

Queensland Market Monitor

June 2018 | Issue 39

Your **suburb by suburb** property research guide. Developed by the REIQ.

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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 Average Hold Period refer to all houses for the year to May 2018. The annual median house prices refer to houses <2,400m² and for the year to June 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 on potentially several that fall within that postcode.

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

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

GROSS RENTAL YIELDS

House yields are based upon 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

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Source: REIQ, data obtained from CoreLogic

Statewide Commentary

Noosa leads growth, Queensland rental market recovering

Noosa has become Queensland's powerhouse property market stealing the crown – and headlines – from the Gold Coast as the strongest growth market in Queensland.

Noosa's annual median house, unit and land price grew in the range of 6 to 12 per cent over the 12 months to the June quarter.

Noosa is also our most prestigious market. In June 2018, Noosa's median house price of \$695,000 was about \$22,000 more expensive than the median house price in Brisbane LGA of \$673,000. Unit prices in Noosa of \$540,000 were about \$100,000 more expensive compared to Brisbane LGA median prices.

Many rental markets across Queensland tightened over the June quarter. The number of tight rental markets continued increasing, from 19 markets in March to 24 markets in June. On the contrary, the number of weak markets fell from 8 in March to 7 in June.

The key findings of the state's residential property market are summarized below:

- House prices in Brisbane LGA grew at a sustainable and moderate rate of 2.5 per cent for the past year, reaching a new record median price of \$673,000 in June 2018.
- Brisbane LGA unit market performance was patchy and weak. A reduction in demand triggered an annual price fall of 2.2 per cent, to \$440,000.
- Redland and Logan house and unit markets were the best performers in Greater Brisbane for the past year. House prices in those locations grew in the range of 3.4 per cent and 4.4 per cent, while unit prices increased in the range of 1.5 per cent and 3.5 per cent.
- Greater Brisbane rental markets generally tightened this quarter showing capacity to implement strategies to find a better equilibrium between supply and demand.
- The Gold Coast property market, for sales and rentals, continued performing well as net internal migration continued driving demand.
- Generally, the regional property markets continued underperforming the southeast corner markets.
- The house sales markets of Toowoomba, Fraser Coast and Cairns have performed steadily for the past year. Unit prices, on the other hand, held steady in Toowoomba; and lost value in Cairns. Only units in Fraser Coast grew a modest 2 per cent for the year to June 2018.
- Mackay's economic fundamentals continued strengthening this quarter, supporting a sustainable recovery of the sales and rental markets.
- The Bundaberg house and unit markets have shown clear signs that demand is cautiously increasing and supply is slipping.

- The house and unit markets in Gladstone, Rockhampton and Townsville generally remained flat. The only exception was the unit market in Townsville, which may be starting to recover.
- Rents in many regions have followed an upward trend for the past year. Some examples are the Gold Coast, the Sunshine Coast and Mackay.
- Listing volumes, for the house and unit markets, continued trending downwards for the past year. This trend reduced the available stock on market and the purchase options for potential buyers.
- Sales volumes, for houses and units, followed a downward trajectory similar to listings volumes.
- Out of all the areas featured in the QMM, only Gladstone and Mackay reported an increase, in both house and unit sales volumes, for the past year. Bundaberg also reported an increase in house volumes; while Fraser Coast recorded an increase in unit sales volumes.

RESOURCES RECOVERY

According to information from the Natural Resources Minister in early June this year, Queensland minerals exploration has increased 36 per cent to \$226.6 million for the 12 months to December 2017, outperforming the national average annual growth of 11 per cent.

The Minister also revealed an annual increase in the petroleum exploration expenditure of 40 per cent, to \$175 million.

One of the largest gas projects recently announced was the \$400 million-plus Arcadia gas development, which will create up to 300 construction jobs. Arcadia is expected to start production by late 2019.

This trend has supported the recovery of the economic fundamentals for some of the regional areas like Mackay.

STATE BUDGET AND PROPERTY

The REIQ welcomed the first-home buyers grant extension for new dwellings for an additional 12 months. However, the grant has been reduced to its original level of \$15,000 from 1 July 2018.

The state budget released in June this year delivered \$45.8 billion for infrastructure investment over the next four years to support 38,000 jobs (representing about 1.6 per cent of the number of employed people throughout the state). This investment will benefit the livability factor and improve desirability of real estate in areas where those projects will be completed.

About \$4.2 billion will be invested on transport and roads infrastructure, including funding to the Sunshine Coast rail line, the Cross River Rail, the Toowoomba Second Range Crossing, the Bruce Highway and the Pacific Motorway.

The infrastructure program for 2018-2019 is estimated at about \$11.6 billion. The health and education sectors' capital works funding was in the vicinity of \$986 million and \$1.1 billion, respectively. This funding will expand and improve the health infrastructure and the education facilities of schools and TAFE campuses across the state.

A \$40 million Growth Area and Regional Infrastructure Investment fund has been created to fast track the most needed infrastructure in regional Queensland, focusing on areas of rapid growth. The REIQ welcomes this measure.



Foreign property investors now face new costs, announced in the June 2018 budget. The Foreign Acquirer Duty has increased from 3 per cent to 7 per cent. Foreign investors owning land holdings valued above \$10 million will also face an increase on the tax rate from 1.75 per cent to 2.25 per cent.

Taxing foreign buyers is a measure best suited to markets where affordability is an issue. That is not the case in Queensland where there are more than 550 suburbs with a median house price of \$500,000 or below and more than 130 are located in Greater Brisbane.

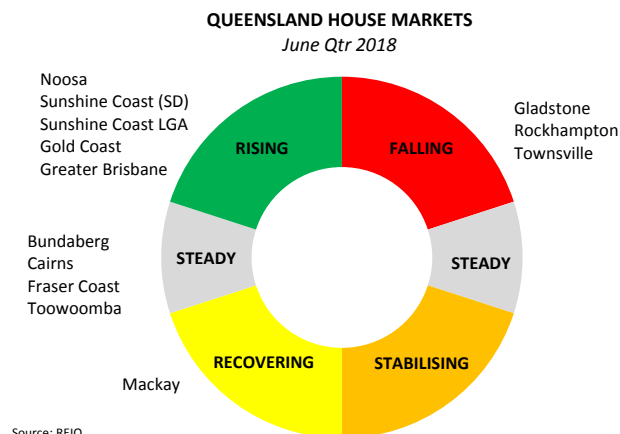
TOURISM DRIVING ECONOMIC GROWTH

Tourism added \$25.4 million of Gross State Product (GSP) for the year to June 2017, representing a 7.8 per cent of the Queensland GSP.

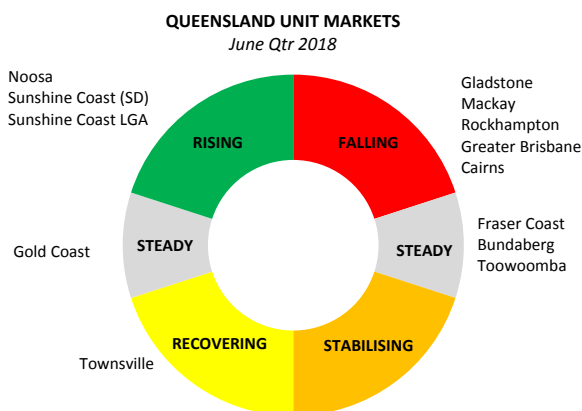
Tourism is also a strong contributor to job creation in Queensland, employing more people than the agriculture, forestry and fishing and mining industries combined. For the year to June 2017, tourism employment added about 217,000 jobs after an annual growth of 2.2 per cent.

Regional Queensland is one of the big winners from tourism activity, which is worth \$14.8 billion and employs about 139,000 people.

The growth of tourism in areas like the Gold Coast and the Sunshine Coast has been one of the key contributors supporting a solid performance of the property sector over the past few years.



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



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

RENTAL MARKET CONTINUED TIGHTENING

The Queensland rental market is definitely on the mend as it has generally tightened over the year to June 2018. The June quarter reported 24 tight markets compared to 19 tight markets in the March quarter.

The Greater Brisbane rental market has shown solid resilience as rents have been adjusted in the aim to reach demand and supply equilibrium. Most of the Greater Brisbane markets operated within the tight range with the exceptions of inner Brisbane and Ipswich, which operated in the healthy range.

The rental market in the tourism centres continued operating generally in the tight range, with vacancies in the range of 0.8 per cent and 3.6 per cent.

The tightest major centre rental market is Maryborough in Fraser Coast, with 0.7 per cent vacancy rate (a tightening of 1.8 per cent) from 2.5 per cent in the March quarter.

Regional Queensland continued strengthening this quarter. The regional rental markets of Toowoomba, Mackay, Bundaberg, and Rockhampton operated within the tight or healthy range representing significant improvement compared to two years ago when markets were weak.

Only Townsville and Gladstone remained classed as weak rental markets. However, in those markets the vacancy rates held relatively steady, indicating recovery may be on the horizon.

Cassowary Coast is the weakest rental market in Queensland. This market is historically weak but 5.9 per cent is an improvement on recent levels, which included 11.5 per cent in December 2017.

The tightest of all markets in Queensland is South Burnett, where vacancies were recorded at 0.5 per cent.

The market that has tightened the most over the 12 months from June 2017 to June 2018 was Livingstone followed by Rockhampton.

HOUSE MARKET (<2400M²)

The Queensland house market held steady over the June quarter, to deliver a quarterly median house price of \$480,000.

On an annual basis, the median house price increased 2.1 per cent, from \$470,000 in June 2017 to \$480,000 in June 2018.

Over the medium term, the Queensland annual median house price increased 19.4 per cent, from \$402,000 in June 2013 to \$480,000 in June 2018.

The southeast corner house markets generally led the growth for the past year. The Gold Coast and Sunshine Coast markets achieved annual price growth in the range of 4 to 7 per cent.

The Greater Brisbane house market grew a moderate 2.8 per cent, with the different markets achieving an annual growth in house prices in the range of 2 per cent and 4.5 per cent.

Mackay and Bundaberg were the top-two star regional performers over the past 12 months. Annual median house prices increased 2.5 per cent in Mackay, confirming it has commenced a recovery path. Recent Bundaberg data revealed that the house market may have commenced an upward trajectory supported by an increase in sales volumes.

Fraser Coast, Toowoomba and Cairns house prices increased modestly and about 1.2 per cent for the past year.



Unfortunately, the house markets in Rockhampton, Townsville and Gladstone were subdued, with annual median prices falling in the range of 2 per cent to 7 per cent.

General Activity

The annual volume of house sales in Queensland fell 11.5 per cent, from 64,121 in June 2017 to 56,740 in June 2018.

Out of all the areas featured in the QMM, only Bundaberg, Gladstone and Mackay reported an increase in house sales volumes for the past year.

Listings volumes and stock on market fell for houses across all areas analysed in the Queensland Market Monitor. Fraser Coast reported the largest fall in listings of 31.9 per cent for the year to May 2018. This triggered a reduction of 4.4 percentage points in the stock on market, to 9.3 per cent in May 2018.

Mackay reported the largest fall in days on market of 13 days. Mackay also reported the largest fall in median vendor discount of 2.4 percentage points for the past year.

The southeast corner markets were the fastest-selling house markets and required 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 9.1 per cent in the QMM.

UNIT MARKET

The unit market continued facing more challenges than the house market throughout the sunshine state.

The Queensland unit median price slipped a tiny 0.1 per cent in the June quarter, to \$394,500 in June.

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

The Gold Coast, the Sunshine Coast, Redland, Logan, Townsville

and Fraser Coast unit markets were the positive performers of all areas analysed in the Queensland Market Monitor for the past year. Unit prices across those locations grew in the range of 1 per cent to 11 per cent for the past 12 months.

The Bundaberg and Toowoomba unit markets held steady for the past year.

Unit prices in Brisbane LGA, Cairns, Mackay, Moreton Bay, Ipswich, Rockhampton and Gladstone slipped in the range of 2 per cent to 34 per cent for the past year. Units in Gladstone lost about \$85,000 in value for the past year.

Over the past five years, the Queensland unit market grew 11.4 per cent, from \$359,000 in June 2013 to \$400,000 in June this year.

Queensland unit sale volumes fell 20.6 per cent, from 41,249 sales in June 2017 to 32,742 sales in June 2018.

Listings volumes and stock on market for units fell across all areas analysed in the Queensland Market Monitor. Mackay was the region reporting the largest fall on listings of 36.4 per cent for the year to May 2018. This triggered a reduction of 3.7 percentage points in the stock on market, to 6.5 per cent in May 2018. This was the lowest stock on market for units of all areas in the QMM.

Out of all the areas featured in the QMM, only Gladstone, Fraser Coast and Mackay reported an increase in unit sales volumes for the past year.

The Gold Coast was the fastest-selling market and Fraser Coast was the slowest-selling market for units.

The Sunshine Coast LGA unit market required the lowest discount of 3.7 per cent.

RENTAL MARKET

The Queensland rental market generally tightened over the June quarter. It was able to absorb more than 3850 new rental properties for the past three months as the number of bonds held in Queensland reached 581,833.

The Brisbane rental market improved significantly as vacancies tightened from 3.1 per cent in March to 2.3 per cent in June 2018. However, its performance was patchy as tenants continued favouring some areas against others and pushing for rent negotiation to close tenancy agreements.

The rental markets in Greater Brisbane, including the outer Brisbane regions of Ipswich, Logan, Moreton Bay and Redland, are tight with vacancies in the range of 1.2 per cent to 2.5 per cent. Redcliffe in Moreton Bay was the tightest market in Greater Brisbane, reporting vacancies of 1.2 per cent.

The historically tight markets of the Sunshine and Gold coasts have eased somewhat this quarter. However, they generally remained within the tight range.

This quarter, one of the best performers was the Fraser Coast rental market where vacancies fell more than 1 percentage point, from 1.9 per cent to 0.8 per cent.

Out of the major regional centres, Toowoomba has the tightest vacancy rate, at 1.8 per cent.

Mackay vacancies tightened to 1.9 per cent, which was last achieved about six years ago. Mackay landlords have also seen their property investments returned additional rents in the range of \$30 to \$50 a week for the year to June 2018.

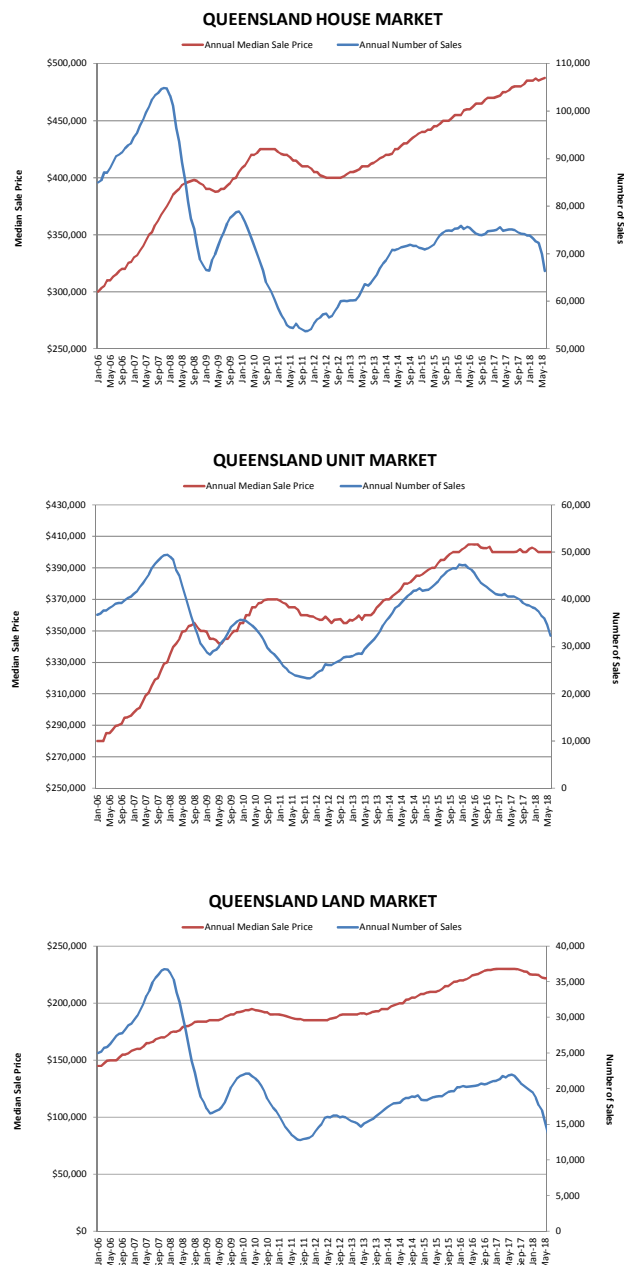
Bundaberg vacancies tightened from 3.4 per cent in March to 2.2 per cent in June, supporting the recovery of the regional rental market.

Townsville and Gladstone rental markets remained weak. However, local property managers highlighted that the regional economies are showing signs of recovery, and rental demand seems to be increasing.

The median rent annual trends throughout many regions in Queensland have also benefited landlords and supported slightly higher rental yields in some instances. The weekly median rent for three-bedroom houses, two-bedroom townhouses and three-bedroom units have consistently increased in the Gold Coast, Sunshine Coast, Moreton Bay, Cairns, Gladstone, Mackay and Townsville for the past year.

Brisbane and Toowoomba landlords have shown more interest in negotiating rents with the aim to maintain low vacancies.

The State Budget released in June this year had a strong focus on infrastructure investment of \$45.8 billion over the next four years to support 38,000 jobs.



Statewide Statistics

REGION	PROPERTY TYPE	QTRLY NUMBER OF SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NUMBER OF SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1 YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
Queensland	Houses	10322	\$480,000	0.0%	56740	\$480,000	\$470,000	2.1%	\$402,000	19.4%
Queensland	Houses ^	1528	\$530,000	-2.0%	9226	\$535,000	\$529,000	1.1%	\$463,000	15.6%
Queensland	Units	5376	\$394,500	-0.1%	32742	\$400,000	\$400,000	0.0%	\$359,000	11.4%
Queensland	Land	1248	\$210,000	-7.0%	11589	\$220,500	\$229,000	-3.7%	\$190,000	16.1%
Queensland	Land ^	256	\$174,250	-20.8%	2124	\$230,000	\$250,000	-8.0%	\$192,250	19.6%



Capital City Comparison: Hobart most affordable and strongest performer

As Greater Sydney's stellar price growth begins to slow, other cities are jockeying for attention in the capital city comparison.

Greater Hobart's property market overtook Greater Melbourne as the best performer for the 12 months to May 2018. Hobart's annual median house price increased 10.4 per cent, to \$425,000 and the annual median unit price increased 7.7 per cent, to \$320,000.

On an annual basis, prices for all property combined in the powerhouse of Greater Sydney continued an upward trajectory in the year to May. However, the growth rate was much smaller compared to 12 months ago.

Looking at houses only, the annual median price in Greater Sydney has come crashing down over the past 12 months, from 6 per cent growth in May 2017 to 3.1 per cent in May 2018.

Similarly, annual median unit prices have slowed from 3.6 per cent in May 2017 to just 0.6 per cent in May 2018.

HOUSE MARKET

The volume of annual house sales across the capital cities in Australia fell by about 6 per cent, from about 199,800 houses sales in May 2017 to about 187,860 sales in May 2018.

Similarly, the volume of annual house listings reduced by about 4 per cent, from 234,411 in May 2017 to 224,086 in May 2018.

As a consequence, house prices in all capital cities, with the exception of Greater Perth and Greater Darwin, reported an annual median price growth above 2.5 per cent for the 12 months to May 2018.

Greater Darwin and Greater Perth reported the smallest percentage of annual sales compared to listings of 75 per cent. In this context, buyers in these two capital cities had more options to select their desired house across a larger number of options.

Annual Performance

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

- Greater Hobart 10.4%
- Greater Melbourne 9.6%
- Canberra 4.6%
- Greater Sydney 3.1%
- Greater Brisbane 2.9%
- Greater Adelaide 2.8%
- Greater Darwin 0%
- Greater Perth -1.9%

Houses in Greater Hobart were the star performers for the past year, with median prices growing at a 10.4 per cent annual rate.

The house market in Greater Perth was the only capital city showing a contraction in the annual median prices for the past year. Greater Perth's annual median house price fell 1.2 per cent, to \$510,000 in May 2018.

Median house prices in Greater Melbourne grew at an annual rate of 9.6 per cent, followed by an annual growth in Canberra's house prices of 4.6 per cent.

Greater Brisbane's house performance was moderate for the year to May 2018 as house prices increased 2.9 per cent, to an annual median of \$535,000.

Greater Brisbane house market remained as the fourth most expensive house market for all the capital cities in Australia, following Greater Sydney, Greater Melbourne and Canberra.

Greater Sydney house prices continued an upward trend for the past year. Although, the pace of growth has definitely contained as the annual median house price grew 3.1 per cent, to \$985,000 in May 2018.

The house market in Greater Darwin has shown signs that it has commenced stabilising. The annual median price held steady at \$500,000 in May 2018 compared to an annual fall of 12.1 per cent reported 12 months ago in May 2017.

On The Market Trends

Greater Hobart remained as the fastest-selling capital city market, reaching a sale in 11 days. It was also the capital city reporting the second-smallest vendor discount of 3.5 per cent. This shows that the vendors generally hold the negotiation power.

On the other hand, Greater Darwin was a market where buyers generally hold the negotiation power. Houses needed the longest period of 81 days and the largest discount of 7.2 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.

Houses in Greater Melbourne and Greater Sydney were generally sold after 27 and 36 days on market.

Hold Periods

The average hold period for houses in all Australian capital cities continued trending upwards for the past 12 months.

Greater Perth reported the largest increase in the average hold period of half a year, from 10.1 years in May 2017 to 10.6 years in May 2018. This trend is mainly explained by the decision of vendors to hold on to their properties until house prices commence a recovery path.

Owners of houses in Greater Melbourne and Greater Sydney hold to their properties for longer (over 11.5 years) due to the affordability factor and higher acquisition costs.

House owners in Greater Brisbane and Canberra hold property ownership for about 11 years, which is about one year less than Greater Sydney and Greater Melbourne.

House owners in Greater Adelaide and Greater Darwin hold to their properties for the shortest period of about 9 years compared to other capital cities.

UNIT MARKET

The median unit prices in all capital cities, with the exception of Greater Darwin, Greater Perth and Greater Brisbane, grew at an annual rate in the range of 0.6 per cent to 7.7 per cent for the 12 months to May 2018.

Similar to the house market, Greater Hobart was the strongest performer for the unit market, with the annual median unit prices increasing 7.7 per cent, to \$320,000 in May 2018.

Unit prices in Greater Melbourne and Greater Adelaide grew a moderate 5.9 per cent and 4.1 per cent for the past year.

Unit prices in Greater Sydney held relatively steady as the annual median price only grew 0.6 per cent, to \$717,000 in May 2018.

Units in Greater Darwin fell in value by about 12.7 per cent, to \$369,000 in May 2018. The Darwin unit market was also the second most affordable and the smallest in volume of sales across all capital cities.

Median unit prices in Greater Perth and Greater Brisbane fell 4.6 per cent and 1.9 per cent for the past year, showing an excess of supply compared to demand.

On The Market Trends

Units generally took longer and required a larger discount to reach a sale across all capital cities in Australia. This is because more Australians favour a low-density lifestyle and all our capital cities still offer more low-density living opportunities.

The May 2018 CoreLogic data revealed that the number of houses exceeded the number of units in all the capital cities, with Greater Sydney reporting the largest percentage of dwellings classified as units of 42 per cent.

Similar to the house market, Canberra's vendors offered the smallest discount of 2.4 per cent.

Vendors in Greater Hobart waited the shortest to reach a sale, with median days on market of less than two weeks or about 12 days.

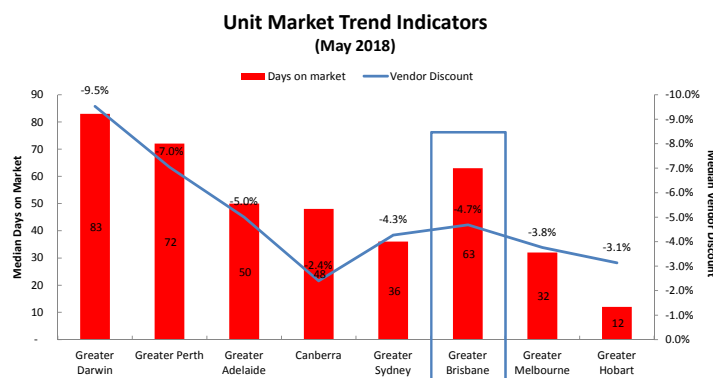
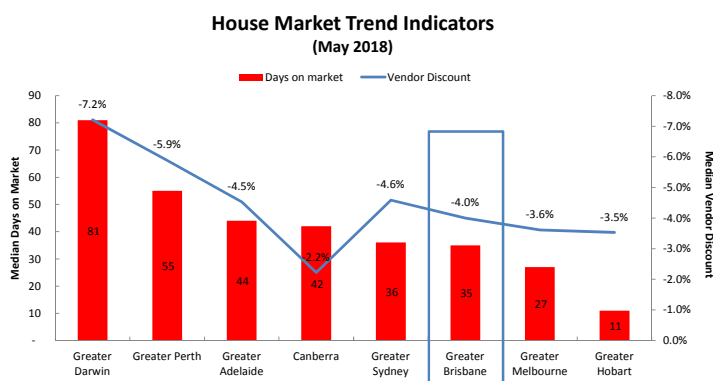
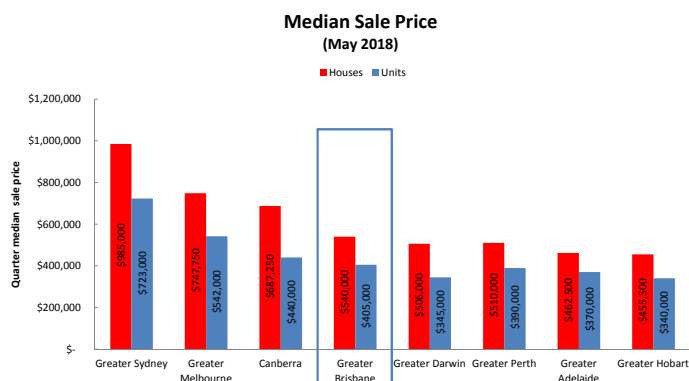
In the case of Greater Brisbane, vendors offered a discount of 4.7 per cent and waited about 63 days to reach a sale.

Hold Periods

Unit owners across the Australian capital cities hold ownership from 8.6 years to 10.5 years and generally for a shorter period compared

to houses. This is because acquisition costs for units are generally more affordable.

Greater Perth's unit owners hold to their units for longer and for about 10.5 years. Greater Sydney's unit owners hold to their properties for the shortest period of 8.6 years.



Capital cities comparison

HOUSES										UNITS								
CAPITAL CITIES*	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)
12 MONTHS ENDING MAY	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018
GTR Adelaide	\$462,500	5,144	\$455,000	19,907	2.8%	19,805	44	-4.5%	9.3	\$370,000	1,720	\$379,950	7,286	4.1%	6,963	50	-5.0%	9.2
GTR Brisbane	\$540,000	7,536	\$535,000	33,521	2.9%	43,907	35	-4.0%	11.0	\$405,000	3,101	\$410,000	14,770	-1.9%	15,888	63	-4.7%	9.2
Canberra	\$687,250	1,206	\$680,000	4,251	4.6%	4,455	42	-2.2%	11.1	\$440,000	1,075	\$445,000	4,163	1.1%	2,781	48	-2.4%	9.2
GTR Darwin	\$506,000	290	\$500,000	1,215	0.0%	1,621	81	-7.2%	9.0	\$345,000	131	\$369,000	608	-12.7%	1,004	83	-9.5%	8.7
GTR Hobart	\$455,500	831	\$425,000	3,707	10.4%	3,691	11	-3.5%	10.2	\$340,000	255	\$320,000	1,194	7.7%	1,038	12	-3.1%	8.8
GTR Melbourne	\$747,750	13,002	\$745,000	54,471	9.6%	62,368	27	-3.6%	12.1	\$542,000	6,329	\$535,000	28,370	5.9%	27,287	32	-3.8%	9.4
GTR Perth	\$510,000	5,883	\$510,000	24,164	-1.2%	32,219	55	-5.9%	10.6	\$390,000	1,317	\$395,000	5,530	-4.6%	8,068	72	-7.0%	10.5
GTR Sydney	\$985,000	11,128	\$985,000	46,621	3.1%	56,020	36	-4.6%	11.9	\$723,000	8,677	\$717,000	36,804	0.6%	32,761	36	-4.3%	8.6

* All figures for 12 months, ending 31 May 2018
GTR = Greater

Sales Market Summary

QUARTER STATISTICS SUMMARY

	HOUSES (<2400m²)			UNITS & TOWNHOUSES			VACANT LAND (<2400m²)		
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	10,322	\$480,000	0.0%	5,376	\$394,500	-0.1%	1,248	\$210,000	-7.0%
GREATER BRISBANE									
GREATER BRISBANE	5,309	\$525,000	1.0%	2,261	\$405,000	1.3%	671	\$222,000	-6.6%
BRISBANE LGA	2,486	\$671,000	0.9%	1,616	\$435,000	0.4%	125	\$416,000	0.2%
IPSWICH	581	\$340,000	0.0%	57	\$289,000	-6.1%	150	\$189,000	0.0%
LOGAN	593	\$395,000	-1.3%	154	\$256,000	-10.8%	170	\$210,000	-4.6%
MORETON BAY	1,167	\$445,000	1.1%	314	\$325,000	-1.5%	146	\$252,400	0.4%
REDLAND	482	\$542,000	2.3%	120	\$412,500	1.2%	80	N/D	N/D
TOURISM CENTRES									
GOLD COAST	1,176	\$627,500	0.9%	1,687	\$416,000	-3.3%	71	\$279,900	-3.2%
SUNSHINE COAST SD	958	\$585,000	-2.5%	634	\$435,000	2.1%	138	\$260,500	-1.7%
SUNSHINE COAST	817	\$580,000	-0.9%	497	\$415,000	0.7%	124	\$250,500	-4.1%
NOOSA	141	\$722,875	1.1%	137	\$540,000	-6.1%	14	N/A	N/A
FRASER COAST	290	\$310,000	-3.5%	62	\$238,500	-3.8%	42	\$155,000	3.3%
CAIRNS	335	\$400,000	-2.4%	246	\$218,500	-7.0%	41	\$210,000	1.0%
REGIONAL CENTRES									
BUNDABERG	185	\$282,500	-1.7%	30	\$205,000	-25.5%	40	\$147,000	-2.0%
GLADSTONE	91	\$250,000	-10.7%	28	\$148,875	-34.6%	9	N/A	N/A
MACKAY	184	\$342,000	-0.9%	44	\$227,000	-0.2%	27	\$165,000	-2.2%
ROCKHAMPTON	136	\$265,000	-1.9%	12	N/A	N/A	8	N/A	N/A
TOOWOOMBA	320	\$353,000	0.6%	85	\$310,000	3.3%	45	\$175,000	-8.9%
TOWNSVILLE	363	\$315,000	-1.6%	108	\$260,000	-4.9%	28	\$157,500	-1.6%

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

ON THE MARKET"	HOUSES (ALL)				UNITS			
	TOTAL LISTINGS	STOCK ON MARKET	MEDIAN DAYS ON MARKET*	MEDIAN VENDOR DISCOUNT*	TOTAL LISTINGS	STOCK ON MARKET	MEDIAN DAYS ON MARKET*	MEDIAN VENDOR DISCOUNT*
12MTHS ENDING	MAY-18	MAY-18	MAY-18	MAY-18	MAY-18	MAY-18	MAY-18	MAY-18
QUEENSLAND								
QUEENSLAND	104,988	7.4%	43	-4.7%	40,658	9.0%	56	-4.6%
GREATER BRISBANE								
GREATER BRISBANE	43,907	6.7%	35	-4.0%	15,888	7.9%	63	-4.7%
BRISBANE LGA	18,854	6.2%	32	-4.0%	10,806	7.1%	60	-4.8%
IPSWICH	4,842	7.2%	42	-4.5%	496	10.7%	73	-5.1%
LOGAN	6,565	7.1%	39	-3.9%	1,466	10.6%	65	-5.5%
MORETON BAY	9,667	7.1%	34	-3.6%	2,329	10.3%	71	-4.3%
REDLAND	3,979	7.7%	38	-4.1%	791	11.1%	63	-4.1%
TOURISM CENTRES								
GOLD COAST	10,577	7.9%	38	-4.5%	12,814	10.8%	48	-4.5%
SUNSHINE COAST SD	8,628	8.1%	43	-3.9%	4,575	9.5%	53	-3.8%
SUNSHINE COAST	6,829	7.9%	40	-3.8%	3,604	9.5%	51	-3.7%
NOOSA	1,799	9.0%	54	-4.3%	971	9.5%	59	-4.1%
FRASER COAST	3,538	9.3%	71	-5.6%	546	12.1%	113	-5.7%
CAIRNS	3,524	7.6%	55	-5.4%	2,009	9.4%	62	-5.2%
REGIONAL QLD								
BUNDABERG	3,007	8.9%	65	-5.4%	419	11.5%	101	-4.7%
GLADSTONE	1,604	7.1%	81	-9.1%	316	8.4%	95	-9.5%
MACKAY	2,353	6.1%	52	-6.7%	405	6.5%	90	-7.9%
ROCKHAMPTON	2,045	7.3%	68	-8.5%	190	8.0%	69	-6.2%
TOOWOOMBA	3,896	7.6%	52	-4.5%	667	8.2%	77	-4.8%
TOWNSVILLE	3,847	6.2%	63	-7.5%	940	7.6%	56	-7.4%

* Days on Market and Vendor Discount calculation methodology changed from a average calculation to a median calculation
" All figures are for the 12 months ending: May 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 72-73.

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%	REDLAND	3.3%	TOOWOOMBA	3.3%	FRASER COAST
1.1%	MORETON BAY	2.1%	SUNSHINE COAST SD	1.0%	CAIRNS
1.1%	NOOSA	1.3%	GREATER BRISBANE	0.4%	MORETON BAY

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	56,740	\$480,000	2.1%	32,742	\$400,000	0.0%	11,589	\$220,500	-3.7%
GREATER BRISBANE									
GREATER BRISBANE	29,111	\$524,000	2.8%	13,883	\$410,000	-1.4%	6,126	\$228,500	-2.8%
BRISBANE LGA	13,486	\$673,000	2.5%	9,681	\$440,000	-2.2%	1,119	\$415,000	5.1%
IPSWICH	3,118	\$340,000	2.1%	499	\$309,900	-6.1%	1,514	\$190,000	-2.6%
LOGAN	3,521	\$396,000	3.4%	1,033	\$283,900	3.5%	1,301	\$210,500	0.8%
MORETON BAY	6,420	\$440,000	3.0%	2,045	\$345,000	-3.5%	1,452	\$246,826	-3.2%
REDLAND	2,566	\$535,000	4.4%	625	\$411,000	1.5%	740	N/D	N/D
TOURISM CENTRES									
GOLD COAST	6,286	\$622,031	4.5%	10,439	\$429,000	0.9%	922	\$278,250	7.2%
SUNSHINE COAST SD	5,243	\$585,000	6.4%	3,899	\$430,000	4.9%	1,498	\$260,200	4.1%
SUNSHINE COAST	4,381	\$575,000	6.5%	3,049	\$415,000	4.0%	1,342	\$255,200	4.2%
NOOSA	862	\$695,000	6.9%	850	\$540,000	10.2%	156	\$325,000	12.1%
FRASER COAST	1,698	\$318,600	1.1%	341	\$255,000	2.0%	376	\$155,000	3.0%
CAIRNS	2,090	\$410,000	1.2%	1,428	\$230,000	-2.1%	335	\$213,750	1.8%
REGIONAL CENTRES									
BUNDABERG	1,082	\$287,500	2.7%	183	\$255,000	0.0%	228	\$150,000	1.2%
GLADSTONE	480	\$275,000	-6.8%	136	\$170,000	-33.3%	70	\$146,500	-8.4%
MACKAY	1,100	\$335,000	2.5%	205	\$218,000	-2.5%	185	\$165,000	0.0%
ROCKHAMPTON	790	\$266,000	-2.7%	79	\$286,000	-6.5%	84	\$145,000	0.0%
TOOWOOMBA	1,908	\$355,000	1.1%	483	\$305,000	0.0%	337	\$176,000	-0.2%
TOWNSVILLE	1,877	\$324,000	-3.3%	508	\$280,000	7.7%	349	\$163,000	2.3%

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
6.9%	NOOSA	10.2%	NOOSA	12.1%	NOOSA
6.5%	SUNSHINE COAST	7.7%	TOWNSVILLE	7.2%	GOLD COAST
6.4%	SUNSHINE COAST SD	4.9%	SUNSHINE COAST SD	5.1%	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)	27	\$150,000	-10.7%	7	N/A	N/A	0	N/A	N/A	5	N/A	N/A	4	N/A	N/A
BANANA (LGA)	68	\$177,500	16.4%	17	N/A	N/A	1	N/A	N/A	6	N/A	N/A	3	N/A	N/A
BARCALDINE (LGA)	23	\$81,500	-18.5%	6	N/A	N/A	0	N/A	N/A	2	N/A	N/A	3	N/A	N/A
BARCOO (LGA)	4	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)	19	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)	3	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
BRISBANE (LGA)	13,486	\$673,000	2.5%	406	\$1,175,000	-1.1%	9,681	\$440,000	-2.2%	1119	\$415,000	5.1%	37	\$810,000	15.7%
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)	1,082	\$287,500	2.7%	319	\$365,000	5.2%	183	\$255,000	0.0%	228	\$150,000	1.2%	63	\$150,000	4.9%
BURDEKIN (LGA)	124	\$165,000	-5.7%	18	N/A	N/A	11	N/A	N/A	16	N/A	N/A	11	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)	2,090	\$410,000	1.2%	114	\$620,000	-4.6%	1,428	\$230,000	-2.1%	335	\$213,750	1.8%	32	\$304,000	16.9%
CARPENTARIA (LGA)	6	N/A	N/A	0	N/A	N/A	0	N/A	N/A	4	N/A	N/A	0	N/A	N/A
CASSOWARY COAST (LGA)	212	\$250,000	13.6%	84	\$337,500	0.2%	54	\$181,250	-12.2%	48	\$80,500	-9.0%	18	N/A	N/A
CENTRAL HIGHLANDS (LGA)	216	\$160,000	-3.0%	38	\$409,000	19.2%	29	\$185,100	32.4%	21	\$65,000	-2.3%	11	N/A	N/A
CHARTERS TOWERS (LGA)	66	\$150,000	-9.1%	40	\$325,000	-13.3%	4	N/A	N/A	6	N/A	N/A	6	N/A	N/A
CLONCURRY (LGA)	21	\$110,000	-38.9%	5	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A
COOK (LGA)	26	\$305,000	3.4%	10	N/A	N/A	0	N/A	N/A	14	N/A	N/A	3	N/A	N/A
CROYDON (LGA)	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A	1	N/A	N/A
DIAMANTINA (LGA)	1	N/A	N/A	1	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
DOUGLAS (LGA)	151	\$430,000	1.1%	45	\$370,000	-17.1%	317	\$226,500	-11.2%	42	\$147,500	-17.9%	24	\$122,500	0.0%
ETHERIDGE (LGA)	2	N/A	N/A	2	N/A	N/A	0	N/A	N/A	3	N/A	N/A	3	N/A	N/A
FLINDERS (LGA)	20	\$95,000	15.2%	2	N/A	N/A	0	N/A	N/A	3	N/A	N/A	2	N/A	N/A
FRASER COAST (LGA)	1,698	\$318,600	1.1%	415	\$380,000	-5.0%	341	\$255,000	2.0%	376	\$155,000	3.0%	221	\$75,000	-5.1%
GLADSTONE (LGA)	480	\$275,000	-6.8%	132	\$380,000	8.6%	136	\$170,000	-33.3%	70	\$146,500	-8.4%	26	\$160,000	18.5%
GOLD COAST (LGA)	6,286	\$622,031	4.5%	688	\$860,000	8.9%	10,439	\$429,000	0.9%	922	\$278,250	7.2%	118	\$494,500	11.1%
GOONDIWINDI (LGA)	103	\$265,000	-7.8%	36	\$395,000	-13.2%	13	N/A	N/A	32	\$83,500	11.3%	11	N/A	N/A
GYMPIE (LGA)	640	\$285,000	1.8%	440	\$385,500	8.6%	88	\$243,951	-7.9%	161	\$125,000	4.2%	125	\$144,995	11.5%
HINCHINBROOK (LGA)	65	\$182,500	-8.8%	19	N/A	N/A	10	N/A	N/A	15	N/A	N/A	3	N/A	N/A
IPSWICH (LGA)	3,118	\$340,000	2.1%	253	\$521,500	2.3%	499	\$309,900	-6.1%	1514	\$190,000	-2.6%	74	\$323,250	3.4%
ISAAC (LGA)	165	\$135,000	-10.0%	7	N/A	N/A	16	N/A	N/A	3	N/A	N/A	1	N/A	N/A
LIVINGSTONE (LGA)	369	\$355,000	-1.9%	143	\$495,000	4.2%	88	\$246,000	-3.5%	114	\$178,450	2.0%	34	\$217,500	-9.4%
LOCKYER VALLEY (LGA)	231	\$250,000	-2.0%	376	\$375,000	2.7%	16	N/A	N/A	50	\$125,000	-7.2%	110	\$153,750	-0.8%
LOGAN (LGA)	3,521	\$396,000	3.4%	819	\$605,000	4.3%	1,033	\$283,000	3.5%	1301	\$210,500	0.8%	200	\$313,750	8.6%
LONGREACH (LGA)	28	\$136,500	-16.0%	1	N/A	N/A	1	N/A	N/A	3	N/A	N/A	2	N/A	N/A
MACKAY (LGA)	1,100	\$335,000	2.5%	182	\$388,250	-5.3%	205	\$218,000	-2.5%	185	\$165,000	0.0%	45	\$160,000	6.3%
MARANOA (LGA)	50	\$190,000	-6.2%	23	\$480,000	9.1%	3	N/A	N/A	1	N/A	N/A	1	N/A	N/A
MAREEBA (LGA)	141	\$265,000	-1.9%	123	\$466,000	3.6%	24	\$225,000	-4.3%	45	\$110,000	6.0%	24	\$140,000	0.0%
MCKINLAY (LGA)	10	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
MORETON BAY (LGA)	6,420	\$440,000	3.0%	922	\$664,000	5.4%	2,045	\$345,000	-3.5%	1452	\$246,826	-3.2%	203	\$295,000	0.0%
MOUNT ISA (LGA)	93	\$250,000	-9.1%	3	N/A	N/A	14	N/A	N/A	2	N/A	N/A	0	N/A	N/A
MURWEIH (LGA)	32	\$105,000	-8.7%	6	N/A	N/A	0	N/A	N/A	4	N/A	N/A	0	N/A	N/A
NOOSA (LGA)	862	\$695,000	6.9%	410	\$690,000	8.7%	850	\$540,000	10.2%	156	\$325,000	12.1%	35	\$355,000	-2.2%
NORTH BURNETT (LGA)	72	\$132,500	2.7%	42	\$220,000	6.0%	3	N/A	N/A	20	\$18,200	46.8%	9	N/A	N/A
PAROO (LGA)	10	N/A	N/A	5	N/A	N/A	1	N/A	N/A	2	N/A	N/A	1	N/A	N/A
QUILP (LGA)	9	N/A	N/A	0	N/A	N/A	0	N/A	N/A	3	N/A	N/A	0	N/A	N/A
REDLAND (LGA)	2,566	\$535,000	4.4%	142	\$925,000	-0.5%	625	\$411,000	1.5%	740	N/D	N/D	7	N/A	N/A
RICHMOND (LGA)	9	N/A	N/A	4	N/A	N/A	1	N/A	N/A	2	N/A	N/A	2	N/A	N/A
ROCKHAMPTON (LGA)	790	\$266,000	-2.7%	61	\$342,500	-12.9%	79	\$286,000	-6.5%	84	\$145,000	0.0%	17	N/A	N/A
SCENIC RIM (LGA)	370	\$405,000	2.5%	326	\$549,500	3.2%	85	\$320,000	16.4%	65	\$190,000	0.0%	49	\$190,000	-5.0%
SOMERSET (LGA)	206	\$250,000	2.0%	250	\$390,000	3.6%	16	N/A	N/A	47	\$135,000	-3.6%	33	\$180,000	2.9%

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)	280	\$195,000	0.0%	226	\$250,000	-5.7%	13	N/A	N/A	63	\$35,000	-9.1%	23	\$52,000	-13.3%
SOUTHERN DOWNS (LGA)	387	\$250,000	1.2%	193	\$358,500	1.0%	36	\$222,500	-1.1%	70	\$90,000	3.8%	37	\$70,000	-5.4%
SUNSHINE COAST (LGA)	4,381	\$575,000	6.5%	806	\$680,000	4.6%	3,049	\$415,000	4.0%	1342	\$255,200	4.2%	219	\$380,000	7.0%
TABLELANDS (LGA)	213	\$298,000	-0.7%	169	\$397,500	-0.6%	46	\$230,000	-1.5%	53	\$112,000	6.7%	50	\$158,500	6.4%
TOOWOOMBA (LGA)	1,908	\$355,000	1.1%	448	\$527,250	5.2%	483	\$305,000	0.0%	337	\$176,000	-0.2%	92	\$220,000	5.9%
TORRES (LGA)	4	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	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	1	N/A	N/A	0	N/A	N/A
TOWNSVILLE (LGA)	1,877	\$324,000	-3.3%	231	\$400,000	-3.6%	508	\$280,000	7.7%	349	\$163,000	2.3%	47	\$199,000	-0.5%
WEIPA (LGA)	7	N/A	N/A	0	N/A	N/A	3	N/A	N/A	2	N/A	N/A	0	N/A	N/A
WESTERN DOWNS (LGA)	256	\$195,000	5.4%	127	\$315,000	8.6%	29	\$192,000	-1.0%	15	N/A	N/A	21	\$95,000	8.6%
WHITSUNDAY (LGA)	318	\$350,000	11.1%	75	\$435,000	-3.9%	236	\$230,000	-13.2%	132	\$155,600	6.9%	59	\$195,000	3.2%
WINTON (LGA)	11	N/A	N/A	1	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 June 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
16.4%	BANANA	19.2%	CENTRAL HIGHLANDS	32.4%	CENTRAL HIGHLANDS	46.8%	NORTH BURNETT	18.5%	GLADSTONE
15.2%	FLINDERS	9.1%	MARANOA	16.4%	SCENIC RIM	12.1%	NOOSA	16.9%	CAIRNS
13.6%	CASSOWARY COAST	8.9%	GOLD COAST	10.2%	NOOSA	11.3%	GOONDIWINDI	15.7%	BRISBANE

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/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION
\$695,000	NOOSA	\$1,175,000	BRISBANE	\$540,000	NOOSA	\$415,000	BRISBANE	\$810,000	BRISBANE
\$673,000	BRISBANE	\$925,000	REDLAND	\$440,000	BRISBANE	\$325,000	NOOSA	\$494,500	GOLD COAST
\$622,031	GOLD COAST	\$860,000	GOLD COAST	\$429,000	GOLD COAST	\$278,250	GOLD COAST	\$380,000	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/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION
\$81,500	BARCALDINE	\$220,000	NORTH BURNETT	\$170,000	GLADSTONE	\$18,200	NORTH BURNETT	\$52,000	SOUTH BURNETT
\$95,000	FLINDERS	\$250,000	SOUTH BURNETT	\$181,250	CASSOWARY COAST	\$35,000	SOUTH BURNETT	\$70,000	SOUTHERN DOWNS
\$105,000	MURWEIH	\$315,000	WESTERN DOWNS	\$185,100	CENTRAL HIGHLANDS	\$65,000	CENTRAL HIGHLANDS	\$75,000	FRASER COAST

LARGEST SALES MARKET BY LGA FOR THE PAST 12 MONTHS

HOUSES (<2400m ²)		HOUSES (>2400m ²)		UNITS		LAND (<2400m ²)		LAND (>2400m ²)	
ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION
13,486	BRISBANE	922	MORETON BAY	10,439	GOLD COAST	1,514	IPSWICH	221	FRASER COAST
6,420	MORETON BAY	819	LOGAN	9,681	BRISBANE	1,452	MORETON BAY	219	SUNSHINE COAST
6,286	GOLD COAST	806	SUNSHINE COAST	3,049	SUNSHINE COAST	1,342	SUNSHINE COAST	203	MORETON BAY

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		\$425	Down	\$410	Down	\$410	Down	3.3%	Steady	4.9%	Steady
Ipswich		\$310	Steady	\$260	Down	\$315	Down	4.7%	Steady	4.7%	Down
Logan		\$350	Up	\$290	Up	\$335	Steady	4.6%	Steady	5.9%	Steady
Moreton Bay		\$360	Steady	\$290	Up	\$345	Steady	4.2%	Steady	4.6%	Steady
Redland		\$400	Steady	\$350	Steady	\$405	Steady	3.8%	Steady	4.4%	Steady
Tourism Centres											
Gold Coast		\$500	Up	\$440	Steady	\$440	Up	4.1%	Steady	5.5%	Steady
Sunshine Coast		\$450	Steady	\$365	Steady	\$440	Up	4.0%	Steady	4.6%	Steady
Noosa		\$480	Up*	\$400	Steady	\$545	Up*	3.5%	Steady	3.9%	Steady
Fraser Coast		\$295	Down	\$260	Up	\$333	Up	4.9%	Steady	5.7%	Up
Cairns		\$380	Steady	\$300	Down	\$348	Down*	4.9%	Steady	7.1%	Steady
Regional QLD											
Bundaberg		\$295	Up	\$238	Down	\$285	Up	5.4%	Steady	6.0%	Up*
Gladstone		\$200	Steady	\$150	Steady	\$210	Up	4.2%	Steady	5.2%	N/A
Mackay		\$330	Up	\$230	Steady	\$320	Steady	5.0%	Steady	5.3%	Steady
Rockhampton		\$270	Down	\$210	Steady	\$330	Steady	5.3%	Steady	N/A	N/A
Toowoomba		\$300	Down	\$250	Down	\$318	Down	4.4%	Steady	4.2%	Down*
Townsville		\$290	Down	\$248	Down	\$310	Up	4.8%	Steady	5.0%	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 74

VACANCY RATES		
LGA/REGION	Jun-18	TREND
GREATER BRISBANE		
GREATER BRISBANE	2.2%	DOWN
BRISBANE LGA	2.3%	DOWN
IPSWICH CITY	2.5%	DOWN
LOGAN CITY	1.9%	STEADY
MORETON BAY	1.6%	STEADY
REDLAND CITY	2.3%	STEADY
TOURISM CENTRES		
GOLD COAST CITY	2.0%	UP
SUNSHINE COAST SD	2.0%	UP
SUNSHINE COAST	1.8%	UP
NOOSA	2.5%	UP
FRASER COAST	0.8%	DOWN
CAIRNS	1.5%	DOWN
REGIONAL QLD		
BUNDABERG	2.2%	DOWN
GLADSTONE	4.2%	STEADY
MACKAY	1.9%	DOWN
ROCKHAMPTON	3.0%	DOWN
TOOWOOMBA	1.8%	DOWN
TOWNSVILLE	4.0%	STEADY

See page 74 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		\$425	UP	\$410	UP	\$410	STEADY	3.3%	STEADY	4.9%
IPSWICH		\$310	STEADY	\$260	DOWN	\$315	DOWN	4.7%	STEADY	4.7%
LOGAN		\$350	STEADY	\$290	UP	\$335	DOWN	4.6%	STEADY	5.9%
MORETON BAY		\$360	UP	\$290	UP	\$345	UP	4.2%	STEADY	4.6%
REDLAND		\$400	STEADY	\$350	STEADY	\$405	UP	3.8%	STEADY	4.4%
TOURISM CENTRES										
GOLD COAST		\$500	UP*	\$440	UP*	\$440	UP*	4.1%	STEADY	5.5%
SUNSHINE COAST		\$450	UP	\$365	UP	\$440	UP*	4.0%	STEADY	4.6%
NOOSA		\$480	UP	\$400	UP	\$545	DOWN	3.5%	STEADY	3.9%
FRASER COAST		\$295	STEADY	\$260	UP	\$333	UP	4.9%	STEADY	5.7%
CAIRNS		\$380	UP	\$300	UP	\$348	UP	4.9%	STEADY	7.1%
REGIONAL QLD										
BUNDABERG		\$295	UP	\$238	UP	\$285	DOWN	5.4%	STEADY	6.0%
GLADSTONE		\$200	UP	\$150	UP*	\$210	UP	4.2%	UP*	5.2%
MACKAY		\$330	UP*	\$230	UP*	\$320	UP*	5.0%	UP*	5.3%
ROCKHAMPTON		\$270	STEADY	\$210	UP	\$330	UP*	5.3%	STEADY	N/A
TOOWOOMBA		\$300	STEADY	\$250	STEADY	\$318	UP	4.4%	STEADY	4.2%
TOWNSVILLE		\$290	UP	\$248	UP	\$310	UP	4.8%	STEADY	5.0%

* 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		304,936	298,893	2.0%	UP	216,430	206,296	4.9%	UP	60,467	57,341	5.5%	UP	581,833	562,530	3.4%	UP
GREATER BRISBANE		JUN-18	JUN-17	% CHANGE	ANNUAL TREND	JUN-18	JUN-17	% CHANGE	ANNUAL TREND	JUN-18	JUN-17	% CHANGE	ANNUAL TREND	JUN-18	JUN-17	% CHANGE	ANNUAL TREND
BRISBANE		59,284	58,781	0.9%	STEADY	87,809	80,066	9.7%	UP	20,944	19,638	6.7%	UP	168,037	158,485	6.0%	UP
IPSWICH		21,797	20,906	4.3%	UP	4,425	3,955	11.9%	UP	1,895	1,664	13.9%	UP	28,117	26,525	6.0%	UP
LOGAN		23,442	22,330	5.0%	UP	5,306	4,871	8.9%	UP	5,689	5,441	4.6%	UP	34,437	32,642	5.5%	UP
MORETON BAY		30,799	29,718	3.6%	UP	9,600	9,406	2.1%	UP	7,351	6,568	11.9%	UP	47,750	45,692	4.5%	UP
REDLAND		8,697	8,467	2.7%	UP	1,637	1,633	0.2%	STEADY	1,655	1,590	4.1%	UP	11,989	11,690	2.6%	UP
TOURISM CENTRES																	
GOLD COAST		29,367	28,853	1.8%	STEADY	35,391	35,619	-0.6%	STEADY	13,493	13,482	0.1%	STEADY	78,251	77,954	0.4%	STEADY
SUNSHINE COAST		17,844	17,514	1.9%	STEADY	12,248	12,109	1.1%	STEADY	2,932	2,763	6.1%	UP	33,024	32,386	2.0%	STEADY
NOOSA		2,518	2,646	-4.8%	DOWN	1,303	1,352	-3.6%	DOWN	347	349	-0.6%	STEADY	4,168	4,347	-4.1%	DOWN
FRASER COAST		7,121	7,134	-0.2%	STEADY	2,669	2,635	1.3%	STEADY	555	544	2.0%	UP	10,345	10,313	0.3%	STEADY
CAIRNS		9,537	9,513	0.3%	STEADY	11,123	11,284	-1.4%	STEADY	986	997	-1.1%	STEADY	21,646	21,794	-0.7%	STEADY
REGIONAL QLD																	
BUNDABERG		6,530	6,501	0.4%	STEADY	2,763	2,704	2.2%	UP	134	140	-4.3%	DOWN	9,427	9,345	0.9%	STEADY
GLADSTONE		5,520	5,374	2.7%	UP	2,019	1,937	4.2%	UP	803	748	7.4%	UP	8,342	8,059	3.5%	UP
MACKAY		8,050	7,956	1.2%	STEADY	4,257	4,000	6.4%	UP	487	489	-0.4%	STEADY	12,794	12,445	2.8%	UP
ROCKHAMPTON		4,606	4,475	2.9%	UP	2,561	2,515	1.8%	STEADY	124	101	22.8%	UP	7,291	7,091	2.8%	UP
TOOWOOMBA		11,480	11,429	0.4%	STEADY	7,166	6,708	6.8%	UP	484	472	2.5%	UP	19,130	18,609	2.8%	UP
TOWNSVILLE		14,882	14,354	3.7%	UP	8,994	8,825	1.9%	STEADY	820	742	10.5%	UP	24,696	23,921	3.2%	UP

Bonds Trend:

Steady = - 2% to + 2% change

Up = + 2% change or more

Down = - 2% change or more

Greater Brisbane

Houses up 2.8% for the year
Units down 1.4% for the year
Rental market steady at 2.2% vacancies

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 Brisbane LGA.

The Greater Brisbane house market performed well for the past quarter, the past year and the past five years.

Greater Brisbane house prices continued following an upward path, increasing 2.8 per cent for the past 12 months, to an annual median of \$524,000.

Redland and Logan house prices led the growth in Greater Brisbane, achieving an annual growth of 4.4 per cent and 3.4 per cent, respectively.

Units continued underperforming compared with the house market. Units in Redland and Logan were also the strongest performers for the past year, with the annual median price increasing 1.5 per cent and 3.5 per cent.

Redland is one of the top-two locations where home ownership is more popular in Queensland. According to Census 2016 data, about 72 per cent of dwellings are owned outright or with a mortgage compared to 62 per cent throughout Queensland.

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.

The employment markets in Ipswich, Logan-Beaudesert and Moreton Bay-North have potential to improve. This is because the unemployment rate in those regions was in the range of 6.8 per cent and 8.5 per cent, which was significantly higher than the state unemployment.

We are seeing new business investment flowing to Ipswich wherein construction of the second Costco in Queensland commenced in late June this year. The forecast investment is about \$50 million and will potentially add 280 new jobs to the region.

State Budget

Logan

The prognosis for the tourism and recreation sector is promising as the construction of a wave pool, a swimming pool and skate park at Loganholme is currently under council assessment. The project investment will sit in the range of \$10 million to \$30 million.



The State Budget announced the implementation of a number of infrastructure projects. The Pacific Motorway-Gateway Motorway merge project will receive \$50 million in 2018-2019. The Pacific Motorway project has secured \$17 million funding in 2018-2019.

The construction of a new primary school and a high school in Yarrabilba has secured budget funding for about \$15 million.

Ipswich

The State Budget announced the ongoing support the \$124.5 million Ipswich hospital expansion.

The Ipswich State High School will also benefit from the \$8 million investment on a new performing arts centre.

The \$400 million Ipswich Motorway upgrade from Rocklea to Darra will continue following the \$68 million budget allocation.

Moreton Bay

The Moreton Bay region will receive more than \$20 million to improve the infrastructure at Caboolture State High, Bribie Island High, North Lakes State College and to build a new high school at North Lakes/Mango Hill.

Caboolture Hospital and Redcliffe hospital will receive \$32.5 million funding for new infrastructure and refurbishment.

Redland

The Redland region will receive nearly \$19 million to improve the infrastructure at Alexandra Hills State High and Cleveland District State High.

The Toondah Harbour development at Redland - Cleveland is currently under environmental impact assessment and public consultation.

Market Outlook

The house sales markets in Outer Brisbane are classed as rising markets. We expect that these markets will perform well over the remainder of 2018.

The unit markets in Ipswich and Moreton Bay are classed as falling. Redland units remained steady. The good news for this quarter was that the Logan unit market was reclassified as a market in recovery.

The 2018 outlook for the rental market remained steady. New rental supply could disturb the market if employment opportunities do not grow at a faster rate to reduce unemployment to levels closer to full employment.

HOUSE MARKET (<2400M²)

The June quarter Greater Brisbane house market grew 1 per cent, from \$520,000 in March 2018 to \$525,000 in June 2018. Only house prices in Logan slipped 1.3 per cent over the June quarter.

Looking at the annual data, the house market in Greater Brisbane has increased at a sustainable and moderate pace and in the range of 2 to 4.5 per cent for the past year.

Greater Brisbane reached an annual median house price of \$524,000 in June 2018. Median house prices in Brisbane LGA and Redland sat above the consolidated median price.

Ipswich was the most affordable region for houses, with an annual median price of \$340,000.

Over the medium term, the Greater Brisbane house market grew 20.1 per cent or the equivalent to nearly \$88,000 for the past five years.

Longest-Held Suburbs^{#1}

Greater Brisbane's top five suburbs with the longest average hold period for all houses:

- Chambers Flat[^] (16.2 years, \$684,000) – Logan
- Logan Central (14.3 years, \$310,000) – Logan
- Springwood (14.2 years, \$525,000) – Logan
- Woodridge (14 years, \$310,000) – Logan
- Rochedale South (13.9 years, \$512,000) – Logan

General Activity

The Greater Brisbane annual sales volumes fell 13.2 per cent for the past year, from 33,519 sales in June 2017 to 29,111 sales in June 2018.

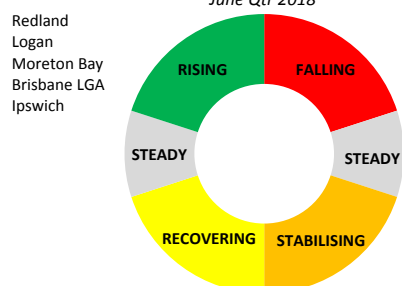
Despite this fall, annual house prices continued an upward path. This was supported by a larger fall on annual listing volumes, in the range of 8 to 20 per cent for the different regions, which offset the potential demand reduction.

Median days on market held steady at 35 days in Greater Brisbane. The median vendor discount also held steady at 4 per cent. This meant that the balance of supply and demand held relative steady for the past year.

UNIT MARKET

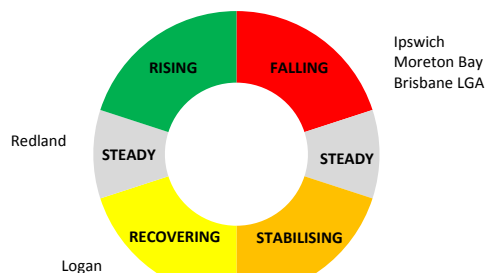
Good news was that the Greater Brisbane unit market grew over the June quarter by 1.3 per cent, to a median of \$405,000.

GREATER BRISBANE HOUSE MARKETS
June 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
June Qtr 2018



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

The annual data revealed a consolidated fall on the Greater Brisbane unit market of 1.4 per cent, to \$410,000 in June 2018.

Redland and Logan were the only unit markets reporting an annual median price growth of 1.5 per cent and 3.5 per cent, respectively.

Over the medium term, the Greater Brisbane unit prices grew a very modest 5.4 per cent, from \$388,900 in June 2013 to \$410,000 in June 2018.

Similar to the house market, the unit sales volumes fell 25 per cent for the past year. The reduction on the stock on market to 7.9 per cent in May 2018, was unable to offset the fall in demand and avoid a fall in prices.

Greater Brisbane median days on market for units increased slightly for the past year, to 63 days in May 2018. This was a sign that the unit market continued working in favour of buyers.

Median vendor discount held steady at 4.7 per cent for the past year.

RENTAL MARKET

Outer Brisbane vacancies held steady at 2 per cent, operating within the tight range in most of the markets. Ipswich was the exception as vacancies reach 2.5 per cent falling within the healthy range.

In light of increasing rental supply coming from new developments, the rental market in Outer Brisbane has been able to absorb nearly 5750 new rental properties for the year to June 2018.

Rental price negotiations along with the adjustment of landlords' income expectations have played a critical role in maintaining vacancy rates contained within tight levels.

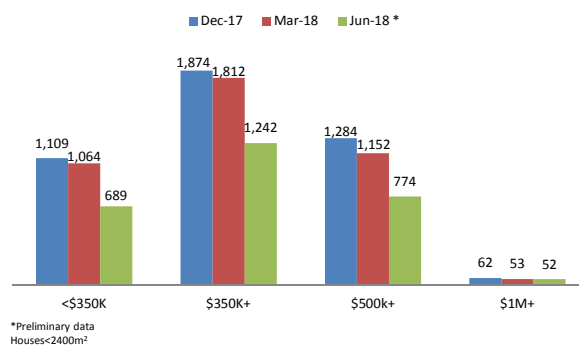
Similar to Brisbane LGA, local property managers described the rental market in Outer Brisbane as patchy. House rentals generally outperformed unit rentals and some locations were favoured above others.

Ipswich remained as the most affordable rental location for tenants in Outer Brisbane. Redland, on the other hand, offered the most expensive rental accommodation in Outer Brisbane.

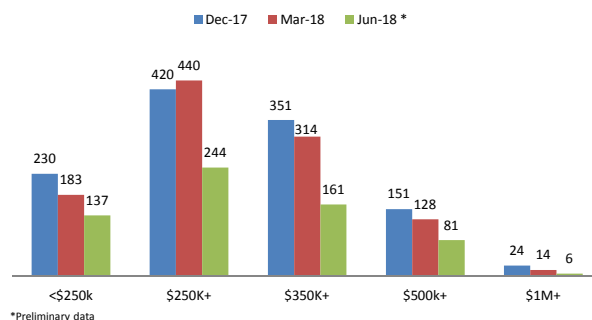
No major changes were noted for house and unit yields in Outer Brisbane over the June quarter.

House yields in Outer Brisbane sat in the range of 3.8 per cent and 4.7 per cent in June 2018. Units generally achieved higher yields compared to houses, especially in Logan and Redland.

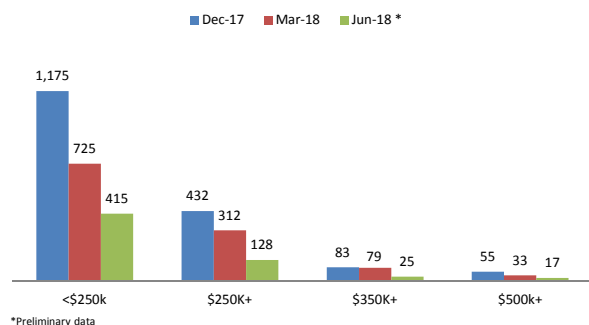
OUTER BRISBANE HOUSE SALES



OUTER BRISBANE UNIT SALES



OUTER BRISBANE LAND SALES



“The top five suburbs where homes are held the longest are all in Logan LGA.”

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
GREATER BRISBANE	5309	\$525,000	1.0%	29111	\$524,000	\$510,000	2.8%	\$436,250	20.1%
GREATER BRISBANE ^	444	\$655,000	0.0%	2542	\$660,000	\$640,000	3.1%	\$530,000	24.5%

IPSWICH (LGA)	581	\$340,000	0.0%	3118	\$340,000	\$333,000	2.1%	\$295,000	15.3%
IPSWICH (LGA) ^	51	\$492,500	-7.9%	253	\$521,500	\$510,000	2.3%	\$435,000	19.9%

AUGUSTINE HEIGHTS	19	N/A	N/A	105	\$550,000	\$540,000	1.9%	\$516,500	6.5%
BELLBIRD PARK	17	N/A	N/A	103	\$360,000	\$372,500	-3.4%	\$319,500	12.7%
BASIN POCKET	2	N/A	N/A	19	N/A	\$240,000	N/A	\$215,000	N/A
BOOVAL	12	N/A	N/A	39	\$284,000	\$298,250	-4.8%	\$260,000	9.2%
BRASSALL	44	\$327,500	-3.7%	211	\$340,000	\$336,000	1.2%	\$305,000	11.5%
BUNDAMBA	15	N/A	N/A	93	\$305,000	\$286,500	6.5%	\$257,000	18.7%
CAMIRA	18	N/A	N/A	113	\$403,000	\$385,000	4.7%	\$323,750	24.5%
COALFALLS	7	N/A	N/A	30	\$329,500	\$327,500	0.6%	\$252,000	30.8%
COLLINGWOOD PARK	24	\$337,000	-0.9%	130	\$335,000	\$342,500	-2.2%	\$300,000	11.7%
DEEBING HEIGHTS	7	N/A	N/A	53	\$440,888	\$427,500	3.1%	\$442,500	-0.4%
EAST IPSWICH	8	N/A	N/A	44	\$266,750	\$270,000	-1.2%	\$260,000	2.6%
EASTERN HEIGHTS	10	N/A	N/A	66	\$320,000	\$301,000	6.3%	\$245,000	30.6%
FLINDERS VIEW	11	N/A	N/A	74	\$371,500	\$335,000	10.9%	\$315,000	17.9%
GAILES	8	N/A	N/A	33	\$251,000	\$253,350	-0.9%	\$219,000	14.6%
GOODNA	30	\$272,000	-12.4%	142	\$311,000	\$320,000	-2.8%	\$260,000	19.6%
IPSWICH	8	N/A	N/A	41	\$359,500	\$347,500	3.5%	\$275,000	30.7%
KARALEE ^	11	N/A	N/A	60	\$581,250	\$570,000	2.0%	\$498,000	16.7%
LEICHHARDT	7	N/A	N/A	76	\$242,875	\$236,000	2.9%	\$200,000	21.4%
NEWTOWN	2	N/A	N/A	24	\$362,500	\$340,000	6.6%	\$283,000	28.1%
NORTH BOOVAL	8	N/A	N/A	50	\$277,000	\$266,000	4.1%	\$230,000	20.4%
NORTH IPSWICH	18	N/A	N/A	104	\$285,000	\$270,000	5.6%	\$230,000	23.9%
ONE MILE	11	N/A	N/A	45	\$262,500	\$245,000	7.1%	\$195,000	34.6%
RACEVIEW	31	\$335,000	4.0%	175	\$320,000	\$317,750	0.7%	\$290,000	10.3%
REDBANK	3	N/A	N/A	18	N/A	\$315,000	N/A	\$272,000	N/A
REDBANK PLAINS	54	\$335,000	-0.7%	292	\$332,000	\$330,000	0.6%	\$280,000	18.6%
RIPLEY	3	N/A	N/A	46	\$374,000	\$324,000	15.4%	\$300,000	24.7%
RIVERVIEW	10	N/A	N/A	40	\$237,000	\$248,000	-4.4%	\$220,000	7.7%
ROSEWOOD	7	N/A	N/A	46	\$291,000	\$263,000	10.7%	\$245,000	18.8%
SADLIERS CROSSING	6	N/A	N/A	22	\$353,000	\$377,000	-6.4%	\$263,500	34.0%
SILKSTONE	14	N/A	N/A	82	\$316,250	\$300,000	5.4%	\$248,500	27.3%
SPRINGFIELD	20	\$417,500	-0.6%	96	\$420,000	\$429,500	-2.2%	\$360,000	16.7%
SPRINGFIELD LAKES	58	\$435,000	0.0%	342	\$440,000	\$434,000	1.4%	\$379,500	15.9%
WOODEND	5	N/A	N/A	32	\$371,500	\$390,000	-4.7%	\$295,000	25.9%
WULKURAKA	4	N/A	N/A	26	\$299,000	\$304,500	-1.8%	\$311,500	-4.0%
YAMANTO	17	N/A	N/A	66	\$359,500	\$355,000	1.3%	\$338,000	6.4%

LOGAN (LGA)	593	\$395,000	-1.3%	3521	\$396,000	\$382,900	3.4%	\$330,000	20.0%
LOGAN (LGA) ^	127	\$600,000	-0.4%	819	\$605,000	\$580,000	4.3%	\$480,000	26.0%

BEENLEIGH	27	\$350,000	6.7%	114	\$345,000	\$330,000	4.6%	\$285,000	21.1%
BETHANIA	13	N/A	N/A	78	\$355,000	\$335,000	6.0%	\$285,500	24.3%
BORONIA HEIGHTS	20	\$345,000	-0.5%	105	\$350,000	\$342,000	2.3%	\$304,000	15.1%
BROWNS PLAINS	10	N/A	N/A	66	\$358,000	\$350,400	2.2%	\$297,000	20.5%
CEDAR GROVE ^	5	N/A	N/A	30	\$452,500	\$461,000	-1.8%	\$375,000	20.7%
CEDAR VALE ^	7	N/A	N/A	37	\$497,000	\$465,000	6.9%	\$414,000	20.0%
CHAMBERS FLAT ^	11	N/A	N/A	30	\$684,000	\$630,000	8.6%	\$492,500	38.9%
CORNUBIA ^	1	N/A	N/A	21	\$785,000	\$850,000	-7.7%	\$657,000	19.5%
CORNUBIA	10	N/A	N/A	89	\$600,000	\$560,000	7.1%	\$450,000	33.3%
CRESTMead	24	\$344,000	-0.8%	186	\$341,500	\$322,750	5.8%	\$275,000	24.2%
DMSY HILL	15	N/A	N/A	117	\$495,000	\$490,179	1.0%	\$385,000	28.6%
EAGLEBY	23	\$327,500	3.3%	137	\$319,000	\$303,750	5.0%	\$246,000	29.7%
EDENS LANDING	17	N/A	N/A	92	\$387,500	\$375,000	3.3%	\$330,000	17.4%
FORESDALE ^	4	N/A	N/A	35	\$787,500	\$725,000	8.6%	\$578,500	36.1%
GREENBANK ^	17	N/A	N/A	85	\$605,000	\$580,000	4.3%	\$490,000	23.5%
HERITAGE PARK	15	N/A	N/A	96	\$449,500	\$461,500	-2.6%	\$378,750	18.7%
HILLCREST	17	N/A	N/A	81	\$379,000	\$375,000	1.1%	\$317,000	19.6%
HOLMVIEW	8	N/A	N/A	43	\$395,000	\$408,500	-3.3%	\$333,600	18.4%
JIMBOOMBA	6	N/A	N/A	53	\$414,600	\$415,000	-0.1%	\$379,000	9.4%
JIMBOOMBA ^	20	\$525,000	-7.1%	132	\$530,000	\$507,000	4.5%	\$447,500	18.4%
KINGSTON	27	\$300,000	1.4%	135	\$311,500	\$310,000	0.5%	\$237,000	31.4%
LOGAN CENTRAL	8	N/A	N/A	42	\$310,000	\$315,000	-1.6%	\$235,000	31.9%
LOGAN RESERVE	9	N/A	N/A	59	\$391,009	\$361,000	8.3%	\$300,000	30.3%
LOGAN VILLAGE ^	5	N/A	N/A	41	\$605,000	\$548,500	10.3%	\$460,000	31.5%

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
LOGANHOLME	19	N/A	N/A	112	\$396,198	\$415,000	-4.5%	\$358,000	10.7%
LOGANLEA	12	N/A	N/A	83	\$383,000	\$360,500	6.2%	\$290,000	32.1%
MARSDEN	27	\$383,500	3.7%	178	\$370,000	\$365,000	1.4%	\$295,000	25.4%
MEADOWBROOK	8	N/A	N/A	44	\$436,500	\$417,638	4.5%	\$360,000	21.3%
MOUNT WARREN PARK	23	\$400,000	2.0%	97	\$396,100	\$375,500	5.5%	\$333,500	18.8%
MUNRUBEN ^	2	N/A	N/A	25	\$565,000	\$585,000	-3.4%	\$490,000	15.3%
NEW BEITH ^	10	N/A	N/A	46	\$642,750	\$595,000	8.0%	\$517,500	24.2%
REGENTS PARK	32	\$420,000	6.3%	180	\$410,000	\$390,000	5.1%	\$349,000	17.5%
ROCHEDALE SOUTH	31	\$501,575	-2.3%	210	\$512,000	\$503,250	1.7%	\$395,000	29.6%
SHAILER PARK	27	\$542,500	-4.4%	178	\$570,000	\$540,250	5.5%	\$450,000	26.7%
SLACKS CREEK	22	\$345,000	-1.2%	140	\$350,000	\$342,070	2.3%	\$270,750	29.3%
SPRINGWOOD	13	N/A	N/A	112	\$525,000	\$502,450	4.5%	\$399,000	31.6%
TANAH MERAH	19	N/A	N/A	61	\$438,500	\$435,000	0.8%	\$368,000	19.2%
UNDERWOOD	19	N/A	N/A	83	\$568,500	\$535,000	6.3%	\$450,000	26.3%
WATERFORD	22	\$395,000	-10.2%	96	\$399,000	\$412,000	-3.2%	\$341,000	17.0%
WATERFORD WEST	16	N/A	N/A	68	\$364,000	\$350,000	4.0%	\$280,000	30.0%
WINDAROO	6	N/A	N/A	32	\$450,500	\$447,500	0.7%	\$370,000	21.8%
WOODRIDGE	16	N/A	N/A	114	\$310,000	\$300,000	3.3%	\$230,000	34.8%
YARRABILBA	15	N/A	N/A	145	\$415,000	\$386,490	7.4%	\$337,000	23.1%

MORETON BAY (LGA)	1167	\$445,000	1.1%	6420	\$440,000	\$427,000	3.0%	\$375,000	17.3%
MORETON BAY (LGA) ^	163	\$672,000	0.3%	922	\$664,000	\$630,000	5.4%	\$537,500	23.5%

ALBANY CREEK	37	\$570,000	-1.8%	219	\$575,000	\$582,500	-1.3%	\$482,500	19.2%
ARANA HILLS	15	N/A	N/A	106	\$540,250	\$530,000	1.9%	\$439,000	23.1%
BANKSIA BEACH	29	\$592,500	-1.3%	155	\$565,000	\$555,000	1.8%	\$460,000	22.8%
BEACHMERE	18	N/A	N/A	84	\$368,400	\$361,000	2.1%	\$295,000	24.9%
BELLARA	13	N/A	N/A	71	\$390,000	\$357,000	9.2%	\$310,000	25.8%
BELLMERE	32	\$351,000	0.6%	135	\$345,000	\$342,250	0.8%	\$324,000	6.5%
BONGAREE	19	N/A	N/A	129	\$470,000	\$421,250	11.6%	\$359,000	30.9%
BRAY PARK	37	\$432,000	2.9%	167	\$420,000	\$407,000	3.2%	\$342,500	22.6%
BUNYA ^	7	N/A	N/A	25	\$910,000	\$842,500	8.0%	\$770,000	18.2%
BURPENGARY	26	\$401,250	-2.4%	127	\$411,000	\$387,500	6.1%	\$337,500	21.8%
BURPENGARY ^	14	N/A	N/A	76	\$630,000	\$600,000	5.0%	\$520,000	21.2%
BURPENGARY EAST	3	N/A	N/A	55	\$474,000	\$460,000	3.0%	\$413,325	14.7%
BURPENGARY EAST ^	9	N/A	N/A	39	\$662,500	\$570,000	16.2%	\$511,000	29.6%
CABOOLTURE	62	\$350,000	3.2%	383	\$330,500	\$325,000	1.7%	\$275,000	20.2%
CABOOLTURE ^	11	N/A	N/A	67	\$559,000	\$537,500	4.0%	\$432,000	29.4%
CABOOLTURE SOUTH	30	\$327,500	30.4%	143	\$310,000	\$291,500	6.4%	\$255,500	21.3%
CASHMERE	6	N/A	N/A	44	\$690,000	\$585,000	18.0%	\$570,000	21.1%
CLONTARF	27	\$410,000	-9.9%	141	\$444,500	\$434,250	2.4%	\$335,000	32.7%
DAKABIN	19	N/A	N/A	114	\$455,000	\$453,500	0.3%	\$401,250	13.4%
DECEPTION BAY	71	\$350,000	2.9%	304	\$350,000	\$345,000	1.5%	\$285,000	22.8%
EATONS HILL	15	N/A	N/A	117	\$590,000	\$607,500	-2.9%	\$510,000	15.7%
ELIMBAH ^	12	N/A	N/A	51	\$620,000	\$575,000	7.8%	\$473,000	31.1%
EVERTON HILLS	17	N/A	N/A	88	\$561,750	\$551,000	2.0%	\$449,000	25.1%
FERNY HILLS	20	\$530,250	-1.3%	119	\$536,625	\$535,000	0.3%	\$446,000	20.3%
GRIFFIN	29	\$457,000	-0.7%	157	\$467,500	\$459,000	1.9%	\$395,000	18.4%
JOYNER	9	N/A	N/A	25	\$510,000	\$522,625	-2.4%	\$492,000	3.7%
KALLANGUR	66	\$395,000	-3.7%	389	\$392,500	\$378,500	3.7%	\$320,000	22.7%
KIPPA-RING	29	\$452,500	5.2%	174	\$430,000	\$415,000	3.6%	\$340,000	26.5%
LAWNTON	14	N/A	N/A	81	\$410,000	\$380,000	7.9%	\$335,000	22.4%
MANGO HILL	26	\$529,000	3.2%	159	\$515,000	\$512,900	0.4%	\$426,242	20.8%
MARGATE	30	\$444,500	2.2%	143	\$442,500	\$449,000	-1.5%	\$342,500	29.2%
MORAYFIELD	48	\$343,000	-1.5%	289	\$343,500	\$340,500	0.9%	\$290,000	18.4%
MORAYFIELD ^	13	N/A	N/A	93	\$610,000	\$600,000	1.7%	\$479,000	27.3%
MURRUMBA DOWNS	20	\$527,500	4.7%	148	\$526,500	\$490,000	7.5%	\$420,000	25.4%
NARANGBA	50	\$476,250	0.5%	359	\$463,500	\$455,000	1.9%	\$415,500	11.6%
NARANGBA ^	6	N/A	N/A	31	\$702,500	\$654,500	7.3%	\$530,000	32.5%
NEWPORT	16	N/A	N/A	90	\$872,500	\$832,500	4.8%	\$700,000	24.6%
NINGI	8	N/A	N/A	48	\$385,000	\$385,000	0.0%	\$322,500	19.4%
NINGI ^	2	N/A	N/A	33	\$580,000	\$560,000	3.6%	\$475,000	22.1%
NORTH LAKE	86	\$494,500	1.6%	423	\$492,000	\$480,000	2.5%	\$430,000	14.4%
NETTIE	27	\$425,000	-3.4%	140	\$428,000	\$418,000	2.4%	\$349,500	22.5%
NEDCLIFFE	38	\$443,750	-0.8%	141	\$437,000	\$445,000	-1.8%	\$335,000	30.4%
NOTHILL	16	N/A	N/A	89	\$420,000	\$426,000	-1.4%	\$350,000	20.0%
NORFOLK VALLEY ^	4	N/A	N/A	34	\$965,000	\$976,500	-1.2%	\$781,000	23.6%
NORFOLKSTONE POINT	17	N/A	N/A	77	\$445,000	\$416,500	6.8%	\$365,000	21.9%
NORFOLKBOROUGH	23	\$485,000	-10.2%	141	\$520,000	\$545,000	-4.6%	\$410,000	26.8%

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	22	\$395,000	-7.1%	139	\$407,650	\$390,500	4.4%	\$326,000	25.0%	
TOORBUL	2	N/A	N/A	20	\$316,250	\$359,000	-11.9%	\$280,000	12.9%	
UPPER CABOOLTURE	6	N/A	N/A	39	\$372,641	\$340,000	9.6%	\$311,250	19.7%	
UPPER CABOOLTURE ^	6	N/A	N/A	35	\$610,000	\$545,000	11.9%	\$477,500	27.7%	
WAMURAN ^	8	N/A	N/A	45	\$645,000	\$565,000	14.2%	\$460,000	40.2%	
WARNER	38	\$520,000	0.0%	211	\$520,000	\$499,000	4.2%	\$455,000	14.3%	
WARNER ^	3	N/A	N/A	19	N/A	\$778,500	N/A	\$675,000	N/A	
WOODY POINT	16	N/A	N/A	58	\$460,000	\$440,000	4.6%	\$379,000	21.4%	
REDLAND (LGA)	482	\$542,000	2.3%	2566	\$535,000	\$512,500	4.4%	\$452,700	18.2%	
REDLAND (LGA) ^	36	\$900,000	2.3%	142	\$925,000	\$930,000	-0.5%	\$750,000	23.3%	
ALEXANDRA HILLS	53	\$460,000	-1.8%	261	\$470,000	\$450,000	4.4%	\$389,000	20.8%	
BIRKDALE	29	\$570,000	2.7%	209	\$560,000	\$533,500	5.0%	\$455,000	23.1%	
CAPALABA	31	\$480,000	1.9%	184	\$480,000	\$462,000	3.9%	\$405,000	18.5%	
CAPALABA ^	8	N/A	N/A	30	\$928,500	\$950,000	-2.3%	\$800,000	16.1%	
CLEVELAND	64	\$690,000	10.0%	265	\$615,000	\$581,500	5.8%	\$515,000	19.4%	
MACLEAY ISLAND	21	\$205,000	-7.9%	95	\$235,000	\$243,000	-3.3%	\$222,500	5.6%	
MOUNT COTTON	38	\$550,800	0.2%	135	\$542,500	\$525,000	3.3%	\$458,900	18.2%	
ORMISTON	20	\$635,000	-5.1%	101	\$670,000	\$650,000	3.1%	\$585,000	14.5%	
REDLAND BAY	59	\$575,000	6.5%	289	\$560,000	\$535,000	4.7%	\$476,000	17.6%	
RUSSELL ISLAND	18	N/A	N/A	127	\$187,500	\$202,000	-7.2%	\$175,000	7.1%	
THORNESIDE	8	N/A	N/A	48	\$516,000	\$518,000	-0.4%	\$450,000	14.7%	
THORNLANDS	50	\$606,000	-1.9%	252	\$617,500	\$570,000	8.3%	\$510,000	21.1%	
THORNLANDS ^	9	N/A	N/A	33	\$1,117,500	\$970,000	15.2%	\$790,000	41.5%	
VICTORIA POINT	46	\$520,000	-2.3%	266	\$530,000	\$520,000	1.9%	\$450,000	17.8%	
WELLINGTON POINT	35	\$660,000	5.6%	230	\$620,000	\$615,000	0.8%	\$512,500	21.0%	
SURROUNDS										
LOCKYER VALLEY (LGA)	44	\$235,000	-6.8%	231	\$250,000	\$255,000	-2.0%	\$248,750	0.5%	
LOCKYER VALLEY (LGA) ^	46	\$389,000	7.0%	376	\$375,000	\$365,000	2.7%	\$330,000	13.6%	
GATTON	21	\$252,500	1.0%	101	\$250,000	\$260,000	-3.9%	\$259,500	-3.7%	
KENSINGTON GROVE ^	9	N/A	N/A	37	\$425,000	\$355,000	19.7%	\$317,000	34.1%	
LAIDLEY	18	N/A	N/A	69	\$231,000	\$245,000	-5.7%	\$240,000	-3.8%	
LAIDLEY HEIGHTS ^	3	N/A	N/A	28	\$332,500	\$338,250	-1.7%	\$362,500	-8.3%	
REGENCY DOWNS ^	4	N/A	N/A	25	\$330,000	\$336,500	-1.9%	\$297,000	11.1%	
SCENIC RIM (LGA)	79	\$414,000	-2.6%	370	\$405,000	\$395,000	2.5%	\$340,000	19.1%	
SCENIC RIM (LGA) ^	54	\$555,000	0.5%	326	\$549,500	\$532,500	3.2%	\$450,000	22.1%	
BEAULDESERT	17	N/A	N/A	91	\$328,500	\$320,000	2.7%	\$315,000	4.3%	
BOONAH	6	N/A	N/A	38	\$324,500	\$267,500	21.3%	\$275,000	18.0%	
KOORALBYN ^	8	N/A	N/A	35	\$330,000	\$356,500	-7.4%	\$311,250	6.0%	
TAMBORINE ^	11	N/A	N/A	56	\$630,000	\$577,000	9.2%	\$473,000	33.2%	
TAMBORINE MOUNTAIN	32	\$562,500	5.7%	155	\$503,000	\$490,000	2.7%	\$392,500	28.2%	
TAMBORINE MOUNTAIN ^	6	N/A	N/A	46	\$860,000	\$767,500	12.1%	\$673,125	27.8%	
SOMERSET (LGA)	32	\$263,000	2.1%	206	\$250,000	\$245,000	2.0%	\$257,500	-2.9%	
SOMERSET (LGA) ^	51	\$405,000	8.0%	250	\$390,000	\$376,500	3.6%	\$348,000	12.1%	
FERNVALE	5	N/A	N/A	38	\$357,500	\$315,000	13.5%	\$332,500	7.5%	
KILCOY	6	N/A	N/A	38	\$258,750	\$240,000	7.8%	\$255,000	1.5%	
LOWOOD	9	N/A	N/A	55	\$240,000	\$240,000	0.0%	\$322,250	-25.5%	

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	2261	\$405,000	1.3%	13883	\$410,000	\$415,900	-1.4%	\$388,900	5.4%	
IPSWICH (LGA)	57	\$289,000	-6.1%	499	\$309,900	\$330,000	-6.1%	\$275,000	12.7%	
BRASSALL	5	N/A	N/A	23	\$290,000	\$279,500	3.8%	\$252,000	15.1%	
BROOKWATER	8	N/A	N/A	73	\$622,500	\$530,000	17.5%	\$330,000	88.6%	
BUNDAMBA	1	N/A	N/A	14	N/A	\$246,250	N/A	\$242,750	N/A	
GOODINA	4	N/A	N/A	23	\$215,000	\$212,000	1.4%	\$185,000	16.2%	
REDBANK PLAINS	4	N/A	N/A	58	\$315,000	\$315,000	0.0%	\$278,400	13.1%	
SPRINGFIELD LAKES	2	N/A	N/A	16	N/A	\$345,000	N/A	\$349,950	N/A	
LOGAN (LGA)	154	\$256,000	-10.8%	1033	\$283,000	\$273,500	3.5%	\$271,000	4.4%	
BEENLEIGH	11	N/A	N/A	47	\$240,000	\$268,000	-10.5%	\$187,500	28.0%	
BORONIA HEIGHTS	2	N/A	N/A	19	N/A	\$329,000	N/A	\$282,500	N/A	
DAISY HILL	6	N/A	N/A	29	\$310,000	\$304,000	2.0%	\$271,000	14.4%	
EAGLEBY	16	N/A	N/A	98	\$274,000	\$237,250	15.5%	\$301,250	-9.0%	
EDENS LANDING	4	N/A	N/A	17	N/A	\$224,000	N/A	\$213,000	N/A	
HILLCREST	6	N/A	N/A	41	\$290,000	\$333,000	-12.9%	\$297,000	-2.4%	
KINGSTON	7	N/A	N/A	29	\$268,000	\$255,000	5.1%	\$233,250	14.9%	
LOGAN CENTRAL	2	N/A	N/A	24	\$177,750	\$189,750	-6.3%	\$160,000	11.1%	
MARSDEN	6	N/A	N/A	43	\$343,900	\$280,750	22.5%	\$331,000	3.9%	
MEADOWBROOK	1	N/A	N/A	20	\$262,500	\$260,000	1.0%	\$244,500	7.4%	
MOUNT WARREN PARK	0	N/A	N/A	22	\$224,500	\$210,000	6.9%	\$205,000	9.5%	
ROCHEDALE SOUTH	3	N/A	N/A	30	\$295,000	\$275,000	7.3%	\$263,200	12.1%	
SHAILER PARK	8	N/A	N/A	43	\$315,000	\$310,000	1.6%	\$275,000	14.5%	
SLACKS CREEK	8	N/A	N/A	40	\$210,000	\$218,000	-3.7%	\$193,000	8.8%	
SPRINGWOOD	7	N/A	N/A	53	\$291,500	\$417,400	-30.2%	\$247,500	17.8%	
UNDERWOOD	8	N/A	N/A	37	\$390,000	\$328,000	18.9%	\$387,000	0.8%	
WATERFORD WEST	6	N/A	N/A	26	\$228,000	\$212,500	7.3%	\$171,500	32.9%	
WOODRIDGE	17	N/A	N/A	90	\$191,000	\$204,750	-6.7%	\$180,500	5.8%	
MORETON BAY (LGA)	314	\$325,000	-1.5%	2045	\$345,000	\$357,500	-3.5%	\$320,000	7.8%	
ALBANY CREEK	6	N/A	N/A	39	\$475,000	\$420,000	13.1%	\$335,000	41.8%	
BELLARA	5	N/A	N/A	32	\$312,500	\$295,000	5.9%	\$270,000	15.7%	
BONGAREE	16	N/A	N/A	92	\$330,000	\$330,000	0.0%	\$290,000	13.8%	
BRENDALE	19	N/A	N/A	153	\$285,000	\$360,000	-20.8%	\$285,000	0.0%	
BURPENARY	8	N/A	N/A	35	\$255,000	\$236,750	7.7%	\$255,000	0.0%	
CABOOLTURE	21	\$216,750	-6.8%	111	\$200,000	\$210,000	-4.8%	\$231,000	-13.4%	
CLONTARF	9	N/A	N/A	37	\$327,500	\$350,000	-6.4%	\$420,000	-22.0%	
DECEPTION BAY	13	N/A	N/A	83	\$280,000	\$255,000	9.8%	\$220,000	27.3%	
KALLANGUR	12	N/A	N/A	102	\$301,500	\$310,000	-2.7%	\$295,000	2.2%	
KIPPA-RING	9	N/A	N/A	44	\$294,000	\$285,000	3.2%	\$241,000	22.0%	
LAWNTON	8	N/A	N/A	39	\$245,000	\$242,000	1.2%	\$202,500	21.0%	
MANGO HILL	6	N/A	N/A	71	\$383,500	\$367,000	4.5%	\$355,000	8.0%	
MARGATE	6	N/A	N/A	42	\$407,500	\$392,500	3.8%	\$316,250	28.9%	
MORAYFIELD	12	N/A	N/A	75	\$288,500	\$310,000	-6.9%	\$305,000	-5.4%	
MURRUMBA DOWNS	11	N/A	N/A	35	\$281,000	\$310,000	-9.4%	\$349,900	-19.7%	
NORTH LAKES	10	N/A	N/A	73	\$375,000	\$427,000	-12.2%	\$335,000	11.9%	
PETRIE	0	N/A	N/A	21	\$319,000	\$335,500	-4.9%	\$332,000	-3.9%	
REDCLIFFE	33	\$417,500	10.6%	157	\$419,750	\$418,000	0.4%	\$369,000	13.8%	
SCARBOROUGH	17	N/A	N/A	113	\$497,500	\$495,000	0.5%	\$363,000	37.1%	
STRATHPINE	5	N/A	N/A	33	\$285,000	\$350,900	-18.8%	\$247,000	15.4%	
WOODY POINT	13	N/A	N/A	72	\$440,000	\$474,500	-7.3%	\$347,500	26.6%	
WOORIM	5	N/A	N/A	32	\$366,500	\$345,000	6.2%	\$285,000	28.6%	
REDLAND (LGA)	120	\$412,500	1.2%	625	\$411,000	\$405,000	1.5%	\$340,000	20.9%	
BIRKDALE	9	N/A	N/A	28	\$382,250	\$387,500	-1.4%	\$375,000	1.9%	
CAPALABA	16	N/A	N/A	95	\$348,400	\$406,000	-14.2%	\$290,000	20.1%	
CLEVELAND	41	\$415,000	3.8%	174	\$400,000	\$410,000	-2.4%	\$349,125	14.6%	
ORMISTON	9	N/A	N/A	49	\$437,500	\$387,000	13.1%	\$415,000	5.4%	
THORNESIDE	9	N/A	N/A	37	\$305,000	\$305,750	-0.3%	\$272,000	12.1%	
THORNLANDS	0	N/A	N/A	9	N/A	\$150,000	N/A	\$440,000	N/A	
VICTORIA POINT	7	N/A	N/A	43	\$387,000	\$384,000	0.8%	\$310,000	24.8%	
WELLINGTON POINT	7	N/A	N/A	46	\$485,000	\$422,500	14.8%	\$422,500	14.8%	

SALES MARKET - VACANT LAND <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
GREATER BRISBANE	671	\$222,000	-6.6%	6126	\$228,500	\$235,000	-2.8%	\$209,900	8.9%
GREATER BRISBANE ^	43	\$310,000	-0.8%	521	\$315,000	\$295,000	6.8%	\$260,000	21.2%

IPSWICH (LGA)	150	\$189,000	0.0%	1514	\$190,000	\$195,000	-2.6%	\$175,000	8.6%
IPSWICH (LGA) ^	5	N/A	N/A	74	\$323,250	\$312,500	3.4%	\$230,000	40.5%
BELLBIRD PARK	15	N/A	N/A	119	\$228,000	\$231,000	-1.3%	\$200,000	14.0%
BRASSALL	4	N/A	N/A	67	\$195,000	\$190,000	2.6%	\$170,000	14.7%
BROOKWATER	0	N/A	N/A	0	N/A	\$845,000	N/A	\$-	N/A
DEEBING HEIGHTS	8	N/A	N/A	40	\$183,728	\$185,000	-0.7%	\$152,200	20.7%
KARALEE ^	1	N/A	N/A	21	\$315,000	\$301,000	4.7%	\$253,000	24.5%
LEICHHARDT	2	N/A	N/A	19	N/A	\$175,000	N/A	\$175,175	N/A
REDBANK PLAINS	11	N/A	N/A	172	\$177,250	\$175,900	0.8%	\$154,900	14.4%
SPRINGFIELD LAKES	0	N/A	N/A	11	N/A	\$249,500	N/A	\$175,000	N/A

LOGAN (LGA)	170	\$210,000	-4.6%	1301	\$210,500	\$208,900	0.8%	\$188,825	11.5%
LOGAN (LGA) ^	17	N/A	N/A	200	\$313,750	\$289,000	8.6%	\$248,750	26.1%
BUCCAN ^	1	N/A	N/A	3	N/A	\$310,000	N/A	\$325,000	N/A
CORNUBIA	1	N/A	N/A	6	N/A	\$357,500	N/A	\$340,000	N/A
CRESTMead	1	N/A	N/A	19	N/A	\$222,500	N/A	\$192,500	N/A
HOLMVIEw	9	N/A	N/A	78	\$221,450	\$219,900	0.7%	\$181,645	21.9%
JIMBOOMBA	1	N/A	N/A	1	N/A	\$169,500	N/A	\$169,000	N/A
JIMBOOMBA ^	3	N/A	N/A	49	\$305,000	\$289,000	5.5%	\$203,500	49.9%
LOGAN RESERVE	9	N/A	N/A	97	\$200,000	\$215,000	-7.0%	\$155,000	29.0%
LOGAN VILLAGE	1	N/A	N/A	20	\$266,750	\$265,000	0.7%	\$245,000	8.9%
LOGANLEA	4	N/A	N/A	33	\$235,000	\$225,000	4.4%	\$196,000	19.9%
MARSDEN	3	N/A	N/A	16	N/A	\$226,900	N/A	\$195,000	N/A
NEW BEITH ^	2	N/A	N/A	61	\$302,000	\$285,000	6.0%	\$260,000	16.2%
WATERFORD	0	N/A	N/A	0	N/A	\$235,361	N/A	\$183,000	N/A
YARRABILBA	63	\$197,500	1.8%	356	\$175,500	\$179,875	-2.4%	\$155,200	13.1%

MORETON BAY (LGA)	146	\$252,400	0.4%	1452	\$246,826	\$255,000	-3.2%	\$205,000	20.4%
MORETON BAY (LGA) ^	17	N/A	N/A	203	\$295,000	\$295,000	0.0%	\$275,000	7.3%
BANKSIA BEACH	4	N/A	N/A	30	\$624,500	\$349,000	78.9%	\$445,000	40.3%
BURPENGARY	9	N/A	N/A	87	\$214,200	\$199,700	7.3%	\$210,900	1.6%
CABOOLTURE	9	N/A	N/A	128	\$205,000	\$191,500	7.1%	\$185,000	10.8%
CABOOLTURE ^	1	N/A	N/A	12	N/A	\$285,000	N/A	\$260,000	N/A
DAKABIN	1	N/A	N/A	4	N/A	\$245,000	N/A	\$195,000	N/A
GRIFFIN	19	N/A	N/A	225	\$282,000	\$272,000	3.7%	\$205,000	37.6%
KALLANGUR	4	N/A	N/A	15	N/A	\$253,750	N/A	\$175,000	N/A
MANGO HILL	15	N/A	N/A	142	\$280,000	\$275,000	1.8%	\$211,500	32.4%
MORAYFIELD	10	N/A	N/A	126	\$197,000	\$204,250	-3.6%	\$179,450	9.8%
NARANGBA	23	\$230,000	-6.0%	111	\$238,300	\$236,900	0.6%	\$197,975	20.4%
NORTH LAKES	7	N/A	N/A	58	\$298,900	\$282,000	6.0%	\$210,000	42.3%
WARNER	1	N/A	N/A	6	N/A	\$293,000	N/A	\$221,000	N/A

REDLAND (LGA)	80	N/D	N/D	740	N/D	\$270,000	N/D	\$237,500	-75.5%
BIRKDALE	0	N/A	N/A	21	\$355,000	\$359,000	-1.1%	\$297,500	19.3%
MACLEAY ISLAND	17	N/A	N/A	122	\$27,750	\$33,000	-15.9%	\$27,000	2.8%
MOUNT COTTON	0	N/A	N/A	0	N/A	\$300,000	N/A	\$255,000	N/A
REDLAND BAY	4	N/A	N/A	65	\$276,000	\$279,000	-1.1%	\$265,000	4.2%
RUSSELL ISLAND	40	\$18,250	1.4%	273	\$20,000	\$21,500	-7.0%	\$20,500	-2.4%
THORNLANDS	7	N/A	N/A	155	\$304,000	\$316,000	-3.8%	\$272,000	11.8%
WELLINGTON POINT	4	N/A	N/A	9	N/A	\$430,000	N/A	\$320,000	N/A

SURROUNDS

LOCKYER VALLEY (LGA)	7	N/A	N/A	50	\$125,000	\$134,750	-7.2%	\$100,000	25.0%
LOCKYER VALLEY (LGA) ^	15	N/A	N/A	110	\$153,750	\$155,000	-0.8%	\$120,000	28.1%
KENSINGTON GROVE ^	0	N/A	N/A	23	\$172,000	\$164,675	4.5%	\$135,000	27.4%

SCENIC RIM (LGA)	8	N/A	N/A	65	\$190,000	\$190,000	0.0%	\$179,500	5.8%
SCENIC RIM (LGA) ^	4	N/A	N/A	49	\$190,000	\$200,000	-5.0%	\$175,000	8.6%
GLENLEAGLE	0	N/A	N/A	8	N/A	\$182,900	N/A	\$179,500	N/A

SOMERSET (LGA)	6	N/A	N/A	47	\$135,000	\$140,000	-3.6%	\$135,000	0.0%
FERNVALE	0	N/A	N/A	20	\$156,500	\$158,000	-1.0%	\$142,000	10.2%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY¹	JUN-18 \$ / WEEK	NEW BONDS	JUN-17 \$ / WEEK	NEW BONDS	JUN-13 \$ / WEEK	NEW BONDS
IPSWICH CITY		\$310	724	\$310	748	\$290	818
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$350	157	\$350	191	\$330	200
4301	Redbank/ Redbank Plns/ Callingwood Pk	\$320	117	\$320	114	\$305	94
4303	Dimmore/ Riverview	\$280	23	\$278	22	\$270	25
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$300	75	\$293	88	\$280	96
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$300	266	\$295	249	\$275	319
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank	\$345	42	\$330	48	\$300	55
4340	Rosewood/ Ashwell/ Calvert/ Ebenezer/ Grandchester/ Mooring/ Mt Forbes/ Rosevale	\$295	32	\$295	32	\$280	25
LOGAN CITY		\$350	978	\$350	1050	\$330	897
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$315	193	\$310	181	\$310	156
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$355	88	\$350	93	\$340	104
4119	Underwood	\$400	12	\$380	11	\$395	7
4123	Priests Gully/ Rachedale	\$400	51	\$398	44	\$370	49
4124	Boronia Hts/ Greenbank/ New Beith	\$345	49	\$350	60	\$330	43
4125	Munruben/ Park Ridge	\$450	5	\$380	9	N/A	4
4127	Chatswood Hills/ Daisy Hill/ Preistdale/ Slacks Ck/ Springwood	\$375	83	\$365	93	\$360	78
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$400	28	\$395	27	\$380	43
4129	Logandale/ Loganholme	\$390	15	\$380	25	\$350	29
4130	Carbrook/ Cornubia	\$415	9	\$405	12	\$380	7
4131	Loganlea/ Meadowbrook	\$345	51	\$350	51	\$320	30
4132	Crestmead/ Marsden	\$340	101	\$340	131	\$320	92
4133	Chambers Flat/ Logan Reserve/ Waterford	\$360	62	\$365	31	\$330	36
4205	Bethania	\$343	20	\$348	26	\$320	22
4207	Beenleigh/Eagley/Mt Warren Pk	\$340	186	\$350	229	\$325	172
MORETON BAY REGIONAL		\$360	1040	\$350	1092	\$330	1064
Redcliffe Region		\$375	211	\$370	225	\$340	219
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$380	91	\$370	81	\$340	91
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$375	70	\$370	85	\$335	86
4021	Kippe-Ring	\$340	29	\$380	32	\$345	28
4022	Rothwell	\$350	21	\$330	27	\$330	14
Pine Rivers Region		\$385	373	\$380	400	\$360	365
4035	Albany Ck/ Bridgeman Downs/ Cashes Crossing	\$470	19	\$420	23	\$395	30
4037	Eatons Hill	\$418	8	N/A	2	\$380	6
4055	Bunya/ Ferry Grove/ Ferry Hills/ Kedron Upper	\$450	23	\$440	30	\$400	39
4500	Bray Pk/ Brendale/ Coshmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$375	64	\$370	74	\$360	75
4501	Lawnton	\$360	17	\$345	18	\$325	16
4502	Frenchs Forest/ Petrie	\$368	34	\$373	28	\$350	26
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$370	128	\$360	128	\$340	103
4509	Mango Hill	\$395	71	\$390	75	\$375	62
4520	Camp Mountain/ Cedar Ck/ Mt Glorious/ Mt Nebo/ Mt Samson/ Samford/ Yugar	\$650	5	\$480	12	N/A	3
4521	Dayboro/ Mt Mee/ Mt Pleasant/ Ocean View/ Rush Ck	N/A	4	\$420	10	\$350	5
Caboolture Region		\$330	456	\$330	467	\$295	480
4504	Narangba	\$380	25	\$380	18	\$330	27
4505	Burpengary	\$350	30	\$350	35	\$330	23
4506	Morayfield/ Moorina	\$320	65	\$315	59	\$290	60
4507	Banksia Beach/ Bellara/ Bangaree/ Bribie Is/ Woorim	\$370	45	\$373	36	\$320	54
4508	Deception Bay	\$320	103	\$325	108	\$295	81
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodli/ Rocksberg/ Toorbul	\$315	158	\$310	167	\$285	187
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	\$345	10	\$370	15	\$300	28
4514	Woodford/ Bellthorpe/ Bracalba/ Cedarton/ D'Aguilar/ Delaneys Ck/ Neurum/ Stanmore/ Stoney Ck/ Villeneuve	\$350	15	\$370	5	\$325	13
REDLAND CITY		\$400	328	\$400	302	\$380	319
4157	Capalaba/ Sheldon	\$415	43	\$400	39	\$390	41
4158	Thornside	\$370	9	\$420	13	\$390	11
4159	Birkdale/ Aquatic Paradise/ Meridian Pt	\$400	21	\$408	24	\$360	19
4160	Ormiston/ Wellington Pt/ Erubin	\$410	34	\$430	33	\$380	30
4161	Alexandra Hills/ Burwood Hts	\$415	48	\$400	35	\$385	47
4163	Cleveland/ Raby Bay	\$430	30	\$400	27	\$395	28
4164	Thornlands/ Pinklands	\$440	21	\$430	22	\$410	7
4165	Mt Garton/ Pt Halloran/ Pt Talburpin/ Redland Bay/ Victoria Pt	\$405	68	\$410	51	\$390	68
4183	Amity Pt/ Dunwich/ Pt Lookout	\$350	7	\$260	5	\$315	6
4184	Coochiemudlo Is/ Karagara Is/ Lamb Is/ Macleay Is/ Peel Is/ Russell Is	\$265	47	\$260	53	\$235	62
LOCKYER VALLEY REGIONAL		\$300	77	\$290	81	\$270	133
4341	Blenheim	\$295	27	\$278	28	\$270	54
4342	Crawley Vale	\$285	10	\$280	9	\$250	10
4343	Adare	\$300	33	\$290	35	\$275	62

RENTAL MARKET - 3 BED HOUSES (CONT'D)							
POST CODE	LOCALITY ¹	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SOMERSET REGIONAL	\$300	53	\$295	53	\$260	71
4311	Atkinsons Dam	\$300	19	\$295	21	\$260	39
4312	Bryden	\$265	8	\$250	10	\$250	12
4313	Biarra	\$255	10	\$245	6	\$230	5
4515	Glenfern	\$330	16	\$320	16	\$300	15

RENTAL MARKET - 2 BED UNITS							
	IPSWICH CITY	\$260	146	\$265	197	\$240	122
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$280	35	\$305	59	\$250	28
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$265	20	\$268	24	\$260	20
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$253	22	\$250	24	\$240	28
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto etc	\$250	62	\$255	86	\$225	44
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank etc	\$265	6	N/A	4	\$0	0
	LOGAN CITY	\$290	329	\$280	248	\$250	194
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$260	88	\$260	67	\$250	78
4123	Priests Gully/ Rachedale	\$300	6	\$300	10	N/A	4
4127	Chatswood Hills/ Daisy Hill/ Prestisdale/ Slacks Ck/ Springwood	\$315	29	\$280	21	\$290	21
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$293	8	\$295	7	\$0	0
4131	Loganlea/ Meadowbrook	\$310	13	\$293	12	N/A	1
4132	Crestmead/ Marsden	\$290	21	\$295	23	\$235	6
4133	Chambers Flat/ Logan Reserve/ Waterford	\$290	26	\$275	8	\$255	11
4207	Beenleigh/Eagliby/Mt Warren Pk	\$290	106	\$285	75	\$245	62
	MORETON BAY REGIONAL	\$290	446	\$285	461	\$270	427
	Redcliffe Region	\$293	114	\$295	139	\$280	170
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$290	55	\$275	69	\$270	69
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$300	55	\$300	67	\$285	96
	Pine Rivers Region	\$300	125	\$295	145	\$280	89
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$293	18	\$295	27	\$280	28
4501	Lawnton	\$293	8	\$278	10	\$260	14
4502	Frenchs Forest/ Petrie	\$295	9	\$350	5	N/A	4
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$290	42	\$285	51	\$280	30
4509	Mango Hill	\$330	41	\$330	47	\$315	10
	Caboolture Region	\$280	207	\$270	177	\$255	168
4505	Burpengary	\$280	11	\$270	11	\$260	12
4506	Morayfield/ Moorina	\$278	20	\$275	18	\$270	11
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$300	41	\$290	38	\$260	56
4508	Deception Bay	\$340	17	\$275	17	\$290	9
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$265	109	\$270	84	\$250	73
	REDLAND CITY	\$350	63	\$350	74	\$295	72
4157	Capalaba/ Sheldon	\$340	15	\$320	10	\$295	10
4160	Ormiston/ Wellington Pt/ Erobini	N/A	1	\$335	6	\$310	5
4163	Cleveland/ Raby Bay	\$355	20	\$370	30	\$340	25
	LOCKYER VALLEY REGIONAL	\$245	19	\$245	23	\$240	17
4343	Adore	\$250	11	\$250	15	\$245	15

RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY:	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$315	185	\$320	190	\$305	88
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$363	46	\$345	56	\$330	17
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$325	41	\$323	50	\$300	28
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$300	42	\$290	50	\$305	20
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$315	30	\$313	30	\$296	23
	LOGAN CITY	\$335	370	\$340	369	\$325	352
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$315	50	\$320	53	\$300	41
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$350	37	\$350	63	\$345	50
4119	Underwood	\$336	15	\$410	8	\$405	20
4123	Priests Gully/ Rachedale	\$350	11	\$335	7	\$320	8
4124	Boronia Hts/ Greenbank/ New Beith	\$330	6	\$345	9	N/A	2
4127	Chatswood Hills/ Daisy Hill/ Prestisdale/ Slacks Ck/ Springwood	\$330	22	\$330	19	\$325	39
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$360	5	\$328	8	\$330	12
4131	Loganlea/ Meadowbrook	\$360	35	\$350	36	\$355	25
4132	Crestmead/ Marsden	\$340	45	\$340	52	\$340	25
4133	Chambers Flat/ Logan Reserve/ Waterford	\$328	14	\$330	9	\$315	19
4205	Bethania	\$340	18	\$345	12	N/A	1
4207	Beenleigh/Eagliby/Mt Warren Pk	\$330	88	\$320	86	\$320	107
	MORETON BAY REGIONAL	\$345	750	\$340	736	\$330	473
	Caboolture Region	\$330	160	\$320	147	\$300	133
4504	Narangba	N/A	3	N/A	2	\$340	11
4505	Burpengary	\$330	26	\$330	29	\$310	33
4506	Morayfield/ Moorina	\$335	52	\$335	38	\$290	14
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$360	5	N/A	2	\$290	6
4508	Deception Bay	\$320	35	\$320	45	\$300	42
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$333	32	\$308	30	\$295	25
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	\$350	7	N/A	1	N/A	2
	Pine Rivers Region	\$350	543	\$350	523	\$340	262
4035	Albany Ck/ Bridgeman Downs/ Cashs Crossing	\$435	28	\$395	27	\$370	14
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$355	70	\$355	73	\$335	56
4501	Lawnton	\$345	16	\$348	12	\$330	10
4502	Frenchs Forest/ Petrie	\$320	9	\$310	14	\$330	13
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$340	327	\$340	269	\$335	117
4509	Mango Hill	\$360	89	\$353	122	\$345	48
	Redcliffe Region	\$340	47	\$340	66	\$325	78
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$370	11	\$358	12	\$350	7
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$368	12	\$353	16	\$325	14
4021	Kippa-Ring	\$328	22	\$340	36	\$325	53
	REDLAND CITY	\$405	124	\$400	129	\$380	89
4157	Capalaba/ Sheldon	\$370	19	\$400	17	\$350	10
4158	Thornside	\$380	11	\$390	12	\$380	11
4160	Ormiston/ Wellington Pt/ Erobini	\$440	27	\$433	26	\$375	16
4163	Cleveland/ Raby Bay	\$428	20	\$420	25	\$380	22
4164	Thornlands/ Pinklands	\$405	18	\$400	19	N/A	2
4165	Mt Cotton/ Pt Halloran/ Pt Tallburpin/ Redland Bay/ Victoria Pt	\$400	17	\$400	12	\$385	21



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MAKES MOVING EASY

Brisbane LGA

Houses up 2.5% reaching record median
Unit down 2.2%
Vacancy rate 2.3%

Brisbane's median house price grew 2.5 per cent over the past year to June 2018, reaching a new high of \$673,000. Supply and demand trends were generally well balanced over the past 12 months.

The unit market continued to soften, with the median price falling 2.2 per cent over the past 12 months, to \$440,000. Demand has slumped with annual sales volumes down more than 25 per cent.

Unit stock levels and listing volumes also fell over the 12 months to June, which is likely to have offset the falling demand levels and limited the price reduction somewhat.

The unit market performance was very patchy across the LGA. Some suburbs, such as Rochedale, delivered impressive growth for the past year and the past five years. Other areas performed poorly.

Land sales in Brisbane performed exceptionally well over the past year and five years. The annual median sale price grew a stunning 5.1 per cent, to \$415,000 in the June 2018 quarter. Five years ago the annual median sale price was \$292,900 and since then has grown \$24,420.

Vacancies tightened to 2.3 per cent, pushing the rental market into the tight classification. Rents generally trended downwards for the past quarter; however, for the past year rents increased.

State Government Budget

The State Budget announced \$2.7 billion funding for infrastructure investment in the region, including \$733 million for the planning, procurement and development of the Cross River Rail project, \$45 million for the \$1.1 billion Gateway Motorway North upgrade and \$5 million for the proposed \$125 million new performing arts venue.

The Brisbane capital works program is forecast to support around 9300 jobs in the region.

Other projects

The local government has allocated \$68 million to the new express river transport "SpeedyCat" services to connect the University of Queensland and Northshore Hamilton up to 24 minutes faster than the standard ferry service.

The construction of the Queen's Wharf Foreshore and the \$340 million health facility at the Herston Quarter commenced in June this year.

Tourism jobs

Construction of the new \$158 million Brisbane International Cruise Terminal at Luggage Point, projected to be operational by mid-2020, will give the tourism sector a welcome boost. The new terminal will support about 245 new jobs a year during construction and add about 50 jobs once operational. The delivery of this infrastructure will be partially funded from a 15-year preferential berthing agreement signed with Carnival Australia.

Recent tourism statistics revealed a \$7.8 billion contribution to the Gross Regional Product (GRP), supporting about 60,300 regional jobs.

Market Outlook

In light of the forecast population increase driven by interstate and overseas migration, BIS Oxford Economics forecasts an increase in Brisbane property prices of 13 per cent over the next three years, leading the growth forecasts of all Australian capital cities.

We are optimistic about the future of the house market in Brisbane. Brisbane's property market value proposition is unbeatable considering its affordability, lifestyle, improving economic fundamentals and renewing infrastructure program.

The unit market faces challenges and we are optimistic that this market will reach supply and demand equilibrium over the next two years or so. However, the fall in unit prices remained modest over the past 12 months and this result was significantly better than the doomsday predictions outlined in the media headlines.

The rental market outlook for the rest of 2018 is steady. Data shows this market has proven to be remarkably resilient and has encouraged demand by gradually adjusting rental costs.

HOUSE MARKET (<2400M²)

The median house price grew 0.9 per cent over the June quarter, to \$671,000. The modest increase was partially driven by a fall in listing volumes offsetting the reduction in sale volumes.

The house market performed modestly over the past year. Annual median sale prices increased 2.5 per cent, to a new high of \$673,000.

Over the medium term, the house market delivered a compound annual median price growth of 5.3 per cent a year or the equivalent to a cumulative five-year growth of 29.4 per cent since June 2013.

Brisbane's median house price five years ago was \$520,000.

Brisbane's top 5 million-dollar suburbs:

- Teneriffe (\$1.83 million)
- New Farm (\$1.65 million)
- Ascot (\$1.53 million)
- Hamilton (\$1.44 million)
- Bulimba (\$1.30 million)

Brisbane has 14 suburbs in the \$1 million-plus club.

Teneriffe's annual median house price fell below the \$2 million range in June 2018. As the annual volume of house sales in Teneriffe sits around 20 transactions a year, the sample size is very low and the quality of the stock listed for sales could significantly influence the median calculation.

Longest-Average Hold Period^{#1}

The suburbs with the longest average hold period for all houses:

- Robertson (16.2 years, \$1,038,000)
- Macgregor (16.1 years, \$762,500)
- Wishart (16 years, \$725,000)
- Tennyson (15.4 years, N/A)
- Carindale (15.3 years, \$880,000)

All of these suburbs are located in the middle ring and are within 7km to 15km of the CBD. All suburbs have an annual median price greater than the LGA median, which increases its desirability and longer ownership.

Robertson has the longest average hold period of 16.2 years and it is also the most expensive suburb to buy into.

Housing options in these suburbs are generally low-density residential and fall within a price range of \$720,000 to \$1 million, making them attractive to families.

General real estate activity

The most popular price range for houses in Brisbane LGA is \$500,000 to \$750,000, and sales in this range represented about 47 per cent of the total house sales.

The annual volume of house sales fell 12.4 per cent, from 15,396 sales in June 2017 to 13,486 sales in June this year.

Listing volumes followed the same trend, falling 8.1 per cent, from 20,526 in May 2017 to 18,854 in May this year. As a consequence, the stock on market fell to 6.2 per cent, which means Brisbane LGA has the second-lowest stock levels (after Mackay) of all the areas analysed in the QMM.

The steady nature of house market trends is an indicator that supply and demand are generally well balanced.

Median vendor discounting held steady at 4 per cent over the past 12 months. Median days on market increased slightly, by 2 days, to 32 days in May 2018.

In May 2018, the Brisbane house market was the fastest-selling market of all areas analysed in the QMM.

UNIT MARKET

Unit prices increased a modest 0.4 per cent over the June quarter, to a median of \$435,000.

However, this market performed weakly over the past year with the annual median unit price falling 2.2 per cent, to an annual median of \$440,000. This compares to an annual median of \$450,000 in June 2017.

Over the past five years, median unit prices grew a modest 6 per cent, or \$5000 a year, from a median price of \$415,000 in June 2013.

Rochedale, Bardon, Newstead, Bulimba, and New Farm, all within 10km of the CBD, were the most expensive unit/apartment suburbs with an annual median price ranging from \$601,000 to \$705,000.

Despite the overall weak performance of the Brisbane unit market, the price range of the most expensive suburbs has increased significantly over the past quarter. The top five most-expensive unit suburbs in Brisbane had a median price range of \$587,500 to \$645,000 in March this year.

Rochedale is leading the market with a whopping 51.6 per cent growth over the past year, to reach a median price of \$705,000. The five-year unit price growth in Rochedale was an impressive 81 per cent, from an annual median of \$389,500. This represents an increase in value of more than \$63,000 a year for the past five years.

Market trend indicators held relatively steady for the past year, with median days on market of 60 days and a median vendor discount of 4.8 per cent. This is an indicator that the price expectations of buyers and sellers are getting closer.

RENTAL MARKET

The rental market in Brisbane LGA was a good news story this quarter as vacancies tightened to 2.3 per cent in June from 3.1 per cent in March this year. Bonds data indicates demand increased by around 6 per cent annually as bonds held by the RTA increased from 158,485 in June 2017 to 168,037 in June 2018.

Census 2016 statistics revealed that Brisbane holds a larger percentage of rental properties compared to the state. About 37 per cent of dwellings are classified as rental properties compared to about 34 per cent of dwellings in Queensland.

The Brisbane rental market performance remained patchy over the quarter as tenants continued favouring some areas over others and pushing for rent negotiation to close tenancy agreements. Recent rental data revealed a quarterly fall in the median rent in the range of \$10 to \$15 a week for three-bedroom houses, two-bedroom units and three-bedroom townhouses.

Local property managers also highlighted the oversupply of new apartments as an ongoing issue for the rental market.

The weekly median rent of two-bedroom apartments in Kelvin Grove and Red Hill fell \$50 for the past year, from \$450 in June 2017 to \$400 in June 2018. Other suburbs reporting an annual fall of at least \$30 a week on the median rent for two-bedroom apartments were Macgregor, Sunnybank, East Brisbane and Kangaroo Point.

Over the past year, the weekly median rent for three-bedroom houses increased \$5 to \$425 in June 2018. The most expensive suburbs for three-bedroom houses were New Farm and Teneriffe, reporting a weekly median rent of \$883 in June 2018. This compares with a weekly median rent of \$735 in the March quarter.

The median rent for three-bedroom townhouses held steady for the past year at \$410 a week, pairing with the cost of three-bedroom houses. Milton, Paddington and Rosalie are the most expensive suburbs for three-bedroom townhouses, with a weekly median rent of \$635 in June 2018.

House and unit yields trended downwards this quarter as the weekly median rent for three-bedroom houses and two-bedroom units also trended downwards.

House yields of 3.3 per cent remained the smallest across the state. Units in Brisbane LGA returned about 4.9 per cent a year, which also sat within the lower-end of the range for units in the sunshine state.

“The rental market outlook for the rest of 2018 is steady. Data shows this market has proven to be remarkably resilient and has encouraged demand by gradually adjusting rental costs.”

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)	2486	\$671,000	0.9%	13486	\$673,000	\$656,500	2.5%	\$520,000	29.4%
BRISBANE (LGA) ^	67	\$1,280,000	24.9%	406	\$1,175,000	\$1,188,000	-1.1%	\$850,000	38.2%
ACACIA RIDGE	23	\$400,000	0.0%	127	\$405,000	\$400,000	1.3%	\$295,000	37.3%
ALBION	5	N/A	N/A	22	\$756,500	\$759,500	-0.4%	\$525,000	44.1%
ALDERLEY	15	N/A	N/A	74	\$835,000	\$786,000	6.2%	\$607,644	37.4%
ALGESTER	15	N/A	N/A	104	\$520,000	\$493,000	5.5%	\$402,500	29.2%
ANNERLEY	22	\$682,500	-3.2%	117	\$711,000	\$720,000	-1.3%	\$523,500	35.8%
ASCOT	10	N/A	N/A	68	\$1,525,000	\$1,500,000	1.7%	\$958,500	59.1%
ASHGROVE	30	\$835,000	-9.7%	177	\$965,000	\$885,000	9.0%	\$700,000	37.9%
ASPLEY	33	\$580,000	-4.3%	171	\$600,000	\$588,000	2.0%	\$475,000	26.3%
AUCHENFLOWER	5	N/A	N/A	53	\$1,070,000	\$972,500	10.0%	\$855,000	25.1%
BALD HILLS	22	\$450,000	0.0%	109	\$450,000	\$425,000	5.9%	\$356,000	26.4%
BALMORAL	12	N/A	N/A	75	\$981,500	\$991,150	-1.0%	\$797,500	23.1%
BANYO	19	N/A	N/A	116	\$545,000	\$530,000	2.8%	\$395,000	38.0%
BARDON	35	\$985,000	1.2%	165	\$970,000	\$890,000	9.0%	\$733,750	32.2%
BELLBOWRIE	17	N/A	N/A	90	\$522,500	\$497,500	5.0%	\$422,500	23.7%
BELMONT	11	N/A	N/A	43	\$670,000	\$626,000	7.0%	\$522,500	28.2%
BOONDALL	26	\$530,000	4.8%	113	\$510,000	\$498,000	2.4%	\$402,500	26.7%
BRACKEN RIDGE	45	\$507,500	3.3%	229	\$502,750	\$487,000	3.2%	\$403,500	24.6%
BRIDGEMAN DOWNS	21	\$765,000	2.9%	95	\$740,000	\$732,750	1.0%	\$650,000	13.8%
BRIGHTON	30	\$504,000	-7.1%	167	\$530,000	\$521,250	1.7%	\$410,000	29.3%
BROOKFIELD ^	3	N/A	N/A	24	\$1,670,000	\$1,450,000	15.2%	\$1,417,500	17.8%
BULIMBA	14	N/A	N/A	105	\$1,300,000	\$1,175,000	10.6%	\$920,000	41.3%
CALAMVALE	31	\$673,000	2.2%	139	\$676,500	\$666,500	1.5%	\$509,500	32.8%
CAMP HILL	38	\$874,000	-2.9%	200	\$905,000	\$870,000	4.0%	\$620,000	46.0%
CANNON HILL	21	\$715,000	-5.9%	95	\$734,000	\$756,250	-2.9%	\$544,500	34.8%
CARINA	27	\$645,000	2.7%	111	\$651,250	\$661,000	-1.5%	\$485,000	34.3%
CARINA HEIGHTS	10	N/A	N/A	63	\$685,000	\$687,500	-0.4%	\$520,000	31.7%
CARINDALE	28	\$910,750	6.5%	191	\$880,000	\$825,000	6.7%	\$649,000	35.6%
CARSELDINE	19	N/A	N/A	115	\$621,000	\$619,000	0.3%	\$512,500	21.2%
CHAPEL HILL	18	N/A	N/A	147	\$820,000	\$780,500	5.1%	\$605,000	35.5%
CHELMER	6	N/A	N/A	63	\$980,000	\$1,051,500	-6.8%	\$948,000	3.4%
CHERMSIDE	12	N/A	N/A	67	\$611,000	\$587,500	4.0%	\$455,000	34.3%
CHERMANSIDE WEST	15	N/A	N/A	101	\$590,000	\$560,000	5.4%	\$430,000	37.2%
CLAYFIELD	18	N/A	N/A	115	\$1,110,000	\$1,111,000	-0.1%	\$803,000	38.2%
COOPERS PLAINS	13	N/A	N/A	73	\$572,500	\$599,000	-4.4%	\$436,000	31.3%
COORPAROO	37	\$833,750	0.8%	176	\$855,000	\$860,000	-0.6%	\$629,000	35.9%
CORINDA	16	N/A	N/A	80	\$713,500	\$765,000	-6.7%	\$535,000	33.4%
DARRA	6	N/A	N/A	59	\$421,000	\$422,500	-0.4%	\$314,000	34.1%
DEAGON	11	N/A	N/A	68	\$455,000	\$457,500	-0.6%	\$387,000	17.6%
DOOLANDELLA	10	N/A	N/A	59	\$473,500	\$488,000	-3.0%	\$363,000	30.4%
DREWVALE	12	N/A	N/A	55	\$622,000	\$578,000	7.6%	\$470,000	32.3%
DURACK	12	N/A	N/A	69	\$410,000	\$422,500	-3.0%	\$316,500	29.5%
EAST BRISBANE	14	N/A	N/A	51	\$849,500	\$889,000	-4.4%	\$662,000	28.3%
EIGHT MILE PLAINS	25	\$730,000	2.8%	129	\$755,000	\$791,000	-4.6%	\$573,000	31.8%
ELLEN GROVE	3	N/A	N/A	21	\$290,000	\$288,000	0.7%	\$227,500	27.5%
ENOGBERRA	10	N/A	N/A	76	\$722,500	\$687,500	5.1%	\$535,000	35.0%
EVERTON PARK	16	N/A	N/A	134	\$609,000	\$585,000	4.1%	\$466,000	30.7%
FAIRFIELD	3	N/A	N/A	36	\$709,400	\$683,000	3.9%	\$542,500	30.8%
FERNY GROVE	10	N/A	N/A	73	\$589,000	\$600,000	-1.8%	\$477,500	23.4%
FIG TREE POCKET	7	N/A	N/A	55	\$960,000	\$1,065,000	-9.9%	\$743,750	29.1%
FITZGIBBON	15	N/A	N/A	100	\$471,000	\$455,000	3.5%	\$375,000	25.6%
FOREST LAKE	92	\$465,000	3.9%	374	\$440,000	\$435,250	1.1%	\$380,000	15.8%
GAYTHORNE	5	N/A	N/A	32	\$648,500	\$705,000	-8.0%	\$560,000	15.8%
GEEBUNG	16	N/A	N/A	89	\$538,750	\$521,000	3.4%	\$400,600	34.5%
GORDON PARK	9	N/A	N/A	40	\$840,000	\$790,000	6.3%	\$595,000	41.2%
GRACEVILLE	17	N/A	N/A	101	\$932,500	\$825,000	13.0%	\$722,500	29.1%
GRANGE	17	N/A	N/A	70	\$960,000	\$880,000	9.1%	\$672,000	42.9%
GREENSLOPES	15	N/A	N/A	83	\$793,500	\$737,000	7.7%	\$555,278	42.9%
HAMILTON	8	N/A	N/A	56	\$1,442,000	\$1,085,000	32.9%	\$1,430,000	0.8%
HAWTHORNE	14	N/A	N/A	97	\$1,205,000	\$1,200,000	0.4%	\$845,000	42.6%
HEATHWOOD	4	N/A	N/A	51	\$570,000	\$550,000	3.6%	\$567,500	0.4%
HEMMANT	16	N/A	N/A	48	\$520,000	\$480,000	8.3%	\$384,000	35.4%
HENDRA	17	N/A	N/A	74	\$1,100,000	\$976,250	12.7%	\$716,000	53.6%
HIGHGATE HILL	6	N/A	N/A	29	\$937,500	\$1,141,119	-17.8%	\$750,000	25.0%
HOLLAND PARK	24	\$710,000	1.4%	121	\$710,000	\$715,000	-0.7%	\$525,875	35.0%
HOLLAND PARK WEST	21	\$842,000	24.5%	93	\$736,000	\$676,500	8.8%	\$543,000	35.5%
INALA	26	\$362,500	-2.0%	140	\$367,250	\$359,000	2.3%	\$275,000	33.5%
INDOOROOPILLY	36	\$780,000	-11.4%	131	\$900,000	\$830,000	8.4%	\$722,500	24.6%
JAMBORREE HEIGHTS	10	N/A	N/A	52	\$500,000	\$500,000	0.0%	\$400,000	25.0%

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
JINDALEE	15	N/A	N/A	77	\$571,000	\$557,500	2.4%	\$465,000	22.8%
KALINGA	4	N/A	N/A	27	\$1,049,000	\$1,000,000	4.9%	\$800,000	31.1%
KANGAROO POINT	1	N/A	N/A	19	N/A	\$83,500	N/A	\$645,000	N/A
KARANA DOWNS	2	N/A	N/A	30	\$425,000	\$427,500	-0.6%	\$400,000	6.3%
KARANA DOWNS ^	6	N/A	N/A	17	N/A	\$552,500	N/A	\$450,000	N/A
KEDRON	23	\$750,000	4.9%	127	\$744,500	\$670,000	11.1%	\$516,250	44.2%
KELVIN GROVE	9	N/A	N/A	53	\$778,300	\$823,000	-5.4%	\$640,000	21.6%
KENMORE	37	\$767,500	3.0%	137	\$687,500	\$661,000	4.0%	\$533,250	28.9%
KENMORE HILLS	6	N/A	N/A	28	\$782,500	\$840,000	-6.9%	\$682,500	14.7%
KEPPERRA	13	N/A	N/A	114	\$522,000	\$538,750	-3.1%	\$401,500	30.0%
KURABY	16	N/A	N/A	91	\$694,000	\$682,500	1.7%	\$529,500	31.1%
LOTA	13	N/A	N/A	65	\$645,500	\$607,500	6.3%	\$530,000	21.8%
LUTWYCHE	7	N/A	N/A	22	\$750,000	\$766,000	-2.1%	\$548,500	36.7%
MACGREGOR	12	N/A	N/A	52	\$762,500	\$735,000	3.7%	\$525,000	45.2%
MACKENZIE	6	N/A	N/A	30	\$807,905	\$790,000	2.3%	\$612,500	31.9%
MANLY	15	N/A	N/A	68	\$728,375	\$765,000	-4.8%	\$556,500	30.9%
MANLY WEST	27	\$649,000	6.8%	181	\$610,000	\$598,500	1.9%	\$469,000	30.1%
MANSFIELD	27	\$671,000	3.1%	126	\$678,750	\$650,000	4.4%	\$476,500	42.4%
MCDOWALL	20	\$685,000	5.0%	83	\$660,000	\$630,000	4.8%	\$555,000	18.9%
MIDDLE PARK	8	N/A	N/A	56	\$630,000	\$577,500	9.1%	\$489,000	28.8%
MILTON	5	N/A	N/A	26	\$845,000	\$965,000	-12.4%	\$745,000	13.4%
MITCHELTON	26	\$690,000	6.2%	130	\$650,000	\$630,000	3.2%	\$487,750	33.3%
MOGGILL	18	N/A	N/A	83	\$550,000	\$560,000	-1.8%	\$485,000	13.4%
MOOROOKA	25	\$647,500	-1.6%	130	\$640,000	\$616,000	3.9%	\$500,000	28.0%
MORNINGSIDE	17	N/A	N/A	137	\$766,000	\$772,000	-0.8%	\$580,000	32.1%
MOUNT GRAVATT	7	N/A	N/A	37	\$651,000	\$630,000	3.3%	\$495,000	31.5%
MOUNT GRAVATT EAST	33	\$660,000	5.3%	149	\$657,500	\$630,000	4.4%	\$470,000	39.9%
MOUNT OMNANEY	6	N/A	N/A	26	\$944,000	\$830,000	13.7%	\$655,000	44.1%
MURARRIE	13	N/A	N/A	71	\$635,000	\$604,500	5.1%	\$469,525	35.2%
NEW FARM	15	N/A	N/A	54	\$1,653,000	\$1,600,000	3.3%	\$1,000,000	65.3%
NEWMARKET	9	N/A	N/A	48	\$880,000	\$810,500	8.6%	\$666,000	32.1%
NORMAN PARK	17	N/A	N/A	107	\$962,000	\$880,000	9.3%	\$665,000	44.7%
NORTHGATE	11	N/A	N/A	64	\$635,000	\$657,600	-3.4%	\$523,250	21.4%
NUDGEE	12	N/A	N/A	56	\$602,500	\$640,000	-5.9%	\$522,500	15.3%
NUNDAH	13	N/A	N/A	87	\$755,000	\$675,000	11.9%	\$597,500	26.4%
ONLEY	21	\$594,500	-1.4%	108	\$580,000	\$537,000	8.0%	\$439,000	32.1%
PADDINGTON	32	\$1,110,000	-15.3%	146	\$1,150,000	\$1,002,500	14.7%	\$769,000	49.5%
PARKINSON	22	\$665,250	2.0%	130	\$666,500	\$645,000	3.3%	\$510,500	30.6%
PULLENVALE ^	5	N/A	N/A	47	\$1,215,000	\$1,150,000	5.7%	\$945,000	28.6%
RED HILL	21	\$920,000	2.2%	79	\$870,000	\$865,000	0.6%	\$646,125	34.6%
RICHLANDS	5	N/A	N/A	20	\$437,000	\$447,500	-2.4%	\$369,000	18.4%
RIVERHILLS	8	N/A	N/A	70	\$480,500	\$473,250	1.5%	\$409,500	17.3%
ROBERTSON	7	N/A	N/A	28	\$1,038,000	\$1,068,000	-2.8%	\$723,250	43.5%
ROCHEDALE	4	N/A	N/A	35	\$944,000	\$933,000	1.2%	\$630,000	49.8%
ROCKLEA	6	N/A	N/A	27	\$415,000	\$391,000	6.1%	\$300,000	38.3%
RUNCORN	19	N/A	N/A	105	\$588,000	\$560,000	5.0%	\$432,500	36.0%
SAISBURY	23	\$625,000	2.1%	93	\$600,000	\$560,300	7.1%	\$435,000	37.9%
SANDGATE	5	N/A	N/A	57	\$705,000	\$612,000	15.2%	\$520,000	35.6%
SEVEN HILLS	6	N/A	N/A	50	\$940,000	\$840,000	11.9%	\$620,000	51.6%
SEVENTEEN MILE ROCKS	6	N/A	N/A	52	\$728,000	\$715,000	1.8%	\$532,000	36.8%
SHERWOOD	10	N/A	N/A	72	\$871,000	\$892,500	-2.4%	\$689,500	26.3%
SHORNCLIFFE	6	N/A	N/A	27	\$840,000	\$747,500	12.4%	\$620,000	35.5%
SINNAMON PARK	8	N/A	N/A	59	\$732,000	\$705,000	3.8%	\$561,500	30.4%
SPRING HILL	3	N/A	N/A	14	N/A	\$1,107,500	N/A	\$807,500	N/A
ST LUCIA	6	N/A	N/A	55	\$1,107,500	\$1,252,500	-11.6%	\$901,250	22.9%

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
VIRGINIA	5	N/A	N/A	43	\$601,000	\$577,000	4.2%	\$425,000	41.4%
WAKERLEY	35	\$755,000	4.1%	137	\$743,000	\$742,500	0.1%	\$630,000	17.9%
WAVELL HEIGHTS	30	\$665,000	-2.9%	178	\$705,000	\$650,000	8.5%	\$525,000	34.3%
WEST END	9	N/A	N/A	42	\$1,037,500	\$1,100,000	-5.7%	\$785,000	32.2%
WESTLAKE	11	N/A	N/A	70	\$677,500	\$715,000	-5.2%	\$573,000	18.2%
WILSTON	4	N/A	N/A	36	\$855,000	\$1,200,000	-28.8%	\$863,500	-1.0%
WINDSOR	14	N/A	N/A	73	\$845,000	\$827,500	2.1%	\$669,000	26.3%
WISHART	18	N/A	N/A	121	\$725,000	\$700,500	3.5%	\$532,500	36.2%
WOOLLOONGABBA	11	N/A	N/A	31	\$770,000	\$768,750	0.2%	\$600,000	28.3%
WOOLLOONIN	7	N/A	N/A	56	\$841,000	\$767,500	9.6%	\$630,000	33.5%
WYNNUM	40	\$650,000	2.2%	233	\$638,750	\$639,000	0.0%	\$507,500	25.9%
WYNNUM WEST	42	\$540,500	-1.6%	206	\$538,250	\$530,000	1.6%	\$423,000	27.2%
YEERONGPILLY	5	N/A	N/A	22	\$810,000	\$765,000	5.9%	\$612,500	32.2%
YERONGA	6	N/A	N/A	53	\$802,000	\$855,000	-6.2%	\$632,500	26.8%
ZILLMERE	21	\$475,000	-1.0%	104	\$479,000	\$463,750	3.3%	\$360,000	33.1%

SALES MARKET - UNITS & TOWNHOUSES

BRISBANE (LGA)	1616	\$435,000	0.4%	9681	\$440,000	\$450,000	-2.2%	\$415,000	6.0%
ACACIA RIDGE	1	N/A	N/A	26	\$342,000	\$371,000	-7.8%	\$296,500	15.3%
ALBION	10	N/A	N/A	80	\$447,500	\$492,500	-9.1%	\$537,500	-16.7%
ALDERLEY	10	N/A	N/A	46	\$423,250	\$407,000	4.0%	\$395,000	7.2%
ALGESTER	6	N/A	N/A	59	\$335,000	\$327,000	2.5%	\$292,500	14.5%
ANNERLEY	28	\$402,500	-13.4%	121	\$412,500	\$444,580	-7.2%	\$378,666	8.9%
ASCOT	14	N/A	N/A	89	\$515,000	\$481,500	7.0%	\$387,250	33.0%
ASHGROVE	12	N/A	N/A	64	\$489,875	\$437,500	12.0%	\$411,250	19.1%
ASPLEY	6	N/A	N/A	34	\$377,500	\$432,000	-12.6%	\$355,500	6.2%
AUCHENFLOWER	14	N/A	N/A	56	\$431,750	\$425,000	1.6%	\$448,000	-3.6%
BALMORAL	9	N/A	N/A	40	\$465,000	\$551,000	-15.6%	\$520,000	-10.6%
BANTO	5	N/A	N/A	16	N/A	\$516,500	N/A	\$333,500	N/A
BARDON	3	N/A	N/A	27	\$665,000	\$603,000	10.3%	\$552,500	20.4%
BOWEN HILLS	21	\$442,500	9.2%	124	\$438,500	\$480,000	-8.7%	\$420,000	4.4%
BRACKEN RIDGE	11	N/A	N/A	42	\$325,000	\$336,000	-3.3%	\$310,000	4.8%
BRIDGEMAN DOWNS	5	N/A	N/A	28	\$405,000	\$451,600	-10.3%	\$302,000	34.1%
BRISBANE CITY	76	\$498,000	0.7%	488	\$495,000	\$506,000	-2.2%	\$460,000	7.6%
BULIMBA	18	N/A	N/A	106	\$605,000	\$612,500	-1.2%	\$579,000	4.5%
CALAMVALE	20	\$329,000	-16.7%	149	\$385,888	\$405,000	-4.7%	\$367,450	5.0%
CAMP HILL	3	N/A	N/A	38	\$557,500	\$590,000	-5.5%	\$491,500	13.4%
CANNON HILL	5	N/A	N/A	75	\$460,000	\$485,000	-5.2%	\$485,000	-5.2%
CARINA	24	\$465,000	-1.3%	145	\$465,000	\$472,500	-1.6%	\$390,000	19.2%
CARINA HEIGHTS	10	N/A	N/A	82	\$478,000	\$450,000	6.2%	\$425,000	12.5%
CARINDALE	3	N/A	N/A	26	\$447,500	\$525,000	-14.8%	\$410,000	9.1%
CARSELDINE	7	N/A	N/A	66	\$315,000	\$351,500	-10.4%	\$385,500	-18.3%
CHERMSIDE	46	\$389,000	-8.5%	252	\$420,000	\$435,000	-3.5%	\$389,000	8.0%
CLAYFIELD	26	\$388,500	3.6%	160	\$375,500	\$379,000	-0.9%	\$355,000	5.8%
COOPERS PLAINS	5	N/A	N/A	21	\$420,000	\$473,000	-11.2%	\$413,915	1.5%
COORPAROO	39	\$385,000	-3.8%	221	\$428,500	\$419,075	2.3%	\$367,000	16.8%
CORINDA	11	N/A	N/A	39	\$468,750	\$460,000	1.9%	\$365,000	28.4%
DARRA	1	N/A	N/A	24	\$415,000	\$425,000	-2.4%	\$280,000	48.2%
DOOLANDELLA	5	N/A	N/A	49	\$358,000	\$342,000	4.7%	\$349,500	2.4%
EAST BRISBANE	7	N/A	N/A	87	\$414,000	\$430,000	-3.7%	\$442,000	-6.3%
EIGHT MILE PLAINS	17	N/A	N/A	101	\$403,500	\$411,000	-1.8%	\$375,000	7.6%
ELLEN GROVE	2	N/A	N/A	18	N/A	\$348,000	N/A	\$346,000	N/A
ENOGGERA	2	N/A	N/A	35	\$423,000	\$432,500	-2.2%	\$390,000	8.5%
EVERTON PARK	18	N/A	N/A	100	\$397,750	\$460,000	-13.5%	\$420,000	-5.3%
FAIRFIELD	11	N/A	N/A	53	\$450,000	\$447,500	0.6%	\$422,000	6.6%
FITZGIBBON	1	N/A	N/A	17	N/A	\$376,500	N/A	\$315,000	N/A
FORTITUDE VALLEY	39	\$435,000	8.9%	302	\$430,000	\$414,500	3.7%	\$420,500	2.3%
GAYTHORNE	7	N/A	N/A	54	\$400,000	\$405,000	-1.2%	\$395,000	1.3%
GORDON PARK	10	N/A	N/A	33	\$338,000	\$327,000	3.4%	\$337,000	0.3%
GREENSLOPES	20	\$330,500	-22.1%	123	\$435,000	\$470,000	-7.5%	\$337,000	29.1%
HAMILTON	27	\$480,000	-1.5%	168	\$495,000	\$530,000	-6.6%	\$492,500	0.5%
HAWTHORNE	10	N/A	N/A	40	\$440,000	\$565,000	-22.1%	\$475,000	-7.4%
HENDRA	6	N/A	N/A	27	\$575,000	\$749,900	-23.3%	\$510,000	12.7%
HIGHGATE HILL	10	N/A	N/A	59	\$512,000	\$610,000	-16.1%	\$496,500	3.1%
HOLLAND PARK WEST	15	N/A	N/A	42	\$430,000	\$429,000	0.2%	\$360,000	19.4%
INDOOROOPILLY	40	\$462,500	1.0%	157	\$478,000	\$530,000	-9.8%	\$425,000	12.5%
KANGAROO POINT	47	\$470,000	-20.3%	237	\$512,250	\$525,000	-2.4%	\$484,000	5.8%
KEDRON	12	N/A	N/A	64	\$415,000	\$443,500	-6.4%	\$326,500	27.1%
KELVIN GROVE	10	N/A	N/A	88	\$418,000	\$427,500	-2.2%	\$484,000	-13.6%
LUTWICHE	4	N/A	N/A	53	\$450,000	\$476,250	-5.5%	\$445,000	1.1%

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	2	N/A	N/A	18	N/A	\$517,500	N/A	\$365,000	N/A
MANLY WEST	7	N/A	N/A	62	\$425,000	\$477,500	-11.0%	\$399,900	6.3%
MCDONWALL	1	N/A	N/A	21	\$390,000	\$524,000	-25.6%	\$375,000	4.0%
MILTON	15	N/A	N/A	89	\$370,000	\$467,500	-20.9%	\$522,000	-29.1%
MITCHELTON	8	N/A	N/A	46	\$427,000	\$440,000	-3.0%	\$350,000	22.0%
MOOROOKA	11	N/A	N/A	66	\$402,000	\$388,000	3.6%	\$360,000	11.7%
MORNINGSIDE	34	\$525,000	9.6%	190	\$475,000	\$480,000	-1.0%	\$432,000	10.0%
MOUNT GRAVATT	4	N/A	N/A	37	\$450,000	\$475,000	-5.3%	\$435,000	3.4%
MOUNT GRAVATT EAST	15	N/A	N/A	95	\$435,000	\$460,000	-5.4%	\$405,000	7.4%
MURARRIE	15	N/A	N/A	86	\$500,000	\$525,000	-4.8%	\$545,000	-8.3%
NEW FARM	36	\$600,000	-15.5%	203	\$601,000	\$600,000	0.2%	\$480,000	25.2%
NEWMARKET	7	N/A	N/A	33	\$480,000	\$440,000	9.1%	\$392,500	22.3%
NEWSTEAD	28	\$665,000	9.0%	247	\$644,500	\$600,000	7.4%	\$603,445	6.8%
NORMAN PARK	13	N/A	N/A	53	\$464,000	\$591,000	-21.5%	\$460,000	0.9%
NORTHGATE	7	N/A	N/A	40	\$424,500	\$358,125	18.5%	\$385,000	10.3%
NUNDAH	52	\$400,000	1.3%	239	\$400,000	\$445,000	-10.1%	\$412,500	-3.0%
OXLEY	9	N/A	N/A	58	\$417,500	\$436,500	-4.4%	\$364,500	14.5%
PADDINGTON	8	N/A	N/A	60	\$493,500	\$527,500	-6.5%	\$521,500	-5.4%
RED HILL	7	N/A	N/A	24	\$540,500	\$525,000	3.0%	\$426,500	26.7%
RICHLANDS	12	N/A	N/A	135	\$374,500	\$372,150	0.6%	\$335,000	11.8%
ROCHEDALE	8	N/A	N/A	69	\$705,000	\$465,000	51.6%	\$389,500	81.0%
ROCKLEA	1	N/A	N/A	7	N/A	\$275,000	N/A	\$385,000	N/A
RUNCORN	14	N/A	N/A	78	\$337,750	\$360,000	-6.2%	\$338,000	-0.1%
SALISBURY	1	N/A	N/A	9	N/A	\$480,000	N/A	\$360,000	N/A
SHERWOOD	26	\$422,500	-1.7%	108	\$450,000	\$469,000	-4.1%	\$418,750	7.5%
SOUTH BRISBANE	44	\$482,500	-9.6%	261	\$575,000	\$495,000	16.2%	\$439,750	30.8%
SPRING HILL	25	\$371,000	-7.3%	155	\$385,000	\$420,000	-8.3%	\$390,000	-1.3%
ST LUCIA	26	\$520,000	1.6%	141	\$490,000	\$488,000	0.4%	\$476,000	2.9%
STAFFORD	9	N/A	N/A	38	\$410,500	\$405,000	1.4%	\$405,000	1.4%
SUNNYBANK HILLS	10	N/A	N/A	39	\$405,000	\$390,000	3.9%	\$361,000	12.2%
TAIGUM	9	N/A	N/A	51	\$311,000	\$336,250	-7.5%	\$320,000	-2.8%
TARINGA	23	\$402,500	-9.6%	148	\$438,500	\$420,000	4.4%	\$420,000	4.4%
TENERIFFE	20	\$543,000	-5.6%	147	\$579,000	\$609,550	-5.0%	\$525,000	10.3%
THE GAP	9	N/A	N/A	31	\$518,650	\$457,500	13.4%	\$430,000	20.6%
TINGALPA	13	N/A	N/A	51	\$360,000	\$368,000	-2.2%	\$321,500	12.0%
TOOWONG	47	\$540,000	31.1%	193	\$440,000	\$458,500	-4.0%	\$435,000	1.1%
UPPER MOUNT GRAVATT	18	N/A	N/A	90	\$429,000	\$460,000	-6.7%	\$350,000	22.6%
WAKERLEY	6	N/A	N/A	29	\$421,500	\$445,000	-5.3%	\$429,900	-2.0%
WEST END	31	\$510,000	-15.1%	294	\$544,750	\$525,000	3.8%	\$526,500	3.5%
WINDSOR	4	N/A	N/A	48	\$482,000	\$480,000	0.4%	\$400,000	20.5%
WISHART	7	N/A	N/A	43	\$410,000	\$474,000	-13.5%	\$338,750	21.0%
WOOLLOONGABBA	24	\$410,000	-4.5%	111	\$438,000	\$454,000	-3.5%	\$420,000	4.3%
WYNNUM	19	N/A	N/A	104	\$415,000	\$460,000	-9.8%	\$371,000	11.9%
WYNNUM WEST	10	N/A	N/A	44	\$345,000	\$343,750	0.4%	\$300,000	15.0%
YERONGA	9	N/A	N/A	68	\$448,500	\$431,500	3.9%	\$422,500	6.2%
YEERONGPILLY	2	N/A	N/A	17	N/A	\$461,500	N/A	\$386,500	N/A
ZILLMERE	15	N/A	N/A	80	\$329,875	\$355,000	-7.1%	\$366,250	-9.9%

SALES MARKET - VACANT LAND <2400m²

BRISBANE (LGA)	125	\$416,000	0.2%	1119	\$415,000	\$395,000	5.1%	\$292,900	41.7%
BRISBANE (LGA) ^	4	N/A	N/A	37	\$810,000	\$700,000	15.7%	\$700,000	15.7%
BRIDGEMAN DOWNS	5	N/A	N/A	98	\$417,500	\$435,000	-4.0%	\$351,500	18.8%
CARINDALE	4	N/A	N/A	21	\$515,000	\$535,000	-3.7%	\$520,000	-1.0%
FITZGIBBON	0	N/A	N/A	5	N/A	\$165,500	N/A	\$168,900	N/A
HEATHWOOD	17	N/A	N/A	96	\$307,000	\$299,000	2.7%	\$215,000	42.8%
KENMORE	0	N/A	N/A	4	N/A	\$545,000	N/A	\$365,000	N/A
KURABY	0	N/A	N/A	6	N/A	\$437,000	N/A	\$327,500	N/A
ROCHEDALE	30	\$470,335	-1.0%	172	\$475,000	\$480,000	-1.0%	\$360,000	31.9%
UPPER KEDRON	1	N/A	N/A	22	\$384,000	\$368,000	4.4%	\$305,000	25.9%

MOST EXPENSIVE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TENERIFFE	\$1,825,000	-27.4%
NEW FARM	\$1,653,000	3.3%
ASCOT	\$1,525,000	1.7%
HAMILTON	\$1,442,000	32.9%
BULIMBA	\$1,300,000	10.6%

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY ¹	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BRISBANE CITY	\$425	2646	\$420	2859	\$410	2730
	Bayside	\$430	124	\$420	131	\$400	132
4178	Lindum/Lytton/Wynnum	\$420	86	\$420	83	\$400	77
4179	Lota/Marly	\$455	38	\$430	48	\$400	55
	City - Inner	\$530	213	\$545	235	\$525	207
4000	Brisbane City/Spring Hill	\$500	29	\$570	26	\$550	17
4005	New Farm/Teneriffe	\$883	18	\$650	25	\$720	13
4006	Bowen Hills/Valley/Herston/Newstead	\$450	11	\$540	12	\$595	9
4064	Milton/Paddington/Rosalie	\$580	42	\$580	51	\$550	44
4066	Auchenflower/MtCoatha/Toowong	\$530	24	\$513	24	\$500	33
4067	Ironside/St Lucia	\$450	11	\$560	11	\$465	9
4101	Highgate Hill/South Bris/West End	\$600	24	\$530	39	\$550	39
4102	Buranda/Dutton Park/Wooloongabba	\$500	20	\$470	21	\$480	20
4169	East Bris/Kangaroo Point	\$525	34	\$525	26	\$520	23
	North - Inner	\$470	257	\$450	301	\$450	299
4007	Ascot/Hamilton	\$598	16	\$525	17	\$530	27
4010	Albion/Breakfast Creek	N/A	2	\$500	9	\$445	8
4011	Clayfield/Hendra	\$513	24	\$513	34	\$575	30
4012	Nundah/Toombul/Wavell Heights	\$443	60	\$435	67	\$425	63
4030	Lutwyche/Windsor/Woolowin	\$465	37	\$465	54	\$460	43
4031	Gordon Park/Kedron	\$460	44	\$445	44	\$420	51
4051	Alderley/Enoggera/Gaythorne/Grange/ Newmarket/Wilston	\$475	73	\$440	74	\$450	75
	North - Outer	\$400	384	\$400	408	\$380	378
4013	Northgate	\$423	10	\$400	20	\$440	15
4014	Banyo/Nudgee/Virginia	\$430	37	\$410	35	\$390	33
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$400	84	\$395	93	\$375	114
4018	Fitzgibbon/Taigum	\$400	42	\$410	38	\$385	22
4032	Chernside/Craiglea	\$410	61	\$398	66	\$375	57
4034	Aspley/Boondal/Geebung/Zillmere	\$400	133	\$400	136	\$390	117
4036	Bald Hills	\$370	17	\$390	20	\$350	20
	North West - Inner	\$530	85	\$520	114	\$500	104
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$580	39	\$520	58	\$550	39
4060	Ashgrove/Dorrington/St Johns Wood	\$518	24	\$500	32	\$470	37
4065	Bardon/Jubilee/Rainworth	\$530	22	\$540	24	\$495	28
	North West - Outer	\$440	265	\$435	229	\$400	226
4053	Brookside/Everton Park/McDowall/Stafford	\$430	182	\$430	149	\$400	146
4054	Arana Hills/Keppera	\$440	52	\$420	50	\$400	53
4061	The Gap	\$500	31	\$493	30	\$450	27
	South - Inner	\$420	313	\$425	335	\$415	311
4103	Annerley/Fairfield	\$470	36	\$450	36	\$430	32
4104	Yeronga	\$500	9	\$455	12	\$450	15
4105	Clifton Hill/Moorooka/Tennyson	\$400	39	\$405	38	\$405	37
4120	Greenslopes/Stones Corner	\$425	17	\$470	23	\$480	21
4121	Ekibin/Holland Park/Tarragindi/Wallers Hill	\$465	81	\$450	74	\$430	82
4122	Mansfield/Mt Gravatt/Wishart	\$400	129	\$408	150	\$400	122
	South - Outer	\$390	279	\$385	340	\$375	298
4106	Brisbane Market/Rocklea	\$380	14	\$360	13	\$360	17
4107	Salisbury	\$400	24	\$360	24	\$385	33
4108	Archerfield/Coopers Plains	\$360	26	\$350	26	\$355	16
4109	Altandi/Macgregor/Robertson/Sunnybank	\$395	77	\$395	115	\$390	81
4110	Acacia Ridge/Larapinta/Willawong	\$350	36	\$350	48	\$350	41
4112	Kuraby	\$350	7	\$410	9	\$350	9
4113	Eight Miles Plains/Runcom	\$395	52	\$390	60	\$380	52
4115	Algester/Parkinson	\$400	22	\$395	21	\$380	32
4116	Calamvale/Drewvale/Stretton	\$420	21	\$415	24	\$400	17
	South East - Inner	\$460	299	\$450	287	\$450	304
4151	Coorparoo	\$450	43	\$458	48	\$475	43
4152	Camp Hill/Carina/Carindale	\$450	110	\$440	124	\$435	108
4170	Cannon Hill/Morningside/Norman Park	\$473	92	\$483	74	\$450	89
4171	Balmoral/Bulimba/Hawthorne	\$540	38	\$570	27	\$540	46
4172	Murarie	\$450	16	\$423	14	\$400	18
	South East - Outer	\$430	45	\$420	53	\$420	32
4153	Belmont	N/A	3	\$510	8	\$440	5
4154	Gumdale/Ransome/Wakerley	\$485	6	\$455	6	N/A	3
4173	Tingalpa	\$430	25	\$400	25	\$450	15
4174	Doboy/Hemant	\$428	10	\$403	10	\$400	7
	South West - Inner	\$440	91	\$450	106	\$420	106
4068	Chelmer/Indooroopilly/Taringa	\$450	39	\$465	49	\$450	43
4075	Corinda/Graceville/Oxley/Sherwood	\$440	52	\$425	57	\$415	63

RENTAL MARKET - 3 BED HOUSES (CONT'D)							
POST CODE	LOCALITY ¹	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	South West - Outer	\$370	291	\$365	319	\$350	333
4069	Brookfield/Chapel Hill/Kenmore	\$465	44	\$450	43	\$430	48
4070	Anstead/Bellbowrie/Moggill	\$410	11	\$395	12	\$360	13
4073	Seventeen Mile Rocks/Sinnamon Park	\$420	9	\$420	9	\$400	11
4074	Jindalee/MtOmmaney/Sumner/Westlake	\$418	48	\$410	53	\$400	53
4076	Darra/Wacol	\$330	24	\$330	21	\$330	29
4077	Doolandella/Durack/Inala/Richlands	\$330	74	\$325	82	\$310	86
4078	Forest Lake/Carole Park	\$360	81	\$360	99	\$350	93
RENTAL MARKET - 2 BED UNITS							
	BRISBANE CITY	\$410	5427	\$400	5494	\$390	3852
	Bayside	\$350	69	\$350	56	\$320	48
4178	Lindum/Lytton/Wynnum	\$350	50	\$350	46	\$310	31
4179	Lota/Manly	\$360	19	\$350	10	\$350	17
	City - Inner	\$480	2313	\$485	2223	\$490	1516
4000	Brisbane City/Spring Hill	\$530	353	\$540	338	\$600	283
4005	New Farm/Teneriffe	\$480	249	\$495	257	\$520	249
4006	Bowen Hills/Valley/Herston/Newstead	\$475	570	\$470	390	\$495	215
4064	Milton/Paddington/Rosalie	\$398	86	\$400	95	\$400	60
4066	Auchenflower/MtCoatha/Toowong	\$400	204	\$395	233	\$390	194
4067	Ironside/St Lucia	\$385	78	\$400	79	\$430	87
4101	Highgate Hill/South Bris/West End	\$500	454	\$520	462	\$490	209
4102	Buranda/Dutton Park/Wooloongabba	\$468	118	\$460	164	\$425	55
4169	East Bris/Kangaroo Point	\$450	201	\$480	202	\$470	158
	North - Inner	\$375	1096	\$380	1129	\$350	785
4007	Ascot/Hamilton	\$440	197	\$425	182	\$380	124
4010	Albion/Breakfast Creek	\$425	64	\$453	78	\$380	24
4011	Clayfield/Hendra	\$343	112	\$330	120	\$350	138
4012	Nundah/Toombul/Wavell Heights	\$383	242	\$370	221	\$360	175
4030	Luhwyche/Windsor/Woolowin	\$385	239	\$400	284	\$345	108
4031	Gordon Park/Kedron	\$350	102	\$350	111	\$335	67
4051	Alderley/Enoggera/Gaythorne/Grange/ Newmarket/Wilston	\$350	140	\$350	133	\$350	149
	North - Outer	\$360	341	\$350	386	\$340	237
4013	Northgate	\$313	20	\$310	31	\$300	30
4014	Banyo/Nudgee/Virginia	\$340	5	\$360	5	\$350	11
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$330	17	\$335	24	\$295	22
4018	Fitzgibbon/Taigum	\$340	9	\$330	7	N/A	2
4032	Chernside/Craiglea	\$390	204	\$380	222	\$390	94
4034	Aspley/Boondal/Geebung/Zillmere	\$340	86	\$340	94	\$320	78
	North West - Inner	\$400	157	\$430	189	\$395	115
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$400	93	\$450	144	\$420	79
4060	Ashgrove/Darrington/St Johns Wood	\$370	45	\$390	35	\$360	31
4065	Bardon/Jubilee/Rainworth	\$400	19	\$330	10	\$330	5
	North West - Outer	\$363	122	\$360	133	\$340	72
4053	Brookside/Everton Park/McDowall/Stafford	\$360	115	\$360	123	\$350	69
	South - Inner	\$360	473	\$350	517	\$350	398
4103	Annerley/Fairfield	\$329	88	\$330	101	\$335	99
4104	Yeronga	\$338	42	\$340	37	\$340	40
4105	Clifton Hill/Moorooka/Tennyson	\$350	74	\$343	80	\$370	49
4120	Greenslopes/Stones Corner	\$370	89	\$350	124	\$350	91
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$340	38	\$340	37	\$330	38
4122	Mansfield/Mt Gravatt/Wishart	\$395	135	\$395	132	\$390	76
	South - Outer	\$368	72	\$340	67	\$300	50
4106	Brisbane Market/Rocklea	\$208	6	N/A	4	N/A	3
4108	Archerfield/Coopers Plains	\$400	27	\$340	11	N/A	3
4109	Altandi/Macgregor/Robertson/Sunnybank	\$350	10	\$380	27	\$385	18
4113	Eight Miles Plains/Runcorn	\$420	9	\$400	9	\$440	6
4115	Algerster/Parkinson	\$290	11	N/A	2	\$290	7
	South East - Inner	\$390	486	\$370	513	\$370	380
4151	Coorparoo	\$365	168	\$350	179	\$350	150
4152	Camp Hill/Carina/Carindale	\$375	67	\$350	62	\$360	47
4170	Cannon Hill/Morningside/Norman Park	\$405	150	\$400	157	\$365	94
4171	Balmoral/Bulimba/Hawthorne	\$400	95	\$405	107	\$450	87
	South East - Outer	\$350	14	N/A	3	\$320	7
4173	Tingalpa	\$350	11	N/A	1	\$310	6
	South West - Inner	\$390	262	\$375	260	\$370	228
4068	Chelmer/Indooroopilly/Taringa	\$390	183	\$375	209	\$380	181
4075	Corinda/Graceville/Oxley/Sherwood	\$390	79	\$375	51	\$330	47
	South West - Outer	\$320	22	\$330	18	\$300	16
4069	Brookfield/Chapel Hill/Kenmore	N/A	3	N/A	2	N/A	2
4074	Jindalee/MtOmmaney/Sumner/Westlake	N/A	1			\$0	0
4076	Darra/Wacol	N/A	4	N/A	4	N/A	4
4078	Forest Lake/Carole Park	\$335	10	\$335	11	\$340	8

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ^a	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BRISBANE CITY	\$410	1689	\$410	1792	\$405	1309
	Bayside	\$410	83	\$405	82	\$390	100
4178	Lindum/Lytton/Wynnum	\$410	47	\$400	49	\$390	40
4179	Lota/Manly	\$430	36	\$415	33	\$390	60
	City - Inner	\$580	67	\$570	55	\$580	42
4000	Brisbane City/Spring Hill	N/A	4	N/A	4	N/A	1
4005	New Farm/Teneriffe	\$628	10	N/A	4	N/A	4
4006	Bowen Hills/Valley/Herston/Newstead	\$460	5	N/A	2	\$525	5
4064	Milton/Paddington/Rosalie	\$635	11	\$560	16	\$650	7
4066	Auchenflower/MtCoatha/Toowong	\$550	11	\$530	9	\$560	7
4067	Ironside/St Lucia	\$580	7	\$538	6	N/A	3
4101	Highgate Hill/South Bris/West End	\$620	13	\$623	6	\$695	10
4169	East Bris/Kangaroo Point	N/A	4	\$490	7	N/A	4
	North - Inner	\$500	112	\$478	144	\$460	82
4007	Ascot/Hamilton	\$580	12	\$550	30	\$620	5
4011	Clayfield/Hendra	\$550	13	\$520	17	\$570	19
4012	Nundah/Toombul/Wavell Heights	\$450	15	\$440	13	\$435	18
4030	Lutwyche/Windsor/Woollowin	\$500	16	\$500	19	\$475	5
4031	Gordon Park/Kedron	\$460	23	\$450	24	\$450	13
4051	Alderley/Enoggera/Gaythorne/Grange/ Newmarket/Wilston	\$470	29	\$450	39	\$435	21
	North - Outer	\$395	213	\$395	194	\$380	160
4013	Northgate	\$460	6	\$435	11	\$410	14
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$375	29	\$375	31	\$365	33
4018	Fitzgibbon/Taigum	\$390	53	\$385	39	\$370	30
4032	Chermside/Craiglea	\$450	37	\$428	52	\$430	22
4034	Aspley/Boondal/Geebung/Zillmere	\$390	71	\$385	53	\$385	46
4036	Bald Hills	\$350	9	\$350	5	\$350	15
	North West - Inner	\$525	16	\$525	21	\$550	17
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$513	10	\$595	10	\$595	7
4060	Ashgrove/Dorrington/St Johns Wood	N/A	4	\$450	9	\$499	7
4065	Bardon/Jubilee/Rainworth	N/A	2	N/A	2	N/A	3
	North West - Outer	\$425	84	\$440	83	\$410	47
4053	Brookside/Everton Park/McDowall/Stafford	\$425	70	\$435	72	\$410	35
4054	Arana Hills/Keperra	\$375	8	N/A	2	\$385	7
4061	The Gap	\$460	6	\$460	9	\$435	5
	South - Inner	\$450	141	\$450	146	\$430	106
4103	Annerley/Fairfield	\$485	20	\$478	36	\$450	16
4104	Yeronga	\$480	11	\$520	11	\$450	9
4105	Clifton Hill/Moorooka/Tennyson	\$410	18	\$450	17	\$440	19
4120	Greenslopes/Stones Corner	\$485	11	\$483	16	\$460	12
4121	Ekibin/Holland Park/Taragindi/Wellers Hill	\$438	16	\$430	12	\$430	12
4122	Mansfield/Mt Gravatt/Wishart	\$440	65	\$425	53	\$410	38
	South - Outer	\$395	369	\$395	399	\$390	286
4107	Salisbury	\$470	7	\$440	12	\$485	8
4109	Altham/Macgregor/Robertson/Sunnybank	\$410	52	\$400	45	\$400	49
4110	Acacia Ridge/Larapinta/Willowong	\$360	28	\$360	22	N/A	4
4112	Kuraby	\$378	18	\$380	15	\$365	11
4113	Eight Miles Plains/Runcorn	\$410	101	\$410	144	\$400	100
4115	Algeria/Parkinson	\$375	41	\$390	47	\$370	34
4116	Calamvale/Drewvale/Stretton	\$390	110	\$385	110	\$380	75
	South East - Inner	\$495	229	\$495	241	\$470	215
4151	Coorparoo	\$530	13	\$520	15	\$495	14
4152	Camp Hill/Carina/Carindale	\$460	99	\$450	100	\$440	106
4170	Cannon Hill/Morningside/Norman Park	\$493	64	\$490	74	\$480	65
4171	Balmoral/Bulimba/Hawthorne	\$618	32	\$595	42	\$575	24
4172	Murarie	\$530	21	\$500	10	\$465	6
	South East - Outer	\$428	50	\$413	66	\$405	55
4153	Belmont	\$430	7	\$430	7	N/A	2
4154	Gumdale/Ransome/Wakerley	\$428	22	\$410	29	\$415	35
4173	Tingalpa	\$410	17	\$405	20	\$380	18
	South West - Inner	\$443	68	\$400	70	\$430	66
4068	Chelmer/Indooroopilly/Taringa	\$480	28	\$483	24	\$510	20
4075	Carinda/Graceville/Oxley/Sherwood	\$420	40	\$400	46	\$400	46
	South West - Outer	\$355	257	\$350	291	\$360	133
4069	Brookfield/Chapel Hill/Kenmore	N/A	2	\$475	7	\$450	6
4073	Seventeen Mile Rocks/Sinnamon Park	\$430	8	\$435	10	\$410	12
4074	Jindalee/MtOmmaney/Summer/Westlake	\$400	11	\$393	8	\$400	17
4076	Darra/Wacol	\$378	8	\$380	15	N/A	4
4077	Doolandella/Durack/Inala/Richlands	\$355	182	\$350	163	\$355	80
4078	Forest Lake/Carole Park	\$349	46	\$349	87	\$350	14

MOST AFFORDABLE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
ELLEN GROVE	\$290,000	0.7%
INALA	\$367,250	2.3%
ACACIA RIDGE	\$405,000	1.3%
DURACK	\$410,000	-3.0%
ROCKLEA	\$415,000	6.1%

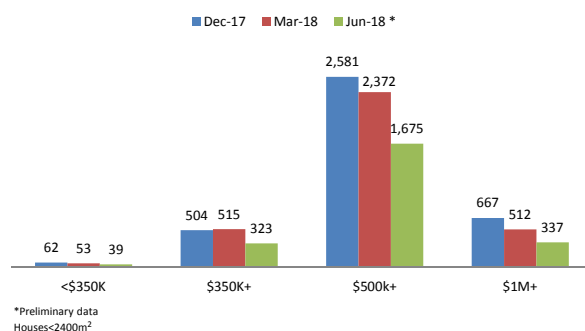
MOST EXPENSIVE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
ROCHEDALE	\$705,000	51.6%
BARDON	\$665,000	10.3%
NEWSTEAD	\$644,500	7.4%
BULIMBA	\$605,000	-1.2%
NEW FARM	\$601,000	0.2%

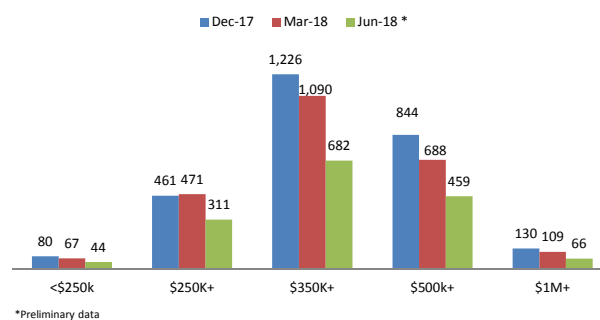
MOST AFFORDABLE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TAIGUM	\$311,000	-7.5%
CARSELDINE	\$315,000	-10.4%
BRACKEN RIDGE	\$325,000	-3.3%
ZILLMERE	\$329,875	-7.1%
ALGESTER	\$335,000	2.5%

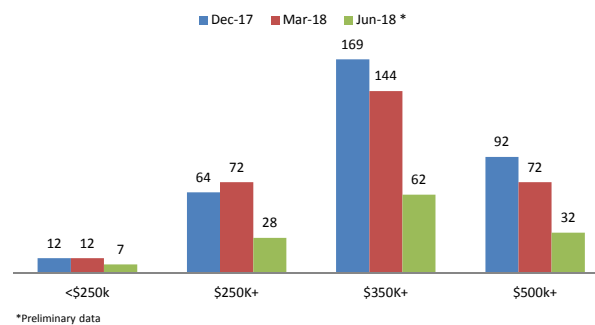
BRISBANE LGA HOUSE SALES



BRISBANE LGA UNIT SALES



BRISBANE LGA LAND SALES



Gold Coast

Houses up 4.5%

Units up 0.9%

Rental market tight at 2% vacancy

House and unit prices in the Gold Coast continued their upward trajectory over the 12 months to June 2018. However, the pace of growth has slowed as sales volumes eased, a trend exhibited throughout most of Queensland.

The annual median house price increased 4.5 per cent, to a new record of \$622,031 in June 2018.

The annual median unit price increased a modest 0.9 per cent, to \$429,000 in June 2018. The Gold Coast was one of the few local government areas in Queensland reporting a larger volume of unit sales compared to houses.

The Gold Coast unit market is the third-most expensive unit market in Queensland following Noosa and Brisbane LGA.

The regional economic fundamentals are solid. June 2018 labour force data revealed an annual increase of employment of 6.7 per cent, which has reduced unemployment to 4.4 per cent (which is below the Queensland average of 6 per cent).

The Gold Coast is also a preferred destination for internal and overseas migration in Australia. ABS data revealed about 6900 net internal residents and 5370 net overseas migrants relocated to the Gold Coast for the year to June 2017. This has put upward pressure on housing demand for the sales and rental sectors.

Tourism is a major generator of economic activity, contributing \$4.7 billion (or 13.8 per cent) to the Gross Regional Product. Tourism will continue to do the heavy lifting in employment creation in this post-Commonwealth Games period, adding about 41,700 jobs or the equivalent to nearly 14 per cent of labour force.

Property ownership in the Gold Coast sits slightly below the Queensland average. Census 2016 data revealed about 60 per cent of dwellings on the Gold Coast are owned outright or with a mortgage, compared to 62 per cent ownership throughout the state.

The rental market remained tight and REIQ data indicates that a rental property is generally vacant for just seven days during the year. Generally speaking, seven days are required between tenancies to ensure a smooth transition.

Rents continued heading north as rental properties were sold to owner-occupiers. This put further pressure on the rental market.

State Government Budget

The State Government has allocated \$680 million for Gold Coast infrastructure development in 2018-2019. This investment will support 2300 jobs in the region.

Transport infrastructure is one of the largest funding recipients. The State Government will contribute \$70 million in 2018-2019 to the Pacific Motorway project – Mudgeeraba to Varsity Lakes. The four-year funding for the Pacific Motorway M1 capital works is expected to be in the vicinity of \$487 million.

The planning for the Gold Coast light rail stage 3A will also commence shortly after a funding allocation of \$2 million was confirmed on budget night.

The education sector will receive about \$40 million to extend, enhance or build education facilities at different locations, including Ormeau, Pimpama, Coomera, Helensvale and Palm Beach.

The Robina Hospital will be upgraded following the allocation of \$8 million to align with best practice for mental health service provision and update the water systems throughout the hospital.

In light of the growing population, infrastructure commitments continue flowing to the region.

Market Outlook

The outlook of the house and unit sales markets is positive. However, as indicated in the March quarter we expect the growth rate in property prices to weaken and probably sit within the modest to moderate range.

The Gold Coast is a preferred destination for internal migration and a hub for tourism activity. The REIQ is confident that the solid infrastructure program will continue supporting property price growth for years to come.

There is no doubt that the trajectory of property prices remains heavily dependent on the strength of the economic fundamentals and a healthy balance between supply and demand for housing.

The outlook of the rental market for the remaining of 2018 is also positive for investors. We expect to see vacancies most likely remaining within the tight to healthy range. However, rents will most likely stabilise or adjust slightly providing financial relief to tenants in the region.

HOUSE MARKET (<2400M²)

The Gold Coast house market has delivered a modest growth for the June quarter, with the median price increasing 0.9 per cent from \$622,000 in March to \$627,500 in June.

The annual house market performance was moderate as the median price increased 4.5 per cent for the past year, to \$622,031 in June 2018.

Median house prices on the Gold Coast grew 32.3 per cent over the past five years, or the equivalent to \$152,031, since June 2013 when the annual median house price was \$470,000.

The growth of the Sunshine Coast house market has now overtaken the growth of the Gold Coast market for the past year.

Five suburbs were in the million-dollar club in June 2018:

- Mermaid Beach
- Surfers Paradise
- Broadbeach Waters
- Clear Island Waters
- Paradise Point

These are the top five most expensive suburbs, with an annual median in the range of \$1 million to \$1.7 million.

Longest-Held Suburbs^{#1}

The suburbs with the longest average hold period for all houses:

- Coolangatta (17.4 years, N/A)
- Tugun (15.7 years, \$650,000)

- Miami (15.6 years, \$757,500)
- Palm Beach (14.9 years, \$795,000)
- Currumbin Valley^ (14.3 years, \$870,000)

Property owners on the Gold Coast tend to hold longer in coastal suburbs with a median price above the local government area of \$622,030. Gold Coast property owners are generally hanging onto property in popular suburbs offering a great lifestyle.

All the top-five suburbs reporting the longest average hold period, with the exception of Currumbin Valley, offer coastal living opportunities. Currumbin Valley also offers a unique rural experience in the hinterland area.

Affordable Houses

Affordable houses in the range of \$448,000 to \$470,000 are usually found in the suburbs of Coomera, Pimpama, Nerang, Jacobs Well and Lower Beechmont.

The price range for the affordable suburbs has widened compared to the previous quarter when the top-five most affordable suburbs had a range of \$451,000 to \$467,000.

General Activity

The dynamics of supply and demand has widened slightly for the past year.

Listing volumes have contracted at a slower pace than the fall in sale volumes, triggering the need to extend the negotiation timeframe and the discount to reach a sale.

Annual house listing volumes reported one of the smallest falls across all areas analysed in the QMM. House listings fell a moderate 4 per cent, from 11,016 in May 2017 to 10,577 in May 2018.

Similarly, the annual volume of house sales fell 14.3 per cent, from 7332 sales in June 2017 to 6286 sales in June 2018.

Median days on market increased from 34 days in May 2017 to 38 days in May 2018.

Median vendor discounting followed a similar trend to days on market as it increased by 0.3 percentage points for the past year. A house in the Gold Coast generally requires a vendor discount of about 4.5 per cent.

UNIT MARKET

Unit prices slipped 3.3 per cent over the June quarter, to a median of \$416,000.

Looking at the annual data, the median unit price increased a small 0.9 per cent, from \$425,000 in June last year to \$429,000 in June this year. This compares to an annual median unit price of \$345,000 in June 2013, representing a five-year median price growth of 24.3 per cent.

The most active point for the unit market was the \$350,000 to \$500,000, representing about 35 per cent of unit sales.

The unit sales market is also larger than the house sales market, reaching about 65 per cent more sales a year.

Similar to the house market trends, unit supply fell at a smaller pace than the fall in demand.

Unit listings reduced 5.7 per cent, to 12,814 for the year to May 2018. Unit sales reduced 20.3 per cent, from 13,105 in June 2017 to 10,439 in June 2018.

Median days on market increased from 46 days in May 2017 to 48 days in May 2018. Despite the increase, the Gold Coast is the fastest-selling local government area for units in the QMM.

RENTAL MARKET

Vacancies in the Gold Coast weakened this quarter, from 1.1 per cent in March to 2 per cent in June. The increase in vacancies this quarter was not a surprise as the end of the Commonwealth Games has released rental stock and new residential developments are starting to gradually hit the market.

Local property managers remained very positive about the future of the rental market as regional infrastructure projects and business activity continue boosting employment opportunities and attracting internal migration.

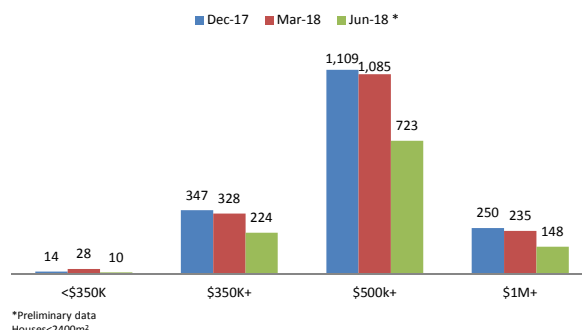
The number of rental properties increased a tiny 0.4 per cent for the past year, to 78,251 rental properties. Anecdotal evidence from regional property managers has revealed that more rental properties are being sold to owner-occupiers, putting downward pressure on the rental stock.

Rents for three-bedroom houses, two-bedroom units and three-bedroom townhouses continued trending upwards, increasing in the range of 4 per cent to 6 per cent for the past year.

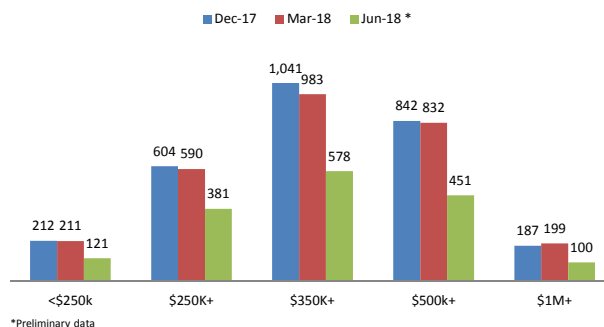
The Gold Coast remained the most expensive rental market in Queensland for three-bedroom houses and two-bedroom units with rents at \$500 a week and \$440 a week, respectively.

Indicative rental yields for houses and units held steady at 4.1 per cent and 5.5 per cent for June 2018.

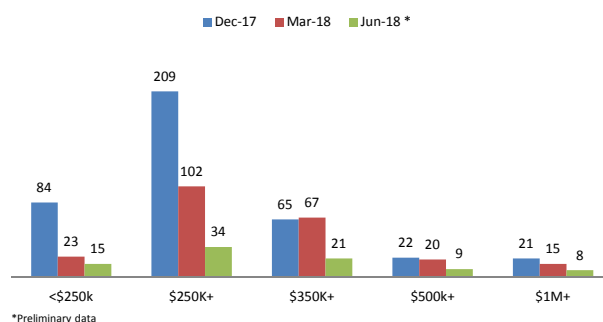
GOLD COAST HOUSE SALES



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)	1176	\$627,500	0.9%	6286	\$622,031	\$595,000	4.5%	\$470,000	32.3%
GOLD COAST (LGA) ^	131	\$893,000	3.8%	688	\$860,000	\$790,000	8.9%	\$640,000	34.4%
ARUNDEL	25	\$640,000	12.3%	143	\$600,000	\$570,000	5.3%	\$477,500	25.7%
ASHMORE	31	\$612,500	4.6%	195	\$596,000	\$580,000	2.8%	\$430,000	38.6%
BENOWA	26	\$940,500	-11.9%	127	\$930,000	\$875,000	6.3%	\$636,000	46.2%
BIGGERA WATERS	13	N/A	N/A	45	\$648,000	\$638,000	1.6%	\$490,000	32.2%
BONOGIN ^	15	N/A	N/A	68	\$822,500	\$770,000	6.8%	\$575,500	42.9%
BROADBEACH WATERS	46	\$1,075,000	-14.0%	203	\$1,120,000	\$1,100,000	1.8%	\$710,000	57.7%
BUNDALL	19	N/A	N/A	101	\$985,500	\$1,030,000	-4.3%	\$710,000	38.8%
BURLLEIGH HEADS	13	N/A	N/A	67	\$827,500	\$775,000	6.8%	\$522,500	58.4%
BURLLEIGH WATERS	27	\$770,500	-6.5%	193	\$800,000	\$750,000	6.7%	\$530,000	50.9%
CARRARA	33	\$585,000	3.4%	129	\$585,000	\$560,000	4.5%	\$435,000	34.5%
CLEAR ISLAND WATERS	10	N/A	N/A	74	\$1,052,500	\$1,201,000	-12.4%	\$737,500	42.7%
COOLANGATTA	3	N/A	N/A	17	N/A	\$673,000	N/A	\$665,000	N/A
COOMABAH	18	N/A	N/A	91	\$521,251	\$480,000	8.6%	\$405,000	28.7%
COOMERA	33	\$452,000	2.7%	121	\$448,000	\$478,000	-6.3%	\$352,500	27.1%
CURRUMBIN	3	N/A	N/A	22	\$859,250	\$834,500	3.0%	\$562,500	52.8%
CURRUMBIN VALLEY ^	7	N/A	N/A	21	\$870,000	\$910,000	-4.4%	\$797,500	9.1%
CURRUMBIN WATERS	18	N/A	N/A	91	\$672,000	\$647,000	3.9%	\$480,000	40.0%
ELANORA	36	\$675,000	-1.5%	185	\$680,000	\$640,000	6.3%	\$475,000	43.2%
GILSTON	5	N/A	N/A	34	\$600,000	\$580,000	3.5%	\$466,000	28.8%
HELENSVALE	43	\$620,000	1.6%	266	\$590,000	\$581,000	1.6%	\$460,000	28.3%
HIGHLAND PARK	18	N/A	N/A	84	\$570,000	\$515,000	10.7%	\$398,000	43.2%
HOLLYWELL	8	N/A	N/A	52	\$810,000	\$620,500	30.5%	\$492,500	64.5%
HOPE ISLAND	23	\$950,000	38.2%	64	\$739,750	\$639,500	15.7%	\$467,500	58.2%
JACOBS WELL	4	N/A	N/A	70	\$467,000	\$437,000	6.9%	\$367,500	27.1%
LABRADOR	14	N/A	N/A	101	\$539,000	\$530,000	1.7%	\$382,500	40.9%
LOWER BEECHMONT	3	N/A	N/A	23	\$470,000	\$440,000	6.8%	\$315,000	49.2%
MAUDSLAND	11	N/A	N/A	66	\$541,500	\$530,000	2.2%	\$427,000	26.8%
MERMAID BEACH	10	N/A	N/A	64	\$1,655,000	\$1,550,000	6.8%	\$850,000	94.7%
MERMAID WATERS	29	\$847,500	-1.9%	162	\$870,000	\$864,500	0.6%	\$610,000	42.6%
MERRIMAC	15	N/A	N/A	67	\$530,000	\$519,000	2.1%	\$380,000	39.5%
MIAMI	11	N/A	N/A	58	\$757,500	\$750,000	1.0%	\$490,000	54.6%
MOLENDINAR	18	N/A	N/A	85	\$582,000	\$589,000	-1.2%	\$460,000	26.5%
MUDGEERABA	28	\$584,000	-4.1%	157	\$590,200	\$555,000	6.3%	\$430,000	37.3%
MUDGEERABA ^	4	N/A	N/A	48	\$855,000	\$795,000	7.6%	\$617,000	38.6%
NERANG	38	\$461,250	-2.9%	177	\$465,000	\$432,500	7.5%	\$344,000	35.2%
NERANG ^	5	N/A	N/A	29	\$900,000	\$800,000	12.5%	\$700,000	28.6%
ORMEAU	34	\$470,000	-3.1%	218	\$472,000	\$462,250	2.1%	\$405,000	16.5%
ORMEAU HILLS	18	N/A	N/A	81	\$530,000	\$482,000	10.0%	\$447,000	18.6%
OXENFORD	27	\$524,500	-0.6%	182	\$530,000	\$507,500	4.4%	\$408,500	29.7%
PACIFIC PINES	44	\$520,000	-8.6%	248	\$536,500	\$525,000	2.2%	\$450,000	19.2%
PALM BEACH	27	\$790,000	-2.3%	151	\$795,000	\$755,750	5.2%	\$512,500	55.1%
PARADISE POINT	20	\$1,019,000	-1.1%	131	\$1,023,000	\$1,050,000	-2.6%	\$828,500	23.5%
PARKWOOD	24	\$565,000	-4.4%	123	\$591,250	\$611,500	-3.3%	\$450,000	31.4%
PIMPAMA	39	\$485,000	7.1%	181	\$460,000	\$494,002	-6.9%	\$366,000	25.7%
REEDY CREEK	16	N/A	N/A	94	\$805,000	\$787,000	2.3%	\$615,000	30.9%
ROBINA	70	\$670,000	-1.5%	311	\$690,000	\$665,000	3.8%	\$507,500	36.0%
RUNAWAY BAY	31	\$920,000	-4.2%	124	\$986,000	\$955,000	3.3%	\$710,000	38.9%
SOUTHPORT	38	\$575,000	-2.6%	192	\$600,000	\$549,000	9.3%	\$415,000	44.6%
SPRINGBROOK	1	N/A	N/A	18	N/A	\$390,000	N/A	\$272,500	N/A
SURFERS PARADISE	19	N/A	N/A	95	\$1,350,000	\$1,362,500	-0.9%	\$1,100,000	22.7%
TALLAI ^	6	N/A	N/A	40	\$895,000	\$922,500	-3.0%	\$706,000	26.8%
TALLEBUDGERA ^	10	N/A	N/A	49	\$920,000	\$815,000	12.9%	\$650,000	41.5%
TALLEBUDGERA VALLEY ^	5	N/A	N/A	37	\$1,080,000	\$825,000	30.9%	\$782,500	38.0%
TUGUN	12	N/A	N/A	69	\$650,000	\$600,000	8.3%	\$440,000	47.7%
UPPER COOMERA	77	\$506,000	3.3%	466	\$490,000	\$480,000	2.1%	\$380,000	28.9%
VARSITY LAKES	23	\$627,500	-2.0%	150	\$621,000	\$613,500	1.2%	\$470,000	32.1%
WONGAWALLAN ^	5	N/A	N/A	22	\$941,500	\$807,500	16.6%	\$647,500	45.4%
WORONGARY	8	N/A	N/A	45	\$510,750	\$480,000	6.4%	\$375,000	36.2%
WORONGARY ^	13	N/A	N/A	43	\$762,500	\$751,000	1.5%	\$580,000	31.5%

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)	1687	\$416,000	-3.3%	10439	\$429,000	\$425,000	0.9%	\$345,000	24.3%
ARUNDEL	10	N/A	N/A	100	\$342,000	\$345,000	-0.9%	\$300,000	14.0%
ASHMORE	18	N/A	N/A	107	\$343,000	\$330,000	3.9%	\$250,000	37.2%
BENOWA	16	N/A	N/A	115	\$528,500	\$600,000	-11.9%	\$543,000	-2.7%
BIGGERA WATERS	57	\$350,500	-16.6%	357	\$429,000	\$457,750	-6.3%	\$329,000	30.4%
BILINGA	11	N/A	N/A	68	\$571,875	\$515,000	11.0%	\$341,500	67.5%
BROADBEACH	72	\$529,000	0.8%	504	\$520,000	\$550,000	-5.5%	\$460,000	13.0%
BROADBEACH WATERS	20	\$520,000	-1.0%	76	\$465,000	\$452,500	2.8%	\$350,000	32.9%
BUNDALL	8	N/A	N/A	58	\$405,750	\$459,900	-11.8%	\$322,500	25.8%
BURLLEIGH HEADS	66	\$532,500	7.6%	344	\$509,500	\$491,500	3.7%	\$360,000	41.5%
BURLLEIGH WATERS	21	\$465,000	-3.5%	150	\$453,000	\$420,500	7.7%	\$315,000	43.8%
CARRARA	33	\$427,000	-11.0%	223	\$450,000	\$479,900	-6.2%	\$413,000	9.0%
CLEAR ISLAND WATERS	12	N/A	N/A	46	\$459,000	\$430,000	6.7%	\$420,000	9.3%
COOLANGATTA	49	\$625,000	0.4%	264	\$550,000	\$525,000	4.8%	\$390,000	41.0%
COOMABAH	31	\$351,000	-2.5%	150	\$360,000	\$353,000	2.0%	\$300,000	20.0%
COOMERA	37	\$440,000	-20.7%	284	\$504,000	\$404,900	24.5%	\$470,000	7.2%
CURRUMBIN	12	N/A	N/A	94	\$515,000	\$550,000	-6.4%	\$387,500	32.9%
CURRUMBIN WATERS	18	N/A	N/A	77	\$420,000	\$420,000	0.0%	\$285,500	47.1%
ELANORA	17	N/A	N/A	74	\$402,250	\$364,000	10.5%	\$285,000	41.1%
HELENSVALE	24	\$600,500	24.8%	163	\$499,000	\$544,500	-8.4%	\$318,000	56.9%
HIGHLAND PARK	6	N/A	N/A	35	\$310,000	\$305,000	1.6%	\$275,000	12.7%
HOLLYWELL	5	N/A	N/A	33	\$720,000	\$738,000	-2.4%	\$635,000	13.4%
HOPE ISLAND	53	\$575,000	-24.6%	495	\$710,000	\$620,000	14.5%	\$467,500	51.9%
LABRADOR	86	\$355,200	6.0%	470	\$355,000	\$353,500	0.4%	\$284,250	24.9%
MAIN BEACH	42	\$687,500	-2.8%	249	\$760,000	\$662,500	14.7%	\$572,500	32.8%
MERMAID BEACH	44	\$467,000	21.3%	285	\$428,500	\$415,000	3.3%	\$308,000	39.1%
MERMAID WATERS	31	\$417,500	0.0%	191	\$395,000	\$390,000	1.3%	\$292,500	35.0%
MERRIMAC	14	N/A	N/A	124	\$399,700	\$360,000	11.0%	\$300,000	33.2%
MIAMI	42	\$493,000	-0.2%	221	\$495,000	\$475,000	4.2%	\$339,200	45.9%
MUDGEERABA	20	\$365,500	-3.8%	103	\$380,000	\$400,000	-5.0%	\$355,000	7.0%
NERANG	32	\$308,000	-6.2%	170	\$325,750	\$320,000	1.8%	\$256,000	27.2%
ORMEAU	7	N/A	N/A	57	\$375,000	\$358,000	4.8%	\$305,000	23.0%
OXENFORD	20	\$315,000	-4.7%	116	\$330,000	\$318,000	3.8%	\$243,500	35.5%
PACIFIC PINES	14	N/A	N/A	109	\$355,000	\$370,000	-4.1%	\$348,000	2.0%
PALM BEACH	53	\$457,500	-19.7%	288	\$475,000	\$445,500	6.6%	\$325,000	46.2%
PARADISE POINT	25	\$700,000	-6.2%	157	\$712,500	\$687,500	3.6%	\$577,500	23.4%
PARKWOOD	2	N/A	N/A	23	\$550,000	\$347,000	2.3%	\$315,000	12.7%
PIMPAMA	21	\$399,950	0.4%	207	\$399,900	\$340,000	17.6%	\$389,700	2.6%
REEDY CREEK	11	N/A	N/A	58	\$368,300	\$350,000	5.2%	\$256,000	43.9%
ROBINA	63	\$450,000	-1.1%	388	\$459,000	\$455,000	0.9%	\$410,000	12.0%
RUNAWAY BAY	28	\$462,500	-17.8%	161	\$470,000	\$485,000	-3.1%	\$432,500	8.7%
SOUTHPORT	147	\$325,000	-16.7%	825	\$384,000	\$400,000	-4.0%	\$300,000	28.0%
SURFERS PARADISE	233	\$379,000	2.6%	1328	\$375,000	\$386,750	-3.0%	\$348,000	7.8%
TUGUN	28	\$507,000	10.5%	141	\$465,000	\$450,000	3.3%	\$350,000	32.9%
UPPER COOMERA	30	\$380,000	4.1%	166	\$380,000	\$373,900	1.6%	\$286,000	32.9%
VARSITY LAKES	58	\$440,000	-0.3%	439	\$445,500	\$450,000	-1.0%	\$360,000	23.8%

SALES MARKET - VACANT LAND <2400m ²									
GOLD COAST (LGA)	71	\$279,900	-3.2%	922	\$278,250	\$259,500	7.2%	\$226,750	22.7%
GOLD COAST (LGA) ^	16	N/A	N/A	118	\$494,500	\$445,000	11.1%	\$350,000	41.3%
COOMERA	18	N/A	N/A	121	\$265,000	\$250,000	6.0%	\$223,250	18.7%
ELANORA	1	N/A	N/A	2	N/A	\$363,750	N/A	\$300,000	N/A
GILSTON	1	N/A	N/A	7	N/A	\$345,000	N/A	\$238,000	N/A
HELENSVALE	5	N/A	N/A	89	\$389,900	\$359,900	8.3%	\$510,000	-23.5%
HOPE ISLAND	0	N/A	N/A	9	N/A	\$655,000	N/A	\$460,000	N/A
MAUDSLAND	3	N/A	N/A	25	\$295,000	\$282,000	4.6%	\$230,000	28.3%
ORMEAU	6	N/A	N/A	63	\$246,000	\$236,000	4.2%	\$225,000	9.3%
ORMEAU HILLS	1	N/A	N/A	21	\$260,000	\$248,750	4.5%	\$206,055	26.2%
PACIFIC PINES	0	N/A	N/A	1	N/A	\$-	N/A	\$249,495	N/A
PIMPAMA	15	N/A	N/A	377	\$268,000	\$255,000	5.1%	\$228,500	17.3%
REEDY CREEK	3	N/A	N/A	9	N/A	\$380,000	N/A	\$292,262	N/A
UPPER COOMERA	2	N/A	N/A	42	\$275,000	\$270,000	1.9%	\$220,950	24.5%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$500	847	\$475	906	\$420	1005
4208	Gilberton/Jacobs Well/Ormeau	\$415	20	\$400	22	\$370	30
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$405	123	\$400	151	\$365	73
4210	Oxenford/Studio Village/Wangawallan	\$420	19	\$420	16	\$390	27
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$450	85	\$430	95	\$385	124
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$530	45	\$515	42	\$435	45
4213	Austinville/Mudgeeraba/Springbrook/ Tallai/ Worongary	\$510	29	\$510	28	\$430	37
4214	Arundel/Ashmore/Ernest/ Parkwood	\$490	61	\$460	78	\$400	87
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$470	88	\$450	93	\$385	105
4216	Biggera Wtrrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$495	70	\$470	59	\$390	77
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$615	32	\$590	43	\$575	52
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$618	54	\$600	41	\$500	83
4220	Andrews/Burleigh/Miami/Tally Valley	\$595	50	\$578	62	\$465	52
4221	Elanora/Palm Bch	\$600	42	\$590	42	\$440	46
4223	Curumbin/Currumbin Valley	\$590	15	\$550	19	\$410	19
4224	Tugun	\$520	7	\$475	7	\$440	14
4226	Kerrydale/Merrimac/Robina	\$535	61	\$530	57	\$450	76
4227	Reedy Ck/Stephens/Varsity Lakes	\$550	38	\$500	38	\$430	41
	Scenic Rim Regional	\$320	116	\$320	112	\$300	112
4270	Tamborine/ Biddaddaba/ Boyland/ Mundoolun/ Wanglepong	N/A	4	\$460	6	\$370	8
4272	Mt Tamborine	\$445	24	\$465	21	\$360	9
4285	Beaudesert/ Cedar Vale/ Innisplain/ Koorallbyn/ Lamington	\$320	54	\$320	55	\$300	45
4309	Arathula/ Kalbar	N/A	4	\$300	9	\$265	9
4310	Boonah/ Dugandien/ Mt Alford	\$288	18	\$280	14	\$250	17

RENTAL MARKET - 2 BED UNITS

	GOLD COAST CITY	\$440	2209	\$420	2366	\$350	2487
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$340	18	\$335	8	\$300	11
4210	Oxenford/Studio Village/Wongawallan	\$330	13	\$330	18	\$290	22
4211	Advancetown/Beechmont/ Binna Burra/Carara/ Gaven/ Nerang	\$400	36	\$370	43	\$310	35
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$420	29	\$423	28	\$390	44
4214	Arundel/Ashmore/Ernest/ Parkwood	\$390	17	\$340	17	\$290	28
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$400	474	\$390	542	\$340	513
4216	Biggera Whrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$410	205	\$400	210	\$330	174
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$460	438	\$460	454	\$380	567
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$430	285	\$410	283	\$360	375
4220	Andrews/Burleigh/Miami/Tally Valley	\$450	176	\$430	187	\$360	194
4221	Elanora/Palm Bch	\$410	121	\$380	132	\$310	139
4223	Curumbin/Currumbin Valley	\$450	25	\$410	38	\$350	46
4224	Tugun	\$400	35	\$405	38	\$310	40
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	\$410	109	\$380	100	\$325	125
4226	Kerrydale/Merrimac/Robina	\$450	75	\$440	93	\$385	46
4227	Reedy Ck/Stephens/Varsity Lakes	\$470	145	\$450	170	\$350	121
	Scenic Rim Regional	\$265	30	\$265	41	\$216	37
4285	Beaudesert/ Cedar Vale/ Innisplain/ Koorallbyn/ Lamington/ etc	\$265	22	\$233	32	\$200	28

“The annual median house price increased 4.5 per cent, to a new record of \$622,031 in June 2018.”

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$440	919	\$420	1036	\$375	1181
4208	Gilberton/Jacobs Well/Ormeau	\$405	7	\$390	11	\$370	14
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$395	181	\$380	178	\$340	174
4210	Oxenford/Studio Village/Wongawallan	\$400	13	\$365	12	\$350	15
4211	Advancetown/Beechmont/ Binna Burra/Carara/ Gaven/ Nerang	\$415	126	\$400	180	\$360	215
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$500	58	\$485	52	\$420	38
4213	Austinville/Mudgeeraba/Springbrook/ Tallai/ Worangary	\$423	30	\$413	36	\$350	39
4214	Arundel/Ashmore/Ernest/ Parkwood	\$410	44	\$400	39	\$360	43
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$435	80	\$420	123	\$385	120
4216	Biggera Whrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$450	52	\$440	69	\$355	102
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$550	40	\$450	43	\$450	54
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$518	26	\$500	24	\$390	25
4220	Andrews/Burleigh/Miami/Tally Valley	\$560	27	\$530	30	\$365	38
4221	Elanora/Palm Bch	\$525	25	\$550	23	\$380	34
4223	Curumbin/Currumbin Valley	\$470	12	\$488	14	\$365	17
4224	Tugun	\$510	8	\$470	14	\$430	29
4226	Kerrydale/Merrimac/Robina	\$530	137	\$490	132	\$430	142
4227	Reedy Ck/Stephens/Varsity Lakes	\$485	52	\$465	52	\$400	75

MOST EXPENSIVE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
MERMAID BEACH	\$1,655,000	6.8%
SURFERS PARADISE	\$1,350,000	-0.9%
BROADBEACH WATERS	\$1,120,000	1.8%
CLEAR ISLAND WATERS	\$1,052,500	-12.4%
PARADISE POINT	\$1,023,000	-2.6%

MOST AFFORDABLE SUBURBS - HOUSES <2400M²

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
COOMERA	\$448,000	-6.3%
PIMPAMA	\$460,000	-6.9%
NERANG	\$465,000	7.5%
JACOBS WELL	\$467,000	6.9%
LOWER BEECHMONT	\$470,000	6.8%

MOST EXPENSIVE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
MAIN BEACH	\$760,000	14.7%
HOLLYWELL	\$720,000	-2.4%
PARADISE POINT	\$712,500	3.6%
HOPE ISLAND	\$710,000	14.5%
BILINGA	\$571,875	11.0%

MOST AFFORDABLE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
HIGHLAND PARK	\$310,000	1.6%
NERANG	\$325,750	1.8%
OXENFORD	\$330,000	3.8%
ARUNDEL	\$342,000	-0.9%
ASHMORE	\$343,000	3.9%



Toowoomba

Houses up by 1.1% for the year
Units held steady for the year
Rental market is tight at 1.8% vacancy

The Toowoomba property market has generally been a steady performer over the past year, with house prices increasing a modest 1.1 per cent and unit prices holding steady since June 2017.

The annual median house price in Toowoomba was \$355,000 for the 12 months to June, and for units was \$305,000.

The market trend indicators, for both houses and units, revealed a significant fall in listing volumes coupled with a slight reduction in median days on market and median vendor discounting for the year to May 2018. This meant that the fall in supply levels has accelerated the negotiation of sales and reduced the median discounting for the past 12 months.

The rental market performed well over the June quarter as vacancies tightened to 1.8 per cent.

The affordability of property prices fosters ownership and as a result there is a smaller percentage of rented dwellings in Toowoomba compared with Queensland levels. Census 2016 data revealed that about 65 per cent of dwellings in Toowoomba are owned outright or with a mortgage and 32 per cent are rented. This compares to 62 per cent of dwellings owned outright or with a mortgage and 34 per cent of dwellings rented across Queensland.

The regional economic fundamentals are solid. Unemployment is below the state average and new business investment is attracted to the region.

The jobless rate has fallen from 5.7 per cent in June 2017 to 5.1 per cent in June this year, indicating the region has a stronger job market compared to Queensland.

Large corporates like Boral, Spiecapag, Schlumberger, and IOR Petroleum have secured sites in the Toowoomba Enterprise hub. Employment generated in the hub is expected to maintain property prices in the region and generate demand for rentals.

The Inland Rail Project scheduled for completion in 2025 is forecast to support the transformation of Toowoomba into an inland export port.

Toowoomba's Wellcamp Airport is running weekly freight flights to Hong Kong. The future rail connection will more easily connect inland towns in New South Wales and Queensland with the airport, reducing transportation costs.

The airport's storage capacity to support the export market is also forecast to be extended with the construction of a \$60 million multi-modal facility to store primary produce and manufactured products.

State Government Budget

The Darling Downs region will receive about \$1.2 billion in infrastructure investment, delivering around 4100 regional jobs.

This includes \$543.3 million for the Toowoomba Second Range Crossing.

The \$635 million Warrego Highway Upgrade program will receive nearly \$151 million in 2018-2019 to complete the Oakey to Miles safety upgrade, the Dalby to Miles overtaking lanes, Dalby Eastern and Western Access upgrades and the Drillham to Palardo upgrade. A portion of the workforce for this project resides in the Toowoomba local government area.

Continuing with the State Government Budget commitment on healthcare, the Toowoomba Hospital will add 31 new beds.

The Toowoomba Hospital will also receive \$3 million for a business case on the proposed redevelopment project.

The Toowoomba population increased by 1.1 per cent in the year to June 2017 driving demand for improved healthcare services.

The education sector has been allocated more than \$25 million to build a new performing arts centre at Centenary Heights State High School and to build additional classrooms at Highfields State Secondary College and Harristown State High School.

Market Outlook

The outlook for the sales market remains steady for the remainder of 2018. However, the unit market may still face challenges due to the increase in unit developments.

The outlook for the rental market remains positive and supported by a proactive landlord approach to negotiate rents in the aim to reduce vacancies.

HOUSE MARKET (<2400M²)

The June quarter median house price increased a modest 0.6 per cent, to \$353,000.

Looking at the annual data, the house market increased a modest 1.1 per cent, from \$351,000 in June 2017 to \$355,000 in June 2018.

Over the past five years, house prices increased 15.4 per cent or \$47,250. This increase is equivalent to a price gain of \$9,450 a year.

Longest-Held Suburbs^{#1}

Suburbs with the longest average hold period for all houses:

- Oakey (12.6 years, \$241,500)
- Harlaxton (11.8 years, \$283,250)
- Pittsworth (11.5 years, \$286,000)
- Wilsonton Heights (11.2 years, \$250,000)
- Crows Nest (10.8 years, \$285,000)

These suburbs have median prices below the local government median price of \$355,000, which could be an indicator that Toowoomba owners of affordable property favour longer-term ownership.

Oakey, Pittsworth and Crows Nest are country towns located 30km to 45km from Toowoomba City. Harlaxton and Wilsonton Heights are suburbs in close proximity to the CBD.

General Activity

Listing and sale volumes have trended downwards for the past year, supporting the equilibrium of supply and demand.

Listing volumes fell 22.1 per cent, from 5000 house listings in May 2017 to 3896 house listings in May 2018. This trend put

downward pressure on the stock on market, which fell to 7.6 per cent in May 2018.

The volume of house sales fell by 13.8 per cent for the year to June 2018, from 2214 sales in June 2017 to 1908 sales in June 2018.

Median days on market and median vendor discounting improved slightly for the past year. A house in Toowoomba needs about 52 days and a discount of 4.5 per cent to close the sale.

UNIT MARKET

Unit prices recovered for the June quarter as the median price increased by 3.3 per cent, from \$300,00 in March 2018 to \$310,000 in June 2018.

Over the past year, unit prices held steady at \$305,000 showing some market resilience to the reduction of annual sale volumes.

The medium-term unit market performance has been one of the strongest in all regional areas in the Queensland Market Monitor. A Toowoomba unit increased in value 15.1 per cent or the equivalent of \$8000 a year for the past five years.

Similar to Queensland trends, listing volumes and stock on market for units fell substantially for the year to May 2018. This reduction offset the fall in unit demand for the past year and supported a steady annual median unit price.

In light of the lower stock on market, median days on market and median vendor discount reduced for the past year by five days and 0.4 percentage points.

A unit in Toowoomba currently takes about 77 days and a negotiated discount of 4.8 per cent to reach a sale.

RENTAL MARKET

For a second consecutive quarter, Toowoomba vacancies tightened from 3.1 per cent in December 2017 to 1.8 per cent in June 2018. Property managers highlighted the increase in demand from Singapore Air Force employees as one of the factors supporting lower vacancies.

Similar to other rental markets in Queensland, landlords in Toowoomba proactively negotiated rents aiming to minimise vacancies and secure tenancy agreements.

The June 2018 rental data revealed a quarterly fall in the median rent of up to \$10 a week for three-bedroom houses, two-bedroom units and three-bedroom townhouses.

Over the past year, rents for three-bedroom houses and two-bedroom units have held steady at \$300 and \$250 a week.

The size of the rental market in Toowoomba increased 2.8 per cent for the past year, to reach 19,130 rental properties in June 2018. This represented about 32 per cent of the total regional dwellings compared to 34 per cent in Queensland.

The number of rental units increased from 6708 in June 2017 to 7166 in June 2018.

House and unit yields trended downwards for the June quarter due to a consistent fall on the weekly rental costs for three-bedroom houses and two-bedroom units.

An investor in Toowoomba should expect to gain annual rental yields in the range of 4 per cent to 4.5 per cent compared to a range 4.5 per and 5 per cent reported over the March quarter.

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)	320	\$353,000	0.6%	1908	\$355,000	\$351,000	1.1%	\$307,750	15.4%
TOOWOOMBA (LGA) ^	72	\$505,000	-1.9%	448	\$527,250	\$501,000	5.2%	\$440,000	19.8%
CENTENARY HEIGHTS	19	N/A	N/A	113	\$365,300	\$368,000	-0.7%	\$320,000	14.2%
CROWS NEST	7	N/A	N/A	35	\$285,000	\$265,000	7.6%	\$255,000	11.8%
DARLING HEIGHTS	10	N/A	N/A	48	\$344,000	\$338,000	1.8%	\$310,000	11.0%
EAST TOOWOOMBA	13	N/A	N/A	91	\$432,500	\$476,000	-9.1%	\$372,000	16.3%
GLENVALE	13	N/A	N/A	75	\$355,000	\$355,000	0.0%	\$335,000	6.0%
GLENVALE ^	2	N/A	N/A	10	N/A	\$556,000	N/A	\$520,500	N/A
HARLAXTON	1	N/A	N/A	30	\$283,750	\$267,500	6.1%	\$250,000	13.5%
HARRISTOWN	19	N/A	N/A	134	\$301,000	\$315,000	-4.4%	\$268,500	12.1%
HIGHFIELDS	12	N/A	N/A	48	\$477,500	\$455,000	5.0%	\$444,000	7.5%
HIGHFIELDS ^	8	N/A	N/A	78	\$533,375	\$529,000	0.8%	\$459,000	16.2%
KEARNEYS SPRING	21	\$364,000	-6.3%	107	\$389,000	\$378,000	2.9%	\$330,000	17.9%
KINGSTHORPE	1	N/A	N/A	18	N/A	\$319,500	N/A	\$246,000	N/A
KLEINTON	5	N/A	N/A	42	\$516,250	\$515,000	0.2%	\$425,000	21.5%
MERINGANDAN WEST ^	1	N/A	N/A	18	N/A	\$400,000	N/A	\$322,500	N/A
MIDDLE RIDGE	16	N/A	N/A	93	\$535,000	\$518,125	3.3%	\$450,000	18.9%
MOUNT LOFTY	12	N/A	N/A	73	\$490,000	\$450,000	8.9%	\$336,200	45.7%
NEWTOWN	29	\$322,500	4.0%	143	\$305,000	\$310,000	-1.6%	\$255,250	19.5%
NORTH TOOWOOMBA	6	N/A	N/A	51	\$292,000	\$310,000	-5.8%	\$268,000	9.0%
Oakey	6	N/A	N/A	39	\$241,500	\$217,500	11.0%	\$193,000	25.1%
PITTSWORTH	3	N/A	N/A	34	\$286,000	\$310,000	-7.7%	\$280,000	2.1%
RANGEVILLE	25	\$440,000	-5.9%	161	\$445,000	\$435,000	2.3%	\$382,000	16.5%
ROCKVILLE	4	N/A	N/A	38	\$280,000	\$270,175	3.6%	\$245,000	14.3%
SOUTH TOOWOOMBA	19	N/A	N/A	101	\$320,000	\$338,000	-5.3%	\$277,000	15.5%
TOOWOOMBA CITY	7	N/A	N/A	38	\$342,000	\$395,000	-13.4%	\$270,000	26.7%
WESTBROOK	15	N/A	N/A	74	\$440,000	\$460,000	-4.4%	\$409,000	7.6%
WILSONTON	18	N/A	N/A	79	\$310,000	\$304,000	2.0%	\$279,500	10.9%
WILSONTON HEIGHTS	7	N/A	N/A	42	\$250,000	\$290,750	-14.0%	\$259,750	-3.8%
WYREEMA	5	N/A	N/A	16	N/A	\$319,500	N/A	\$286,750	N/A

SURROUNDS									
GOONDIWINDI (LGA)	16	N/A	N/A	103	\$265,000	\$287,500	-7.8%	\$222,050	19.3%
GOONDIWINDI	12	N/A	N/A	74	\$318,000	\$315,500	0.8%	\$268,000	18.7%
SOUTHERN DOWNS (LGA)	68	\$247,500	-2.2%	387	\$250,000	\$247,000	1.2%	\$225,000	11.1%
SOUTHERN DOWNS (LGA) ^	22	\$340,000	-2.9%	193	\$358,500	\$355,000	1.0%	\$295,000	21.5%
STANTHORPE	18	N/A	N/A	94	\$260,000	\$240,000	8.3%	\$231,000	12.6%
WARWICK	31	\$265,000	-5.4%	195	\$255,000	\$250,000	2.0%	\$237,750	7.3%
WESTERN DOWNS (LGA)	41	\$177,500	-9.4%	256	\$195,000	\$185,000	5.4%	\$310,000	-37.1%
WESTERN DOWNS (LGA) ^	17	N/A	N/A	127	\$315,000	\$290,000	8.6%	\$416,250	-24.3%
CHINCHILLA	9	N/A	N/A	80	\$195,000	\$195,250	-0.1%	\$385,000	-49.4%
DALBY	21	\$227,500	1.7%	124	\$223,750	\$225,000	-0.6%	\$250,000	-10.5%
DALBY ^	2	N/A	N/A	48	\$403,500	\$380,000	6.2%	\$450,000	-10.3%

SALES MARKET - UNITS & TOWNHOUSES									
TOOWOOMBA (LGA)	85	\$310,000	3.3%	483	\$305,000	\$305,000	0.0%	\$265,000	15.1%
CENTENARY HEIGHTS	3	N/A	N/A	29	\$339,900	\$370,000	-8.1%	\$319,000	6.6%
EAST TOOWOOMBA	10	N/A	N/A	59	\$346,000	\$317,000	9.2%	\$246,000	40.7%
HARRISTOWN	3	N/A	N/A	40	\$305,000	\$299,900	1.7%	\$193,000	58.0%
HIGHFIELDS	1	N/A	N/A	8	N/A	\$386,000	N/A	\$304,500	N/A
KEARNEYS SPRING	11	N/A	N/A	49	\$294,500	\$286,000	3.0%	\$275,000	7.1%
NEWTOWN	12	N/A	N/A	46	\$240,500	\$299,950	-19.8%	\$237,000	1.5%
RANGEVILLE	6	N/A	N/A	30	\$362,500	\$369,000	-1.8%	\$292,750	23.8%
SOUTH TOOWOOMBA	6	N/A	N/A	53	\$317,500	\$329,000	-3.5%	\$230,400	37.8%
WILSONTON	4	N/A	N/A	28	\$288,500	\$297,925	-3.2%	\$258,000	11.8%

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)	45	\$175,000	-8.9%	337	\$176,000	\$176,300	-0.2%	\$159,438	10.4%
TOOWOOMBA (LGA) ^	7	N/A	N/A	92	\$220,000	\$207,750	5.9%	\$149,000	47.7%
CRANLEY	0	N/A	N/A	4	N/A	\$166,000	N/A	\$155,000	N/A
GLENVALE	0	N/A	N/A	44	\$165,000	\$168,000	-1.8%	\$160,000	3.1%
KEARNEYS SPRING	6	N/A	N/A	56	\$197,000	\$194,500	1.3%	\$160,250	22.9%
KLEINTON	11	N/A	N/A	34	\$193,750	\$196,250	-1.3%	\$159,500	21.5%
MIDDLE RIDGE	0	N/A	N/A	5	N/A	\$255,500	N/A	\$196,500	N/A
WESTBROOK	4	N/A	N/A	19	N/A	\$209,000	N/A	\$152,000	N/A
WYREEMA	1	N/A	N/A	3	N/A	\$162,000	N/A	\$113,500	N/A

SURROUNDS									
SOUTHERN DOWNS (LGA)	12	N/A	N/A	70	\$90,000	\$86,750	3.8%	\$77,500	16.1%

RENTAL MARKET - 3 BED HOUSES		JUN-18		JUN-17		JUN-13	
POST CODE	LOCALITY ¹	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$300	543	\$300	600	\$295	589
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilston	\$310	427	\$310	483	\$300	452
4352	Cabarlah/Gowie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcatt/Wyreema	\$330	18	\$345	24	\$300	20
4355	Crows Nest/Emu Creek	\$270	10	\$265	11	\$240	11
4356	Pittsworth/Mount Tyson	\$270	21	\$270	15	\$295	11
4357	Millmerran	\$275	10	\$275	7	\$245	10
4358	Cambooya/Ramsay	\$290	11	\$310	5	N/A	4
4361	Clifton	\$250	7	\$240	6	\$240	10
4400	Kingsthorpe	N/A	2	\$290	6	\$260	9
4401	Oakey	\$268	20	\$250	23	\$255	41
GOONDIWINDI REGIONAL		\$300	27	\$295	55	\$280	39
4387	Inglewood	N/A	4	\$210	7	N/A	1
4390	Goondivindi	\$305	20	\$300	42	\$285	31
SOUTHERN DOWNS REGIONAL		\$270	99	\$260	120	\$240	148
4362	Allara/Hendon/Talgai/Berat/Deuchar	\$300	6	N/A	4	N/A	2
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$270	71	\$260	67	\$250	86
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$275	16	\$278	36	\$230	44
WESTERN DOWNS REGIONAL		\$240	113	\$220	125	\$350	187
4405	Dalby	\$260	66	\$230	73	\$300	85
4410	Jandowae	N/A	2	N/A	3	N/A	2
4413	Chinchilla	\$220	21	\$178	30	\$450	54
4415	Miles	\$200	9	\$195	12	\$500	18

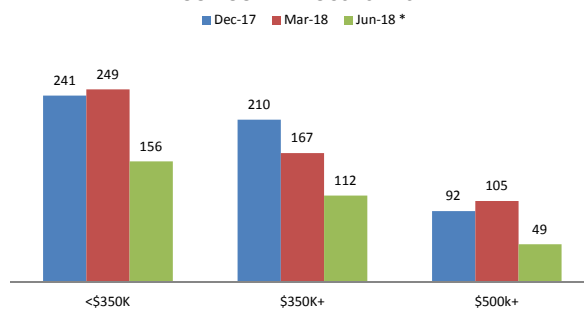
RENTAL MARKET - 2 BED UNITS							
	TOOWOOMBA REGIONAL	\$250	414	\$250	461	\$230	316
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilston	\$250	380	\$250	435	\$230	298
4352	Cabarlah/Gowie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcott/Wyreema	\$253	6	\$250	9	N/A	2
4401	Oakey	\$193	8	N/A	4	\$190	5
4614	Yarraman	N/A	1	N/A	1	\$130	5
	GOONDIWINDI REGIONAL	\$220	25	\$215	22	\$190	35
4390	Goondivindi	\$225	24	\$215	21	\$190	34
	SOUTHERN DOWNS REGIONAL	\$200	48	\$205	56	\$200	54
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$200	32	\$210	42	\$200	36
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$230	15	\$205	11	\$165	14
	WESTERN DOWNS REGIONAL	\$183	54	\$168	66	\$245	58
4405	Dalby	\$178	30	\$185	45	\$230	31
4413	Chinchilla	\$195	18	\$140	13	\$400	19

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ^a	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOOWOOMBA REGIONAL	\$318	34	\$300	34	\$295	25
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Haristown/Kearney Springs/Middle Ridge/Mount Lofy/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wislington	\$318	34	\$300	34	\$295	24
	SOUTHERN DOWNS REGIONAL	N/A	4	\$280	8	\$300	7
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	N/A	4	\$280	7	\$250	5
	WESTERN DOWNS REGIONAL	\$198	8	\$200	13	\$650	6
4405	Dalby	\$0	0	N/A	2	\$0	0
4413	Chinchilla	\$200	7	\$190	11	N/A	4

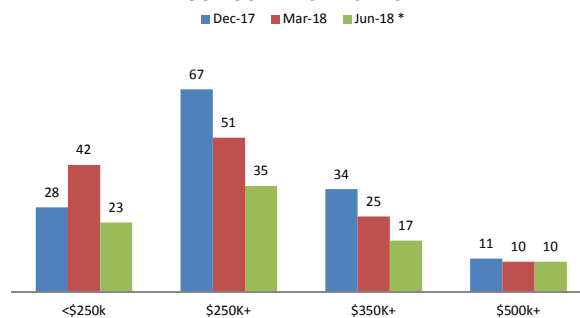
“The size of the rental market in Toowoomba increased 2.8 per cent for the year, to reach 19,130 rental properties in June 2018. This represented about 32 per cent of the total dwellings.”

TOOWOOMBA HOUSE SALES



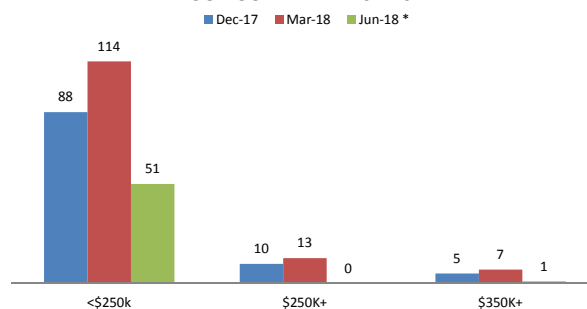
*Preliminary data
Houses<2400m²

TOOWOOMBA UNIT SALES



*Preliminary data

TOOWOOMBA LAND SALES



*Preliminary data

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Sunshine Coast SD

Houses up 6.4% for the year
Units grew 4.9% over the year
Rental market is tight with 2% vacancy

The Sunshine Coast Statistical Division (SD) includes the Sunshine Coast LGA and Noosa Shire.

The Sunshine Coast SD residential property market has overtaken the Gold Coast to claim the title of best annual performer of all areas analysed in the QMM. The annual median house price grew 6.4 per cent and unit prices increased 4.9 per cent for the past year.

The Noosa property market continued going from strength to strength and leads the state for growth. Noosa's annual median house price was \$695,000 for June 2018, outstripping Brisbane LGA's median house price of \$673,000.

Noosa's unit market is also the most expensive in Queensland, with a median price of \$540,000, which is about \$100,000 more expensive than the Brisbane LGA median unit price.

There have been some record-smashing sales on the Sunshine Coast SD (especially in Noosa) since the beginning of the year, with new buyers paying millions for homes that make the most of Noosa's laidback lifestyle and magnificent sea views.

Noosa is one of the top-five locations in Queensland where home ownership is overwhelmingly more popular than renting. According to Census 2016 data, about 71 per cent of dwellings are owned outright or with a mortgage compared to 62 per cent throughout Queensland.

The rental market remained tight over the quarter with consolidated vacancies of 2 per cent and rents generally still showing an upward trend for the year.

Regional Economy

The regional economy is heavily dependent on tourism, which supports \$2.5 billion or the equivalent of nearly 14 per cent of the Gross Regional Product. Tourism also adds 23,200 jobs to the economy or the equivalent to 14 per cent of the labour force.

Unfortunately, the June 2017 data revealed a tiny annual increase of regional tourism activity of only 0.4 per cent and an annual fall in tourism employment of 2.3 per cent.

The June 2018 unemployment rate of 5.7 per cent sits below the Queensland average of 6 per cent. However, it has increased from 5 per cent in June last year due to a higher annual increase of the labour force (7.9 per cent) compared to the annual employment growth (7.1 per cent).

On practical terms, this means that about 13,800 people joined the labour force but only 11,700 new jobs were created for the past year.

The Sunshine Coast is a preferred destination for net internal migration (welcoming about 6120 new internal migrants for the year to June 2017). However, new employment opportunities have not seemed to keep up with job demand over recent months.

State Government Budget

The Sunshine Coast region has been the one the state's biggest winners in the 2018 budget. The infrastructure investment program in the Sunshine Coast and Moreton Bay has been set at \$1.2 billion in 2018-2019, which will deliver around 4100 jobs.

The Bruce Highway upgrade program will be supported with a \$200 million commitment in 2018-2019. This will complement the \$3.3 billion federal budget allocation

Beerburum to Nambour Rail Update

The 2018 State Government Budget included \$160.8 million funding for the Beerburum and Nambour rail upgrade. This commitment will allow the project to get underway without further delays waiting for additional federal funding.

This project involves the duplication of about 20km of North Coast Line between Beerburum and Landsborough.

Health Infrastructure

One of the largest funding recipients in the region was the health sector.

The \$86 million Nambour General Hospital redevelopment will commence construction in early 2019 with a projected completion by late 2022. The project will expand the mental health inpatient unit, the emergency services and the same day rehabilitation unit. The 2018-2019 budget allocation for this project is about \$7 million.

The redevelopment of the Caloundra hospital will continue in 2018-2019 following the funding allocation of \$17 million on budget night in mid-June this year.

The emergency department at the Caboolture Hospital is set to commence a nearly \$20 million expansion, with additional 2018-2019 funding of \$8.8 million.

Other Infrastructure

The Sunshine Coast International Broadband network project will receive \$15 million to support the design and construction of a new international broadband submarine telecommunications cable, cable landing station and back-haul connectivity to Brisbane. This project is sponsored by the local government.

Market Outlook

The prognosis of the house and unit sales markets is positive, considering the pile of infrastructure investment and the popularity as an internal migration destination.

The future of the property market is dependent on the regional economy and employment market growing at least at the same pace as the population growth.

The outlook for the rental market for the remainder of 2018 is stable with vacancies potentially remaining within the tight to healthy range, and rents most likely stabilising over the months ahead.

HOUSE MARKET (<2400M²)

Noosa was the only market in the Sunshine Coast SD reporting a quarterly gain in prices – delivering growth of 1.1 per cent. The June 2018 Noosa median price was \$722,875 compared to \$715,000 in March this year.

Noosa has become the most prestige house market in Queensland, with an annual median price of \$695,000 in June 2018. This meant that median house prices in Noosa were about

\$22,000 more expensive than the median house price in Brisbane LGA.

The Sunshine Coast LGA house market continued performing well for the past year. The annual median house price increased 6.5 per cent or \$35,000, to an annual median of \$575,000.

Over the medium term, the performance of the house market in the Sunshine Coast SD (and especially in Noosa) has not disappointed.

House prices in the Sunshine Coast LGA grew 32.2 per cent for the past five years.

Similarly, house prices in Noosa grew a solid 41.8 per cent for the past five years, or the equivalent to a compound annual rate of 7.2 per cent.

Longest-Held Suburbs^{#1}

Suburbs with the longest average hold period for all houses:

- Dicky Beach (16.1 years, \$749,000) – Sunshine Coast LGA
- Caloundra (15.3 years, \$543,550) – Sunshine Coast LGA
- Battery Hill (14.7 years, \$578,000) – Sunshine Coast LGA
- Yaroomba (14.1 years, \$749,000) – Sunshine Coast LGA
- Golden Beach (13.6 years, \$582,000) – Sunshine Coast LGA

Except for Caloundra, the annual median price of these suburbs is higher than the local government median of \$575,000.

Owners tend to hold onto the property longer when they are on the coast or very close to it. Coastal suburbs also generally tend to have a median price above the local government area median.

Affordable Houses

The top five most-affordable suburbs (of Nambour, Yandina, Burnside, Landsborough and Coes Creek) are located in the Sunshine Coast LGA. They have remained on the list for three consecutive quarters, since December 2017.

House prices have trended upwards even in the most affordable suburbs. The annual median price range in these suburbs in June quarter was \$386,000 to \$443,000, higher than the March range of \$382,250 to \$430,000.

General Activity

Annual house sales volumes fell in the range of 13 to 15 per cent for the past year in Sunshine Coast LGA and Noosa.

The annual fall in listing volumes offset the fall in sales volumes, fostering price increases in the region.

The regional stock on market ranges from 7.9 to 9 per cent in May 2018. Noosa had the largest stock on market compared to the Sunshine Coast LGA.

No significant changes to median days on market and median vendor discount were recorded.

A house in Noosa requires longer and a higher discount to sell compared to a house in the Sunshine Coast LGA. Noosa houses are expensive, potentially reducing the size of the target market.

UNIT MARKET

The Sunshine Coast SD unit market grew 2.1 per cent for the June quarter, from \$425,950 in March to \$435,000 in June.

Looking at the annual data, the unit market performance was the

strongest of all areas analysed in the QMM.

The annual median unit price in the Sunshine Coast LGA increased 4 per cent for the past year, to \$415,000 in June 2018. This compares with a five-year growth of 22.1 per cent, equivalent to a compound annual rate of 4.1 per cent.

In the case of Noosa, the annual median unit price increased a stunning 10.2 per cent for the past year, to \$540,000. This compares with a five-year growth of 35 per cent, equivalent to a compound annual rate of 6.2 per cent.

Similar to the house market, listing volumes for units in the Sunshine Coast SD fell in the range of 17 per cent to 22 per cent for the past year. This put downward pressure on the stock on market, which consistently sat at 9.5 per cent for both Sunshine Coast LGA and Noosa Shire.

Unit price increases throughout the Sunshine Coast SD were supported by shorter days on market and smaller vendor discount in May this year compared to May 2017.

Median days on market and median vendor discounts were longer and higher in Noosa compared to Sunshine Coast LGA.

A house in Noosa required 59 days and a discount of 4.1 per cent to reach a sale. This compares to a house in the Sunshine Coast LGA, which required 51 days and a discount of 3.7 per cent to reach a sale.

RENTAL MARKET

Similar to the Gold Coast, the Sunshine Coast SD rental market weakened this quarter, from 1 per cent in March to 2 per cent in June. All markets throughout the region experienced weaker vacancies, however, most of them, with the exception of the hinterland, operated within the tight range.

Local property managers have noted a fall in tenant enquiries this quarter, which have generally lengthened regional vacancies.

Bonds data revealed that the Sunshine Coast LGA rental market was able to absorb about 640 new rentals for the past year to June 2018 as the number of rental properties exceeded 33,020.

The number of bonds held in the Noosa rental market dropped, from 4347 in June 2017 to 4168 in June 2018. A possible contraction of rental stock has put upward pressure on rents for houses and units in the range of 2 to 4 per cent over the past year.

Noosa is generally a more expensive destination for tenants compared to other regions in the southeast corner. Noosa is the most expensive rental market for three-bedroom townhouses as the median weekly rent was \$545 for the June quarter.

A three-bedroom house in Noosa is the second-most expensive in the QMM, with a weekly median rent of \$480 compared to \$425 in Brisbane.

Rents in the Sunshine Coast LGA have generally stabilised this quarter. However, on an annual basis, rents followed an upward trend increasing from \$5 to \$20 a week for three-bedroom houses, two-bedroom units and three-bedroom townhouses.

Rental yields in Noosa were in the range of 3.5 per cent to 4 per cent, which meant that regional investors put more reliance on capital growth opportunities.

House rental yields in the Sunshine Coast LGA held steady at 4 per cent in June 2018.

MOST EXPENSIVE SUBURBS - HOUSES <2400M²

SUBURB	LGA	ANNUAL MEDIAN SALE	1YR CHANGE
SUNSHINE BEACH	NOOSA	\$1,400,000	16.7%
MINYAMA	SUNSHINE COAST	\$1,310,000	45.8%
NOOSA HEADS	NOOSA	\$1,070,000	16.0%
ALEXANDRA HEADLAND	SUNSHINE COAST	\$1,035,000	4.6%
NOOSAVILLE	NOOSA	\$925,000	-2.6%

MOST AFFORDABLE SUBURBS - HOUSES <2400M²

SUBURB	LGA	ANNUAL MEDIAN SALE	1YR CHANGE
NAMBOUR	SUNSHINE COAST	\$386,000	4.3%
YANDINA	SUNSHINE COAST	\$427,500	6.0%
BURNSIDE	SUNSHINE COAST	\$429,750	2.6%
LANDSBOROUGH	SUNSHINE COAST	\$432,500	13.4%
COES CREEK	SUNSHINE COAST	\$442,500	12.0%

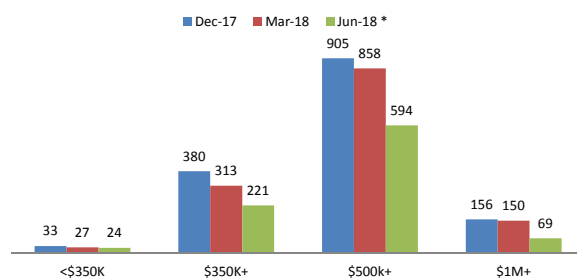
MOST EXPENSIVE SUBURBS - UNITS

SUBURB	LGA	ANNUAL MEDIAN SALE	1YR CHANGE
NOOSA HEADS	NOOSA	\$730,000	12.7%
SUNSHINE BEACH	NOOSA	\$708,000	7.7%
PEREGIAN BEACH	NOOSA	\$601,500	34.6%
SUNRISE BEACH	NOOSA	\$525,000	21.4%
PELICAN WATERS	SUNSHINE COAST	\$485,000	-1.0%

MOST AFFORDABLE SUBURBS - UNITS

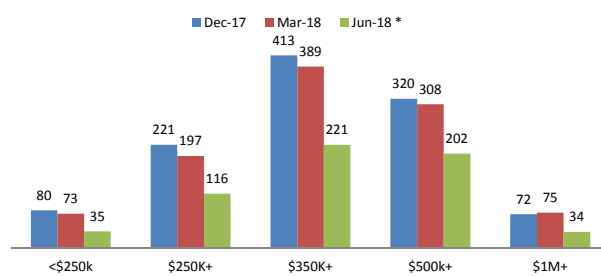
SUBURB	LGA	ANNUAL MEDIAN SALE	1YR CHANGE
NAMBOUR	SUNSHINE COAST	\$265,000	-4.7%
BATTERY HILL	SUNSHINE COAST	\$285,000	7.6%
MARCOOLA	SUNSHINE COAST	\$345,000	-1.4%
WARANA	SUNSHINE COAST	\$350,000	3.7%
TEWANTIN	NOOSA	\$370,000	13.9%

SUNSHINE COAST & NOOSA HOUSE SALES



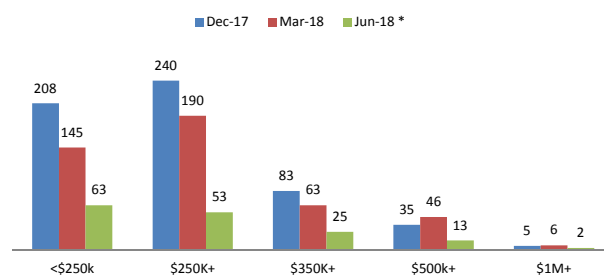
*Preliminary data
Houses <2400m²

SUNSHINE COAST & NOOSA UNIT SALES



*Preliminary data

SUNSHINE COAST & NOOSA LAND SALES



*Preliminary data

“The Noosa property market continued going from strength to strength and leads the state for growth. Noosa’s annual median house price was \$695,000 for June 2018, outstripping Brisbane LGA’s median house price of \$673,000.”



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)	958	\$585,000	-2.5%	5243	\$585,000	\$550,000	6.4%	\$442,500	32.2%
SUNSHINE COAST (SD) ^	176	\$652,500	-7.8%	1216	\$685,000	\$645,000	6.2%	\$520,000	31.7%
SUNSHINE COAST (LGA)	817	\$580,000	-0.9%	4381	\$575,000	\$540,000	6.5%	\$435,000	32.2%
SUNSHINE COAST (LGA) ^	120	\$684,000	-0.2%	806	\$680,000	\$650,000	4.6%	\$520,000	30.8%
ALEXANDRA HEADLAND	0	N/A	N/A	29	\$1,035,000	\$990,000	4.6%	\$725,000	42.8%
AROONA	16	N/A	N/A	68	\$569,500	\$532,500	7.0%	\$430,000	32.4%
BATTERY HILL	9	N/A	N/A	44	\$578,000	\$516,250	12.0%	\$375,000	54.1%
BEERWAH	23	\$460,000	2.7%	109	\$449,000	\$430,000	4.4%	\$370,000	21.4%
BIRTINYA	15	N/A	N/A	51	\$666,000	\$609,000	9.4%	\$535,465	24.4%
BLI BLI	22	\$517,500	-7.2%	125	\$540,000	\$491,280	9.9%	\$374,000	44.4%
BOKARINA	3	N/A	N/A	16	N/A	\$757,500	N/A	\$516,000	N/A
BUDDINA	13	N/A	N/A	59	\$767,000	\$742,500	3.3%	\$493,000	55.6%
BUDERIM	99	\$650,000	-3.5%	508	\$650,000	\$615,000	5.7%	\$485,000	34.0%
BUDERIM ^	5	N/A	N/A	40	\$1,072,000	\$1,000,000	7.2%	\$715,000	49.9%
BURNSIDE	8	N/A	N/A	63	\$429,750	\$418,750	2.6%	\$351,500	22.3%
CALOUNDRA	10	N/A	N/A	32	\$543,550	\$546,250	-0.5%	\$426,000	27.6%
CALOUNDRA WEST	22	\$515,000	-5.1%	151	\$485,000	\$460,000	5.4%	\$385,000	26.0%
COES CREEK	7	N/A	N/A	36	\$442,500	\$395,000	12.0%	\$345,000	28.3%
COOLUM BEACH	28	\$647,500	-6.5%	130	\$675,250	\$607,500	11.2%	\$430,000	57.0%
CURRUMUNDI	18	N/A	N/A	79	\$540,000	\$496,250	8.8%	\$401,500	34.5%
DICKY BEACH	7	N/A	N/A	25	\$749,000	\$700,000	7.0%	\$550,000	36.2%
EUMUNDI	4	N/A	N/A	28	\$523,500	\$532,500	-1.7%	\$397,500	31.7%
EUMUNDI ^	6	N/A	N/A	29	\$1,030,000	\$788,460	30.6%	\$642,500	60.3%
GLASS HOUSE MOUNTAINS	15	N/A	N/A	58	\$490,100	\$461,000	6.3%	\$385,000	27.3%
GLASS HOUSE MOUNTAINS ^	4	N/A	N/A	35	\$515,000	\$550,000	-6.4%	\$420,000	22.6%
GOLDEN BEACH	20	\$590,000	-2.1%	89	\$582,000	\$568,500	2.4%	\$412,000	41.3%
KULLIN	5	N/A	N/A	40	\$503,750	\$469,000	7.4%	\$338,500	48.8%
LANDSBOROUGH	10	N/A	N/A	42	\$432,500	\$381,500	13.4%	\$350,000	23.6%
LITTLE MOUNTAIN	36	\$572,500	4.5%	146	\$553,200	\$532,500	3.9%	\$431,500	28.2%
MALENY	4	N/A	N/A	46	\$502,000	\$534,000	-6.0%	\$420,000	19.5%
MALENY ^	5	N/A	N/A	24	\$730,000	\$700,000	4.3%	\$530,000	37.7%
MARCOOLA	5	N/A	N/A	32	\$595,000	\$564,500	5.4%	\$525,000	13.3%
MAROOCHYDORE	32	\$685,000	7.2%	169	\$639,000	\$574,500	11.2%	\$460,000	38.9%
MERIDIAN PLAINS	9	N/A	N/A	66	\$510,000	\$524,900	-2.8%	\$415,000	22.9%
MINYAMA	7	N/A	N/A	60	\$1,310,000	\$898,750	45.8%	\$837,500	56.4%
MOFFAT BEACH	11	N/A	N/A	53	\$760,000	\$745,000	2.0%	\$491,000	54.8%
MOOLOOLABA	13	N/A	N/A	75	\$765,000	\$696,500	9.8%	\$569,000	34.4%
MOOLOOLAH VALLEY	3	N/A	N/A	39	\$485,000	\$447,500	8.4%	\$310,000	56.5%
MOOLOOLAH VALLEY ^	5	N/A	N/A	30	\$605,000	\$587,500	3.0%	\$535,000	13.1%
MOUNT COOLUM	12	N/A	N/A	73	\$670,000	\$549,500	21.9%	\$453,250	47.8%
MOUNTAIN CREEK	39	\$680,000	6.7%	203	\$610,000	\$550,000	10.9%	\$473,000	29.0%
MUDJIMBA	6	N/A	N/A	36	\$721,000	\$665,000	8.4%	\$460,000	56.7%
NAMBOUR	44	\$389,000	-6.7%	222	\$386,000	\$370,000	4.3%	\$311,500	23.9%
NINDERRY ^	2	N/A	N/A	18	N/A	\$670,000	N/A	\$482,500	N/A
PACIFIC PARADISE	2	N/A	N/A	31	\$462,000	\$422,500	9.4%	\$332,750	38.8%
PALMWOODS	18	N/A	N/A	97	\$497,500	\$495,000	0.5%	\$405,000	22.8%
PARREARRA	5	N/A	N/A	76	\$671,000	\$670,000	0.2%	\$525,000	27.8%
PELICAN WATERS	32	\$750,000	-3.5%	181	\$761,000	\$668,000	13.9%	\$600,000	26.8%
PEREGIAN SPRINGS	29	\$606,500	-10.2%	145	\$636,944	\$630,000	1.1%	\$520,000	22.5%
SIPPY DOWNS	44	\$492,500	-0.2%	183	\$503,750	\$480,000	5.0%	\$408,000	23.5%
TANAIWA ^	4	N/A	N/A	26	\$900,000	\$840,000	7.1%	\$765,000	17.6%
TWIN WATERS	7	N/A	N/A	72	\$823,000	\$740,000	11.2%	\$607,500	35.5%
WARANA	9	N/A	N/A	55	\$660,000	\$625,000	5.6%	\$450,000	46.7%
WOOMBYE	5	N/A	N/A	48	\$480,000	\$455,000	5.5%	\$380,000	26.3%
WURTULLA	21	\$576,000	-9.9%	108	\$560,000	\$530,500	5.6%	\$400,000	40.0%
YANDINA	9	N/A	N/A	36	\$427,500	\$403,250	6.0%	\$326,000	31.1%
YAROOMBA	5	N/A	N/A	27	\$749,000	\$626,000	19.7%	\$465,000	61.1%
NOOSA (LGA)	141	\$722,875	1.1%	862	\$695,000	\$650,000	6.9%	\$490,000	41.8%
NOOSA (LGA) ^	56	\$644,500	-13.5%	410	\$690,000	\$635,000	8.7%	\$520,000	32.7%
BLACK MOUNTAIN ^	5	N/A	N/A	41	\$640,000	\$573,000	11.7%	\$530,000	20.8%
COORAN ^	4	N/A	N/A	21	\$530,000	\$446,500	18.7%	\$370,000	43.2%
COOROIBAH ^	3	N/A	N/A	26	\$791,500	\$657,500	20.4%	\$610,000	29.8%
COOROY	5	N/A	N/A	65	\$495,000	\$462,500	7.0%	\$395,000	25.3%
DOONAN ^	9	N/A	N/A	79	\$900,000	\$790,000	13.9%	\$655,000	37.4%
NOOSA HEADS	20	\$1,190,000	32.2%	91	\$1,070,000	\$922,500	16.0%	\$665,000	60.9%

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
NOOSAVILLE	18	N/A	N/A	153	\$925,000	\$950,000	-2.6%	\$690,000	34.1%
PEREGIAN BEACH	18	N/A	N/A	83	\$765,000	\$770,000	-0.7%	\$597,500	28.0%
POMONA	3	N/A	N/A	21	\$445,000	\$415,000	7.2%	\$320,000	39.1%
POMONA ^	4	N/A	N/A	44	\$616,000	\$535,000	15.1%	\$449,500	37.0%
SUNRISE BEACH	16	N/A	N/A	79	\$820,000	\$738,500	11.0%	\$532,500	54.0%
SUNSHINE BEACH	7	N/A	N/A	42	\$1,400,000	\$1,200,000	16.7%	\$770,000	81.8%
TEWANTIN	41	\$575,000	-0.9%	235	\$572,500	\$515,000	11.2%	\$405,000	41.4%

SALES MARKET - UNITS & TOWNHOUSES									
SUNSHINE COAST (SD)	634	\$435,000	2.1%	3899	\$430,000	\$410,000	4.9%	\$347,900	23.6%
SUNSHINE COAST (LGA)	497	\$415,000	0.7%	3049	\$415,000	\$399,000	4.0%	\$340,000	22.1%
ALEXANDRA HEADLAND	25	\$386,000	-26.6%	167	\$405,000	\$375,000	8.0%	\$301,000	34.6%
BATTERY HILL	8	N/A	N/A	29	\$285,000	\$265,000	7.6%	\$217,000	31.3%
BIRTINYA	18	N/A	N/A	64	\$462,500	\$465,000	-0.5%	\$450,000	2.8%
BUDDINA	9	N/A	N/A	31	\$450,000	\$497,500	-9.6%	\$329,500	36.6%
BUDERIM	22	\$360,000	-14.3%	211	\$420,000	\$403,250	4.2%	\$373,400	12.5%
CALOUNDRA	28	\$454,500	17.1%	154	\$425,000	\$415,000	2.4%	\$365,000	16.4%
CALOUNDRA WEST	7	N/A	N/A	38	\$409,500	\$369,000	11.0%	\$303,000	35.1%
COOLUM BEACH	28	\$397,000	0.9%	176	\$385,000	\$374,500	2.8%	\$340,000	13.2%
CURRIMUNDI	3	N/A	N/A	33	\$438,000	\$405,000	8.2%	\$330,000	32.7%
GOLDEN BEACH	15	N/A	N/A	98	\$415,000	\$395,000	5.1%	\$325,000	27.7%
KINGS BEACH	37	\$500,000	27.4%	185	\$434,000	\$395,750	9.7%	\$340,000	27.6%
LITTLE MOUNTAIN	2	N/A	N/A	11	N/A	\$354,000	N/A	\$273,500	N/A
MARCOOLA	12	N/A	N/A	91	\$345,000	\$350,000	-1.4%	\$336,000	2.7%
MAROOCHYDORE	72	\$409,750	-3.0%	449	\$420,000	\$418,000	0.5%	\$340,000	23.5%
MINYAMA	7	N/A	N/A	37	\$375,000	\$350,000	7.1%	\$289,000	29.8%
MOFFAT BEACH	4	N/A	N/A	27	\$416,500	\$451,000	-7.7%	\$372,500	11.8%
MOOLOOLABA	51	\$390,000	-2.7%	277	\$417,600	\$422,000	-1.0%	\$340,000	22.8%
MOUNT COOLUM	13	N/A	N/A	91	\$428,500	\$392,500	9.2%	\$330,000	29.8%
MOUNTAIN CREEK	11	N/A	N/A	57	\$391,000	\$424,500	-7.9%	\$370,000	5.7%
NAMBOUR	16	N/A	N/A	93	\$265,000	\$278,000	-4.7%	\$272,500	-2.8%
PARREARRA	15	N/A	N/A	79	\$482,500	\$495,000	-2.5%	\$346,000	39.5%
PELICAN WATERS	15	N/A	N/A	40	\$485,000	\$489,750	-1.0%	\$453,750	6.9%
PEREGIAN SPRINGS	22	\$560,000	-7.8%	186	\$472,900	\$368,500	28.3%	\$248,000	90.7%
TWIN WATERS	3	N/A	N/A	14	N/A	\$567,000	N/A	\$460,500	N/A
WARANA	8	N/A	N/A	39	\$350,000	\$337,500	3.7%	\$287,500	21.7%
WURTULLA	2	N/A	N/A	19	N/A	\$350,000	N/A	\$447,500	N/A
NOOSA (LGA)	137	\$540,000	-6.1%	850	\$540,000	\$490,000	10.2%	\$400,000	35.0%
COOROY	6	N/A	N/A	26	\$385,000	\$346,500	11.1%	\$293,750	31.1%
NOOSA HEADS	45	\$665,000	-15.3%	266	\$730,000	\$647,500	12.7%	\$495,000	47.5%
NOOSAVILLE	49	\$512,500	5.8%	267	\$450,000	\$400,000	12.5%	\$350,000	28.6%
PEREGIAN BEACH	5	N/A	N/A	46	\$601,500	\$447,000	34.6%	\$380,000	58.3%
SUNRISE BEACH	12	N/A	N/A	65	\$525,000	\$432,500	21.4%	\$345,000	52.2%
SUNSHINE BEACH	7	N/A	N/A	79	\$708,000	\$657,500	7.7%	\$560,000	26.4%
TEWANTIN	9	N/A	N/A	73	\$370,000	\$325,000	13.9%	\$335,000	10.4%

SALES MARKET - VACANT LAND <2400M ²									
SUNSHINE COAST (SD)	138	\$260,500	-1.7%	1498	\$260,200	\$250,000	4.1%	\$235,000	10.7%
SUNSHINE COAST (SD) ^	18	N/A	N/A	254	\$375,000	\$355,000	5.6%	\$286,300	31.0%
SUNSHINE COAST (LGA)	124	\$250,500	-4.1%	1342	\$255,200	\$245,000	4.2%	\$230,000	11.0%
SUNSHINE COAST (LGA) ^	16	N/A	N/A	219	\$380,000	\$355,000	7.0%	\$300,000	26.7%
BEERWAH	2	N/A	N/A	8	N/A	\$233,000	N/A	\$199,000	N/A
BIRTINYA	7	N/A	N/A	63	\$263,000	\$275,000	-4.4%	\$288,000	-8.7%
BLI BLI	5	N/A	N/A	38	\$340,250	\$280,500	21.3%	\$215,000	58.3%
CALOUNDRA WEST	1	N/A	N/A	11	N/A	\$236,500	N/A	\$177,000	N/A
FOREST GLEN	0	N/A	N/A	0	N/A	\$350,000	N/A	\$237,750	N/A

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
PEREGIAN SPRINGS	10	N/A	N/A	31	\$395,000	\$412,000	-4.1%	\$277,500	42.3%
SIPPY DOWNS	0	N/A	N/A	1	N/A	\$240,000	N/A	\$185,000	N/A
YAROOMBIA	0	N/A	N/A	7	N/A	\$330,000	N/A	\$315,000	N/A
NOOSA (LGA)	14	N/A	N/A	156	\$325,000	\$290,000	12.1%	\$275,000	18.2%
NOOSAVILLE	0	N/A	N/A	16	N/A	\$1,070,000	N/A	\$285,000	N/A
PEREGIAN BEACH	5	N/A	N/A	57	\$338,000	\$295,000	14.6%	\$552,500	-38.8%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ^a	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$450	743	\$440	822	\$380	924
4518	Glass House Mountains	\$385	11	\$375	10	\$345	17
4519	Beerwah/ Peachester	\$380	21	\$378	26	\$350	25
4550	Landsborough/ Mt Mellum	\$390	18	\$375	10	\$350	10
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	159	\$435	171	\$380	133
4552	Bald Knob/ Baron Pocket/ Booroobin/ Conondale/ Maleny/ Mountain View/ Reesville/ Witta	\$460	19	\$410	12	\$350	32
4553	Glenview/ Mooloolah/ Mooloolah Valley/ Palmview	N/A	4	\$435	8	\$365	11
4555	Chevallum/ Hunchy/ Landers Shoot/ Palmwoods	\$420	9	\$390	8	\$350	12
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$470	68	\$450	76	\$400	86
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$490	42	\$463	58	\$400	36
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$475	57	\$450	65	\$390	48
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelipa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$400	76	\$393	78	\$350	93
4561	Bridges/ Maroochy River/ Ninderry/ Nth Arm/ Valdora/ Yandina/ Yandina Ck	\$443	14	\$400	15	\$350	14
4562	Belli Pk/ Doonan/ Eerwah Vale/ Eumundi/ Verrierdale/ Webbs Downs	\$450	10	\$430	17	\$420	16
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$480	35	\$450	41	\$380	34
4572	Alexandra Headland	\$500	7	\$585	10	\$395	10
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrine Bch/ Pt Arkwright/ Yaroomba	\$475	92	\$460	90	\$400	106
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parreana/ Warana/ Wurtulla	\$478	90	\$455	102	\$400	90
	NOOSA SHIRE	\$480	97	\$470	94	\$400	91
4563	Black Mountain/ Carters Ridge/ Cooray/ Timberwah	\$450	12	\$430	15	\$360	18
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$460	27	\$470	24	\$360	42
4566	Munna Pt/ Noosaville	\$500	11	\$543	24	\$420	14
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$575	33	\$583	20	\$450	35
4568	Pomona	\$415	8	\$413	8	\$350	12
4569	Cooran	\$395	5	N/A	3	\$290	5

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ^a	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$365	744	\$360	780	\$310	943
4519	Beerwah/ Peachester	\$308	12	\$320	14	N/A	4
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$355	117	\$350	158	\$300	171
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$355	55	\$360	62	\$295	49
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$370	92	\$360	90	\$300	95
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$380	137	\$360	156	\$325	155
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelipa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$308	32	\$283	42	\$240	38
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$390	53	\$410	37	\$300	57
4572	Alexandra Headland	\$380	50	\$360	46	\$330	66
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrine Bch/ Pt Arkwright/ Yaroomba	\$370	61	\$350	57	\$300	80
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parreana/ Warana/ Wurtulla	\$400	103	\$420	99	\$380	86
	NOOSA SHIRE	\$400	91	\$385	105	\$330	119
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$340	7	\$373	8	\$280	5
4566	Munna Pt/ Noosaville	\$420	33	\$380	38	\$330	42
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$400	48	\$420	49	\$340	72

RENTAL MARKET - 3 BED TOWNHOUSES

	SUNSHINE COAST REGIONAL	\$440	228	\$420	254	\$380	196
4519	Beerwah/ Peachester	\$330	7	\$340	7	\$300	7
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	23	\$420	22	\$330	16
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$420	42	\$410	56	\$380	32
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$450	33	\$450	25	\$395	26
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$430	29	\$435	42	\$365	27
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelipa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$385	16	\$395	26	\$330	10
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$460	16	\$415	13	\$400	19
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrine Bch/ Pt Arkwright/ Yaroomba	\$460	45	\$450	53	\$360	21
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parreana/ Warana/ Wurtulla	\$495	8	\$460	7	\$350	6
	NOOSA SHIRE	\$545	20	\$550	23	\$450	22
4566	Munna Pt/ Noosaville	\$488	10	\$525	5	\$400	9
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$650	8	\$550	14	\$450	9

Fraser Coast

House market grew 1.1%

Unit market grew 2%

Rentals tightened to all-time low of 0.8%

The Fraser Coast property market grew at a very modest pace in the 12 months to June 2018. Houses grew in value about 1.1 per cent, to an annual median price of \$318,600 in June 2018.

Unit prices increased 2 per cent, to an annual median price of \$255,000 over the year. However, the medium-term performance has been poor, with unit prices falling about 3.8 per cent.

The annual fall in listings volumes, for both houses and units, triggered a large reduction in stock on market and put some upward pressure on prices. This contributed to modest growth in property prices for the past year to June 2018.

Fraser Coast holds the record for longest days on market for units - at 113 days - out of all the areas analysed in the Queensland Market Monitor.

The rental market continued strengthening this quarter as vacancies tightened to historically low levels, falling to 0.8 per cent.

Home ownership is strongly favoured over rentals in Fraser Coast. Census 2016 data revealed that about 67 per cent of the regional dwellings are owned outright or with a mortgage, while only 28 per cent of dwellings are rentals.

Tourism is one of the most important industries in the region, providing nearly 13 per cent of the Gross Regional Product (or \$413 million) and employing 13 per cent of the workforce (or 4400 jobs).

Regional unemployment in the Wide Bay SA4 remained high, at 9.6 per cent in June this year. This is still a matter for concern and does not create an environment favourable to sustainable growth in property prices.

State Government Budget

The Wide Bay region has been allocated almost \$592 million in infrastructure development funding in 2018-2019. This investment will deliver 2200 regional jobs.

As part of this allocation, the Fraser Coast health infrastructure will be expanded by nearly \$20 million in 2018-2019, with key investments:

- \$7 million for works to refurbish the Maryborough Hospital Emergency Department, and
- \$11.9 million to complete construction of the new \$42.5 million Emergency Department at Hervey Bay Hospital.

Market Outlook

The outlook of the house and unit sales markets is stable and heavily dependent on the regional economic fundamentals.

The rental market outlook for the remainder of 2018 is positive as retirees continue relocating to the region.



We do not expect to see a significant increase in rents over the short-term. However, vacancies are forecast to remain within the tight to healthy range ensuring landlords achieve yields in the range of 5 to 6 per cent.

HOUSE MARKET (<2400M²)

The quarterly median house price fell 3.5 per cent, to \$310,000 in June 2018.

Regardless of the June quarter price fall, the house market grew 1.1 per cent, to \$318,600 for the past year. This compares to the annual median sale price five years ago of \$287,750, which represented a cumulative five-year growth of 10.7 per cent since June 2013.

Longest Held Suburbs^{#1}

The suburbs with the longest average hold period for all houses:

- Granville (13 years, \$179,250)
- Pialba (12.9 years, \$304,000)
- Maryborough (12.7 years, \$200,000)
- Tinana (11.6 years, \$262,500)
- Point Vernon (10.8 years, \$325,000)

The top five suburbs are held from 10.5 to 13 years. This range is about three years shorter than the top five suburbs for most of the other areas analysed in the QMM. This trend is explained by

the older age profile of Fraser Coast residents. The median age in the region is 48 years compared to 37 years in Queensland.

Four of the top five suburbs have an annual median price below the local government area median price.

Granville, Maryborough and Tinana are inland suburbs, offering affordable housing opportunities. Owners in Granville hold onto their houses for longer in the region and for an average of 13 years.

Pialba and Point Vernon are coastal suburbs offering an enviable lifestyle at very reasonable prices for retirees.

All these suburbs favouring property ownership retention have a median age range of 44 to 49 years, which is older than the Queensland median age of 37 years.

General Activity

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

Fraser Coast is one of the few regions reporting an increase in sales volumes for the March quarter, from 427 sales in December 2017 to 506 sales in March 2018.

On an annual basis, house sales volumes fell 3.4 per cent, from 1757 sales in June 2017 to 1698 sales in June 2018.

The market trend indicators revealed falling supply and increasing demand.

Listing volumes fell nearly 32 per cent for the 12 months to May 2018, pushing down the stock on market to 9.3 per cent (from 13.6 per cent in May 2017).

Vendors had to wait 71 days to reach a sale in May 2018 compared to 77 days a year ago.

The median vendor discount, on the other hand, increased a tiny 0.1 percentage point, showing unchanged alignment between vendor and buyer price expectations for the past 12 months.

UNIT MARKET

Median unit prices in June 2018 quarter fell 3.8 per cent to \$238,500.

On an annual basis, the increase on the unit sale volumes of 2.1 per cent supported a 2 per cent price recovery, from \$250,000 in June 2017 to \$255,000 in June this year.

The medium-term performance of the unit market was weak as unit prices lost about \$10,000 in value or 3.8 per cent over the past five years.

The Fraser Coast unit market is very affordable. The most popular sale price for units is generally for transactions below \$250,000, representing about 50 per cent of the unit market sales.

Market trend indicators clearly showed a fall in supply, with listing volumes falling nearly 35 per cent and stock on market reducing to 12.1 per cent for the year to May 2018.

In contrast to the Queensland market trends and most other large regions featured in the QMM, median days on market and median vendor discount increased for the past 12 months. This showed that buyers generally retained the negotiation power.

A unit in Fraser Coast needs nearly four months to reach a sale and a negotiated discount of 5.7 per cent.

RENTAL MARKET

The Fraser Coast rental market has been one of the star performers over the June quarter with vacancies tightening from 1.9 per cent in March to 0.8 per cent in June.

According to bonds data, the number of regional rental properties has held steady for the past year at about 10,310 dwellings. The steady rental supply has been one of the key contributors to lower vacancies.

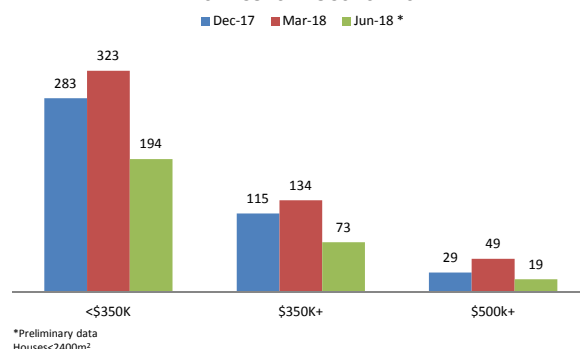
Fraser Coast is the most affordable tourism centre with rents for three-bedroom houses sitting at \$295 a week, two-bedroom units at \$260 a week and three-bedroom townhouses at \$333 a week.

Rents for three-bedroom townhouses and two-bedroom units have trended upwards for the past quarter and the past year. However, the strong demand of retirees relocating to the region has not favoured rentals of three-bedroom houses as the weekly median rent has fallen from \$300 in March to \$295 in June.

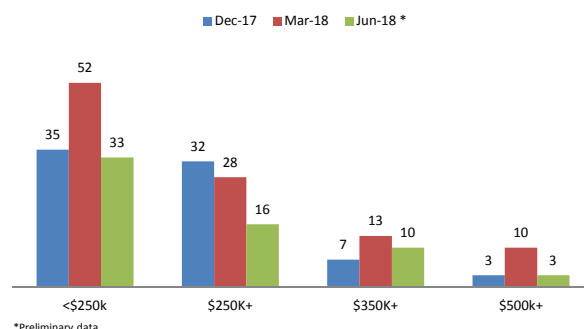
House yields held steady at 4.9 per cent for the June quarter.

Units continued performing better for investors as rental yields increased from 5.3 per cent in March 2018 to 5.7 per cent in June 2018. This sits within the top-end range of unit returns for all the areas analysed in the QMM.

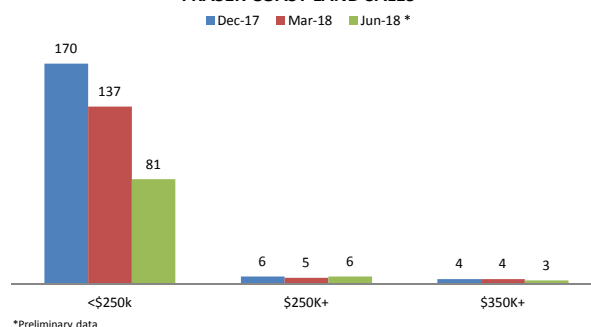
FRASER COAST HOUSE SALES



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)	290	\$310,000	-3.5%	1698	\$318,600	\$315,000	1.1%	\$287,750	10.7%
FRASER COAST (LGA) ^	79	\$355,000	-7.0%	415	\$380,000	\$400,000	-5.0%	\$375,000	1.3%
BOORAL ^	3	N/A	N/A	20	\$426,000	\$430,000	-0.9%	\$380,000	12.1%
BURRUM HEADS	7	N/A	N/A	45	\$400,000	\$376,250	6.3%	\$355,000	12.7%
DUNDOWRAN BEACH ^	2	N/A	N/A	34	\$560,000	\$515,000	8.7%	\$485,500	15.3%
ELI WATERS	14	N/A	N/A	77	\$332,000	\$325,000	2.2%	\$305,000	8.9%
GLENWOOD ^	6	N/A	N/A	51	\$235,000	\$215,000	9.3%	\$230,000	2.2%
GRANVILLE	4	N/A	N/A	34	\$179,250	\$211,500	-15.3%	\$206,750	-13.3%
KAWUNGAN	16	N/A	N/A	119	\$349,900	\$339,000	3.2%	\$329,000	6.4%
MARYBOROUGH	60	\$202,500	11.9%	300	\$200,000	\$200,000	0.0%	\$208,250	-4.0%
PIALBA	12	N/A	N/A	66	\$304,000	\$293,000	3.8%	\$267,500	13.6%
POINT VERNON	24	\$330,500	2.5%	130	\$325,000	\$315,500	3.0%	\$308,000	5.5%
RIVER HEADS	5	N/A	N/A	31	\$335,000	\$335,000	0.0%	\$262,000	27.9%
SCARNESS	21	\$320,000	10.3%	65	\$315,000	\$290,000	8.6%	\$267,500	17.8%
TINANA	6	N/A	N/A	40	\$262,500	\$277,500	-5.4%	\$270,000	-2.8%
TOOGOOM	14	N/A	N/A	83	\$315,000	\$315,000	0.0%	\$279,000	12.9%
TORQUAY	18	N/A	N/A	88	\$325,000	\$325,000	0.0%	\$305,500	6.4%
URANGAN	28	\$300,500	-6.1%	200	\$321,250	\$310,000	3.6%	\$310,000	3.6%
URRAWEE	22	\$376,000	2.2%	171	\$366,000	\$365,000	0.3%	\$339,048	7.9%

SURROUNDS

GYMPIE (LGA)	123	\$280,000	-1.8%	640	\$285,000	\$280,000	1.8%	\$260,000	9.6%
GYMPIE (LGA) ^	66	\$397,500	3.7%	440	\$385,500	\$355,000	8.6%	\$325,000	18.6%
CHATSWORTH ^	5	N/A	N/A	15	N/A	\$373,000	N/A	\$377,500	N/A
COOLOOLA COVE	12	N/A	N/A	72	\$317,500	\$283,500	12.0%	\$275,000	15.5%
CURRA ^	9	N/A	N/A	50	\$300,000	\$269,500	11.3%	\$272,000	10.3%
GYMPIE	58	\$260,000	-5.5%	267	\$260,000	\$252,250	3.1%	\$233,000	11.6%
SOUTHSIDE	24	\$375,000	15.4%	112	\$330,000	\$320,000	3.1%	\$315,000	4.8%
TIN CAN BAY	12	N/A	N/A	68	\$326,500	\$319,000	2.4%	\$317,500	2.8%

SOUTH BURNETT (LGA)	61	\$182,000	-13.7%	280	\$195,000	\$195,000	0.0%	\$206,750	-5.7%
SOUTH BURNETT (LGA) ^	34	\$231,500	-11.0%	226	\$250,000	\$265,000	-5.7%	\$252,000	-0.8%
KINGAROO	39	\$200,000	-15.8%	159	\$215,000	\$222,500	-3.4%	\$245,000	-12.2%
KINGAROO ^	7	N/A	N/A	34	\$330,000	\$378,000	-12.7%	\$370,000	-10.8%
MURGON	4	N/A	N/A	15	N/A	\$160,000	N/A	\$170,000	N/A
NANANGO	8	N/A	N/A	41	\$190,000	\$195,000	-2.6%	\$200,000	-5.0%

SALES MARKET - UNITS & TOWNHOUSES

FRASER COAST (LGA)	62	\$238,500	-3.8%	341	\$255,000	\$250,000	2.0%	\$265,000	-3.8%
PIALBA	11	N/A	N/A	40	\$238,500	\$250,000	-4.6%	\$257,500	-7.4%
SCARNESS	5	N/A	N/A	31	\$271,000	\$270,000	0.4%	\$260,000	4.2%
TORQUAY	10	N/A	N/A	72	\$246,500	\$228,000	8.1%	\$218,000	13.1%
URANGAN	20	\$290,000	11.5%	116	\$270,000	\$250,000	8.0%	\$285,000	-5.3%

SURROUNDS

GYMPIE (LGA)	12	N/A	N/A	88	\$243,951	\$265,000	-7.9%	\$265,000	-7.9%
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SALES MARKET - VACANT LAND <2400M²

FRASER COAST (LGA)	42	\$155,000	3.3%	376	\$155,000	\$150,500	3.0%	\$146,000	6.2%
FRASER COAST (LGA) ^	48	\$72,000	-15.8%	221	\$75,000	\$79,000	-5.1%	\$80,000	-6.3%
BURRUM HEADS	3	N/A	N/A	39	\$125,000	\$110,000	13.6%	\$116,500	7.3%
GLENWOOD ^	31	\$62,000	-11.4%	126	\$69,500	\$66,000	5.3%	\$72,000	-3.5%
RIVER HEADS	2	N/A	N/A	32	\$93,000	\$105,000	-11.4%	\$125,000	-25.6%
TOOGOOM	2	N/A	N/A	24	\$125,000	\$150,000	-16.7%	\$105,000	19.0%
WONDUNNA	2	N/A	N/A	17	N/A	\$155,000	N/A	\$173,750	N/A

SURROUNDS

GYMPIE (LGA)	13	N/A	N/A	161	\$125,000	\$119,995	4.2%	\$110,000	13.6%
GYMPIE (LGA) ^	19	N/A	N/A	125	\$144,995	\$130,000	11.5%	\$120,000	20.8%
GYMPIE	1	N/A	N/A	27	\$124,995	\$125,000	0.0%	\$116,500	7.3%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY:	JUN-18 \$/ WEEK	NEW BONDS	JUN-17 \$/ WEEK	NEW BONDS	JUN-13 \$/ WEEK	NEW BONDS
FRASER COAST REGIONAL		\$295	285	\$295	334	\$270	339
4650	Maryborough region	\$270	125	\$265	127	\$255	113
4655	Hervey Bay/Pialba/Scarness/Urangan	\$315	144	\$310	188	\$280	206
4659	Burrum/Burrum Heads/Haward	\$280	15	\$300	17	\$260	18
GYMPIE REGIONAL		\$285	127	\$280	142	\$255	215
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$285	104	\$280	117	\$250	160
4580	Cooloolo/Tin Can Bay	\$315	14	\$295	14	\$250	35
SOUTH BURNETT REGIONAL		\$260	142	\$250	106	\$240	135
4605	Baril	\$230	19	\$200	21	\$195	17
4606	MP Creek	\$230	7	\$258	6	\$215	12
4608	Charlestown	N/A	3	N/A	2	N/A	3
4610	Alice Creek	\$270	81	\$260	54	\$250	73
4615	Barker Creek Flat	\$230	27	\$250	17	\$230	28

RENTAL MARKET - 2 BED UNITS

FRASER COAST REGIONAL		\$260	149	\$250	175	\$225	164
4650	Aldershot	\$200	33	\$200	54	\$180	52
4655	Hervey Bay/Pialba/Scarness/Urangan	\$270	116	\$260	119	\$250	111
GYMPIE REGIONAL		\$235	47	\$225	47	\$200	48
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$230	35	\$220	34	\$200	36
4580	Cooloolo/Tin Can Bay	\$235	6	N/A	4	N/A	4
4581	Rainbow Beach/Inskip	\$270	6	\$260	6	\$190	8
SOUTH BURNETT REGIONAL		\$200	57	\$190	49	\$190	62
4605	Baril	N/A	4	\$165	5	\$165	6
4610	Alice Creek	\$205	46	\$190	38	\$190	48

RENTAL MARKET - 3 BED TOWNHOUSES

FRASER COAST REGIONAL		\$333	36	\$320	40	\$300	51
4655	Hervey Bay/Pialba/Scarness/Urangan	\$335	34	\$320	40	\$300	49
GYMPIE REGIONAL		\$300	7	\$283	8	\$300	7
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$290	5	\$283	6	N/A	4

Home ownership is strongly favoured over rentals in Fraser Coast. Census 2016 data revealed that about 67 per cent of the regional dwellings are owned outright or with a mortgage, while only 28 per cent of dwellings are rentals.

Bundaberg

House market improves Units hold steady Rental market tightens

The Bundaberg house market has held its ground over the past five years, withstanding the broader trend in regional Queensland of sharp contractions. However, this market is now showing signs of improvement as demand increases slightly and supply eases.

The Bundaberg median house price grew to \$287,500 in June 2018, up 2.7 per cent on a year ago (and five years ago) when it was \$280,000.

The unit market held steady, delivering a median sale price of \$255,000 for the past 12 months.

Rental vacancies tightened this quarter supporting the view that the rental market is making a steady, sustainable recovery. The rental market was tight over the June quarter, which meant that landlords generally retained the negotiating power.

State Government Budget

The State Government is spending almost \$592 million on infrastructure in the Wide Bay region in 2018-2019. This investment will support 2200 regional jobs.

The key 2018-2019 capital works funding allocated to Bundaberg includes:

- \$13.5 million to redevelop the Mon Repos Turtle Centre and Conservation Park visitor centre
- \$4 million to build additional classrooms at Gooburrum State School and a multi-purpose hall at Kepnock State High School
- \$1.7 million to upgrade the pathology department at the Bundaberg Hospital, and
- \$1.2 million to repair, maintain, renew and enhance existing water infrastructure assets and water supply scheme.

Market Outlook

We expect the sales market will grow at a modest rate or hold steady for the next 12 months. The region would benefit from further economic development to foster significant population growth and employment.

Rental vacancies will remain in the tight to healthy range for the rest of the year. However, rents will generally hold steady or increase slightly as the regional job market remains subdued.

HOUSE MARKET (<2400M²)

Bundaberg's house market fell 1.7 per cent in the June quarter, from \$287,500 in March 2018 to \$282,500 in June 2018.

Looking at the data for the past year and five years, the house market increased 2.7 per cent, from \$280,000 in June 2017 and June 2013.

Burnett Heads was the star performer for the past year as the annual median price grew 18.1 per cent or almost \$50,000, from \$268,500 in June 2017 to \$317,000 in June this year.

Longest hold periods^{#1}

Suburbs with the longest average hold period (all houses):

- Woodgate (16 years, \$402,500)
- Bundaberg East (13.1 years, \$244,500)
- Svensson Heights (12.2 years, \$237,000)
- Burnett Heads (11.9 years, \$317,000)
- Avoca (11.7 years, \$300,000)

Residents in these suburbs have a median age in the range of 40 to 64 years. This range sits above the Queensland median age of 37 years.

Bundaberg East, Svensson Heights and Avoca are within close proximity of the town centre, which is potentially a reason behind such long hold periods.

Woodgate is a coastal town with a median age of 64 years, which makes this town a popular destination for retirees looking for a sea-change lifestyle.

General Activity

Market trend indicators have shown signs of recovery with demand increasing incrementally at the same time supply has eased, potentially failing to keep pace with the slight increase in demand.

Annual sales volumes held steady at about 1080 house sales for the past 12 months. This trend could even transform into a modest increase once the preliminary data is updated.

Listing volumes slipped 29 per cent for the year to May 2018, from 4230 listings in May 2017 to 3007 listings in May 2018. Consequently, stock on market fell to 8.9 per cent, offering fewer options to prospective buyers.

Median days on market and median vendor discounts have fallen for the past year, indicating that buyers moved faster and required smaller discounts to make buying decisions.

A Bundaberg house is sold in about 65 days after a negotiated discount of 5.4 per cent. Both indicators sit in the middle of the range for all the areas analysed in the QMM.

UNIT MARKET

The unit market in Bundaberg is small, making up less than 10 per cent of all residential dwellings in the region.

The unit market fell sharply, by 25.5 per cent this quarter, to a median sale price of \$205,000 compared to a median of \$275,000 in March 2018. This was a significant fall and will be closely reassessed over the next few quarters.

Looking at the annual data, the median unit price held steady for the past 12 months at \$255,000.

Over the medium term, the unit prices increased in value about 2.2 per cent or by about \$5000.

Similar to other regions analysed in the QMM, unit listing volumes and stock on market slipped significantly for the past 12 months. This trend has supported a better balance of supply and demand, avoiding a fall on unit prices for the past year.

Median days on market and median vendor discounts reduced sharply for the past year, indicating a better alignment between buyer and vendor expectations.

A unit in Bundaberg takes about 101 days to sell with a discount of 4.7 per cent.

RENTAL MARKET

The Bundaberg rental market is tight, with vacancies of 2.2 per cent in the June quarter.

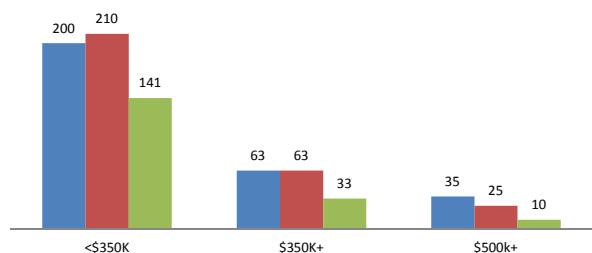
Recent bonds data revealed a very small increase in the number of regional rental properties, from 9345 in June 2017 to 9427 in June 2018. The median rents for three-bedroom houses and two-bedroom units increased in the range of \$5 to \$8 a week over the past year.

According to Census data, about 29 per cent of Bundaberg's dwellings are rental properties compared to 34 per cent in Queensland. The lower percentage of regional rentals compared to the state is largely a result of housing affordability – why rent when you can buy, seems to be the prevailing attitude.

Good news for landlords with rental yields for houses at 5.4 per cent and units at 6 per cent, which is one of the highest yields of all the areas analysed in the Queensland Market Monitor. (Cairns unit owners derived 7.1 per cent rental yield in the June quarter).

BUNDABERG HOUSE SALES

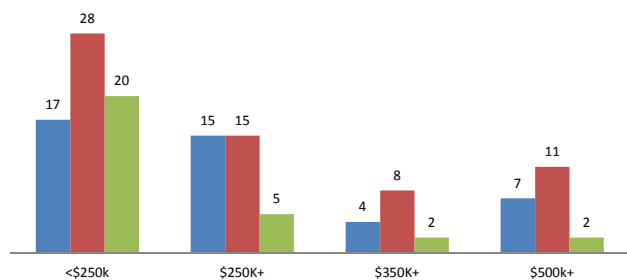
■ Dec-17 ■ Mar-18 ■ Jun-18 *



*Preliminary data
Houses <2400m²

BUNDABERG UNIT SALES

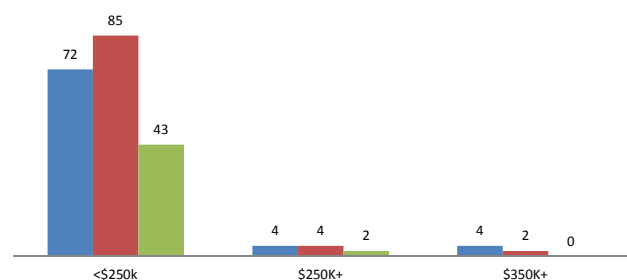
■ Dec-17 ■ Mar-18 ■ Jun-18 *



*Preliminary data

BUNDABERG LAND SALES

■ Dec-17 ■ Mar-18 ■ Jun-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)	185	\$282,500	-1.7%	1082	\$287,500	\$280,000	2.7%	\$280,000	2.7%
BUNDABERG (LGA) ^	65	\$350,000	-5.0%	319	\$365,000	\$347,000	5.2%	\$342,500	6.6%
AVENELL HEIGHTS	9	N/A	N/A	49	\$233,750	\$260,000	-10.1%	\$282,250	-17.2%
AVOCA	17	N/A	N/A	74	\$300,000	\$304,750	-1.6%	\$306,500	-2.1%
BARGARA	25	\$352,000	-12.0%	160	\$385,000	\$360,000	6.9%	\$360,000	6.9%
BRANYAN ^	7	N/A	N/A	38	\$381,500	\$425,000	-10.2%	\$360,000	6.0%
BUNDABERG EAST	7	N/A	N/A	36	\$244,500	\$276,000	-11.4%	\$289,000	-15.4%
BUNDABERG NORTH	12	N/A	N/A	48	\$227,500	\$209,000	8.9%	\$225,000	1.1%
BUNDABERG SOUTH	4	N/A	N/A	42	\$222,750	\$225,000	-1.0%	\$235,500	-5.4%
BUNDABERG WEST	5	N/A	N/A	16	N/A	\$272,000	N/A	\$262,500	N/A
BURNETT HEADS	11	N/A	N/A	60	\$317,000	\$268,500	18.1%	\$258,000	22.9%
CORAL COVE	7	N/A	N/A	34	\$375,000	\$393,750	-4.8%	\$383,500	-2.2%
KALKIE	6	N/A	N/A	50	\$346,750	\$336,500	3.1%	\$333,750	3.9%
KEPNOCK	11	N/A	N/A	63	\$275,000	\$260,000	5.8%	\$270,000	1.9%
MILLBANK	6	N/A	N/A	35	\$212,250	\$241,275	-12.0%	\$243,500	-12.8%
NORVILLE	7	N/A	N/A	36	\$235,000	\$227,250	3.4%	\$248,500	-5.4%
SVENSSON HEIGHTS	5	N/A	N/A	35	\$237,000	\$247,000	-4.1%	\$259,250	-8.6%
THABEBAN	4	N/A	N/A	37	\$255,000	\$247,500	3.0%	\$275,000	-7.3%
WALKERVALE	10	N/A	N/A	66	\$211,250	\$213,000	-0.8%	\$231,000	-8.5%
WOODGATE	6	N/A	N/A	40	\$402,500	\$365,000	10.3%	\$365,000	10.3%

SURROUNDS

NORTH BURNETT (LGA)	17	N/A	N/A	72	\$132,500	\$129,000	2.7%	\$159,750	-17.1%
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SALES MARKET - UNITS & TOWNHOUSES

BUNDABERG (LGA)	30	\$205,000	-25.5%	183	\$255,000	\$255,000	0.0%	\$249,900	2.0%
AVENELL HEIGHTS	4	N/A	N/A	15	N/A	\$246,250	N/A	\$231,500	N/A
BARGARA	6	N/A	N/A	55	\$386,000	\$351,500	9.8%	\$296,000	30.4%

SALES MARKET - VACANT LAND <2400M²

BUNDABERG (LGA)	40	\$147,000	-2.0%	228	\$150,000	\$148,250	1.2%	\$144,000	4.2%
BUNDABERG (LGA) ^	5	N/A	N/A	63	\$150,000	\$143,000	4.9%	\$140,000	7.1%
BRANYAN	5	N/A	N/A	30	\$129,000	\$145,000	-11.0%	\$139,000	-7.2%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY*	JUN-18 \$/ WEEK	NEW BONDS	JUN-17 \$/ WEEK	NEW BONDS	JUN-13 \$/ WEEK	NEW BONDS
BUNDABERG REGIONAL		\$295	335	\$285	346	\$285	329
4660	Apple Tree Creek/Childers/Woodgate	\$290	35	\$283	22	\$270	25
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$300	278	\$285	308	\$290	284
4671	Gin Gin/Mount Perry	\$280	21	\$255	15	\$250	20
NORTH BURNETT REGIONAL		\$250	46	\$240	41	\$200	40
4625	Aranbanga	\$250	19	\$250	18	\$265	11
4626	Beeran	\$250	14	\$275	10	\$230	10
4630	Bancroft	\$200	7	\$190	10	\$160	8

RENTAL MARKET - 2 BED UNITS

BUNDABERG REGIONAL		\$238	140	\$230	155	\$230	147
4670	Bundaberg, Avoca, Bargara, Burnett Heads, Innes Park, Kepnock, Millbank, Thabeban	\$235	132	\$230	151	\$230	139

RENTAL MARKET - 3 BED TOWNHOUSES

BUNDABERG REGIONAL		\$285	8	\$290	9	\$280	17
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$285	6	\$290	9	\$280	15

Gladstone

Houses down 6.8%

Units down 33.3%

Rental market steady, vacancies at 4.2%

This market has faced several challenges over the past few years. This quarter has reported a retraction in pricing for units and houses, however, the rental market has remained steady with vacancies around 4.2%.

That said, anecdotal evidence from local agents will tell you otherwise, particularly for the months of July and August this year, which has delivered robust sales volumes according to their feedback. This may indicate renewed confidence in the market, but still at low prices.

The annual median house price has fallen about 6.8 per cent, to \$275,000. Unit prices have fallen a disappointing 33.3 per cent, to \$170,000 to June 2018. It is possible that high numbers of mortgagee-in-possession sales are keeping prices low.

It's not all bad news, with some areas showing good growth. House prices in Kin Kora and Kirkwood grew between 8 and 10.5 per cent over the past year. It is possible this could be an indicator of the green shoots of recovery emerging, but we will wait and see.

House sale volumes increased nearly 4 per cent for the year to June 2018, to 480 annual sales. This is encouraging considering listings are down 26.4 per cent for the 12 months to May 2018.

The rental market performance held steady this quarter with vacancies sitting at 4.2 per cent and rents holding at very affordable levels.

State Government Budget

Central Queensland, including Emerald, Yeppoon, Rockhampton, Gladstone and Biloela, will receive \$1 billion for capital works, which will support 3500 jobs in 2018-2019.

Key Gladstone projects:

- \$35.6 million to upgrade and maintain the RG Tanna Coal Terminal at the Port of Gladstone, to be completed by 2023
- \$26.8 million to build a new emergency department at Gladstone Hospital
- More than \$17 million to complete safety works at Benaraby road and Bruce Highway – Benaraby to Calliope River
- \$13.5 million to commence the construction of a new secondary school in Calliope, and
- \$3.1 million to support the planning and development of the Gladstone State Development area and the Clinton Industrial Estate.

The pipeline of infrastructure projects and the budget funding commitment is expected to continue raising the regional profile and sentiment for the property market as well as boost the general economy.

Market Outlook

The REIQ has received anecdotal evidence from local agents that prices are recovering in some pockets of the market. However, the data does not yet show improvement at local government level.

Regional property prices are collated using a median methodology. Small pockets of positive growth may not necessarily be reflected in the higher-level broader data.

We have also observed a lag between the insights that local agents share with us and the data supporting that anecdotal evidence. We saw this in Mackay last year. Agents would share their insights and experiences of a market coming back strongly, but the data didn't reflect those conclusions for quite a few quarters.

In the absence of historical data demonstrating a change on regional price trends, the outlook for the sales market remains challenging and highly influenced by the number of mortgagee sales potentially skewing the median data.

Price levels during the boom were unsustainable given the transitional workforce resulting in investor speculation and the lack of infrastructure supporting sustainable economic development.

The outlook for the rental market for the remainder of 2018 is patchy. Rents have commenced a recovery, however, they still sit at very low levels compared to five years ago.

Similarly, vacancy statistics do not yet indicate a solid increase in demand but we are monitoring this closely to see where it will provide data to support a sustainable recovery.

HOUSE MARKET (<2400M²)

The quarterly median house price slipped 10.7 per cent, to \$250,000 in June 2018.

Looking at the annual data, the median house price fell 6.8 per cent, to \$275,000. This fall was equivalent to about \$20,000 lost value for the past 12 months.

The annual median price in Kin Kora and Kirkwood reported a growth of 8.8 per cent and 10.5 per cent for the 12 months to June 2018. The price recovery in these two markets demonstrates that some regional pockets may have met the bottom.

Over the medium term, the house market has fallen 38.8 per cent, from \$449,500 in June 2013. This fall meant that the median house price fell \$174,500 for the past five years or nearly \$35,000 a year.

Longest-Held Suburbs^{#1}

The suburbs with the longest average hold period for all houses:

- Telina (16.7 years, \$250,000)
- Kin Kora (13.1 years, \$310,000)
- Tannum Sands (12.7 years, \$320,000)
- Clinton (12.4 years, \$265,000)
- West Gladstone (11.3 years, \$161,750)

All suburbs, with the exception of Tannum Sands, are inland suburbs within a maximum proximity of 7km to the CBD area. Tannum Sands is a coastal town located about 26 km from Gladstone's CBD.

Telina has the longest-average hold period, of 16.7 years. Median house prices in Telina have fallen 46.7 per cent for the past five years, from \$469,000 in June 2013 to \$250,000 in June 2018. The large fall in property prices supports a longer average hold period as property owners are not keen to materialise their losses.

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 80 per cent of the total house sales, making this market very affordable compared to other areas in Queensland.

Listing volumes followed a downward path, reducing 26.4 per cent for the year to May 2018. Our estimations indicate that under current market conditions less than 30 per cent of house listings reach a sale.

The annual volume of sales increased 3.9 per cent in June 2018, indicating a slight increase in demand compared to June last year.

In light of the increase in demand, median days on market shortened by 9 days, to 81 days in May 2018. Similarly, the house market reported better alignment of buyers and vendors' price expectations as the vendor discount reduced 0.8 percentage points to 9.1 per cent.

The Gladstone house market is the slowest market and the one requiring the highest discount of all areas analysed in the QMM.

UNIT MARKET

The Gladstone unit market is very small, comprising less than 15 per cent of the region's dwellings.

Only 136 units were sold for the past year, with the annual median sale price falling a discouraging 33.3 per cent to \$170,000 in June 2018.

The Gladstone unit market remained the most affordable throughout Queensland followed by Cassowary Coast (south of Cairns) which reported an annual median unit price of \$181,250.

Over the medium term, unit prices slipped nearly 60 per cent, from an annual median price of \$420,000 in June 2013.

Unit listing volumes fell 20.6 per cent, from 398 in May 2017 to 316 in May 2018.

A unit generally reaches a sale in about 95 days or nearly 40 days longer than the median days on market for the Queensland unit market.

Units in Gladstone require the highest median vendor discount of 9.5 per cent of all areas in the QMM. This compares to a Queensland vendor discount of only 4.6 per cent.

RENTAL MARKET

Vacancies in Gladstone remained within the weak range and sitting at about 4.2 per cent over the quarter. Local property managers remained confident in relation to the future market performance as it seems the regional economy has commenced to show signs of recovery.

The median rent of three-bedroom houses, two-bedroom units and three-bedroom townhouses increased in the range of \$10 to \$20 a week for the past year. This is definitely a positive outcome for landlords and may support a potential recovery of the rental market over the months ahead.

Gladstone remains as the most affordable rental market of the areas analysed in the QMM. It is also a small market with only about 8340 rental properties, which represent about 35 per cent of the regional dwellings.

House and unit yields are one of the smallest in regional Queensland, diminishing its value proposition as a property investment destination.

House yields increased slightly from 4 per cent in March to 4.2 per cent in June due to the quarterly fall of house prices.





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)	91	\$250,000	-10.7%	480	\$275,000	\$295,000	-6.8%	\$449,500	-38.8%
GLADSTONE (LGA) ^	26	\$365,000	-12.5%	132	\$380,000	\$350,000	8.6%	\$542,500	-30.0%
AGNES WATER ^	6	N/A	N/A	35	\$367,500	\$357,500	2.8%	\$398,750	-7.8%
BOYNE ISLAND	11	N/A	N/A	48	\$290,000	\$302,500	-4.1%	\$482,500	-39.9%
CALLIOPE	0	N/A	N/A	24	\$239,250	\$260,000	-8.0%	\$445,000	-46.2%
CLINTON	12	N/A	N/A	67	\$265,000	\$290,000	-8.6%	\$440,000	-39.8%
GLEN EDEN	5	N/A	N/A	17	N/A	\$330,000	N/A	\$520,000	N/A
KIN KORA	5	N/A	N/A	24	\$310,000	\$285,000	8.8%	\$415,000	-25.3%
KIRKWOOD	5	N/A	N/A	26	\$353,500	\$320,000	10.5%	\$525,000	-32.7%
NEW AUCKLAND	8	N/A	N/A	47	\$266,000	\$337,000	-21.1%	\$465,000	-42.8%
SOUTH GLADSTONE	5	N/A	N/A	27	\$230,000	\$270,000	-14.8%	\$430,000	-46.5%
TANNUM SANDS	10	N/A	N/A	53	\$320,000	\$367,500	-12.9%	\$515,000	-37.9%
TELJINA	3	N/A	N/A	21	\$250,000	\$271,500	-7.9%	\$469,000	-46.7%
WEST GLADSTONE	10	N/A	N/A	40	\$161,750	\$219,000	-26.1%	\$422,500	-61.7%

SURROUNDS

BANANA (LGA)	8	N/A	N/A	68	\$177,500	\$152,500	16.4%	\$268,000	-33.8%
BILOELA	4	N/A	N/A	38	\$272,750	\$230,000	18.6%	\$282,500	-3.5%

SALES MARKET - UNITS & TOWNHOUSES

GLADSTONE (LGA)	28	\$148,875	-34.6%	136	\$170,000	\$255,000	-33.3%	\$420,000	-59.5%
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SALES MARKET - VACANT LAND <2400M²

GLADSTONE (LGA)	9	N/A	N/A	70	\$146,500	\$160,000	-8.4%	\$221,000	-33.7%
KIRKWOOD	0	N/A	N/A	4	N/A	\$159,000	N/A	\$252,000	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ^a	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
GLADSTONE REGIONAL		\$200	214	\$190	279	\$480	239
4677	Agnes Water/Miriam Vale	\$320	14	\$300	17	\$330	13
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/Tannum Sands	\$200	196	\$180	257	\$480	219
BANANA SHIRE		\$280	56	\$300	50	\$350	54
4715	Biloela	\$300	33	\$300	37	\$350	31
4718	Baahinia	\$210	18	\$210	10	\$300	9

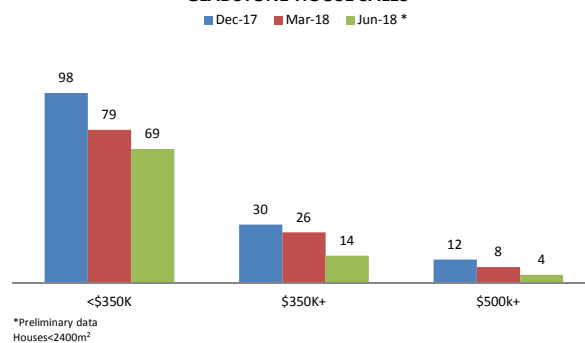
RENTAL MARKET - 2 BED UNITS

GLADSTONE REGIONAL		\$150	189	\$130	208	\$420	236
4677	Agnes Water/Miriam Vale	N/A	4	N/A	4	\$310	8
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/Tannum Sands	\$150	184	\$130	204	\$420	228
BANANA SHIRE		\$223	26	\$230	16	\$240	15
4715	Biloela	\$245	20	\$245	14	\$240	12

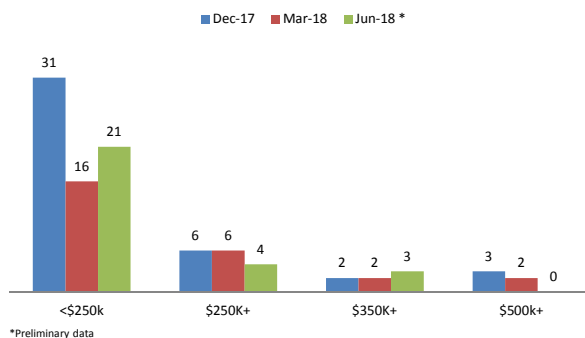
RENTAL MARKET - 3 BED TOWNHOUSES

GLADSTONE REGIONAL		\$210	70	\$200	88	\$520	59
4677	Agnes Water/Miriam Vale	\$0	0	N/A	3	\$0	0
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/Tannum Sands	\$210	70	\$200	85	\$520	59

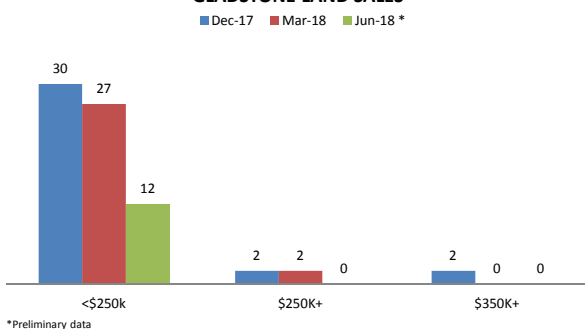
GLADSTONE HOUSE SALES



GLADSTONE UNIT SALES



GLADSTONE LAND SALES



“The annual median price in Kin Kora and Kirkwood reported a growth of 8.8 per cent and 10.5 per cent for the 12 months to June 2018. The price recovery in these two markets demonstrates that some regional pockets have commenced a recovery trajectory.”

Rockhampton

Houses down 2.7% for the year
Units 6.5% down for the year
Rental market healthy with 3% vacancy

The house and unit markets performed weakly for the past quarter, the past year and the past five years. House prices reduced 2.7 per cent, from \$273,500 in June 2017 to \$266,000 in June 2018.

Similarly, the annual median unit price fell 6.5 per cent, to \$286,000.

As an atypical performance, units are more expensive than houses. However, this trend may revert if the median unit price continues falling at a faster pace than the median house price.

The Fitzroy SA4 unemployment rate of 6.8 per cent in June 2018 remained above the state's unemployment rate of 6 per cent.

The high level of unemployment has been one of the factors limiting the recovery of the property market. It has also limited a higher percentage of home owners compared to the state. According to the Census 2016 data, Rocky and Queensland have about 62 per cent of dwellings owned outright or with a mortgage and about 34 per cent of dwellings classified as rental properties.

In good news for the region, rental vacancies fell to healthy levels for the first time in five years, to reach 3 per cent in June 2018. Rents have also generally trended upwards for the past year.

State Government Budget

Central Queensland, including Emerald, Yeppoon, Rockhampton, Gladstone and Biloela, will receive \$1 billion for capital works, which will support 3500 jobs in 2018-2019.

Key projects:

- \$66 million in 2018-19 out of a \$352 million to support the construction of the 76,000 megalitre Rookwood Weir on the Fitzroy River. This will be a drought contingency supply for Rockhampton, Gladstone and Yeppoon. This project has taken one step forward with the announcement of Sunwater as a proponent in early July this year.
- \$40 million for the duplication of the Bruce Highway between the Rockhampton-Yeppoon Road intersection and Terranova Drive
- \$15.7 million to continue the Rockhampton hospital carpark development
- \$10.9 million to duplicate the Capricorn Highway from Rockhampton to Gracemere
- \$9 million to complete improvements to intersections and road train access on Rockhampton-Yeppoon Road, and
- \$5 million to deliver a mixed-use development within the Rockhampton CBD.

Market Outlook

The outlook for the sales and rental market are challenging. The REIQ hopes the house market will stabilise over the months

ahead. However, any substantial market recovery remains heavily dependent on the strength of the regional economic fundamentals.

As the Fitzroy SA4 unemployment rate remained above full employment levels, a sustainable recovery of the rental market is still to be tested over the months ahead.

HOUSE MARKET (<2400M²)

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

The quarterly median house price slipped 1.9 per cent, to \$265,000.

Looking at the annual data, the median house price reduced 2.7 per cent, to \$266,000. This was supported by the fall in the annual sale volumes of 3.4 per cent.

Over the medium term, the house market performed weakly, falling 11.3 per cent or \$34,000 for the past five years, from \$300,000 in June 2013.

Longest-Held Suburbs^{#1}

The suburbs with the longest average hold period for all houses:

- Allentown (16.7 years, \$205,000)
- Park Avenue (15.1 years, \$224,000)
- Mount Morgan (15 years, \$94,500)
- Koongal (14.4 years, \$210,000)
- Wandal (14.2 years, \$220,000)

All five suburbs (including the township of Mount Morgan) have an annual median sale price below the Rockhampton median of \$266,000, indicating that owners of affordable suburbs prefer to retain ownership for longer.

Four of the top five suburbs are located within 2km to 6km of the CBD. Mount Morgan is the only exception, about 40km from Rockhampton's CBD.

General Activity

The busiest price range is for houses below \$350,000, and this price point represents more than 75 per cent of the total volume of house sales.

Market trend indicators revealed a market beginning to stabilise with falling supply and the suggestion that demand seems to be increasing.

Listings fell 27.3 per cent for the year to May 2018, supporting a fall on the stock on market from 10 per cent in May 2017 to 7.3 per cent in May 2018. This fall reduces the available stock for potential buyers to choose from.

Median days on market shortened from 78 days in May 2017 to 68 days in May 2018. Similarly, median vendor discount reduced from 9.1 per cent in May 2017 to 8.5 per cent in May this year.

UNIT MARKET

The Rockhampton unit market is very small, representing less than 8 per cent of the region's dwellings.

Demand for units has fallen over the past year as the volume of annual sales fell nearly 27 per cent, from 108 sales in June last year to 79 sales in June this year.

The fall in demand has put pressure on unit prices, which have fallen by 6.5 per cent for the past 12 months. A typical unit had a median price of \$286,000 in June this year compared to \$306,000 in June 2017 and \$328,250 in June 2013.

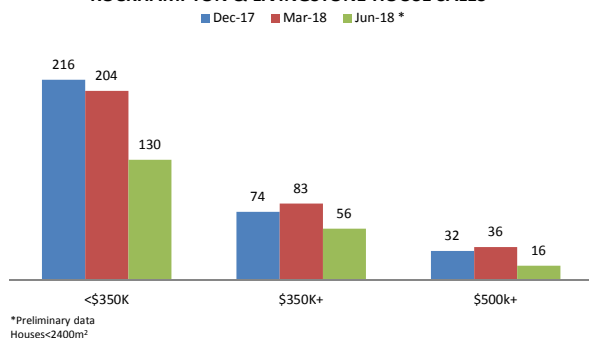
Market trend indicators showed characteristics of market wherein supply and demand are falling.

Listing volumes fell 33.1 per cent, from 284 in May 2017 to 190 in May 2018. This has triggered a fall on the stock on market to 8 per cent, reducing the available purchase options for potential buyers.

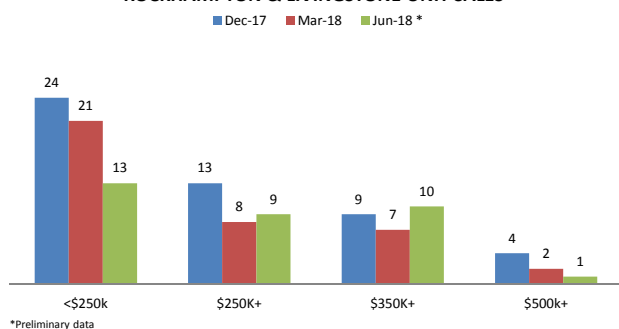
Median days on market and median vendor discount improved sharply for the past year, indicating better alignment between buyers and sellers' expectations.

Median days on market reduced by about 4 weeks, to 69 days in May 2018. Median vendor discount reduced by 1.3 percentage points, to 6.2 per cent in May 2018.

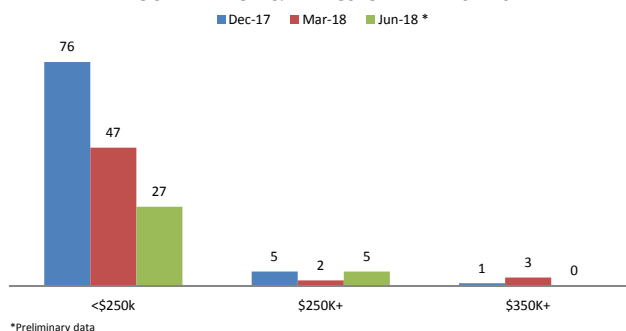
ROCKHAMPTON & LIVINGSTONE HOUSE SALES



ROCKHAMPTON & LIVINGSTONE UNIT SALES



ROCKHAMPTON & LIVINGSTONE LAND SALES



RENTAL MARKET

For a fifth consecutive quarter, vacancies in Rocky have trended downwards to reach healthy levels of 3 per cent in June 2018.

The rental market has generally seen steady rents for the past quarter with median rents for two-bedroom units and three-bedroom units holding at \$210 and \$330 a week.

Conversely, rental costs have generally trended upwards for the past year. The median rent for two-bedroom units and three-bedroom units increased \$15 and \$40 a week since June 2017.

Median rents for three-bedroom houses held steady at \$270 a week for the past year.

Houses in Rockhampton achieved annual rental yields of about 5.3 per cent, remaining unchanged for the past quarter.





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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)	136	\$265,000	-1.9%	790	\$266,000	\$273,500	-2.7%	\$300,000	-11.3%
ROCKHAMPTON (LGA) ^	11	N/A	N/A	61	\$342,500	\$393,000	-12.9%	\$385,000	-11.0%
ALLENSTOWN	7	N/A	N/A	36	\$205,000	\$255,000	-19.6%	\$257,500	-20.4%
BERSERKER	14	N/A	N/A	70	\$175,000	\$195,000	-10.3%	\$247,500	-29.3%
FRENCHVILLE	26	\$310,000	-1.6%	124	\$315,000	\$321,750	-2.1%	\$345,000	-8.7%
GRACEMERE	12	N/A	N/A	78	\$268,500	\$283,750	-5.4%	\$341,000	-21.3%
KAWANA	7	N/A	N/A	43	\$280,000	\$275,000	1.8%	\$308,000	-9.1%
KOONGAL	7	N/A	N/A	44	\$210,000	\$227,500	-7.7%	\$278,500	-24.6%
MOUNT MORGAN	4	N/A	N/A	26	\$94,500	\$95,000	-0.5%	\$147,500	-35.9%
NORMAN GARDENS	18	N/A	N/A	109	\$395,000	\$400,000	-1.3%	\$386,000	2.3%
PARK AVENUE	9	N/A	N/A	65	\$224,000	\$205,000	9.3%	\$262,500	-14.7%
THE RANGE	12	N/A	N/A	75	\$380,000	\$335,000	13.4%	\$370,000	2.7%
WANDAL	10	N/A	N/A	54	\$220,000	\$235,000	-6.4%	\$290,000	-24.1%

SURROUNDS

CENTRAL HIGHLANDS (LGA)	49	\$168,000	5.0%	216	\$160,000	\$165,000	-3.0%	\$435,000	-63.2%
BLACKWATER	17	N/A	N/A	58	\$94,250	\$37,500	151.3%	\$468,000	-79.9%
EMERALD	30	\$258,000	0.2%	136	\$242,500	\$238,750	1.6%	\$445,025	-45.5%

LIVINGSTONE (LGA)	71	\$360,000	5.0%	369	\$355,000	\$362,000	-1.9%	\$392,000	-9.4%
LIVINGSTONE (LGA) ^	21	\$485,000	-0.5%	143	\$495,000	\$475,000	4.2%	\$481,250	2.9%
EMU PARK	7	N/A	N/A	34	\$325,000	\$300,000	8.3%	\$326,500	-0.5%
LAMMERMOOR	6	N/A	N/A	35	\$455,000	\$420,000	8.3%	\$451,500	0.8%
YEPPON	21	\$355,000	13.8%	80	\$339,500	\$358,500	-5.3%	\$400,000	-15.1%
ZILZIE	7	N/A	N/A	44	\$326,500	\$347,500	-6.0%	\$395,000	-17.3%

SALES MARKET - UNITS & TOWNHOUSES

ROCKHAMPTON (LGA)	12	N/A	N/A	79	\$286,000	\$306,000	-6.5%	\$328,250	-12.9%
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SURROUNDS

LIVINGSTONE (LGA)	23	\$297,500	41.7%	88	\$246,000	\$255,000	-3.5%	\$317,525	-22.5%
YEPPON	14	N/A	N/A	45	\$235,000	\$252,500	-6.9%	\$349,800	-32.8%

SALES MARKET - VACANT LAND <2400M²

ROCKHAMPTON (LGA)	8	N/A	N/A	84	\$145,000	\$145,000	0.0%	\$148,000	-2.0%
GRACEMERE	1	N/A	N/A	25	\$145,000	\$141,000	2.8%	\$147,500	-1.7%
NORMAN GARDENS	4	N/A	N/A	29	\$166,900	\$165,900	0.6%	\$175,500	-4.9%

SURROUNDS

LIVINGSTONE (LGA)	13	N/A	N/A	114	\$178,450	\$175,000	2.0%	\$172,000	3.8%
HIDDEN VALLEY	0	N/A	N/A	11	N/A	\$175,000	N/A	\$-	N/A
PARKHURST	3	N/A	N/A	28	\$176,700	\$184,900	-4.4%	\$173,000	2.1%
ZILZIE	2	N/A	N/A	12	N/A	\$159,000	N/A	\$179,000	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY:	JUN-18 \$/ WEEK	NEW BONDS	JUN-17 \$/ WEEK	NEW BONDS	JUN-13 \$/ WEEK	NEW BONDS
ROCKHAMPTON REGIONAL		\$270	279	\$270	285	\$350	413
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$275	102	\$260	99	\$340	91
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/ Rockhampton	\$270	168	\$280	173	\$340	161
LIVINGSTONE SHIRE		\$300	137	\$280	154	N/A	N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SapphireStanwell/Rubynale/Westwood/Woorabinda/Wowan/Yaraka	\$270	55	\$260	69	\$350	67
4703	Bayfield/Bungundarra/Byfield/Coee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Tarangamba/Woodbury/Yeppoon	\$323	66	\$305	55	\$350	66
4710	Emu park/Zilzie	\$283	16	\$280	29	\$355	18
4714	Mount Morgan	\$190	9	\$195	13	\$260	9
CENTRAL HIGHLANDS REGIONAL		\$250	140	\$210	126	\$400	149
4717	Blackwater	\$230	63	\$190	48	\$400	77
4720	Emerald	\$278	58	\$225	66	\$400	60

RENTAL MARKET - 2 BED UNITS

ROCKHAMPTON REGIONAL		\$210	171	\$195	158	\$270	213
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$240	45	\$200	30	\$240	37
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/ Rockhampton	\$200	125	\$195	126	\$260	108
LIVINGSTONE SHIRE		\$250	60	\$250	61	N/A	N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SapphireStanwell/Rubynale/Westwood/Woorabinda/Wowan/Yaraka	N/A	2	\$220	7	\$295	5
4703	Bayfield/Bungundarra/Byfield/Coee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Tarangamba/Woodbury/Yeppoon	\$250	54	\$255	54	\$300	59
CENTRAL HIGHLANDS REGIONAL		\$180	63	\$165	75	\$300	57
4717	Blackwater	\$160	6	N/A	4	\$300	10
4720	Emerald	\$185	49	\$165	67	\$300	44
4722	Springure	\$155	6	N/A	1	\$0	0

RENTAL MARKET - 3 BED TOWNHOUSES

ROCKHAMPTON REGIONAL		\$330	7	\$290	6	\$360	15
4701	Central Old Uni, Frenchville, Kalka, Koongal, Lakes Ck, Nerimbera, Nth Rockhampton, Oasis Gardens, Pk Avenue PO, Rockhampton	\$330	5	N/A	3	N/A	4
LIVINGSTONE SHIRE		\$400	13	\$370	11	N/A	N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SapphireStanwell/Rubynale/Westwood/Woorabinda/Wowan/Yaraka	\$400	9	\$360	6	N/A	4
4703	Bayfield/Bungundarra/Byfield/Coee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Tarangamba/Woodbury/Yeppoon	N/A	4	\$370	5	\$355	5
CENTRAL HIGHLANDS REGIONAL		N/A	4	N/A	3	\$430	23
4720	Emerald	N/A	3	N/A	2	\$420	16

“For a fifth consecutive quarter, vacancies in Rocky have trended downwards to reach healthy levels of 3 per cent in June 2018.”

Mackay

Annual median house price up 2.5%
Annual median unit price down 2.5%
Rental market tight with 1.9% vacancy rate

The Mackay house market continued its recovery trajectory, with the annual median price increasing 2.5 per cent, to \$335,000 in June 2018.

The unit market remained subdued as unit prices fell 2.5 per cent for the year, to \$218,000.

The dynamics of supply and demand, for both houses and units, moved in opposite directions and supported better market balance. House and unit sale volumes have clearly trended upwards while listing volumes followed a downward trend limiting options for buyers.

Mackay has the smallest amount of stock on market (or available stock to purchase) for houses and units of all areas analysed in the Queensland Market Monitor.

The strength of the job market has supported the recovery of the sales and rental markets in 2018. The Mackay SA4 unemployment rate has fallen from 5.4 per cent in June last year to 3.4 per cent in June this year, sitting well below the Queensland unemployment rate of 6 per cent for June 2018.

The rental market is going from strength to strength with vacancies at a six-year low of 1.9 per cent and, as a result, rents generally trended upwards.

State Government Budget

The Mackay-Whitsunday region will receive about \$606 million for capital works in 2018-2019. This funding will support about 2100 regional jobs.

Key regional projects:

- \$115 million to construct the new two-lane Mackay Ring Road
- \$27 million to finance the Peak Downs Highway realignment
- \$10.5 million to expand and upgrade the Whitsunday Coast Airport terminal
- \$7.4 million to build a new performing arts at Mackay Northern Beaches State High school, and
- \$5.5 million to complete the Sarina Hospital redevelopment.

Tourism Activities

The Gross Regional Product generated by the tourism sector increased 16 per cent, to \$382 million for the year to June 2017. The sector also supports about 3700 regional jobs, representing an annual increase of about 15 per cent.

Tourism activities only contribute about 2 per cent to the Gross Regional Product and 4.8 per cent to the regional employment market. As such, this sector has significant potential to grow and add more value and economic activities of the region.

The proposed Lindeman Island resort is a game changer for the tourism industry in the region. The current owner of the resort, White Horse Australia Lindeman, is searching for an operating partner and construction is scheduled to commence in 2018/2019.

Market Outlook

The REIQ classifies the house sales market as in recovery.

The prognosis of the unit sales market is still challenging. However, we have noted that the trend of the unit price falls has eased, which could mean that the unit market will soon reach the bottom of the cycle.

The rental market outlook for the remainder of 2018 is positive and supported by the strength of the employment market.

HOUSE MARKET (<2400M²)

The June quarter median price fell slightly by 0.9 per cent, to a median of \$342,000.

Looking at the annual data, the median house price increased 2.5 per cent, from \$327,000 in June 2017 to \$335,000 in June 2018. This compares to the annual median price of \$426,000 five years ago in June 2013.

The top-three suburbs reporting the largest price increase for the past 12 months were North Mackay (13.2 per cent), East Mackay and South Mackay (7.4 per cent).

The Mackay house market is one of the few markets reporting an increase in sales volumes for the past year. The suburbs showing the largest annual increase in the volume of sales were Eimeo, East Mackay, Mount Pleasant, Blacks Beach and South Mackay.

Longest-Held Suburbs^{#1}

The suburbs with the longest average hold period for all houses:

- Sarina (16 years, \$215,000)
- Mount Pleasant (15.7 years, \$339,500)
- South Mackay (15.1 years, \$290,000)
- East Mackay (13.8 years, \$365,000)
- Andergrove (13.4 years, \$315,000)

With the exception of Sarina, all suburbs are within 3-8km of the CBD.

General Activity

Based on preliminary data for June 2018, the annual volume of house sales increased 4 per cent, from 1058 sales in June 2017 to 1100 sales in June 2018. We expect the increase to be larger when the data is updated.

Market trend indicators revealed characteristics of a market in recovery.

Listing volumes reduced 30.5 per cent for the year to May 2018, being the second largest fall of all areas analysed in the QMM. This fall pushed the stock on market down to 6.1 per cent, sitting below all areas analysed in the QMM.

Median days on market has shortened by 13 days, to 52 days in May 2018. This is even more than half the time required to reach the sale of a house in Mackay in 2015-2016.

Median vendor discount has reduced from 9.1 per cent in May 2017 to 6.7 per cent in May 2018. This meant that a house sale requires a negotiated discount between the parties of only 6.7 per cent, which is nearly half the required discount in mid-2016.

UNIT MARKET

The unit market performance was weak. However, the pace of the fall has reduced for the past quarter and past year. This trend is



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the result of a more balanced market where supply is falling and demand is increasing.

The annual median unit price fell 2.5 per cent in June 2018 compared to an annual fall of 6.7 per cent in March this year and an annual fall of 10.6 per cent in June last year.

The annual median unit price fell \$5500, from \$223,500 in June 2017 to \$218,000 in June 2018.

Looking at the medium-term data, the unit market performed very poorly as unit prices fell in value about 40 per cent or \$142,000, from \$360,000 in June 2013.

The most active price range for units is below \$250,000, aligning to the median sale price.

Demand for units has risen over the past year as the annual volume of sales increased 5.7 per cent, from 194 sales in June 2017 to 205 sales in June 2018.

Unit listing volumes fell the most across all the areas featured in the Queensland Market Monitor. Annual listings reduced 36.4 per cent, to 405 listings in May 2018.

Median days on market shortened by 32 days for the past year. This meant that unit vendors had to wait about 90 days to reach a sale compared to 122 days in May 2017.

The median vendor discount required to reach a sale reduced massively by 5 percentage points. A unit required a vendor discount of 7.9 per cent in May this year compared to a discount of 12.9 per cent in May last year.

The unit market performance has definitely improved for the first half of 2018. However, there is still significant scope for better alignment between supply and demand.

RENTAL MARKET

Mackay vacancies have reached a six-year low of 1.9 per cent over the June quarter.

The improvement of the rental market has been partially driven by an increase in employment opportunities, particularly in the mining sector. The June 2018 employment data revealed a very active job market with an unemployment rate of 3.4 per cent down from 5.4 per cent in June last year.

The outlook for the rental market could strengthen further if Qantas selects Mackay for the proposed Qantas Academy, a move that would bring about 3000 new residents and triggering an increase of housing needs of about 1000 dwellings or 8 per cent of the current rental stock (measured as the number of bonds held).

Rents have generally trended upwards for the quarter and the past year, reflecting increasing demand pressure for rentals.

The weekly median rent for three-bedroom houses increased \$10 in the June quarter and \$48 for the past year, to \$330.

Rents for two-bedroom units increased \$30 a week for the past year, to \$230 a week. Similarly, the median rent for three-bedroom townhouses increased \$40 a week for the past year, to \$320 a week.

House yields increased slightly for the past quarter, from 4.9 per cent in March 2018 to 5 per cent in June 2018. Unit yields held steady at 5.3 per cent for the June quarter.

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)	184	\$342,000	-0.9%	1100	\$335,000	\$327,000	2.5%	\$426,000	-21.4%	
MACKAY (LGA) ^	38	\$369,750	-10.9%	182	\$388,250	\$410,000	-5.3%	\$515,000	-24.6%	
ANDERGROVE	14	N/A	N/A	70	\$315,000	\$315,000	0.0%	\$419,000	-24.8%	
BEACONSFIELD	13	N/A	N/A	48	\$322,500	\$341,000	-5.4%	\$435,000	-25.9%	
BLACKS BEACH	6	N/A	N/A	40	\$308,000	\$340,000	-9.4%	\$465,000	-33.8%	
BUCASIA	6	N/A	N/A	71	\$340,000	\$325,000	4.6%	\$447,000	-23.9%	
EAST MACKAY	7	N/A	N/A	42	\$365,000	\$340,000	7.4%	\$432,500	-15.6%	
EIMEO	6	N/A	N/A	51	\$368,000	\$344,000	7.0%	\$481,000	-23.5%	
GLENELLA	7	N/A	N/A	52	\$461,000	\$440,000	4.8%	\$530,000	-13.0%	
MARIAN	6	N/A	N/A	47	\$410,000	\$400,000	2.5%	\$455,000	-9.9%	
MOUNT PLEASANT	9	N/A	N/A	56	\$339,500	\$348,000	-2.4%	\$469,500	-27.7%	
NORTH MACKAY	15	N/A	N/A	77	\$270,000	\$238,500	13.2%	\$375,000	-28.0%	
OORALEA	8	N/A	N/A	36	\$445,000	\$428,500	3.9%	\$505,000	-11.9%	
RURAL VIEW	9	N/A	N/A	58	\$389,500	\$397,500	-2.0%	\$515,000	-24.4%	
SARINA	6	N/A	N/A	32	\$215,000	\$245,000	-12.2%	\$335,000	-35.8%	
SLADE POINT	6	N/A	N/A	41	\$295,000	\$275,000	7.3%	\$382,500	-22.9%	
SOUTH MACKAY	18	N/A	N/A	79	\$290,000	\$270,000	7.4%	\$385,000	-24.7%	
WALKERSTON	6	N/A	N/A	40	\$379,250	\$374,000	1.4%	\$445,000	-14.8%	
WEST MACKAY	11	N/A	N/A	83	\$300,000	\$291,000	3.1%	\$400,000	-25.0%	
SURROUNDS										
ISAAC (LGA)	32	\$160,000	-8.8%	165	\$135,000	\$150,000	-10.0%	\$390,000	-65.4%	
MORANBAH	14	N/A	N/A	88	\$185,000	\$165,000	12.1%	\$485,000	-61.9%	
WHITSUNDAY (LGA)										
WHITSUNDAY (LGA) ^	9	N/A	N/A	75	\$435,000	\$452,500	-3.9%	\$470,000	-7.4%	
BOWEN	18	N/A	N/A	83	\$250,000	\$255,000	-2.0%	\$350,000	-28.6%	
CANNONVALE	10	N/A	N/A	77	\$432,500	\$441,250	-2.0%	\$436,475	-0.9%	
PROSERPINE	8	N/A	N/A	41	\$270,000	\$290,000	-6.9%	\$325,000	-16.9%	
SALES MARKET - UNITS & TOWNHOUSES										
MACKAY (LGA)	44	\$227,000	-0.2%	205	\$218,000	\$223,500	-2.5%	\$360,000	-39.4%	
MACKAY	13	N/A	N/A	47	\$265,000	\$280,000	-5.4%	\$402,601	-34.2%	
SURROUNDS										
WHITSUNDAY (LGA)	39	\$237,500	0.0%	236	\$230,000	\$265,000	-13.2%	\$292,000	-21.2%	
AIRLIE BEACH	15	N/A	N/A	81	\$338,750	\$330,000	2.7%	\$387,500	-12.6%	
CANNONVALE	13	N/A	N/A	84	\$210,000	\$229,000	-8.3%	\$265,000	-20.8%	
SALES MARKET - VACANT LAND <2400M²										
MACKAY (LGA)	27	\$165,000	-2.2%	185	\$165,000	\$165,000	0.0%	\$207,000	-20.3%	
RURAL VIEW	4	N/A	N/A	29	\$134,000	\$135,000	-0.7%	\$215,000	-37.7%	
WHITSUNDAY (LGA)										
CANNONVALE	4	N/A	N/A	48	\$155,600	\$151,000	3.1%	\$146,000	6.6%	

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	MACKAY REGIONAL	\$330	353	\$283	344	\$430	359
4737	Sarina/Sarina Beach/Armstrong Beach	\$290	21	\$260	32	\$420	22
4740	Mackay	\$340	264	\$290	261	\$440	286
4741	Various Islands/Claireview/Eton/Farleigh/Flaggy Rock/Gargett/ Mt Christian/Mt Ossa/Oakenden/Pinnacle/Playstowe/ Seafarthy/Yalbaroo	\$310	16	\$240	6	\$350	6
4750	Bucasia/Seaview Heights/Shoal Pt	\$330	22	\$300	17	\$440	16
4751	Palmyra/Walkerston	\$330	15	\$295	13	\$404	8
	ISAAC REGIONAL	\$240	164	\$200	138	\$400	147
4721	Clermont	\$260	14	\$230	11	\$350	13
4742	Nebo	N/A	1	\$200	5	\$400	7
4744	Moranbah	\$255	85	\$205	85	\$425	89
4745	Dysart	\$150	44	\$150	23	\$250	36
4746	Middlemount	\$250	17	\$250	13	N/A	1
	WHITSUNDAY REGIONAL	\$340	126	\$325	170	\$360	163
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/Mt Julian/ Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdickie/ Wilson Bch	\$340	23	\$325	38	\$350	32
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/ Whitsunday	\$450	41	\$400	45	\$420	46
4804	Collinsville	\$225	9	\$190	14	\$300	11
4805	Bowen	\$300	52	\$290	73	\$340	73

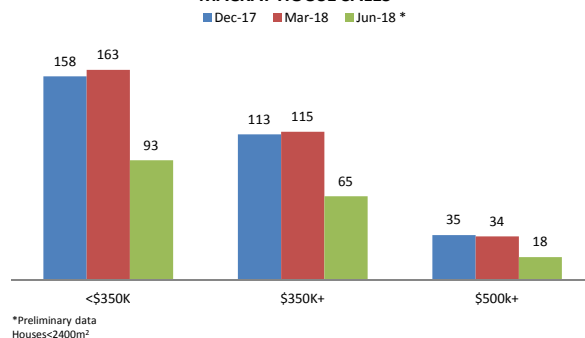
RENTAL MARKET - 2 BED UNITS

MACKAY REGIONAL		\$230	256	\$200	341	\$350	231
4737	Sarina/Sarina Beach/Armstrong Beach	\$185	12	\$170	11	\$250	10
4740	Mackay	\$240	230	\$200	309	\$350	204
4750	Bucasia/Seaview Heights/Shoal Pt	\$220	7	\$120	5	\$310	8
ISAAC REGIONAL		\$180	59	\$180	32	\$385	27
4721	Clermont	\$205	10	\$140	5	\$280	9
4744	Moranbah	\$170	35	\$220	12	\$400	16
4746	Middlemount	\$220	6	\$200	7	N/A	2
WHITSUNDAY REGIONAL		\$310	156	\$250	172	\$300	166
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdickie/Wilson Bch	\$220	7	\$200	17	\$230	16
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$350	101	\$310	90	\$330	98
4805	Bowen	\$220	45	\$220	63	\$260	50

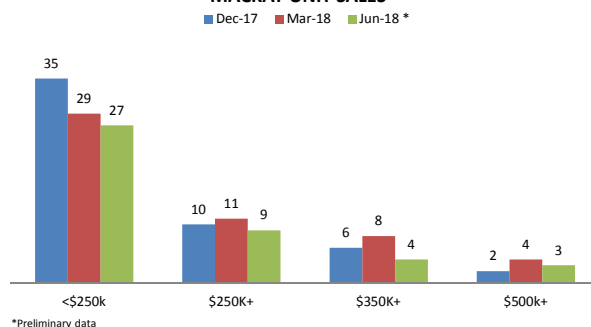
RENTAL MARKET - 3 BED TOWNHOUSES

MACKAY REGIONAL		\$320	30	\$280	39	\$450	31
4740	Mackay	\$320	28	\$280	33	\$450	30
ISAAC REGIONAL		\$320	29	\$240	27	\$545	31
4744	Moranbah	\$350	15	\$260	17	\$700	12
4745	Dysart	N/A	3	N/A	4	\$250	9
WHITSUNDAY REGIONAL		\$420	30	\$350	31	\$380	30
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$400	16	\$380	14	\$380	22
4805	Bowen	\$475	13	\$330	15	\$350	6

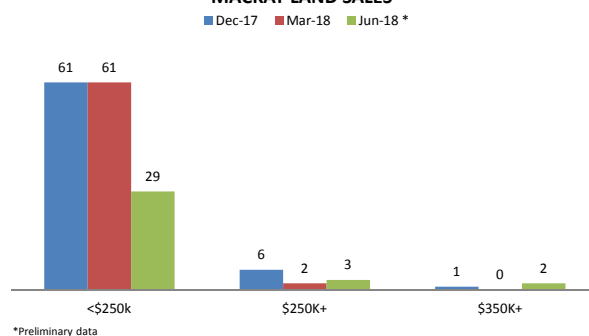
MACKAY HOUSE SALES



MACKAY UNIT SALES



MACKAY LAND SALES



“The prognosis of the unit sales market is still challenging. However, we have noted that the trend of the unit price falls has eased, which could mean that the unit market will soon reach the bottom of the cycle.”



Townsville

Houses down 3.3% annually
Units up a whopping 7.7% for the year
Rental market steady at 4% vacancy

Townsville will benefit from a sizeable budget spend targeting transport infrastructure as well as education, healthcare and sporting facilities. Despite this, the fundamentals underpinning the economy are not yet sufficient to drive a sustained recovery of the residential property market.

The June 2018 unemployment rate of 9.1 per cent is high. However, the annual growth of regional employment of 9.4 per cent is an early indication that the economy may be improving, albeit slowly.

The housing market was weak for the quarter, the year and the past five years. Annual median house prices fell 3.3 per cent, losing about \$11,000 in value.

The unit market is officially in recovery and in the 12 months to June the median unit price increased a whopping 7.7 per cent, to \$280,000. However, this is a small market, representing less than 18 per cent of all dwellings, which means it is not indicative of the overall property market's performance.

The rental market was subdued with vacancies at about 4 per cent for the June quarter.

State Government Budget

The State Budget announced \$841 million funding for infrastructure investment in the region, including \$120 million to continue the construction of the North Queensland Stadium, \$63 million towards the ongoing development at the Port of Townsville, \$38 million for the Bruce Highway bridge construction and \$26 million to redevelop and expand TAFE facilities.

The Townsville capital works program is forecast to deliver around 2900 jobs in the region, equivalent to about 2.9 per cent of the number of employed persons.

In light of the State Government commitment to improve health services throughout Queensland, Townsville will receive about \$20 million to improve health infrastructure. The funding will be allocated to:

- \$5.5 million for a second MRI unit at the Townsville Hospital Medical Imaging Department, and
- \$16.5 million to open the Palm Island Primary Care Centre

Market Outlook

The prognosis for the house market is challenging. However, the outlook could improve if the infrastructure program delivers jobs and other tangible economic benefits.

The unit sales market has been classed as a market in recovery. However, its outlook is steady and heavily dependent on the strength of the economy.

We expect the rental market will stabilise for the remainder of 2018. However, negative net internal migration does not support a significant increase in demand for rental properties.

HOUSE MARKET (<2400M²)

The quarterly median house price slipped 1.6 per cent, from \$320,000 in March 2018 to \$315,000 in June 2018.

Looking at the annual data, the median house price weakened 3.3 per cent, from \$335,000 in June 2017 to \$324,000 in June 2018. This compares to the annual median house price of \$362,500 five years ago.

Despite the consolidated fall on house prices at local government level, house prices in the suburbs of Thuringowa Central, Idalia, Rasmussen, North Ward and Railway Estate achieved double digit growth in the range of 10 per cent to 28 per cent for the past 12 months.

Longest-Held Suburbs^{#1}

Suburbs with the longest average hold period for all houses:

- Heatley (16.3 years, \$227,000)
- Mundingburra (15.6 years, \$331,500)
- Wulguru (15.6 years, \$256,500)
- South Townsville (14.3 years, \$345,000)
- Gulliver (14.2 years, \$212,000)

All suburbs are within 2-10km of the CBD and generally inland, with the only exception being South Townsville, which is on the water. It seems there is no correlation between the suburb price range and the length of the property ownership.

General Activity

The volume of sales and listings followed a downward path for the past year, limiting any meaningful improvement in the balance of supply and demand.

Annual house sales fell 11.3 per cent, from 2117 sales in June 2017 to 1877 sales in June 2018.

Similarly, listing volumes fell 24.2 per cent for the year to May 2018, putting downward pressure on the stock on market to 6.2 per cent.

Median days on market and median vendor discount improved compared to 12 months ago. Days on market fell to 63 days and vendor discount reduced to 7.5 per cent.

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

UNIT MARKET

The unit market performance was exceptional for the past year, achieving the second-largest annual unit price growth of 7.7 per cent of all the areas analysed in the Queensland Market Monitor.

Typically, a Townsville unit had an annual median price of \$280,000 in June 2018 compared to \$260,000 in June 2017. This represented a recovery of unit prices of \$20,000 for the past year.

The West End and North Ward unit market performance has driven the LGA price recovery with these suburban annual median prices increasing in the range of 32 to 50 per cent for the past year.

Looking at the medium-term data, the unit market performance remained subdued as unit prices fell 9.7 per cent for the past five years, from \$310,000 in June 2013.

A steady volume of annual unit sales coupled with the annual fall of listings volumes contributed to the recovery of the unit market.

A steady volume of annual unit sales coupled with the annual fall of listings volumes contributed to the recovery of the unit market.

Listing volumes fell 33.7 per cent for the past 12 months, to 940 listings in May 2018. This fall supported the reduction of the stock on market to 7.6 per cent, sitting within the lower range of the units stock on market for all the areas analysed in the QMM.

Vendors saw a large improvement on the median days on market and median vendor discount for the past year.

A unit in Townsville required about 56 days to reach a sale compared to 66 days in February this year and 99 days in May last year.

Buyers and vendors negotiated a median vendor discount of 7.4 per cent in May 2018 compared to 9.1 per cent in May 2017 (Please turn to page 73 for On The Market tables and graphs).

RENTAL MARKET

Vacancies in Townsville are weak, at 4 per cent for the June quarter. This means that a rental property generally sits vacant for about 15 days during a year, putting downward pressure on investor yields.

Property managers are optimistic that a recovery, although a slow one, is on the horizon as the number of rental inquiries seems to be increasing.

The June 2018 bonds data revealed a market able to absorb 775 new rental properties for the past year as bonds held increased from 23,921 in June 2017 to 24,696 in June 2018.

Townsville residents tend to prefer rental properties more than Queenslanders. According to Census 2016 data, about 39 per cent of Townsville dwellings are rentals compared to 34 per cent of dwellings in Queensland. This trend may be associated with the high regional unemployment rate significantly above Queensland's unemployment.

Median rents have edged upwards, increasing by about \$5 to \$10 a week over the past year. In June 2018, a three-bedroom house reported a median rent of \$290 a week, which is more affordable than the median rent of a three-bedroom townhouse at \$310 a week.

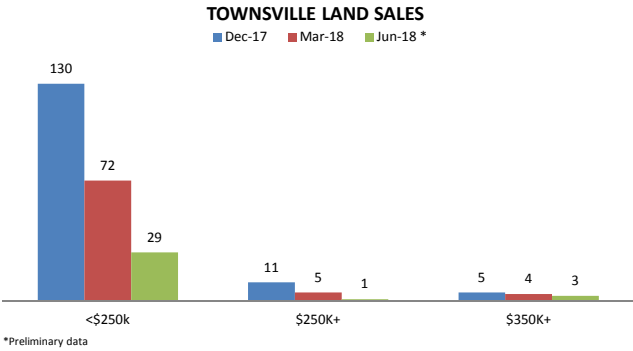
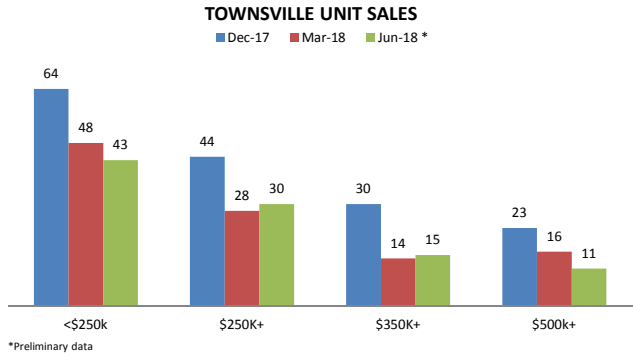
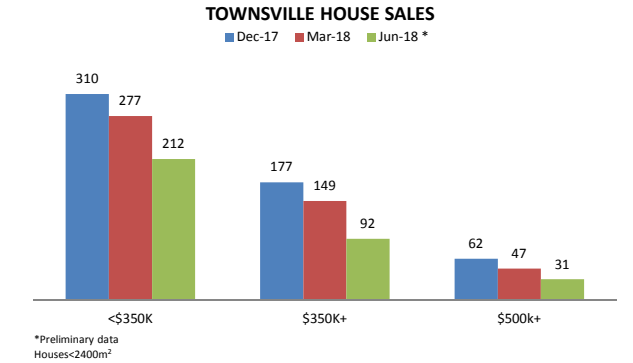
House yields held steady at 4.8 per cent for the June quarter. Unit yields, on the other hand, fell from 5.2 per cent in March 2018 to 5 per cent in June 2018 as unit prices have followed an upward trend.

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)	363	\$315,000	-1.6%	1877	\$324,000	\$335,000	-3.3%	\$362,500	-10.6%	
TOWNSVILLE (LGA) ^	36	\$429,000	7.8%	231	\$400,000	\$415,000	-3.6%	\$430,000	-7.0%	
AITKENVALE	5	N/A	N/A	45	\$284,000	\$295,000	-3.7%	\$320,000	-11.3%	
ALICE RIVER ^	7	N/A	N/A	36	\$437,500	\$440,000	-0.6%	\$512,500	-14.6%	
ANNANDALE	19	N/A	N/A	81	\$410,000	\$380,000	7.9%	\$436,500	-6.1%	
BOHLE PLAINS	3	N/A	N/A	36	\$395,000	\$390,000	1.3%	\$430,000	-8.1%	
BURDELL	12	N/A	N/A	78	\$375,000	\$365,000	2.7%	\$425,000	-11.8%	
BUSHLAND BEACH	19	N/A	N/A	88	\$375,000	\$380,000	-1.3%	\$407,750	-8.0%	
CONDON	14	N/A	N/A	61	\$230,000	\$256,500	-10.3%	\$291,000	-21.0%	
COSGROVE	3	N/A	N/A	19	N/A	\$410,000	N/A	\$-	N/A	
CRANBROOK	9	N/A	N/A	48	\$226,075	\$258,000	-12.4%	\$305,000	-25.9%	
CURRAJONG	7	N/A	N/A	33	\$235,000	\$282,000	-16.7%	\$270,000	-13.0%	
DEERAGUN	5	N/A	N/A	36	\$287,250	\$283,000	1.5%	\$340,000	-15.5%	
DOUGLAS	21	\$380,000	3.1%	79	\$365,000	\$365,250	-0.1%	\$384,000	-4.9%	
GULLIVER	12	N/A	N/A	40	\$212,000	\$250,000	-15.2%	\$285,000	-25.6%	
HEATLEY	9	N/A	N/A	37	\$227,000	\$240,000	-5.4%	\$279,500	-18.8%	
HERMIT PARK	14	N/A	N/A	50	\$330,000	\$342,500	-3.7%	\$351,000	-6.0%	
HYDE PARK	4	N/A	N/A	17	N/A	\$412,000	N/A	\$365,000	N/A	
IDALIA	6	N/A	N/A	62	\$485,000	\$400,000	21.3%	\$481,000	0.8%	
KELSO	11	N/A	N/A	71	\$244,000	\$253,000	-3.6%	\$287,000	-15.0%	
KIRWAN	62	\$299,500	-4.2%	253	\$302,000	\$315,000	-4.1%	\$345,000	-12.5%	
MOUNT LOUISA	13	N/A	N/A	93	\$340,000	\$379,000	-10.3%	\$414,500	-18.0%	
MUNDINGBURRA	8	N/A	N/A	37	\$331,500	\$341,500	-2.9%	\$370,000	-10.4%	
NORTH WARD	8	N/A	N/A	44	\$575,000	\$500,000	15.0%	\$668,500	-14.0%	
OONDOOBA	4	N/A	N/A	26	\$280,000	\$280,000	0.0%	\$269,500	3.9%	
RAILWAY ESTATE	10	N/A	N/A	38	\$309,500	\$281,000	10.1%	\$336,500	-8.0%	
RANGEWOOD ^	1	N/A	N/A	14	N/A	\$462,500	N/A	\$480,000	N/A	
RASMUSSEN	13	N/A	N/A	57	\$347,500	\$289,795	19.9%	\$296,500	17.2%	
SOUTH TOWNSVILLE	3	N/A	N/A	25	\$345,000	\$339,000	1.8%	\$317,500	8.7%	
THURINGOWA CENTRAL	6	N/A	N/A	20	\$320,000	\$250,000	28.0%	\$325,000	-1.5%	
VINCENT	3	N/A	N/A	24	\$210,000	\$242,500	-13.4%	\$265,000	-20.8%	
WEST END	8	N/A	N/A	46	\$340,000	\$330,000	3.0%	\$393,500	-13.6%	
WULGURU	9	N/A	N/A	52	\$256,500	\$265,000	-3.2%	\$316,200	-18.9%	

SURROUNDS										
BURDEKIN (LGA)	27	\$135,000	-29.0%	124	\$165,000	\$175,000	-5.7%	\$210,000	-21.4%	
AYR	16	N/A	N/A	70	\$180,000	\$206,250	-12.7%	\$255,000	-29.4%	
CHARTERS TOWERS (LGA)	8	N/A	N/A	66	\$150,000	\$165,000	-9.1%	\$200,000	-25.0%	
CHARTERS TOWERS CITY	4	N/A	N/A	25	\$142,500	\$125,000	14.0%	\$200,000	-28.8%	
HINCHINBROOK (LGA)	18	N/A	N/A	65	\$182,500	\$200,000	-8.8%	\$245,000	-25.5%	
INGHAM	9	N/A	N/A	29	\$177,500	\$167,500	6.0%	\$247,500	-28.3%	

SALES MARKET - UNITS & TOWNHOUSES										
TOWNSVILLE (LGA)	108	\$260,000	-4.9%	508	\$280,000	\$260,000	7.7%	\$310,000	-9.7%	
BELGIAN GARDENS	5	N/A	N/A	15	N/A	\$320,000	N/A	\$334,500	N/A	
DOUGLAS	4	N/A	N/A	11	N/A	\$247,500	N/A	\$335,000	N/A	
NORTH WARD	26	\$326,000	20.7%	97	\$330,000	\$250,000	32.0%	\$329,500	0.2%	
PIMLICO	1	N/A	N/A	7	N/A	\$212,000	N/A	\$225,000	N/A	
SOUTH TOWNSVILLE	10	N/A	N/A	33	\$299,500	\$335,000	-10.6%	\$358,000	-16.3%	
TOWNSVILLE CITY	10	N/A	N/A	75	\$346,250	\$397,500	-12.9%	\$395,000	-12.3%	
WEST END	5	N/A	N/A	27	\$280,000	\$187,500	49.3%	\$232,500	20.4%	

SALES MARKET - VACANT LAND <2400M ²										
TOWNSVILLE (LGA)	28	\$157,500	-1.6%	349	\$163,000	\$159,350	2.3%	\$159,900	1.9%	
TOWNSVILLE (LGA) ^	5	N/A	N/A	47	\$199,000	\$200,000	-0.5%	\$194,000	2.6%	
BOHLE PLAINS	4	N/A	N/A	57	\$161,000	\$165,750	-2.9%	\$168,250	-4.3%	
BURDELL	3	N/A	N/A	30	\$159,700	\$158,825	0.6%	\$154,161	3.6%	
BUSHLAND BEACH	7	N/A	N/A	38	\$151,250	\$155,000	-2.4%	\$163,000	-7.2%	
KELSO	1	N/A	N/A	16	N/A	\$114,100	N/A	\$139,900	N/A	
MOUNT LOUISA	3	N/A	N/A	25	\$181,500	\$169,000	7.4%	\$172,500	5.2%	
MOUNT LOW	3	N/A	N/A	30	\$155,000	\$151,000	2.7%	\$158,000	-1.9%	
OONDOOBA	0	N/A	N/A	22	\$162,750	\$159,000	2.4%	\$167,750	-3.0%	
SHAW	0	N/A	N/A	3	N/A	\$164,500	N/A	\$158,875	N/A	



RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOWNSVILLE CITY	\$290	671	\$285	733	\$340	686
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarawonga	\$323	60	\$315	51	\$360	67
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$293	30	\$280	43	\$328	38
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Palmica/Rising Sun/Rosslea	\$290	77	\$280	75	\$340	72
4814	Airkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$290	176	\$290	188	\$350	205
4815	Condon/Kelsa/Pinnacles/Rasmussen	\$270	115	\$250	133	\$320	102
4816	Alligator Ck/Dunk Is/Greenvale/Hidden Valley/Homestead/Julago/Macrossan/Majors Ck/Mingela/Mutarnee/Nelia/Name/Palm Is/Paluma/Pentland/Prairie/Ravenswood/Rollingstone/Sellheim/Toonpan/Torrens Ck/Woodstock	\$320	9	\$270	7	\$295	12
4817	Alice River/Bahle Plns/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$290	109	\$300	102	\$360	101
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bahle/Burdall/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	\$320	82	\$290	121	\$330	79
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$350	13	\$320	13	\$290	10
	BURDEKIN SHIRE	\$255	43	\$243	40	\$260	79
4806	Arkendeith	\$248	12	\$240	6	\$250	19
4807	Airville	\$260	28	\$250	32	\$270	54
	CHARTERS TOWERS REGIONAL	\$250	50	\$250	46	\$270	43
4820	Richmond Hill	\$250	50	\$250	46	\$270	43
	HINCHINBROOK SHIRE	\$250	20	\$250	23	\$260	33
4850	Abergowrie	\$250	20	\$250	23	\$260	33

RENTAL MARKET - 2 BED UNITS

	TOWNSVILLE CITY	\$248	614	\$240	731	\$280	631
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarawonga	\$260	271	\$250	338	\$300	298
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$318	44	\$300	64	\$335	33
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Palmica/Rising Sun/Rosslea	\$200	160	\$200	165	\$260	155
4814	Airkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$250	75	\$240	86	\$275	68
4815	Condon/Kelsa/Pinnacles/Rasmussen	\$203	16	\$230	16	\$288	21
4817	Alice River/Bahle Plns/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$240	24	\$240	38	\$265	41
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bahle/Burdall/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	\$224	7	\$222	6	N/A	1
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$330	17	\$250	18	\$325	14
	BURDEKIN SHIRE	\$220	39	\$200	55	\$200	59
4807	Airville	\$220	30	\$213	44	\$200	48
	CHARTERS TOWERS REGIONAL	\$200	19	\$205	8	\$200	15
4820	Richmond Hill	\$200	19	\$205	8	\$200	15
	HINCHINBROOK SHIRE	\$180	17	\$169	24	\$155	24
4850	Abergowrie	\$180	17	\$169	24	\$155	24

RENTAL MARKET - 3 BED TOWNHOUSES

	TOWNSVILLE CITY	\$310	36	\$300	26	\$350	24
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarawonga	\$350	5	\$325	6	\$385	6
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Palmica/Rising Sun/Rosslea	\$280	7	\$270	7	\$350	7
4814	Airkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$300	9	N/A	1	\$330	5
4817	Alice River/Bahle Plns/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$310	6	N/A	4	N/A	4
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bahle/Burdall/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	\$310	5	N/A	4	\$0	0



Cairns

House market up 1.2% Units fell 2.1% Rental vacancies tight at 1.5%

The Cairns house market has generally been a steady performer for the past year, with the median price increasing a modest 1.2 per cent from \$405,000 in June 2017 to \$410,000 in June this year.

The unit market performance, on the other hand, has eased again, leading to its reclassification following the June quarter as a falling market.

Annual house and unit sales volumes have fallen from 8 to 10 per cent over the past year. Similarly, house and unit listing volumes have reduced in the range of 18 per cent to 22 per cent; partially supporting a better balance between supply and demand.

Employment figures have scope for improvement, with the jobless rate at about 6.5 per cent for June 2018. Employment opportunities grew at an annual rate of 1.1 per cent in June 2018, well below the state's annual employment growth rate of 4.4 per cent.

Tourism is major employer, delivering about 29,700 jobs or the equivalent of nearly 20 per cent of the workforce in north Queensland. The pipeline of tourism infrastructure projects (such as the Crystalbrook Collection Hotel) is expected to bring jobs in coming months.

State Government Budget

The State Government Budget has committed \$26.4 million in 2018-2019 to upgrade the Centre of Contemporary Arts in Cairns. The project is expected to cost about \$66.5 million and will be delivered in partnership with the federal and local governments.

Local firm, TPG Architects, has completed the design work for the arts centre including the consultation on the concept plans. The building works on this project will commence by September this year and the project completion is scheduled by the first half of 2019.

The \$152 million Smithfield Bypass design and construction contract has been awarded to Highway Construction/Albem Operations Joint Venture. The project is expected to support 115 jobs and will be funded by the Federal Government.

Market Outlook

The outlook for the sales market for the remainder of the year is stable. We do not expect any significant improvement until the economic fundamentals strengthen.

We have reclassified the unit market as falling due to a consistent contraction in prices and sales volumes for the past year.

The outlook for the rental market is positive for investors. With potentially falling rental stock and tightening vacancies the landlord will retain the upper hand in negotiating terms with

tenants. Rents will remain as is or increase slightly towards the end of the year.

HOUSE MARKET (<2400M²)

The quarterly median price slipped 2.4 per cent, from \$410,000 in March to \$400,000 in June.

Despite the quarterly fall in house prices and the lower annual sales volumes, the annual median house price increased a modest 1.2 per cent, to \$410,000.

Double digit growth was recorded for Palm Cove, Whitfield and Clifton Beach as prices increased in the range of 11 to 15 per cent for the past year. Palm Cove and Clifton Beach are holiday destinations, offering a coastal lifestyle. Whitfield offers proximity to the airport and the CBD.

Looking at the medium-term data, the house market grew 16.1 per cent as the median price gained \$57,000 for the past five years.

Longest Hold Periods^{#1}

Suburbs with the longest average hold periods (all houses):

- Woree (16.8 years, \$335,000)
- Yorkeys Knob (15.4 years, \$377,500)
- Halloways Beach (14.6 years, \$368,750)
- Manoora (14.5 years, \$327,500)
- Freshwater (13.1 years, \$541,000)

There is evidence that Cairns residents tend to hang on to more affordable housing longer as the top four suburbs have a median sale price below the Cairns LGA median of \$410,000.

General Activity

House listing volumes fell 18.5 per cent, from 4322 in May 2017 to 3524 in May 2018. This has led to smaller stock on the market of 7.6 per cent.

Median days on market and median vendor discounting improved slightly for the year to May 2018. This demonstrates the balance of supply and demand has remained unchanged for the past year.

A typical house in Cairns required about 55 days and a negotiated discount of 5.4 per cent to reach sale in May 2018.

The busiest price range for houses is \$350,000 and \$500,000, aligning with the median house price.

UNIT MARKET

The unit market reported a weak performance for the quarter and the past year.

The June quarter unit price weakened sharply, by 7 per cent, from \$235,000 in March 2018 to \$218,500 in June 2018. This fall put downward pressure on the annual median unit price, which fell 2.1 per cent to \$230,000 in June 2018.

Over the medium term the news is much better. Unit prices grew 15 per cent over the past five years, from \$200,000 in June 2013 to \$230,000 in June this year.

The Cairns unit market is the third-most affordable unit market in the Queensland Market Monitor. This market consistently represents about 35 per cent of the regional residential market based on the number of dwellings and the volume of sales.

Market trend indicators revealed a market facing falling supply and better alignment of buyer and seller expectations.

Stock on market reduced from 12.1 per cent in May 2017 to 9.4 per cent in May 2018. This fall reduced the available purchase options for potential buyers and contained the price fall.

Median days on market and median vendor discounting improved over the 12 months to June 2018.

Median days on market shortened from 74 days in May 2017 to 62 days in May this year (Please turn to page 73 for On The Market tables and graphs).

Vendors negotiated hard and buyers accepted a smaller discount of 5.2 per cent in May 2018 compared to 6.4 per cent in May last year.

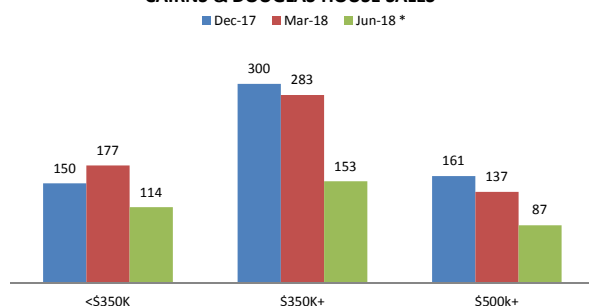
RENTAL MARKET

The Cairns rental market tightened this quarter, from 2.1 per cent in March 2018 to 1.5 per cent in June 2018.

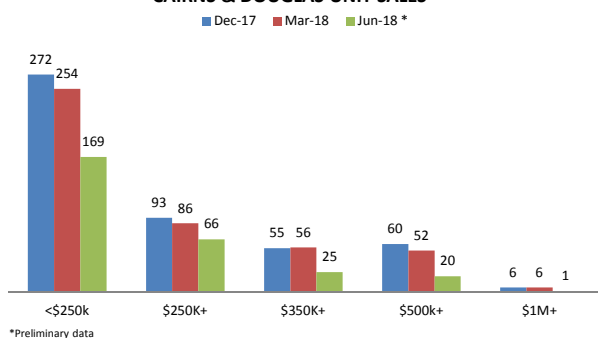
Bonds data revealed a contraction of 0.7 per cent in the rental market, which equates to 148 fewer rental properties over the past year. In light of falling vacancies, this may indicate that some former rental properties have become owner-occupied dwellings over the past year.

Similar to Townsville residents, Cairns residents tend to prefer rental properties more than Queenslanders. According to Census

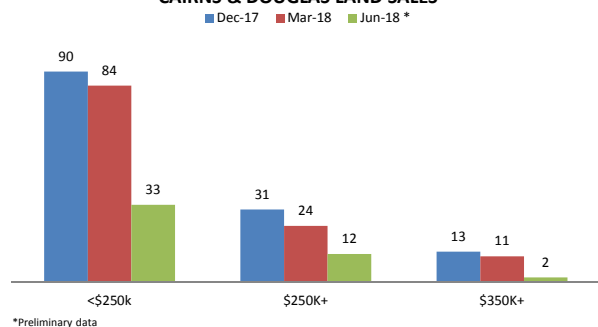
CAIRNS & DOUGLAS HOUSE SALES



CAIRNS & DOUGLAS UNIT SALES



CAIRNS & DOUGLAS LAND SALES



2016 data, about 39 per cent of Cairns' regional dwellings are rental properties compared to 34 per cent of dwellings in Queensland.

Median rents have followed a modest upward trend for the past year, increasing up to \$5 a week. A typical three-bedroom house in Cairns has a weekly median rent of \$380, sitting in the top-end range among regions outside the southeast corner.

The unit market delivered high yields for investors at 7.1 per cent in June 2018, up from 6.9 per cent in March 2018. These yields are supported by the affordable price of regional units.

House yields held steady at 4.9 per cent for a second consecutive quarter.

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)	335	\$400,000	-2.4%	2090	\$410,000	\$405,000	1.2%	\$353,000	16.1%
CAIRNS (LGA) ^	23	\$535,000	-26.6%	114	\$620,000	\$650,000	-4.6%	\$555,000	11.7%
BAYVIEW HEIGHTS	10	N/A	N/A	57	\$407,500	\$380,000	7.2%	\$352,970	15.4%
BENTLEY PARK	17	N/A	N/A	132	\$350,000	\$335,000	4.5%	\$326,500	7.2%
BRINSMEAD	18	N/A	N/A	84	\$466,500	\$444,000	5.1%	\$386,500	20.7%
BUNGALOW	4	N/A	N/A	18	N/A	\$345,000	N/A	\$279,000	N/A
CARAVONICA	2	N/A	N/A	24	\$397,500	\$410,000	-3.1%	\$305,000	30.3%
CLIFTON BEACH	4	N/A	N/A	40	\$557,500	\$500,000	11.5%	\$485,000	14.9%
EARLVILLE	5	N/A	N/A	35	\$360,000	\$361,250	-0.4%	\$325,000	10.8%
EDGE HILL	10	N/A	N/A	58	\$503,500	\$502,500	0.2%	\$407,000	23.7%
EDMONTON	25	\$322,000	-2.3%	114	\$333,500	\$349,500	-4.6%	\$310,000	7.6%
FRESHWATER	3	N/A	N/A	34	\$541,000	\$520,000	4.0%	\$406,500	33.1%
GOLDSBOROUGH ^	2	N/A	N/A	9	N/A	\$500,000	N/A	\$420,000	N/A
GORDONVALE	15	N/A	N/A	83	\$310,000	\$315,000	-1.6%	\$284,000	9.2%
GORDONVALE ^	2	N/A	N/A	14	N/A	\$595,000	N/A	\$612,500	N/A
HOLLOWAYS BEACH	9	N/A	N/A	33	\$368,750	\$385,000	-4.2%	\$345,000	6.9%
KANIMBLA	5	N/A	N/A	43	\$485,000	\$472,500	2.7%	\$430,500	12.7%
KEWARRA BEACH	17	N/A	N/A	114	\$420,000	\$442,500	-5.1%	\$382,500	9.8%
MANOORA	6	N/A	N/A	44	\$327,500	\$338,000	-3.1%	\$267,000	22.7%
MANUNDA	8	N/A	N/A	47	\$335,000	\$349,500	-4.2%	\$285,000	17.5%
MOOROOBOOL	19	N/A	N/A	83	\$380,000	\$360,000	5.6%	\$350,000	8.6%
MOUNT SHERIDAN	27	\$355,000	-13.1%	148	\$395,000	\$371,750	6.3%	\$328,500	20.2%
PALM COVE	6	N/A	N/A	34	\$606,000	\$530,000	14.3%	\$502,500	20.6%
PARRAMATTA PARK	3	N/A	N/A	35	\$435,000	\$470,000	-7.5%	\$345,000	26.1%
REDLYNCH	19	N/A	N/A	137	\$490,000	\$458,750	6.8%	\$400,000	22.5%
SMITHFIELD	15	N/A	N/A	121	\$425,500	\$425,000	0.1%	\$375,000	13.5%
TRINITY BEACH	26	\$452,500	-0.3%	106	\$462,500	\$475,750	-2.8%	\$387,750	19.3%
TRINITY PARK	10	N/A	N/A	77	\$442,500	\$445,000	-0.6%	\$387,000	14.3%
WESTCOURT	4	N/A	N/A	39	\$345,000	\$350,000	-1.4%	\$317,500	8.7%
WHITE ROCK	9	N/A	N/A	65	\$298,000	\$293,525	1.5%	\$271,500	9.8%
WHITFIELD	12	N/A	N/A	66	\$540,000	\$477,500	13.1%	\$440,000	22.7%
WOREE	2	N/A	N/A	25	\$335,000	\$315,000	6.4%	\$275,250	21.7%
YORKEYS KNOB	2	N/A	N/A	28	\$377,500	\$380,250	-0.7%	\$329,000	14.7%

SURROUNDS

CASSOWARY COAST (LGA)	38	\$250,000	6.4%	212	\$250,000	\$220,000	13.6%	\$225,000	11.1%
CASSOWARY COAST (LGA) ^	20	\$332,500	-2.2%	84	\$337,500	\$337,000	0.2%	\$310,000	8.9%
DOUGLAS (LGA)	37	\$430,000	-2.8%	151	\$430,000	\$425,500	1.1%	\$390,000	10.3%
PORT DOUGLAS	14	N/A	N/A	41	\$555,000	\$600,000	-7.5%	\$470,000	18.1%
MAREEBA (LGA)	20	\$267,500	-4.5%	141	\$265,000	\$270,000	-1.9%	\$249,750	6.1%
MAREEBA (LGA) ^	18	N/A	N/A	123	\$466,000	\$450,000	3.6%	\$410,000	13.7%
KURANDA ^	6	N/A	N/A	38	\$457,500	\$457,500	0.0%	\$430,000	6.4%
MAREEBA	14	N/A	N/A	120	\$265,000	\$282,500	-6.2%	\$256,500	3.3%
TABLELANDS (LGA)	46	\$304,500	8.8%	213	\$298,000	\$300,000	-0.7%	\$282,000	5.7%
TABLELANDS (LGA) ^	25	\$375,000	-9.2%	169	\$397,500	\$400,000	-0.6%	\$395,000	0.6%
ATHERTON	26	\$312,500	7.8%	97	\$310,000	\$320,000	-3.1%	\$306,000	1.3%
TOLGA ^	4	N/A	N/A	30	\$447,500	\$465,000	-3.8%	\$440,000	1.7%

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)	246	\$218,500	-7.0%	1428	\$230,000	\$235,000	-2.1%	\$200,000	15.0%
BUNGALOW	8	N/A	N/A	32	\$158,250	\$155,000	2.1%	\$143,000	10.7%
CAIRNS CITY	25	\$395,000	0.0%	151	\$295,000	\$300,000	-1.7%	\$345,000	-14.5%
CAIRNS NORTH	31	\$262,500	19.3%	184	\$242,000	\$235,000	3.0%	\$215,000	12.6%
EARLVILLE	6	N/A	N/A	28	\$171,250	\$175,000	-2.1%	\$186,744	-8.3%
EDGE HILL	7	N/A	N/A	34	\$164,000	\$174,500	-6.0%	\$152,000	7.9%
EDMONTON	4	N/A	N/A	17	N/A	\$190,000	N/A	\$140,000	N/A
FRESHWATER	5	N/A	N/A	36	\$262,250	\$280,000	-6.3%	\$278,000	-5.7%
MANOORA	18	N/A	N/A	102	\$176,500	\$160,000	10.3%	\$156,000	13.1%
MANUNDA	15	N/A	N/A	75	\$164,000	\$182,000	-9.9%	\$137,000	19.7%
MOOROOBOOL	16	N/A	N/A	44	\$215,500	\$253,750	-15.1%	\$175,000	23.1%
PALM COVE	11	N/A	N/A	99	\$312,500	\$290,000	7.8%	\$249,750	25.1%
PARRAMATTA PARK	9	N/A	N/A	68	\$221,000	\$245,000	-9.8%	\$210,000	5.2%
TRINITY BEACH	21	\$285,000	-1.7%	130	\$290,000	\$274,000	5.8%	\$213,250	36.0%
WESTCOURT	10	N/A	N/A	72	\$215,000	\$216,000	-0.5%	\$180,000	19.4%
WOREE	9	N/A	N/A	62	\$140,500	\$150,000	-6.3%	\$110,000	27.7%
YORKEYS KNOB	17	N/A	N/A	71	\$216,000	\$229,750	-6.0%	\$185,681	16.3%

SURROUNDS									
DOUGLAS (LGA)	42	\$200,000	-7.0%	317	\$226,500	\$255,000	-11.2%	\$182,500	24.1%
PORT DOUGLAS	36	\$185,000	-14.0%	287	\$221,750	\$256,000	-13.4%	\$180,000	23.2%
ATHERTON	2	N/A	N/A	29	\$235,000	\$224,500	4.7%	\$213,500	10.1%

SALES MARKET - VACANT LAND <2400M²									
CAIRNS (LGA)	41	\$210,000	1.0%	335	\$213,750	\$210,000	1.8%	\$170,000	25.7%
EDMONTON	0	N/A	N/A	20	\$172,500	\$188,500	-8.5%	\$125,950	37.0%
GORDONVALE	5	N/A	N/A	20	\$145,000	\$145,000	0.0%	\$92,500	56.8%
KANIMBLA	1	N/A	N/A	13	N/A	\$282,000	N/A	\$210,000	N/A
KEWARRA BEACH	2	N/A	N/A	10	N/A	\$272,000	N/A	\$189,500	N/A
REDLYNCH	4	N/A	N/A	27	\$248,000	\$245,000	1.2%	\$182,500	35.9%
SMITHFIELD	3	N/A	N/A	32	\$230,000	\$215,000	7.0%	\$168,000	36.9%
TRINITY PARK	7	N/A	N/A	30	\$206,500	\$209,750	-1.6%	\$351,250	-41.2%

SURROUNDS									
CASSOWARY COAST (LGA)	12	N/A	N/A	48	\$80,500	\$88,500	-9.0%	\$90,000	-10.6%
MISSION BEACH	0	N/A	N/A	6	N/A	\$89,000	N/A	\$108,000	N/A
DOUGLAS (LGA)	1	N/A	N/A	42	\$147,500	\$179,750	-17.9%	\$137,000	7.7%
MAREEBA (LGA)	6	N/A	N/A	45	\$110,000	\$103,750	6.0%	\$85,000	29.4%
MAREEBA	5	N/A	N/A	36	\$111,250	\$103,000	8.0%	\$85,000	30.9%
TABLELANDS (LGA)	10	N/A	N/A	53	\$112,000	\$105,000	6.7%	\$100,000	12.0%
ATHERTON	2	N/A	N/A	14	N/A	\$110,500	N/A	\$100,000	N/A

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY¹	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	CAIRNS REGIONAL	\$380	391	\$375	433	\$330	496
4865	Gordonvale	\$340	21	\$348	14	\$320	20
4868	Mt Sheridan/Bayview Hts/Tarawarra/White Rock/Woree	\$370	75	\$355	86	\$320	88
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$355	58	\$345	51	\$310	76
4870	Cairns & suburbs of Cairns	\$385	141	\$385	162	\$350	140
4878	Caravonica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$395	42	\$385	46	\$325	44
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$405	51	\$400	68	\$375	80
	DOUGLAS SHIRE	\$390	27	\$350	41	N/A	N/A
4873	Massman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$350	17	\$335	32	\$290	31
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$490	10	\$480	9	\$375	14
	CASSOWARY COAST REGIONAL	\$298	108	\$280	98	\$280	109
4849	Cardwell	\$290	10	\$265	10	\$350	10
4852	Bingil Bay	\$370	20	\$318	18	\$320	21
4854	Bilyana	\$260	19	\$265	17	\$300	18
4858	Comoon Loop	N/A	4	N/A	3	N/A	4
4860	Bamboo Creek	\$295	48	\$270	41	\$270	50
	TABLELANDS REGIONAL	\$305	76	\$300	91	\$280	152
4872	Dimbulah/Kairi/Mt Garnett/Tinaroo/Walkamin	\$300	8	\$305	10	\$250	11
4882	Talgia	N/A	4	\$380	8	N/A	4
4883	Atherton/Upper Baron	\$330	37	\$320	32	\$290	40
4884	Yungaburra/Lake Eacham	\$310	7	\$310	5	\$300	7
4885	Malanda/Tazali/Jaggan	\$300	8	\$295	13	\$270	14
4887	Herberton/Wondedja	N/A	2	\$290	8	N/A	4
4888	Ravenshoe/Evelyn/Millstream	\$270	9	\$270	14	\$250	13
	MAREEBA SHIRE	\$340	57	\$320	50	N/A	N/A
4880	Mareeba/Biboohra	\$330	45	\$310	37	\$290	44
4881	Kuranda/Koah/Speewah	\$410	12	\$400	13	\$330	14

RENTAL MARKET - 2 BED UNITS							
	CAIRNS REGIONAL	\$300	700	\$295	785	\$265	932
4868	Mt Sheridan/Bayview Hts/Tarawarra/White Rock/Woree	\$280	61	\$280	77	\$230	68
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$275	9	\$250	17	\$230	20
4870	Cairns & suburbs of Cairns	\$300	459	\$290	486	\$260	527
4878	Caravonica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$300	76	\$285	81	\$250	62
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$320	89	\$315	114	\$290	136
	DOUGLAS SHIRE	\$300	59	\$310	79	N/A	N/A
4873	Massman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$235	15	\$230	16	\$190	25
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$325	44	\$330	63	\$285	88
	CASSOWARY COAST REGIONAL	\$240	73	\$230	82	\$220	79
4849	Cardwell	\$250	8	\$233	8	\$475	14
4852	Bingil Bay	\$253	20	\$243	30	\$245	26
4854	Bilyana	\$265	11	\$225	13	\$180	10
4860	Bamboo Creek	\$208	34	\$200	29	\$200	29
	TABLELANDS REGIONAL	\$240	30	\$230	34	\$220	71
4883	Atherton/Upper Baron	\$245	18	\$240	26	\$220	29
	MAREEBA SHIRE	\$255	37	\$253	34	N/A	N/A
4880	Mareeba/Biboohra	\$258	34	\$250	32	\$225	29

RENTAL MARKET - 3 BED TOWNHOUSES							
	CAIRNS REGIONAL	\$348	9	\$345	10	\$360	30
4870	Cairns & suburbs of Cairns	\$330	5	\$330	8	\$330	11
4861	Babinda, Bartle Frere	\$0	0			\$0	0
	DOUGLAS SHIRE	\$450	19	\$450	9	N/A	N/A
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$450	19	\$450	9	\$400	10

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									
MARANOVA (LGA)	15	N/A	N/A	50	\$190,000	\$202,500	-6.2%	\$300,000	-36.7%
ROMA	15	N/A	N/A	40	\$212,000	\$220,000	-3.6%	\$325,000	-34.8%
CHARLEVILLE	7	N/A	N/A	25	\$120,000	\$130,000	-7.7%	\$162,500	-26.2%

NORTH-WEST

MOUNT ISA (LGA)	18	N/A	N/A	93	\$250,000	\$275,000	-9.1%	\$370,000	-32.4%
COOKTOWN	2	N/A	N/A	11	N/A	\$292,500	N/A	\$260,800	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ^a	JUN-18		JUN-17		JUN-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
SOUTH WEST							
	BALONNE SHIRE	\$260	7	\$250	17	\$230	20
4487	St George	\$260	7	\$250	14	\$250	14
	MARANOVA REGIONAL	\$235	56	\$200	47	\$420	61
4455	Roma	\$250	46	\$210	36	\$430	53
	MURWEH SHIRE	\$220	11	\$230	24	\$210	20
4470	Charleville	\$220	11	\$230	24	\$210	18
CENTRAL WEST							
	LONGREACH REGIONAL	\$268	16	\$250	17	\$300	24
4730	Brixton	\$275	15	\$260	15	\$305	22
	BLACKALL-TAMBO REGIONAL	\$175	8	N/A	3	N/A	4
4472	Blackwall	\$160	7	N/A	3	N/A	3
NORTH WEST							
	CLONCURRY SHIRE	\$290	8	\$250	13	\$450	17
4824	Cloncurry	\$290	8	\$250	13	\$450	17
	MOUNT ISA CITY	\$360	87	\$350	92	\$580	80
4825	Alexandria	\$360	87	\$350	92	\$580	80
FAR NORTH							
	COOK SHIRE	\$300	25	\$320	19	\$280	33
4871	Almaden	\$280	15	\$250	10	\$250	22
4895	Bloomfield	\$350	10	\$350	9	\$300	11

RENTAL MARKET - 2 BED UNITS

SOUTH WEST							
	BALONNE SHIRE	N/A	4	\$190	5	N/A	4
4487	St George	N/A	3	\$190	5	N/A	2
	MARANOVA REGIONAL	\$153	20	\$150	15	\$295	23
4455	Roma	\$155	17	\$150	14	\$320	19
NORTH WEST							
	CLONCURRY SHIRE	\$250	9	\$250	8	N/A	3
4824	Cloncurry	\$250	9	\$250	8	N/A	3
	MOUNT ISA CITY	\$220	68	\$200	70	\$410	82
4825	Alexandria	\$220	68	\$200	70	\$410	82
FAR NORTH							
	COOK SHIRE	\$300	9	\$209	11	N/A	4
4895	Bloomfield	\$300	9	\$189	6	N/A	3

On The Market Indicators

	HOUSES (ALL)								CHANGE OVER YEAR			
LGA / REGION	TOTAL LISTINGS		STOCK ON MARKET		MEDIAN DAYS ON MARKET**		MEDIAN VENDOR DISCOUNT**		TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
12MTHS ENDING MAY	2018*	2017	2018*	2017	2018*	2017	2018*	2017	CHANGE OVER YEAR			
									% PTS		% PTS	
QUEENSLAND	104,988	132,918	7.4%	9.4%	43	44	-4.7%	-4.8%	-21.0%	-2.0%	-1	-0.1%
GREATER BRISBANE												
GREATER BRISBANE	43,907	49,945	6.7%	7.6%	35	35	-4.0%	-4.0%	-12.1%	-0.9%	0	-0.0%
BRISBANE LGA	18,854	20,526	6.2%	6.7%	32	30	-4.0%	-4.0%	-8.1%	-0.5%	2	-0.0%
IPSWICH	4,842	5,559	7.2%	8.2%	42	41	-4.5%	-4.6%	-12.9%	-1.1%	1	-0.1%
LOGAN	6,565	7,642	7.1%	8.2%	39	38	-3.9%	-4.2%	-14.1%	-1.2%	1	-0.3%
MORETON BAY	9,667	11,296	7.1%	8.3%	34	36	-3.6%	-3.6%	-14.4%	-1.2%	-2	0.0%
REDLAND	3,979	4,922	7.7%	9.6%	38	42	-4.1%	-4.1%	-19.2%	-1.8%	-4	0.1%
TOURISM CENTRES												
GOLD COAST	10,577	11,016	7.9%	8.2%	38	34	-4.5%	-4.2%	-4.0%	-0.3%	4	0.3%
SUNSHINE COAST SD	8,628	10,518	8.1%	9.9%	43	46	-3.9%	-3.9%	-18.0%	-1.8%	-3	-0.0%
SUNSHINE COAST	6,829	8,223	7.9%	9.5%	40	44	-3.8%	-3.8%	-17.0%	-1.6%	-4	0.0%
NOOSA	1,799	2,295	9.0%	11.5%	54	54	-4.3%	-4.4%	-21.6%	-2.5%	-1	-0.1%
FRASER COAST	3,538	5,197	9.3%	13.6%	71	77	-5.6%	-5.5%	-31.9%	-4.4%	-6	0.1%
CAIRNS	3,524	4,322	7.6%	9.3%	55	59	-5.4%	-5.5%	-18.5%	-1.7%	-4	-0.1%
REGIONAL QLD												
BUNDABERG	3,007	4,230	8.9%	12.5%	65	71	-5.4%	-6.0%	-28.9%	-3.6%	-6	-0.6%
GLADSTONE	1,604	2,178	7.1%	9.7%	81	92	-9.1%	-10.3%	-26.4%	-2.6%	-12	-1.2%
MACKAY	2,353	3,387	6.1%	8.7%	52	65	-6.7%	-9.1%	-30.5%	-2.7%	-13	-2.4%
ROCKHAMPTON	2,045	2,813	7.3%	10.0%	68	78	-8.5%	-9.1%	-27.3%	-2.7%	-10	-0.6%
TOOWOOMBA	3,896	5,000	7.6%	9.8%	52	54	-4.5%	-4.8%	-22.1%	-2.2%	-2	-0.3%
TOWNSVILLE	3,847	5,077	6.2%	8.2%	63	68	-7.5%	-8.2%	-24.2%	-2.0%	-5	-0.7%

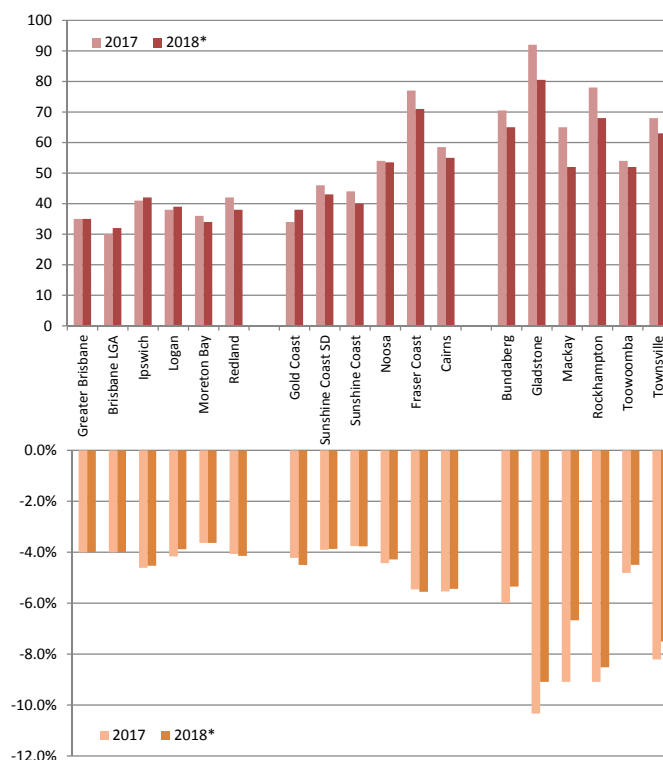
* Figures are preliminary

** 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 May
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	CHANGE OVER YEAR			
12MTHS ENDING MAY									% PTS		% PTS	
QUEENSLAND	40,658	49,095	9.0%	10.9%	56	57	-4.6%	-4.6%	-17.2%	-1.9%	-1	-0.0%
GREATER BRISBANE												
GREATER BRISBANE	15,888	19,250	7.9%	9.6%	63	61	-4.7%	-4.7%	-17.5%	-1.7%	2	0.0%
BRISBANE LGA	10,806	13,294	7.1%	8.7%	60	58	-4.8%	-4.8%	-18.7%	-1.6%	2	0.0%
IPSWICH	496	628	10.7%	13.5%	73	79	-5.1%	-5.6%	-21.0%	-2.8%	-6	-0.5%
LOGAN	1,466	1,703	10.6%	12.3%	65	68	-5.5%	-4.8%	-13.9%	-1.7%	-3	0.7%
MORETON BAY	2,329	2,703	10.3%	12.0%	71	71	-4.3%	-4.2%	-13.8%	-1.7%	0	0.0%
REDLAND	791	922	11.1%	12.9%	63	57	-4.1%	-4.0%	-14.2%	-1.8%	6	0.0%
TOURISM CENTRES												
GOLD COAST	12,814	13,584	10.8%	11.4%	48	46	-4.5%	-4.3%	-5.7%	-0.6%	2	0.2%
SUNSHINE COAST SD	4,575	5,608	9.5%	11.6%	53	58	-3.8%	-3.9%	-18.4%	-2.1%	-5	-0.1%
SUNSHINE COAST	3,604	4,372	9.5%	11.5%	51	57	-3.7%	-3.9%	-17.6%	-2.0%	-6	-0.2%
NOOSA	971	1,236	9.5%	12.1%	59	63	-4.1%	-3.9%	-21.4%	-2.6%	-4	0.2%
FRASER COAST	546	839	12.1%	18.5%	113	86	-5.7%	-5.5%	-34.9%	-6.5%	27	0.2%
CAIRNS	2,009	2,575	9.4%	12.1%	62	74	-5.2%	-6.4%	-22.0%	-2.7%	-12	-1.1%
REGIONAL QLD												
BUNDABERG	419	601	11.5%	16.5%	101	132	-4.7%	-6.0%	-30.3%	-5.0%	-31	-1.2%
GLADSTONE	316	398	8.4%	10.6%	95	112	-9.5%	-12.8%	-20.6%	-2.2%	-17	-3.3%
MACKAY	405	637	6.5%	10.2%	90	122	-7.9%	-12.9%	-36.4%	-3.7%	-32	-5.0%
ROCKHAMPTON	190	284	8.0%	12.0%	69	95	-6.2%	-7.5%	-33.1%	-4.0%	-26	-1.3%
TOOWOOMBA	667	871	8.2%	10.7%	77	82	-4.8%	-5.2%	-23.4%	-2.5%	-6	-0.4%
TOWNSVILLE	940	1,417	7.6%	11.5%	56	99	-7.4%	-9.1%	-33.7%	-3.9%	-43	-1.7%

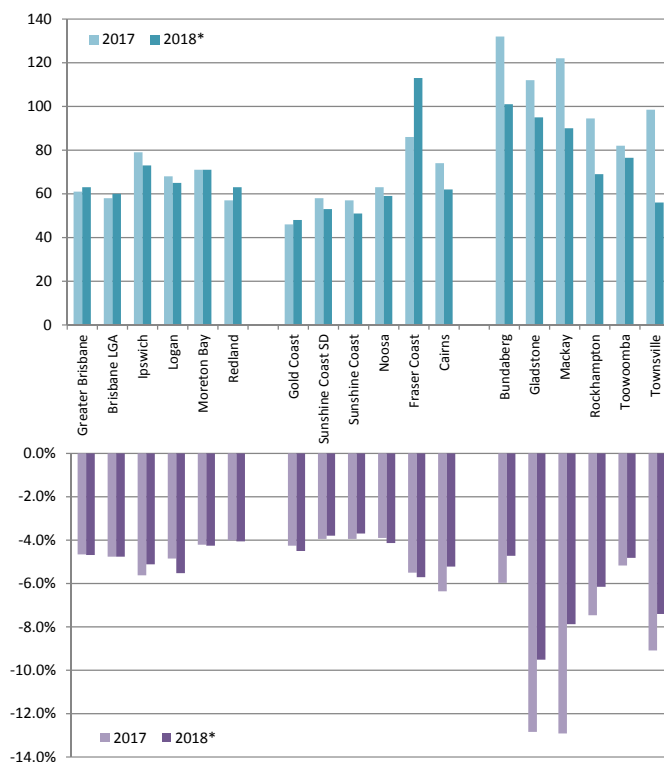
* Figures are preliminary

** 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 May
Source: REIQ, data supplied by CoreLogic RP Data



MEDIAN VENDOR DISCOUNTING - UNITS

Rental Market Indicators

GROSS YIELDS	HOUSES ¹		UNITS ²	
LOCAL GOVERNMENT AREA	JUN-18	MAR-18	JUN-18	MAR-18
GREATER BRISBANE				
BRISBANE LGA	3.3%	3.5%	4.9%	5.2%
IPSWICH	4.7%	4.7%	4.7%	5.0%
LOGAN	4.6%	4.6%	5.9%	5.7%
MORETON BAY	4.2%	4.3%	4.6%	4.6%
REDLAND	3.8%	3.9%	4.4%	4.7%
TOURISM CENTRES				
GOLD COAST	4.1%	4.1%	5.5%	5.5%
SUNSHINE COAST	4.0%	4.0%	4.6%	4.7%
NOOSA	3.6%	3.7%	3.9%	3.6%
FRASER COAST	4.9%	4.9%	5.7%	5.3%
CAIRNS	4.9%	4.9%	7.1%	6.9%
REGIONAL/RESOURCE AREAS				
BUNDABERG	5.4%	5.5%	6.0%	4.8%
GLADSTONE	4.2%	4.0%	5.2%	N/A
MACKAY	5.0%	4.9%	5.3%	5.3%
ROCKHAMPTON	5.3%	5.3%	N/A	N/A
TOOWOOMBA	4.4%	4.6%	4.2%	4.7%
TOWNSVILLE	4.8%	4.8%	5.0%	5.2%
OTHER REGIONAL AREAS				
BURDEKIN	9.8%	6.5%	N/A	N/A
CASSOWARY COAST	6.2%	7.3%	N/A	N/A
CENTRAL HIGHLANDS	7.7%	6.0%	N/A	N/A
DOUGLAS	4.7%	5.8%	7.8%	7.7%
GYMPIE	5.3%	4.9%	N/A	4.7%
ISAAC	7.8%	8.4%	N/A	N/A
LIVINGSTONE	4.3%	4.5%	4.4%	N/A
LOCKYER VALLEY	6.6%	6.2%	N/A	N/A
MAREEBA	6.6%	6.7%	N/A	N/A
SCENIC RIM	4.0%	4.2%	N/A	N/A
SOMERSET	5.9%	6.2%	N/A	N/A
SOUTH BURNETT	7.4%	7.1%	N/A	N/A
SOUTHERN DOWNS	5.7%	5.5%	N/A	N/A
TABLELANDS	5.2%	6.0%	N/A	N/A
WESTERN DOWNS	7.0%	8.5%	N/A	N/A
WHITSUNDAY	6.2%	4.5%	6.8%	7.0%

Yields comparison based on preliminary data for Jun -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	JUN-18	MAR-18	TREND	STATUS
GREATER BRISBANE	2.2%	2.7%	DOWN	TIGHT
BRISBANE LGA	2.3%	3.1%	DOWN	TIGHT
BRISBANE INNER (0-5KM)	2.7%	3.5%	DOWN	HEALTHY
BRISBANE REMAINDER (5KM+)	2.1%	2.8%	DOWN	TIGHT
OUTER BRISBAN	2.0%	2.0%	STEADY	TIGHT
IPSWICH CITY	2.5%	3.0%	DOWN	HEALTHY
LOGAN CITY	1.9%	2.0%	STEADY	TIGHT
MORETON BAY	1.6%	1.4%	STEADY	TIGHT
MORETON BAY - CABOOLTURE	1.9%	1.7%	STEADY	TIGHT
MORETON BAY - PINE RIVERS	1.4%	N/A	UP	TIGHT
MORETON BAY - REDCLIFFE	1.2%	1.3%	STEADY	TIGHT
REDLAND CITY	2.3%	2.4%	STEADY	TIGHT
GOLD COAST CITY	2.0%	1.1%	UP	TIGHT
SUNSHINE COAST SD	2.0%	1.0%	UP	TIGHT
SUNSHINE COAST	1.8%	1.0%	UP	TIGHT
SUNSHINE COAST - CALOUNDRA	1.4%	0.5%	UP	TIGHT
SUNSHINE COAST - MAROOCHY	1.6%	1.0%	UP	TIGHT
SUNSHINE COAST - HINTERLAND*	3.6%	2.2%	UP	WEAK
NOOSA	2.5%	0.8%	UP	HEALTHY
FRASER COAST	0.8%	1.9%	DOWN	TIGHT
FRASER COAST - HERVEY BAY	0.9%	1.8%	DOWN	TIGHT
FRASER COAST - MARYBOROUGH	0.7%	2.5%	DOWN	TIGHT
CAIRNS	1.5%	2.1%	DOWN	TIGHT
BUNDABERG	2.2%	3.4%	DOWN	TIGHT
GLADSTONE	4.2%	4.1%	STEADY	WEAK
MACKAY	1.9%	3.6%	DOWN	TIGHT
ROCKHAMPTON	3.0%	4.1%	DOWN	HEALTHY
TOOWOOMBA	1.8%	2.3%	DOWN	TIGHT
TOWNSVILLE	4.0%	3.8%	STEADY	WEAK
CASSOWARY COAST	5.9%	6.1%	STEADY	WEAK
LIVINGSTONE	2.4%	3.8%	DOWN	TIGHT
MOUNT ISA	3.7%	N/A	N/A	WEAK
SOUTH BURNETT	0.5%	N/A	N/A	TIGHT
SOUTHERN DOWNS	4.5%	3.2%	UP	WEAK
TABLELANDS	4.8%	N/A	N/A	WEAK
WHITSUNDAY	3.1%	2.6%	UP	HEALTHY

*Noosa Hinterland included in Sunshine Coast Hinterland
Vacancy Trend:
steady = between -0.3% to 0.3%
up = +0.3% or more
down = -0.3% or more
Market Status:
Tight <2.5%
Healthy 2.5-3.5%
Weak >3.5%
Source: REIQ Residential Rental Survey

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