancies sitting in the weak range for the March quarter. The REIQ is hopeful that the rental market will continue improving in 2018.

“The Townsville house market is a falling market. Units have reported a surprise recovery this year. However, their outlook remains challenged.”

HOUSE MARKET (<2400M²)

The quarterly median house price held steady at \$325,000 in March 2018.

Despite the quarterly price resilience, the house market slipped over the past year, falling 3 per cent, from \$335,000 in March 2017 to \$325,000 in March 2018. This compares to the annual median house price of \$361,500 in March 2013.

Fastest-selling suburbs#¹

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Currajong (33 days, \$245,000)
- Douglas (33 days, \$364,500)
- Railway Estate (34 days, \$301,000)
- Thuringowa Central (34 days, N/A)
- Annandale (44 days, \$397,500)

Currajong, Douglas, Thuringowa Central and Annandale are located about 6km to 12km from the city centre and are close to a range of amenities, such as shopping centres, the airport, Townsville Stadium, Townsville General Hospital, museums or university campuses. Railway Estate's popularity offers a lifestyle on the side of the Ross River.

It seems there is no correlation between the suburb price range and the length of the days on market.

General Activity

The volume of quarterly annual sales increased 10.2 per cent over the December quarter, from 490 sales in September to 540 sales in December. This is an indicator that housing demand may be on the rise.

The most active price bracket is for house sales below \$350,000, which generally represents between 50 per cent to 60 per cent of the total volume of house sales.

Annual house listing volumes followed a contraction and triggered a fall in the stock on market from 7.2 per cent in February 2017 to 6.3 per cent in February this year.

Other market trend indicators like median days on market and median vendor discount also showed signs of improvements and in favour of vendors. Days on market fell to 62 days and vendor discount reduced to 7.4 per cent. However, these statistics still sat on the high end of the range for all areas analysed in the Queensland Market Monitor.

In the absence of house price recovery, the fall in days on market and vendor discount was reflection of better price alignment between buyers and vendors expectations.

UNIT MARKET

The unit market delivered surprising results for the past year as the annual median price increased a solid 5.7 per cent, from \$265,000 in March 2017 to \$280,000 in March 2018.

Despite the recent annual price growth, the unit market performed weak for the past five years, falling 12.5 per cent or \$40,000, from \$320,000 in March 2013.

The volume of sales increased 22.9 per cent over the December quarter, with the most popular price range sitting below \$250,000. Preliminary data indicates that the volume of unit sales fell 6.5 per cent for the past year. Taking into account that this data is preliminary, there is a high probability that the annual volume of sales is also on the rise, replicating the December quarter trend.

Market trends indicators showed characteristics of a market in recovery.

Unit listing volumes fell 12.3 per cent for the past 12 months, from 1108 listings in February 2017 to 972 listings in February 2018. This was the second largest annual fall of all the areas analysed in the QMM.

As a consequence, days on market and vendor discount improved substantially for the past year.

A unit in Townsville required about 66 days and a discount of 7.4 per cent to reach a sale in February 2018 (Please turn to page 68 for On The Market tables and graphs).

RENTAL MARKET

For the past six quarters, the Townsville vacancies have consistently tightened from the highest level of 7.1 per cent in September 2016 to 3.8 per cent for March 2018.

Anecdotal evidence from local agents indicates that the gap between landlord and tenant expectations has continued closing this quarter, supporting the fall in vacancies.

The occupied rental stock increased by nearly 800 properties for the year to March 2018, reaching 24,570 dwellings. This positioned Townsville as the largest rental market outside the southeast corner.

Rents have been choppy over the past year. The weekly median rent for three-bedroom houses held steady at \$300. Rents for two-bedroom units and three-bedroom townhouses fell by \$10 a week for the past year.

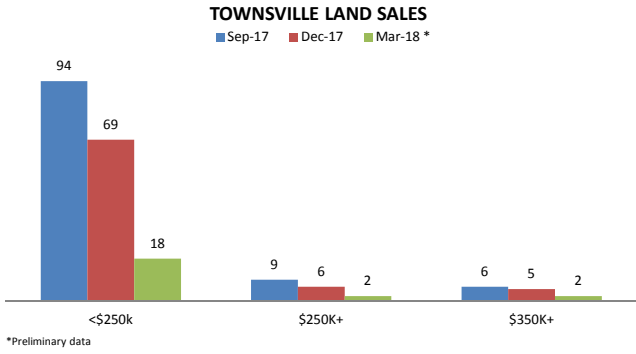
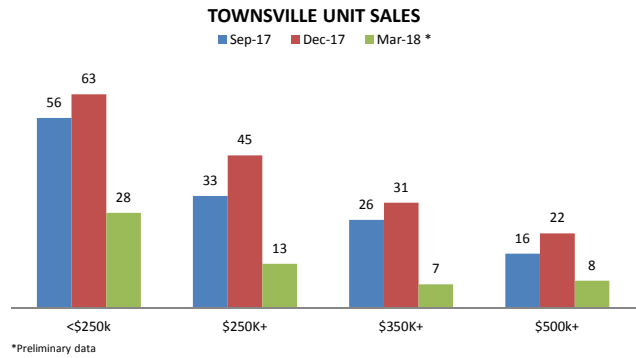
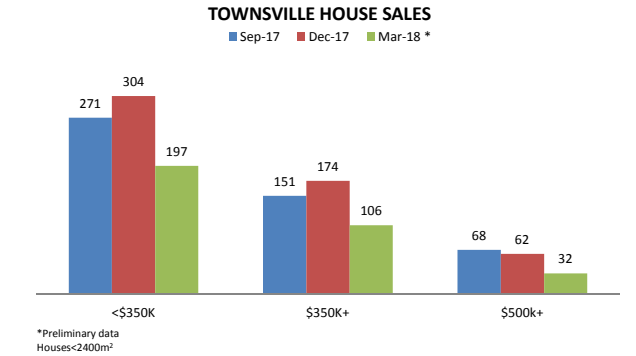
Landlords generally achieved rental yields above the southeast corner, particularly for houses. In March 2018, a house in Townsville achieved rental yields of about 4.8 per cent, while units gained yields of about 5.2 percent.

SALES MARKET - HOUSES <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TOWNSVILLE (LGA)	358	\$325,000	0.0%	1833	\$325,000	\$335,000	-3.0%	\$361,500	-10.1%
TOWNSVILLE (LGA) ^	44	\$387,500	-0.6%	234	\$395,000	\$416,000	-5.1%	\$429,000	-7.9%
AITKENVALE	6	N/A	N/A	51	\$280,000	\$295,000	-5.1%	\$317,000	-11.7%
ALICE RIVER ^	5	N/A	N/A	35	\$475,000	\$431,000	10.2%	\$513,500	-7.5%
ANNANDALE	14	N/A	N/A	78	\$397,500	\$381,000	4.3%	\$426,000	-6.7%
BOHLE PLAINS	8	N/A	N/A	41	\$400,750	\$397,500	0.8%	\$430,000	-6.8%
BURDELL	16	N/A	N/A	77	\$385,000	\$368,000	4.6%	\$425,000	-9.4%
BUSHLAND BEACH	20	\$384,500	11.8%	82	\$372,500	\$379,000	-1.7%	\$406,000	-8.3%
CONDON	13	N/A	N/A	51	\$232,000	\$262,500	-11.6%	\$290,500	-20.1%
COSGROVE	2	N/A	N/A	16	N/A	\$435,000	N/A	N/A	N/A
CRANBROOK	8	N/A	N/A	50	\$243,250	\$262,000	-7.2%	\$310,000	-21.5%
CURRAJONG	9	N/A	N/A	26	\$245,000	\$250,000	-2.0%	\$275,000	-10.9%
DEERAGUN	6	N/A	N/A	39	\$272,500	\$286,500	-4.9%	\$345,000	-21.0%
DOUGLAS	14	N/A	N/A	76	\$364,500	\$365,000	-0.1%	\$384,500	-5.2%
GULLIVER	6	N/A	N/A	35	\$210,000	\$283,500	-25.9%	\$285,000	-26.3%
HEATLEY	5	N/A	N/A	34	\$230,000	\$239,500	-4.0%	\$278,500	-17.4%
HERMIT PARK	9	N/A	N/A	40	\$345,000	\$338,500	1.9%	\$354,000	-2.5%
HYDE PARK	3	N/A	N/A	15	N/A	\$400,000	N/A	\$370,000	N/A
IDALIA	12	N/A	N/A	70	\$482,500	\$422,000	14.3%	\$473,750	1.8%
KELSO	11	N/A	N/A	75	\$242,000	\$257,500	-6.0%	\$301,000	-19.6%
KIRWAN	51	\$310,000	3.3%	238	\$310,000	\$319,000	-2.8%	\$347,000	-10.7%
MOUNT LOUISA	19	N/A	N/A	102	\$350,000	\$380,000	-7.9%	\$408,000	-14.2%
MUNDINGBURRA	9	N/A	N/A	41	\$310,000	\$341,500	-9.2%	\$359,000	-13.6%
NORTH WARD	11	N/A	N/A	45	\$545,000	\$550,000	-0.9%	\$635,000	-14.2%
OONDOOBA	4	N/A	N/A	27	\$275,000	\$270,000	1.9%	\$260,000	5.8%
RAILWAY ESTATE	9	N/A	N/A	37	\$301,000	\$285,000	5.6%	\$325,000	-7.4%
RANGEWOOD ^	3	N/A	N/A	16	N/A	\$502,500	N/A	\$476,500	N/A
RASMUSSEN	8	N/A	N/A	67	\$350,675	\$305,000	15.0%	\$307,000	14.2%
SOUTH TOWNSVILLE	5	N/A	N/A	22	\$345,000	\$334,500	3.1%	\$322,000	7.1%
THURINGOWA CENTRAL	3	N/A	N/A	14	N/A	\$262,500	N/A	\$321,000	N/A
VINCENT	4	N/A	N/A	27	\$210,000	\$250,000	-16.0%	\$265,000	-20.8%
WEST END	5	N/A	N/A	41	\$357,500	\$330,000	8.3%	\$390,000	-8.3%
WULGURU	13	N/A	N/A	46	\$265,000	\$262,000	1.2%	\$310,000	-14.5%

SURROUNDS									
BURDEKIN (LGA)	24	\$200,000	56.9%	116	\$175,000	\$170,000	2.9%	\$205,000	-14.6%
AYR	16	N/A	N/A	65	\$190,000	\$195,000	-2.6%	\$237,500	-20.0%
CHARTERS TOWERS (LGA)	22	\$139,436	-10.0%	67	\$145,000	\$165,000	-12.1%	\$200,000	-27.5%
CHARTERS TOWERS CITY	7	N/A	N/A	23	\$140,000	\$125,000	12.0%	\$200,000	-30.0%
HINCHINBROOK (LGA)	8	N/A	N/A	64	\$180,000	\$200,000	-10.0%	\$250,000	-28.0%
INGHAM	3	N/A	N/A	27	\$160,000	\$180,000	-11.1%	\$250,000	-36.0%

SALES MARKET - UNITS & TOWNHOUSES									
TOWNSVILLE (LGA)	63	\$251,250	-14.0%	487	\$280,000	\$265,000	5.7%	\$320,000	-12.5%
BELGIAN GARDENS	4	N/A	N/A	8	N/A	\$290,000	N/A	\$365,000	N/A
DOUGLAS	1	N/A	N/A	8	N/A	\$245,500	N/A	\$335,000	N/A
NORTH WARD	12	N/A	N/A	93	\$310,000	\$255,000	21.6%	\$340,000	-8.8%
PIMLICO	0	N/A	N/A	9	N/A	\$217,750	N/A	\$210,000	N/A
SOUTH TOWNSVILLE	4	N/A	N/A	26	\$288,500	\$335,000	-13.9%	\$380,000	-24.1%
TOWNSVILLE CITY	12	N/A	N/A	93	\$366,250	\$355,000	3.2%	\$400,000	-8.4%
WEST END	2	N/A	N/A	25	\$230,000	\$180,000	27.8%	\$250,000	-8.0%

SALES MARKET - VACANT LAND <2400M ²									
TOWNSVILLE (LGA)	19	N/A	N/A	302	\$159,000	\$156,000	1.9%	\$160,000	-0.6%
TOWNSVILLE (LGA) ^	3	N/A	N/A	43	\$200,000	\$215,000	-7.0%	\$200,000	0.0%
BOHLE PLAINS	1	N/A	N/A	31	\$170,500	\$165,000	3.3%	\$169,500	0.6%
BURDELL	0	N/A	N/A	26	\$166,500	\$149,925	11.1%	\$154,750	7.6%
BUSHLAND BEACH	4	N/A	N/A	28	\$151,250	\$155,000	-2.4%	\$165,000	-8.3%
KELSO	0	N/A	N/A	14	N/A	\$115,000	N/A	\$142,450	N/A
MOUNT LOUISA	2	N/A	N/A	26	\$177,500	\$167,500	6.0%	\$172,000	3.2%
MOUNT LOW	0	N/A	N/A	27	\$148,000	\$151,750	-2.5%	\$158,000	-6.3%
OONDOOBA	1	N/A	N/A	28	\$159,500	\$146,000	9.3%	\$178,500	-10.6%
SHAW	0	N/A	N/A	5	N/A	\$162,000	N/A	\$158,000	N/A



RENTAL MARKET - 3 BED HOUSES

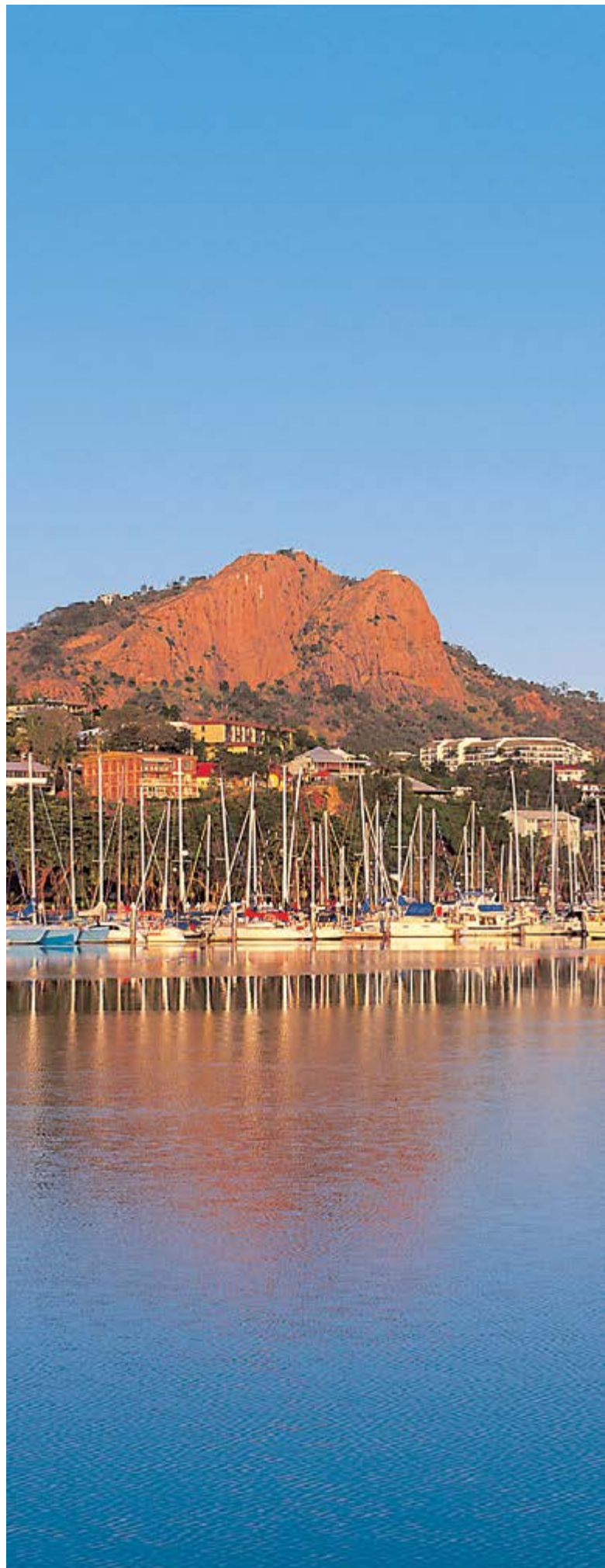
POST CODE	LOCALITY ¹	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOWNSVILLE CITY	\$300	840	\$300	880	\$350	802
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrawonga	\$325	78	\$340	90	\$380	73
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$300	43	\$340	57	\$340	46
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Palmica/Rising Sun/Rosslea	\$310	72	\$300	59	\$340	68
4814	Airkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$300	257	\$300	255	\$360	257
4815	Condon/Kelsa/Pinnacles/Rasmussen	\$275	115	\$263	124	\$330	128
4816	Alligator Ck/Dunk Is/Greenvale/Hidden Valley/Homestead/Julago/Macrossan/Majors Ck/Mingela/Mutarnee/Nelia/Name/Palm Is/Puluma/Pentland/Prairie/Ravenswood/Rollingstone/Sellheim/Toonpan/Torrens Ck/Woodstock	\$300	9	\$310	16	\$290	9
4817	Alice River/Bahle Pines/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$300	129	\$300	122	\$360	114
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bahle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	\$310	121	\$300	150	\$360	93
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$300	16	\$280	7	\$275	14
	BURDEKIN SHIRE	\$250	29	\$258	50	\$265	61
4806	Arkendeth	\$208	8	\$240	12	\$255	15
4807	Airville	\$280	19	\$265	32	\$280	38
	CHARTERS TOWERS REGIONAL	\$270	43	\$250	45	\$275	45
4820	Richmond Hill	\$270	43	\$250	45	\$275	45
	HINCHINBROOK SHIRE	\$250	31	\$250	38	\$260	34
4850	Abergowrie	\$250	31	\$250	38	\$260	34

RENTAL MARKET - 2 BED UNITS

	TOWNSVILLE CITY	\$250	830	\$260	934	\$300	826
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrawonga	\$275	370	\$275	423	\$330	382
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$300	73	\$300	100	\$350	50
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Palmica/Rising Sun/Rosslea	\$200	183	\$200	195	\$265	187
4814	Airkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$260	124	\$270	120	\$330	129
4815	Condon/Kelsa/Pinnacles/Rasmussen	\$260	29	\$275	39	\$285	27
4817	Alice River/Bahle Pines/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$245	32	\$250	37	\$290	35
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bahle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	\$232	6	\$200	7	\$250	6
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$300	13	\$365	13	\$280	10
	BURDEKIN SHIRE	\$210	32	\$220	33	\$200	62
4807	Airville	\$210	30	\$225	29	\$200	55
	CHARTERS TOWERS REGIONAL	\$200	26	\$188	14	\$195	21
4820	Richmond Hill	\$200	26	\$188	14	\$195	21
	HINCHINBROOK SHIRE	\$180	18	\$180	28	\$200	28
4850	Abergowrie	\$180	18	\$180	28	\$200	28

RENTAL MARKET - 3 BED TOWNHOUSES

	TOWNSVILLE CITY	\$300	48	\$310	50	\$360	43
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrawonga	\$335	6	\$440	10	\$400	5
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Palmica/Rising Sun/Rosslea	\$305	12	\$310	10	\$350	12
4814	Airkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$350	10	\$320	7	\$390	10



Cairns

Cairns delivered steady growth of 2.5 per cent over the past 12 months, to arrive at an annual median house price of \$410,000 in March 2018.

Conversely, the unit market was weak with the annual median unit price falling 1.7 per cent, to \$232,000.

As supply and demand for houses and units trended downwards, house and unit prices moved modestly over the past year.

Cairns is one of the big winners from the announcement of the \$5 billion Land 400 Phase 2 contract. Cairns' Redcat Industries has a teaming agreement with the winning tenderer, Rheinmetall Defence Australia. This means high-skilled jobs will be created in the region and the regional company will benefit from the transfer of technologies and skills.

The \$450 million development of the Nova City Project is forecast to commence by late 2018. The developer, World Class Land, has invited tenders to lead the project construction.

The latest employment data revealed the unemployment rate for Cairns SA4 sitting at 6.1 per cent for March 2018. This was slightly higher than the state's unemployment rate of 6 per cent for the same period.

The recent ABS regional population growth data revealed an annual growth in the Cairns SA4 population of 1.3 per cent, to about 164,540 residents for the 12 months to June 2017. Natural increase in population followed by overseas migration were the key drivers for the population increase as net internal migration was negative in this region for the year to June 2017.

The 2018 outlook for the property market is promising. The Cairns house market is classed as steady. The unit market is also classed as steady, however its outlook is still negative (see page 4 for further information about market classification).

Rentals are expected to continue a solid trajectory, with vacancies most likely remaining in the tight to healthy range in 2018 due to the limited rental stock.

HOUSE MARKET (<2400M²)

The March quarter median price held steady at \$405,000. Looking at the annual data, the median price increased 2.5 per cent, to reach an annual median of \$410,000.

The Cairns house market has been one of the top-two regional (excludes the southeast corner) performers for the past five years of all the areas analysed in the Queensland Market Monitor. House prices increased 17.1 per cent or \$60,000, from \$350,000 in March 2013.

Fastest-selling suburbs#¹

The fastest-selling suburbs for all houses, ranked by the shortest median days on market for the year to February 2018, were the following:

- Brinsmead (22 days, \$468,000)
- Bungalow (36 days, N/A)
- Halloways Beach (38 days, \$380,000)
- Kanimbla (39 days, \$475,000)
- Parramatta Park (39 days, \$445,000)

Brinsmead, Kanimbla and Parramatta Park have a median sale price above the local government area median price. Brinsmead and Kanimbla are located between 5km and 10km from the city centre and within close proximity to the national parks. Bungalow and Parramatta Park are inner suburbs located within 4km of the city centre and in proximity to all the city attractions. Halloways Beach's popularity is on its beachside location being within 13km of the city centre.

General Activity

Similar to most of the Outer Brisbane areas, most house sales activity ranges between \$350,000 and \$500,000, comprising nearly 50 per cent of the regional house sales.

The volume of sales above the \$1 million price has followed a downward path. The September 2017 quarter reported 6 sales above \$1 million, compared to 3 sales in December 2017 and 1 sale in March 2018.

Market trend indicators changed slightly for the past quarter, with median days on market and median vendor discount reaching 56 days and 5.4 per cent.

House listing volumes reduced 3 per cent for the year to February 2018, putting downward pressure on the stock on market to reach 7.9 per cent (see page 68 for further information about market trends).

UNIT MARKET

Units performed poorly compared with houses over the past year, with the annual median sale price falling 1.7 per cent, from \$236,000 in March 2017 to \$232,000 in March 2018.

Bringing some positive news, the unit median price still performed positively over the past five years as unit prices increased 12.3 per cent, from \$206,625 in March 2013.

Medium to high density dwellings comprise about 31 per cent of residential dwellings in the region, which has made the Cairns unit market a very affordable living option for owner-occupiers or an attractive investment for landlords.

The busiest sale price is for unit sales below \$250,000, which represent about 55 per cent of the unit sales.

Market trend indicators revealed characteristics of a market showing falling supply and potentially increasing demand.

Unit listing volumes fell 3.2 per cent for the year to February 2018, to 2084 listings. This represented about 9.8 per cent of the regional unit stock.

Median days on market and median vendor discount improved slightly for the past year.

Units needed about 65 days to reach a sale and a negotiated discount of 5.4 per cent in February 2018.

RENTAL MARKET

The Cairns rental market weakened this quarter as vacancies increased from 1.6 per cent in December to 2.1 per cent in March. However, the rental market continued operating well into the tight range and in favour of landlords.

Local property managers have noted a lack of rental stock below \$270 a week and longer vacancies for higher-end rental properties.

The bonds data to March 2018 revealed the rental stock held steady for the quarter at 21,698 rental properties. For the past year, the rental stock fell about 0.6 per cent, from 21,837 in March 2017.

The weekly median rents for three-bedroom houses also held steady at \$380 for the past quarter.

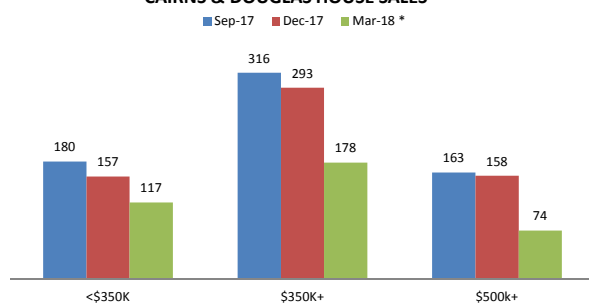
Rents for two-bedroom units increased by \$10 a week for the past quarter, to \$310 in March 2018.

Three-bedroom townhouses got much dearer than three-bedroom houses this quarter, as the weekly rent increased by \$43 to \$393.

The Cairns unit market is the most attractive market of all areas featured in the QMM as investor yields are about 6.9 per cent, sitting in the top end of the range.

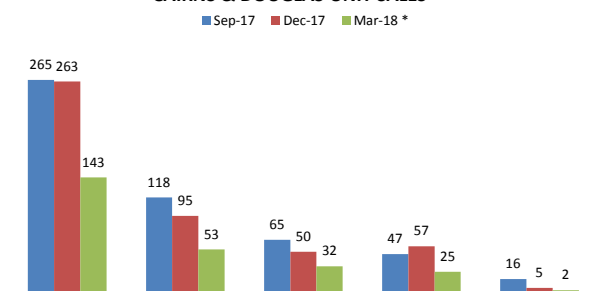
House yields increased slightly to 4.9 per cent over the March quarter.

CAIRNS & DOUGLAS HOUSE SALES



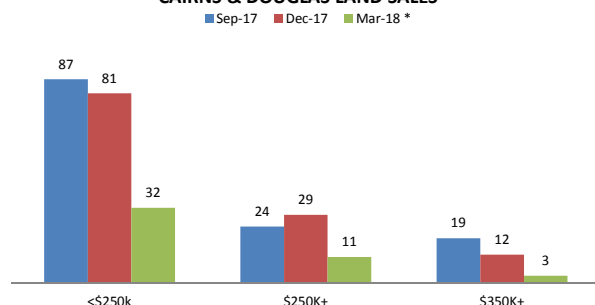
*Preliminary data
Houses <2400m²

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 NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
CAIRNS (LGA)	363	\$405,000	0.0%	2104	\$410,000	\$400,000	2.5%	\$350,000	17.1%
CAIRNS (LGA) ^	18	N/A	N/A	113	\$633,000	\$625,000	1.3%	\$560,000	13.0%
BAYVIEW HEIGHTS	12	N/A	N/A	58	\$385,000	\$375,000	2.7%	\$335,000	14.9%
BENTLEY PARK	20	\$375,000	8.4%	128	\$357,500	\$340,000	5.2%	\$325,000	10.0%
BRINSMEAD	17	N/A	N/A	80	\$468,000	\$439,500	6.5%	\$401,000	16.7%
BUNGALOW	6	N/A	N/A	13	N/A	\$327,000	N/A	\$285,500	N/A
CARAVONICA	6	N/A	N/A	26	\$395,000	\$415,000	-4.8%	\$299,000	32.1%
CLIFTON BEACH	7	N/A	N/A	44	\$557,500	\$467,500	19.3%	\$478,750	16.4%
EARLVILLE	7	N/A	N/A	43	\$360,000	\$380,000	-5.3%	\$325,000	10.8%
EDGE HILL	10	N/A	N/A	59	\$495,000	\$510,000	-2.9%	\$415,000	19.3%
EDMONTON	28	\$325,000	-11.0%	127	\$340,000	\$349,500	-2.7%	\$315,000	7.9%
FRESHWATER	6	N/A	N/A	34	\$520,000	\$513,750	1.2%	\$400,000	30.0%
GOLDSBOROUGH ^	0	N/A	N/A	9	N/A	\$500,000	N/A	\$420,000	N/A
GORDONVALE	15	N/A	N/A	86	\$306,500	\$315,000	-2.7%	\$285,000	7.5%
GORDONVALE ^	3	N/A	N/A	15	N/A	\$595,000	N/A	\$612,500	N/A
HOLLOWAYS BEACH	4	N/A	N/A	27	\$380,000	\$385,000	-1.3%	\$358,000	6.1%
KANIMBLA	11	N/A	N/A	43	\$475,000	\$475,000	0.0%	\$422,500	12.4%
KEWARRA BEACH	19	N/A	N/A	110	\$420,000	\$450,000	-6.7%	\$375,000	12.0%
MANOORA	7	N/A	N/A	46	\$350,000	\$310,000	12.9%	\$250,000	40.0%
MANUNDA	9	N/A	N/A	38	\$330,000	\$340,000	-2.9%	\$275,000	20.0%
MOOROOBOOL	16	N/A	N/A	85	\$408,170	\$356,250	14.6%	\$365,000	11.8%
MOUNT SHERIDAN	19	N/A	N/A	144	\$390,000	\$367,500	6.1%	\$325,000	20.0%
PALM COVE	4	N/A	N/A	33	\$593,000	\$536,000	10.6%	\$490,000	21.0%
PARRAMATTA PARK	3	N/A	N/A	37	\$445,000	\$450,000	-1.1%	\$350,000	27.1%
REDLYNCH	24	\$455,000	-8.8%	145	\$480,000	\$460,000	4.4%	\$395,000	21.5%
SMITHFIELD	17	N/A	N/A	122	\$440,000	\$420,000	4.8%	\$369,000	19.2%
TRINITY BEACH	10	N/A	N/A	105	\$465,000	\$484,500	-4.0%	\$370,000	25.7%
TRINITY PARK	12	N/A	N/A	76	\$442,500	\$440,000	0.6%	\$382,000	15.8%
WESTCOURT	10	N/A	N/A	40	\$340,000	\$352,000	-3.4%	\$302,500	12.4%
WHITE ROCK	13	N/A	N/A	70	\$308,500	\$295,000	4.6%	\$277,500	11.2%
WHITFIELD	14	N/A	N/A	56	\$517,500	\$481,250	7.5%	\$435,000	19.0%
WOREE	8	N/A	N/A	31	\$322,500	\$315,000	2.4%	\$290,000	11.2%

SURROUNDS

CASSOWARY COAST (LGA)	31	\$208,750	-18.1%	207	\$240,000	\$220,000	9.1%	\$217,750	10.2%
CASSOWARY COAST (LGA) ^	11	N/A	N/A	68	\$315,000	\$330,000	-4.6%	\$310,000	1.6%
DOUGLAS (LGA)	23	\$360,000	-14.3%	139	\$425,000	\$410,000	3.7%	\$387,500	9.7%
PORT DOUGLAS	4	N/A	N/A	38	\$521,500	\$577,250	-9.7%	\$450,000	15.9%
MAREEBA (LGA)	21	\$250,000	-11.8%	124	\$270,000	\$269,000	0.4%	\$260,000	3.8%
MAREEBA (LGA) ^	17	N/A	N/A	141	\$473,500	\$439,750	7.7%	\$410,000	15.5%
KURANDA ^	6	N/A	N/A	46	\$476,500	\$452,750	5.3%	\$420,000	13.5%
MAREEBA	17	N/A	N/A	109	\$270,000	\$280,000	-3.6%	\$266,500	1.3%
TABLELANDS (LGA)	31	\$261,500	-18.8%	201	\$300,000	\$290,000	3.5%	\$278,500	7.7%
TABLELANDS (LGA) ^	24	\$404,000	-3.5%	179	\$405,000	\$385,000	5.2%	\$392,500	3.2%
ATHERTON	15	N/A	N/A	88	\$310,000	\$311,000	-0.3%	\$290,000	6.9%
TOLGA ^	5	N/A	N/A	34	\$447,500	\$465,000	-3.8%	\$430,000	4.1%

“Local property managers have noted a lack of rental stock below \$270 a week and longer vacancies for higher-end rental properties.”

SALES MARKET - UNITS & TOWNHOUSES									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
CAIRNS (LGA)	221	\$235,000	4.4%	1380	\$232,000	\$236,000	-1.7%	\$206,625	12.3%
BUNGALOW	4	N/A	N/A	34	\$153,500	\$189,000	-18.8%	\$155,000	-1.0%
CAIRNS CITY	19	N/A	N/A	132	\$295,000	\$320,000	-7.8%	\$336,000	-12.2%
CAIRNS NORTH	28	\$243,000	-4.7%	181	\$250,000	\$230,000	8.7%	\$216,000	15.7%
EARLVILLE	6	N/A	N/A	21	\$170,000	\$185,000	-8.1%	\$185,500	-8.4%
EDGE HILL	2	N/A	N/A	40	\$173,500	\$160,500	8.1%	\$132,500	30.9%
EDMONTON	3	N/A	N/A	17	N/A	\$205,000	N/A	\$175,000	N/A
FRESHWATER	5	N/A	N/A	33	\$270,000	\$309,000	-12.6%	\$275,000	-1.8%
MANOORA	18	N/A	N/A	101	\$166,750	\$154,000	8.3%	\$155,000	7.6%
MANUNDA	13	N/A	N/A	75	\$170,000	\$176,000	-3.4%	\$151,000	12.6%
MOOROOBOOL	7	N/A	N/A	34	\$280,000	\$230,000	21.7%	\$170,000	64.7%
PALM COVE	14	N/A	N/A	103	\$308,000	\$292,000	5.5%	\$252,000	22.2%
PARRAMATTA PARK	16	N/A	N/A	60	\$220,000	\$243,750	-9.7%	\$230,000	-4.3%
TRINITY BEACH	24	\$292,500	2.5%	125	\$290,000	\$274,000	5.8%	\$219,500	32.1%
WESTCOURT	7	N/A	N/A	69	\$215,000	\$210,000	2.4%	\$180,000	19.4%
WOREE	5	N/A	N/A	63	\$150,000	\$150,000	0.0%	\$119,000	26.1%
YORKEYS KNOB	12	N/A	N/A	66	\$213,000	\$206,500	3.2%	\$190,000	12.1%

SURROUNDS									
DOUGLAS (LGA)	42	\$209,500	-11.8%	316	\$251,500	\$248,000	1.4%	\$193,750	29.8%
PORT DOUGLAS	40	\$209,500	-6.9%	289	\$247,500	\$235,000	5.3%	\$190,000	30.3%
ATHERTON	4	N/A	N/A	26	\$226,000	\$223,500	1.1%	\$220,000	2.7%

SALES MARKET - VACANT LAND <2400M²									
CAIRNS (LGA)	35	\$198,000	-10.3%	354	\$210,000	\$215,000	-2.3%	\$170,000	23.5%
EDMONTON	1	N/A	N/A	16	N/A	\$195,000	N/A	\$125,000	N/A
GORDONVALE	2	N/A	N/A	31	\$145,000	\$144,750	0.2%	\$92,500	56.8%
KANIMBLA	0	N/A	N/A	16	N/A	\$280,000	N/A	\$210,000	N/A
KEWARRA BEACH	2	N/A	N/A	7	N/A	\$272,000	N/A	\$189,000	N/A
REDLYNCH	2	N/A	N/A	24	\$249,500	\$245,000	1.8%	\$181,100	37.8%
SMITHFIELD	1	N/A	N/A	24	\$223,500	\$215,000	4.0%	\$177,600	25.8%
TRINITY PARK	4	N/A	N/A	30	\$222,500	\$208,000	7.0%	\$330,000	-32.6%

SURROUNDS									
CASSOWARY COAST (LGA)	8	N/A	N/A	54	\$86,250	\$89,000	-3.1%	\$90,000	-4.2%
MISSION BEACH	4	N/A	N/A	11	N/A	\$89,000	N/A	\$115,000	N/A
DOUGLAS (LGA)	3	N/A	N/A	40	\$145,000	\$174,500	-16.9%	\$151,250	-4.1%
MAREEBA (LGA)	1	N/A	N/A	42	\$105,000	\$101,750	3.2%	\$86,000	22.1%
MAREEBA	1	N/A	N/A	33	\$105,000	\$101,500	3.5%	\$87,000	20.7%
TABLELANDS (LGA)	1	N/A	N/A	39	\$107,000	\$107,000	0.0%	\$101,250	5.7%
ATHERTON	0	N/A	N/A	15	N/A	\$108,000	N/A	\$100,000	N/A

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY ¹	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	CAIRNS REGIONAL	\$380	417	\$370	468	\$340	509
4865	Gordonvale	\$350	22	\$323	18	\$300	21
4868	Mt Sheridan/Bayview Hts/Tarawarra/White Rock/Woree	\$370	91	\$360	93	\$330	87
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$360	44	\$350	56	\$310	71
4870	Cairns & suburbs of Cairns	\$395	145	\$380	160	\$350	160
4878	Caravonica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$410	58	\$390	56	\$350	54
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$418	52	\$400	82	\$375	70
	DOUGLAS SHIRE	\$400	31	\$388	28	N/A	N/A
4873	Mossman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$340	18	\$330	19	\$265	24
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$490	13	\$495	9	\$380	15
	CASSOWARY COAST REGIONAL	\$293	86	\$295	97	\$300	101
4849	Cardwell	N/A	3	\$275	7	\$380	8
4852	Bingil Bay	\$330	17	\$350	17	\$350	21
4854	Bilyana	\$280	18	\$288	20	\$330	21
4858	Comoon Loop	N/A	2	N/A	N	N/A	4
4860	Bamboo Creek	\$283	40	\$290	47	\$270	41
	TABLELANDS REGIONAL	\$300	99	\$300	96	\$290	175
4872	Dimbulah/Kairi/Mt Garnett/Tinaroo/Walkamin	\$305	16	\$288	8	\$285	8
4882	Talga	\$365	8	\$300	5	N/A	4
4883	Atherton/Upper Baron	\$310	33	\$330	43	\$290	59
4884	Yungaburra/Lake Eacham	\$355	9	\$320	10	\$295	11
4885	Malanda/Tazrali/Juggan	\$295	15	\$280	12	\$280	14
4888	Ravenshoe/Evelyn/Millstream	\$270	13	\$270	13	\$250	16
	MAREEBA SHIRE	\$320	45	\$318	60	N/A	N/A
4880	Mareeba/Biboohra	\$318	40	\$315	55	\$300	49
4881	Kuranda/Koah/Speewah	\$400	5	\$390	5	\$350	9

RENTAL MARKET - 2 BED UNITS							
	CAIRNS REGIONAL	\$310	747	\$300	830	\$270	1031
4868	Mt Sheridan/Bayview Hts/Tarawarra/White Rock/Woree	\$265	60	\$260	70	\$240	77
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$265	15	\$255	15	\$230	31
4870	Cairns & suburbs of Cairns	\$310	475	\$300	540	\$270	610
4878	Caravonica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$310	94	\$290	89	\$250	76
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$325	97	\$320	112	\$295	154
	DOUGLAS SHIRE	\$310	41	\$300	62	N/A	N/A
4873	Mossman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$220	8	\$230	12	\$190	15
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$320	33	\$310	50	\$270	63
	CASSOWARY COAST REGIONAL	\$230	84	\$210	115	\$220	100
4849	Cardwell	\$200	11	\$205	12	\$295	11
4852	Bingil Bay	\$250	24	\$240	30	\$260	29
4854	Bilyana	\$220	15	\$150	38	\$180	20
4860	Bamboo Creek	\$215	33	\$200	35	\$190	38
	TABLELANDS REGIONAL	\$240	40	\$230	47	\$220	81
4883	Atherton/Upper Baron	\$250	31	\$230	41	\$225	41
	MAREEBA SHIRE	\$258	34	\$245	57	N/A	N/A
4880	Mareeba/Biboohra	\$249	32	\$230	49	\$220	25

RENTAL MARKET - 3 BED TOWNHOUSES							
CAIRNS REGIONAL		\$393	8	\$390	16	\$360	25
4870	Cairns & suburbs of Cairns	N/A	3	\$395	7	\$330	12
4861	Babinda, Bartle Frere	\$0	\$0	N/A	N/A	\$0	0
DOUGLAS SHIRE		\$417	6	N/A	2	N/A	N/A
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$417	6	N/A	2	\$380	7

Other Regional

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SOUTH-WEST									
MARANOA (LGA)	5	N/A	N/A	48	\$171,000	\$185,000	-7.6%	\$302,500	-43.5%
ROMA	5	N/A	N/A	38	\$205,000	\$218,000	-6.0%	\$325,000	-36.9%
CHARLEVILLE	4	N/A	N/A	20	\$122,500	\$124,000	-1.2%	\$160,000	-23.4%

NORTH-WEST

MOUNT ISA (LGA)	20	\$242,500	0.5%	89	\$250,000	\$276,500	-9.6%	\$365,500	-31.6%
COOKTOWN	1	N/A	N/A	11	N/A	\$280,000	N/A	\$261,600	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY¹	MAR-18		MAR-17		MAR-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
SOUTH WEST							
	BALONNE SHIRE	\$225	22	\$248	16	\$275	13
4487	St George	\$248	16	\$250	15	\$275	11
	MARANOA REGIONAL	\$210	64	\$200	53	\$420	70
4455	Roma	\$230	53	\$220	47	\$425	64
	MURWEH SHIRE	\$220	17	\$220	17	\$240	12
4470	Charleville	\$220	16	\$220	17	\$240	12
CENTRAL WEST							
	LONGREACH REGIONAL	\$250	24	\$250	21	\$270	27
4730	Brixton	\$250	23	\$250	21	\$270	26
	BLACKALL-TAMBO REGIONAL	\$155	8	\$150	12	\$210	6
4472	Blackwall	\$150	7	\$150	12	\$210	5
NORTH WEST							
	CLONCURRY SHIRE	\$300	13	\$300	19	\$450	17
4824	Cloncurry	\$300	13	\$300	19	\$450	17
	MOUNT ISA CITY	\$350	96	\$350	101	\$570	69
4825	Alexandria	\$350	96	\$350	101	\$570	69
FAR NORTH							
	COOK SHIRE	\$300	30	\$280	33	\$300	39
4871	Almaden	\$260	18	\$280	27	\$265	23
4895	Bloomfield	\$350	12	\$350	6	\$320	16

RENTAL MARKET - 2 BED UNITS

SOUTH WEST							
	BALONNE SHIRE	\$190	5	\$170	7	N/A	3
4487	St George	\$190	5	\$190	5	\$0	0
	MARANOA REGIONAL	\$170	33	\$180	27	\$240	18
4455	Roma	\$175	32	\$180	26	\$250	16
NORTH WEST							
	CLONCURRY SHIRE	\$250	9	\$250	8	N/A	1
4824	Cloncurry	\$250	9	\$250	8	N/A	1
	MOUNT ISA CITY	\$200	89	\$220	76	\$400	70
4825	Alexandria	\$200	89	\$220	76	\$400	70
FAR NORTH							
	COOK SHIRE	\$240	7	N/A	3	\$200	7
4895	Bloomfield	N/A	4	N/A	2	\$240	5

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
	2018*	2017	2018*	2017	2018*	2017	2018*	2017	% PTS	% PTS	% PTS	% PTS
QUEENSLAND	107,209	115,369	7.6%	8.1%	42	45	-4.7%	-4.9%	-7.1%	-0.6%	-3	-0.2%
GREATER BRISBANE												
GREATER BRISBANE	43,633	47,076	6.7%	7.2%	35	35	-3.9%	-4.1%	-7.3%	-0.5%	0	-0.1%
BRISBANE LGA	18,600	19,870	6.1%	6.5%	32	30	-4.0%	-4.1%	-6.4%	-0.4%	2	-0.1%
IPSWICH	4,770	5,122	7.1%	7.6%	40	42	-4.4%	-4.6%	-6.9%	-0.5%	-2	-0.2%
LOGAN	6,559	7,031	7.1%	7.6%	38	37	-3.9%	-4.2%	-6.7%	-0.5%	1	-0.3%
MORETON BAY	9,665	10,632	7.1%	7.8%	34	38	-3.6%	-3.7%	-9.1%	-0.7%	-4	-0.1%
REDLAND	4,039	4,421	7.9%	8.6%	37	43	-4.1%	-4.2%	-8.6%	-0.7%	-6	-0.1%
TOURISM CENTRES												
GOLD COAST	10,160	10,552	7.6%	7.9%	36	35	-4.4%	-4.2%	-3.7%	-0.3%	1	0.2%
SUNSHINE COAST SD	8,690	9,812	8.2%	9.2%	43	49	-3.8%	-4.1%	-11.4%	-1.1%	-6	-0.3%
SUNSHINE COAST	6,833	7,754	7.9%	9.0%	42	46	-3.7%	-3.9%	-11.9%	-1.1%	-4	-0.2%
NOOSA	1,857	2,058	9.3%	10.3%	51	57	-4.3%	-4.8%	-9.8%	-1.0%	-6	-0.5%
FRASER COAST	3,706	4,362	9.7%	11.5%	73	80	-5.7%	-5.7%	-15.0%	-1.7%	-7	-0.1%
CAIRNS	3,655	3,767	7.9%	8.1%	56	59	-5.4%	-5.6%	-3.0%	-0.2%	-3	-0.2%
REGIONAL QLD												
BUNDABERG	3,145	3,292	9.3%	9.7%	68	69	-5.3%	-6.4%	-4.5%	-0.4%	-1	-1.2%
GLADSTONE	1,692	1,666	7.5%	7.4%	83	88	-8.9%	-10.5%	1.6%	0.1%	-5	-1.6%
MACKAY	2,512	2,809	6.5%	7.2%	53	69	-6.8%	-9.8%	-10.6%	-0.8%	-17	-3.0%
ROCKHAMPTON	2,073	2,249	7.4%	8.0%	66	83	-8.0%	-9.1%	-7.8%	-0.6%	-17	-1.1%
TOOWOOMBA	4,022	4,425	7.9%	8.7%	51	54	-4.6%	-4.8%	-9.1%	-0.8%	-3	-0.2%
TOWNSVILLE	3,882	4,435	6.3%	7.2%	62	70	-7.4%	-8.4%	-12.5%	-0.9%	-8	-1.0%

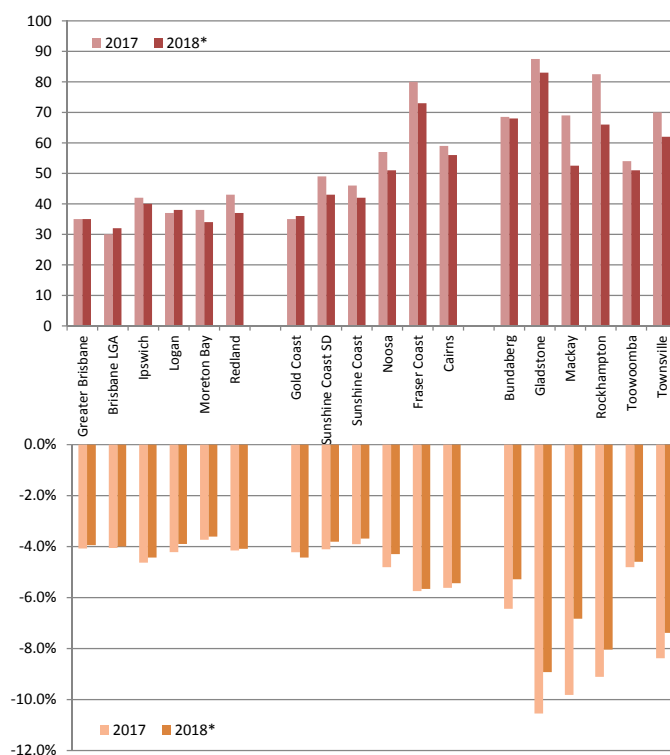
* Figures are preliminary

** 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 February
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
	2018*	2017	2018*	2017	2018*	2017	2018*	2017	% PTS		% PTS	
12MTHS ENDING FEBRUARY	2018*	2017	2018*	2017	2018*	2017	2018*	2017				
QUEENSLAND	40,502	42,153	9.0%	9.4%	56	58	-4.6%	-4.6%	-3.9%	-0.4%	-2	-0.1%
GREATER BRISBANE												
GREATER BRISBANE	15,786	16,653	7.9%	8.3%	64	57	-4.7%	-4.5%	-5.2%	-0.4%	7	0.2%
BRISBANE LGA	10,907	11,509	7.2%	7.6%	63	54	-4.8%	-4.6%	-5.2%	-0.4%	9	0.2%
IPSWICH	473	549	10.2%	11.9%	70	81	-5.7%	-5.4%	-13.8%	-1.6%	-11	0.3%
LOGAN	1,387	1,495	10.0%	10.8%	62	65	-5.1%	-4.5%	-7.2%	-0.8%	-3	0.6%
MORETON BAY	2,244	2,279	10.0%	10.1%	68	69	-4.1%	-4.1%	-1.5%	-0.2%	-1	-0.0%
REDLAND	775	821	10.9%	11.6%	62	60	-4.0%	-4.2%	-5.6%	-0.6%	2	-0.2%
TOURISM CENTRES												
GOLD COAST	12,235	12,197	10.3%	10.3%	45	49	-4.3%	-4.4%	0.3%	0.0%	-4	-0.0%
SUNSHINE COAST SD	4,608	5,091	9.6%	10.6%	53	60	-3.8%	-4.0%	-9.5%	-1.0%	-7	-0.2%
SUNSHINE COAST	3,617	3,990	9.5%	10.5%	50	58	-3.8%	-4.1%	-9.3%	-1.0%	-8	-0.3%
NOOSA	991	1,101	9.7%	10.7%	63	68	-4.1%	-3.6%	-10.0%	-1.1%	-5	0.5%
FRASER COAST	590	656	12.9%	14.4%	101	89	-6.5%	-5.5%	-10.1%	-1.4%	12	1.0%
CAIRNS	2,084	2,152	9.8%	10.1%	65	70	-5.4%	-6.3%	-3.2%	-0.3%	-6	-0.8%
REGIONAL QLD												
BUNDABERG	437	426	12.0%	11.7%	121	124	-5.4%	-6.7%	2.6%	0.3%	-4	-1.3%
GLADSTONE	322	282	8.5%	7.5%	84	112	-10.4%	-12.8%	14.2%	1.1%	-28	-2.4%
MACKAY	455	470	7.3%	7.5%	80	132	-9.5%	-14.6%	-3.2%	-0.2%	-53	-5.1%
ROCKHAMPTON	208	210	8.7%	8.8%	96	92	-7.7%	-5.8%	-1.0%	-0.1%	4	1.9%
TOOWOOMBA	663	724	8.2%	8.9%	84	83	-5.0%	-5.1%	-8.4%	-0.8%	2	-0.1%
TOWNSVILLE	972	1,108	7.9%	9.0%	66	94	-7.4%	-9.9%	-12.3%	-1.1%	-28	-2.5%

* Figures are preliminary

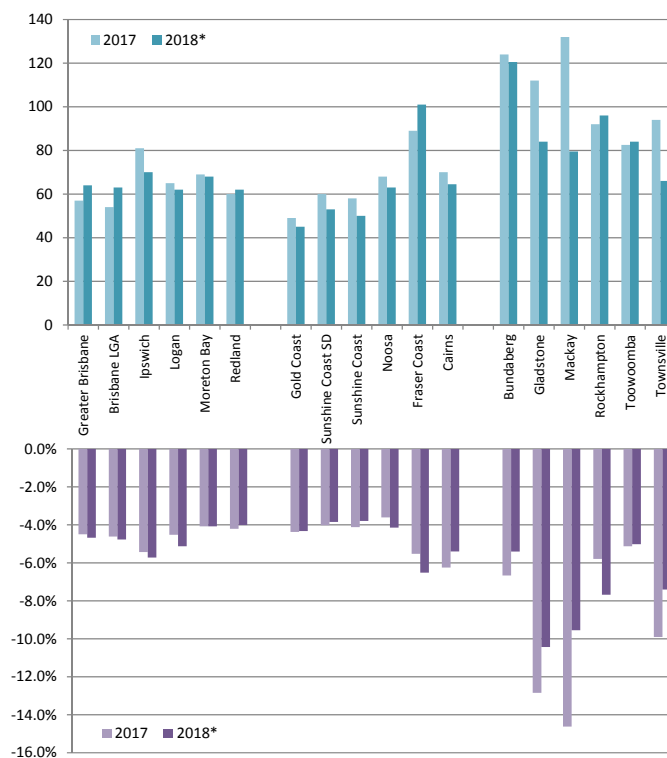
** Days on Market and Vendor Discount calculation methodology changed from a average calculation to a median calculation

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

MEDIAN DAYS ON MARKET- UNITS

*12mths to the end of February

Source: REIQ, data supplied by CoreLogic RP Data



MEDIAN VENDOR DISCOUNTING - UNITS

Rental Market Indicators

GROSS YIELDS	HOUSES ¹		UNITS ²	
LOCAL GOVERNMENT AREA	MAR-18	DEC-17	MAR-18	DEC-17
GREATER BRISBANE				
BRISBANE LGA	3.5%	3.2%	5.2%	4.8%
IPSWICH	4.7%	4.7%	5.0%	4.7%
LOGAN	4.6%	4.6%	5.7%	6.4%
MORETON BAY	4.3%	4.2%	4.6%	4.6%
REDLAND	3.9%	3.9%	4.7%	4.6%
TOURISM CENTRES				
GOLD COAST	4.1%	4.0%	5.5%	5.4%
SUNSHINE COAST	4.0%	4.1%	4.7%	4.6%
NOOSA	3.7%	3.7%	3.6%	3.8%
FRASER COAST	4.9%	4.9%	5.3%	4.8%
CAIRNS	4.9%	4.8%	6.9%	7.3%
REGIONAL/RESOURCE AREAS				
BUNDABERG	5.5%	5.3%	4.8%	3.6%
GLADSTONE	4.0%	4.0%	N/A	5.3%
MACKAY	4.9%	4.7%	5.3%	6.3%
ROCKHAMPTON	5.3%	5.2%	N/A	N/A
TOOWOOMBA	4.6%	4.3%	4.7%	4.2%
TOWNSVILLE	4.8%	4.8%	5.2%	4.9%
OTHER REGIONAL AREAS				
BURDEKIN	6.5%	10.7%	N/A	N/A
CASSOWARY COAST	7.3%	6.2%	N/A	N/A
CENTRAL HIGHLANDS	6.0%	5.8%	N/A	N/A
CHARTERS TOWERS	10.1%	N/A	N/A	N/A
DOUGLAS	5.8%	4.7%	7.7%	7.0%
GYMPIE	4.9%	5.1%	4.7%	N/A
ISAAC	8.4%	8.7%	N/A	N/A
LIVINGSTONE	4.5%	4.0%	N/A	5.0%
LOCKYER VALLEY	6.2%	6.3%	N/A	N/A
MAREEBA	6.7%	5.8%	N/A	N/A
MOUNT ISA	7.5%	N/A	N/A	N/A
SCENIC RIM	4.2%	4.7%	N/A	N/A
SOMERSET	6.2%	5.8%	N/A	N/A
SOUTH BURNETT	7.1%	6.3%	N/A	N/A
SOUTHERN DOWNS	5.5%	6.1%	N/A	N/A
TABLELANDS	6.0%	4.7%	N/A	N/A
WESTERN DOWNS	8.5%	6.2%	N/A	N/A
WHITSUNDAY	4.5%	4.8%	7.0%	6.9%

Yields comparison based on preliminary data for Mar -2018

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

Rental Yield Trend:

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

RESIDENTIAL VACANCY RATES				
COUNCIL / REGION	MAR-18	DEC-17	TREND	STATUS
GREATER BRISBANE	2.7%	2.6%	STEADY	HEALTHY
BRISBANE LGA	3.1%	3.0%	STEADY	HEALTHY
BRISBANE INNER (0-5KM)	3.5%	4.0%	DOWN	HEALTHY
BRISBANE REMAINDER (5KM+)	2.8%	2.1%	UP	HEALTHY
OUTER BRISBANE	2.0%	1.9%	STEADY	TIGHT
IPSWICH CITY	3.0%	3.1%	STEADY	HEALTHY
LOGAN CITY	2.0%	1.8%	STEADY	TIGHT
MORETON BAY	1.4%	1.6%	STEADY	TIGHT
MORETON BAY - CABOOLTURE	1.7%	2.8%	DOWN	TIGHT
MORETON BAY - PINE RIVERS	N/A	2.5%	N/A	TIGHT
MORETON BAY - REDCLIFFE	1.3%	0.7%	UP	TIGHT
REDLAND CITY	2.4%	2.2%	STEADY	TIGHT
GOLD COAST CITY	1.1%	1.1%	STEADY	TIGHT
SUNSHINE COAST SD	1.0%	0.7%	UP	TIGHT
SUNSHINE COAST	1.0%	0.7%	UP	TIGHT
SUNSHINE COAST - CALOUNDRA	0.5%	0.4%	STEADY	TIGHT
SUNSHINE COAST - MAROOCHY	1.0%	0.4%	UP	TIGHT
SUNSHINE COAST - HINTERLAND*	2.2%	2.2%	STEADY	TIGHT
NOOSA	0.8%	0.6%	STEADY	TIGHT
FRASER COAST	1.9%	1.6%	STEADY	TIGHT
FRASER COAST - HERVEY BAY	1.8%	N/A	N/A	TIGHT
FRASER COAST - MARYBOROUGH	2.5%	N/A	N/A	TIGHT
CAIRNS	2.1%	1.6%	UP	TIGHT
BUNDABERG	3.4%	1.7%	UP	HEALTHY
GLADSTONE	4.1%	4.9%	DOWN	WEAK
MACKAY	3.6%	3.0%	UP	WEAK
ROCKHAMPTON	4.1%	5.0%	DOWN	WEAK
TOOWOOMBA	2.3%	3.1%	DOWN	TIGHT
TOWNSVILLE	3.8%	4.6%	DOWN	WEAK
CASSOWARY COAST	6.1%	11.5%	DOWN	WEAK
GYMPIE	0.5%	1.0%	DOWN	TIGHT
LIVINGSTONE	3.8%	5.7%	DOWN	WEAK
SCENIC RIM	6.0%	N/A	N/A	WEAK
SOUTHERN DOWNS	3.2%	5.8%	DOWN	HEALTHY
WHITSUNDAY	2.6%	N/A	N/A	HEALTHY

*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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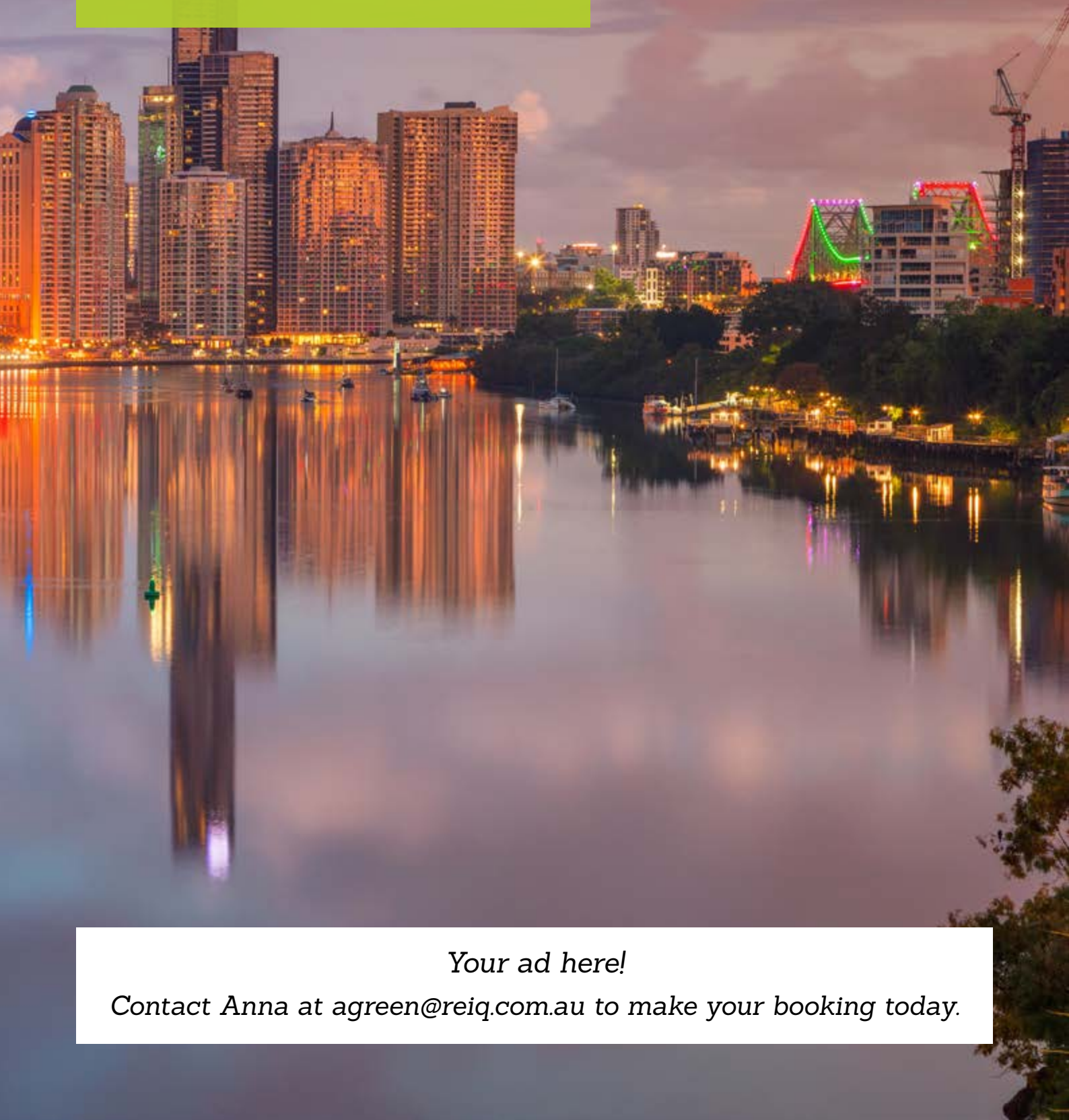
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