

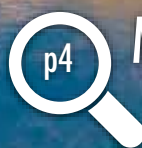


# Queensland Market Monitor

September 2018 | Issue 40

**YOUR SUBURB BY SUBURB PROPERTY GUIDE**

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Mackay well into recovery,  
wealth creation in Noosa



**100**  
YEARS OF REIQ



Editor: Felicity Moore  
Author: Karina Salas





# 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 [req.com](http://req.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 of Brisbane City, Ipswich City, Logan City, Moreton Bay Regional and Redland City.

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

# Figures based upon the new council boundaries

^ Indicates acreage sales only (with land size greater than 2400m<sup>2</sup>). All other data is based upon sales with a land size of less than 2400m<sup>2</sup>

#<sup>1</sup> Smallest stock on market refers to all houses for the year to August 2018. The annual median house prices refer to houses <2400m<sup>2</sup> and for the year to September 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.

The market trends data changed in November 2018 to improve the accuracy of the residential property universe. Recent changes have had an impact in the overall counts of properties and overall listing volumes. As such, an annual comparison of the stock on market may not necessarily provide an accurate representation of trends.

Source: REIQ, data supplied by CoreLogic

## 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

## DEMOGRAPHICS INFOGRAPHICS

Population data has been sourced from the Australian Bureau of Statistics and refers to December 2017. Median age and ownership structure of the dwellings has been sourced from the 2016 Census data.

## EMPLOYMENT INFOGRAPHICS

The employment data for the SA4 region is sourced from the Australian Bureau of Statistics (ABS 6291.0.555.001). The data refers to the relevant QMM quarter.

## HOUSE AND UNIT MARKET INFOGRAPHICS

Arrows denote annual trend for the relevant indicator.

## 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.

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

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

Source: Residential Tenancies Authority, Rental Bond lodgements

## 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 and 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

## Buying a property?

Research which markets have the best opportunities and get a detailed property report from Residex, now part of **CoreLogic**.





# Queensland Market Overview

## EMPLOYMENT MARKET



Unemployment Rate

**6.1%**



Participation Rate

**66%**

## DEMOGRAPHICS



Population

**4,965,033**



Median age

**37Yrs**



% owner-occupied dwellings with a mortgage

**33.7%**



% owner-occupied dwellings mortgage-free

**28.5%**



% rental dwellings

**34.2%**

## Mackay well into recovery, solid wealth creation for property owners in Noosa

Editor Felicity Moore  
Research by Karina Salas

The Mackay residential property market delivered solid results this quarter, confirming its status as a rising market well into recovery stage.

The annual median house and unit prices in Mackay increased 5.6 per cent and 1.3 per cent for the past 12 months. A house in Mackay has an annual median price of \$340,000 in September this year, recovering \$18,000 in value compared to its median price of \$322,000 in September 2017.

Owners of houses, units and blocks of land in Noosa have seen solid wealth creation over the past year. Median prices for houses, units and land increased in the range of \$40,000 to \$60,000 over the past year, reaching median price records of \$715,000 for houses and \$550,000 for units.

Despite the gloom and boom media coverage, the Queensland rental market has strengthened again this quarter, showing a gradual and sustainable increase in demand for rental accommodation.

The rise in rental demand has been a key driver of the general tightening of vacancies, with Queensland having more tight markets and fewer weak markets compared to the previous quarter.

The key findings of the state's residential property market for the September 2018 quarter:

- The Queensland rental market absorbed 21,125 new rentals for the past year, representing an annual growth in rental demand of 3.7 per cent. About 6200 new rentals reached a lease agreement over the September quarter.
- Many house markets analysed in the Queensland Market Monitor have experienced tougher market conditions wherein supply is on the rise and demand is slowing down. The exceptions were the house markets in Gladstone and Mackay and the unit markets in Fraser Coast and Townsville. All of them reported an annual increase in sales volumes over the past year.
- As a quiet and reliable achiever, the Brisbane house market has not disappointed property owners, with the annual median house price reaching a new high of \$675,000 in September this year.
- The Brisbane LGA unit market remained subdued as the annual median price fell 2.2 per cent.
- The Brisbane LGA rental market tightened for a second consecutive quarter to 2 per cent, operating at a tighter level than many outer Brisbane regions.
- The Gold Coast house and land markets performed well. However, the unit performance was weak as demand (measured by the annual sales volumes) fell about 20 per cent for the past year.
- The house markets in Toowoomba, Fraser Coast and Bundaberg have generally been steady performers for the past year. However, their rental markets have performed well as vacancies remain low generally favouring landlords.





*"The Queensland employment market continued growing over the past year. More jobs were added to the economy and more people decided to enter the labour force."*

- Mackay has not disappointed owners and residents this quarter, reporting the strongest employment market and rental market in Queensland. Some of the key indicators supporting its performance are:

- Economic activity has created 2400 jobs for the past year, pushing the jobless rate to 3.3 per cent in September 2018 compared to 5.1 per cent one year ago.

- The employment participation rate of 74.3 per cent in September 2018 sits above the long-term average of 71.3 per cent.

- Vacancies of 0.9 per cent have reached their lowest level since March 2012.

- Generally, the performance of the house market outpaces the performance of the unit market. The only exceptions were the Noosa and Townsville unit markets, which grew 12.2 per cent and 1.9 per cent over the past year.

- Many unit markets featured in the QMM performed poorly for the past year. The exceptions were the unit markets in Noosa, Sunshine Coast LGA, Logan, Townsville, Mackay and Redland. These markets reported an annual increase in the median unit price in the range of 1.2 per cent to 12.2 per cent.

- The house and unit markets in Rockhampton and Gladstone were subdued as their respective employment markets do not yet reach solid employment levels.

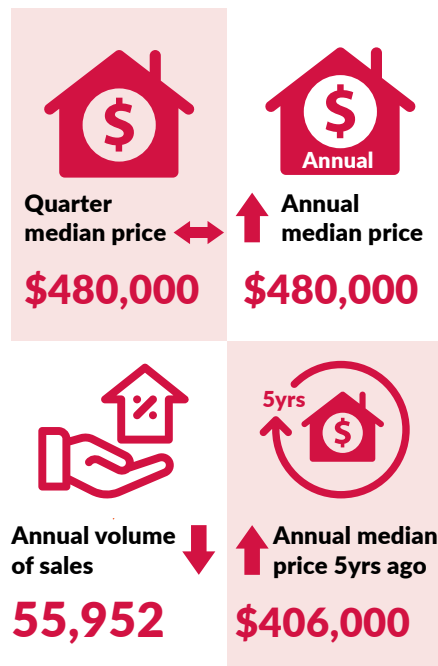
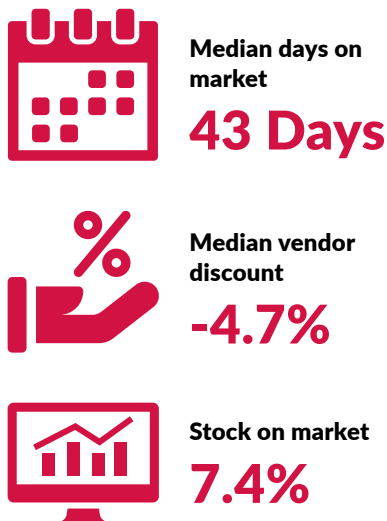
- The large regional rental markets are generally on the mend. Only Townsville and Gladstone reported vacancies within the weak range.

#### **TIGHTER LENDING CONDITIONS AHEAD**

The ramification of the Royal Banking Commission extends clearly onto the Australian economy and the property and real estate sectors are two of the most impacted by the regrettable findings.

Following the release of the Royal Banking Commission Interim Report, property sector experts and economists have forecast a further tightening on lending conditions.

The report has revealed that financial institutions have in many instances failed to implement responsible lending practices. Specifically, the borrower's outgoings and expenditure have not been thoroughly verified prior to the calculation of the borrower's capacity to repay.

**HOUSE MARKET (<2400M<sup>2</sup>)****HOUSE MARKET ALL**

In light of these findings, financial institutions will have to lift their game. In practical terms, this means that financial institutions will be required to thoroughly verify income and expenses for all potential borrowers.

The implications for the property sector are many. Most likely, smaller and/or fewer home loans will be financed to buyers. Borrowers will also have to comply with new information requirements and tougher lending criteria.

Over the long run, the strengthening of lending practices will support a stronger banking system and a more solid property market. However, the transition will be challenging and most likely will continue putting downward pressure on house prices in some markets.

Following the property price corrections of the mining towns over the past few years, the REIQ remains confident that the Queensland property market is solid and current property prices have been generally supported by sustainable demand.

What many described as a boring Queensland property market, we describe as a solid and sustainable market, which may not be heavily impacted by the findings of the Royal Banking Commission.

**VALUE OF QUEENSLAND RESIDENTIAL PROPERTY MARKET**

The value of the Queensland residential property market reached \$1 trillion in September 2018 following a \$93.1 billion increase over the past two years.

The Queensland residential property market remains affordable and continues showing signs of a sustainable and healthy market. An increase in the number of dwellings coupled with the moderate increase in the median value of residential dwellings drove the lift in value of Queensland properties.

The Queensland residential property market growth has been moderate to modest, especially when compared with the southern markets. However, this modest growth has positioned us in an enviable position. Queensland most likely will be avoiding the boom-and-bust cycles that other markets are currently facing.

**QUEENSLAND RENTING REFORM**

The Queensland government has initiated a consultation process to assess the implementation of the Queensland renting reform.

The outcome of this consultation will potentially shape the future of the rental market in Queensland and provide the pillars to initiate a review of the renting laws.

The current renting laws have been in place for over 40 years and all parties acknowledge the need to improve and modernise the legal framework for rental properties.

We acknowledge that the consultation process has added a level of uncertainty for investors, which is having an impact on the inherent risk of the investment.

As such, we have encouraged all our readers to have a say during the consultation process. This reform must deliver fairer legislation for tenants, landlords and property managers without impacting on the strength of our rental market.

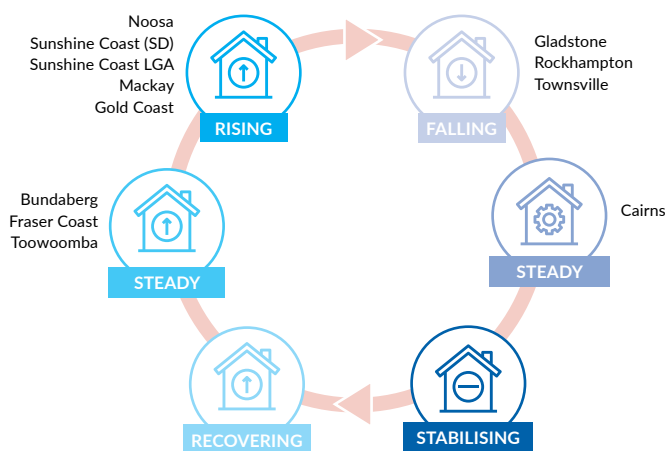
**QUEENSLAND EMPLOYMENT MARKET GROWING**

The Queensland employment market continued growing over the past year. More jobs were added to the economy and more people decided to enter the labour force.

The Queensland economy created 86,800 new jobs for the past year to September, representing an annual increase of 3.6 per cent of employment opportunities.

## QUEENSLAND HOUSE MARKETS

September Qtr 2018

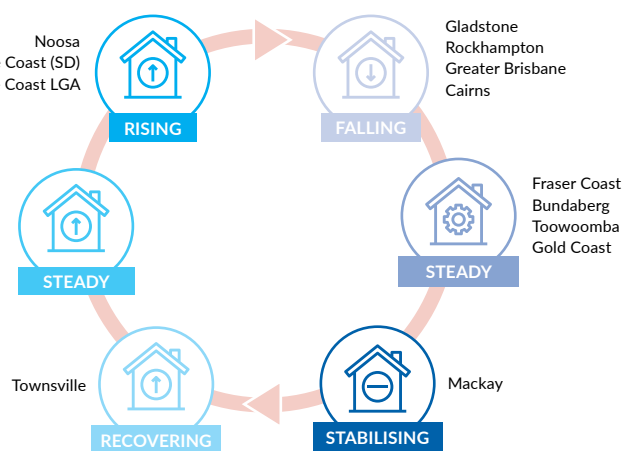


Source: REIQ

Based on the previous 4 quarters median sale price change and the annual change. Houses < 2400m<sup>2</sup>

## QUEENSLAND UNIT MARKETS

September Qtr 2018



Source: REIQ

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

Despite the increase in jobs, the jobless rate held steady at 6.1 per cent compared to September last year. This has eventuated as more people over the age of 15 years has decided to enter the labour force, putting upward pressure on the participation rate from 64.8 per cent in September 2017 to 66 per cent in September 2018.

### HOUSE MARKET (<2400m<sup>2</sup>)

The Queensland house market performance has not changed significantly over the September quarter.

The quarterly median house price held steady at \$480,000 for September 2018.

Despite the fall in the annual volume of sales of 11.8 per cent, the annual median house price increased a modest 1.9 per cent, from \$470,940 in September 2017 to \$480,000 in September 2018.

Over the past five years, the Queensland annual median house price increased 18.2 per cent, from \$406,000 in September 2013 to \$480,000 in September 2018.

Once again, the southeast corner house markets generally led the growth for the past year.

The Sunshine Coast SD, particularly Noosa, were the best performers of all the areas featured in the QMM. The annual median house price in Noosa reached \$715,000, increasing \$57,000 in value for the past 12 months or the equivalent to \$4750 a month.

The Gold Coast remained as a solid house market, although the price growth has slowed down compared to previous quarters in 2018.

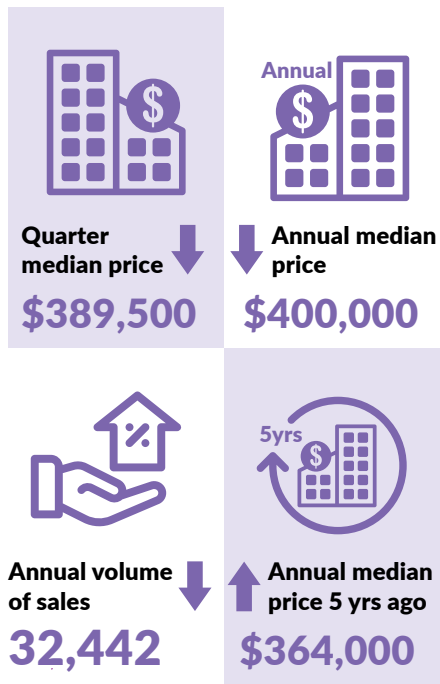
The Mackay house market definitely performed well for the year to September 2018, overtaking the growth seen in the Greater Brisbane house markets and even in the Gold Coast house market. However, house prices in Mackay still have a long way to go to reach similar prices seen five years ago.

All the house markets in Greater Brisbane performed well for the past year, reaching new highs in September 2018.

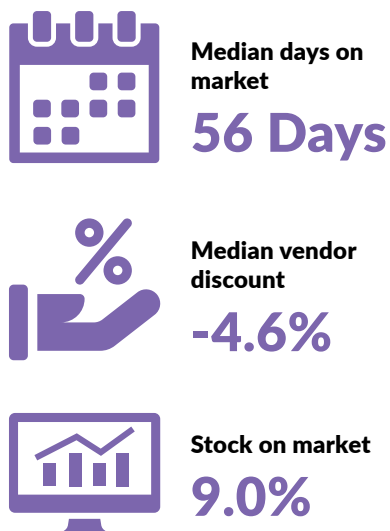
The annual median house price in Brisbane LGA reached a new high of \$675,000. House prices in Logan are now sitting at \$400,000 compared to \$388,000 in September last year.



## UNIT MARKET



## UNIT MARKET ALL



Redland house prices are getting closer to the mid \$500,000s while house prices in Moreton Bay are now well into the mid \$400,000s. Houses in Ipswich remained as the most affordable in Greater Brisbane, with an annual median of \$345,000.

The house markets in Bundaberg, Fraser Coast and Toowoomba were steady performers for the past year, showing resilience under tougher market conditions wherein supply is on the rise and demand appears to follow a downward path.

Unfortunately, the house markets in Rockhampton, Cairns, Townsville and Gladstone were subdued, with annual median prices falling in the range of 0.8 per cent to 8.1 per cent.

### General Activity

Generally, the house markets in Queensland are experiencing more challenging market conditions for vendors.

The annual sales volumes fell 11.8 per cent, from 63,445 sales in September 2017 to 55,952 sales in September 2018.

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

Queensland's annual listing volumes increased 7.2 per cent for the year to August 2018, to 110,268 house listings.

Based on QMM data, the largest growth in house listing volumes was reported in Gold Coast, Gladstone and Townsville. Noosa was the only market reporting a small fall in listing volumes of 0.9 per cent, to 1878 listings in August 2018.

Despite the larger pool of options for potential buyers, median days on market and median vendor discount in Queensland increased slightly to 44 days and 4.8 per cent in August 2018.

For a second consecutive quarter, Mackay reported the largest fall in days on market of 19 days.

Mackay also reported the largest fall in median vendor discount of 1.4 percentage points for the past year. This is just the reflection of an increase in demand for houses in Mackay.

Generally, 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.

Sunshine Coast LGA required the smallest vendor discount of 3.7 per cent, while Gladstone houses required the largest vendor discount of 10.1 per cent in the QMM.

### UNIT MARKET

The unit market throughout Queensland is much smaller compared to the house market.

According to the 2016 Census data, about 77 per cent of Queensland's dwellings are separate houses compared to 73 per cent in Australia and 66 per cent in New South Wales. This supports the Queenslander's preference for low-density living.

The performance of the Queensland unit market was subdued for the past quarter and the past year.

The quarterly median unit price slipped 2.6 per cent in the September quarter, to \$389,500.

Over the past year, the annual median price fell 0.9 per cent, from \$403,500 in September 2017 to \$400,000 in September 2018.

The good news was that the Queensland unit market grew nearly 10 per cent for the past five years, from \$364,000 in September 2013 to \$400,000 in September 2018.





Many unit markets featured in the QMM performed poorly for the past year. The exceptions were the unit markets in Noosa, Sunshine Coast LGA, Logan, Townsville, Mackay and Redland. These markets reported an annual increase in the median unit price in the range of 1.2 per cent to 12.2 per cent over the past 12 months.

The Noosa unit market was a strong performer for the past year, with the annual median unit price increasing 12.2 per cent to a median of \$550,000.

The Toowoomba unit market held steady for the past year, at a median unit price of \$305,000.

Unit prices in Fraser Coast, Gold Coast, Brisbane LGA, Bundaberg, Cairns, Moreton Bay, Ipswich, Rockhampton and Gladstone slipped in the range of 2 per cent to 24 per cent for the past year.

Similar to the house market, unit sales volumes fell 19.5 per cent, from 40,322 in September 2017 to 32,442 in September 2018.

Unit listings volumes in Queensland increased 11 per cent, from 38,428 in August 2017 to 42,663 in August 2018. Many areas in the QMM reported an increase in unit listing volumes for the past year to August, the exceptions were Ipswich, Logan, Redland, Gold Coast, Sunshine Coast and Noosa.

Noosa was the fastest-selling market and Rockhampton was the slowest-selling market for units.

The Redland unit market required the lowest discount of 2.5 per cent.

Mackay reported the largest fall in days on market of 40 days. Mackay also reported the largest fall in median vendor discount of 2.5 percentage points for the past year. This is just the reflection of an increase in demand for units in Mackay.

## RENTAL MARKET

The Queensland rental market continued tightening over the September quarter as demand for rental accommodation rose at a faster pace compared to the previous quarter.

Specifically, more than 6200 net new rental properties were added to the Queensland rental market for the past three months compared to 3858 net new rentals added over the June 2018 quarter.

The rental market in Brisbane LGA tightened for a second consecutive quarter, to 2.0 per cent in September. This demonstrates market resilience and the capacity of the rental market to gradually absorb the oversupply of new rental stock, including medium-to-high density dwellings.

The Greater Brisbane rental market is tight, at 2.2 per cent. Within Greater Brisbane, Logan and Caboolture are the only markets that are in the healthy range, at 3.5 per cent and 2.8 per cent respectively. All other sub-regions operated in the tight range with vacancies below 2.5 per cent over the September quarter.

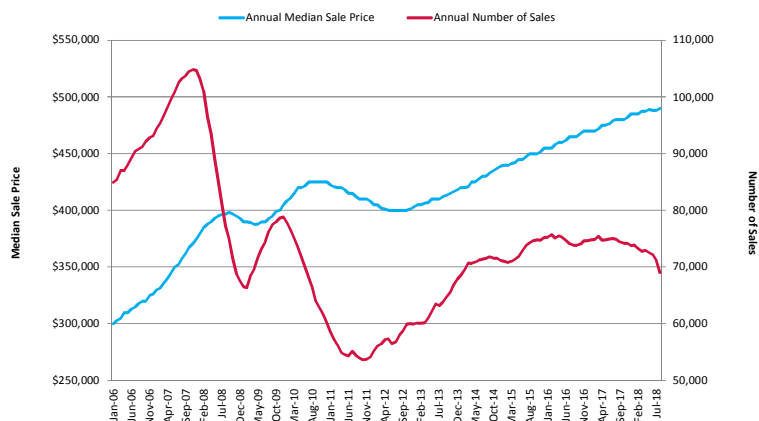
The coastal rental markets, with the exception of the Hinterland region in the Sunshine Coast, operated within the tight range with vacancies not exceeding 2.1 per cent.

The Gold Coast rental market continues performing strongly. Median rents have generally trended upwards for the past year as many rental properties are being sold to owner-occupiers. Vacancies sit within the tight range at 1.7 per cent even after the completion of the Commonwealth Games.

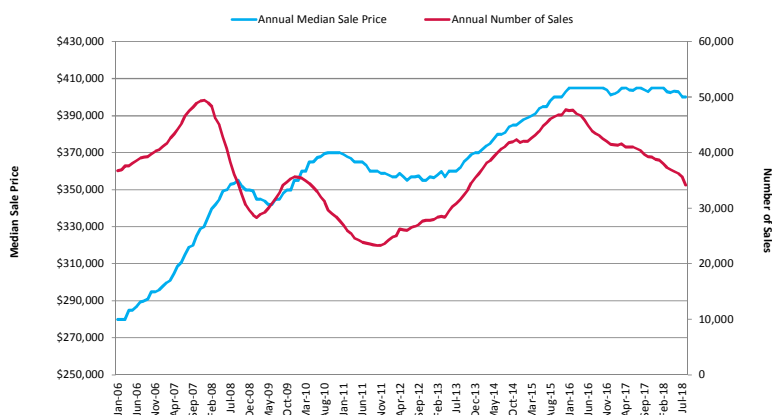
Sunshine Coast SD vacancies held steady at 2 per cent, with the Noosa rental market performing better than the Sunshine Coast LGA. The driver for the strong performance of rentals in Noosa is the increasing trend of owner-occupiers, limiting the rental stock and putting upward pressure on rents and downward pressure on vacancies.



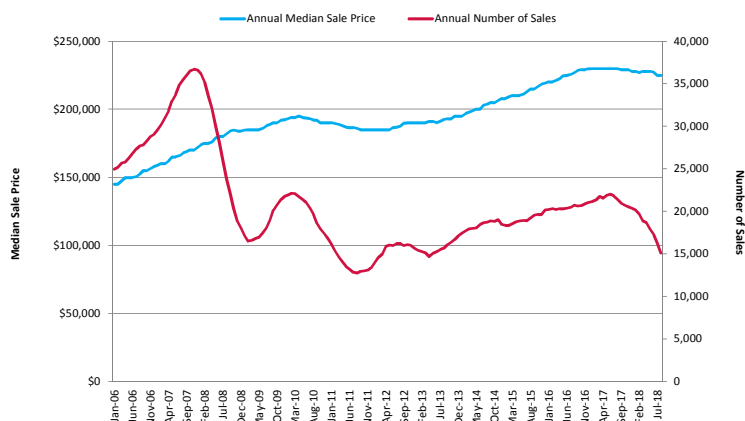
## QUEENSLAND HOUSE MARKET



## QUEENSLAND UNIT MARKET



## QUEENSLAND LAND MARKET



## 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	10354	\$480,000	0.0%	55952	\$480,000	\$470,940	1.9%	\$406,000	18.2%
Queensland	Houses ^	1547	\$540,000	0.0%	9023	\$540,000	\$530,000	1.9%	\$463,500	16.5%
Queensland	Units	5318	\$389,500	-2.6%	32442	\$400,000	\$403,500	-0.9%	\$364,000	9.9%
Queensland	Land	953	\$214,500	-4.2%	11723	\$225,000	\$228,000	-1.3%	\$191,600	17.4%
Queensland	Land ^	204	\$187,500	-7.2%	1980	\$220,000	\$250,000	-12.0%	\$197,500	11.4%





The Fraser Coast and Cairns markets are the tightest coastal rental markets in Queensland with vacancies of 1.4 per cent.

The rental markets in the largest regional centres continued strengthening this quarter. Mackay has become the tightest rental market in Queensland as vacancies tightened to 0.9 per cent over the September quarter.

Only two of the major regional markets in Queensland, Gladstone and Townsville, are weak markets, with vacancies above 3.5 per cent but below 4.5 per cent.

In fact, for the first time in six years, the Rockhampton rental market moved into the tight range as vacancies tightened from 3 per cent in June to 2.3 per cent in September.

The Toowoomba rental market has performed well for the past decade, consistently operating within the tight and healthy range. Over the September 2018 quarter, Toowoomba vacancies sat at 1.9 per cent, showing that demand is catching up with supply.

The Bundaberg rental market seems to be stabilising after a period of correction. Bundaberg vacancies held steady at 2.2 per cent for a second consecutive quarter.

Similar to the previous quarter, Cassowary Coast was the weakest rental market in Queensland with vacancies of 6.3 per cent.

Median rents for all dwelling types in Brisbane LGA, Gladstone, Mackay, Moreton Bay and Redland have consistently increased or held steady for the past 12 months.

Median rents for most type of dwellings in Bundaberg, Cairns, Fraser Coast, Gold Coast, Noosa, Sunshine Coast and Toowoomba have generally trended upwards or held steady for the past year. Only one type of dwelling reported a fall in median rents throughout these locations for the past year.

In most of the areas analysed in the QMM, house and unit yields have not changed significantly over the past quarter.

In the case of houses, yields in Noosa, Toowoomba and Gladstone trended upwards over the past quarter due to an increase in the median rent. A similar trend was seen for units in Cairns, Gladstone and Mackay.





## HOUSE MARKET COMPARISON



**Best performer for the year**

**Greater Hobart**  
**12.8%**



**Fastest selling capital city**

**Greater Hobart**  
**10 Days**



**Smallest discount capital city**

**Canberra**  
**-2.0%**

## Greater Brisbane house market holding firmly

Generally, the house market throughout the capital cities in Australia continued outperforming the unit market, demonstrating the Aussie preference for low-density living.

Despite the constant doom and gloom media, only the capital city of Greater Darwin reported a fall in the annual median house price of 1.5 per cent for the year to August 2018.

All other capital cities reported an annual median house price growth in the range of 0 to 13 per cent, with Greater Hobart showing the strongest growth for the year and remaining as the most affordable capital city location for houses.

The Greater Brisbane house market performance has held firmly for the past 12 months as the annual median house price grew a sustainable and moderate 3.3 per cent to a median of \$550,000 – still considered reasonably affordable.

Looking at the unit market, Greater Hobart achieved the title of the strongest performer reporting an annual median price growth of 12.8 per cent for the year to August 2018.

Unfortunately, the performance of the unit markets in Greater Brisbane, Greater Perth and Greater Darwin were subdued and outperformed by their respective house markets.

### HOUSE MARKET

The volume of annual house sales across the capital cities in Australia continued trending downwards, falling from about 187,860 sales in May 2018 to 169,060 in August 2018. Similarly, the volume of annual house listings reduced from about 224,086 in May 2018 to 199,296 in August 2018.

Tighter lending conditions along with negative sentiment have contributed to the fall in sales activity throughout Australia. The good news is that most of our capital cities continue operating in positive territory, with only Greater Darwin reporting a fall on the annual median house price for the past 12 months.

### Annual Performance

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

- Greater Hobart 12.8%
- Greater Melbourne 5.3%
- Canberra 4%
- Greater Brisbane 3.3%
- Greater Adelaide 2.8%
- Greater Sydney 0.5%
- Greater Perth 0%
- Greater Darwin -1.5%

Houses in Greater Hobart continued growing at a fast speed, with the annual median house price increasing 12.8 per cent for the year to August 2018.

The Greater Hobart house market settled the sale of 3338 houses for the past year at an annual median price of \$440,000, remaining as the most affordable capital city in Australia.

Greater Sydney, the most expensive capital city in Australia, settled the sale of 54,606 houses at an annual median sale price of \$970,000 in August 2018.

*"Despite the constant doom and gloom media, only the capital city of Greater Darwin reported a fall in the annual median house price of 1.5 per cent for the year to August 2018."*

The Greater Melbourne house market was the second best performer, the second-largest house market (based on sales volumes) and the second most expensive house market for the year to August 2018. The annual median house price grew 5.3 per cent, to an annual median of \$790,000 in August. A total of 45,578 house sales settled in Melbourne for the past year.

The Greater Brisbane house market remained as the fourth most expensive house market and the fourth best performer for all the capital cities in Australia. The annual median house price grew 3.3 per cent for the past year, to an annual median of \$550,000.

The performance of the Greater Perth house market was steady for the past year at an annual median of \$530,000. This was definitely good news for house owners who have seen house prices generally falling for the past few years.

Greater Darwin performed poorly for the past year as the annual median sale price fell 1.5 per cent, to a median price of \$482,500.

The median house prices in Canberra and Greater Adelaide grew 4 per cent and 2.8 per cent for the past year. These two house markets together represented less than 60 per cent of the volume of sales in Greater Brisbane and less than 40 per cent of the volume of sales in Greater Sydney and Greater Melbourne.

### On The Market Trends

Greater Hobart was the fastest-selling capital city market and required the second-smallest discount across all capital cities. A typical house in Greater Hobart reached a contract of sale in only 10 days, requiring a negotiated discount of 3.6 per cent.

The house market in Greater Melbourne was the second-fastest selling capital city requiring 25 days to reach a sale. Houses in Greater Sydney required 11 days longer to reach sale compared to Greater Melbourne.

The Greater Darwin house market as the weakest capital city performer needed 80 days to reach a contract of sale and a massive vendor discount of 7.2 per cent.

Canberra is the capital city market requiring the smallest discount of 2 per cent, which indicates that the seller and buyer's expectations are running very closely.

Generally, houses in Greater Melbourne, Greater Brisbane and Greater Adelaide reached a contract of sale after a negotiated discount in the range of 4 to 5 per cent.

### Hold Periods

Owners of houses throughout the Australian capital cities generally hold ownership in the range of 8.8 and 13.4 years.

Greater Melbourne remained as the capital city with the longest ownership period for houses, with the average hold period lengthening 1.3 years, from 12.1 years in May 2018 to 13.4 years in August 2018.

The longer house ownership in Greater Melbourne is partially supported by the strength of the employment market, making it as a desired location for living.

House owners in Greater Brisbane are now retaining ownership for 11.7 years, overtaking Greater Sydney in the house ownership tally.

Owners in Canberra, Greater Perth and Greater Hobart are not so well behind to Greater Brisbane as they generally retain house ownership in the range of 11 and 11.6 years.

Owners of houses in Greater Adelaide and Greater Sydney hold to their properties in the range to 10 to 11 years.

House owners in Greater Darwin hold to their properties for the shortest period of about 8.8 years compared to other capital cities.

### UNIT MARKET

The unit market across the Australian capital cities performed at very different speeds and at different points within the property cycle.



# Capital Cities Comparison

HOUSES										UNITS								
CAPITAL CITIES*	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)
12 MNTHS ENDING AUG	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018
Greater Adelaide	\$485,000	3,969	\$473,500	14,989	2.8%	17,893	44	-4.9%	10.2	\$330,000	714	\$330,000	2,887	0.0%	4,298	50	-6.1%	9.8
Greater Brisbane	\$550,000	5,681	\$550,000	26,169	3.3%	38,435	30	-4.4%	11.7	\$375,000	1,590	\$386,950	6,803	-3.3%	11,297	60	-5.0%	10.0
Canberra	\$635,000	992	\$650,000	4,304	4.0%	4,521	32	-2.0%	11.6	\$440,000	423	\$440,000	1,776	2.3%	2,084	42	-2.4%	9.3
Greater Darwin	\$481,000	298	\$482,500	1,089	-1.5%	1,538	80	-7.2%	8.8	\$350,000	112	\$340,000	434	-10.8%	976	84	-7.5%	9.2
Greater Hobart	\$448,844	731	\$440,000	3,338	12.8%	3,445	10	-3.6%	11.0	\$342,250	218	\$340,000	975	11.8%	822	9	-2.7%	9.8
Greater Melbourne	\$750,000	9,773	\$790,000	45,578	5.3%	54,929	25	-4.3%	13.4	\$550,000	3,466	\$555,000	18,359	5.7%	25,835	39	-3.9%	9.6
Greater Perth	\$515,000	4,595	\$530,000	18,991	0.0%	28,919	44	-6.3%	11.5	\$380,000	1,057	\$390,000	4,408	-3.7%	9,861	71	-7.6%	11.0
Greater Sydney	\$910,000	12,069	\$970,000	54,606	0.5%	49,616	36	-5.3%	10.9	\$700,000	6,327	\$720,000	27,810	0.0%	26,789	37	-4.7%	8.9

\* All figures for 12 months, ending 31 Aug 2018

## UNIT MARKET COMPARISON



**Best performer for the year**

**Greater Hobart**  
**11.8%**



**Fastest selling capital city**

**Greater Hobart**  
**9 Days**



**Smallest discount capital city**

**Canberra**  
**-2.4%**

Units in Greater Hobart, Greater Melbourne and Canberra reported an annual median growth in the range of 2.3 per cent and 11.8 per cent. Greater Hobart was the strongest performer as the annual median unit price grew an impressive 11.8 per cent to an annual median of \$340,000.

Units in Greater Sydney and Greater Adelaide performed steadily for the past year. Greater Sydney remained as the most expensive capital city unit market with an annual median of \$720,000.

Unit prices in Greater Brisbane, Greater Perth and Greater Darwin fell in the range of 3.3 per cent and 10.8 per cent. Greater Brisbane units fell to \$386,950 in August 2018 compared to \$390,000 in Greater Perth and \$340,000 in Greater Darwin.

A comparison between the annual median unit price in Greater Sydney and the annual median house price in all other capital cities revealed that houses in Greater Adelaide, Greater Brisbane, Canberra, Greater Darwin, Greater Hobart and Greater Perth are more affordable than units in Greater Sydney.

### On The Market Trends

Units across the Australian capital cities reached a contract of sale in the range of 9 days and 84 days and required a negotiated discount in the range of 2.4 per cent and 7.5 per cent.

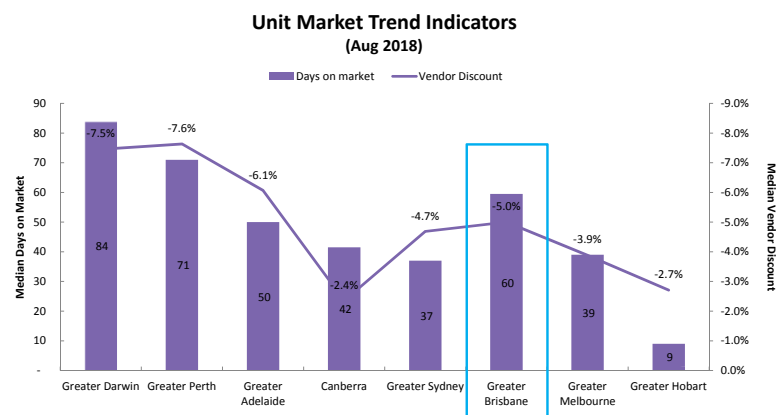
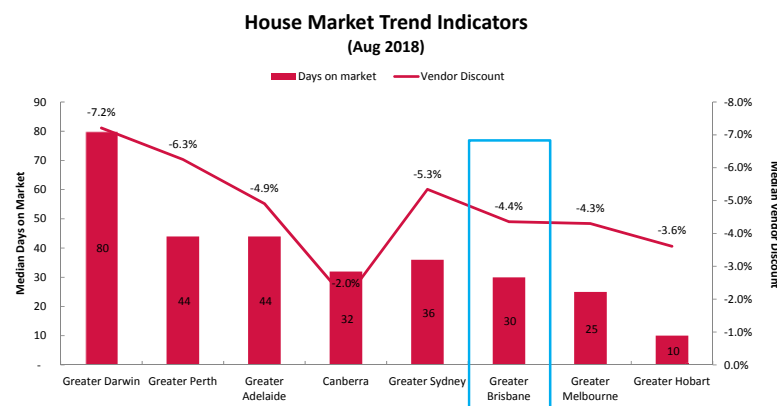
Units in Greater Hobart generally needed the shortest period to reach a sale, reporting median days on market of just over a week (9 days). The shortest sale period supports its strong performance for the past year.

Units in Greater Darwin generally needed 84 days and a discount of 7.5 per cent to reach a sale, reflecting the strongest negotiation power of buyers in the market.

Units in Canberra generally reached a sale after a negotiated discount of 2.4 per cent, the smallest discount across all the capital cities.

The unit market definitely underperformed the house market in Greater Brisbane. Units in Greater Brisbane required two months to reach a sale compared to one month required for houses. The median vendor discount for units in Greater





Brisbane of 5 per cent was also higher than the median vendor discount for houses of 4.4 per cent.

### Hold Periods

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

Unit owners generally hold ownership for longer compared to house owners. The only exception was Greater Darwin wherein unit owners retain ownership for 9.2 years compared to house owners retaining ownership for 8.8 years.

Unit owners across the Australian capital cities hold ownership between 8.9 years and 11 years.

Greater Perth's unit owners hold to their units for longer and for about 11 years. Greater Sydney's unit owners hold to their properties for the shortest period of 8.9 years.

# 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	10,354	\$480,000	0.0%	5,318	\$389,500	-2.6%	953	\$214,500	-4.2%
GREATER BRISBANE									
GREATER BRISBANE	5,315	\$530,500	1.1%	2,245	\$395,000	-3.7%	488	\$230,000	-0.9%
BRISBANE LGA	2,521	\$675,000	0.0%	1,623	\$425,000	-3.4%	92	\$434,500	4.7%
IPSWICH	577	\$345,000	-0.3%	68	\$307,500	-1.1%	68	\$197,450	-0.5%
LOGAN	603	\$395,000	-2.0%	167	\$257,000	-9.5%	108	\$224,950	3.0%
MORETON BAY	1,152	\$445,000	-1.1%	286	\$320,000	-5.0%	93	\$264,000	9.0%
REDLAND	462	\$542,000	0.4%	101	\$395,000	-6.0%	127	N/D	N/D
TOURISM CENTRES									
GOLD COAST	1,182	\$626,000	-0.6%	1,691	\$414,000	-3.0%	68	\$280,400	-3.1%
SUNSHINE COAST SD	922	\$598,000	1.1%	599	\$420,000	-2.6%	84	\$275,800	7.7%
SUNSHINE COAST	794	\$590,000	1.7%	468	\$407,000	-1.9%	76	\$274,000	9.6%
NOOSA	128	\$650,000	-13.9%	131	\$560,000	1.8%	8	N/A	N/A
FRASER COAST	297	\$320,000	3.2%	64	\$265,000	10.4%	42	\$150,750	-0.2%
CAIRNS	344	\$392,500	-4.3%	268	\$215,000	-6.5%	39	\$233,000	15.1%
REGIONAL CENTRES									
BUNDABERG	183	\$275,000	-5.2%	31	\$215,000	-1.8%	44	\$137,500	-10.7%
GLADSTONE	112	\$247,000	-10.2%	20	\$145,000	-8.2%	7	N/A	N/A
MACKAY	218	\$340,000	1.2%	36	\$192,500	-19.8%	16	N/A	N/A
ROCKHAMPTON	159	\$254,000	-4.2%	12	N/A	N/A	4	N/A	N/A
TOOWOOMBA	358	\$338,000	-3.4%	60	\$310,250	0.1%	19	N/A	N/A
TOWNSVILLE	364	\$315,000	-0.9%	104	\$220,000	-14.2%	26	\$142,900	-11.2%

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

## QUARTER STATISTICS SUMMARY

STRONGEST PERFORMER FOR THE QUARTER					
HOUSES <2400m <sup>2</sup>		UNITS		LAND <2400m <sup>2</sup>	
QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION
3.2%	FRASER COAST	10.4%	FRASER COAST	15.1%	CAIRNS
1.7%	SUNSHINE COAST	1.8%	NOOSA	9.6%	SUNSHINE COAST
1.2%	MACKAY	0.1%	TOOWOOMBA	9.0%	MORETON BAY



## ANNUAL STATISTICS SUMMARY

HOUSES (<2400m²)				UNITS & TOWNHOUSES			VACANT LAND (<2400m²)		
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	55,952	\$480,000	1.9%	32,442	\$400,000	-0.9%	11,723	\$225,000	-1.3%
GREATER BRISBANE									
GREATER BRISBANE	28,563	\$525,000	2.3%	13,892	\$409,000	-1.5%	6,226	\$232,500	0.7%
BRISBANE LGA	13,244	\$675,000	2.3%	9,722	\$440,000	-2.2%	1,228	\$409,650	0.5%
IPSWICH	3,047	\$345,000	3.0%	497	\$311,500	-5.6%	1,494	\$194,400	-0.3%
LOGAN	3,415	\$400,000	3.1%	1,032	\$285,000	2.2%	1,412	\$217,500	4.1%
MORETON BAY	6,383	\$445,000	3.3%	2,008	\$340,000	-5.3%	1,334	\$249,900	-1.6%
REDLAND	2,474	\$537,000	3.3%	633	\$415,000	1.2%	758	N/D	N/D
TOURISM CENTRES									
GOLD COAST	6,144	\$629,000	3.8%	10,172	\$425,000	-1.6%	1,071	\$282,800	6.7%
SUNSHINE COAST SD	5,120	\$595,000	6.3%	3,891	\$430,000	3.1%	1,402	\$261,000	3.4%
SUNSHINE COAST	4,285	\$580,000	5.5%	3,079	\$415,000	1.8%	1,271	\$256,900	3.5%
NOOSA	835	\$715,000	8.7%	812	\$550,000	12.2%	131	\$335,000	13.6%
FRASER COAST	1,700	\$318,600	1.1%	350	\$250,000	-1.2%	364	\$155,000	2.3%
CAIRNS	2,029	\$405,000	-1.2%	1,438	\$225,000	-3.4%	345	\$210,000	-1.4%
REGIONAL CENTRES									
BUNDABERG	1,056	\$285,000	0.0%	192	\$245,000	-2.7%	250	\$150,000	1.4%
GLADSTONE	504	\$266,500	-8.1%	131	\$159,000	-23.4%	72	\$135,000	-12.9%
MACKAY	1,127	\$340,000	5.6%	204	\$222,750	1.3%	188	\$165,000	0.0%
ROCKHAMPTON	795	\$265,000	-0.8%	81	\$282,000	-9.0%	78	\$147,500	1.4%
TOOWOOMBA	1,951	\$352,000	0.6%	465	\$305,000	0.0%	323	\$180,000	2.9%
TOWNSVILLE	1,884	\$320,000	-4.5%	528	\$265,000	1.9%	333	\$160,000	-1.5%

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

## STRONGEST PERFORMER FOR THE PAST 12 MONTHS

HOUSES <2400m <sup>2</sup>		UNITS		LAND <2400m <sup>2</sup>	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
8.7%	NOOSA	12.2%	NOOSA	13.6%	NOOSA
6.3%	SUNSHINE COAST SD	3.1%	SUNSHINE COAST SD	6.7%	GOLD COAST
5.6%	MACKAY	2.2%	LOGAN	4.1%	LOGAN





## QUEENSLAND ALL LGAs ANNUAL STATISTICS

PERFORMANCE BY LGA*	HOUSES (<2400m <sup>2</sup> )			HOUSES (>2400m <sup>2</sup> )			UNITS			LAND (<2400m <sup>2</sup> )			LAND (>2400m <sup>2</sup> )		
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)	25	\$155,000	16.1%	10	N/A	N/A	0	N/A	N/A	4	N/A	N/A	4	N/A	N/A
BANANA (LGA)	75	\$165,000	3.1%	14	N/A	N/A	0	N/A	N/A	4	N/A	N/A	5	N/A	N/A
BARCALDINE (LGA)	16	N/A	N/A	4	N/A	N/A	0	N/A	N/A	3	N/A	N/A	1	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	4	N/A	N/A	0	N/A	N/A	2	N/A	N/A	2	N/A	N/A
BOULIA (LGA)	3	N/A	N/A	1	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
BRISBANE (LGA)	13,244	\$675,000	2.3%	375	\$1,160,000	-2.5%	9,722	\$440,000	-2.2%	1228	\$409,650	0.5%	41	\$878,000	37.2%
BULLOO (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
BUNDABERG (LGA)	1,056	\$285,000	0.0%	307	\$368,500	3.8%	192	\$245,000	-2.7%	250	\$150,000	1.4%	60	\$150,000	0.0%
BURDEKIN (LGA)	122	\$170,000	-7.1%	20	\$372,500	-2.0%	12	N/A	N/A	21	\$105,000	75.0%	9	N/A	N/A
BURKE (LGA)	1	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)	2,029	\$405,000	-1.2%	115	\$636,500	-1.3%	1,438	\$225,000	-3.4%	345	\$210,000	-1.4%	29	\$308,000	7.3%
CARPENTARIA (LGA)	10	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)	204	\$239,000	7.2%	85	\$330,000	0.0%	53	\$195,000	8.3%	52	\$71,250	-19.0%	17	N/A	N/A
CENTRAL HIGHLANDS (LGA)	268	\$168,000	7.4%	46	\$432,500	13.8%	32	\$174,500	29.3%	25	\$72,000	8.3%	17	N/A	N/A
CHARTERS TOWERS (LGA)	65	\$140,000	0.0%	44	\$361,500	2.6%	3	N/A	N/A	7	N/A	N/A	5	N/A	N/A
CLONCURRY (LGA)	20	\$110,000	-21.4%	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A
COOK (LGA)	26	\$285,000	-8.1%	14	N/A	N/A	0	N/A	N/A	11	N/A	N/A	3	N/A	N/A
CROYDON (LGA)	4	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
DIAMANTINA (LGA)	1	N/A	N/A	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
DOUGLAS (LGA)	133	\$435,000	0.2%	41	\$370,000	-19.4%	290	\$233,000	-7.9%	36	\$160,000	6.7%	17	N/A	N/A
ETHERIDGE (LGA)	1	N/A	N/A	2	N/A	N/A	0	N/A	N/A	3	N/A	N/A	4	N/A	N/A
FLINDERS (LGA)	22	\$92,500	-2.6%	5	N/A	N/A	0	N/A	N/A	5	N/A	N/A	2	N/A	N/A
FRASER COAST (LGA)	1,700	\$318,600	1.1%	422	\$388,750	-1.6%	350	\$250,000	-1.2%	364	\$155,000	2.3%	216	\$75,000	0.0%
GLADSTONE (LGA)	504	\$266,500	-8.1%	142	\$380,000	10.1%	131	\$159,000	-23.4%	72	\$135,000	-12.9%	26	\$158,500	14.0%
GOLD COAST (LGA)	6,144	\$629,000	3.8%	661	\$865,000	6.8%	10,172	\$425,000	-1.6%	1071	\$282,800	6.7%	114	\$480,150	9.9%
GOONDIWINDI (LGA)	95	\$290,000	5.5%	33	\$325,000	-18.2%	10	N/A	N/A	29	\$85,000	13.3%	11	N/A	N/A
GYMPIE (LGA)	658	\$290,000	2.7%	436	\$395,000	9.7%	93	\$244,000	-6.2%	173	\$125,000	0.4%	121	\$145,000	7.4%
HINCHINBROOK (LGA)	77	\$187,500	-6.3%	17	N/A	N/A	12	N/A	N/A	16	N/A	N/A	5	N/A	N/A
IPSWICH (LGA)	3,047	\$345,000	3.0%	243	\$530,000	1.9%	497	\$311,500	-5.6%	1494	\$194,400	-0.3%	68	\$323,250	-0.5%
ISAAC (LGA)	157	\$160,000	14.3%	11	N/A	N/A	16	N/A	N/A	2	N/A	N/A	2	N/A	N/A
LIVINGSTONE (LGA)	383	\$361,500	-0.1%	138	\$485,000	0.0%	84	\$260,000	2.4%	120	\$178,450	2.0%	39	\$225,000	-4.3%
LOCKYER VALLEY (LGA)	213	\$250,000	-2.0%	352	\$375,000	1.4%	12	N/A	N/A	43	\$120,000	-5.9%	103	\$155,000	0.0%
LOGAN (LGA)	3,415	\$400,000	3.1%	800	\$600,000	0.8%	1,032	\$285,000	2.2%	1412	\$217,500	4.1%	165	\$313,000	5.6%
LONGREACH (LGA)	33	\$110,000	-33.3%	1	N/A	N/A	2	N/A	N/A	0	N/A	N/A	5	N/A	N/A
MACKAY (LGA)	1,127	\$340,000	5.6%	196	\$417,500	1.8%	204	\$222,750	1.3%	188	\$165,000	0.0%	41	\$155,000	-8.8%
MARANOA (LGA)	52	\$190,000	2.7%	23	\$420,000	-11.6%	2	N/A	N/A	1	N/A	N/A	0	N/A	N/A
MAREEBA (LGA)	129	\$281,000	7.6%	127	\$460,000	-0.2%	25	\$235,000	-2.1%	43	\$109,000	-0.2%	25	\$140,000	0.0%
MCKINLAY (LGA)	7	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)	6,383	\$445,000	3.3%	885	\$665,000	4.7%	2,008	\$340,000	-5.3%	1334	\$249,900	-1.6%	189	\$300,000	1.5%
MOUNT ISA (LGA)	99	\$240,000	-12.7%	4	N/A	N/A	13	N/A	N/A	1	N/A	N/A	0	N/A	N/A
MURWEIH (LGA)	32	\$120,000	5.3%	5	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
NOOSA (LGA)	835	\$715,000	8.7%	394	\$699,500	7.4%	812	\$550,000	12.2%	131	\$335,000	13.6%	29	\$410,000	18.8%
NORTH BURNETT (LGA)	73	\$133,000	-8.9%	39	\$222,500	6.0%	2	N/A	N/A	17	N/A	N/A	7	N/A	N/A
PAROO (LGA)	10	N/A	N/A	7	N/A	N/A	0	N/A	N/A	3	N/A	N/A	2	N/A	N/A

QUEENSLAND ALL LGAs ANNUAL STATISTICS (CONT'D)

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
QUILPIE (LGA)	8	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	0	N/A	N/A
REDLAND (LGA)	2,474	\$537,000	3.3%	139	\$930,000	-1.1%	633	\$415,000	1.2%	758	\$94,000	-64.5%	4	N/A	N/A
RICHMOND (LGA)	9	N/A	N/A	3	N/A	N/A	1	N/A	N/A	1	N/A	N/A	1	N/A	N/A
ROCKHAMPTON (LGA)	795	\$265,000	-0.8%	65	\$350,000	-10.6%	81	\$282,000	-9.0%	78	\$147,500	1.4%	14	N/A	N/A
SCENIC RIM (LGA)	374	\$410,000	2.6%	332	\$547,500	1.4%	68	\$311,250	10.2%	66	\$190,000	0.0%	45	\$220,000	18.3%
SOMERSET (LGA)	193	\$257,000	7.1%	249	\$400,000	5.3%	14	N/A	N/A	53	\$110,000	-24.1%	35	\$180,000	2.9%
SOUTH BURNETT (LGA)	281	\$193,500	-0.8%	238	\$257,000	-4.5%	18	N/A	N/A	63	\$35,000	-10.3%	20	\$59,000	0.9%
SOUTHERN DOWNS (LGA)	375	\$250,000	0.0%	175	\$347,061	-3.6%	36	\$211,000	-8.3%	60	\$94,000	4.4%	32	\$85,000	16.0%
SUNSHINE COAST (LGA)	4,285	\$580,000	5.5%	790	\$695,000	5.1%	3,079	\$415,000	1.8%	1271	\$256,900	3.5%	176	\$385,000	5.5%
TABLELANDS (LGA)	211	\$289,000	-3.7%	152	\$400,000	3.4%	39	\$218,500	-11.5%	58	\$112,250	9.5%	47	\$175,000	20.7%
TOOWOOMBA (LGA)	1,951	\$352,000	0.6%	455	\$530,000	5.4%	465	\$305,000	0.0%	323	\$180,000	2.9%	97	\$205,000	-12.0%
TORRES (LGA)	3	N/A	N/A	0	N/A	N/A	1	N/A	N/A	3	N/A	N/A	1	N/A	N/A
TORRES STRAIT ISLAND (LGA)	1	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)	1,884	\$320,000	-4.5%	213	\$399,500	-3.7%	528	\$265,000	1.9%	333	\$160,000	-1.5%	41	\$192,500	-2.3%
WEIPA (LGA)	6	N/A	N/A	0	N/A	N/A	4	N/A	N/A	2	N/A	N/A	0	N/A	N/A
WESTERN DOWNS (LGA)	264	\$190,000	0.0%	103	\$275,000	-16.2%	30	\$196,000	3.2%	16	N/A	N/A	27	\$90,000	0.0%
WHITSUNDAY (LGA)	305	\$360,000	10.8%	83	\$475,000	5.6%	226	\$230,000	-5.7%	116	\$150,000	-4.0%	52	\$191,000	-2.1%
WINTON (LGA)	10	N/A	N/A	0	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 Sep-18 \*  
N/A Not available due to insufficient sales numbers

STRONGEST PERFORMER BY LGA FOR THE PAST 12 MONTHS

HOUSES (<2400m²)		HOUSES (>2400m²)		UNITS		LAND (<2400m²)		LAND (>2400m²)	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
16.1%	BALONE	13.8%	CENTRAL HIGHLANDS	29.3%	CENTRAL HIGHLANDS	75.0%	BURDEKIN	37.2%	BRISBANE
14.3%	ISAAC	10.1%	GLADSTONE	12.2%	NOOSA	13.6%	NOOSA	20.7%	TABLELANDS
10.8%	WHITSUNDAY	9.7%	GYMPIE	10.2%	SCENIC RIM	13.3%	GOONDIWINDI	18.8%	NOOSA

MOST EXPENSIVE LGAs FOR THE PAST 12 MONTHS

HOUSES (<2400m²)		HOUSES (>2400m²)		UNITS		LAND (<2400m²)		LAND (>2400m²)	
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
\$715,000	NOOSA	\$1,160,000	BRISBANE	\$550,000	NOOSA	\$409,650	BRISBANE	\$878,000	BRISBANE
\$675,000	BRISBANE	\$930,000	REDLAND	\$440,000	BRISBANE	\$335,000	NOOSA	\$480,150	GOLD COAST
\$629,000	GOLD COAST	\$865,000	GOLD COAST	\$425,000	GOLD COAST	\$282,800	GOLD COAST	\$410,000	NOOSA

MOST AFFORDABLE LGAs FOR THE PAST 12 MONTHS

HOUSES (<2400m²)		HOUSES (>2400m²)		UNITS		LAND (<2400m²)		LAND (>2400m²)	
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
\$92,500	FLINDERS	\$222,500	NORTH BURNETT	\$159,000	GLADSTONE	\$35,000	SOUTH BURNETT	\$59,000	SOUTH BURNETT
\$110,000	LONGREACH	\$257,000	SOUTH BURNETT	\$174,500	CENTRAL HIGHLANDS	\$71,250	CASSOWARY COAST	\$75,000	FRASER COAST
\$110,000	CLONCURRY	\$275,000	WESTERN DOWNS	\$195,000	CASSOWARY COAST	\$72,000	CENTRAL HIGHLANDS	\$85,000	SOUTHERN DOWNS

LARGEST SALES MARKET BY LGA FOR THE PAST 12 MONTHS

HOUSES (<2400m²)		HOUSES (>2400m²)		UNITS		LAND (<2400m²)		LAND (>2400m²)	
ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION
13,244	BRISBANE	885	MORETON BAY	10,172	GOLD COAST	1,494	IPSWICH	216	FRASER COAST
6,383	MORETON BAY	800	LOGAN	9,722	BRISBANE	1,412	LOGAN	189	MORETON BAY
6,144	GOLD COAST	790	SUNSHINE COAST	3,079	SUNSHINE COAST	1,334	MORETON BAY	176	SUNSHINE COAST



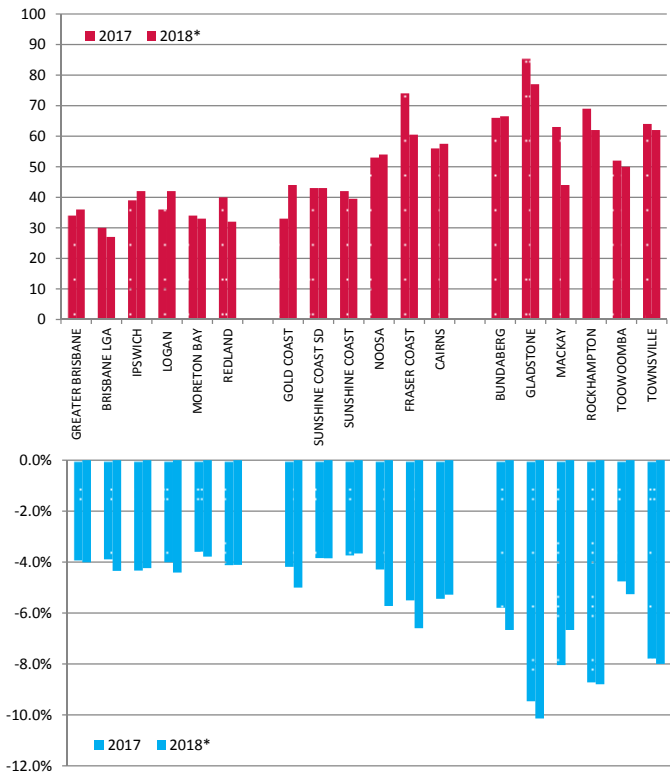
ON THE MARKET INDICATORS

LGA / REGION	HOUSES (ALL)								CHANGE OVER YEAR			
	TOTAL LISTINGS		STOCK ON MARKET		MEDIAN DAYS ON MARKET**		MEDIAN VENDOR DISCOUNT**		TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
	12MTHS ENDING AUG	2018*	2017	2018*	2017	2018*	2017	2018*	CHANGE OVER YEAR			
									% PTS		% PTS	
QUEENSLAND	110,268	102,894	7.7%	7.2%	44	42	-4.8%	-4.7%	7.2%	0.5%	2	0.1%
GREATER BRISBANE												
GREATER BRISBANE	44,844	43,042	6.8%	6.6%	36	34	-4.0%	-3.9%	4.2%	0.3%	2	0.1%
BRISBANE LGA	20,313	18,223	6.6%	6.0%	27	30	-4.3%	-3.9%	11.5%	0.6%	-3	0.5%
IPSWICH	5,817	4,746	8.3%	6.9%	42	39	-4.2%	-4.3%	22.6%	1.4%	3	-0.1%
LOGAN	7,554	6,462	8.0%	6.9%	42	36	-4.4%	-4.0%	16.9%	1.1%	6	0.4%
MORETON BAY	11,065	9,733	8.0%	7.1%	33	34	-3.8%	-3.6%	13.7%	0.9%	-1	0.2%
REDLAND	4,475	3,878	8.6%	7.5%	32	40	-4.1%	-4.1%	15.4%	1.1%	-8	-0.0%
TOURISM CENTRES												
GOLD COAST	13,250	9,630	10.2%	7.2%	44	33	-5.0%	-4.2%	37.6%	3.0%	11	0.8%
SUNSHINE COAST SD	8,845	8,810	8.3%	8.2%	43	43	-3.9%	-3.8%	0.4%	0.0%	0	0.0%
SUNSHINE COAST	7,795	6,914	8.7%	8.0%	40	42	-3.7%	-3.7%	12.7%	0.7%	-3	-0.1%
NOOSA	1,878	1,896	10.2%	9.5%	54	53	-5.7%	-4.3%	-0.9%	0.8%	1	1.4%
FRASER COAST	4,063	3,468	10.5%	9.1%	61	74	-6.6%	-5.5%	17.2%	1.5%	-14	1.1%
CAIRNS	3,833	3,581	8.3%	7.7%	58	56	-5.3%	-5.4%	7.0%	0.6%	2	-0.2%
REGIONAL QLD												
BUNDABERG	3,345	2,914	9.8%	8.6%	67	66	-6.7%	-5.8%	14.8%	1.2%	1	0.9%
GLADSTONE	1,873	1,431	8.4%	6.4%	77	86	-10.1%	-9.5%	30.9%	2.0%	-9	0.7%
MACKAY	2,763	2,287	7.0%	5.9%	44	63	-6.7%	-8.0%	20.8%	1.2%	-19	-1.4%
ROCKHAMPTON	2,277	1,904	7.8%	6.8%	62	69	-8.8%	-8.7%	19.6%	1.1%	-7	0.1%
TOOWOOMBA	4,273	4,036	8.3%	7.9%	50	52	-5.3%	-4.8%	5.9%	0.5%	-2	0.5%
TOWNSVILLE	4,601	3,760	7.4%	6.1%	62	64	-8.0%	-7.8%	22.4%	1.3%	-2	0.2%

\* Figures are preliminary  
\*\* Days on Market and Vendor Discount calculation methodology changed from an average calculation to a median calculation  
Source: REIQ. Data Supplied by CoreLogic Market Trends

MEDIAN DAYS ON MARKET - HOUSES

\*12mths to the end of Aug  
Source: REIQ, data supplied by CoreLogic





## ON THE MARKET INDICATORS

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 AUG									% PTS		% PTS	
QUEENSLAND	42,663	38,428	9.4%	8.5%	59	56	-4.7%	-4.6%	11.0%	0.9%	3	0.1%
GREATER BRISBANE												
GREATER BRISBANE	16,650	15,575	8.2%	7.7%	64	61	-4.7%	-4.7%	6.9%	0.5%	3	-0.0%
BRISBANE LGA	11,305	10,976	6.1%	7.1%	62	59	-4.9%	-4.8%	3.0%	-1.1%	3	0.1%
IPSWICH	379	471	5.0%	10.0%	102	74	-6.4%	-5.9%	-19.5%	-5.0%	28	0.5%
LOGAN	1,197	1,318	6.6%	9.5%	79	61	-4.2%	-4.9%	-9.2%	-2.9%	18	-0.7%
MORETON BAY	2,109	2,068	7.0%	9.1%	74	73	-5.1%	-4.3%	2.0%	-2.1%	2	0.9%
REDLAND	641	742	7.0%	10.4%	49	53	-2.5%	-4.0%	-13.6%	-3.4%	-4	-1.5%
TOURISM CENTRES												
GOLD COAST	10,492	11,360	7.9%	9.6%	54	44	-5.0%	-4.2%	-7.6%	-1.7%	10	0.8%
SUNSHINE COAST SD	4,697	4,508	9.7%	9.3%	51	57	-3.8%	-3.9%	4.2%	0.4%	-6	-0.1%
SUNSHINE COAST	3,374	3,556	7.8%	9.3%	48	55	-3.5%	-3.9%	-5.1%	-1.5%	-7	-0.4%
NOOSA	828	952	7.7%	9.3%	42	61	-3.4%	-3.9%	-13.0%	-1.6%	-20	-0.5%
FRASER COAST	540	524	7.8%	11.6%	124	90	-6.2%	-5.5%	3.1%	-3.7%	34	0.7%
CAIRNS	2,159	1,926	8.4%	9.0%	76	72	-5.6%	-5.9%	12.1%	-0.6%	4	-0.3%
REGIONAL QLD												
BUNDABERG	494	387	7.8%	10.7%	82	123	-6.6%	-6.0%	27.6%	-2.8%	-41	0.5%
GLADSTONE	330	256	6.6%	6.8%	96	95	-8.8%	-12.4%	28.9%	-0.2%	1	-3.5%
MACKAY	406	370	4.6%	5.9%	72	112	-9.5%	-12.1%	9.7%	-1.4%	-40	-2.5%
ROCKHAMPTON	264	198	5.1%	8.4%	140	92	-10.2%	-7.0%	33.3%	-3.2%	48	3.3%
TOOWOOMBA	773	680	6.0%	8.2%	79	83	-5.6%	-5.1%	13.7%	-2.2%	-5	0.5%
TOWNSVILLE	1,039	881	5.5%	7.1%	67	89	-8.3%	-8.2%	17.9%	-1.6%	-23	0.1%

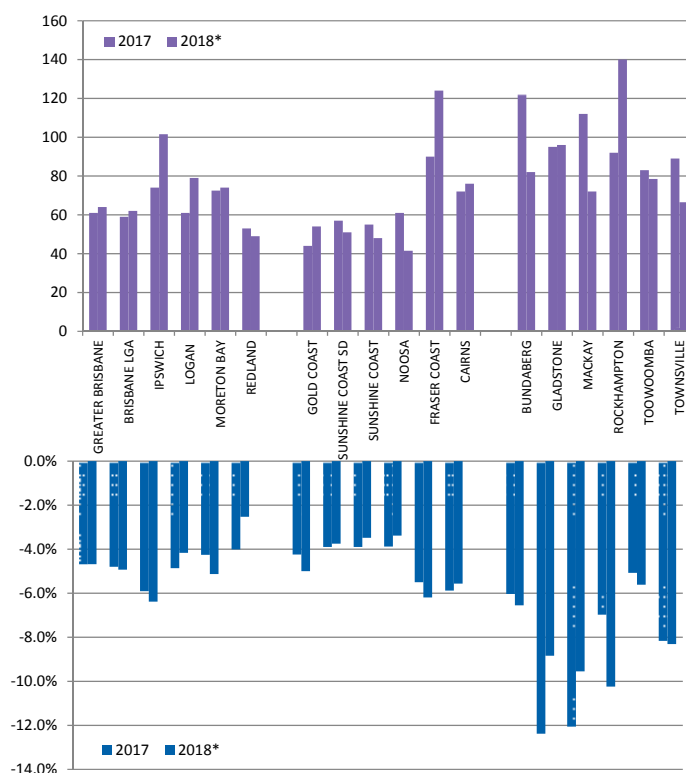
\* Figures are preliminary

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

Source: REIQ. Data Supplied by CoreLogic Market Trends

### MEDIAN DAYS ON MARKET- UNITS

\*12mths to the end of Aug  
Source: REIQ, data supplied by CoreLogic



### MEDIAN VENDOR DISCOUNTING - UNITS

# 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		\$430	UP	\$420	UP	\$420	UP	3.3%	STEADY	5.1% STEADY
IPSWICH		\$310	STEADY	\$260	STEADY	\$313	DOWN	4.7%	STEADY	4.4% STEADY
LOGAN		\$345	DOWN	\$290	STEADY	\$335	STEADY	4.5%	STEADY	5.9% STEADY
MORETON BAY		\$360	STEADY	\$290	STEADY	\$345	STEADY	4.2%	STEADY	4.7% STEADY
REDLAND		\$400	STEADY	\$350	STEADY	\$405	STEADY	3.8%	STEADY	4.6% STEADY
TOURISM CENTRES										
GOLD COAST		\$500	STEADY	\$430	DOWN	\$450	UP	4.2%	STEADY	5.4% STEADY
SUNSHINE COAST		\$450	STEADY	\$370	UP	\$430	DOWN	4.0%	STEADY	4.7% STEADY
NOOSA		\$490	UP	\$405	UP	\$520	DOWN*	3.9%	UP*	3.8% STEADY
FRASER COAST		\$300	UP	\$255	DOWN	\$340	UP	4.9%	STEADY	5.0% DOWN*
CAIRNS		\$380	STEADY	\$310	UP	\$380	UP*	5.0%	STEADY	7.5% UP
REGIONAL QLD										
BUNDABERG		\$295	STEADY	\$240	UP	\$290	UP	5.6%	STEADY	5.8% STEADY
GLADSTONE		\$220	UP*	\$155	UP	\$210	STEADY	4.6%	UP*	5.6% UP
MACKAY		\$335	UP	\$250	UP*	\$330	UP	5.1%	STEADY	6.8% UP*
ROCKHAMPTON		\$270	STEADY	\$210	STEADY	\$335	UP	5.5%	STEADY	N/A N/A
TOOWOOMBA		\$310	UP	\$250	STEADY	\$330	UP	4.8%	UP	4.2% STEADY
TOWNSVILLE		\$290	STEADY	\$235	DOWN	\$310	STEADY	4.8%	STEADY	5.6% UP*

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

N/A Not available





## RESIDENTIAL VACANCY RATES

COUNCIL / REGION	SEP-18	JUN-18	TREND	STATUS
<b>GREATER BRISBANE</b>	<b>2.2%</b>	<b>2.2%</b>	<b>STEADY</b>	<b>TIGHT</b>
<b>BRISBANE LGA</b>	<b>2.0%</b>	<b>2.3%</b>	<b>STEADY</b>	<b>TIGHT</b>
BRISBANE INNER (0-5KM)	2.1%	2.7%	DOWN	TIGHT
BRISBANE REMAINDER (5KM+)	2.0%	2.1%	STEADY	TIGHT
<b>OUTER BRISBANE</b>	<b>2.4%</b>	<b>2.0%</b>	<b>UP</b>	<b>TIGHT</b>
<b>IPSWICH CITY</b>	<b>2.4%</b>	<b>2.5%</b>	<b>STEADY</b>	<b>TIGHT</b>
<b>LOGAN CITY</b>	<b>3.5%</b>	<b>1.9%</b>	<b>UP</b>	<b>HEALTHY</b>
<b>MORETON BAY</b>	<b>2.0%</b>	<b>1.6%</b>	<b>UP</b>	<b>TIGHT</b>
MORETON BAY - CABOOLTURE	2.8%	1.9%	UP	HEALTHY
MORETON BAY - PINE RIVERS	1.2%	1.4%	STEADY	TIGHT
MORETON BAY - REDCLIFFE	2.0%	1.2%	UP	TIGHT
<b>REDLAND CITY</b>	<b>1.5%</b>	<b>2.3%</b>	<b>DOWN</b>	<b>TIGHT</b>
<b>GOLD COAST CITY</b>	<b>1.7%</b>	<b>2.0%</b>	<b>STEADY</b>	<b>TIGHT</b>
<b>SUNSHINE COAST SD</b>	<b>2.0%</b>	<b>2.0%</b>	<b>STEADY</b>	<b>TIGHT</b>
<b>SUNSHINE COAST</b>	<b>2.1%</b>	<b>1.8%</b>	<b>STEADY</b>	<b>TIGHT</b>
SUNSHINE COAST - CALOUNDRA	1.8%	1.4%	UP	TIGHT
SUNSHINE COAST - MAROOCHY	1.9%	1.6%	STEADY	TIGHT
SUNSHINE COAST - HINTERLAND*	3.2%	3.6%	DOWN	HEALTHY
<b>NOOSA</b>	<b>1.8%</b>	<b>2.5%</b>	<b>DOWN</b>	<b>TIGHT</b>
<b>FRASER COAST</b>	<b>1.4%</b>	<b>0.8%</b>	<b>UP</b>	<b>TIGHT</b>
FRASER COAST - HERVEY BAY	1.2%	0.9%	UP	TIGHT
FRASER COAST - MARYBOROUGH	2.0%	0.7%	UP	TIGHT
<b>CAIRNS</b>	<b>1.4%</b>	<b>1.5%</b>	<b>STEADY</b>	<b>TIGHT</b>
<b>BUNDABERG</b>	<b>2.2%</b>	<b>2.2%</b>	<b>STEADY</b>	<b>TIGHT</b>
<b>GLADSTONE</b>	<b>4.1%</b>	<b>4.2%</b>	<b>STEADY</b>	<b>WEAK</b>
<b>MACKAY</b>	<b>0.9%</b>	<b>1.9%</b>	<b>DOWN</b>	<b>TIGHT</b>
<b>ROCKHAMPTON</b>	<b>2.3%</b>	<b>3.0%</b>	<b>DOWN</b>	<b>TIGHT</b>
<b>TOOWOOMBA</b>	<b>1.9%</b>	<b>1.8%</b>	<b>STEADY</b>	<b>TIGHT</b>
<b>TOWNSVILLE</b>	<b>3.9%</b>	<b>4.0%</b>	<b>STEADY</b>	<b>WEAK</b>
<b>CASSOWARY COAST</b>	<b>6.3%</b>	<b>5.9%</b>	<b>UP</b>	<b>WEAK</b>
<b>LIVINGSTONE</b>	<b>1.4%</b>	<b>2.4%</b>	<b>DOWN</b>	<b>TIGHT</b>
<b>MARANOVA</b>	<b>4.0%</b>	<b>N/A</b>	<b>N/A</b>	<b>WEAK</b>
<b>SCENIC RIM</b>	<b>1.7%</b>	<b>N/A</b>	<b>N/A</b>	<b>TIGHT</b>
<b>SOUTHERN DOWNS</b>	<b>2.3%</b>	<b>4.5%</b>	<b>DOWN</b>	<b>TIGHT</b>
<b>WHITSUNDAY</b>	<b>3.2%</b>	<b>3.1%</b>	<b>STEADY</b>	<b>HEALTHY</b>

\*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

## GROSS YIELDS

HOUSES<sup>1</sup>UNITS<sup>2</sup>

LOCAL GOVERNMENT AREA	SEP-18	JUN-18	SEP-18	JUN-18
GREATER BRISBANE				
BRISBANE	3.3%	3.3%	5.1%	4.9%
IPSWICH	4.7%	4.7%	4.4%	4.7%
LOGAN	4.5%	4.6%	5.9%	5.9%
MORETON BAY	4.2%	4.2%	4.7%	4.6%
REDLAND	3.8%	3.8%	4.6%	4.4%
TOURISM CENTRES				
GOLD COAST	4.2%	4.1%	5.4%	5.5%
SUNSHINE COAST	4.0%	4.0%	4.7%	4.6%
NOOSA	3.9%	3.5%	3.8%	3.9%
FRASER COAST	4.9%	4.9%	5.0%	5.7%
CAIRNS	5.0%	4.9%	7.5%	7.1%
REGIONAL/RESOURCE AREAS				
BUNDABERG	5.6%	5.4%	5.8%	6.0%
GLADSTONE	4.6%	4.2%	5.6%	5.2%
MACKAY	5.1%	5.0%	6.8%	5.3%
ROCKHAMPTON	5.5%	5.3%	N/A	N/A
TOOWOOMBA	4.8%	4.4%	4.2%	4.2%
TOWNSVILLE	4.8%	4.8%	5.6%	5.0%
OTHER REGIONAL AREAS				
CASSOWARY COAST	7.0%	6.2%	N/A	N/A
CENTRAL HIGHLANDS	5.8%	7.7%	N/A	N/A
DOUGLAS	5.1%	4.7%	6.2%	7.8%
GYMPIE	4.9%	5.3%	N/A	N/A
HINCHINBROOK	6.3%	N/A	N/A	N/A
ISAAC	8.5%	7.8%	N/A	N/A
LIVINGSTONE	4.3%	4.3%	N/A	4.4%
LOCKYER VALLEY	6.4%	6.6%	N/A	N/A
MOUNT ISA	8.3%	N/A	N/A	N/A
SCENIC RIM	4.3%	4.0%	N/A	N/A
SOMERSET	6.5%	5.9%	N/A	N/A
SOUTH BURNETT	6.8%	7.4%	N/A	N/A
SOUTHERN DOWNS	5.9%	5.7%	N/A	N/A
TABLELANDS	6.1%	5.2%	N/A	N/A
WESTERN DOWNS	6.9%	7.0%	N/A	N/A
WHITSUNDAY	4.8%	6.2%	5.8%	6.8%

<sup>1</sup>Based upon rents for 3-bedroom houses ; Source: Residential Tenancies Authority. <sup>2</sup> Based upon rents for 2-bedroom flats ; Source: Residential Tenancies Authority





## ANNUAL STATISTICS SUMMARY

RENTAL TRENDS			MEDIAN WEEKLY RENT				GROSS RENTAL YIELDS			
LGA/REGION			3-BED HOUSE		2-BED FLAT		3-BED TOWNHOUSE		HOUSES	
GREATER BRISBANE			ANNUAL TREND		ANNUAL TREND		ANNUAL TREND		ANNUAL TREND	
BRISBANE LGA			\$430	UP	\$420	UP	\$420	UP	3.3%	STEADY
IPSWICH			\$310	STEADY	\$260	DOWN	\$313	DOWN	4.7%	STEADY
LOGAN			\$345	DOWN	\$290	UP	\$335	UP	4.5%	STEADY
MORETON BAY			\$360	STEADY	\$290	UP	\$345	STEADY	4.2%	STEADY
REDLAND			\$400	STEADY	\$350	STEADY	\$405	UP	3.8%	STEADY
TOURISM CENTRES										
GOLD COAST			\$500	UP*	\$430	UP	\$450	UP*	4.2%	STEADY
SUNSHINE COAST			\$450	UP	\$370	UP	\$430	UP	4.0%	STEADY
NOOSA			\$490	UP*	\$405	UP	\$520	DOWN*	3.9%	STEADY
FRASER COAST			\$300	STEADY	\$255	STEADY	\$340	UP	4.9%	STEADY
CAIRNS			\$380	STEADY	\$310	UP	\$380	DOWN*	5.0%	STEADY
REGIONAL QLD										
BUNDABERG			\$295	UP	\$240	STEADY	\$290	DOWN	5.6%	STEADY
GLADSTONE			\$220	UP*	\$155	UP	\$210	UP	4.6%	UP*
MACKAY			\$335	UP*	\$250	UP*	\$330	UP*	5.1%	STEADY
ROCKHAMPTON			\$270	UP	\$210	UP	\$335	UP*	5.5%	UP*
TOOWOOMBA			\$310	UP	\$250	UP	\$330	UP*	4.8%	STEADY
TOWNSVILLE			\$290	UP	\$235	DOWN	\$310	UP	4.8%	STEADY

\*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	307,687	300,737	2.3%	UP	218,852	208,098	5.2%	UP	61,500	58,079	5.9%	UP	588,039	566,914	3.7%	UP	
GREATER BRISBANE	SEP-18	SEP-17	% CHANGE	ANNUAL TREND	SEP-18	SEP-17	% CHANGE	ANNUAL TREND	SEP-18	SEP-17	% CHANGE	ANNUAL TREND	SEP-18	SEP-17	% CHANGE	ANNUAL TREND	
BRISBANE	59,874	58,782	1.9%	STEADY	89,194	81,385	9.6%	UP	21,269	19,943	6.6%	UP	170,337	160,110	6.4%	UP	
IPSWICH	22,247	21,114	5.4%	UP	4,545	4,144	9.7%	UP	1,995	1,742	14.5%	UP	28,787	27,000	6.6%	UP	
LOGAN	23,846	22,594	5.5%	UP	5,341	4,965	7.6%	UP	5,828	5,476	6.4%	UP	35,015	33,035	6.0%	UP	
MORETON BAY	31,147	30,026	3.7%	UP	9,704	9,391	3.3%	UP	7,469	6,743	10.8%	UP	48,320	46,160	4.7%	UP	
REDLAND	8,686	8,526	1.9%	STEADY	1,660	1,665	-0.3%	STEADY	1,682	1,590	5.8%	UP	12,028	11,781	2.1%	UP	
TOURISM CENTRES																	
GOLD COAST	29,521	29,023	1.7%	STEADY	35,379	35,498	-0.3%	STEADY	13,630	13,449	1.3%	STEADY	78,530	77,970	0.7%	STEADY	
SUNSHINE COAST	17,928	17,596	1.9%	STEADY	12,435	12,109	2.7%	UP	3,053	2,849	7.2%	UP	33,416	32,554	2.6%	UP	
NOOSA	2,489	2,625	-5.2%	DOWN	1,278	1,317	-3.0%	DOWN	352	371	-5.1%	DOWN	4,119	4,313	-4.5%	DOWN	
FRASER COAST	7,125	7,136	-0.2%	STEADY	2,702	2,642	2.3%	UP	564	552	2.2%	UP	10,391	10,330	0.6%	STEADY	
CAIRNS	9,567	9,498	0.7%	STEADY	11,152	11,234	-0.7%	STEADY	978	997	-1.9%	STEADY	21,697	21,729	-0.1%	STEADY	
REGIONAL QLD																	
BUNDABERG	6,530	6,536	-0.1%	STEADY	2,815	2,730	3.1%	UP	134	143	-6.3%	DOWN	9,479	9,409	0.7%	STEADY	
GLADSTONE	5,570	5,404	3.1%	UP	2,069	1,953	5.9%	UP	814	770	5.7%	UP	8,453	8,127	4.0%	UP	
MACKAY	8,156	8,105	0.6%	STEADY	4,279	4,097	4.4%	UP	487	490	-0.6%	STEADY	12,922	12,692	1.8%	STEADY	
ROCKHAMPTON	4,673	4,484	4.2%	UP	2,598	2,509	3.5%	UP	141	110	28.2%	UP	7,412	7,103	4.4%	UP	
TOOWOOMBA	11,594	11,486	0.9%	STEADY	7,271	6,817	6.7%	UP	490	459	6.8%	UP	19,355	18,762	3.2%	UP	
TOWNSVILLE	15,091	14,567	3.6%	UP	9,101	8,885	2.4%	UP	811	772	5.1%	UP	25,003	24,224	3.2%	UP	

**Bonds Trend:**  
 Steady = - 2% to + 2% change  
 Up = + 2% change or more  
 Down = - 2% change or more

# QUEENSLAND ALL LGAS - WEEKLY MEDIAN RENTS BY DWELLING TYPE

LGA	FLAT 1-BED			FLAT 2-BED			FLAT 3-BED			HOUSE 2-BED		
	SEP-17	SEP-18	% CHANGE	SEP-17	SEP-18	% CHANGE	SEP-17	SEP-18	% CHANGE	SEP-17	SEP-18	% CHANGE
Balonne Shire Council	N/A	N/A	N/A	\$200	N/A	N/A	N/A	\$280	N/A	N/A	N/A	N/A
Banana Shire Council	\$170	\$180	5.9%	\$240	\$225	-6.3%	\$390	N/A	N/A	N/A	N/A	N/A
Barcaldine Regional Council	\$90	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Blackall-Tambo Regional Council	N/A	N/A	N/A	N/A	\$108	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Brisbane City Council	\$350	\$350	0.0%	\$410	\$420	2.4%	\$495	\$500	1.0%	\$390	\$390	0.0%
Bundaberg Regional Council	\$184	\$220	19.6%	\$240	\$240	0.0%	\$300	\$310	3.3%	\$250	\$255	2.0%
Burdekin Shire Council	\$205	\$175	-14.6%	\$210	\$220	4.8%	N/A	N/A	N/A	\$235	\$223	-5.3%
Cairns Regional Council	\$230	\$230	0.0%	\$300	\$310	3.3%	\$360	\$380	5.6%	\$320	\$330	3.1%
Carpentaria Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Cassowary Coast Regional Council	\$198	\$188	-5.3%	\$230	\$230	0.0%	\$238	\$240	0.8%	\$250	\$260	4.0%
Central Highlands Regional Council	\$175	\$200	14.3%	\$170	\$205	20.6%	\$230	\$260	13.0%	\$180	\$190	5.6%
Charters Towers Regional Council	N/A	N/A	N/A	\$220	\$190	-13.6%	N/A	N/A	N/A	\$200	\$200	0.0%
Cloncurry Shire Council	\$125	\$135	8.0%	\$250	\$250	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
Cook Shire Council	\$150	\$161	7.5%	\$210	N/A	N/A	N/A	N/A	N/A	\$309	\$250	-19.1%
Douglas Shire Council	\$240	\$245	2.1%	\$310	\$300	-3.2%	\$415	N/A	N/A	\$270	\$350	29.6%
Flinders Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Fraser Coast Regional Council	\$200	\$215	7.5%	\$255	\$255	0.0%	\$320	\$328	2.3%	\$253	\$265	4.7%
Gladstone Regional Council	\$110	\$130	18.2%	\$140	\$155	10.7%	\$215	\$220	2.3%	\$150	\$170	13.3%
Gold Coast City Council	\$350	\$345	-1.4%	\$425	\$430	1.2%	\$465	\$490	5.4%	\$405	\$410	1.2%
Goondiwindi Regional Council	N/A	N/A	N/A	\$200	\$235	17.5%	N/A	N/A	N/A	\$245	\$250	2.0%
Gympie Regional Council	\$177	\$174	-1.6%	\$220	\$220	0.0%	\$290	\$280	-3.4%	\$250	\$260	4.0%
Hinchinbrook Shire Council	N/A	N/A	N/A	\$180	\$176	-2.1%	\$205	N/A	N/A	\$200	N/A	N/A
Ipswich City Council	\$220	\$240	9.1%	\$265	\$260	-1.9%	\$305	\$300	-1.6%	\$270	\$275	1.9%
Isaac Regional Council	\$240	\$210	-12.5%	\$180	\$190	5.6%	\$220	\$180	-18.2%	\$160	\$185	15.6%
Livingstone Shire Council	\$181	\$208	14.9%	\$270	\$270	0.0%	\$255	\$340	33.3%	\$263	\$290	10.3%
Lockyer Valley Regional Council	N/A	\$200	N/A	\$260	\$250	-3.8%	\$250	\$275	10.0%	\$260	\$273	4.8%
Logan City Council	\$287	\$250	-12.9%	\$280	\$290	3.6%	\$343	\$340	-0.9%	\$290	\$295	1.7%
Longreach Regional Council	\$98	\$120	22.4%	\$140	\$185	32.1%	N/A	N/A	N/A	N/A	\$215	N/A
Mackay Regional Council	\$170	\$200	17.6%	\$210	\$250	19.0%	\$280	\$330	17.9%	\$230	\$280	21.7%
Maranoa Regional Council	N/A	\$145	N/A	\$150	\$185	23.3%	\$280	\$194	-30.7%	\$160	\$150	-6.3%
Mareeba Shire Council	\$220	\$210	-4.5%	\$255	\$250	-2.0%	\$330	N/A	N/A	\$310	\$283	-8.9%
Moreton Bay Regional Council	\$230	\$240	4.3%	\$285	\$290	1.8%	\$330	\$330	0.0%	\$300	\$305	1.7%
Mount Isa City Council	\$160	\$158	-1.6%	\$210	\$220	4.8%	\$310	\$308	-0.8%	\$260	\$295	13.5%
Murweh Shire Council	N/A	N/A	N/A	\$170	N/A	N/A	N/A	N/A	N/A	\$213	\$170	-20.2%
Noosa Shire Council	\$305	\$320	4.9%	\$392	\$405	3.3%	\$510	\$640	25.5%	\$375	\$380	1.3%
North Burnett Regional Council	N/A	N/A	N/A	\$200	\$200	0.0%	N/A	N/A	N/A	\$200	\$210	5.0%
Redland City Council	\$230	\$230	0.0%	\$350	\$350	0.0%	\$403	\$422	4.7%	\$250	\$280	12.0%
Richmond Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Rockhampton Regional Council	\$150	\$160	6.7%	\$200	\$210	5.0%	\$265	\$260	-1.9%	\$230	\$230	0.0%
Scenic Rim Regional Council	\$201	\$255	26.9%	\$260	\$240	-7.7%	\$315	\$310	-1.6%	\$280	\$350	25.0%
Somerset Regional Council	N/A	N/A	N/A	N/A	\$213	N/A	N/A	\$260	N/A	\$265	\$300	13.2%
South Burnett Regional Council	\$176	\$160	-9.1%	\$188	\$200	6.4%	\$240	\$255	6.3%	\$205	\$225	9.8%
Southern Downs Regional Council	\$148	\$173	16.6%	\$210	\$220	4.8%	\$275	\$285	3.6%	\$230	\$250	8.7%
Sunshine Coast Regional Council	\$290	\$290	0.0%	\$355	\$370	4.2%	\$425	\$430	1.2%	\$375	\$370	-1.3%
Tablelands Regional Council	\$168	\$180	7.1%	\$220	\$230	4.5%	\$300	\$285	-5.0%	\$275	\$250	-9.1%
Toowoomba Regional Council	\$185	\$185	0.0%	\$249	\$250	0.4%	\$300	\$305	1.7%	\$255	\$265	3.9%
Townsville City Council	\$208	\$200	-3.8%	\$240	\$235	-2.1%	\$325	\$340	4.6%	\$250	\$260	4.0%
Weipa - part of Cook	N/A	\$325	N/A	\$535	\$533	-0.5%	\$600	\$650	8.3%	N/A	N/A	N/A
Western Downs Regional Council	\$150	\$145	-3.3%	\$165	\$170	3.0%	\$180	\$200	11.1%	\$210	\$200	-4.8%
Whitsunday Regional Council	\$210	\$208	-1.2%	\$270	\$275	1.9%	\$325	\$315	-3.1%	\$300	\$240	-20.0%



QUEENSLAND ALL LGAS - WEEKLY MEDIAN RENTS BY DWELLING TYPE (CONT'D)

LGA	HOUSE 3-BED			HOUSE 4-BED			TOWNHOUSE 2-BED			TOWNHOUSE 3-BED		
	SEP-17	SEP-18	% CHANGE	SEP-17	SEP-18	% CHANGE	SEP-17	SEP-18	% CHANGE	SEP-17	SEP-18	% CHANGE
Balonne Shire Council	\$250	\$240	-4.0%	\$325	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Banana Shire Council	\$260	\$280	7.7%	\$345	\$370	7.2%	N/A	N/A	N/A	N/A	N/A	N/A
Barcaldine Regional Council	\$200	\$163	-18.8%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Blackall-Tambo Regional Council	\$150	\$160	6.7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Brisbane City Council	\$420	\$430	2.4%	\$510	\$520	2.0%	\$375	\$385	2.7%	\$410	\$420	2.4%
Bundaberg Regional Council	\$285	\$295	3.5%	\$340	\$350	2.9%	\$240	N/A	N/A	\$295	\$290	-1.7%
Burdekin Shire Council	\$250	\$263	5.0%	\$300	\$315	5.0%	N/A	N/A	N/A	N/A	N/A	N/A
Cairns Regional Council	\$380	\$380	0.0%	\$440	\$450	2.3%	\$270	\$290	7.4%	\$430	\$380	-11.6%
Carpentaria Shire Council	N/A	\$300	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Cassowary Coast Regional Council	\$300	\$300	0.0%	\$350	\$345	-1.4%	N/A	\$270	N/A	N/A	N/A	N/A
Central Highlands Regional Council	\$230	\$250	8.7%	\$300	\$350	16.7%	N/A	N/A	N/A	\$270	\$290	7.4%
Charters Towers Regional Council	\$250	\$230	-8.0%	\$345	\$350	1.4%	N/A	N/A	N/A	N/A	N/A	N/A
Cloncurry Shire Council	\$250	\$300	20.0%	\$400	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Cook Shire Council	\$280	\$300	7.1%	\$330	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Douglas Shire Council	\$350	\$400	14.3%	\$440	\$420	-4.5%	\$360	\$360	0.0%	\$450	\$450	0.0%
Flinders Shire Council	\$180	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Fraser Coast Regional Council	\$300	\$300	0.0%	\$350	\$363	3.6%	\$285	\$280	-1.8%	\$325	\$340	4.6%
Gladstone Regional Council	\$190	\$220	15.8%	\$235	\$265	12.8%	\$150	\$163	8.3%	\$195	\$210	7.7%
Gold Coast City Council	\$480	\$500	4.2%	\$475	\$500	5.3%	\$380	\$390	2.6%	\$430	\$450	4.7%
Goondiwindi Regional Council	\$280	\$290	3.6%	\$378	\$380	0.5%	N/A	N/A	N/A	N/A	N/A	N/A
Gympie Regional Council	\$280	\$290	3.6%	\$340	\$345	1.5%	\$390	\$258	-34.0%	\$285	\$290	1.8%
Hinchinbrook Shire Council	\$250	\$240	-4.0%	\$230	\$230	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
Ipswich City Council	\$310	\$310	0.0%	\$365	\$370	1.4%	\$270	\$275	1.9%	\$320	\$313	-2.3%
Isaac Regional Council	\$220	\$250	13.6%	\$300	\$290	-3.3%	\$225	\$350	55.6%	\$290	\$350	20.7%
Livingstone Shire Council	\$280	\$290	3.6%	\$320	\$320	0.0%	N/A	\$285	N/A	\$380	\$320	-15.8%
Lackyer Valley Regional Council	\$300	\$310	3.3%	\$320	\$320	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
Logan City Council	\$350	\$345	-1.4%	\$400	\$400	0.0%	\$280	\$283	0.9%	\$330	\$335	1.5%
Longreach Regional Council	\$240	\$260	8.3%	\$280	\$290	3.6%	N/A	N/A	N/A	N/A	N/A	N/A
Mackay Regional Council	\$300	\$335	11.7%	\$350	\$380	8.6%	\$288	\$293	1.6%	\$278	\$330	18.7%
Maranoa Regional Council	\$220	\$200	-9.1%	\$300	\$315	5.0%	N/A	N/A	N/A	N/A	N/A	N/A
Mareeba Shire Council	\$330	\$320	-3.0%	\$400	\$400	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
Moreton Bay Regional Council	\$360	\$360	0.0%	\$410	\$420	2.4%	\$300	\$310	3.3%	\$345	\$345	0.0%
Mount Isa City Council	\$350	\$360	2.9%	\$430	\$450	4.7%	N/A	N/A	N/A	N/A	N/A	N/A
Murweh Shire Council	\$210	\$220	4.8%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Noosa Shire Council	\$455	\$490	7.7%	\$550	\$550	0.0%	\$425	\$450	5.9%	\$550	\$520	-5.5%
North Burnett Regional Council	\$240	\$250	4.2%	\$200	\$260	30.0%	N/A	N/A	N/A	N/A	N/A	N/A
Redland City Council	\$400	\$400	0.0%	\$480	\$485	1.0%	\$345	\$348	0.7%	\$400	\$405	1.3%
Richmond Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Rockhampton Regional Council	\$260	\$270	3.8%	\$350	\$350	0.0%	\$275	\$250	-9.1%	\$300	\$335	11.7%
Scenic Rim Regional Council	\$350	\$350	0.0%	\$390	\$390	0.0%	\$240	N/A	N/A	N/A	\$282	N/A
Somerset Regional Council	\$300	\$300	0.0%	\$300	\$295	-1.7%	N/A	N/A	N/A	N/A	N/A	N/A
South Burnett Regional Council	\$250	\$250	0.0%	\$300	\$305	1.7%	N/A	N/A	N/A	N/A	N/A	N/A
Southern Downs Regional Council	\$265	\$270	1.9%	\$320	\$330	3.1%	N/A	N/A	N/A	N/A	\$258	N/A
Sunshine Coast Regional Council	\$440	\$450	2.3%	\$510	\$525	2.9%	\$370	\$380	2.7%	\$425	\$430	1.2%
Tablelands Regional Council	\$300	\$310	3.3%	\$350	\$350	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
Toowoomba Regional Council	\$300	\$310	3.3%	\$375	\$380	1.3%	\$280	\$275	-1.8%	\$310	\$330	6.5%
Townsville City Council	\$285	\$290	1.8%	\$340	\$350	2.9%	\$240	\$250	4.2%	\$300	\$310	3.3%
Weipa - part of Cook	\$600	\$750	25.0%	\$740	\$750	1.4%	N/A	N/A	N/A	N/A	N/A	N/A
Western Downs Regional Council	\$230	\$240	4.3%	\$258	\$280	8.5%	N/A	N/A	N/A	\$180	\$215	19.4%
Whitsunday Regional Council	\$350	\$340	-2.9%	\$450	\$430	-4.4%	\$370	\$380	2.7%	\$420	\$400	-4.8%



## DEMOGRAPHICS

### GREATER BRISBANE



Population  
**2,413,457**



Median age  
**35Yrs**



% owner-occupied dwellings with a mortgage  
**35.7%**



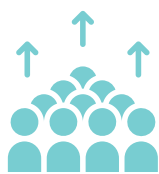
% owner-occupied dwellings mortgage-free  
**26.4%**



% rental dwellings  
**34.5%**

## DEMOGRAPHICS

### IPSWICH



Population  
**206,549**



Median age  
**32Yrs**



% owner-occupied dwellings with a mortgage  
**36.1%**



% owner-occupied dwellings mortgage-free  
**21.5%**



% rental dwellings  
**39.7%**

## DEMOGRAPHICS

### LOGAN



Population  
**320,583**



Median age  
**34Yrs**



% owner-occupied dwellings with a mortgage  
**40.3%**



% owner-occupied dwellings mortgage-free  
**23%**



% rental dwellings  
**33.4%**

## EMPLOYMENT MARKET

### IPSWICH SA4



Unemployment Rate  
**8.5%**



Participation Rate  
**65.8%**

## EMPLOYMENT MARKET

### LOGAN - BEAUDESERT SA4



Unemployment Rate  
**6.7%**



Participation Rate  
**64.9%**

## EMPLOYMENT MARKET

### MORETON BAY - NORTH SA4



Unemployment Rate  
**8.8%**

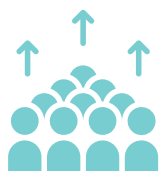


Participation Rate  
**61.2%**



## DEMOGRAPHICS

## MORETON BAY



Population

449,310



Median age

38Yrs



% owner-occupied dwellings with a mortgage

37.7%



% owner-occupied dwellings mortgage-free

27.4%



% rental dwellings

31.6%

## DEMOGRAPHICS

## REDLAND



Population

154,617



Median age

41Yrs



% owner-occupied dwellings with a mortgage

39.8%



% owner-occupied dwellings mortgage-free

31.8%



% rental dwellings

24.5%

## EMPLOYMENT MARKET

## MORETON BAY - SOUTH SA4



Unemployment Rate

5.2%



Participation Rate

70.9%

Greater Brisbane thriving<sup>1</sup>

The Greater Brisbane house market performed well for the past quarter, past year and past five years. The unit market, on the other hand, performed weakly for the past quarter and the past year.

The different regions within Greater Brisbane operated at different speeds, with the house market in outer Brisbane outperforming Brisbane LGA.

Redland was a consistent positive performer for the house and unit markets for the past year. House prices grew 3.3 per cent, to \$537,000 and unit prices grew 1.2 per cent, to \$415,000 for the past year.

The Logan property market also performed well for the past 12 months, growing 3.1 per cent for houses and 2.2 per cent for units. Units in Logan remained as the most affordable unit market in Greater Brisbane for the September quarter.



HOUSE MARKET (<2400M<sup>2</sup>)

## GREATER BRISBANE

Quarter  
median price ↑

\$530,500

Annual median  
price ↑

\$525,000

Annual volume  
of sales ↓

28,563

Annual median  
price 5yrs ago ↑

\$440,000

HOUSE MARKET (<2400M<sup>2</sup>)

## IPSWICH

Quarter  
median price ↓

\$345,000

Annual median  
price ↑

\$345,000

Annual volume  
of sales ↓

3,047

Annual median  
price 5yrs ago ↑

\$298,500

HOUSE MARKET (<2400M<sup>2</sup>)

## LOGAN

Quarter  
median price ↓

\$395,000

Annual median  
price ↑

\$400,000

Annual volume  
of sales ↓

3,415

Annual median  
price 5yrs ago ↑

\$334,000

HOUSE MARKET (<2400M<sup>2</sup>)

## MORETON BAY

Quarter  
median price ↓

\$445,000

Annual median  
price ↑

\$445,000

Annual volume  
of sales ↓

6,383

Annual median  
price 5yrs ago ↑

\$376,000

HOUSE MARKET (<2400M<sup>2</sup>)

## REDLAND

Quarter  
median price ↑

\$542,000

Annual median  
price ↑

\$537,000

Annual volume  
of sales ↓

2,474

Annual median  
price 5yrs ago ↑

\$451,000



The Ipswich house market was the most affordable in Greater Brisbane, with an annual median house price growing 3 per cent for the past year, to \$345,000.

The unit market, on the other hand, was subdued, with the annual median unit price falling 5.6 per cent, to \$311,500 for September.

The Moreton Bay house market edged up 3.3 per cent, to an annual median \$445,000. Units, conversely, lost 5.3 per cent for the 12 months to September 2018.

The Greater Brisbane rental market operates within the tight range, with vacancies holding steady 2.2 per cent for the September quarter. Most sub-regions, with the exception of Logan and Caboolture in Moreton Bay, operated within the tight range with vacancies in the range of 1 per cent and 2.5 per cent over the September quarter.

Brisbane LGA vacancies have tightened to levels below outer Brisbane vacancies, indicating demand for rental accommodation is stronger within the LGA than outer Brisbane.

#### **Regional Economy and Infrastructure Investment** *Ipswich*

The construction of the \$170 million Rheinmetall Military Vehicle Centre of Excellence in Redbank, Ipswich is expected to

commence in the first quarter of 2019. The facility is expected to be operational by mid-2020.

Ipswich City Council is currently undertaking a business case to assess the feasibility to develop a regional outdoor stadium, with a forecast investment of \$30 million.

#### **Moreton Bay**

The construction of the \$80 million University of Sunshine Coast Petrie Campus foundation building commenced in July 2018, with an expected completion date of early 2020. The initial student intake of 1200 students will be focused on the fields of business, education and computer science.

The construction of this university campus will provide tertiary educational services to one of the regions attracting the largest increase in population over the past few years.

#### **Employment Market**

Over the past 12 months, the unemployment has lifted throughout all outer Brisbane SA4 regions, Ipswich, Logan-Beautesert, Moreton Bay-North and Moreton Bay-South. This trend was driven by a larger increase in people looking for a job compared to the increase in employment opportunities.



## HOUSE MARKET ALL

## GREATER BRISBANE

Median days on  
market

35 Days

Median vendor  
discount

-4.0%



Stock on market

6.7%

## HOUSE MARKET ALL

## IPSWICH

Median days on  
market

42 Days

Median vendor  
discount

-4.2%



Stock on market

8.3%

## HOUSE MARKET ALL

## LOGAN

Median days on  
market

42 Days

Median vendor  
discount

-4.4%



Stock on market

8.0%

## HOUSE MARKET ALL

## MORETON BAY

Median days on  
market

33 Days

Median vendor  
discount

-3.8%

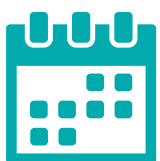


Stock on market

8.0%

## HOUSE MARKET ALL

## REDLAND

Median days on  
market

32 Days

Median vendor  
discount

-4.1%



Stock on market

8.6%

Moreton Bay-South SA4 was the sub-region reporting the strongest job market in outer Brisbane with an unemployment rate of 5.2 per cent and a participation rate of 70.9 per cent in September 2018.

Ipswich SA4 jobless rate increased from 8 per cent in September 2017 to 8.1 per cent in September 2018 despite the annual growth in the number of employed people of 5300. The lift is a result of more people seeking work, pushing the participation rate up to 65.8 per cent compared to 65.4 per cent in September 2017.

Logan-Beaudesert SA4 reported the largest annual increase in employed people, of 9300, throughout all outer Brisbane regions. However, the unemployment rate increased slightly from 6.6 per cent in September 2017 to 6.7 per cent in September 2018. This happened as the participation rate increased from 62.1 per cent in

September 2017 to 64.9 per cent in September this year.

Moreton Bay-North SA4 jobless rate increased from 7.5 per cent in September 2017 to 8.8 per cent in September 2018 despite the annual growth in the number of employed people of 4900.

#### Market Outlook

The house sales markets in Outer Brisbane are classed as rising markets. We expect that these markets will perform well in 2019.

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

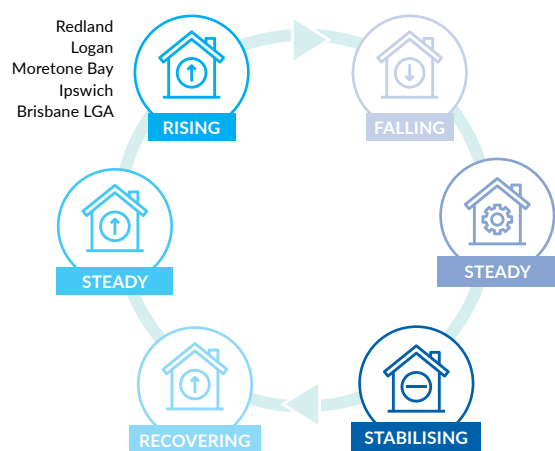
The 2019 outlook for the rental market is stable. We expect to see the sub-markets moving at different speeds, with well-located and fairly-priced rental dwellings performing better and attracting lower vacancies.





## GREATER BRISBANE HOUSE MARKETS

September Qtr 2018

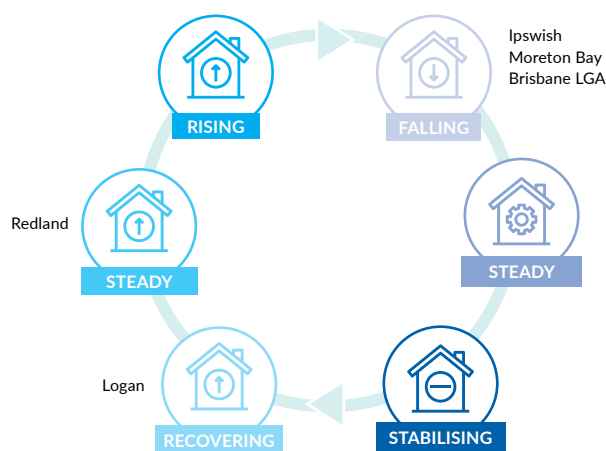


Source: REIQ

Based on the previous 4 quarters median sale price change and the annual change. Houses < 2400m<sup>2</sup>

## GREATER BRISBANE UNIT MARKETS

September Qtr 2018



Source: REIQ

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

**HOUSE MARKET (<2400m<sup>2</sup>)**

The Greater Brisbane annual median house price increased 2.3 per cent, from \$513,000 in September 2017 to \$525,000 for September 2018.

Looking at the medium-term data, the annual median house price in Greater Brisbane grew 19.3 per cent or the equivalent to \$85,000 since September 2013.

Over the past five years, all the Greater Brisbane house markets performed well. Although, the house market in Brisbane LGA outperformed the house market in all outer Brisbane areas. The annual median house price in outer Brisbane grew in the range of 15 per cent to 20 per cent since September 2013.

Five suburbs in outer Brisbane reported a double-digit annual median house price growth in the range of 10 per cent to 17 per cent for the past year. Flinders View, Ripley and Rosewood in Ipswich led the growth tally followed by Murrumba Downs and Bongaree in Moreton Bay.

**Smallest Stock on Market<sup>#1</sup>**

The percentage stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Munruben<sup>^</sup> (3.8%, \$597,500) – Logan
- Bunya<sup>^</sup> (5%, \$940,000) – Moreton Bay
- Riverview (5.2%, \$237,000) – Ipswich
- Ferny Hills (5.2%, \$555,000) – Moreton Bay
- Elimbah<sup>^</sup> (5.3%, \$625,000) – Moreton Bay

All these suburbs, except for Riverview in Ipswich, reported an annual median price growth in the range of 2 per cent and 14.5 per cent.

Three of the listed suburbs, Munruben in Logan and Bunya and Elimbah in Moreton Bay, provide a large portion of acreage living, which is generally transacted less often than residential properties in smaller blocks.

**General Activity**

Market conditions for vendors have become more challenging over the past 12 months.

The Greater Brisbane annual sales volumes fell 13.5 per cent for the past year, from 33,030 sales in September 2017 to 28,563 sales in September 2018.

Annual listing volumes increased 4.2 per cent, from 43,042 in August 2017 to 44,844 in August 2018.

Despite the increase in supply and the fall in demand, median days on market and median vendor discount did not change significantly for the past year.

A house in Greater Brisbane needs about 36 days and a negotiated discount of 4 per cent to reach a sale.

Redland is the fastest house market in all areas analysed in the QMM, requiring 32 days to reach a sale contract.

**UNIT MARKET**

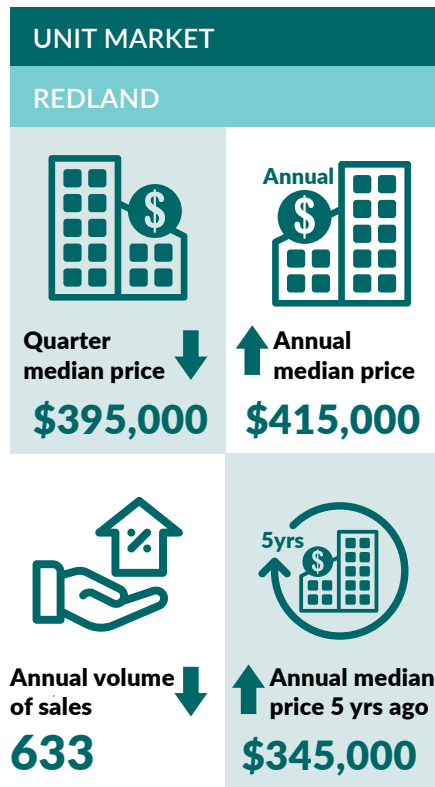
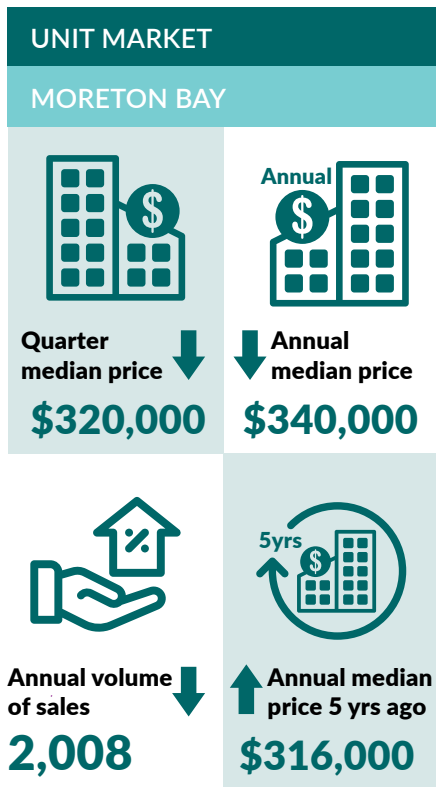
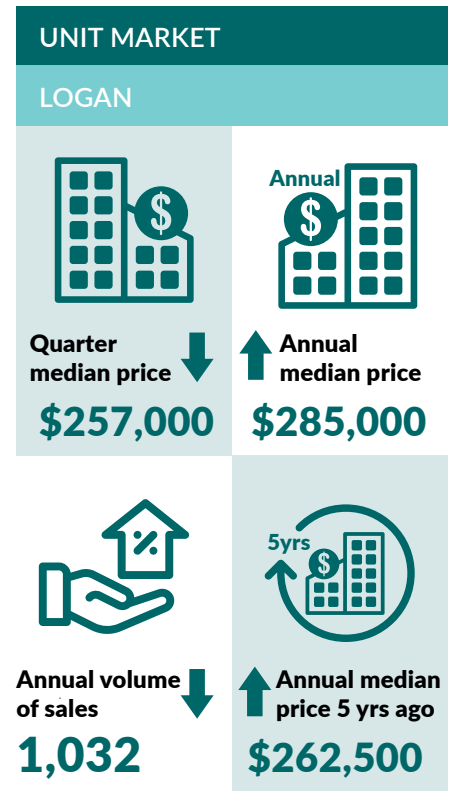
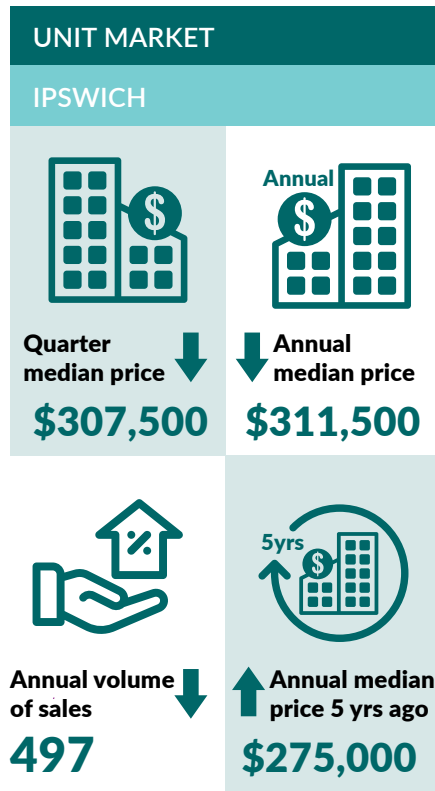
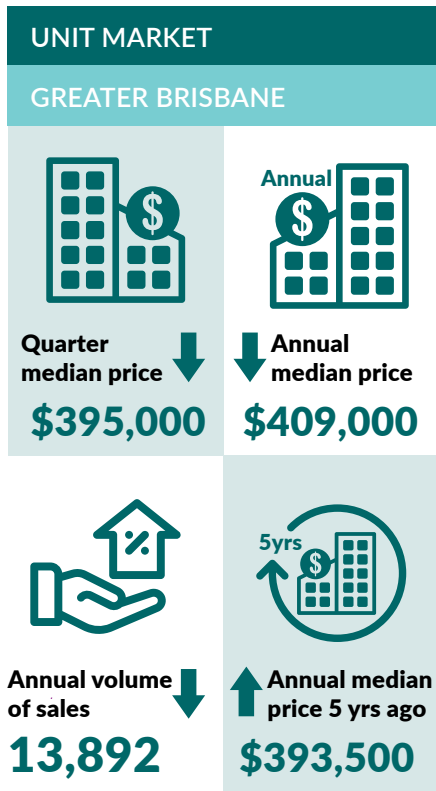
The contraction in sales volumes combined with the increase in listing volumes triggered a fall on the annual median unit price, from \$415,000 in September 2017 to \$409,000 in September 2018.

Looking at the medium-term data, the annual median unit price increased 3.9 per cent, from \$393,500 in September 2013.

This represents a modest five-year increase of \$15,500 in the median sale price.

With the exception of Redland, median days on market and





## UNIT MARKET

### GREATER BRISBANE



Median days on market  
**63 Days**



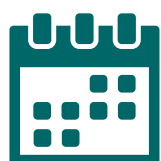
Median vendor discount  
**-4.7%**



Stock on market  
**7.9%**

## UNIT MARKET

### IPSWICH



Median days on market  
**102 Days**



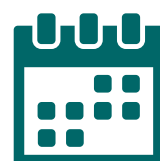
Median vendor discount  
**-6.4%**



Stock on market  
**5.0%**

## UNIT MARKET

### LOGAN



Median days on market  
**79 Days**



Median vendor discount  
**-4.2%**



Stock on market  
**6.6%**

## UNIT MARKET

### MORETON BAY



Median days on market  
**74 Days**



Median vendor discount  
**-5.1%**



Stock on market  
**7.0%**

## UNIT MARKET

### REDLAND



Median days on market  
**49 Days**



Median vendor discount  
**-2.5%**



Stock on market  
**7.0%**

median vendor discount in outer Brisbane have generally followed an upward trend for the past year to August 2018. This demonstrates more challenging market conditions for sellers having to wait longer and negotiate a higher discount to reach a sale.

In the case of Redland, median days on market for units have shortened from 53 days in August 2017 to 49 days in August 2018.

Median vendor discount also improved in Redland for the past 12 months, from 4 per cent in August 2017 to 2.5 per cent in August 2018.

## RENTAL MARKET

Outer Brisbane vacancies weakened over the September quarter, from 2 per cent in June 2018 to 2.4 per cent in September 2018.

Logan and Moreton Bay rental markets drove the increase in vacancies in the outer Brisbane region.

Logan vacancies eased to 3.5 per cent in September, which is the limit between a healthy and a weak rental market. While the Logan rental market was able to absorb about 1980 net new rentals for the past 12 months, the increase in vacancies was driven by new developments released to the rental market.

Moreton Bay vacancies also eased this quarter, from 1.6 per cent in June to 2 per cent in September. However, this market still operates in the tight range with Pine Rivers reporting the tightest vacancies in Greater Brisbane of 1.2 per cent.

The Moreton Bay rental market was able to absorb 2160 net new rental properties for the past year and 570 of these properties were rented over the September quarter.



*"Brisbane LGA vacancies have tightened to levels below outer Brisbane vacancies. This reveals a larger increase in rental demand in the capital city compared to outer Brisbane."*

Redland vacancies tightened this quarter to 1.5 per cent, which underpins the increase in median rents of houses and townhouses over the past 12 months. The Redland rental market absorbed 247 net new rentals for the past 12 months.

Vacancies in Ipswich tightened slightly to 2.4 per cent, remaining on the boundary between the tight and healthy range. Demand for rental dwellings increased 6.6 per cent for the past year as tenants from 1787 net new rental dwellings lodged a bond to the RTA.

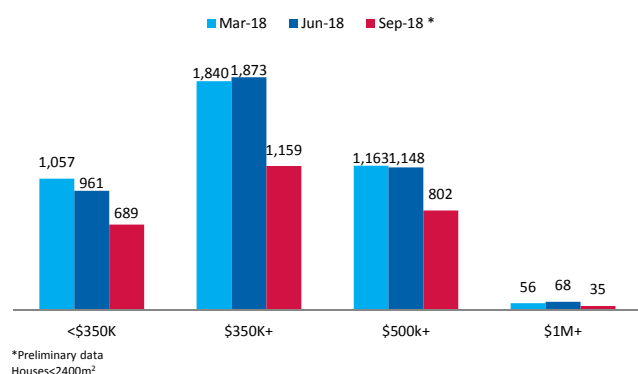
Median rents for all type of dwellings in Brisbane LGA, Moreton Bay and Redland have trended upwards or held steady for the past year. In the case of Ipswich and Logan, median rents have fluctuated up and down depending on the type of dwelling.

Yields for houses and units held relatively steady over the past quarter and past year.

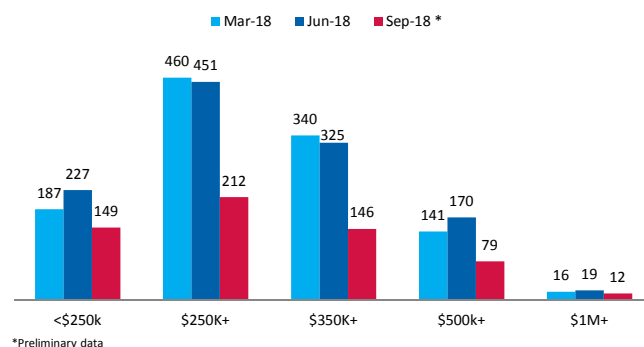
Houses in Ipswich returned the largest gross rental yield in outer Brisbane of 4.7 per cent in September 2018.

1 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.

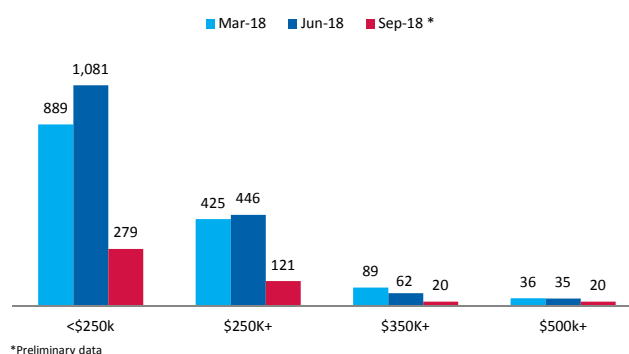
#### OUTER BRISBANE HOUSE SALES



#### OUTER BRISBANE UNIT SALES

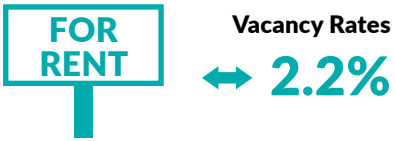


#### OUTER BRISBANE LAND SALES

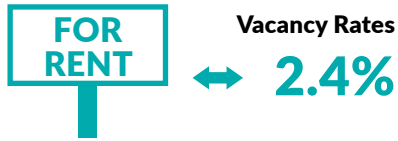




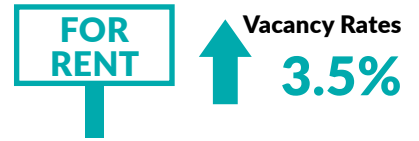
RENTAL MARKET  
GREATER BRISBANE



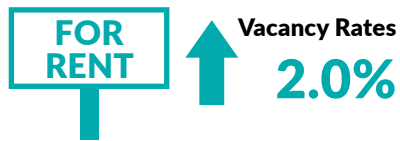
RENTAL MARKET  
IPSWICH



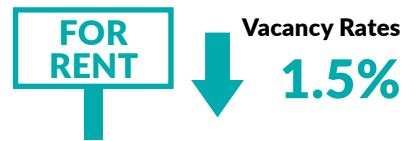
RENTAL MARKET  
LOGAN



RENTAL MARKET  
MORETON BAY



RENTAL MARKET  
REDLAND





## SALES MARKET - HOUSES <2400m<sup>2</sup>

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
<b>GREATER BRISBANE</b>	<b>5315</b>	<b>\$530,500</b>	<b>1.1%</b>	<b>28563</b>	<b>\$525,000</b>	<b>\$513,000</b>	<b>2.3%</b>	<b>\$440,000</b>	<b>19.3%</b>
<b>GREATER BRISBANE ^</b>	<b>409</b>	<b>\$650,000</b>	<b>-0.9%</b>	<b>2442</b>	<b>\$660,000</b>	<b>\$650,000</b>	<b>1.5%</b>	<b>\$540,000</b>	<b>22.2%</b>
<b>IPSWICH (LGA)</b>	<b>577</b>	<b>\$345,000</b>	<b>-0.3%</b>	<b>3047</b>	<b>\$345,000</b>	<b>\$335,000</b>	<b>3.0%</b>	<b>\$298,500</b>	<b>15.6%</b>
<b>IPSWICH (LGA) ^</b>	<b>31</b>	<b>\$485,000</b>	<b>-6.7%</b>	<b>243</b>	<b>\$530,000</b>	<b>\$520,000</b>	<b>1.9%</b>	<b>\$436,500</b>	<b>21.4%</b>
AUGUSTINE HEIGHTS	13	N/A	N/A	93	\$550,000	\$522,500	5.3%	\$515,000	6.8%
BELLBIRD PARK	17	N/A	N/A	104	\$367,000	\$373,750	-1.8%	\$328,000	11.9%
BASIN POCKET	5	N/A	N/A	19	N/A	\$246,000	N/A	\$216,000	N/A
BOOVAL	5	N/A	N/A	37	\$300,000	\$295,000	1.7%	\$260,000	15.4%
BRASSALL	36	\$340,000	1.5%	191	\$340,000	\$337,000	0.9%	\$310,000	9.7%
BUNDAMBA	20	\$316,000	1.3%	94	\$310,000	\$295,000	5.1%	\$266,000	16.5%
CAMIRA	22	\$405,000	-3.6%	107	\$406,500	\$385,000	5.6%	\$325,000	25.1%
COALFALLS	3	N/A	N/A	21	\$329,000	\$332,500	-1.1%	\$253,000	30.0%
COLLINGWOOD PARK	22	\$323,750	-6.2%	118	\$336,500	\$340,500	-1.2%	\$299,000	12.5%
DEEBING HEIGHTS	11	N/A	N/A	49	\$444,000	\$429,000	3.5%	\$426,200	4.2%
EAST IPSWICH	9	N/A	N/A	44	\$278,000	\$270,000	3.0%	\$246,000	13.0%
EASTERN HEIGHTS	14	N/A	N/A	73	\$320,000	\$305,000	4.9%	\$242,500	32.0%
FLINDERS VIEW	15	N/A	N/A	80	\$407,500	\$348,750	16.9%	\$324,500	25.6%
GAILES	2	N/A	N/A	32	\$258,500	\$246,500	4.9%	\$227,000	13.9%
GOODNA	22	\$327,500	12.9%	151	\$311,000	\$320,000	-2.8%	\$270,000	15.2%
IPSWICH	11	N/A	N/A	44	\$322,500	\$350,000	-7.9%	\$277,500	16.2%
KARALEE ^	5	N/A	N/A	52	\$587,500	\$572,500	2.6%	\$490,000	19.9%
LEICHHARDT	10	N/A	N/A	67	\$243,875	\$237,500	2.7%	\$195,000	25.1%
NEWTOWN	7	N/A	N/A	23	\$336,000	\$340,000	-1.2%	\$289,000	16.3%
NORTH BOOVAL	11	N/A	N/A	52	\$275,000	\$276,000	-0.4%	\$237,000	16.0%
NORTH IPSWICH	17	N/A	N/A	102	\$290,000	\$270,000	7.4%	\$225,000	28.9%
ONE MILE	9	N/A	N/A	44	\$270,000	\$255,000	5.9%	\$218,500	23.6%
RACEVIEW	42	\$332,000	-0.9%	180	\$325,000	\$315,000	3.2%	\$289,000	12.5%
REDBANK	4	N/A	N/A	17	N/A	\$317,500	N/A	\$245,000	N/A
REDBANK PLAINS	47	\$330,000	-0.2%	258	\$335,000	\$335,000	0.0%	\$283,000	18.4%
RIPLEY	9	N/A	N/A	38	\$394,250	\$339,000	16.3%	\$300,000	31.4%
RIVERVIEW	4	N/A	N/A	33	\$237,000	\$250,000	-5.2%	\$220,000	7.7%
ROSEWOOD	8	N/A	N/A	40	\$310,000	\$275,000	12.7%	\$250,000	24.0%
SADLIERS CROSSING	5	N/A	N/A	26	\$341,500	\$359,000	-4.9%	\$265,000	28.9%
SILKSTONE	15	N/A	N/A	85	\$315,000	\$300,000	5.0%	\$247,000	27.5%
SPRINGFIELD	22	\$439,500	-0.1%	90	\$421,250	\$430,000	-2.0%	\$374,000	12.6%
SPRINGFIELD LAKES	68	\$425,000	-1.2%	353	\$430,000	\$435,050	-1.2%	\$375,000	14.7%
WOODEND	5	N/A	N/A	29	\$342,500	\$394,000	-13.1%	\$285,000	20.2%
WULKURAKA	2	N/A	N/A	17	N/A	\$310,500	N/A	\$308,500	N/A
YAMANTO	11	N/A	N/A	69	\$350,000	\$363,500	-3.7%	\$335,000	4.5%
<b>LOGAN (LGA)</b>	<b>603</b>	<b>\$395,000</b>	<b>-2.0%</b>	<b>3415</b>	<b>\$400,000</b>	<b>\$388,000</b>	<b>3.1%</b>	<b>\$334,000</b>	<b>19.8%</b>
<b>LOGAN (LGA) ^</b>	<b>147</b>	<b>\$585,000</b>	<b>-4.3%</b>	<b>800</b>	<b>\$600,000</b>	<b>\$595,000</b>	<b>0.8%</b>	<b>\$483,250</b>	<b>24.2%</b>

BEENLEIGH	16	N/A	N/A	106	\$345,250	\$337,750	2.2%	\$282,250	22.3%
BETHANIA	14	N/A	N/A	70	\$342,500	\$350,000	-2.1%	\$285,000	20.2%
BORONIA HEIGHTS	14	N/A	N/A	98	\$350,000	\$345,000	1.5%	\$305,000	14.8%
BROWNS PLAINS	11	N/A	N/A	61	\$368,000	\$351,800	4.6%	\$300,000	22.7%
CEDAR GROVE ^	6	N/A	N/A	35	\$456,000	\$459,000	-0.7%	\$395,000	15.4%
CEDAR VALE ^	9	N/A	N/A	49	\$500,000	\$475,000	5.3%	\$426,500	17.2%
CHAMBERS FLAT ^	2	N/A	N/A	26	\$697,500	\$667,500	4.5%	\$484,500	44.0%
CORNUBIA ^	3	N/A	N/A	19	N/A	\$852,500	N/A	\$704,000	N/A
CORNUBIA	12	N/A	N/A	85	\$582,500	\$541,875	7.5%	\$455,000	28.0%
CRESTMEAD	30	\$329,500	-3.2%	178	\$343,500	\$327,000	5.1%	\$275,250	24.8%
DAISY HILL	20	\$557,500	13.1%	117	\$502,500	\$497,000	1.1%	\$385,000	30.5%

## SALES MARKET - HOUSES <2400m<sup>2</sup> (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
EAGLEBY	32	\$320,000	-2.7%	136	\$320,000	\$310,000	3.2%	\$248,500	28.8%
EDENS LANDING	12	N/A	N/A	88	\$380,000	\$385,000	-1.3%	\$334,500	13.6%
FORESTDALE ^	7	N/A	N/A	32	\$791,250	\$755,000	4.8%	\$647,500	22.2%
GREENBANK ^	15	N/A	N/A	77	\$620,000	\$590,000	5.1%	\$504,250	23.0%
HERITAGE PARK	27	\$459,000	-0.4%	96	\$456,000	\$450,000	1.3%	\$375,000	21.6%
HILLCREST	10	N/A	N/A	75	\$375,000	\$375,000	0.0%	\$318,944	17.6%
HOLMVUE	11	N/A	N/A	49	\$409,000	\$409,000	0.0%	\$335,000	22.1%
JIMBOOMBA	5	N/A	N/A	33	\$446,000	\$418,500	6.6%	\$404,000	10.4%
JIMBOOMBA ^	18	N/A	N/A	107	\$548,000	\$515,000	6.4%	\$443,850	23.5%
KINGSTON	24	\$315,000	0.3%	126	\$315,000	\$309,888	1.7%	\$240,000	31.3%
LOGAN CENTRAL	10	N/A	N/A	53	\$312,500	\$319,500	-2.2%	\$240,000	30.2%
LOGAN RESERVE	8	N/A	N/A	55	\$392,500	\$382,500	2.6%	\$305,000	28.7%
LOGAN VILLAGE ^	8	N/A	N/A	41	\$605,000	\$565,000	7.1%	\$465,000	30.1%
LOGANHOLME	23	\$383,800	-1.1%	104	\$399,750	\$396,198	0.9%	\$355,500	12.4%
LOGANLEA	18	N/A	N/A	86	\$385,000	\$361,000	6.7%	\$287,338	34.0%
MARSDEN	31	\$368,000	-3.0%	172	\$370,000	\$365,000	1.4%	\$296,250	24.9%
MEADOWBROOK	2	N/A	N/A	37	\$436,000	\$430,000	1.4%	\$356,000	22.5%
MOUNT WARREN PARK	12	N/A	N/A	92	\$395,000	\$378,500	4.4%	\$333,500	18.4%
MUNRUBEN ^	4	N/A	N/A	24	\$597,500	\$585,000	2.1%	\$495,000	20.7%
NEW BEITH ^	9	N/A	N/A	48	\$652,000	\$610,000	6.9%	\$521,000	25.1%
REGENTS PARK	29	\$422,000	0.5%	173	\$410,000	\$395,000	3.8%	\$350,000	17.1%
ROCHEDALE SOUTH	43	\$522,500	2.0%	203	\$517,500	\$510,000	1.5%	\$405,000	27.8%
SHAILER PARK	30	\$545,000	0.5%	170	\$565,000	\$552,750	2.2%	\$452,500	24.9%
SLACKS CREEK	25	\$342,000	-0.9%	133	\$345,000	\$350,000	-1.4%	\$277,250	24.4%
SPRINGWOOD	18	N/A	N/A	108	\$517,500	\$515,000	0.5%	\$400,000	29.4%
TANAH MERAH	12	N/A	N/A	64	\$442,500	\$425,000	4.1%	\$359,000	23.3%
UNDERWOOD	14	N/A	N/A	83	\$570,000	\$538,675	5.8%	\$448,500	27.1%
WATERFORD	18	N/A	N/A	88	\$399,000	\$403,000	-1.0%	\$337,000	18.4%
WATERFORD WEST	16	N/A	N/A	67	\$360,000	\$350,000	2.9%	\$282,000	27.7%
WINDAROO	8	N/A	N/A	37	\$450,500	\$455,000	-1.0%	\$377,500	19.3%
WOODRIDGE	12	N/A	N/A	94	\$310,000	\$301,500	2.8%	\$235,000	31.9%
YARRABILBA	18	N/A	N/A	145	\$414,500	\$390,000	6.3%	\$357,450	16.0%

<b>MORETON BAY (LGA)</b>	<b>1152</b>	<b>\$445,000</b>	<b>-1.1%</b>	<b>6383</b>	<b>\$445,000</b>	<b>\$431,000</b>	<b>3.3%</b>	<b>\$376,000</b>	<b>18.4%</b>
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<b>MORETON BAY (LGA) ^</b>	<b>143</b>	<b>\$660,000</b>	<b>-1.8%</b>	<b>885</b>	<b>\$665,000</b>	<b>\$635,000</b>	<b>4.7%</b>	<b>\$545,000</b>	<b>22.0%</b>
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ALBANY CREEK	49	\$610,000	7.0%	222	\$579,500	\$590,000	-1.8%	\$482,500	20.1%
ARANA HILLS	23	\$569,500	4.0%	102	\$559,000	\$533,495	4.8%	\$441,000	26.8%
BANKSIA BEACH	19	N/A	N/A	141	\$567,500	\$560,000	1.3%	\$460,000	23.4%
BEACHMERE	19	N/A	N/A	84	\$384,000	\$363,750	5.6%	\$283,000	35.7%
BELLARA	10	N/A	N/A	68	\$393,500	\$364,000	8.1%	\$325,000	21.1%
BELLMERE	20	\$356,000	2.7%	130	\$349,000	\$340,000	2.7%	\$328,000	6.4%
BONGAREE	24	\$472,500	-2.5%	124	\$470,000	\$425,000	10.6%	\$362,500	29.7%
BRAY PARK	30	\$435,000	-1.9%	162	\$430,425	\$410,000	5.0%	\$340,000	26.6%
BUNYA ^	3	N/A	N/A	23	\$940,000	\$821,750	14.4%	\$770,000	22.1%
BURPENGARY	17	N/A	N/A	127	\$415,000	\$392,000	5.9%	\$340,000	22.1%
BURPENGARY ^	7	N/A	N/A	69	\$625,000	\$623,750	0.2%	\$520,000	20.2%
BURPENGARY EAST	9	N/A	N/A	55	\$480,000	\$460,000	4.4%	\$404,000	18.8%
BURPENGARY EAST ^	9	N/A	N/A	43	\$628,000	\$581,250	8.0%	\$490,000	28.2%
CABOOLTURE	78	\$352,500	0.9%	401	\$339,000	\$323,000	5.0%	\$275,000	23.3%
CABOOLTURE ^	10	N/A	N/A	63	\$560,000	\$543,000	3.1%	\$440,000	27.3%
CABOOLTURE SOUTH	34	\$304,500	-0.2%	149	\$304,000	\$298,750	1.8%	\$251,000	21.1%
CASHMERE	7	N/A	N/A	40	\$690,000	\$637,500	8.2%	\$573,000	20.4%
CLONTARF	33	\$508,750	20.1%	156	\$450,000	\$450,000	0.0%	\$335,000	34.3%
DAKABIN	16	N/A	N/A	143	\$461,500	\$451,500	2.2%	\$412,250	11.9%
DECEPTION BAY	56	\$350,000	0.0%	314	\$350,000	\$348,000	0.6%	\$284,000	23.2%
EATONS HILL	17	N/A	N/A	117	\$584,000	\$603,000	-3.2%	\$513,000	13.8%

## SALES MARKET - HOUSES <2400m<sup>2</sup> (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
ELIMBAH ^	6	N/A	N/A	47	\$625,000	\$605,000	3.3%	\$480,000	30.2%
EVERTON HILLS	14	N/A	N/A	76	\$578,000	\$565,000	2.3%	\$452,750	27.7%
FERNY HILLS	21	\$550,000	-1.4%	120	\$555,000	\$536,450	3.5%	\$445,000	24.7%
GRIFFIN	18	N/A	N/A	139	\$464,500	\$466,750	-0.5%	\$406,000	14.4%
JOYNER	15	N/A	N/A	40	\$500,000	\$492,000	1.6%	\$525,000	-4.8%
KALLANGUR	64	\$400,000	1.3%	346	\$400,000	\$380,000	5.3%	\$320,000	25.0%
KIPPA-RING	20	\$473,500	5.2%	155	\$435,000	\$420,000	3.6%	\$347,250	25.3%
LAWINTON	11	N/A	N/A	80	\$419,500	\$387,250	8.3%	\$331,000	26.7%
MANGO HILL	34	\$565,000	5.6%	162	\$529,000	\$516,900	2.3%	\$426,621	24.0%
MARGATE	20	\$501,000	12.1%	133	\$445,500	\$452,000	-1.4%	\$347,000	28.4%
MORAYFIELD	54	\$348,000	0.9%	302	\$345,000	\$342,000	0.9%	\$290,000	19.0%
MORAYFIELD ^	14	N/A	N/A	81	\$600,000	\$612,500	-2.0%	\$485,000	23.7%
MURRUMBA DOWNS	19	N/A	N/A	130	\$560,000	\$505,000	10.9%	\$425,000	31.8%
NARANGBA	55	\$485,000	0.5%	324	\$480,500	\$455,000	5.6%	\$418,500	14.8%
NARANGBA ^	3	N/A	N/A	29	\$720,000	\$665,000	8.3%	\$582,500	23.6%
NEWPORT	11	N/A	N/A	90	\$825,000	\$820,000	0.6%	\$722,500	14.2%
NINGI	15	N/A	N/A	53	\$385,000	\$385,000	0.0%	\$336,250	14.5%
NINGI ^	4	N/A	N/A	24	\$590,000	\$557,500	5.8%	\$471,000	25.3%
NORTH LAKES	89	\$470,000	-4.1%	436	\$488,500	\$483,500	1.0%	\$435,000	12.3%
PETRIE	19	N/A	N/A	138	\$437,500	\$423,000	3.4%	\$354,000	23.6%
REDCLIFFE	33	\$423,250	-1.6%	147	\$429,000	\$445,000	-3.6%	\$339,000	26.5%
ROTHWELL	19	N/A	N/A	89	\$420,000	\$421,127	-0.3%	\$355,000	18.3%
SAMFORD VALLEY ^	6	N/A	N/A	28	\$965,000	\$1,000,000	-3.5%	\$795,000	21.4%
SANDSTONE POINT	21	\$448,000	1.8%	83	\$450,000	\$420,000	7.1%	\$369,000	22.0%
SCARBOROUGH	28	\$551,250	9.2%	138	\$532,500	\$545,000	-2.3%	\$420,000	26.8%
STRATHPINE	23	\$426,500	-6.9%	171	\$425,000	\$395,000	7.6%	\$326,000	30.4%
TOORBUL	8	N/A	N/A	25	\$335,000	\$359,500	-6.8%	\$273,000	22.7%
UPPER CABOOLTURE	7	N/A	N/A	38	\$371,821	\$350,000	6.2%	\$316,000	17.7%
UPPER CABOOLTURE ^	7	N/A	N/A	37	\$610,000	\$540,000	13.0%	\$480,000	27.1%
WAMURAN ^	6	N/A	N/A	38	\$650,000	\$573,750	13.3%	\$463,500	40.2%
WARNER	27	\$495,000	-4.8%	190	\$520,000	\$499,000	4.2%	\$460,000	13.0%
WARNER ^	3	N/A	N/A	22	\$846,500	\$800,000	5.8%	\$680,000	24.5%
WOODY POINT	15	N/A	N/A	64	\$460,000	\$460,000	0.0%	\$373,000	23.3%
<b>REDLAND (LGA)</b>	<b>462</b>	<b>\$542,000</b>	<b>0.4%</b>	<b>2474</b>	<b>\$537,000</b>	<b>\$520,000</b>	<b>3.3%</b>	<b>\$451,000</b>	<b>19.1%</b>
<b>REDLAND (LGA) ^</b>	<b>29</b>	<b>\$975,000</b>	<b>6.0%</b>	<b>139</b>	<b>\$930,000</b>	<b>\$940,000</b>	<b>-1.1%</b>	<b>\$750,000</b>	<b>24.0%</b>
ALEXANDRA HILLS	52	\$478,500	1.9%	279	\$475,000	\$451,000	5.3%	\$390,000	21.8%
BIRKDALE	34	\$630,000	10.5%	188	\$580,000	\$537,500	7.9%	\$460,000	26.1%
CAPALABA	46	\$477,000	0.4%	193	\$475,000	\$464,500	2.3%	\$404,000	17.6%
CAPALABA ^	8	N/A	N/A	34	\$940,000	\$952,500	-1.3%	\$800,000	17.5%
CLEVELAND	49	\$655,000	-2.2%	256	\$635,000	\$583,500	8.8%	\$497,500	27.6%
MACLEAY ISLAND	22	\$211,500	-15.4%	97	\$235,000	\$243,000	-3.3%	\$220,000	6.8%
MOUNT COTTON	21	\$530,000	-4.0%	133	\$547,000	\$520,000	5.2%	\$458,500	19.3%
ORMISTON	21	\$640,000	0.8%	98	\$668,000	\$671,000	-0.5%	\$575,000	16.2%
REDLAND BAY	54	\$566,500	-0.6%	265	\$563,000	\$540,000	4.3%	\$472,500	19.2%
RUSSELL ISLAND	19	N/A	N/A	131	\$201,000	\$198,000	1.5%	\$185,000	8.6%
THORNESIDE	8	N/A	N/A	44	\$528,750	\$481,500	9.8%	\$405,000	30.6%
THORNLANDS	45	\$589,000	-5.4%	249	\$620,000	\$580,000	6.9%	\$510,000	21.6%
THORNLANDS ^	3	N/A	N/A	29	\$1,135,000	\$990,000	14.7%	\$875,000	29.7%
VICTORIA POINT	33	\$537,500	2.4%	226	\$535,000	\$522,500	2.4%	\$450,000	18.9%
WELLINGTON POINT	45	\$622,500	-0.4%	222	\$620,000	\$619,000	0.2%	\$515,000	20.4%

### SURROUNDS

<b>LOCKYER VALLEY (LGA)</b>	<b>39</b>	<b>\$252,500</b>	<b>5.2%</b>	<b>213</b>	<b>\$250,000</b>	<b>\$255,000</b>	<b>-2.0%</b>	<b>\$240,000</b>	<b>4.2%</b>
<b>LOCKYER VALLEY (LGA) ^</b>	<b>59</b>	<b>\$360,000</b>	<b>-7.7%</b>	<b>352</b>	<b>\$375,000</b>	<b>\$370,000</b>	<b>1.4%</b>	<b>\$325,000</b>	<b>15.4%</b>

## SALES MARKET - HOUSES <2400m<sup>2</sup> (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
<b>SURROUNDS</b>									
GATTON	15	N/A	N/A	98	\$250,000	\$257,500	-2.9%	\$252,500	-1.0%
KENSINGTON GROVE ^	8	N/A	N/A	42	\$383,500	\$360,000	6.5%	\$312,000	22.9%
LAIDLEY	12	N/A	N/A	62	\$234,500	\$243,000	-3.5%	\$220,000	6.6%
LAIDLEY HEIGHTS ^	2	N/A	N/A	23	\$350,000	\$336,750	3.9%	\$370,500	-5.5%
REGENCY DOWNS ^	9	N/A	N/A	30	\$345,500	\$333,000	3.8%	\$292,000	18.3%
<b>SCENIC RIM (LGA)</b>	<b>67</b>	<b>\$427,500</b>	<b>3.0%</b>	<b>374</b>	<b>\$410,000</b>	<b>\$399,500</b>	<b>2.6%</b>	<b>\$340,000</b>	<b>20.6%</b>
<b>SCENIC RIM (LGA) ^</b>	<b>60</b>	<b>\$575,000</b>	<b>8.5%</b>	<b>332</b>	<b>\$547,500</b>	<b>\$540,000</b>	<b>1.4%</b>	<b>\$435,000</b>	<b>25.9%</b>
BEAUDESERT	24	\$336,500	2.0%	100	\$327,500	\$322,750	1.5%	\$305,000	7.4%
BOONAH	7	N/A	N/A	37	\$300,750	\$280,000	7.4%	\$265,000	13.5%
KOORALBYN ^	8	N/A	N/A	41	\$349,000	\$359,000	-2.8%	\$312,000	11.9%
TAMBORINE ^	13	N/A	N/A	59	\$630,000	\$581,500	8.3%	\$492,500	27.9%
TAMBORINE MOUNTAIN	24	\$568,500	2.9%	151	\$538,500	\$493,000	9.2%	\$392,000	37.4%
TAMBORINE MOUNTAIN ^	9	N/A	N/A	42	\$850,000	\$860,777	-1.3%	\$649,500	30.9%
<b>SOMERSET (LGA)</b>	<b>32</b>	<b>\$240,000</b>	<b>-9.4%</b>	<b>193</b>	<b>\$257,000</b>	<b>\$240,000</b>	<b>7.1%</b>	<b>\$267,250</b>	<b>-3.8%</b>
<b>SOMERSET (LGA) ^</b>	<b>34</b>	<b>\$420,000</b>	<b>5.7%</b>	<b>249</b>	<b>\$400,000</b>	<b>\$380,000</b>	<b>5.3%</b>	<b>\$340,000</b>	<b>17.6%</b>
FERNVALE	5	N/A	N/A	36	\$350,000	\$309,000	13.3%	\$335,000	4.5%
KILCOY	7	N/A	N/A	35	\$275,000	\$245,000	12.2%	\$262,250	4.9%
LOWOOD	8	N/A	N/A	44	\$240,000	\$237,000	1.3%	\$300,000	-20.0%

## 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
<b>GREATER BRISBANE</b>	<b>2245</b>	<b>\$395,000</b>	<b>-3.7%</b>	<b>13892</b>	<b>\$409,000</b>	<b>\$415,000</b>	<b>-1.5%</b>	<b>\$393,500</b>	<b>3.9%</b>
<b>IPSWICH (LGA)</b>	<b>68</b>	<b>\$307,500</b>	<b>-1.1%</b>	<b>497</b>	<b>\$311,500</b>	<b>\$330,000</b>	<b>-5.6%</b>	<b>\$275,000</b>	<b>13.3%</b>
BRASSALL	2	N/A	N/A	21	\$290,000	\$280,000	3.6%	\$252,000	15.1%
BROOKWATER	15	N/A	N/A	81	\$650,000	\$550,000	18.2%	\$320,000	103.1%
BUNDAMBA	2	N/A	N/A	14	N/A	\$250,000	N/A	\$253,875	N/A
GOODNA	3	N/A	N/A	23	\$219,000	\$211,000	3.8%	\$189,000	15.9%
REDBANK PLAINS	7	N/A	N/A	57	\$319,900	\$322,500	-0.8%	\$255,450	25.2%
SPRINGFIELD LAKES	2	N/A	N/A	17	N/A	\$340,000	N/A	\$350,000	N/A

<b>LOGAN (LGA)</b>	<b>167</b>	<b>\$257,000</b>	<b>-9.5%</b>	<b>1032</b>	<b>\$285,000</b>	<b>\$279,000</b>	<b>2.2%</b>	<b>\$262,500</b>	<b>8.6%</b>
BEENLEIGH	10	N/A	N/A	49	\$230,000	\$235,000	-2.1%	\$180,000	27.8%
BORONIA HEIGHTS	2	N/A	N/A	23	\$255,209	\$329,000	-22.4%	\$265,000	-3.7%
DAISY HILL	2	N/A	N/A	27	\$310,000	\$309,000	0.3%	\$270,500	14.6%
EAGLEBY	20	\$240,000	-0.8%	112	\$267,500	\$234,200	14.2%	\$300,500	-11.0%
EDENS LANDING	0	N/A	N/A	16	N/A	\$225,750	N/A	\$200,000	N/A
HILLCREST	2	N/A	N/A	42	\$295,000	\$299,750	-1.6%	\$234,000	26.1%
KINGSTON	3	N/A	N/A	31	\$250,000	\$280,000	-10.7%	\$240,750	3.8%
LOGAN CENTRAL	3	N/A	N/A	17	N/A	\$186,250	N/A	\$161,500	N/A
MARSDEN	7	N/A	N/A	38	\$343,900	\$334,900	2.7%	\$331,000	3.9%
MEADOWBROOK	4	N/A	N/A	27	\$285,000	\$250,000	14.0%	\$250,000	14.0%
MOUNT WARREN PARK	7	N/A	N/A	25	\$230,000	\$215,000	7.0%	\$212,500	8.2%
ROCHEDALE SOUTH	4	N/A	N/A	21	\$290,000	\$286,000	1.4%	\$263,489	10.1%
SHAILER PARK	7	N/A	N/A	40	\$425,000	\$315,000	34.9%	\$275,000	54.5%
SLACKS CREEK	11	N/A	N/A	45	\$210,000	\$219,000	-4.1%	\$190,000	10.5%
SPRINGWOOD	11	N/A	N/A	51	\$272,250	\$365,000	-25.4%	\$247,000	10.2%
UNDERWOOD	4	N/A	N/A	40	\$404,220	\$387,700	4.3%	\$384,500	5.1%
WATERFORD WEST	5	N/A	N/A	29	\$218,500	\$212,500	2.8%	\$180,000	21.4%
WOODRIDGE	17	N/A	N/A	86	\$185,500	\$202,750	-8.5%	\$175,000	6.0%

## 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
<b>MORETON BAY (LGA)</b>	<b>286</b>	<b>\$320,000</b>	<b>-5.0%</b>	<b>2008</b>	<b>\$340,000</b>	<b>\$359,000</b>	<b>-5.3%</b>	<b>\$316,000</b>	<b>7.6%</b>
ALBANY CREEK	5	N/A	N/A	41	\$479,000	\$475,000	0.8%	\$345,750	38.5%
BELLARA	3	N/A	N/A	29	\$310,000	\$303,000	2.3%	\$270,000	14.8%
BONGAREE	13	N/A	N/A	82	\$340,000	\$330,000	3.0%	\$287,500	18.3%
BRENDALE	20	\$283,750	-0.4%	127	\$282,500	\$360,000	-21.5%	\$265,000	6.6%
BURPENGARY	10	N/A	N/A	45	\$252,500	\$242,500	4.1%	\$245,000	3.1%
CABOOLTURE	15	N/A	N/A	111	\$200,000	\$210,000	-4.8%	\$230,000	-13.0%
CLONTARF	4	N/A	N/A	31	\$315,000	\$350,000	-10.0%	\$363,000	-13.2%
DECEPTION BAY	17	N/A	N/A	81	\$260,000	\$271,000	-4.1%	\$260,000	0.0%
KALLANGUR	17	N/A	N/A	98	\$297,000	\$315,000	-5.7%	\$290,000	2.4%
KIPPA-RING	9	N/A	N/A	43	\$295,000	\$285,000	3.5%	\$244,500	20.7%
LAWNTON	2	N/A	N/A	27	\$242,000	\$241,000	0.4%	\$202,500	19.5%
MANGO HILL	10	N/A	N/A	69	\$383,500	\$375,000	2.3%	\$355,000	8.0%
MARGATE	7	N/A	N/A	44	\$404,000	\$395,000	2.3%	\$309,000	30.7%
MORAYFIELD	12	N/A	N/A	86	\$312,000	\$297,500	4.9%	\$290,000	7.6%
MURRUMBA DOWNS	7	N/A	N/A	38	\$277,500	\$310,000	-10.5%	\$349,900	-20.7%
NORTH LAKES	11	N/A	N/A	82	\$385,500	\$420,000	-8.2%	\$356,000	8.3%
PETRIE	4	N/A	N/A	21	\$325,000	\$325,000	0.0%	\$332,000	-2.1%
REDCLIFFE	24	\$385,000	-6.6%	145	\$396,250	\$427,000	-7.2%	\$350,000	13.2%
SCARBOROUGH	16	N/A	N/A	108	\$510,000	\$490,000	4.1%	\$372,250	37.0%
STRATHPINE	4	N/A	N/A	29	\$269,000	\$351,900	-23.6%	\$247,000	8.9%
WOODY POINT	15	N/A	N/A	74	\$402,500	\$442,500	-9.0%	\$350,000	15.0%
WOORIM	6	N/A	N/A	32	\$364,000	\$345,000	5.5%	\$275,000	32.4%

<b>REDLAND (LGA)</b>	<b>101</b>	<b>\$395,000</b>	<b>-6.0%</b>	<b>633</b>	<b>\$415,000</b>	<b>\$410,000</b>	<b>1.2%</b>	<b>\$345,000</b>	<b>20.3%</b>
BIRKDALE	7	N/A	N/A	32	\$378,750	\$386,908	-2.1%	\$366,000	3.5%
CAPALABA	12	N/A	N/A	91	\$340,000	\$389,000	-12.6%	\$287,750	18.2%
CLEVELAND	30	\$421,000	0.2%	165	\$412,250	\$419,000	-1.6%	\$360,000	14.5%
ORMISTON	4	N/A	N/A	47	\$425,000	\$405,000	4.9%	\$384,500	10.5%
THORNESIDE	5	N/A	N/A	37	\$310,000	\$301,500	2.8%	\$272,000	14.0%
THORNLANDS	1	N/A	N/A	7	N/A	\$420,000	N/A	\$433,500	N/A
VICTORIA POINT	8	N/A	N/A	50	\$395,000	\$395,500	-0.1%	\$307,500	28.5%
WELLINGTON POINT	11	N/A	N/A	49	\$480,000	\$470,000	2.1%	\$372,500	28.9%

## SALES MARKET - VACANT LAND <2400m<sup>2</sup>

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
<b>GREATER BRISBANE</b>	<b>488</b>	<b>\$230,000</b>	<b>-0.9%</b>	<b>6226</b>	<b>\$232,500</b>	<b>\$231,000</b>	<b>0.7%</b>	<b>\$209,000</b>	<b>11.2%</b>
<b>GREATER BRISBANE ^</b>	<b>49</b>	<b>\$325,000</b>	<b>6.6%</b>	<b>467</b>	<b>\$319,000</b>	<b>\$304,500</b>	<b>4.8%</b>	<b>\$260,000</b>	<b>22.7%</b>

<b>IPSWICH (LGA)</b>	<b>68</b>	<b>\$197,450</b>	<b>-0.5%</b>	<b>1494</b>	<b>\$194,400</b>	<b>\$195,000</b>	<b>-0.3%</b>	<b>\$174,000</b>	<b>11.7%</b>
<b>IPSWICH (LGA) ^</b>	<b>3</b>	<b>N/A</b>	<b>N/A</b>	<b>68</b>	<b>\$323,250</b>	<b>\$325,000</b>	<b>-0.5%</b>	<b>\$230,000</b>	<b>40.5%</b>
BELBIRD PARK	1	N/A	N/A	93	\$228,000	\$231,000	-1.3%	\$185,000	23.2%
BRASSALL	2	N/A	N/A	48	\$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	4	N/A	N/A	50	\$187,950	\$186,900	0.6%	\$150,000	25.3%
KARALEE ^	1	N/A	N/A	17	N/A	\$318,500	N/A	\$250,000	N/A
LEICHHARDT	0	N/A	N/A	16	N/A	\$175,000	N/A	\$175,000	N/A
REDBANK PLAINS	5	N/A	N/A	128	\$179,450	\$176,500	1.7%	\$142,373	26.0%
SPRINGFIELD LAKES	0	N/A	N/A	6	N/A	\$260,500	N/A	\$175,000	N/A

<b>LOGAN (LGA)</b>	<b>108</b>	<b>\$224,950</b>	<b>3.0%</b>	<b>1412</b>	<b>\$217,500</b>	<b>\$208,900</b>	<b>4.1%</b>	<b>\$181,970</b>	<b>19.5%</b>
LOGAN (LGA) ^	16	N/A	N/A	165	\$313,000	\$296,500	5.6%	\$245,000	27.8%
BUCCAN ^	0	N/A	N/A	3	N/A	\$350,000	N/A	\$305,000	N/A
CORNUBIA	1	N/A	N/A	11	N/A	\$355,000	N/A	\$340,000	N/A
CRESTMead	0	N/A	N/A	5	N/A	\$233,000	N/A	\$180,000	N/A
HOLMVIEW	7	N/A	N/A	65	\$223,000	\$220,000	1.4%	\$184,700	20.7%
JIMBOOMBA	0	N/A	N/A	2	N/A	\$200,000	N/A	\$175,000	N/A
JIMBOOMBA ^	0	N/A	N/A	35	\$317,000	\$289,500	9.5%	\$205,750	54.1%

## SALES MARKET - VACANT LAND <2400m<sup>2</sup> (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
LOGAN RESERVE	13	N/A	N/A	151	\$209,000	\$204,205	2.4%	\$155,000	34.8%
LOGAN VILLAGE	4	N/A	N/A	25	\$280,000	\$267,000	4.9%	\$260,000	7.7%
LOGANLEA	5	N/A	N/A	63	\$235,000	\$225,000	4.4%	\$195,000	20.5%
MARSDEN	0	N/A	N/A	13	N/A	\$232,400	N/A	\$185,000	N/A
NEW BEITH ^	6	N/A	N/A	45	\$296,000	\$299,000	-1.0%	\$260,000	13.8%
WATERFORD	0	N/A	N/A	0	N/A	\$254,681	N/A	\$182,000	N/A
YARRABILBA	20	\$196,500	11.7%	339	\$175,000	\$178,750	-2.1%	\$150,750	16.1%

<b>MORETON BAY (LGA)</b>	<b>93</b>	<b>\$264,000</b>	<b>9.0%</b>	<b>1334</b>	<b>\$249,900</b>	<b>\$254,000</b>	<b>-1.6%</b>	<b>\$205,550</b>	<b>21.6%</b>
<b>MORETON BAY (LGA) ^</b>	<b>25</b>	<b>\$325,000</b>	<b>8.3%</b>	<b>189</b>	<b>\$300,000</b>	<b>\$295,500</b>	<b>1.5%</b>	<b>\$260,000</b>	<b>15.4%</b>
BANKSIA BEACH	3	N/A	N/A	37	\$585,000	\$492,170	18.9%	\$430,000	36.0%
BURPENGARY	4	N/A	N/A	96	\$219,850	\$209,625	4.9%	\$209,900	4.7%
CABOOLTURE	8	N/A	N/A	128	\$210,000	\$198,000	6.1%	\$180,000	16.7%
CABOOLTURE ^	0	N/A	N/A	9	N/A	\$293,500	N/A	\$260,000	N/A
DAKABIN	1	N/A	N/A	4	N/A	\$247,000	N/A	\$197,000	N/A
GRIFFIN	12	N/A	N/A	198	\$285,000	\$275,000	3.6%	\$205,000	39.0%
KALLANGUR	1	N/A	N/A	13	N/A	\$269,000	N/A	\$176,000	N/A
MANGO HILL	16	N/A	N/A	165	\$250,000	\$285,000	-12.3%	\$215,000	16.3%
MORAYFIELD	10	N/A	N/A	110	\$200,000	\$205,000	-2.4%	\$172,000	16.3%
NARANGBA	12	N/A	N/A	116	\$231,050	\$237,700	-2.8%	\$198,266	16.5%
NORTH LAKES	2	N/A	N/A	36	\$292,450	\$280,000	4.5%	\$209,970	39.3%
WARNER	2	N/A	N/A	5	N/A	\$293,000	N/A	\$225,000	N/A

<b>REDLAND (LGA)</b>	<b>127</b>	<b>N/D</b>	<b>N/D</b>	<b>758</b>	<b>N/D</b>	<b>\$265,000</b>	<b>N/D</b>	<b>\$235,000</b>	<b>N/D</b>
BIRKDALE	1	N/A	N/A	10	N/A	\$352,000	N/A	\$315,000	N/A
MACLEAY ISLAND	23	\$24,000	-14.3%	108	\$30,500	\$30,000	1.7%	\$28,000	8.9%
MOUNT COTTON	0	N/A	N/A	0	N/A	\$300,000	N/A	\$250,000	N/A
REDLAND BAY	6	N/A	N/A	81	\$275,000	\$280,000	-1.8%	\$264,500	4.0%
RUSSELL ISLAND	59	\$20,000	8.1%	264	\$19,000	\$21,500	-11.6%	\$20,100	-5.5%
THORNLANDS	15	N/A	N/A	175	\$307,000	\$312,250	-1.7%	\$272,000	12.9%
WELLINGTON POINT	0	N/A	N/A	12	N/A	\$425,000	N/A	\$328,500	N/A

### SURROUNDS

<b>LOCKYER VALLEY (LGA)</b>	<b>1</b>	<b>N/A</b>	<b>N/A</b>	<b>43</b>	<b>\$120,000</b>	<b>\$127,500</b>	<b>-5.9%</b>	<b>\$100,000</b>	<b>20.0%</b>
<b>LOCKYER VALLEY (LGA) ^</b>	<b>9</b>	<b>N/A</b>	<b>N/A</b>	<b>103</b>	<b>\$155,000</b>	<b>\$155,000</b>	<b>0.0%</b>	<b>\$119,000</b>	<b>30.3%</b>
KENSINGTON GROVE ^	1	N/A	N/A	15	N/A	\$168,000	N/A	\$132,000	N/A

<b>SCENIC RIM (LGA)</b>	<b>6</b>	<b>N/A</b>	<b>N/A</b>	<b>66</b>	<b>\$190,000</b>	<b>\$190,000</b>	<b>0.0%</b>	<b>\$179,500</b>	<b>5.8%</b>
<b>SCENIC RIM (LGA) ^</b>	<b>5</b>	<b>N/A</b>	<b>N/A</b>	<b>45</b>	<b>\$220,000</b>	<b>\$186,000</b>	<b>18.3%</b>	<b>\$200,000</b>	<b>10.0%</b>
GLENEAGLE	1	N/A	N/A	7	N/A	\$185,000	N/A	\$179,500	N/A

<b>SOMERSET (LGA)</b>	<b>7</b>	<b>N/A</b>	<b>N/A</b>	<b>53</b>	<b>\$110,000</b>	<b>\$145,000</b>	<b>-24.1%</b>	<b>\$135,000</b>	<b>-18.5%</b>
FERNVALE	1	N/A	N/A	19	N/A	\$160,500	N/A	\$138,000	N/A

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>IPSWICH CITY</b>	<b>\$310</b>	<b>739</b>	<b>\$310</b>	<b>744</b>	<b>\$295</b>	<b>782</b>
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$348	170	\$350	166	\$330	201
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$320	122	\$320	119	\$300	95
4303	Dinmore/ Riverview	\$275	25	\$280	28	\$270	23
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$300	89	\$300	87	\$280	89
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$300	234	\$290	260	\$275	286
4306	Amberley/ Fernvale/ Karara Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank	\$345	61	\$330	58	\$299	56
4340	Rosewood/ Ashwell/ Calvert/ Ebenezer/ Grandchester/ Moorang/ Mt Forbes/ Rosevale	\$300	24	\$280	24	\$300	25
	<b>LOGAN CITY</b>	<b>\$345</b>	<b>982</b>	<b>\$350</b>	<b>1027</b>	<b>\$335</b>	<b>928</b>
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$310	167	\$320	197	\$315	149
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$350	98	\$350	110	\$340	93
4119	Underwood	\$395	15	\$400	14	\$375	21
4123	Priests Gully/ Rochedale	\$410	41	\$395	71	\$380	56
4124	Boronia Hts/ Greenbank/ New Beith	\$350	35	\$350	37	\$325	51
4125	Munruben/ Park Ridge	\$360	17	\$400	9	\$400	10
4127	Chatswood Hills/ Daisy Hill/ Preistdale/ Slacks Ck/ Springwood	\$350	92	\$365	104	\$350	102
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$410	23	\$385	39	\$375	34
4129	Logandale/ Loganholme	\$355	25	\$365	21	\$350	21
4130	Carbrook/ Cornubia	\$400	15	\$400	18	\$370	11
4131	Loganlea/ Meadowbrook	\$340	39	\$340	33	\$325	30
4132	Crestmead/ Marsden	\$340	125	\$340	117	\$325	84
4133	Chambers Flat/ Logan Reserve/ Waterford	\$350	35	\$360	40	\$350	41
4205	Bethania	\$348	28	\$340	23	\$310	21
4207	Beenleigh/Eagley/Mt Warren Pk	\$345	206	\$340	180	\$320	170
	<b>MORETON BAY REGIONAL</b>	<b>\$360</b>	<b>1040</b>	<b>\$360</b>	<b>1173</b>	<b>\$330</b>	<b>1108</b>
	<b>Redcliffe Region</b>	<b>\$375</b>	<b>192</b>	<b>\$370</b>	<b>267</b>	<b>\$350</b>	<b>235</b>
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$375	75	\$375	111	\$350	101
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$383	70	\$370	84	\$340	89
4021	Kippa-Ring	\$378	30	\$370	48	\$350	29
4022	Rothwell	\$350	17	\$345	24	\$320	16
	<b>Pine Rivers Region</b>	<b>\$380</b>	<b>438</b>	<b>\$375</b>	<b>448</b>	<b>\$360</b>	<b>386</b>
4035	Albany Ck/ Bridgeman Downs/ Cashs Crossing	\$420	25	\$450	25	\$410	24
4037	Eatons Hill	\$420	5	\$425	5	\$430	5
4055	Bunya/ Ferny Grove/ Ferny Hills/ Kedron Upper	\$430	32	\$450	32	\$410	34
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$380	89	\$370	83	\$350	71
4501	Lawnnton	\$365	16	\$360	19	\$340	16
4502	Frenchs Forest/ Petrie	\$360	35	\$360	29	\$350	26
4503	Dakabin/ Dahles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$350	138	\$350	136	\$350	101
4509	Mango Hill	\$390	86	\$385	100	\$370	83
4520	Camp Mountain/ Cedar Ck/ Mt Glorious/ Mt Nebo/ Mt Samson/ Samford/ Yugar	\$515	6	\$465	11	\$400	14
4521	Dayboro/ Mt Mee/ Mt Pleasant/ Ocean View/ Rush Ck	\$408	6	\$330	8	\$340	12
	<b>Caboolture Region</b>	<b>\$330</b>	<b>410</b>	<b>\$325</b>	<b>458</b>	<b>\$300</b>	<b>487</b>
4504	Narangba	\$370	21	\$340	26	\$330	36
4505	Burpengary	\$360	38	\$350	25	\$312	39
4506	Marayfield/ Moorina	\$330	63	\$320	53	\$290	60
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$385	40	\$370	50	\$320	60
4508	Deception Bay	\$330	82	\$320	91	\$300	86
4510	Caboolture/ Beachmere/ Dannybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$310	141	\$305	170	\$280	143
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	\$353	10	\$380	17	\$300	27
4514	Woodford/ Bellthorpe/ Bracalba/ Cedarton/ D'Aguilar/ Delaneys Ck/ Neorum/ Stanmore/ Stoney Ck/ Villeneuve	\$350	11	N/A	4	\$300	28

## RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>REDLAND CITY</b>	<b>\$400</b>	<b>257</b>	<b>\$400</b>	<b>299</b>	<b>\$380</b>	<b>383</b>
4157	Capalaba/ Sheldon	\$400	29	\$408	52	\$385	39
4158	Thornside	\$395	9	\$395	6	\$360	10
4159	Birkdale/ Aquatic Paradise/ Meridian Pt	\$400	25	\$430	28	\$385	26
4160	Ormiston/ Wellington Pt/ Erubin	\$403	24	\$395	24	\$400	35
4161	Alexandra Hills/ Burwood Hts	\$410	40	\$390	28	\$390	54
4163	Cleveland/ Raby Bay	\$420	24	\$420	37	\$410	34
4164	Thornlands/ Pinklands	\$425	15	\$400	19	\$410	13
4165	Mt Cotton/ Pt Halloran/ Pt Talburin/ Redland Bay/ Victoria Pt	\$420	38	\$420	58	\$400	85
4183	Amity Pt/ Dunwich/ Pt Lookout	N/A	3	N/A	1	\$350	9
4184	Coochiemudlo Is/ Karragarra Is/ Lamb Is/ Macleay Is/ Peel Is/ Russell Is	\$268	50	\$273	46	\$240	78
	<b>LOCKYER VALLEY REGIONAL</b>	<b>\$310</b>	<b>75</b>	<b>\$300</b>	<b>79</b>	<b>\$275</b>	<b>100</b>
4341	Blenheim	\$305	28	\$290	31	\$280	41
4342	Crowley Vale	\$330	7	\$325	8	\$265	9
4343	Adare	\$310	33	\$290	36	\$265	39
	<b>SOMERSET REGIONAL</b>	<b>\$300</b>	<b>55</b>	<b>\$300</b>	<b>51</b>	<b>\$270</b>	<b>70</b>
4311	Atkinsons Dam	\$325	16	\$310	22	\$270	26
4312	Bryden	\$270	8	\$245	8	\$220	13
4313	Biarra	\$265	9	\$250	9	\$215	12
4515	Glenfern	\$310	22	\$313	12	\$285	19





## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>IPSWICH CITY</b>	<b>\$260</b>	<b>158</b>	<b>\$265</b>	<b>205</b>	<b>\$250</b>	<b>157</b>
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$280	27	\$273	56	\$250	26
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$263	28	\$270	29	\$250	27
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$245	22	\$253	32	\$240	19
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto etc	\$260	72	\$260	79	\$240	78
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank etc	\$265	7	\$280	6	N/A	3
	<b>LOGAN CITY</b>	<b>\$290</b>	<b>297</b>	<b>\$280</b>	<b>285</b>	<b>\$260</b>	<b>209</b>
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$260	73	\$260	65	\$255	62
4123	Priests Gully/ Rochedale	N/A	4	\$300	7	\$310	7
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$300	26	\$285	24	\$330	17
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$320	7	\$300	14	N/A	3
4131	Loganlea/ Meadowbrook	\$300	20	\$300	11	\$260	7
4132	Crestmead/ Marsden	\$290	22	\$295	37	\$255	5
4133	Chambers Flat/ Logan Reserve/ Waterford	\$295	23	\$263	26	\$240	17
4207	Beenleigh/Eaglyby/Mt Warren Pk	\$290	87	\$280	72	\$250	70
	<b>MORETON BAY REGIONAL</b>	<b>\$290</b>	<b>423</b>	<b>\$285</b>	<b>466</b>	<b>\$270</b>	<b>410</b>
	<b>Redcliffe Region</b>	<b>\$300</b>	<b>119</b>	<b>\$285</b>	<b>131</b>	<b>\$270</b>	<b>153</b>
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$300	56	\$275	58	\$270	68
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$300	60	\$300	68	\$270	78
	<b>Pine Rivers Region</b>	<b>\$295</b>	<b>130</b>	<b>\$295</b>	<b>159</b>	<b>\$285</b>	<b>86</b>
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$295	25	\$290	32	\$285	27
4501	Lawnton	\$275	5	\$280	11	\$260	6
4502	Frenchs Forest/ Petrie	\$280	7	\$300	8	N/A	3
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$283	54	\$280	63	\$285	33
4509	Mango Hill	\$330	37	\$340	41	\$315	15
	<b>Caboolture Region</b>	<b>\$275</b>	<b>174</b>	<b>\$280</b>	<b>176</b>	<b>\$250</b>	<b>171</b>
4505	Burpengary	\$295	10	\$293	6	\$260	6
4506	Morayfield/ Moorina	\$280	26	\$270	18	\$250	15
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$290	37	\$310	35	\$255	53
4508	Deception Bay	\$295	22	\$305	24	\$240	18
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$265	74	\$265	82	\$250	72
	<b>REDLAND CITY</b>	<b>\$350</b>	<b>90</b>	<b>\$350</b>	<b>92</b>	<b>\$330</b>	<b>65</b>
4157	Capalaba/ Sheldon	\$343	20	\$350	13	\$325	8
4160	Ormiston/ Wellington Pt/ Erubin	\$345	5	\$345	6	N/A	3
4163	Cleveland/ Raby Bay	\$383	30	\$365	31	\$365	35
	<b>LOCKYER VALLEY REGIONAL</b>	<b>\$250</b>	<b>21</b>	<b>\$260</b>	<b>17</b>	<b>\$210</b>	<b>24</b>
4343	Adare	\$255	17	\$265	16	\$240	14

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>IPSWICH CITY</b>	<b>\$313</b>	<b>204</b>	<b>\$320</b>	<b>184</b>	<b>\$305</b>	<b>105</b>
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$370	64	\$345	57	\$335	33
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$323	38	\$328	36	\$300	26
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$290	32	\$300	56	\$305	18
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$310	28	\$300	23	\$300	27
	<b>LOGAN CITY</b>	<b>\$335</b>	<b>368</b>	<b>\$330</b>	<b>398</b>	<b>\$330</b>	<b>437</b>
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$315	34	\$320	51	\$325	54
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$350	43	\$345	53	\$340	59
4119	Underwood	\$410	18	\$410	15	\$315	31
4123	Priests Gully/ Rochedale	\$350	10	\$330	11	\$330	10
4124	Boronia Hts/ Greenbank/ New Beith	\$345	6	\$350	7	N/A	3
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$320	30	\$325	30	\$315	37
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$380	9	\$395	17	\$320	9
4131	Loganlea/ Meadowbrook	\$360	26	\$350	19	\$350	47
4132	Crestmead/ Marsden	\$330	67	\$330	48	\$330	43
4133	Chambers Flat/ Logan Reserve/ Waterford	\$330	12	\$303	14	\$300	10
4205	Bethania	\$345	18	\$340	10	\$0	0
4207	Beenleigh/Eaglyby/Mt Warren Pk	\$330	74	\$330	111	\$310	130
	<b>MORETON BAY REGIONAL</b>	<b>\$345</b>	<b>693</b>	<b>\$345</b>	<b>751</b>	<b>\$335</b>	<b>537</b>
	<b>Caboolture Region</b>	<b>\$335</b>	<b>155</b>	<b>\$320</b>	<b>118</b>	<b>\$310</b>	<b>125</b>
4504	Narangba	N/A	2	\$345	6	\$330	21
4505	Burpengary	\$335	56	\$320	27	\$310	21
4506	Morayfield/ Moorina	\$335	34	\$318	18	\$310	17
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$350	5	N/A	3	N/A	3
4508	Deception Bay	\$318	34	\$320	31	\$310	50
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$335	23	\$335	33	\$290	9
	<b>Pine Rivers Region</b>	<b>\$350</b>	<b>476</b>	<b>\$350</b>	<b>566</b>	<b>\$340</b>	<b>326</b>
4035	Albany Ck/ Bridgeman Downs/ Cashes Crossing	\$450	44	\$415	46	\$380	13
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$355	68	\$350	121	\$335	64
4501	Lawnton	\$350	10	\$340	19	\$340	9
4502	Frenchs Forest/ Petrie	\$340	13	\$340	22	\$276	20
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$340	243	\$340	238	\$335	155
4509	Mango Hill	\$358	96	\$355	119	\$345	64
	<b>Redcliffe Region</b>	<b>\$340</b>	<b>62</b>	<b>\$340</b>	<b>67</b>	<b>\$335</b>	<b>86</b>
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$425	9	\$355	10	\$350	14
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$355	22	\$380	26	\$365	14
4021	Kippa-Ring	\$330	28	\$330	30	\$330	53
	<b>REDLAND CITY</b>	<b>\$405</b>	<b>131</b>	<b>\$400</b>	<b>148</b>	<b>\$385</b>	<b>83</b>
4157	Capalaba/ Sheldon	\$400	11	\$400	22	\$385	11
4158	Thornside	\$388	6	\$390	9	\$375	5
4160	Ormiston/ Wellington Pt/ Erubin	\$400	31	\$445	39	\$395	13
4163	Cleveland/ Raby Bay	\$400	22	\$430	25	\$385	25
4164	Thornlands/ Pinklands	\$405	21	\$405	26	N/A	2
4165	Mt Cotton/ Pt Halloran/ Pt Talburpin/ Redland Bay/ Victoria Pt	\$410	31	\$400	18	\$385	19



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## EMPLOYMENT MARKET

### BRISBANE - EAST SA4



**Unemployment Rate**

**5%**



**Participation Rate**

**69.9%**

## EMPLOYMENT MARKET

### BRISBANE - NORTH SA4



**Unemployment Rate**

**5.4%**



**Participation Rate**

**73.1%**

## EMPLOYMENT MARKET

### BRISBANE - SOUTH SA4



**Unemployment Rate**

**5.5%**



**Participation Rate**

**69.4%**

## EMPLOYMENT MARKET

### BRISBANE - WEST SA4



**Unemployment Rate**

**5.8%**



**Participation Rate**

**63.4%**

## EMPLOYMENT MARKET

### BRISBANE - INNER CITY SA4



**Unemployment Rate**

**4.1%**



**Participation Rate**

**72.6%**

## Solid and sustainable

The Brisbane house market has been one of the most consistent performers of all capital cities, delivering moderate and sustainable median price growth over the past few years.

The annual median house price has reached a new high of \$675,000 in September 2018, delivering a modest annual growth of 2.3 per cent.

Market conditions for the house and unit markets have weakened over the past 12 months. Listing volumes have been on the rise and sales volumes have retracted, widening the gap between supply levels and demand figures.

Unfortunately, these trends have affected the performance of the unit market, which generally has operated at a different point within the cycle compared to houses.

The annual median unit price has fallen 2.2 per cent, to \$440,000 in September. However, there were still a few suburbs delivering strong growth in annual median unit prices, including Rochedale, Gordon Park, Northgate, Yeronga and Toowong.

Acreage land has performed very well with the annual median increasing 37.2 per cent, to \$878,000 in September this year. While

this market is very small (with only 41 annual sales), on a median-value basis, this market has gained more than \$80,000 over the past 12 months and nearly \$300,000 over the past five years.

The rental market in Brisbane LGA continued delivering good news for investors. Vacancies tightened for a second consecutive quarter, to 2.0 per cent in September, bringing this market into the tight range.

Property managers continue expressing concerns about oversupply of rental stock, particularly for medium-to-high density dwellings. However, the vacancy data reveals a resilient market able to absorb about 10,220 net new rentals for the past year. This demonstrates that sentiment does not align with the data.

### Local Economy and Infrastructure Investment

Brisbane also continues attracting infrastructure investment in a variety of sectors.

The top 10 infrastructure projects have a forecast investment of \$17 billion, which will be injected within the next six years.

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

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



## DEMOGRAPHICS



Population

**1,209,322**



Median age

**35Yrs**



% owner-occupied dwellings with a mortgage

**33.3%**



% owner-occupied dwellings mortgage-free

**26.5%**



% rental dwellings

**36.9%**

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

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

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

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

Project	Estimated Investment	Estimated Completion
Cross River Rail	\$5.4 billion	2024
Queen's Wharf Brisbane	\$3.6 billion	2024
Brisbane Live	\$2 billion	2023
Waterfront Precinct	\$1.4 billion	2026
Brisbane's Airport Runway	\$1.3 billion	2020
Herston Quarter	\$1.1 billion	2023
West Village	\$1 billion	2023
Brisbane Metro	\$944 million	2023
Howard Smith Wharves	\$200 million	2018
Brisbane International Cruise Terminal	\$158 million	2020

These projects will create about 35,000 FTE jobs during the construction stage. This is equivalent to nearly 5 per cent of the current employment levels in Brisbane. It also represents 68 per cent more of the new jobs created in Brisbane for the past 12 months. In practical terms, this means that the forecast jobless rate in Brisbane will most likely follow a downward trend for the next few years as these top-ten projects will add more employment opportunities.

The Brisbane employment market operates at different speeds depending on location. Brisbane inner city SA4 reports the smallest jobless rate of 4.1 per cent, while Brisbane - West SA4 reports the largest jobless rate of 5.8 per cent. The five regions in Brisbane LGA employ about 706,000 people or the equivalent to 28 per cent of Queensland employees.

The recent construction of the \$165 million Coca-Cola Amatil bottling and warehouse facility in Richlands is a stellar example of the potential growth of the Brisbane industrial market and economic diversification into other industries such as advanced manufacturing.

The Brisbane industrial market provides some key advantages to large industrial players. In many instances, industrial sites offer a strong combination of road and port access, proximity to east coast markets and potential room to expand as larger spaces are available.

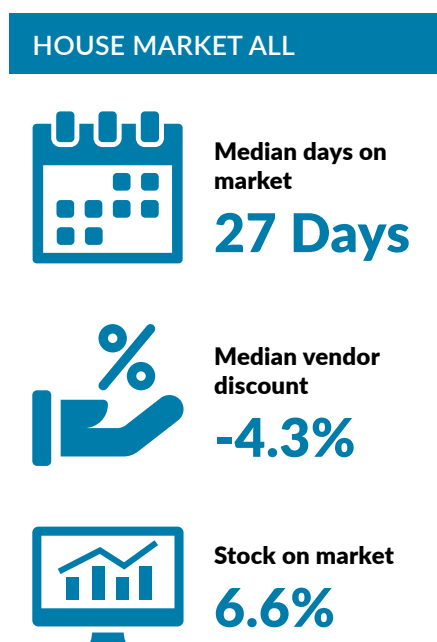
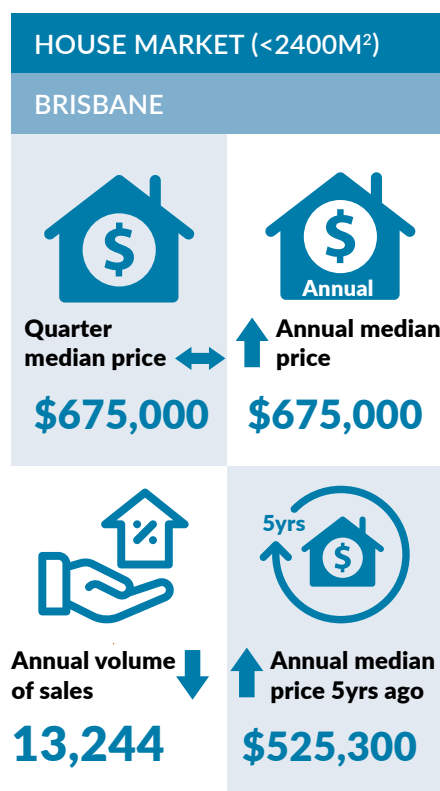
### Market Outlook

The positive outlook of the house market is supported by improving economic fundamentals, including low unemployment levels, diversified economic activity and an aggressive infrastructure program.

The unit market continues facing challenges, although its past performance has demonstrated resilience as median prices have fallen at moderate levels.

The rental market outlook for the next 12 months is positive. We expect to see a modest and gradual increase in median rents as the dynamics of rental supply and demand continue moving towards equilibrium.





Tenants will still have a few rental options to choose the desired rental property. However, investors holding high-quality stock will have more negotiation power in the transaction.

One factor potentially impacting the statewide rental market is the reform of the rental laws. There is significant uncertainty around the specifics of the changes to the Residential Tenancies and Rooming Accommodation Act. This uncertainty increases the investment risk and could potentially discourage investors from entering the market or expanding their investment portfolio.

#### HOUSE MARKET (<2400m<sup>2</sup>)

As a quiet achiever, the Brisbane house market has not disappointed property owners in an environment where house prices in other capital cities are definitely heading south.

The median house price held steady over the September quarter, at \$675,000.

The annual median house price grew 2.3 per cent or about \$15,000 to \$675,000.

Brisbane's median house price five years ago was \$525,300 and it has increased nearly \$150,000 for the past five years.

Brisbane's top 5 million-dollar suburbs:

- Teneriffe (\$1.79 million)
- New Farm (\$1.61 million)
- Ascot (\$1.6 million)
- Hamilton (\$1.4 million)
- Bulimba (\$1.28 million)

Brisbane has 15 suburbs in the \$1 million-plus club. Teneriffe's annual median house price has fallen from the \$2 million range for a second consecutive quarter in September 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.

#### Smallest Stock on Market<sup>#1</sup>

The percentage stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Inala (4.2%, \$366,785)
- Robertson (4.4%, \$1.04 mill)
- Sinnamon Park (4.4%, \$783,000)
- Belmont (4.5%, \$670,000)
- Gordon Park (4.7%, \$865,000)

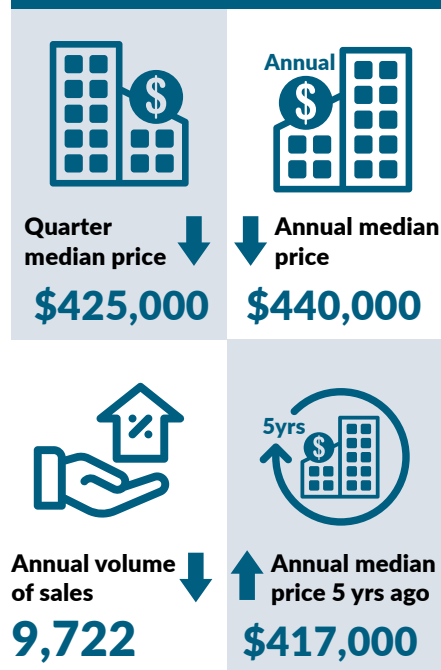
All these suburbs reported a percentage stock on market below the Brisbane LGA median stock on market of 6.6 per cent.

All these suburbs, except for Robertson, reported an annual median price growth in the range of 1.5 per cent to 13 per cent. The annual growth in these locations could be partially attributed to the limited number of listed houses for sale.

Despite Robertson's annual median house price holding steady for the past year, Robertson is generally seen as an attractive suburb for owners, with an average hold period of 19.6 years.

Housing options in all these suburbs, with the exception of Gordon Park, are generally low-density residential and fall within a price range of \$366,000 to \$1.04 million, making them attractive to families.

## UNIT MARKET



### General 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 followed a downward path, reducing from 15,168 in September 2017 to 13,244 in September 2018. Only a few suburbs reported small annual increases in sales volumes, including Wynnum West, Geebung, Graceville, Murrarie, amongst a few others.

Listing volumes, on the other hand, increased by 11.5 per cent, from 18,223 in August 2017 to 20,313 in August 2018.

Regardless of the increase on listing volumes, Brisbane LGA became the region with the smallest stock on market of 6.6 per cent of all areas analysed in the Queensland Market Monitor.

Median days on market and median vendor discount followed opposite directions for the past year. A typical house needs about 27 days and a negotiated discount of 4.3 per cent to sell.

Local agents see significant growth potential on the Brisbane house market as further interest is flowing from southern cities due to the Brisbane's unique value proposition.

### UNIT MARKET

The median unit price fell for the past quarter and the past year as listing volumes continue rising.

Unit prices fell 3.4 per cent over the September quarter, to a median of \$425,000.

Over the past year, the annual median unit price fell 2.2 per cent or \$10,000, to \$440,000.

However, it was not all bad news for the unit market. Seven suburbs in Brisbane LGA – Rochedale, Gordon Park, Northgate, Yeronga, Toowoong, Newmarket and Red Hill – reported double-digit annual growth in median price in the range of 10 per cent to 64 per cent.

Furthermore, the annual median unit price reported a five-year increase of 5.5 per cent from \$417,000 in 2013.

The most popular price range for units in Brisbane LGA is \$350,000 to \$499,000, and sales in this range represented about 43 per cent of the total unit sales.

Market trend indicators held relatively steady for the past year, with median days on market of 62 days and a median vendor discount of 4.9 per cent.

### RENTAL MARKET

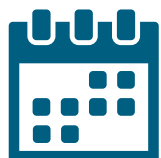
Over the past six months, the Brisbane LGA rental market has strengthened, moving from the healthy range in March 2018 to the tight range in June and September this year.

The Brisbane LGA rental market performed better for investors over the quarter as vacancies tightened from 2.3 per cent in June to 2 per cent in September. However, we acknowledge that its performance remains patchy. This is because modern rental stock in good locations is generally favoured over old stock in areas wherein public transport, infrastructure investment and services are not yet optimal.

Both inner Brisbane and middle ring rental markets operated in the tight range with vacancies of 2.1 per cent 2 per cent over the September quarter. This eventuated in the context of a market able to absorb over 10,220 net new rentals for the past year and 2300 for the past quarter.

Anecdotal evidence from property managers reveals that location is the key to better manage vacancies as tenants continue favouring proximity to the city, public transport and shops within walking distance.

## UNIT MARKET



Median days on market

**62 Days**



Median vendor discount

**-4.9%**



Stock on market

**6.1%**



## RENTAL MARKET



Vacancy Rates

2.0%



House Yields

3.3%



Unit Yields

5.1%

*"The unit market continues facing challenges, although its past performance has demonstrated resilience as median prices have fallen at moderate levels."*

We are now seeing the rental market delivering stronger rents as more tenants are flocking into the market. However, the impact on rent increases will be gradual over the months ahead.

The median rent for many type of dwellings increased in the range of \$5 to \$10 a week for the past year.

The median rent for three-bedroom houses in St Lucia increased \$90 a week, from \$420 in September last year to \$510 in September this year. Three-bedroom houses in Bowen Hills, Herston and Newstead also experienced a high increase in rental demand as the weekly median rent increased from \$450 in September 2017 to \$535 in September 2018.

New Farm and Teneriffe are the most expensive rental options in Brisbane LGA for three-bedroom houses as the weekly median rent reached \$843 in September 2018, up from \$780 in September 2017.

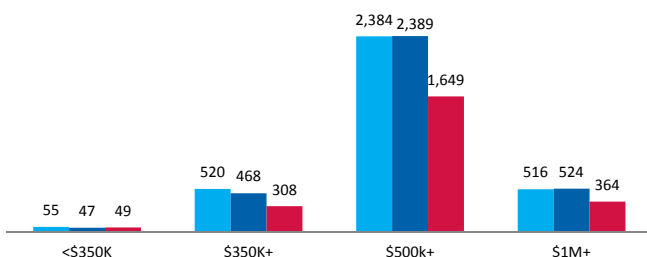
Demand for two-bedroom units in Milton, Paddington and Rosalie was strong for the past year as the weekly median rent increased from \$413 in September 2017 to \$470 in September 2018. Two-bedroom units in Brisbane city and Spring Hill remain the most expensive rental option for this type of dwelling with a median rent of \$530 in September 2018.

We do not expect a large movement on yields over the next year in the Brisbane LGA. Houses in Brisbane LGA reached gross rental yields of 3.3 per cent for the past six months.

Units, on the other hand, delivered higher gross yields of 5.1 per cent due to an increase on the weekly median rent and a gradual fall on unit prices.

## BRISBANE LGA HOUSE SALES

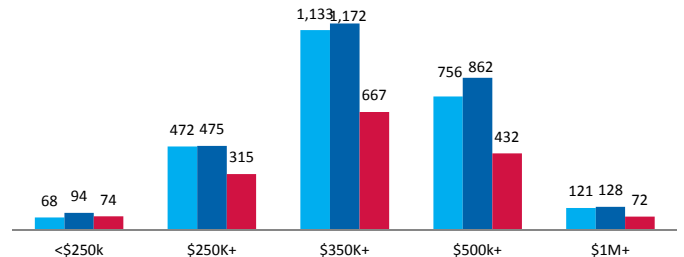
Mar-18 Jun-18 Sep-18 \*



\*Preliminary data  
Houses <2400m<sup>2</sup>

## BRISBANE LGA UNIT SALES

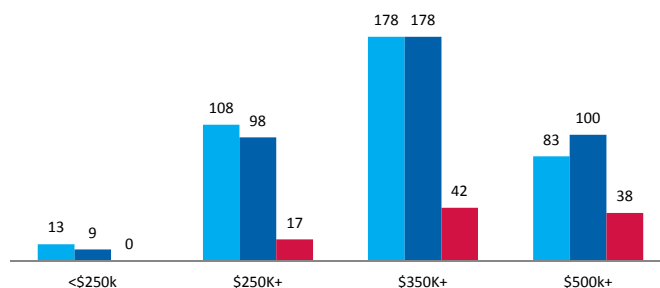
Mar-18 Jun-18 Sep-18 \*



\*Preliminary data

## BRISBANE LGA LAND SALES

Mar-18 Jun-18 Sep-18 \*



\*Preliminary data

SALES MARKET - HOUSES <2400m <sup>2</sup>									
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)	2521	\$675,000	0.0%	13244	\$675,000	\$660,000	2.3%	\$525,300	28.5%
BRISBANE (LGA) ^	59	\$1,023,750	-16.0%	375	\$1,160,000	\$1,190,000	-2.5%	\$855,000	35.7%
ACACIA RIDGE	21	\$395,000	-0.3%	112	\$401,000	\$402,000	-0.3%	\$305,000	31.5%
ALBION	7	N/A	N/A	27	\$775,000	\$761,000	1.8%	\$583,000	32.9%
ALDERLEY	20	\$860,000	1.8%	82	\$845,000	\$794,000	6.4%	\$620,000	36.3%
ALGESTER	25	\$498,501	0.0%	109	\$512,500	\$500,000	2.5%	\$415,000	23.5%
ANMERLEY	16	N/A	N/A	106	\$725,000	\$719,000	0.8%	\$535,000	35.5%
ASCOT	12	N/A	N/A	66	\$1,600,000	\$1,545,000	3.6%	\$932,500	71.6%
ASHGROVE	37	\$967,500	9.4%	165	\$985,500	\$933,000	5.6%	\$755,000	30.5%
ASPLEY	22	\$595,000	-0.7%	168	\$598,000	\$590,000	1.4%	\$480,000	24.6%
AUCHENFLOWER	13	N/A	N/A	59	\$1,067,500	\$1,023,500	4.3%	\$800,000	33.4%
BALD HILLS	22	\$472,250	5.5%	109	\$450,000	\$431,000	4.4%	\$350,000	28.6%
BALMORAL	7	N/A	N/A	70	\$985,000	\$1,000,000	-1.5%	\$837,500	17.6%
BANYO	22	\$535,000	-6.0%	115	\$545,000	\$530,000	2.8%	\$420,000	29.8%
BARDON	34	\$1,160,000	17.8%	162	\$975,000	\$901,000	8.2%	\$740,000	31.8%
BELLBOWRIE	12	N/A	N/A	83	\$540,000	\$505,000	6.9%	\$429,000	25.9%
BELMONT	7	N/A	N/A	44	\$670,000	\$626,250	7.0%	\$520,000	28.8%
BOONDALL	28	\$533,750	0.7%	122	\$519,000	\$498,500	4.1%	\$409,000	26.9%
BRACKEN RIDGE	42	\$480,000	-4.0%	226	\$500,000	\$490,000	2.0%	\$409,250	22.2%
BRIDGEMAN DOWNS	25	\$790,000	5.5%	106	\$740,000	\$745,000	-0.7%	\$655,000	13.0%
BRIGHTON	34	\$590,000	11.3%	173	\$552,500	\$520,500	6.2%	\$400,000	38.1%
BROOKFIELD ^	6	N/A	N/A	28	\$1,630,000	\$1,585,000	2.8%	\$1,450,000	12.4%
BULIMBA	9	N/A	N/A	85	\$1,280,500	\$1,270,000	0.8%	\$921,000	39.0%
CALAMVALE	30	\$661,000	-1.8%	142	\$675,000	\$667,444	1.1%	\$515,000	31.1%
CAMP HILL	40	\$895,000	-1.7%	210	\$927,500	\$894,500	3.7%	\$647,500	43.2%
CANNON HILL	8	N/A	N/A	93	\$725,000	\$782,000	-7.3%	\$572,500	26.6%
CARINA	31	\$655,000	-1.1%	126	\$658,750	\$661,000	-0.3%	\$490,000	34.4%
CARINA HEIGHTS	8	N/A	N/A	60	\$700,000	\$702,000	-0.3%	\$520,000	34.6%
CARINDALE	31	\$879,500	-4.7%	171	\$890,000	\$837,500	6.3%	\$655,000	35.9%
CARSELDINE	17	N/A	N/A	108	\$625,250	\$620,000	0.9%	\$517,500	20.8%
CHAPEL HILL	36	\$825,000	3.1%	156	\$830,000	\$781,000	6.3%	\$597,000	39.0%
CHELMER	8	N/A	N/A	60	\$1,022,500	\$1,037,500	-1.5%	\$877,500	16.5%
CHERMSIDE	15	N/A	N/A	67	\$615,000	\$610,000	0.8%	\$455,000	35.2%
CHERMSIDE WEST	28	\$574,500	-8.8%	100	\$590,000	\$565,600	4.3%	\$430,500	37.0%
CLAYFIELD	16	N/A	N/A	108	\$1,150,000	\$1,130,000	1.8%	\$814,065	41.3%
COOPERS PLAINS	15	N/A	N/A	69	\$571,250	\$602,000	-5.1%	\$443,000	29.0%
COORPAROO	30	\$830,000	0.0%	177	\$842,500	\$860,000	-2.0%	\$629,500	33.8%
CORINDA	12	N/A	N/A	77	\$805,500	\$731,000	10.2%	\$520,000	54.9%
DARRA	11	N/A	N/A	56	\$428,500	\$435,000	-1.5%	\$315,000	36.0%
DEAGON	19	N/A	N/A	74	\$487,500	\$461,250	5.7%	\$375,000	30.0%
DOOLANDILLA	13	N/A	N/A	55	\$482,500	\$492,000	-1.9%	\$411,750	17.2%
DREWVALE	5	N/A	N/A	43	\$622,000	\$612,250	1.6%	\$469,500	32.5%
DURACK	11	N/A	N/A	58	\$407,500	\$411,750	-1.0%	\$320,000	27.3%
EAST BRISBANE	13	N/A	N/A	54	\$870,000	\$882,500	-1.4%	\$683,500	27.3%
EIGHT MILE PLAINS	23	\$790,088	2.6%	119	\$765,000	\$807,000	-5.2%	\$585,000	30.8%
ELLEN GROVE	8	N/A	N/A	21	\$293,500	\$290,000	1.2%	\$230,000	27.6%
ENOGGERA	11	N/A	N/A	77	\$712,000	\$697,500	2.1%	\$520,000	36.9%
EVERTON PARK	22	\$600,000	-0.6%	126	\$605,250	\$600,000	0.9%	\$475,000	27.4%
FAIRFIELD	9	N/A	N/A	36	\$712,500	\$710,000	0.4%	\$550,000	29.5%
FERNY GROVE	12	N/A	N/A	65	\$590,000	\$600,000	-1.7%	\$504,999	16.8%
FIG TREE POCKET	9	N/A	N/A	57	\$925,000	\$1,175,000	-21.3%	\$737,500	25.4%
FITZGIBBON	19	N/A	N/A	98	\$472,500	\$465,000	1.6%	\$385,000	22.7%
FOREST LAKE	70	\$447,000	-2.7%	387	\$445,000	\$432,000	3.0%	\$380,000	17.1%
GAYTHORNE	4	N/A	N/A	28	\$660,000	\$666,750	-1.0%	\$560,050	17.8%
GEEBUNG	13	N/A	N/A	95	\$545,000	\$532,500	2.4%	\$408,000	33.6%
GORDON PARK	7	N/A	N/A	36	\$865,000	\$768,000	12.6%	\$601,250	43.9%
GRACEVILLE	16	N/A	N/A	100	\$950,000	\$835,500	13.7%	\$749,000	26.8%
GRANGE	12	N/A	N/A	72	\$960,000	\$915,000	4.9%	\$670,000	43.3%
GREENSLOPES	15	N/A	N/A	77	\$787,000	\$735,000	7.1%	\$580,000	35.7%

SALES MARKET - HOUSES <2400m <sup>2</sup> (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
HAMILTON	12	N/A	N/A	52	\$1,400,000	\$1,157,500	21.0%	\$1,260,000	11.1%
HAWTHORNE	12	N/A	N/A	93	\$1,190,000	\$1,200,000	-0.8%	\$870,000	36.8%
HEATHWOOD	9	N/A	N/A	53	\$565,000	\$551,000	2.5%	\$577,000	-2.1%
HEMMANT	7	N/A	N/A	50	\$540,000	\$480,000	12.5%	\$386,250	39.8%
HENDRA	23	\$1,093,000	-2.8%	80	\$1,105,000	\$980,000	12.8%	\$735,000	50.3%
HIGHGATE HILL	9	N/A	N/A	34	\$907,500	\$1,140,000	-20.4%	\$770,000	17.9%
HOLLAND PARK	22	\$720,000	1.2%	118	\$707,500	\$727,500	-2.8%	\$528,375	33.9%
HOLLAND PARK WEST	19	N/A	N/A	98	\$735,000	\$685,000	7.3%	\$548,000	34.1%
INALA	19	N/A	N/A	120	\$366,785	\$360,000	1.9%	\$276,000	32.9%
INDOOROOPILLY	22	\$874,750	10.6%	123	\$849,000	\$841,040	1.0%	\$701,500	21.0%
JAMBOREE HEIGHTS	16	N/A	N/A	57	\$505,100	\$504,300	0.2%	\$415,000	21.7%
JINDALEE	9	N/A	N/A	80	\$569,000	\$557,500	2.1%	\$461,500	23.3%
KALINGA	9	N/A	N/A	29	\$1,049,000	\$1,015,500	3.3%	\$750,000	39.9%
KANGAROO POINT	5	N/A	N/A	17	N/A	\$970,000	N/A	\$640,000	N/A
KARANA DOWNS	4	N/A	N/A	26	\$422,500	\$427,500	-1.2%	\$389,000	8.6%
KARANA DOWNS ^	6	N/A	N/A	17	N/A	\$556,500	N/A	\$450,000	N/A
KEDRON	17	N/A	N/A	122	\$710,000	\$735,000	-3.4%	\$548,000	29.6%
KELVIN GROVE	14	N/A	N/A	56	\$835,500	\$770,000	8.5%	\$640,000	30.5%
KENMORE	23	\$700,000	-9.7%	134	\$709,500	\$661,000	7.3%	\$544,750	30.2%
KENMORE HILLS	2	N/A	N/A	24	\$817,500	\$830,000	-1.5%	\$725,000	12.8%
KEPERRA	17	N/A	N/A	98	\$529,000	\$535,000	-1.1%	\$415,000	27.5%
KURABY	17	N/A	N/A	96	\$693,000	\$691,000	0.3%	\$530,000	30.8%
LOTA	13	N/A	N/A	68	\$620,000	\$637,500	-2.8%	\$530,000	17.0%
LUTWYCHE	5	N/A	N/A	22	\$761,000	\$785,000	-3.1%	\$585,000	30.1%
MACGREGOR	9	N/A	N/A	52	\$765,000	\$740,000	3.4%	\$566,000	35.2%
MACKENZIE	5	N/A	N/A	29	\$810,000	\$790,000	2.5%	\$620,000	30.6%
MANLY	9	N/A	N/A	62	\$748,750	\$797,500	-6.1%	\$575,000	30.2%
MANLY WEST	36	\$650,000	7.0%	174	\$617,000	\$610,000	1.2%	\$480,000	28.5%
MANSFIELD	19	N/A	N/A	122	\$680,000	\$660,000	3.0%	\$482,500	40.9%
MCDOWALL	22	\$687,500	1.5%	93	\$677,088	\$630,000	7.5%	\$555,000	22.0%
MIDDLE PARK	17	N/A	N/A	66	\$629,000	\$588,750	6.8%	\$492,000	27.8%
MILTON	2	N/A	N/A	21	\$900,000	\$855,000	5.3%	\$710,000	26.8%
MITCHELTON	25	\$712,445	5.0%	125	\$673,000	\$633,750	6.2%	\$498,975	34.9%
MOGGILL	9	N/A	N/A	76	\$550,250	\$569,250	-3.3%	\$488,750	12.6%
MOOROOKA	33	\$622,500	-5.3%	136	\$643,000	\$625,000	2.9%	\$504,000	27.6%
MORNINGSIDE	28	\$746,000	-5.0%	141	\$757,500	\$770,000	-1.6%	\$576,000	31.5%
MOUNT GRAVATT	7	N/A	N/A	35	\$670,000	\$650,000	3.1%	\$501,500	33.6%
MOUNT GRAVATT EAST	30	\$671,000	2.1%	143	\$655,000	\$640,000	2.3%	\$470,000	39.4%
MOUNT OMMANEY	2	N/A	N/A	22	\$985,000	\$870,000	13.2%	\$655,000	50.4%
MURARREE	9	N/A	N/A	66	\$640,750	\$620,000	3.4%	\$467,025	37.2%
NEW FARM	12	N/A	N/A	48	\$1,605,500	\$1,474,000	8.9%	\$1,042,500	54.0%
NEWMARKET	10	N/A	N/A	54	\$820,000	\$801,500	2.3%	\$710,000	15.5%
NORMAN PARK	21	\$975,000	-6.7%	105	\$975,000	\$890,000	9.6%	\$670,000	45.5%
NORTHGATE	14	N/A	N/A	65	\$630,000	\$718,125	-12.3%	\$551,594	14.2%
NUDGE	7	N/A	N/A	51	\$600,000	\$630,510	-4.8%	\$530,000	13.2%
NUNDAH	17	N/A	N/A	78	\$740,000	\$700,000	5.7%	\$615,000	20.3%
OXLEY	28	\$563,500	-4.4%	121	\$579,000	\$533,750	8.5%	\$445,000	30.1%
PADDINGTON	16	N/A	N/A	135	\$1,110,000	\$999,000	11.1%	\$765,000	45.1%
PARKINSON	23	\$670,000	-1.9%	139	\$675,000	\$640,500	5.4%	\$520,000	29.8%
PULLENVALE ^	7	N/A	N/A	42	\$1,191,850	\$1,085,000	9.9%	\$979,250	21.7%
RED HILL	13	N/A	N/A	77	\$880,000	\$872,500	0.9%	\$659,000	33.5%
RICHLANDS	0	N/A	N/A	19	N/A	\$445,000	N/A	\$376,250	N/A
RIVERHILLS	7	N/A	N/A	60	\$495,000	\$480,000	3.1%	\$415,000	19.3%
ROBERTSON	4	N/A	N/A	25	\$1,040,000	\$1,040,000	0.0%	\$694,000	49.9%
ROCHEDALE	11	N/A	N/A	35	\$964,000	\$936,500	2.9%	\$665,000	45.0%
ROCKLEA	6	N/A	N/A	32	\$408,500	\$401,000	1.9%	\$305,000	33.9%
RUNCORN	29	\$540,000	-0.9%	111	\$568,500	\$565,000	0.6%	\$440,000	29.2%
SALISBURY	17	N/A	N/A	105	\$592,000	\$570,000	3.9%	\$437,000	35.5%



SALES MARKET - HOUSES <2400m<sup>2</sup> (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
SANDGATE	10	N/A	N/A	62	\$700,000	\$622,500	12.5%	\$510,000	37.3%
SEVEN HILLS	8	N/A	N/A	39	\$889,000	\$902,450	-1.5%	\$622,500	42.8%
SEVENTEEN MILE ROCKS	4	N/A	N/A	40	\$605,000	\$761,000	-20.5%	\$475,000	27.4%
SHERWOOD	15	N/A	N/A	78	\$870,000	\$882,500	-1.4%	\$692,000	25.7%
SHORNCLIFFE	3	N/A	N/A	20	\$825,750	\$770,000	7.2%	\$672,500	22.8%
SINNAMON PARK	12	N/A	N/A	48	\$783,000	\$721,375	8.5%	\$565,000	38.6%
SPRING HILL	6	N/A	N/A	18	N/A	\$1,060,000	N/A	\$775,000	N/A
ST LUCIA	11	N/A	N/A	57	\$1,130,000	\$1,235,000	-8.5%	\$1,015,000	11.3%
STAFFORD	12	N/A	N/A	92	\$610,000	\$602,500	1.2%	\$460,000	32.6%
STAFFORD HEIGHTS	19	N/A	N/A	115	\$615,000	\$570,000	7.9%	\$455,000	35.2%
STRETTON	7	N/A	N/A	34	\$839,500	\$770,000	9.0%	\$656,750	27.8%
SUNNYBANK	18	N/A	N/A	91	\$854,500	\$752,000	13.6%	\$539,000	58.5%
SUNNYBANK HILLS	36	\$675,000	1.1%	189	\$686,500	\$665,000	3.2%	\$499,900	37.3%
TAIGUM	11	N/A	N/A	48	\$540,000	\$533,000	1.3%	\$426,000	26.8%
TARINGA	21	\$875,000	6.7%	63	\$865,000	\$951,000	-9.0%	\$742,500	16.5%
TARRAGINDI	34	\$805,000	7.8%	164	\$780,750	\$779,500	0.2%	\$559,000	39.7%
TENERIFFE	6	N/A	N/A	25	\$1,792,500	\$2,512,500	-28.7%	\$1,017,612	76.1%
TENNYSON	1	N/A	N/A	9	N/A	\$670,000	N/A	\$487,000	N/A
THE GAP	39	\$680,000	3.4%	206	\$675,000	\$665,000	1.5%	\$568,000	18.8%
TINGALPA	21	\$511,375	-10.3%	123	\$552,550	\$520,000	6.3%	\$429,000	28.8%
TOOWONG	8	N/A	N/A	67	\$820,000	\$850,000	-3.5%	\$680,000	20.6%
UPPER KEDRON	9	N/A	N/A	41	\$640,000	\$608,000	5.3%	\$525,000	21.9%
UPPER MOUNT GRAVATT	18	N/A	N/A	109	\$640,000	\$631,250	1.4%	\$462,500	38.4%
VIRGINIA	9	N/A	N/A	42	\$609,000	\$591,250	3.0%	\$430,000	41.6%
WAKERLEY	28	\$795,000	5.3%	134	\$757,500	\$742,500	2.0%	\$644,800	17.5%
WAVELL HEIGHTS	30	\$685,000	6.2%	169	\$696,000	\$670,000	3.9%	\$518,750	34.2%
WEST END	13	N/A	N/A	44	\$1,055,000	\$1,128,750	-6.5%	\$850,000	24.1%
WESTLAKE	15	N/A	N/A	66	\$728,500	\$716,250	1.7%	\$580,000	25.6%
WILSTON	14	N/A	N/A	46	\$880,000	\$1,150,000	-23.5%	\$840,000	4.8%
WINDSOR	14	N/A	N/A	69	\$780,000	\$854,500	-8.7%	\$675,000	15.6%
WISHART	22	\$727,500	-7.7%	115	\$724,336	\$701,250	3.3%	\$545,000	32.9%
WOOLLOONGABBA	10	N/A	N/A	37	\$803,500	\$842,500	-4.6%	\$551,250	45.8%
WOOLOOWIN	11	N/A	N/A	51	\$806,075	\$800,000	0.8%	\$630,000	27.9%
WYNNUM	48	\$705,000	8.5%	224	\$650,000	\$650,000	0.0%	\$528,500	23.0%
WYNNUM WEST	53	\$558,000	3.1%	223	\$545,000	\$530,000	2.8%	\$415,000	31.3%
YEERONGPILLY	1	N/A	N/A	22	\$787,500	\$788,500	-0.1%	\$635,000	24.0%
YERONGA	6	N/A	N/A	47	\$800,000	\$845,000	-5.3%	\$630,000	27.0%
ZILLMERE	18	N/A	N/A	104	\$484,750	\$462,250	4.9%	\$370,000	31.0%

## SALES MARKET - UNITS &amp; 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
BRISBANE (LGA)	1623	\$425,000	-3.4%	9722	\$440,000	\$450,000	-2.2%	\$417,000	5.5%
ACACIA RIDGE	7	N/A	N/A	28	\$342,000	\$330,000	3.6%	\$365,000	-6.3%
ALBION	8	N/A	N/A	79	\$457,500	\$495,000	-7.6%	\$590,000	-22.5%
ALDERLEY	10	N/A	N/A	46	\$426,500	\$390,500	9.2%	\$420,000	1.5%
ALGESTER	6	N/A	N/A	49	\$313,000	\$365,000	-14.3%	\$295,000	6.1%
ANNERLEY	22	\$417,500	-2.9%	134	\$455,000	\$442,080	2.9%	\$377,000	20.7%
ASCOT	10	N/A	N/A	84	\$520,000	\$479,000	8.6%	\$382,000	36.1%
ASHGROVE	9	N/A	N/A	58	\$448,750	\$460,000	-2.5%	\$420,000	6.8%
ASPLEY	5	N/A	N/A	37	\$377,000	\$415,000	-9.2%	\$358,000	5.3%
AUCHENFLOWER	9	N/A	N/A	60	\$436,750	\$429,000	1.8%	\$457,000	-4.4%
BALMORAL	4	N/A	N/A	34	\$475,000	\$542,000	-12.4%	\$527,500	-10.0%
BANYO	3	N/A	N/A	16	N/A	\$537,250	N/A	\$315,000	N/A
BARDON	5	N/A	N/A	22	\$637,500	\$610,000	4.5%	\$515,000	23.8%
BOWEN HILLS	11	N/A	N/A	107	\$410,000	\$487,500	-15.9%	\$425,000	-3.5%
BRACKEN RIDGE	6	N/A	N/A	42	\$325,000	\$335,000	-3.0%	\$312,500	4.0%
BRIDGEMAN DOWNS	1	N/A	N/A	24	\$402,500	\$485,000	-17.0%	\$290,000	38.8%
BRISBANE CITY	93	\$498,500	0.1%	474	\$498,665	\$500,000	-0.3%	\$450,500	10.7%
BULIMBA	18	N/A	N/A	103	\$584,000	\$625,000	-6.6%	\$572,500	2.0%
CALAMVALE	54	\$397,700	9.3%	187	\$395,400	\$405,000	-2.4%	\$367,450	7.6%
CAMP HILL	6	N/A	N/A	36	\$495,000	\$577,500	-14.3%	\$470,000	5.3%
CANNON HILL	7	N/A	N/A	67	\$462,000	\$495,250	-6.7%	\$480,716	-3.9%
CARINA	29	\$437,500	-9.2%	195	\$475,000	\$472,500	0.5%	\$410,000	15.9%
CARINA HEIGHTS	15	N/A	N/A	85	\$468,500	\$461,750	1.5%	\$430,000	9.0%
CARINDALE	2	N/A	N/A	26	\$462,500	\$532,500	-13.2%	\$430,000	7.6%
CARSELDINE	14	N/A	N/A	68	\$337,500	\$341,000	-1.0%	\$386,000	-12.6%
CHERMSIDE	26	\$405,000	4.4%	235	\$418,500	\$425,000	-1.5%	\$380,000	10.1%
CLAYFIELD	27	\$388,000	-0.1%	156	\$389,000	\$356,000	9.3%	\$353,500	10.0%
COOPERS PLAINS	5	N/A	N/A	25	\$400,000	\$472,500	-15.3%	\$414,458	-3.5%
COORPAROO	36	\$413,750	2.9%	223	\$412,500	\$419,000	-1.6%	\$373,000	10.6%
CORINDA	16	N/A	N/A	48	\$447,500	\$475,000	-5.8%	\$365,000	22.6%
DARRA	2	N/A	N/A	20	\$382,500	\$425,000	-10.0%	\$288,500	32.6%
DOOLANDELLA	3	N/A	N/A	52	\$356,500	\$346,600	2.9%	\$347,500	2.6%
EAST BRISBANE	6	N/A	N/A	80	\$400,000	\$435,000	-8.1%	\$425,000	-5.9%
EIGHT MILE PLAINS	12	N/A	N/A	89	\$390,000	\$413,000	-5.6%	\$380,000	2.6%
ELLEN GROVE	0	N/A	N/A	8	N/A	\$349,000	N/A	\$346,000	N/A
ENOGGERA	10	N/A	N/A	40	\$353,775	\$440,000	-19.6%	\$428,500	-17.4%
EVERTON PARK	28	\$390,000	-0.3%	97	\$390,000	\$443,500	-12.1%	\$405,000	-3.7%
FAIRFIELD	2	N/A	N/A	44	\$445,000	\$470,000	-5.3%	\$410,000	8.5%
FITZGIBBON	3	N/A	N/A	20	\$346,000	\$363,000	-4.7%	\$317,000	9.1%
FORTITUDE VALLEY	30	\$394,500	-6.5%	256	\$415,000	\$425,000	-2.4%	\$420,000	-1.2%
GAYTHORNE	10	N/A	N/A	42	\$375,000	\$399,500	-6.1%	\$410,000	-8.5%
GORDON PARK	8	N/A	N/A	40	\$395,000	\$325,000	21.5%	\$360,000	9.7%
GREENSLOPES	33	\$475,000	5.6%	133	\$453,000	\$439,500	3.1%	\$340,000	33.2%
HAMILTON	25	\$492,500	-3.9%	148	\$505,000	\$530,000	-4.7%	\$520,000	-2.9%
HAWTHORNE	6	N/A	N/A	36	\$455,000	\$537,500	-15.4%	\$457,500	-0.5%
HENDRA	5	N/A	N/A	30	\$573,750	\$695,000	-17.5%	\$500,000	14.8%
HIGHGATE HILL	11	N/A	N/A	60	\$513,500	\$589,500	-12.9%	\$520,000	-1.3%
HOLLAND PARK WEST	7	N/A	N/A	39	\$398,750	\$437,500	-8.9%	\$358,000	11.4%
INDOORoopILLY	27	\$434,000	-8.2%	167	\$475,000	\$525,000	-9.5%	\$428,500	10.9%
KANGAROO POINT	40	\$530,000	12.2%	227	\$520,000	\$530,000	-1.9%	\$481,500	8.0%
KEDRON	11	N/A	N/A	62	\$413,500	\$418,000	-1.1%	\$330,000	25.3%
KELVIN GROVE	14	N/A	N/A	81	\$416,500	\$423,750	-1.7%	\$490,000	-15.0%
LUTWYCHE	12	N/A	N/A	62	\$467,000	\$472,500	-1.2%	\$445,000	4.9%
MANLY	1	N/A	N/A	12	N/A	\$535,000	N/A	\$372,500	N/A
MANLY WEST	7	N/A	N/A	61	\$429,500	\$478,500	-10.2%	\$399,900	7.4%
MCDOWALL	7	N/A	N/A	23	\$391,000	\$509,500	-23.3%	\$390,000	0.3%
MILTON	6	N/A	N/A	74	\$413,500	\$463,750	-10.8%	\$522,000	-20.8%
MITCHELTON	6	N/A	N/A	39	\$427,000	\$439,750	-2.9%	\$350,000	22.0%
MOOROOKA	9	N/A	N/A	64	\$395,000	\$389,000	1.5%	\$374,000	5.6%

## SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
MORNINGSIDE	28	\$495,000	-1.6%	187	\$491,500	\$480,000	2.4%	\$435,900	12.8%
MOUNT GRAVATT	2	N/A	N/A	29	\$432,000	\$475,000	-9.1%	\$435,000	-0.7%
MOUNT GRAVATT EAST	18	N/A	N/A	95	\$419,250	\$458,500	-8.6%	\$414,250	1.2%
MURARRIE	13	N/A	N/A	81	\$504,999	\$530,000	-4.7%	\$517,500	-2.4%
NEW FARM	37	\$525,000	-18.0%	198	\$611,500	\$600,000	1.9%	\$507,000	20.6%
NEWMARKET	9	N/A	N/A	37	\$480,000	\$435,000	10.3%	\$400,000	20.0%
NEWSTEAD	31	\$655,000	1.2%	299	\$645,000	\$624,500	3.3%	\$651,295	-1.0%
NORMAN PARK	9	N/A	N/A	50	\$475,000	\$565,500	-16.0%	\$455,000	4.4%
NORTHGATE	9	N/A	N/A	49	\$417,000	\$358,750	16.2%	\$366,750	13.7%
NUNDAH	33	\$397,500	-1.4%	252	\$405,000	\$430,000	-5.8%	\$417,750	-3.1%
OXLEY	10	N/A	N/A	63	\$403,750	\$459,000	-12.0%	\$344,200	17.3%
PADDINGTON	7	N/A	N/A	53	\$495,000	\$542,500	-8.8%	\$529,750	-6.6%
RED HILL	4	N/A	N/A	22	\$514,500	\$467,000	10.2%	\$423,000	21.6%
RICHLANDS	14	N/A	N/A	137	\$370,000	\$371,900	-0.5%	\$337,000	9.8%
ROCHEDALE	6	N/A	N/A	52	\$774,500	\$470,000	64.8%	\$387,000	100.1%
ROCKLEA	1	N/A	N/A	9	N/A	\$265,500	N/A	\$345,000	N/A
RUNCORN	19	N/A	N/A	95	\$347,500	\$355,750	-2.3%	\$332,000	4.7%
SALISBURY	1	N/A	N/A	6	N/A	\$475,415	N/A	\$379,000	N/A
SHERWOOD	15	N/A	N/A	118	\$445,000	\$465,000	-4.3%	\$420,000	6.0%
SOUTH BRISBANE	65	\$515,500	-4.4%	316	\$549,000	\$559,000	-1.8%	\$462,500	18.7%
SPRING HILL	31	\$345,000	-9.7%	156	\$400,000	\$409,250	-2.3%	\$380,000	5.3%
ST LUCIA	26	\$425,000	-11.5%	147	\$453,000	\$485,000	-6.6%	\$468,650	-3.3%
STAFFORD	10	N/A	N/A	40	\$403,000	\$393,500	2.4%	\$406,250	-0.8%
SUNNYBANK HILLS	8	N/A	N/A	44	\$403,500	\$381,000	5.9%	\$320,000	26.1%
TAIGUM	9	N/A	N/A	52	\$301,000	\$331,000	-9.1%	\$322,000	-6.5%
TARINGA	26	\$422,300	0.1%	145	\$433,250	\$422,500	2.5%	\$411,000	5.4%
TENERIFFE	28	\$620,000	18.1%	142	\$580,000	\$600,000	-3.3%	\$535,000	8.4%
THE GAP	7	N/A	N/A	41	\$527,000	\$522,500	0.9%	\$435,000	21.1%
TINGALPA	7	N/A	N/A	44	\$356,100	\$375,000	-5.0%	\$320,000	11.3%
TOOWONG	41	\$450,000	-22.0%	214	\$495,500	\$445,000	11.4%	\$451,500	9.7%
UPPER MOUNT GRAVATT	16	N/A	N/A	99	\$433,000	\$450,000	-3.8%	\$350,000	23.7%
WAKERLEY	12	N/A	N/A	40	\$411,000	\$450,000	-8.7%	\$432,900	-5.1%
WEST END	37	\$530,000	-9.4%	244	\$560,000	\$530,000	5.7%	\$512,500	9.3%
WINDSOR	8	N/A	N/A	45	\$435,000	\$488,000	-10.9%	\$444,500	-2.1%
WISHART	7	N/A	N/A	35	\$405,000	\$462,000	-12.3%	\$350,000	15.7%
WOOLLOONGABBA	12	N/A	N/A	109	\$455,000	\$450,000	1.1%	\$430,000	5.8%
WYNNUM	12	N/A	N/A	99	\$430,000	\$419,500	2.5%	\$360,000	19.4%
WYNNUM WEST	14	N/A	N/A	51	\$345,000	\$337,500	2.2%	\$364,000	-5.2%
YERONGA	15	N/A	N/A	75	\$485,000	\$427,500	13.5%	\$427,250	13.5%
YEERONGPILLY	4	N/A	N/A	23	\$438,000	\$449,500	-2.6%	\$379,060	15.5%
ZILLMERE	17	N/A	N/A	93	\$331,500	\$350,000	-5.3%	\$365,000	-9.2%

## SALES MARKET - VACANT LAND <2400m<sup>2</sup>

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)	92	\$434,500	4.7%	1228	\$409,650	\$407,500	0.5%	\$295,000	38.9%
BRISBANE (LGA) ^	5	N/A	N/A	41	\$878,000	\$640,000	37.2%	\$580,000	51.4%
BRIDGEMAN DOWNS	12	N/A	N/A	116	\$421,500	\$427,075	-1.3%	\$355,000	18.7%
CARINDALE	4	N/A	N/A	23	\$515,000	\$560,000	-8.0%	\$520,000	-1.0%
FITZGIBBON	0	N/A	N/A	4	N/A	\$170,000	N/A	\$168,900	N/A
HEATHWOOD	2	N/A	N/A	93	\$308,000	\$305,000	1.0%	\$215,000	43.3%
KENMORE	0	N/A	N/A	7	N/A	\$502,500	N/A	\$345,000	N/A
KURABY	1	N/A	N/A	6	N/A	\$435,000	N/A	\$327,500	N/A
ROCHEDALE	8	N/A	N/A	164	\$475,000	\$482,000	-1.5%	\$382,000	24.3%
UPPER KEDRON	4	N/A	N/A	35	\$359,000	\$370,000	-3.0%	\$301,000	19.3%

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
BRISBANE CITY		\$430	2647	\$420	2771	\$410	2927
Bayside		\$420	113	\$420	145	\$395	143
4178	Lindum/Lytton/Wynnum	\$420	81	\$418	92	\$400	72
4179	Lota/Manly	\$430	32	\$420	53	\$395	71
City - Inner		\$550	194	\$510	221	\$540	251
4000	Brisbane City/Spring Hill	\$550	11	\$528	22	\$550	12
4005	New Farm/Teneriffe	\$843	18	\$780	16	\$615	24
4006	Bowen Hills/Valley/Herston/Newstead	\$535	8	\$450	17	\$540	10
4064	Milton/Paddington/Rosalie	\$568	44	\$520	47	\$550	48
4066	Auchenflower/MtCootha/Toowong	\$500	39	\$488	36	\$520	45
4067	Ironside/St Lucia	\$510	7	\$420	9	\$415	19
4101	Highgate Hill/South Bris/West End	\$560	19	\$520	24	\$575	39
4102	Buranda/Dutton Park/Woolloongabba	\$510	15	\$500	19	\$490	24
4169	East Bris/Kangaroo Point	\$530	32	\$520	31	\$530	30
North - Inner		\$470	295	\$450	268	\$450	313
4007	Ascot/Hamilton	\$558	16	\$500	17	\$525	17
4010	Albion/Breakfast Creek	\$505	8	\$450	7	\$500	13
4011	Clayfield/Hendra	\$558	30	\$520	23	\$525	38
4012	Nundah/Toombul/Wavell Heights	\$450	75	\$445	73	\$440	71
4030	Lutwyche/Windsor/Woolloowin	\$450	44	\$458	42	\$470	46
4031	Gordon Park/Kedron	\$500	47	\$460	38	\$440	50
4051	Alderley/Enoggera/Gaythorne/Grange/Newmarket/Wilston	\$440	74	\$450	67	\$450	78
North - Outer		\$405	393	\$395	397	\$385	418
4013	Northgate	\$400	17	\$480	11	\$395	11
4014	Banyo/Nudgee/Virginia	\$430	39	\$425	44	\$395	40
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$410	88	\$393	96	\$380	132
4018	Fitzgibbon/Taigum	\$395	27	\$390	38	\$390	36
4032	Chermside/Craigslea	\$400	73	\$420	55	\$395	60
4034	Aspley/Boondal/Geebung/Zillmere	\$410	123	\$390	136	\$390	118
4036	Bald Hills	\$383	26	\$380	17	\$355	21
North West - Inner		\$410	123	\$500	85	\$500	108
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$580	33	\$523	34	\$550	39
4060	Ashgrove/Dorrington/St Johns Wood	\$500	33	\$490	37	\$450	32
4065	Bardon/Jubilee/Rainworth	\$540	24	\$498	14	\$500	37
North West - Outer		\$440	214	\$430	254	\$400	237
4053	Brookside/Everton Park/McDowall/Stafford	\$430	135	\$420	167	\$400	144
4054	Arana Hills/Keperra	\$435	59	\$425	59	\$400	54
4061	The Gap	\$478	20	\$470	28	\$435	39
South - Inner		\$440	314	\$430	333	\$415	355
4103	Annerley/Fairfield	\$450	35	\$460	34	\$455	48
4104	Yeronga	\$475	8	\$455	12	\$450	22
4105	Clifton Hill/Moorooka/Tennyson	\$438	44	\$440	45	\$400	51
4120	Greenslopes/Stones Corner	\$470	23	\$450	25	\$450	30
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$450	74	\$450	68	\$425	65
4122	Mansfield/Mt Gravatt/Wishart	\$430	127	\$420	147	\$400	137
South - Outer		\$388	312	\$385	329	\$380	312
4106	Brisbane Market/Rocklea	N/A	4	\$370	15	\$365	6
4107	Salisbury	\$393	20	\$410	29	\$390	25
4108	Archerfield/Coopers Plains	\$390	23	\$390	20	\$355	18
4109	Altandi/Macgregor/Robertson/Sunnybank	\$395	98	\$395	108	\$395	99
4110	Acacia Ridge/Larapinta/Willawong	\$360	46	\$350	46	\$340	66
4112	Kuraby	\$375	8	\$390	6	\$370	12
4113	Eight Miles Plains/Runcorn	\$395	69	\$390	63	\$390	50
4115	Algester/Parkinson	\$385	29	\$383	18	\$370	15
4116	Calamvale/Drewvale/Stretton	\$410	15	\$410	24	\$390	21
South East - Inner		\$470	277	\$455	259	\$450	272
4151	Coorparoo	\$495	31	\$490	28	\$480	43
4152	Camp Hill/Carina/Carindale	\$465	119	\$450	106	\$440	95
4170	Cannon Hill/Morningside/Norman Park	\$465	77	\$450	76	\$450	85
4171	Balmoral/Bulimba/Hawthorne	\$500	31	\$510	30	\$590	36
4172	Murarie	\$420	19	\$440	19	\$400	13



## RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>South East - Outer</b>	<b>\$440</b>	<b>37</b>	<b>\$430</b>	<b>50</b>	<b>\$400</b>	<b>39</b>
4153	Belmont	N/A	3	\$450	7	\$440	6
4154	Gumdale/Ransome/Wakerley	\$480	8	N/A	4	N/A	4
4173	Tingalpa	\$440	14	\$420	29	\$400	20
4174	Doboy/Hemant	\$420	9	\$400	9	\$390	7
	<b>South West - Inner</b>	<b>\$428</b>	<b>98</b>	<b>\$430</b>	<b>111</b>	<b>\$420</b>	<b>109</b>
4068	Chelmer/Indooroopilly/Taringa	\$450	40	\$465	43	\$450	48
4075	Corinda/Graceville/Oxley/Sherwood	\$420	58	\$420	68	\$395	61
	<b>South West - Outer</b>	<b>\$370</b>	<b>310</b>	<b>\$365</b>	<b>319</b>	<b>\$355</b>	<b>370</b>
4069	Brookfield/Chapel Hill/Kenmore	\$470	45	\$423	32	\$440	48
4070	Anstead/Bellbowrie/Moggill	\$420	7	\$385	8	\$395	9
4073	Seventeen Mile Rocks/Sinnamon Park	\$440	21	\$440	13	\$420	17
4074	Jindalee/MtOmmaney/Sumner/Westlake	\$420	59	\$400	65	\$385	68
4076	Darra/Wacol	\$340	29	\$330	33	\$330	32
4077	Doondellah/Durack/Inala/Richlands	\$330	72	\$330	74	\$310	97
4078	Forest Lake/Carole Park	\$365	77	\$360	94	\$350	99

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>BRISBANE CITY</b>	<b>\$420</b>	<b>5640</b>	<b>\$410</b>	<b>6149</b>	<b>\$395</b>	<b>4311</b>
	<b>Bayside</b>	<b>\$360</b>	<b>69</b>	<b>\$395</b>	<b>77</b>	<b>\$340</b>	<b>43</b>
4178	Lindum/Lytton/Wynnum	\$365	46	\$395	56	\$350	33
4179	Lota/Manly	\$340	23	\$340	21	\$285	10
	<b>City - Inner</b>	<b>\$490</b>	<b>2507</b>	<b>\$480</b>	<b>2671</b>	<b>\$490</b>	<b>1718</b>
4000	Brisbane City/Spring Hill	\$530	346	\$530	374	\$600	249
4005	New Farm/Teneriffe	\$495	230	\$480	321	\$500	302
4006	Bowen Hills/Valley/Herston/Newstead	\$485	607	\$465	624	\$500	250
4064	Milton/Paddington/Rosalie	\$470	81	\$413	114	\$385	74
4066	Auchenflower/MtCootha/Toowong	\$445	268	\$415	242	\$400	189
4067	Ironside/St Lucia	\$400	94	\$410	115	\$430	126
4101	Highgate Hill/South Bris/West End	\$505	507	\$500	458	\$515	270
4102	Buranda/Dutton Park/Wooloongabba	\$470	135	\$480	179	\$390	71
4169	East Bris/Kangaroo Point	\$450	239	\$450	239	\$495	185
	<b>North - Inner</b>	<b>\$375</b>	<b>1047</b>	<b>\$375</b>	<b>1228</b>	<b>\$360</b>	<b>829</b>
4007	Ascot/Hamilton	\$420	187	\$400	193	\$410	147
4010	Albion/Breakfast Creek	\$450	55	\$450	63	\$415	30
4011	Clayfield/Hendra	\$330	145	\$330	140	\$350	125
4012	Nundah/Toombul/Wavell Heights	\$380	208	\$380	266	\$375	190
4030	Lutwyche/Windsor/Wooloowin	\$400	217	\$400	317	\$340	134
4031	Gordon Park/Kedron	\$350	91	\$340	109	\$320	72
4051	Alderley/Enogerra/Gaythorne/Grange/Newmarket/Wilston	\$350	143	\$340	139	\$350	130
	<b>North - Outer</b>	<b>\$350</b>	<b>291</b>	<b>\$350</b>	<b>347</b>	<b>\$340</b>	<b>254</b>
4013	Northgate	\$328	30	\$300	29	\$285	23
4014	Banyo/Nudgee/Virginia	\$350	5	\$355	6	\$335	8
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$295	14	\$300	18	\$270	26
4018	Fitzgibbon/Taigum	\$348	10	\$323	16	\$335	10
4032	Chermside/Craigslea	\$385	167	\$385	196	\$350	111
4034	Aspley/Boondal/Geebung/Zillmere	\$340	63	\$338	82	\$350	75
	<b>North West - Inner</b>	<b>\$340</b>	<b>63</b>	<b>\$425</b>	<b>187</b>	<b>\$399</b>	<b>177</b>
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$453	122	\$480	129	\$400	126
4060	Ashgrove/Dorrington/St Johns Wood	\$370	35	\$400	40	\$425	41
4065	Bardon/Jubilee/Rainworth	\$440	11	\$460	18	\$350	10
	<b>North West - Outer</b>	<b>\$380</b>	<b>131</b>	<b>\$350</b>	<b>127</b>	<b>\$370</b>	<b>103</b>
4053	Brookside/Everton Park/McDowall/Stafford	\$380	121	\$350	117	\$390	99
	<b>South - Inner</b>	<b>\$380</b>	<b>489</b>	<b>\$375</b>	<b>576</b>	<b>\$350</b>	<b>437</b>
4103	Annerley/Fairfield	\$365	131	\$345	111	\$345	99
4104	Yeronga	\$345	33	\$340	51	\$350	47
4105	Clifton Hill/Moorooka/Tennyson	\$353	62	\$358	74	\$350	76
4120	Greenslopes/Stones Corner	\$380	101	\$373	150	\$360	92
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$355	38	\$358	36	\$340	40
4122	Mansfield/Mt Gravatt/Wishart	\$420	121	\$415	151	\$385	83
	<b>South - Outer</b>	<b>\$345</b>	<b>57</b>	<b>\$380</b>	<b>67</b>	<b>\$320</b>	<b>68</b>
4106	Brisbane Market/Rocklea	N/A	1	N/A	3	\$275	6
4108	Archerfield/Coopers Plains	\$410	13	\$410	17	\$320	7
4109	Altandi/Macgregor/Robertson/Sunnybank	\$385	14	\$350	22	\$350	41
4113	Eight Miles Plains/Runcorn	\$378	10	\$460	11	N/A	4
4115	Algester/Parkinson	\$295	8	\$300	7	N/A	2
	<b>South East - Inner</b>	<b>\$390</b>	<b>560</b>	<b>\$380</b>	<b>524</b>	<b>\$370</b>	<b>394</b>
4151	Coorparoo	\$368	206	\$350	158	\$365	160
4152	Camp Hill/Carina/Carindale	\$380	47	\$385	52	\$350	34
4170	Cannon Hill/Morningside/Norman Park	\$400	189	\$400	186	\$360	89
4171	Balmoral/Bulimba/Hawthorne	\$410	111	\$400	118	\$410	107
	<b>South East - Outer</b>	<b>\$350</b>	<b>12</b>	<b>\$315</b>	<b>6</b>	<b>\$310</b>	<b>9</b>
4173	Tingalpa	\$350	9	N/A	3	\$310	9
	<b>South West - Inner</b>	<b>\$380</b>	<b>290</b>	<b>\$390</b>	<b>324</b>	<b>\$385</b>	<b>264</b>
4068	Chelmer/Indooroopilly/Taringa	\$380	228	\$395	240	\$390	220
4075	Corinda/Graceville/Oxley/Sherwood	\$380	62	\$365	84	\$350	44
	<b>South West - Outer</b>	<b>\$315</b>	<b>19</b>	<b>\$320</b>	<b>15</b>	<b>\$330</b>	<b>15</b>
4069	Brookfield/Chapel Hill/Kenmore	\$398	6	\$355	5	N/A	1
4078	Forest Lake/Carole Park	\$330	5	N/A	3	\$335	6

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>BRISBANE CITY</b>	<b>\$420</b>	<b>1715</b>	<b>\$410</b>	<b>2004</b>	<b>\$405</b>	<b>1495</b>
	<b>Bayside</b>	<b>\$410</b>	<b>84</b>	<b>\$405</b>	<b>83</b>	<b>\$390</b>	<b>110</b>
4178	Lindum/Lytton/Wynnum	\$410	46	\$400	50	\$390	60
4179	Lota/Manly	\$415	38	\$410	33	\$390	50
	<b>City - Inner</b>	<b>\$565</b>	<b>76</b>	<b>\$550</b>	<b>81</b>	<b>\$600</b>	<b>62</b>
4000	Brisbane City/Spring Hill	N/A	3	N/A	1	\$565	6
4005	New Farm/Teneriffe	\$850	11	\$750	11	N/A	3
4006	Bowen Hills/Valley/Herston/Newstead	\$500	13	\$540	9	\$625	11
4064	Milton/Paddington/Rosalie	\$650	5	\$635	5	\$600	10
4066	Auchenflower/MtCootha/Toowong	\$520	8	\$540	21	\$560	12
4067	Ironside/St Lucia	\$545	16	\$600	11	\$620	8
4101	Highgate Hill/South Bris/West End	\$550	15	\$310	17	\$690	6
4169	East Bris/Kangaroo Point	N/A	3	\$495	6	\$490	5
	<b>North - Inner</b>	<b>\$490</b>	<b>99</b>	<b>\$480</b>	<b>136</b>	<b>\$475</b>	<b>82</b>
4007	Ascot/Hamilton	\$595	10	\$525	16	\$590	8
4011	Clayfield/Hendra	\$583	12	\$550	15	\$500	8
4012	Nundah/Toombul/Wavell Heights	\$460	15	\$470	21	\$460	17
4030	Lutwyche/Windsor/Wooloowin	\$495	17	\$495	10	\$450	9
4031	Gordon Park/Kedron	\$460	13	\$450	31	\$465	20
4051	Alderley/Enoggera/Gaythorne/Grange/ Newmarket/Wilston	\$475	30	\$470	43	\$480	20
	<b>North - Outer</b>	<b>\$395</b>	<b>199</b>	<b>\$385</b>	<b>276</b>	<b>\$385</b>	<b>173</b>
4013	Northgate	\$440	13	\$420	6	\$475	14
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$380	21	\$373	52	\$365	31
4018	Fitzgibbon/Taigum	\$400	52	\$385	85	\$375	40
4032	Chernside/Craigslea	\$415	23	\$420	23	\$425	32
4034	Aspley/Boondal/Geebung/Zillmere	\$390	74	\$390	86	\$385	46
4036	Bald Hills	\$337	10	\$350	14	\$280	10
	<b>North West - Inner</b>	<b>\$390</b>	<b>74</b>	<b>\$495</b>	<b>14</b>	<b>\$560</b>	<b>22</b>
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$550	8	\$480	10	\$599	13
4060	Ashgrove/Dorrington/St Johns Wood	\$560	5	N/A	1	N/A	3
4065	Bardon/Jubilee/Rainworth	\$510	5	N/A	3	\$540	6
	<b>North West - Outer</b>	<b>\$460</b>	<b>76</b>	<b>\$433</b>	<b>60</b>	<b>\$410</b>	<b>54</b>
4053	Brookside/Everton Park/McDowall/Stafford	\$450	60	\$435	50	\$410	43
4054	Arana Hills/Keperra	N/A	2	\$425	6	\$370	7
4061	The Gap	\$550	14	N/A	4	N/A	4
	<b>South - Inner</b>	<b>\$445</b>	<b>152</b>	<b>\$450</b>	<b>222</b>	<b>\$435</b>	<b>138</b>
4103	Annerley/Fairfield	\$480	25	\$480	32	\$500	27
4104	Yeronga	\$480	18	\$480	23	\$460	14
4105	Clifton Hill/Moorooka/Tennyson	\$430	17	\$428	26	\$400	12
4120	Greenslopes/Stones Corner	\$430	11	\$500	24	\$475	15
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$410	12	\$445	14	\$430	14
4122	Mansfield/Mt Gravatt/Wishart	\$430	69	\$438	102	\$415	56
	<b>South - Outer</b>	<b>\$400</b>	<b>338</b>	<b>\$395</b>	<b>462</b>	<b>\$390</b>	<b>348</b>
4107	Salisbury	\$450	8	\$420	27	\$410	7
4109	Altandi/Macgregor/Robertson/Sunnybank	\$410	41	\$420	61	\$410	66
4110	Acacia Ridge/Larapinta/Willawong	\$365	27	\$373	52	\$335	7
4112	Kuraby	\$390	13	\$378	18	\$365	12
4113	Eight Miles Plains/Runcorn	\$410	114	\$403	114	\$400	136
4115	Algester/Parkinson	\$395	26	\$390	49	\$380	37
4116	Calamvale/Drewvale/Stretton	\$400	101	\$390	134	\$380	80
	<b>South East - Inner</b>	<b>\$500</b>	<b>263</b>	<b>\$495</b>	<b>271</b>	<b>\$480</b>	<b>200</b>
4151	Coorparoo	\$480	23	\$510	16	\$500	14
4152	Camp Hill/Carina/Carindale	\$480	113	\$460	121	\$450	87
4170	Cannon Hill/Morningside/Norman Park	\$500	85	\$500	79	\$500	62
4171	Balmoral/Bulimba/Hawthorne	\$640	30	\$600	37	\$600	29
4172	Murarrie	\$538	12	\$510	18	\$485	8
	<b>South East - Outer</b>	<b>\$410</b>	<b>60</b>	<b>\$410</b>	<b>50</b>	<b>\$415</b>	<b>68</b>
4153	Belmont	N/A	4	N/A	2	\$430	21
4154	Gumdale/Ransome/Wakerley	\$415	31	\$410	30	\$410	33
4173	Tingalpa	\$400	21	\$410	13	\$390	14
	<b>South West - Inner</b>	<b>\$438</b>	<b>64</b>	<b>\$435</b>	<b>66</b>	<b>\$420</b>	<b>54</b>
4068	Chelmer/Indooroopilly/Taringa	\$475	23	\$520	25	\$500	16

## RENTAL MARKET - 3 BED TOWNHOUSES (CONT'D)

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
4075	Corinda/Graceville/Oxley/Sherwood	\$400	41	\$395	41	\$400	38
	<b>South West - Outer</b>	<b>\$355</b>	<b>286</b>	<b>\$350</b>	<b>283</b>	<b>\$350</b>	<b>184</b>
4069	Brookfield/Chapel Hill/Kenmore	\$473	10	N/A	4	N/A	4
4073	Seventeen Mile Rocks/Sinnamon Park	\$430	10	\$440	5	\$410	8
4074	Jindalee/MrOmmaney/Summer/Westlake	\$493	10	\$400	16	\$400	19
4076	Darra/Wacol	\$375	13	\$378	14	N/A	4
4077	Doolandella/Durack/Inala/Richlands	\$350	189	\$350	188	\$350	117
4078	Forest Lake/Carole Park	\$349	52	\$349	55	\$355	30

### MOST EXPENSIVE SUBURBS - HOUSES <2400M<sup>2</sup>

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TENERIFFE	\$1,792,500	-28.7%
NEW FARM	\$1,605,500	8.9%
ASCOT	\$1,600,000	3.6%
HAMILTON	\$1,400,000	21.0%
BULIMBA	\$1,280,500	0.8%

### MOST AFFORDABLE SUBURBS - HOUSES <2400M<sup>2</sup>

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
ELLEN GROVE	\$293,500	1.2%
INALA	\$366,785	1.9%
ACACIA RIDGE	\$401,000	-0.3%
DURACK	\$407,500	-1.0%
ROCKLEA	\$408,500	1.9%

### MOST EXPENSIVE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
ROCHEDALE	\$774,500	64.8%
NEWSTEAD	\$645,000	3.3%
BARDON	\$637,500	4.5%
NEW FARM	\$611,500	1.9%
BULIMBA	\$584,000	-6.6%

### MOST AFFORDABLE SUBURBS - UNITS

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TAIGUM	\$301,000	-9.1%
ALGESTER	\$313,000	-14.3%
BRACKEN RIDGE	\$325,000	-3.0%
ZILLMERE	\$331,500	-5.3%
CARSELDINE	\$337,500	-1.0%



## EMPLOYMENT MARKET

### GOLD COAST SA4



**Unemployment Rate**

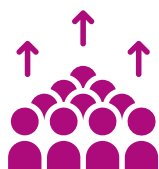
**4.3%**



**Participation Rate**

**68.6%**

## DEMOGRAPHICS



**Population**

**591,356**



**Median age**

**38Yrs**



**% owner-occupied dwellings with a mortgage**

**33.6%**



**% owner-occupied dwellings mortgage-free**

**26.2%**



**% rental dwellings**

**36.6%**

## Post Games stabilisation

The Gold Coast residential property market has stabilised following strong Comm-Games-related growth, and now, interstate migration is taking over to continue the drive for solid capital growth.

Houses and vacant land performed well over the past year. However, median unit prices have softened due to a large fall in sales volumes, which potentially indicates a decline in unit demand.

The annual median house price reached a new high of \$629,000 in September 2018, following an annual median price growth of 3.8 per cent. Houses on blocks larger than 2400m<sup>2</sup> grew in value about 6.8 per cent, to an annual median of \$865,000.

Waterfront houses continue to deliver strong results, with the sale of 9 Hedges Avenue in Mermaid Beach achieving an impressive sale price of \$12 million in September this year.

Annual median prices of vacant acreages increased nearly 10 per cent, to \$480,150. This growth overtook the increase in the annual median price of vacant land in smaller blocks of 6.7 per cent, to \$282,800.

September quarter data reveals that the unit market may have moved into a new cycle and median prices may continue falling. The annual median unit price fell 1.6 per cent, to \$425,000.

The Gold Coast consistently holds the title of the third-most expensive market for houses, houses in blocks larger than 2400m<sup>2</sup>, units and vacant land on blocks smaller than 2400m<sup>2</sup> throughout the state.

The rental market is performing strongly. Median rents for many type of dwellings have trended upwards for the past year, partially due to many rental properties being sold to owner-occupiers, thus diminishing the rental pool.

Vacancies are tight, at 1.7 per cent, despite an expected fall in rental demand following the completion of the Commonwealth Games.

The strength of the property market is underpinned by solid economic fundamentals.

### Regional Economy and Infrastructure Investment

The jobs market remains one of the strongest in the state, with unemployment falling from 4.8 per cent in September 2017 to 4.3 in September this year.

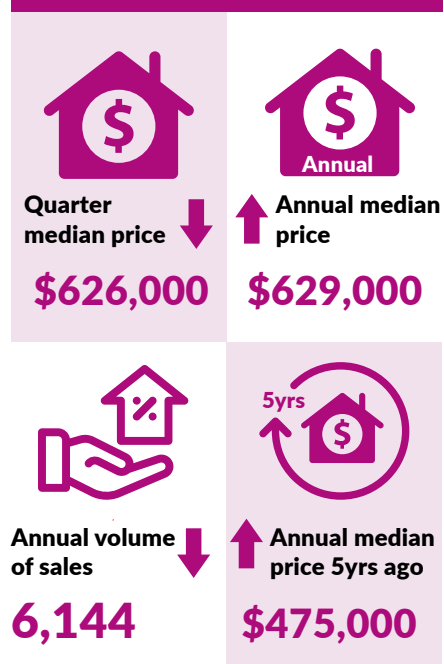
About one in five jobs created in Queensland over the past year were located in the Gold Coast SA4. The regional economy created 18,200 new job opportunities, representing 20.9 per cent of all the jobs created in Queensland.

The annual compound population growth of 2.4 per cent for the past decade supports economic development and the need for the city expansion.

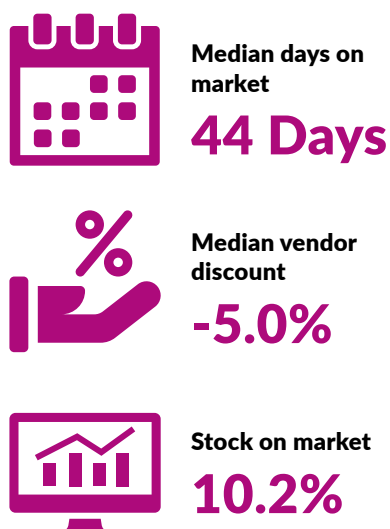
The recent state government approval of the \$2 billion Star Gold Coast masterplan will add a massive injection of private sector investment into tourism activity, creating 1800 jobs during construction and 3000 jobs when operational. New employment opportunities during the construction phase represent about 10 per cent of the new jobs created in the region for the past 12 months, putting into perspective the magnitude and impact of this project for the employment market and the regional economy.

The \$500 million Pacific View masterplanned community is one of the key projects which will provide additional living opportunities to this growing region. This master planned community is currently under development application stage and it has an estimated commencement date in 2020. Further details about this project will be provided to our readers when they become available.

## HOUSE MARKET (<2400M<sup>2</sup>)



## HOUSE MARKET ALL



The Gold Coast has become a target region for international property developers.

According to Cordell Connect, the Chinese company Songcheng Australia Entertainment Pty Ltd has two large development proposals in the region. The development of the \$1 billion Norwood Valley masterplan city and the \$600 million Australian Legend World Theme Park. Both projects are at a very early stage; however, they clearly demonstrate how attractive the Gold Coast has become for international investors.

### Market Outlook

The outlook of the house market is promising for the year ahead. However, historical trends of the unit market have revealed a gradual easing on unit price growth coupled with a fall in the volume of sales.

As such, we forecast the Gold Coast unit market may face some challenges in 2019 and we have reclassified its outlook from steady to positive outlook to steady with potentially negative outlook.

Regardless of the negative outlook for the unit sales market, we expect the rental market will perform well in 2019, with vacancies moving within the tight to healthy range and rents holding relatively steady or adjusting slightly.

The release of the Commonwealth Athletes Village to the rental market in early 2019 will slightly improve the dynamics of the rental sector in the Gold Coast, adding about 1.6 per cent additional rental stock to the market. The plan is to refurbish the Village to create about 1250 units and townhouses, with access to green space, community facilities and transport. The new residential precinct has been given the name of Smith Collective to reflect the spirit of the future community.

### HOUSE MARKET (<2400m<sup>2</sup>)

The house market weakened slightly this quarter as the quarterly median price fell 0.6 per cent, to \$626,000.

Recent market trends data reveals that the annual volume of sales have fallen about 13 per cent, which has put upward pressure on median days on market and median vendor discount.

Despite tougher market conditions, the house market has been able to deliver good results for property owners.

Over the past year, the annual median house price gained about \$23,000 or the equivalent to 3.8 per cent, to an annual median of \$629,000.

Over the medium term, the annual median house price increased nearly \$155,000, from an annual median house price of \$475,000 in September 2013.

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

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

These are the top five most expensive suburbs, with an annual median in the range of \$1.05 million to \$1.6 million.

### Smallest Stock on Market<sup>#1</sup>

The stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:



## UNIT MARKET

Quarter  
median price ↓

\$414,000

Annual  
median price ↓

\$425,000

Annual volume  
of sales ↓

10,172

Annual median  
price 5 yrs ago ↑

\$349,900

- Currumbin Waters (6.6%, \$672,000)
- Worongary (7.3%, \$510,000)
- Elanora (7.4%, \$685,000)
- Nerang (7.7%, \$465,000)
- Mermaid Waters (7.7%, \$870,000)

All these suburbs reported a smaller stock on market compared to the local government area's stock on market of 10.2 per cent. This means that the above mentioned suburbs in the Gold Coast offer fewer purchase options to prospective buyers compared to many other suburbs in the region.

In light of fewer buying opportunities, all these suburbs, with the exception of Mermaid Waters, reported an annual median price growth in the range of 3 per cent to 5.5 per cent.

**Affordable Houses**

Affordable houses in the range of \$445,000 to \$475,000 are usually found in the suburbs of Coomera, Nerang, Lower Beechmont, Pimpama and Jacobs Well.

No changes on the list of most affordable suburbs have been noted since March 2018.

**General Activity**

Market trends data reveals more challenging conditions for vendors as listings volumes and stock on market are on the rise, lengthening the median days on market and increasing the median vendor discount.

Listing volumes increased a massive 37.6 per cent, from 9360 in August 2017 to 13,250 in August 2018. This is the largest increase in listing volumes of all areas featured in the QMM.

Median days on market have lengthened by 11 days, to 44 days in August 2018. Similarly, median vendor discount increased 80 basis points, from 4.2 per cent in August 2017 to 5 per cent in August 2018.

Both median days on market and median vendor discount now sit within the middle of the range of all areas analysed in the QMM.

**UNIT MARKET**

The unit market has seen a fall in median prices for the past quarter and the past year.

Unit prices slipped 3 per cent over the September quarter, to a median of \$414,000. For the past year, the annual median unit price fell 1.6 per cent, from \$432,000 in September 2017 to \$425,000 in September this year.

However, our research indicates that there is still some good news to share about the unit market in the Gold Coast.

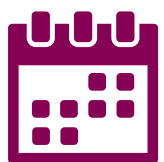
Anecdotal evidence from local agents has revealed consistent demand for luxury apartments in the region. One of the largest residential developments is the \$260 million Chevron One apartment building in Surfers Paradise. This project will commence construction in the first half of 2019 with an expected completion date in late 2021. The media has revealed that the project has already achieved off-the-plan sales of \$40 million.

Furthermore, the unit market has delivered moderate growth of 21.5 per cent over the past five years, with the annual median unit price increasing from \$349,900 in September 2013 to \$425,000 in September this year.

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

In contrast to the house market, the volume of annual listings fell 11.6 per cent, from 11,360 in August 2017 to 10,492 in August 2018. Most likely this fall has helped to contain the reduction in median unit prices over the past year.

## UNIT MARKET

Median days on  
market

54 Days

Median vendor  
discount

-5.0%



Stock on market

7.9%



## RENTAL MARKET

FOR  
RENT

Vacancy Rates

↔ 1.7%



House Yields

↔ 4.2%



Unit Yields

↔ 5.4%

*"About one in five jobs created in Queensland for the past year were located in the Gold Coast SA4. The regional economy created 18,200 new job opportunities, representing 20.9 per cent of the all jobs created throughout the state."*

The annual fall on annual sales volumes of about 20 per cent has put upward pressure on median days on market and median vendor discount.

Median days on market lengthened by 10 days, to 54 days in August 2018. Median vendor discount also increased from 4.2 per cent in August 2017 to 5 per cent in August 2018.

### RENTAL MARKET

The Gold Coast rental market has been resilient to falling demand since the conclusion of the Commonwealth Games.

Vacancies have tightened, from 2 per cent in June to 1.7 per cent in September. However, they remained above the lowest level of 1.1 per cent seen during the six months prior to the Commonwealth Games.

Local property managers generally qualify the market as stable. Median rents for many type of dwellings, with the exception of one-bedroom units, followed an upward trend for the past year, increasing in the range of 1 to 5.5 per cent.

The Gold Coast is Queensland's most expensive rental market for three-bedroom houses and two-bedroom units, with median rents of \$500 and \$430 a week.

The suburbs of Broadbeach and Mermaid Beach are the most expensive rental options in the Gold Coast for three-bedroom houses and three-bedroom townhouses, reporting a weekly median rent of \$610 and \$595 in September 2018.

Rental yields held relatively steady over the September quarter. House and unit yields are estimated at 4.2 per cent and 5.4 per cent, respectively.





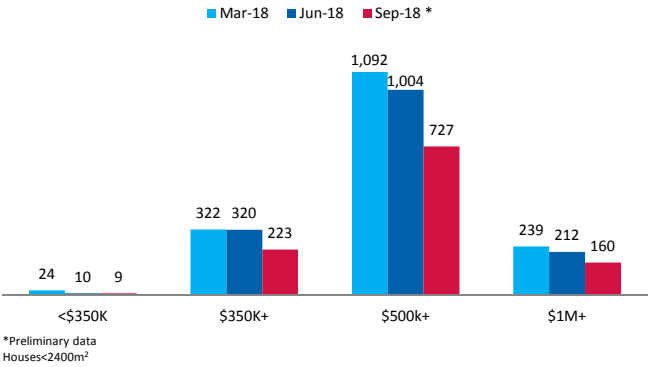
SALES MARKET - HOUSES <2400m<sup>2</sup>

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
<b>GOLD COAST (LGA)</b>	<b>1182</b>	<b>\$626,000</b>	<b>-0.6%</b>	<b>6144</b>	<b>\$629,000</b>	<b>\$605,750</b>	<b>3.8%</b>	<b>\$475,000</b>	<b>32.4%</b>
<b>GOLD COAST (LGA) ^</b>	<b>108</b>	<b>\$870,000</b>	<b>2.4%</b>	<b>661</b>	<b>\$865,000</b>	<b>\$810,000</b>	<b>6.8%</b>	<b>\$640,000</b>	<b>35.2%</b>
ARUNDEL	31	\$532,500	-18.8%	131	\$590,000	\$585,000	0.9%	\$465,000	26.9%
ASHMORE	34	\$585,000	-3.7%	183	\$605,000	\$580,000	4.3%	\$433,000	39.7%
BENOWA	15	N/A	N/A	114	\$930,000	\$880,000	5.7%	\$680,000	36.8%
BIGGERA WATERS	10	N/A	N/A	52	\$720,000	\$639,000	12.7%	\$490,000	46.9%
BONOGIN ^	5	N/A	N/A	55	\$827,500	\$785,000	5.4%	\$575,000	43.9%
BROADBEACH WATERS	40	\$1,050,000	-6.7%	201	\$1,150,000	\$1,100,000	4.6%	\$715,000	60.8%
BUNDALL	25	\$1,067,500	4.7%	100	\$985,500	\$1,045,000	-5.7%	\$720,000	36.9%
BURLLEIGH HEADS	20	\$940,000	7.4%	74	\$880,000	\$795,000	10.7%	\$541,000	62.7%
BURLLEIGH WATERS	33	\$850,000	8.3%	189	\$800,000	\$785,000	1.9%	\$530,000	50.9%
CARRARA	32	\$605,000	0.8%	128	\$592,500	\$567,500	4.4%	\$439,000	35.0%
CLEAR ISLAND WATERS	14	N/A	N/A	75	\$1,054,950	\$1,190,000	-11.4%	\$721,000	46.3%
COOLANGATTA	3	N/A	N/A	18	N/A	\$750,000	N/A	\$665,000	N/A
COOMBABAH	13	N/A	N/A	87	\$526,000	\$483,000	8.9%	\$397,500	32.3%
COOMERA	21	\$471,000	7.2%	122	\$445,000	\$466,000	-4.5%	\$355,000	25.4%
CURRUMBIN	4	N/A	N/A	23	\$873,500	\$839,500	4.1%	\$555,000	57.4%
CURRUMBIN VALLEY ^	4	N/A	N/A	18	N/A	\$900,000	N/A	\$736,000	N/A
CURRUMBIN WATERS	20	\$652,500	-2.2%	91	\$672,000	\$650,000	3.4%	\$482,500	39.3%
ELANORA	33	\$710,000	3.7%	175	\$685,000	\$650,000	5.4%	\$480,000	42.7%
GILSTON	9	N/A	N/A	43	\$590,000	\$590,000	0.0%	\$466,000	26.6%
HELENSVALE	57	\$587,500	-6.0%	263	\$595,000	\$580,000	2.6%	\$453,167	31.3%
HIGHLAND PARK	23	\$550,000	-6.2%	90	\$571,625	\$518,944	10.2%	\$405,000	41.1%
HOLLYWELL	8	N/A	N/A	51	\$805,000	\$630,750	27.6%	\$524,500	53.5%
HOPE ISLAND	26	\$755,000	2.7%	77	\$730,000	\$650,000	12.3%	\$470,000	55.3%
JACOBS WELL	4	N/A	N/A	45	\$475,000	\$457,000	3.9%	\$359,500	32.1%
LABRADOR	16	N/A	N/A	96	\$550,000	\$540,875	1.7%	\$385,000	42.9%
LOWER BEECHMONT	3	N/A	N/A	23	\$470,000	\$429,500	9.4%	\$305,000	54.1%
MAUDSLAND	9	N/A	N/A	65	\$538,000	\$534,250	0.7%	\$432,500	24.4%
MERMAID BEACH	14	N/A	N/A	64	\$1,556,000	\$1,550,000	0.4%	\$855,000	82.0%

SALES MARKET - HOUSES <2400m<sup>2</sup> (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
MERMAID WATERS	33	\$895,500	9.2%	165	\$870,000	\$884,000	-1.6%	\$613,500	41.8%
MERRIMAC	14	N/A	N/A	65	\$527,500	\$525,000	0.5%	\$380,000	38.8%
MIAMI	11	N/A	N/A	62	\$775,000	\$752,500	3.0%	\$511,500	51.5%
MOLENDINAR	12	N/A	N/A	82	\$598,888	\$599,000	0.0%	\$470,000	27.4%
MUDGEERABA	20	\$591,000	0.6%	132	\$590,000	\$572,000	3.2%	\$445,250	32.5%
MUDGEERABA ^	8	N/A	N/A	42	\$855,000	\$802,500	6.5%	\$621,000	37.7%
NERANG	28	\$475,000	4.4%	168	\$465,000	\$448,000	3.8%	\$352,000	32.1%
NERANG ^	7	N/A	N/A	35	\$900,000	\$780,000	15.4%	\$790,000	13.9%
ORMEAU	31	\$490,000	3.2%	206	\$475,750	\$466,000	2.1%	\$402,500	18.2%
ORMEAU HILLS	13	N/A	N/A	75	\$530,000	\$500,000	6.0%	\$458,000	15.7%
OXENFORD	40	\$546,500	1.6%	193	\$538,000	\$520,000	3.5%	\$425,000	26.6%
PACIFIC PINES	53	\$550,000	5.3%	237	\$539,250	\$540,000	-0.1%	\$452,000	19.3%
PALM BEACH	27	\$871,000	10.3%	148	\$810,000	\$790,000	2.5%	\$520,000	55.8%
PARADISE POINT	24	\$1,505,000	62.2%	126	\$1,077,500	\$1,016,000	6.1%	\$875,000	23.1%
PARKWOOD	19	N/A	N/A	119	\$600,000	\$613,000	-2.1%	\$450,000	33.3%
PIMPAMA	35	\$460,500	-5.1%	198	\$471,001	\$493,500	-4.6%	\$397,000	18.6%
REEDY CREEK	19	N/A	N/A	94	\$808,750	\$780,000	3.7%	\$617,000	31.1%
ROBINA	52	\$682,500	0.5%	298	\$690,000	\$683,500	1.0%	\$504,000	36.9%
RUNAWAY BAY	25	\$980,000	3.2%	136	\$990,000	\$940,000	5.3%	\$728,500	35.9%
SOUTHPORT	41	\$562,500	-2.2%	183	\$590,000	\$566,000	4.2%	\$420,000	40.5%
SPRINGBROOK	3	N/A	N/A	17	N/A	\$399,000	N/A	\$272,500	N/A
SURFERS PARADISE	13	N/A	N/A	86	\$1,375,000	\$1,375,000	0.0%	\$1,135,000	21.1%
TALLAI ^	14	N/A	N/A	51	\$935,000	\$910,000	2.8%	\$714,000	31.0%
TALLEBUDGERA ^	6	N/A	N/A	48	\$922,000	\$875,000	5.4%	\$660,000	39.7%
TALLEBUDGERA VALLEY ^	2	N/A	N/A	28	\$1,050,000	\$895,000	17.3%	\$795,000	32.1%
TUGUN	11	N/A	N/A	63	\$655,000	\$605,000	8.3%	\$507,750	29.0%
UPPER COOMERA	88	\$500,000	0.2%	461	\$495,000	\$483,000	2.5%	\$385,000	28.6%
VARSITY LAKES	25	\$610,000	-1.2%	133	\$622,000	\$615,000	1.1%	\$465,000	33.8%
WONGAWALLAN ^	4	N/A	N/A	26	\$849,000	\$822,500	3.2%	\$615,000	38.0%
WORONGARY	12	N/A	N/A	48	\$510,000	\$492,000	3.7%	\$378,500	34.7%
WORONGARY ^	2	N/A	N/A	37	\$740,000	\$765,000	-3.3%	\$577,500	28.1%

GOLD COAST HOUSE SALES



## 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
<b>GOLD COAST (LGA)</b>	<b>1691</b>	<b>\$414,000</b>	<b>-3.0%</b>	<b>10172</b>	<b>\$425,000</b>	<b>\$432,000</b>	<b>-1.6%</b>	<b>\$349,900</b>	<b>21.5%</b>
ARUNDEL	17	N/A	N/A	95	\$340,000	\$350,000	-2.9%	\$295,500	15.1%
ASHMORE	17	N/A	N/A	97	\$340,500	\$335,000	1.6%	\$249,250	36.6%
BENOWA	15	N/A	N/A	102	\$549,125	\$615,000	-10.7%	\$535,500	2.5%
BIGGERA WATERS	41	\$382,500	8.4%	311	\$395,000	\$465,000	-15.1%	\$369,000	7.0%
BILINGA	13	N/A	N/A	56	\$573,750	\$615,000	-6.7%	\$345,000	66.3%
BROADBEACH	68	\$571,250	2.2%	494	\$540,000	\$545,000	-0.9%	\$450,000	20.0%
BROADBEACH WATERS	10	N/A	N/A	71	\$522,500	\$428,500	21.9%	\$350,000	49.3%
BUNDALL	9	N/A	N/A	52	\$405,000	\$449,900	-10.0%	\$375,000	8.0%
BURLEIGH HEADS	67	\$520,000	2.0%	357	\$515,000	\$485,000	6.2%	\$360,000	43.1%
BURLEIGH WATERS	18	N/A	N/A	127	\$455,000	\$433,500	5.0%	\$320,000	42.2%
CARRARA	33	\$465,000	8.1%	217	\$465,000	\$467,950	-0.6%	\$412,500	12.7%
CLEAR ISLAND WATERS	7	N/A	N/A	47	\$450,000	\$430,000	4.7%	\$449,000	0.2%
COOLANGATTA	59	\$594,000	-5.0%	268	\$615,000	\$500,000	23.0%	\$390,000	57.7%
COOMBABAH	23	\$357,000	3.5%	151	\$361,250	\$351,000	2.9%	\$295,000	22.5%
COOMERA	39	\$420,000	-10.6%	267	\$485,000	\$415,000	16.9%	\$479,300	1.2%
CURRUMBIN	13	N/A	N/A	94	\$535,000	\$550,000	-2.7%	\$390,000	37.2%
CURRUMBIN WATERS	8	N/A	N/A	61	\$410,000	\$451,000	-9.1%	\$287,000	42.9%
ELANORA	18	N/A	N/A	78	\$409,000	\$370,000	10.5%	\$285,000	43.5%
HELENSVALE	26	\$377,000	-46.8%	163	\$481,000	\$630,000	-23.7%	\$325,000	48.0%
HIGHLAND PARK	6	N/A	N/A	37	\$310,000	\$305,000	1.6%	\$323,000	-4.0%
HOLLYWELL	4	N/A	N/A	36	\$710,000	\$700,000	1.4%	\$625,000	13.6%
HOPE ISLAND	58	\$597,500	-14.6%	449	\$715,000	\$655,000	9.2%	\$440,000	62.5%
LABRADOR	74	\$361,000	1.7%	475	\$355,000	\$355,500	-0.1%	\$295,000	20.3%
MAIN BEACH	31	\$920,000	39.9%	242	\$720,750	\$680,000	6.0%	\$550,000	31.0%
MERMAID BEACH	45	\$427,500	-10.9%	278	\$430,000	\$420,000	2.4%	\$320,000	34.4%
MERMAID WATERS	29	\$358,000	-15.8%	175	\$395,000	\$385,000	2.6%	\$293,500	34.6%
MERRIMAC	17	N/A	N/A	113	\$383,000	\$383,900	-0.2%	\$325,750	17.6%
MIAMI	40	\$530,000	7.3%	226	\$520,000	\$488,000	6.6%	\$330,750	57.2%
MUDGEERABA	27	\$400,000	-3.6%	114	\$390,000	\$413,500	-5.7%	\$353,500	10.3%
NERANG	33	\$335,000	9.7%	166	\$325,000	\$326,500	-0.5%	\$258,500	25.7%
ORMEAU	7	N/A	N/A	62	\$376,500	\$370,000	1.8%	\$305,000	23.4%
OXENFORD	22	\$342,500	8.7%	100	\$335,000	\$317,600	5.5%	\$257,500	30.1%
PACIFIC PINES	24	\$372,000	4.8%	118	\$360,000	\$372,500	-3.4%	\$354,000	1.7%
PALM BEACH	60	\$435,000	1.2%	307	\$467,500	\$442,150	5.7%	\$324,000	44.3%
PARADISE POINT	23	\$780,000	15.9%	155	\$703,000	\$726,250	-3.2%	\$570,000	23.3%

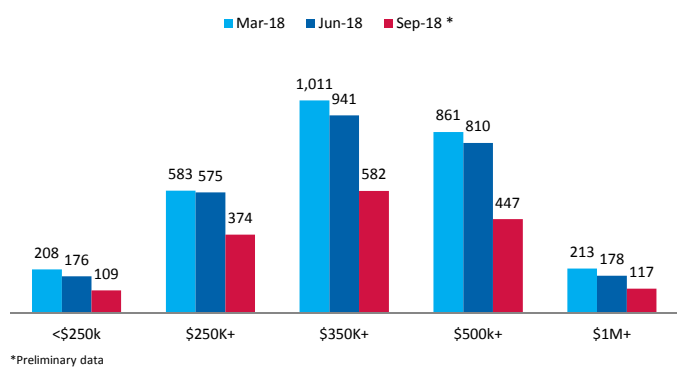
## SALES MARKET - UNITS & TOWNHOUSES

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
PARKWOOD	3	N/A	N/A	20	\$367,250	\$345,000	6.5%	\$285,000	28.9%
PIMPAMA	15	N/A	N/A	247	\$401,900	\$350,000	14.8%	\$388,000	3.6%
REEDY CREEK	15	N/A	N/A	62	\$377,500	\$357,000	5.7%	\$263,000	43.5%
ROBINA	49	\$425,000	-9.6%	367	\$465,000	\$455,000	2.2%	\$419,450	10.9%
RUNAWAY BAY	35	\$565,000	13.0%	164	\$502,500	\$462,500	8.7%	\$432,500	16.2%
SOUTHPORT	152	\$359,000	-5.3%	841	\$382,500	\$390,000	-1.9%	\$310,000	23.4%
SURFERS PARADISE	272	\$365,000	-4.0%	1320	\$370,000	\$385,000	-3.9%	\$355,000	4.2%
TUGUN	24	\$512,500	7.3%	135	\$475,000	\$460,000	3.3%	\$351,500	35.1%
UPPER COOMERA	27	\$340,000	-10.5%	158	\$369,000	\$380,000	-2.9%	\$286,000	29.0%
VARSITY LAKES	47	\$415,000	-7.5%	377	\$443,000	\$449,000	-1.3%	\$362,500	22.2%

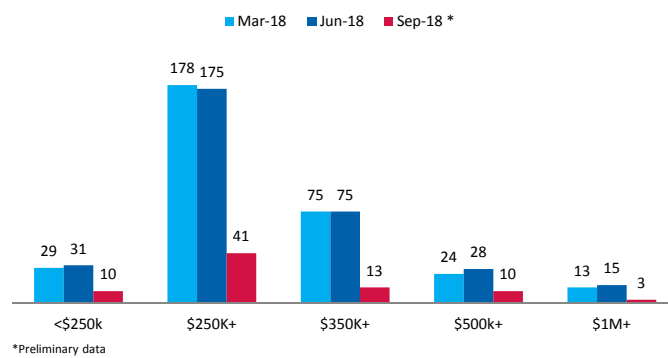
## SALES MARKET - VACANT LAND <2400m<sup>2</sup>

POST CODE	LOCALITY <sup>1</sup>			SEP-18		SEP-17		SEP-13	
				\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
GOLD COAST (LGA)	68	\$280,400	-3.1%	1071	\$282,800	\$265,000	6.7%	\$228,000	24.0%
GOLD COAST (LGA) ^	9	N/A	N/A	114	\$480,150	\$437,000	9.9%	\$350,000	37.2%
COOMERA	13	N/A	N/A	189	\$275,000	\$251,000	9.6%	\$225,500	22.0%
ELANORA	1	N/A	N/A	3	N/A	\$363,750	N/A	\$299,000	N/A
GILSTON	0	N/A	N/A	6	N/A	\$343,000	N/A	\$244,000	N/A
HELENSVALE	3	N/A	N/A	78	\$389,900	\$369,900	5.4%	\$480,000	-18.8%
HOPE ISLAND	0	N/A	N/A	5	N/A	\$697,500	N/A	\$358,000	N/A
MAUDSLAND	2	N/A	N/A	48	\$285,000	\$285,000	0.0%	\$228,000	25.0%
ORMEAU	0	N/A	N/A	47	\$251,500	\$237,000	6.1%	\$225,000	11.8%
ORMEAU HILLS	0	N/A	N/A	15	N/A	\$250,950	N/A	\$209,945	N/A
PACIFIC PINES	0	N/A	N/A	1	N/A	\$485,000	N/A	\$237,500	N/A
PIMPAMA	31	\$266,000	-3.6%	411	\$269,500	\$260,000	3.7%	\$224,000	20.3%
REEDY CREEK	2	N/A	N/A	11	N/A	\$386,500	N/A	\$285,000	N/A
UPPER COOMERA	1	N/A	N/A	79	\$309,500	\$275,000	12.6%	\$224,225	38.0%
WILLOW VALE	0	N/A	N/A	1	N/A	\$231,000	N/A	\$197,250	N/A

### GOLD COAST UNIT SALES



### GOLD COAST LAND SALES





## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>GOLD COAST CITY</b>	<b>\$500</b>	<b>855</b>	<b>\$480</b>	<b>929</b>	<b>\$410</b>	<b>1047</b>
4208	Gilberton/Jacobs Well/Ormeau	\$400	9	\$383	26	\$370	27
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$400	111	\$390	129	\$370	101
4210	Oxenford/Studio Village/Wongawallan	\$430	19	\$455	14	\$380	27
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$450	85	\$425	105	\$385	124
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$520	55	\$500	52	\$400	54
4213	Austinville/Mudgeeraba/Springbrook/ Tallai/ Worongary	\$493	32	\$490	38	\$430	53
4214	Arundel/Ashmore/Ernest/ Parkwood	\$485	79	\$468	76	\$410	100
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$480	87	\$460	93	\$380	117
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$480	46	\$473	56	\$420	74
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$600	36	\$625	41	\$520	67
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$610	64	\$595	62	\$480	64
4220	Andrews/Burleigh/Miami/Tally Valley	\$595	37	\$560	65	\$470	55
4221	Elanora/Palm Bch	\$575	48	\$580	46	\$420	42
4223	Currumbin/Currumbin Valley	\$555	30	\$570	16	\$450	26
4224	Tugun	\$593	10	\$490	11	\$415	15
4226	Kerrydale/Merrimac/Robina	\$530	59	\$530	68	\$450	63
4227	Reedy Ck/Stephens/Varsity Lakes	\$520	38	\$523	26	\$435	30

### SURROUNDS

<b>Scenic Rim Regional</b>		<b>\$350</b>	<b>92</b>	<b>\$350</b>	<b>121</b>	<b>\$300</b>	<b>153</b>
4270	Tamborine/ Biddaddaba/ Boyland/ Mundoolun/ Wonglepong	\$415	7	\$520	7	\$350	6
4272	Mt Tamborine	\$440	17	\$440	26	\$380	25
4285	Beaudesert/ Cedar Vale/ Innisplain/ Kooralbyn/ Lamington	\$330	41	\$320	59	\$290	69
4309	Aratula/ Kalbar	N/A	4	\$288	8	\$260	7
4310	Boonah/ Duganden/ Mt Alford	\$285	11	\$290	11	\$270	17

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>GOLD COAST CITY</b>	<b>\$430</b>	<b>2162</b>	<b>\$425</b>	<b>2288</b>	<b>\$350</b>	<b>2664</b>
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$345	6	\$330	10	\$290	8
4210	Oxenford/Studio Village/Wongawallan	\$345	17	\$333	14	\$295	21
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$398	22	\$362	30	\$295	36
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$415	26	\$410	35	\$415	63
4214	Arundel/Ashmore/Ernest/ Parkwood	\$350	23	\$350	19	\$250	14
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$400	527	\$410	554	\$335	582
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$405	169	\$400	166	\$345	216
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$450	462	\$460	476	\$390	642
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$430	265	\$410	254	\$350	367
4220	Andrews/Burleigh/Miami/Tally Valley	\$460	183	\$435	196	\$360	217
4221	Elanora/Palm Bch	\$410	100	\$383	124	\$300	141
4223	Currumbin/Currumbin Valley	\$400	17	\$398	26	\$340	33
4224	Tugun	\$400	31	\$390	27	\$325	55
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	\$425	104	\$420	104	\$320	132
4226	Kerrydale/Merrimac/Robina	\$448	68	\$438	64	\$400	45
4227	Reedy Ck/Stephens/Varsity Lakes	\$465	138	\$453	182	\$290	89
	<b>Scenic Rim Regional</b>	<b>\$240</b>	<b>26</b>	<b>\$260</b>	<b>27</b>	<b>\$200</b>	<b>32</b>
4285	Beaudesert/ Cedar Vale/ Innisplain/ Kooralbyn/ Lamington/ etc	\$250	21	\$245	23	\$200	23

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>GOLD COAST CITY</b>	<b>\$450</b>	<b>909</b>	<b>\$430</b>	<b>1057</b>	<b>\$375</b>	<b>1183</b>
4208	Gilberton/Jacobs Well/Ormeau	\$413	6	\$395	7	\$365	11
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/Yawalpah	\$388	154	\$380	162	\$350	161
4210	Oxenford/Studio Village/Wongawallan	\$420	8	\$385	10	\$360	13
4211	Advancetown/Beechmont/ Binna Burra/Carrara/Gaven/ Nerang	\$410	150	\$400	177	\$360	205
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$500	65	\$480	99	\$445	37
4213	Austinville/Mudgeeraba/Springbrook/ Tallai/Worongary	\$420	18	\$405	24	\$365	38
4214	Arundel/Ashmore/Ernest/ Parkwood	\$420	42	\$410	46	\$365	36
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$450	92	\$430	93	\$370	132
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/Runaway Bay	\$450	57	\$425	64	\$370	105
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$533	40	\$525	39	\$450	64
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$595	22	\$485	26	\$455	30
4220	Andrews/Burleigh/Miami/Tally Valley	\$550	26	\$475	22	\$390	43
4221	Elanora/Palm Bch	\$500	22	\$450	49	\$400	25
4223	Currumbin/Currumbin Valley	\$490	11	\$463	16	\$400	15
4224	Tugun	\$490	15	\$460	18	\$430	27
4226	Kerrydale/Merrimac/Robina	\$520	134	\$503	148	\$425	166
4227	Reedy Ck/Stephens/Varsity Lakes	\$495	43	\$470	55	\$410	68



**MOST EXPENSIVE SUBURBS - HOUSES <2400M<sup>2</sup>**

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
MERMAID BEACH	\$1,556,000	0.4%
SURFERS PARADISE	\$1,375,000	0.0%
BROADBEACH WATERS	\$1,150,000	4.6%
PARADISE POINT	\$1,077,500	6.1%
CLEAR ISLAND WATERS	\$1,054,950	-11.4%

**MOST AFFORDABLE SUBURBS - HOUSES <2400M<sup>2</sup>**

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
COOMERA	\$445,000	-4.5%
NERANG	\$465,000	3.8%
LOWER BEECHMONT	\$470,000	9.4%
PIMPAMA	\$471,001	-4.6%
JACOBS WELL	\$475,000	3.9%

**MOST EXPENSIVE SUBURBS - UNITS**

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
MAIN BEACH	\$720,750	6.0%
HOPE ISLAND	\$715,000	9.2%
HOLLYWELL	\$710,000	1.4%
PARADISE POINT	\$703,000	-3.2%
COOLANGATTA	\$615,000	23.0%

**MOST AFFORDABLE SUBURBS - UNITS**

SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
HIGHLAND PARK	\$310,000	1.6%
NERANG	\$325,000	-0.5%
OXENFORD	\$335,000	5.5%
ARUNDEL	\$340,000	-2.9%
ASHMORE	\$340,500	1.6%





## EMPLOYMENT MARKET

### TOOWOOMBA SA4



**Unemployment Rate**

**5.5%**



**Participation Rate**

**64.7%**

## DEMOGRAPHICS



**Population**

**166,045**



**Median age**

**38Yrs**



**% owner-occupied dwellings with a mortgage**

**32.4%**



**% owner-occupied dwellings mortgage-free**

**32.3%**



**% rental dwellings**

**31.5%**

## Steady as she goes

Not much has changed with respect to the performance of the house and unit markets in Toowoomba over the September quarter.

Annual median prices in both markets held steady at an annual median price of \$352,000 for houses and \$305,000 for units.

The vacant land market in Toowoomba is slightly smaller than the unit market. A total of 465 medium-to-high density dwellings reached settlement for the year to September compared to a total of 420 vacant blocks of land settled over the same period.

Similar to other Queensland property markets, market conditions weakened as house and unit sales volumes trended downwards and listing volumes increased adding a larger pool of purchase options to the market.

The Toowoomba rental market has performed well for the past decade, consistently operating within the tight and healthy ranges.

Over the September 2018 quarter, rental vacancies sat at 1.9 per cent, showing that demand is catching up with supply.

Median rents have generally trended upwards or held steady for the past year, supporting an increase in rental yields particularly for houses.

### Regional Economy and Infrastructure Investment

The September 2018 unemployment rate was 5.5 per cent, sitting on the low-end of the range throughout the state. The Toowoomba SA4 job market is the third-smallest job market in Queensland, employing 75,900 persons or the equivalent to 3.1 per cent of the employees in the state.

Unfortunately, the level of employment and the participation rate fell by 1000 jobs for the past year. This reveals that about 1000 people left the regional labour force as their job term may have come to the end sometime over the past 12 months.

Economic diversification is one of the key characteristics in Toowoomba, having a number of investment projects in the pipeline in sectors like gas, renewable energy generation and even a pilot training academy.

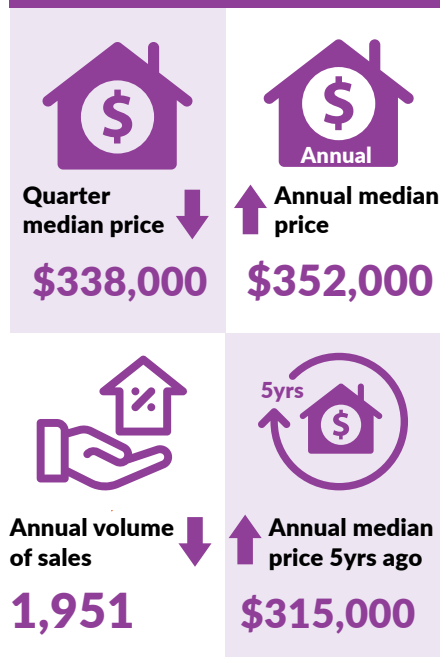
The recent execution of the multimillion-dollar contract between the Toowoomba specialist gas industry supplier Easternwell and Shell will support more than 300 new jobs and flow-on for other local businesses.

The September 2018 announcement of the \$35 million Qantas pilot academy at the Toowoomba's Wellcamp Airport is a win for the region and it is expected to be operational by mid-2019. The academy will have a full training capacity of 250 pilots a year with an initial intake of 100 pilots.

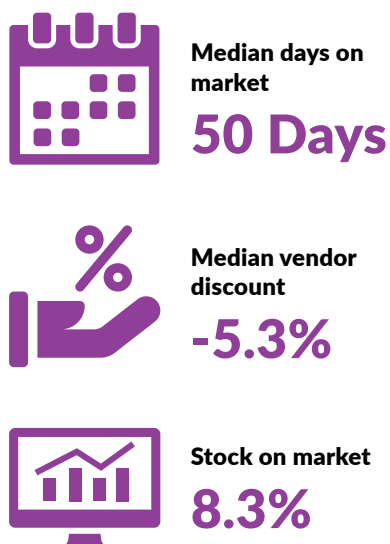
The Darling Downs region has become a renewable energy spot and Toowoomba will also reap the benefits from these kind of projects. The \$1 billion Bulli Creek Solar Farm reached development approval in July this year and construction is expected to last between 8 to 10 years.

Another significant renewable energy project is the \$240 million Yarranlea Solar Farm which commenced construction in July this year and will support about 200 jobs during construction. The project will connect to the power grid using the existing Ergon Energy infrastructure, located close to the development site. This will allow transmission of power into the Middle Ridge Bulk Supply Substation for ultimate use of up to 32,000 homes in the Toowoomba and Darling Downs area.

## HOUSE MARKET (<2400M<sup>2</sup>)



## HOUSE MARKET ALL



### Market Outlook

The outlook for the sales market remains steady in 2019 as the economy and the employment market continue performing well.

The strength of the regional economy will also continue supporting a solid rental market for the upcoming year.

Toowoomba remains as an attractive location for industrial and business investment, supporting a diversified economy and consistent demand for rental accommodation from workers relocating to the region.

### HOUSE MARKET (<2400m<sup>2</sup>)

The house median price fell 3.4 per cent over the quarter, to \$338,000.

Looking at the annual data, the house market performed better compared to the September quarter. The annual median price increased a modest 0.6 per cent, from \$350,000 in September 2017 to \$352,000 in September 2018.

Houses in North Toowoomba, Crows Nest and Mount Lofty were the top performers for the past year. Annual median house prices in these locations reached a double-digit annual growth in the range of 10 per cent to 17.5 per cent.

The annual median house price in the local government area increased \$37,000 for the past five years, from \$315,000 in September 2013 to \$352,000 in September 2018.

### Smallest Stock on Market<sup>#1</sup>

The percentage stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Rockville (7.1%, \$281,750)
- Darling Heights (7.3%, \$338,000)
- Toowoomba City (7.3%, \$343,500)
- East Toowoomba (7.3%, \$500,000)
- Centenary Heights (7.4%, \$350,000)

With the exception of East Toowoomba, all these suburbs reported an annual median sale price below the local government area's annual median price of \$352,000. The affordability factor may discourage current owners to list the property for sale, supporting a lower stock on market compared to the region.

Most of the suburbs, with the exception of Darling Heights are located less than 4.5 km to the city, which makes an attractive location for current owners and reduces the likelihood to list the property for sale.

### General Activity

Annual sales volumes fell about 11 per cent, from 2190 in September 2017 to 1951 in September 2018.

Annual listing volumes, on the other hand, increased nearly 6 per cent for the year to August 2018, putting upward pressure on the negotiated vendor discount from 4.8 per cent in August last year to 5.3 per cent in August this year.

Median days on market trends revealed that the length to reach a house sale remained stable at about 50 days for the past 12 months.

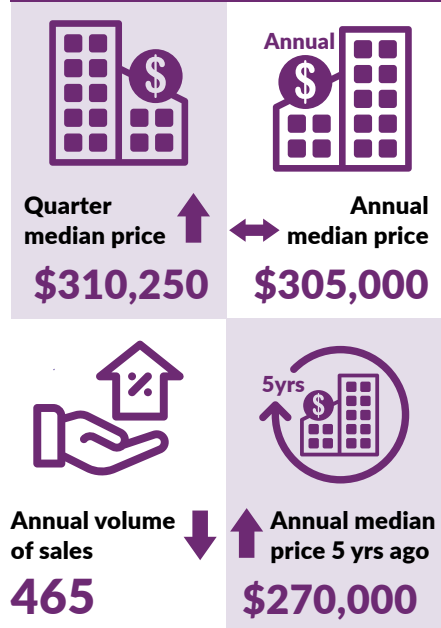
### UNIT MARKET

Median unit price trends have showed characteristics of a stable market for the past quarter and the past year.

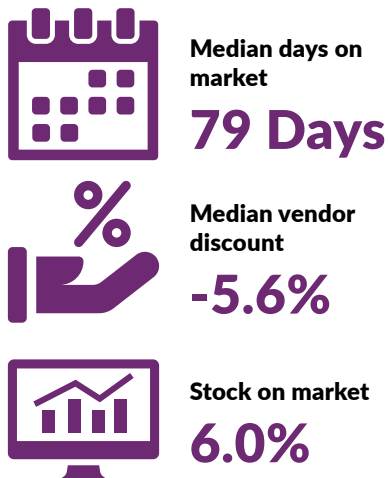
The annual median unit price held steady at \$305,000 in September 2017



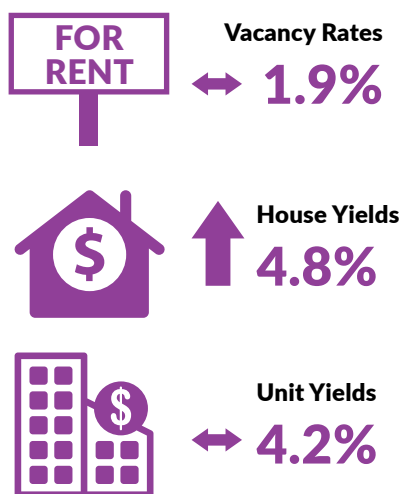
## UNIT MARKET



## UNIT MARKET

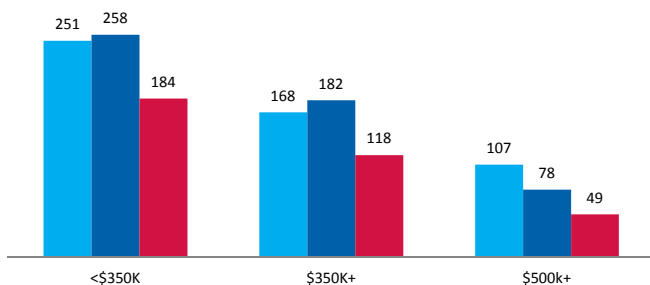


## RENTAL MARKET



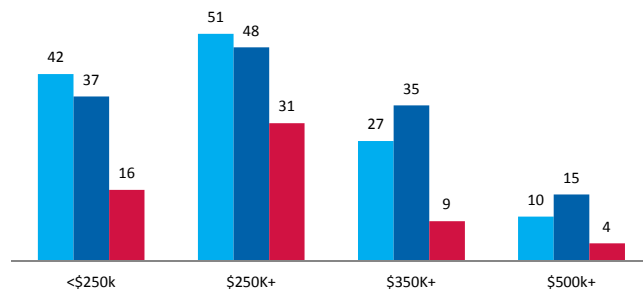
## TOOWOOMBA HOUSE SALES

■ Mar-18 ■ Jun-18 ■ Sep-18 \*

\*Preliminary data  
Houses<2400m<sup>2</sup>

## TOOWOOMBA UNIT SALES

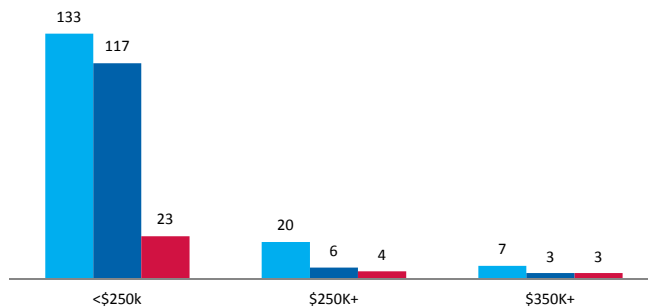
■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data

## TOOWOOMBA LAND SALES

■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data



*"The September 2018 announcement of the \$35 million Qantas pilot academy at the Toowoomba's Wellcamp Airport is a win for the region and it is expected to be operational by mid-2019."*

and September 2018. This compares to the annual median unit price of \$270,000 in September 2013.

Units in East Toowoomba were the strongest performers in the region, achieving an annual median price growth of 9 per cent for the past 12 months, to an annual median of \$365,000.

The annual volume of unit sales fell nearly 23 per cent for the past 12 months, which has resulted on an increase on the median vendor discount from 5.1 per cent in August 2017 to 5.6 per cent in August 2018.

The most popular price range for units fluctuates in the range of \$250,000 to \$350,000, representing about 50 per cent of the unit sales in the region.

Units in Toowoomba need about 79 days to reach a contract of sale. This timeframe sits in the middle of the range for all the areas analysed in the QMM.

#### **RENTAL MARKET**

Toowoomba remains as a solid rental market with vacancies of 1.9 per cent holding within the tight range for a third consecutive quarter.

The rental market, particularly for medium-to-high density dwellings, has experienced an influx of rental stock for the past few years. However, the current tight vacancies demonstrate that demand is now catching up with supply as vacancies have fallen to similar levels of the long-term average.

Median rents for a number of dwellings, with the exception of two-bedroom townhouses, have trended upwards or held steady for the past year. Three-bedroom townhouses have seen the largest increase in demand as median rents increased 6.5 per cent or \$20 a week for the past 12 months.

House yields rose from 4.4 per cent in June to 4.8 per cent in September due to an increase in the weekly median rent of three-bedroom houses over the quarter. The September fall on the quarterly median house price also contributed to the increase in rental returns for house investors.

Indicative gross unit yields generally outperform the indicative gross house yields across the largest local government areas in Queensland. However, in the case of Toowoomba, investors could expect higher indicative gross yields for houses of 4.8 per cent compared to units of 4.2 per cent.



## SALES MARKET - HOUSES <2400m<sup>2</sup>

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
<b>TOOWOOMBA (LGA)</b>	<b>358</b>	<b>\$338,000</b>	<b>-3.4%</b>	<b>1951</b>	<b>\$352,000</b>	<b>\$350,000</b>	<b>0.6%</b>	<b>\$315,000</b>	<b>11.7%</b>
<b>TOOWOOMBA (LGA) ^</b>	<b>69</b>	<b>\$519,000</b>	<b>-4.8%</b>	<b>455</b>	<b>\$530,000</b>	<b>\$503,000</b>	<b>5.4%</b>	<b>\$454,000</b>	<b>16.7%</b>
CENTENARY HEIGHTS	16	N/A	N/A	107	\$350,000	\$370,000	-5.4%	\$326,500	7.2%
CROWS NEST	4	N/A	N/A	33	\$320,000	\$286,000	11.9%	\$247,000	29.6%
DARLING HEIGHTS	12	N/A	N/A	53	\$338,000	\$342,500	-1.3%	\$314,000	7.6%
EAST TOOWOOMBA	17	N/A	N/A	88	\$500,000	\$495,000	1.0%	\$380,000	31.6%
GLENVALE	10	N/A	N/A	74	\$355,000	\$357,500	-0.7%	\$336,000	5.7%
GLENVALE ^	5	N/A	N/A	15	N/A	\$556,000	N/A	\$495,000	N/A
HARLAXTON	13	N/A	N/A	38	\$280,000	\$281,250	-0.4%	\$265,000	5.7%
HARRISTOWN	26	\$316,500	-2.7%	143	\$302,000	\$320,000	-5.6%	\$275,000	9.8%
HIGHFIELDS	6	N/A	N/A	47	\$479,000	\$465,000	3.0%	\$450,000	6.4%
HIGHFIELDS ^	11	N/A	N/A	78	\$538,500	\$524,000	2.8%	\$470,000	14.6%
KEARNEYS SPRING	26	\$385,000	-3.8%	125	\$388,750	\$377,500	3.0%	\$344,500	12.8%
KINGSTHORPE	2	N/A	N/A	15	N/A	\$320,000	N/A	\$280,000	N/A
KLEINTON	3	N/A	N/A	37	\$514,500	\$500,000	2.9%	\$446,000	15.4%
MERINGANDAN WEST ^	6	N/A	N/A	20	\$449,000	\$402,500	11.6%	\$301,500	48.9%
MIDDLE RIDGE	17	N/A	N/A	95	\$515,000	\$524,900	-1.9%	\$458,000	12.4%
MOUNT LOFTY	11	N/A	N/A	77	\$485,000	\$440,000	10.2%	\$343,500	41.2%
NEWTOWN	33	\$296,250	-3.7%	159	\$305,000	\$308,000	-1.0%	\$265,000	15.1%
NORTH TOOWOOMBA	12	N/A	N/A	53	\$350,000	\$298,000	17.5%	\$270,000	29.6%
Oakey	6	N/A	N/A	41	\$230,000	\$220,000	4.6%	\$215,000	7.0%
PITTSWORTH	2	N/A	N/A	34	\$281,000	\$300,000	-6.3%	\$282,500	-0.5%
RANGEVILLE	28	\$384,000	-13.7%	158	\$440,000	\$427,000	3.0%	\$385,000	14.3%
ROCKVILLE	8	N/A	N/A	46	\$281,750	\$275,000	2.5%	\$244,000	15.5%
SOUTH TOOWOOMBA	22	\$330,000	3.1%	102	\$330,000	\$319,000	3.5%	\$288,000	14.6%
TOOWOOMBA CITY	10	N/A	N/A	32	\$343,500	\$350,000	-1.9%	\$304,500	12.8%
WESTBROOK	10	N/A	N/A	66	\$449,000	\$453,500	-1.0%	\$412,500	8.8%
WILSONTON	13	N/A	N/A	74	\$292,000	\$305,000	-4.3%	\$272,500	7.2%
WILSONTON HEIGHTS	10	N/A	N/A	44	\$250,000	\$289,500	-13.6%	\$265,000	-5.7%
WYREEMA	6	N/A	N/A	18	N/A	\$332,500	N/A	\$292,000	N/A

### SURROUNDS

<b>GOONDIWINDI (LGA)</b>	<b>10</b>	<b>N/A</b>	<b>N/A</b>	<b>95</b>	<b>\$290,000</b>	<b>\$275,000</b>	<b>5.5%</b>	<b>\$210,000</b>	<b>38.1%</b>
GOONDIWINDI	8	N/A	N/A	69	\$320,000	\$312,500	2.4%	\$268,000	19.4%

<b>SOUTHERN DOWNS (LGA)</b>	<b>52</b>	<b>\$238,000</b>	<b>-9.5%</b>	<b>375</b>	<b>\$250,000</b>	<b>\$250,000</b>	<b>0.0%</b>	<b>\$236,000</b>	<b>5.9%</b>
<b>SOUTHERN DOWNS (LGA) ^</b>	<b>27</b>	<b>\$326,000</b>	<b>-3.6%</b>	<b>175</b>	<b>\$347,061</b>	<b>\$360,000</b>	<b>-3.6%</b>	<b>\$285,000</b>	<b>21.8%</b>
STANTHORPE	12	N/A	N/A	84	\$255,000	\$257,500	-1.0%	\$226,500	12.6%
WARWICK	24	\$250,000	-14.4%	191	\$265,000	\$250,000	6.0%	\$245,000	8.2%

<b>WESTERN DOWNS (LGA)</b>	<b>46</b>	<b>\$180,000</b>	<b>-2.7%</b>	<b>264</b>	<b>\$190,000</b>	<b>\$190,000</b>	<b>0.0%</b>	<b>\$300,000</b>	<b>-36.7%</b>
<b>WESTERN DOWNS (LGA) ^</b>	<b>16</b>	<b>N/A</b>	<b>N/A</b>	<b>103</b>	<b>\$275,000</b>	<b>\$328,000</b>	<b>-16.2%</b>	<b>\$412,500</b>	<b>-33.3%</b>
CHINCHILLA	13	N/A	N/A	71	\$185,000	\$195,000	-5.1%	\$375,000	-50.7%
DALBY	26	\$211,000	-4.1%	137	\$220,000	\$230,000	-4.4%	\$250,000	-12.0%
DALBY ^	3	N/A	N/A	32	\$375,000	\$395,000	-5.1%	\$461,500	-18.7%

## 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
<b>TOOWOOMBA (LGA)</b>	<b>60</b>	<b>\$310,250</b>	<b>0.1%</b>	<b>465</b>	<b>\$305,000</b>	<b>\$305,075</b>	<b>0.0%</b>	<b>\$270,000</b>	<b>13.0%</b>
CENTENARY HEIGHTS	5	N/A	N/A	24	\$334,950	\$370,000	-9.5%	\$321,298	4.2%
EAST TOOWOOMBA	8	N/A	N/A	65	\$365,000	\$334,750	9.0%	\$245,000	49.0%
HARRISTOWN	5	N/A	N/A	32	\$305,000	\$303,250	0.6%	\$249,000	22.5%
HIGHFIELDS	0	N/A	N/A	6	N/A	\$386,000	N/A	\$316,500	N/A
KEARNEYS SPRING	3	N/A	N/A	42	\$294,750	\$288,500	2.2%	\$275,000	7.2%
NEWTOWN	7	N/A	N/A	52	\$252,500	\$299,950	-15.8%	\$235,000	7.4%
RANGEVILLE	5	N/A	N/A	31	\$370,000	\$368,500	0.4%	\$315,000	17.5%
SOUTH TOOWOOMBA	6	N/A	N/A	52	\$319,500	\$329,000	-2.9%	\$239,000	33.7%
WILSONTON	4	N/A	N/A	25	\$290,000	\$294,000	-1.4%	\$241,000	20.3%

## SALES MARKET - VACANT LAND <2400m<sup>2</sup>

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
<b>TOOWOOMBA (LGA)</b>	<b>19</b>	<b>N/A</b>	<b>N/A</b>	<b>323</b>	<b>\$180,000</b>	<b>\$175,000</b>	<b>2.9%</b>	<b>\$154,000</b>	<b>16.9%</b>
<b>TOOWOOMBA (LGA) ^</b>	<b>11</b>	<b>N/A</b>	<b>N/A</b>	<b>97</b>	<b>\$205,000</b>	<b>\$233,000</b>	<b>-12.0%</b>	<b>\$155,000</b>	<b>32.3%</b>
CRANLEY	0	N/A	N/A	3	N/A	\$153,750	N/A	\$152,000	N/A
GLENVALE	0	N/A	N/A	19	N/A	\$167,500	N/A	\$160,000	N/A
KEARNEYS SPRING	2	N/A	N/A	58	\$197,000	\$194,500	1.3%	\$160,250	22.9%
KLEINTON	2	N/A	N/A	25	\$193,000	\$195,750	-1.4%	\$150,250	28.5%
MIDDLE RIDGE	2	N/A	N/A	6	N/A	\$281,250	N/A	\$201,500	N/A
WESTBROOK	2	N/A	N/A	26	\$205,000	\$209,250	-2.0%	\$153,300	33.7%
WYREEMA	1	N/A	N/A	9	N/A	\$165,000	N/A	\$112,000	N/A

### SURROUNDS

<b>SOUTHERN DOWNS (LGA)</b>	<b>7</b>	<b>N/A</b>	<b>N/A</b>	<b>60</b>	<b>\$94,000</b>	<b>\$90,000</b>	<b>4.4%</b>	<b>\$79,000</b>	<b>19.0%</b>
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## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>TOOWOOMBA REGIONAL</b>	<b>\$310</b>	<b>504</b>	<b>\$300</b>	<b>616</b>	<b>\$295</b>	<b>654</b>
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonton	\$310	391	\$300	474	\$300	525
4352	Cabarlah/Gowrie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcott/Wyreema	\$330	29	\$320	35	\$310	28
4355	Crows Nest/Emu Creek	\$268	8	\$275	14	\$260	7
4356	Pittsworth/Mount Tyson	\$273	12	\$295	19	\$270	17
4357	Millmerran	\$280	5	\$258	8	\$250	7
4358	Cambooya/Ramsay	\$325	10	N/A	4	N/A	1
4361	Clifton	N/A	4	\$285	5	\$225	6
4400	Kingsthorpe	\$300	5	\$265	7	N/A	4
4401	Oakey	\$263	26	\$253	30	\$270	41
	<b>GOONDIWINDI REGIONAL</b>	<b>\$290</b>	<b>31</b>	<b>\$280</b>	<b>33</b>	<b>\$275</b>	<b>51</b>
4387	Inglewood	N/A	2	N/A	2	\$230	9
4390	Goondiwindi	\$300	21	\$295	25	\$300	33
	<b>SOUTHERN DOWNS REGIONAL</b>	<b>\$270</b>	<b>123</b>	<b>\$265</b>	<b>140</b>	<b>\$240</b>	<b>179</b>
4362	Allora/Hendon/Talgai/Berat/Deuchar	N/A	3	\$250	6	\$260	9
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$260	56	\$265	86	\$250	100
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$320	48	\$293	32	\$240	56
	<b>WESTERN DOWNS REGIONAL</b>	<b>\$240</b>	<b>105</b>	<b>\$230</b>	<b>112</b>	<b>\$350</b>	<b>129</b>
4405	Dalby	\$250	62	\$253	66	\$320	61
4410	Jandowae	N/A	1	N/A	3	\$230	5
4413	Chinchilla	\$220	24	\$180	30	\$440	45
4415	Miles	\$200	9	\$278	6	\$550	9

RENTAL MARKET - 2 BED UNITS							
POST CODE	LOCALITY:	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$250	382	\$249	452	\$235	356
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonton	\$250	354	\$250	424	\$240	340
4352	Cabarlah/Gowrie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcott/Wyreema	\$250	8	\$244	8	N/A	1
4401	Oakey	\$230	9	\$209	8	\$205	9
4614	Yarraman	N/A	1	N/A	1	N/A	2
GOONDIWINDI REGIONAL		\$235	24	\$200	41	\$180	20
4390	Goondiwindi	\$240	23	\$200	41	\$180	19
SOUTHERN DOWNS REGIONAL		\$220	61	\$210	57	\$200	58
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$230	42	\$218	38	\$200	40
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$215	18	\$200	18	\$200	16
WESTERN DOWNS REGIONAL		\$170	63	\$165	54	\$250	35
4405	Dalby	\$170	35	\$180	33	\$230	18
4413	Chinchilla	\$170	21	\$143	16	\$380	10

RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOOWOOMBA REGIONAL	\$330	19	\$310	37	\$275	25
4350	Centenary Heights/Darling Heights/Drayton/ Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/ Rangeville/Rockville/Toowoomba/Westbrook/ Wilsonton	\$330	19	\$310	37	\$275	25
	SOUTHERN DOWNS REGIONAL	\$258	8	N/A	4	N/A	1
4370	Warwick/Rosenthal Heights/Womina/ Freestone/Maryvale	\$258	8	N/A	3	N/A	1
	WESTERN DOWNS REGIONAL	\$215	7	\$180	12	\$450	8
4405	Dalby	N/A	1	N/A	1	N/A	1
4413	Chinchilla	\$215	5	\$180	11	\$475	7





# Sunshine Coast SD<sup>1</sup>

## EMPLOYMENT MARKET

### SUNSHINE COAST SA4



Unemployment Rate

**6.4%**



Participation Rate

**62.2%**

## Boom town

The Sunshine Coast SD residential property market performed well for the past quarter, the past year and the past five years.

Noosa definitely holds the title of the best performer of the areas analysed in the QMM, with houses units and even vacant land performing very strongly over the past year.

Noosa's annual median house price increased a stellar 8.7 per cent. The unit market actually outperformed the house market, reaching a double-digit annual price growth of 12.2 per cent. Once again, vacant land outperformed the house and unit markets as the annual median price increased a solid 13.6%.

Noosa's annual median price reached a new high of \$715,000 for houses, \$550,000 for units and \$335,000 for vacant land in September this year. Based on the annual median prices, a typical unit Noosa may be more expensive than a typical house in Outer Brisbane including Ipswich, Logan, Moreton Bay and Redland.

## DEMOGRAPHICS

### SUNSHINE COAST SD



Population

**365,839**



Median age

**44Yrs**



% owner-occupied dwellings with a mortgage

**32.8%**



% owner-occupied dwellings mortgage-free

**34.0%**

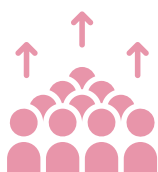


% rental dwellings

**28.9%**

## DEMOGRAPHICS

### SUNSHINE COAST LGA



Population

**311,211**



Median age

**43Yrs**



% owner-occupied dwellings with a mortgage

**33.1%**



% owner-occupied dwellings mortgage-free

**33.1%**



% rental dwellings

**29.6%**

## DEMOGRAPHICS

### NOOSA



Population

**54,654**



Median age

**48Yrs**



% owner-occupied dwellings with a mortgage

**31.4%**



% owner-occupied dwellings mortgage-free

**39.1%**



% rental dwellings

**25.3%**





The Sunshine Coast LGA house and unit markets have not disappointed property owners. The annual median house price increased 5.5 per cent, to a new high of \$580,000. Similarly, the annual median unit price increased a modest 1.8 per cent, to \$415,000.

Sunshine Coast SD vacancies held steady at 2 per cent, with the sub-regions moving at different speeds, but all performing reasonably well.

Median rents for most type of dwellings throughout the Sunshine Coast SD generally trended upwards for the past year, reflecting the increase in demand for rental accommodation.

Noosa has become a preferred destination for owner-occupiers,

limiting the rental stock and putting upward pressure on rents and downward pressure on vacancies.

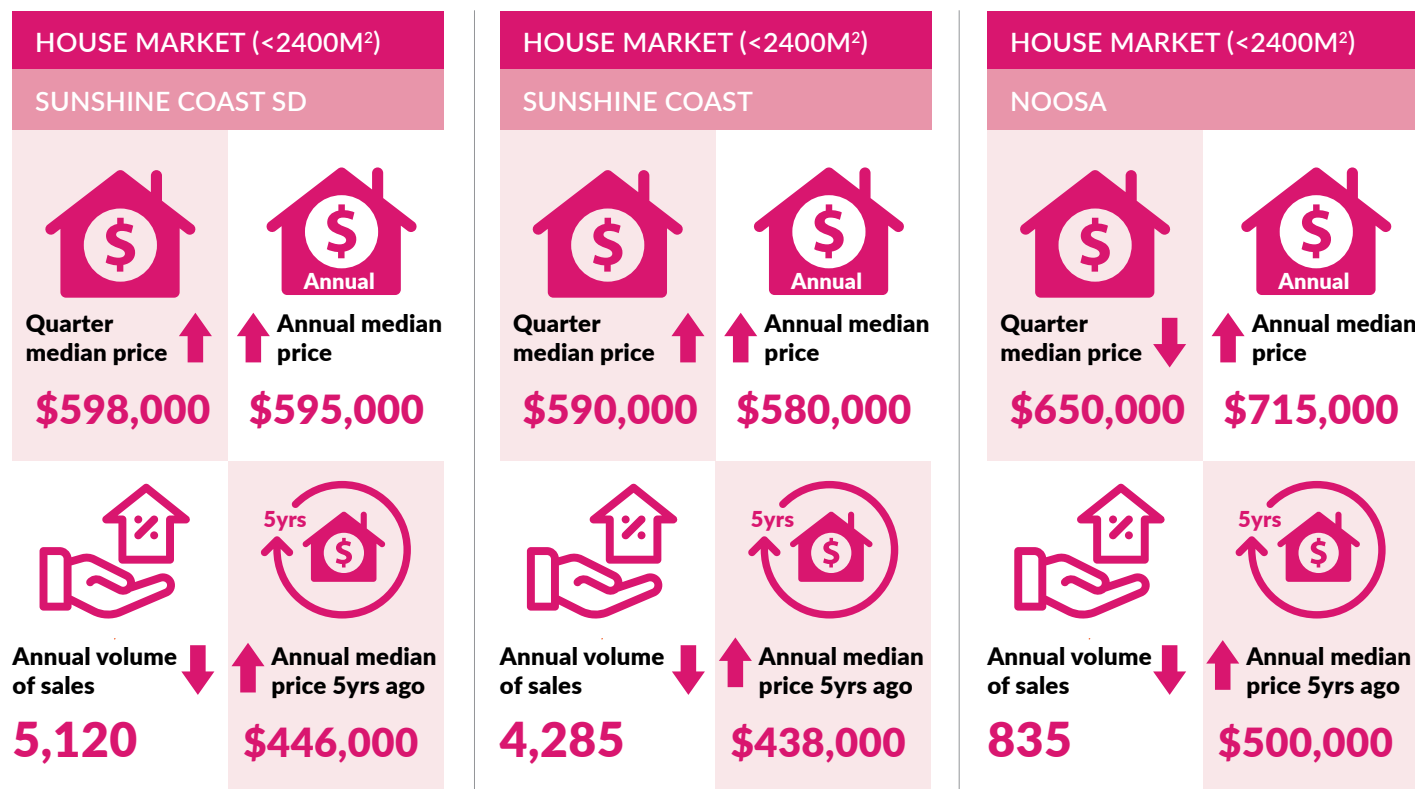
#### **Regional Economy and Infrastructure Investment**

The regional economy continued performing reasonably well with a number of infrastructure projects driving economic development and growth. Although, more employment opportunities are needed to meet the demand from population growth.

Following the \$15 million approved funding assistance from the state government, the 9600 km submarine cable between Japan, Guam and Australia will be connected to a new landing station at the Maroochydore City Centre.

This local government initiative will promote regional economic





diversification, reduce the internet connection costs for Queenslanders and improve speed, reliability and capacity improvements for the state. The business case for the project reveals that its implementation will create up to 864 new jobs and could add \$927 million to the Queensland economy.

The \$40 million upgrade of the Sunshine Coast Stadium at Bokarina is under early planning stage with the Council seeking funding.

About 9000 new people entered the regional job market for the past year, taking the employment level to 178,600 in September 2018.

Despite the increase in the number of employed persons, the unemployment rate increased from 4.9 per cent in September 2017 to 6.4 per cent in September 2018.

The increase in the participation rate from 59.7 per cent in September 2017 to 62.2 per cent in September this year drove the higher unemployment levels. This means that more people over the age of 15 years decided to look for a job in the region for the past 12 months.

#### Market Outlook

The Sunshine Coast SD sales market has been classified as a rising market for both houses and units. Its outlook is positive in 2019. However, property prices will most likely increase at a slower pace compared to this year or they may even hold steady at some point next year.

This is not a matter for concern as it is just an adjustment on the cycle partially resulting from the tightening in the lending market.

The 2019 outlook for the rental market is stable with vacancies potentially remaining within the tight to healthy range, and rents most likely stabilising over the months ahead.

A faster increase in employment opportunities is required to support a stronger regional economy and a solid forecast of the property market.

#### HOUSE MARKET (<2400m<sup>2</sup>)

The Sunshine Coast SD house market has been a solid performer for the past year and the past five years.

With an annual median house price of \$715,000 the Noosa house market is the most prestigious (i.e. expensive!) house market in Queensland, \$40,000 higher than the median house price in the Brisbane LGA.

Looking at the medium-term data, median house prices in Noosa increased 43 per cent, from an annual median of \$500,000 in September 2013. The five-year increase was equivalent to a gain in median prices of \$215,000 for the past five years or \$43,000 a year.

Houses in the Sunshine Coast LGA have also performed strongly. The annual median house price increased 5.5 per cent, from \$550,000 in September 2017 to \$580,000 in September 2018.

Over the medium-term, the annual median house price in the Sunshine Coast LGA gained \$142,000 in value or the equivalent to \$28,400 a year.

According to the QMM, a total of 15 suburbs in the Sunshine Coast SD reported a double-digit annual house price growth in the range of 10 per cent to 60 per cent. These suburbs are Minyama, Sunshine Beach, Mount Coolum, Twin Waters, Noosa Heads, Pelican Waters, Landsborough, Noosaville, Coes Creek, Mooloolaba, Wurtulla, Woombye, Sunrise Beach, Yaroomba and Mountain Creek.

#### Smallest Stock on Market<sup>#1</sup>

The stock on market is the percentage of dwellings that have



## HOUSE MARKET ALL

## SUNSHINE COAST SD

Median days on  
market

43 Days

Median vendor  
discount

-3.9%

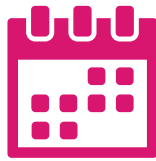


Stock on market

8.1%

## HOUSE MARKET ALL

## SUNSHINE COAST

Median days on  
market

40 Days

Median vendor  
discount

-3.7%

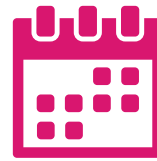


Stock on market

8.7%

## HOUSE MARKET ALL

## NOOSA

Median days on  
market

54 Days

Median vendor  
discount

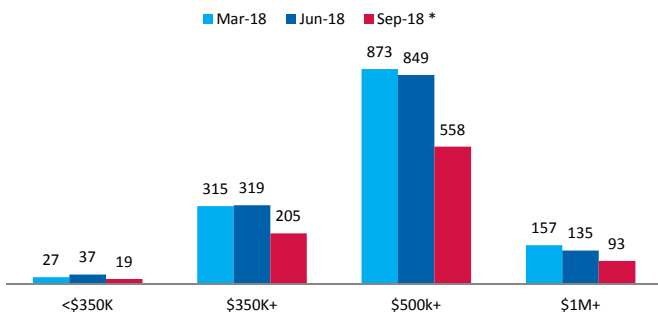
-5.7%



Stock on market

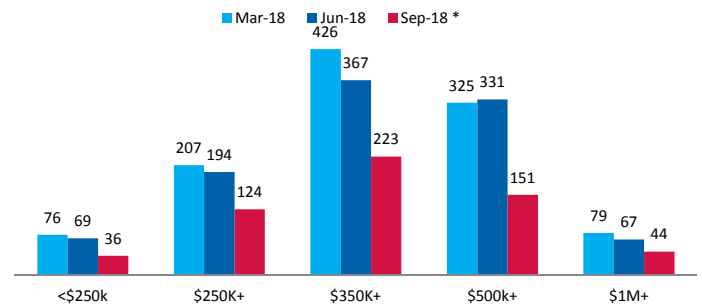
10.2%

## SUNSHINE COAST &amp; NOOSA HOUSE SALES



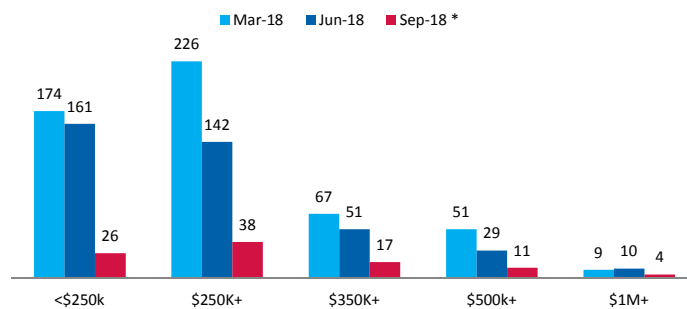
\*Preliminary data  
Houses<2400m<sup>2</sup>

## SUNSHINE COAST &amp; NOOSA UNIT SALES

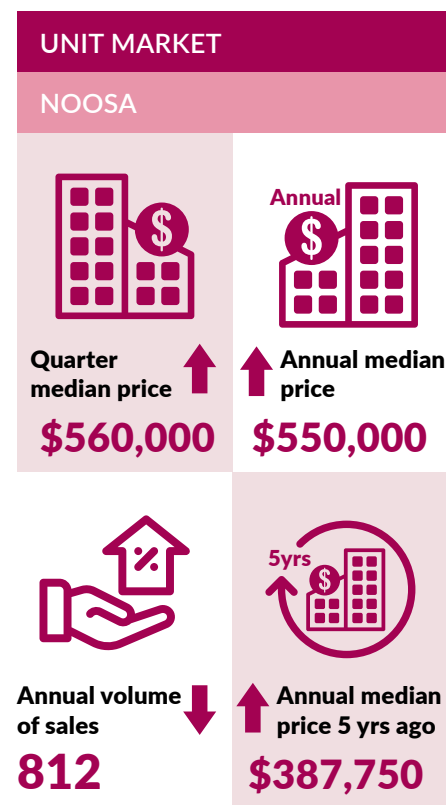
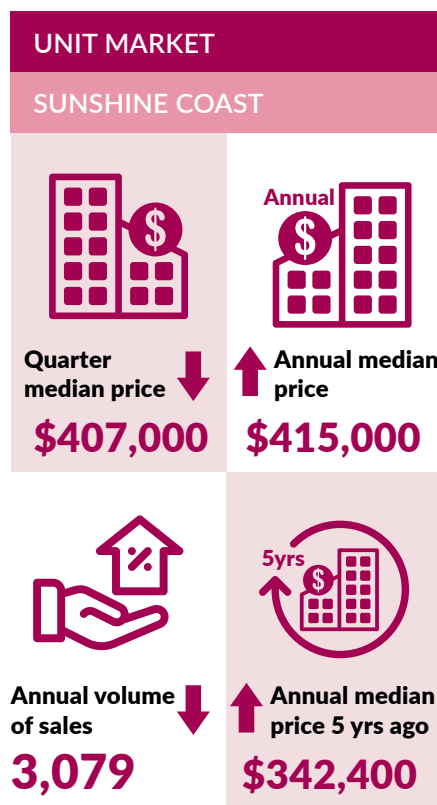
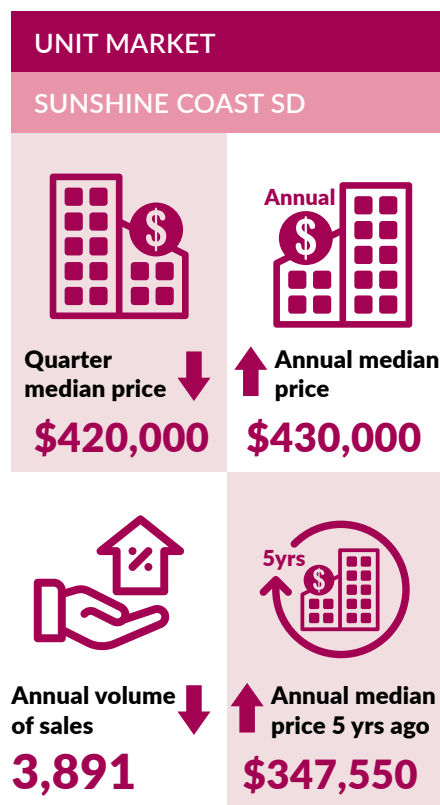


\*Preliminary data

## SUNSHINE COAST &amp; NOOSA LAND SALES



\*Preliminary data



been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Currumundi (4.6%, \$550,000) – Sunshine Coast LGA
- Dicky Beach (4.6%, \$770,000) – Sunshine Coast LGA
- Marcoola (5%, \$610,000) – Sunshine Coast LGA
- Bokarina (5.5%, \$659,000) – Sunshine Coast LGA
- Buddina (5.7%, \$784,000) – Sunshine Coast LGA

All the listed suburbs are waterfront suburbs, making them highly attractive for ownership retention and supporting the lowest stock on market compared to the local government area of 8.7 per cent.

#### 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 four-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 the September quarter was \$395,000 to \$450,000 higher than the March range of \$382,250 to \$430,000.

#### General Activity

Regional market conditions for vendors have become more complex as sales volumes are trending downwards.

Annual house sales volumes fell 14 per cent for the year to September in the Sunshine Coast SD.

Annual listing volumes in the Sunshine Coast LGA increased 12.7

per cent for the year to August 2018. However, house listing volumes in Noosa fell slightly as owners are selecting to retain ownership for longer in the aim to increase capital growth.

No significant changes to median days on market and median vendor discount in the Sunshine Coast SD.

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

Despite the annual fall in unit sales volumes of nearly 20 per cent, the Sunshine Coast SD unit market median price grew 3.1 per cent, from \$417,000 in September 2017 to \$430,000 in September 2018.

The unit market in Noosa is the most expensive unit market across the state, with an annual median of \$550,000. A typical unit in Brisbane LGA has an annual median price about \$110,000 more affordable than a unit in Noosa.

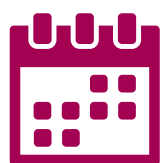
Looking at the medium-term data, the unit market performance in the Sunshine Coast SD was the strongest of all areas analysed in the QMM. The median unit price increased 23.7 per cent, from \$347,550 in September 2013 to \$430,000 in September 2018.

According to the QMM, a total of 4 suburbs in the Sunshine Coast SD reported a double-digit annual house price growth in the range of 17 per cent to 31 per cent. These suburbs are Noosa Heads, Sunrise Beach, Peregrine Beach and Noosaville. All of these suburbs are located in Noosa Shire.

Once again units in Noosa were the best performers over the medium-term, increasing in value \$162,250 for the past five years or the equivalent to \$32,450 a year.

## UNIT MARKET

### SUNSHINE COAST SD



Median days on market

**53 Days**



Median vendor discount

**-3.8%**

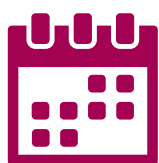


Stock on market

**9.5%**

## UNIT MARKET

### SUNSHINE COAST



Median days on market

**48 Days**



Median vendor discount

**-3.5%**

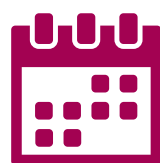


Stock on market

**7.8%**

## UNIT MARKET

### NOOSA



Median days on market

**42 Days**



Median vendor discount

**-3.4%**



Stock on market

**7.7%**

## RENTAL MARKET

### SUNSHINE COAST SD



Vacancy Rates

**↔ 2.0%**

## RENTAL MARKET

### SUNSHINE COAST



Vacancy Rates

**↔ 2.1%**



House Yields

**↔ 4.0%**



Unit Yields

**↔ 4.7%**

## RENTAL MARKET

### NOOSA



Vacancy Rates

**↓ 1.8%**



House Yields

**↑ 3.9%**



Unit Yields

**↔ 3.8%**

Median days on market has shortened across the region, from 57 days in August 2017 to 51 days in August 2018. Median vendor discount held relatively unchanged at 3.8 per cent in August 2018.

### RENTAL MARKET

Vacancies in the Sunshine Coast SD held steady at 2 per cent over the September quarter.

Noosa vacancies tightened 0.7 percentage points, from 2.5 per cent in June to 1.8 per cent in September. The quarterly fall in the number of rental bonds lodged to the RTA of 1.2 per cent along with the tightening of vacancies reveal a fall in the regional rental

supply driven by the conversion of rental dwellings to owner-occupier dwellings.

The Sunshine Coast LGA rental market experienced an easing of vacancies from 1.8 per cent in June to 2.1 per cent in September this year.

The rental markets in the sub-regions of Caloundra and Maroochydore continued operating within the tight range, although their vacancies eased in the range of 0.3 to 0.4 percentage points this quarter.





#### MOST EXPENSIVE SUBURBS - HOUSES <2400M<sup>2</sup>

SUBURB	LGA	ANNUAL MEDIAN SALE	1YR CHANGE
SUNSHINE BEACH	NOOSA	\$1,635,000	41.0%
MINYAMA	SUNSHINE COAST	\$1,396,000	59.8%
NOOSA HEADS	NOOSA	\$1,120,000	20.4%
NOOSAVILLE	NOOSA	\$1,050,000	14.1%
ALEXANDRA HEADLAND	SUNSHINE COAST	\$1,035,000	4.3%

#### MOST AFFORDABLE SUBURBS - HOUSES <2400M<sup>2</sup>

SUBURB	LGA	ANNUAL MEDIAN SALE	1YR CHANGE
NAMBOUR	SUNSHINE COAST	\$395,000	5.6%
YANDINA	SUNSHINE COAST	\$425,000	1.2%
BURNSIDE	SUNSHINE COAST	\$438,000	6.2%
LANDSBOROUGH	SUNSHINE COAST	\$440,000	14.3%
COES CREEK	SUNSHINE COAST	\$450,000	13.9%

#### MOST EXPENSIVE SUBURBS - UNITS

SUBURB	LGA	ANNUAL MEDIAN SALE	1YR CHANGE
NOOSA HEADS	NOOSA	\$785,000	23.6%
SUNSHINE BEACH	NOOSA	\$701,000	4.2%
PEREGIAN BEACH	NOOSA	\$567,500	20.7%
SUNRISE BEACH	NOOSA	\$545,000	22.2%
PEREGIAN SPRINGS	SUNSHINE COAST	\$515,900	30.6%

#### MOST AFFORDABLE SUBURBS - UNITS

SUBURB	LGA	ANNUAL MEDIAN SALE	1YR CHANGE
NAMBOUR	SUNSHINE COAST	\$281,000	-1.1%
BATTERY HILL	SUNSHINE COAST	\$285,000	9.6%
WARANA	SUNSHINE COAST	\$333,000	-4.9%
COOROY	NOOSA	\$347,000	-6.2%
MARCOOLA	SUNSHINE COAST	\$365,000	-0.7%

*"Noosa has become a preferred destination for owner-occupiers, limiting the rental stock and putting upward pressure on rents and downward pressure on vacancies."*

The Sunshine Coast rental market was able to absorb about 860 net new rentals for the past year, operating in the tight range.

Anecdotal evidence from property managers reveals investors are more motivated to dispose of the property investment. Investors have expressed concerns about the impact of the renting reform and the potential change on property tax concessions in light of the federal election next year.

Median rents for three-bedroom houses, two-bedroom units and three-bedroom townhouses have generally trended upwards in the Sunshine Coast local government area and Noosa Shire for the past year. The main exception was the rental market for three-bedroom townhouses in Noosa which has seen large rent drops as demand has stabilised.

Investors in Noosa rely on capital growth as gross yields sit within the low end of the range of all areas analysed in the QMM.

Indicative gross yields for houses increased from 3.5 per cent in June to 3.9 per cent in September.

Unit investors in the Sunshine Coast LGA are expected to achieve about a 0.9 percentage points higher return on investment compared to Noosa unit investors.

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

## SALES MARKET - HOUSES <2400m<sup>2</sup>

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
<b>SUNSHINE COAST (SD)</b>	<b>922</b>	<b>\$598,000</b>	<b>1.1%</b>	<b>5120</b>	<b>\$595,000</b>	<b>\$560,000</b>	<b>6.3%</b>	<b>\$446,000</b>	<b>33.4%</b>
<b>SUNSHINE COAST (SD) ^</b>	<b>211</b>	<b>\$725,000</b>	<b>3.6%</b>	<b>1184</b>	<b>\$699,000</b>	<b>\$660,000</b>	<b>5.9%</b>	<b>\$515,000</b>	<b>35.7%</b>
<b>SUNSHINE COAST (LGA)</b>	<b>794</b>	<b>\$590,000</b>	<b>1.7%</b>	<b>4285</b>	<b>\$580,000</b>	<b>\$550,000</b>	<b>5.5%</b>	<b>\$438,000</b>	<b>32.4%</b>
<b>SUNSHINE COAST (LGA) ^</b>	<b>143</b>	<b>\$720,750</b>	<b>1.5%</b>	<b>790</b>	<b>\$695,000</b>	<b>\$661,000</b>	<b>5.1%</b>	<b>\$515,000</b>	<b>35.0%</b>
ALEXANDRA HEADLAND	11	N/A	N/A	31	\$1,035,000	\$992,500	4.3%	\$740,000	39.9%
AROONA	11	N/A	N/A	64	\$570,000	\$530,975	7.4%	\$440,000	29.5%
BATTERY HILL	8	N/A	N/A	45	\$580,000	\$530,000	9.4%	\$392,500	47.8%
BEERWAH	21	\$481,000	1.8%	107	\$455,500	\$445,000	2.4%	\$370,000	23.1%
BIRTINYA	11	N/A	N/A	63	\$665,000	\$617,000	7.8%	\$584,775	13.7%
BLI BLI	30	\$541,000	6.1%	127	\$540,000	\$519,000	4.1%	\$383,000	41.0%
BOKARINA	5	N/A	N/A	21	\$659,000	\$750,000	-12.1%	\$470,000	40.2%
BUDDINA	16	N/A	N/A	63	\$784,000	\$750,000	4.5%	\$547,000	43.3%
BUDERIM	96	\$649,500	-0.1%	500	\$660,000	\$623,000	5.9%	\$494,500	33.5%
BUDERIM ^	9	N/A	N/A	41	\$1,100,000	\$1,000,000	10.0%	\$865,000	27.2%
BURNSIDE	8	N/A	N/A	51	\$438,000	\$412,500	6.2%	\$334,000	31.1%
CALOUNDRA	3	N/A	N/A	27	\$555,000	\$535,000	3.7%	\$387,500	43.2%
CALOUNDRA WEST	25	\$463,000	-10.5%	135	\$492,500	\$465,000	5.9%	\$395,000	24.7%
COES CREEK	13	N/A	N/A	40	\$450,000	\$395,000	13.9%	\$360,000	25.0%
COOLUM BEACH	22	\$747,350	15.0%	125	\$680,000	\$643,500	5.7%	\$425,000	60.0%
CURRIMUNDI	13	N/A	N/A	77	\$550,000	\$515,000	6.8%	\$415,000	32.5%
DICKY BEACH	5	N/A	N/A	23	\$770,000	\$786,000	-2.0%	\$558,000	38.0%
EUMUNDI	1	N/A	N/A	19	N/A	\$489,000	N/A	\$415,000	N/A
EUMUNDI ^	7	N/A	N/A	38	\$964,000	\$766,500	25.8%	\$660,000	46.1%
GLASS HOUSE MOUNTAINS	13	N/A	N/A	65	\$500,000	\$465,500	7.4%	\$384,500	30.0%
GLASS HOUSE MOUNTAINS ^	6	N/A	N/A	35	\$522,500	\$515,000	1.5%	\$412,500	26.7%
GOLDEN BEACH	13	N/A	N/A	85	\$588,000	\$568,500	3.4%	\$420,000	40.0%
KULUIN	9	N/A	N/A	41	\$505,000	\$470,000	7.5%	\$338,500	49.2%
LANDSBOROUGH	11	N/A	N/A	46	\$440,000	\$385,000	14.3%	\$350,000	25.7%
LITTLE MOUNTAIN	40	\$557,500	-3.0%	153	\$546,000	\$556,500	-1.9%	\$437,500	24.8%
MALENY	5	N/A	N/A	39	\$505,000	\$554,000	-8.8%	\$410,000	23.2%
MALENY ^	4	N/A	N/A	30	\$760,000	\$650,000	16.9%	\$605,500	25.5%
MARCOOLA	9	N/A	N/A	30	\$610,000	\$577,500	5.6%	\$480,000	27.1%
MAROOCHYDORE	39	\$663,000	0.5%	181	\$640,000	\$585,000	9.4%	\$460,000	39.1%
MERIDAN PLAINS	12	N/A	N/A	61	\$527,000	\$504,900	4.4%	\$430,000	22.6%
MINYAMA	9	N/A	N/A	58	\$1,396,000	\$873,750	59.8%	\$856,250	63.0%
MOFFAT BEACH	7	N/A	N/A	49	\$755,000	\$760,000	-0.7%	\$499,500	51.2%
MOOLOOLABA	19	N/A	N/A	79	\$835,000	\$735,000	13.6%	\$580,000	44.0%
MOOLOOLAH VALLEY	2	N/A	N/A	33	\$485,000	\$450,000	7.8%	\$355,000	36.6%
MOOLOOLAH VALLEY ^	6	N/A	N/A	30	\$662,500	\$575,000	15.2%	\$496,500	33.4%
MOUNT COOLUM	20	\$606,250	-14.1%	77	\$679,000	\$549,875	23.5%	\$415,000	63.6%
MOUNTAIN CREEK	32	\$640,000	-1.1%	195	\$636,000	\$570,000	11.6%	\$475,000	33.9%
MUDJIMBA	6	N/A	N/A	36	\$718,000	\$695,000	3.3%	\$460,000	56.1%

## SALES MARKET - HOUSES <2400m<sup>2</sup> (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
NAMBOUR	38	\$410,000	5.1%	217	\$395,000	\$374,000	5.6%	\$312,500	26.4%
NINDERRY ^	4	N/A	N/A	22	\$698,500	\$618,000	13.0%	\$495,000	41.1%
PACIFIC PARADISE	7	N/A	N/A	32	\$461,500	\$435,000	6.1%	\$332,750	38.7%
PALMWOODS	18	N/A	N/A	90	\$500,000	\$499,000	0.2%	\$390,000	28.2%
PARREARRA	14	N/A	N/A	74	\$672,500	\$667,500	0.8%	\$537,500	25.1%
PELICAN WATERS	22	\$778,750	3.8%	169	\$767,500	\$670,000	14.6%	\$585,000	31.2%
PEREGIAN SPRINGS	24	\$641,500	-0.9%	142	\$645,000	\$630,025	2.4%	\$526,000	22.6%
SIPPY DOWNS	25	\$540,000	9.0%	175	\$505,000	\$490,000	3.1%	\$405,500	24.5%
TANAWHA ^	3	N/A	N/A	26	\$880,000	\$1,100,000	-20.0%	\$760,000	15.8%
TWIN WATERS	9	N/A	N/A	69	\$930,000	\$755,000	23.2%	\$625,000	48.8%
WARANA	8	N/A	N/A	47	\$667,500	\$651,500	2.5%	\$458,000	45.7%
WOOMBYE	5	N/A	N/A	45	\$485,000	\$431,750	12.3%	\$380,000	27.6%
WURTULLA	19	N/A	N/A	102	\$595,000	\$529,000	12.5%	\$430,000	38.4%
YANDINA	6	N/A	N/A	35	\$425,000	\$420,000	1.2%	\$320,000	32.8%
YAROOMBA	12	N/A	N/A	29	\$749,000	\$670,000	11.8%	\$477,000	57.0%
<b>NOOSA (LGA)</b>	<b>128</b>	<b>\$650,000</b>	<b>-13.9%</b>	<b>835</b>	<b>\$715,000</b>	<b>\$658,000</b>	<b>8.7%</b>	<b>\$500,000</b>	<b>43.0%</b>
<b>NOOSA (LGA) ^</b>	<b>68</b>	<b>\$740,000</b>	<b>10.5%</b>	<b>394</b>	<b>\$699,500</b>	<b>\$651,250</b>	<b>7.4%</b>	<b>\$515,000</b>	<b>35.8%</b>
BLACK MOUNTAIN ^	5	N/A	N/A	36	\$645,000	\$598,000	7.9%	\$527,500	22.3%
COORAN ^	1	N/A	N/A	17	N/A	\$433,000	N/A	\$442,000	N/A
COOROIBAH ^	13	N/A	N/A	30	\$741,000	\$668,000	10.9%	\$591,000	25.4%
COOROY	11	N/A	N/A	63	\$505,000	\$477,500	5.8%	\$394,500	28.0%
DOONAN ^	10	N/A	N/A	79	\$977,500	\$797,500	22.6%	\$650,000	50.4%
NOOSA HEADS	20	\$1,084,000	-12.2%	95	\$1,120,000	\$930,000	20.4%	\$655,000	71.0%
NOOSAVILLE	19	N/A	N/A	135	\$1,050,000	\$920,500	14.1%	\$720,000	45.8%
PEREGIAN BEACH	9	N/A	N/A	78	\$840,000	\$765,000	9.8%	\$597,500	40.6%
POMONA	6	N/A	N/A	22	\$452,500	\$420,000	7.7%	\$330,000	37.1%
POMONA ^	7	N/A	N/A	46	\$668,000	\$556,000	20.1%	\$457,500	46.0%
SUNRISE BEACH	6	N/A	N/A	76	\$825,000	\$735,000	12.2%	\$585,000	41.0%
SUNSHINE BEACH	9	N/A	N/A	55	\$1,635,000	\$1,160,000	41.0%	\$850,000	92.4%
TEWANTIN	31	\$600,000	3.0%	218	\$583,750	\$535,000	9.1%	\$405,000	44.1%



## 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
SUNSHINE COAST (SD)	599	\$420,000	-2.6%	3891	\$430,000	\$417,000	3.1%	\$347,550	23.7%
SUNSHINE COAST (LGA)	468	\$407,000	-1.9%	3079	\$415,000	\$407,500	1.8%	\$342,400	21.2%
ALEXANDRA HEADLAND	20	\$375,000	3.2%	147	\$398,750	\$377,500	5.6%	\$305,000	30.7%
BATTERY HILL	4	N/A	N/A	31	\$285,000	\$260,000	9.6%	\$217,000	31.3%
BIRTINYA	6	N/A	N/A	77	\$460,000	\$465,000	-1.1%	\$420,000	9.5%
BUDDINA	3	N/A	N/A	28	\$416,250	\$495,000	-15.9%	\$331,000	25.8%
BUDERIM	40	\$440,000	10.3%	213	\$420,000	\$412,000	1.9%	\$373,900	12.3%
CALOUNDRA	20	\$490,000	14.0%	156	\$425,000	\$425,000	0.0%	\$350,000	21.4%
CALOUNDRA WEST	5	N/A	N/A	37	\$400,000	\$370,000	8.1%	\$312,500	28.0%
COOLUM BEACH	34	\$392,000	0.6%	194	\$390,000	\$375,000	4.0%	\$341,750	14.1%
CURRIMUNDI	5	N/A	N/A	29	\$450,000	\$410,000	9.8%	\$327,500	37.4%
GOLDEN BEACH	15	N/A	N/A	95	\$427,500	\$400,000	6.9%	\$315,000	35.7%
KINGS BEACH	27	\$455,000	-9.0%	197	\$450,000	\$440,000	2.3%	\$329,500	36.6%
LITTLE MOUNTAIN	4	N/A	N/A	15	N/A	\$332,000	N/A	\$282,500	N/A
MARCOOLA	16	N/A	N/A	86	\$365,000	\$367,500	-0.7%	\$317,500	15.0%
MAROOCHYDORE	67	\$392,000	-11.6%	452	\$435,000	\$420,000	3.6%	\$359,000	21.2%
MINYAMA	2	N/A	N/A	29	\$375,000	\$355,000	5.6%	\$289,000	29.8%
MOFFAT BEACH	4	N/A	N/A	32	\$415,750	\$450,000	-7.6%	\$567,500	-26.7%
MOOLOOLABA	49	\$489,000	24.3%	276	\$415,000	\$427,500	-2.9%	\$342,150	21.3%
MOUNT COOLUM	13	N/A	N/A	79	\$415,000	\$407,750	1.8%	\$320,000	29.7%
MOUNTAIN CREEK	4	N/A	N/A	64	\$408,500	\$430,800	-5.2%	\$379,000	7.8%
NAMBOUR	17	N/A	N/A	94	\$281,000	\$284,250	-1.1%	\$272,500	3.1%
PARREARRA	9	N/A	N/A	76	\$510,000	\$482,500	5.7%	\$345,000	47.8%
PELICAN WATERS	6	N/A	N/A	35	\$470,000	\$515,000	-8.7%	\$440,000	6.8%
PEREGIAN SPRINGS	17	N/A	N/A	170	\$515,900	\$395,000	30.6%	\$240,000	115.0%
TWIN WATERS	2	N/A	N/A	15	N/A	\$565,000	N/A	\$470,000	N/A
WARANA	11	N/A	N/A	39	\$333,000	\$350,000	-4.9%	\$295,250	12.8%
WURTULLA	5	N/A	N/A	21	\$371,000	\$350,000	6.0%	\$315,000	17.8%
NOOSA (LGA)	131	\$560,000	1.8%	812	\$550,000	\$490,000	12.2%	\$387,750	41.8%
COOROY	4	N/A	N/A	29	\$347,000	\$370,000	-6.2%	\$280,000	23.9%
NOOSA HEADS	34	\$850,000	12.6%	232	\$785,000	\$635,000	23.6%	\$484,000	62.2%
NOOSAVILLE	48	\$505,000	1.5%	283	\$475,000	\$404,000	17.6%	\$335,000	41.8%
PEREGIAN BEACH	5	N/A	N/A	45	\$567,500	\$470,000	20.7%	\$370,000	53.4%
SUNRISE BEACH	9	N/A	N/A	61	\$545,000	\$445,875	22.2%	\$308,500	76.7%
SUNSHINE BEACH	18	N/A	N/A	81	\$701,000	\$672,500	4.2%	\$462,500	51.6%
TEWANTIN	11	N/A	N/A	61	\$370,000	\$349,000	6.0%	\$291,000	27.1%

## SALES MARKET - VACANT LAND <2400M<sup>2</sup>

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)	84	\$275,800	7.7%	1402	\$261,000	\$252,500	3.4%	\$230,750	13.1%
SUNSHINE COAST (SD) ^	12	N/A	N/A	205	\$385,000	\$362,750	6.1%	\$295,000	30.5%
SUNSHINE COAST (LGA)	76	\$274,000	9.6%	1271	\$256,900	\$248,150	3.5%	\$229,000	12.2%
SUNSHINE COAST (LGA) ^	10	N/A	N/A	176	\$385,000	\$365,000	5.5%	\$295,000	30.5%
BEERWAH	0	N/A	N/A	6	N/A	\$238,000	N/A	\$199,000	N/A
BIRTINYA	1	N/A	N/A	51	\$263,000	\$275,000	-4.4%	\$288,750	-8.9%
BLI BLI	1	N/A	N/A	26	\$336,475	\$295,500	13.9%	\$220,500	52.6%
CALOUNDRA WEST	0	N/A	N/A	10	N/A	\$221,715	N/A	\$177,950	N/A
FOREST GLEN	0	N/A	N/A	0	N/A	\$350,000	N/A	\$237,250	N/A
GLASS HOUSE MOUNTAINS	1	N/A	N/A	6	N/A	\$233,000	N/A	\$184,250	N/A
LITTLE MOUNTAIN	1	N/A	N/A	9	N/A	\$306,000	N/A	\$222,000	N/A
MALENY	0	N/A	N/A	4	N/A	\$215,000	N/A	\$185,000	N/A
MAROOCHYDORE	0	N/A	N/A	43	\$285,000	\$251,750	13.2%	\$200,000	42.5%
MERIDIAN PLAINS	0	N/A	N/A	5	N/A	\$218,900	N/A	\$265,000	N/A
MOUNTAIN CREEK	0	N/A	N/A	0	N/A	\$409,500	N/A	\$249,500	N/A
NAMBOUR	2	N/A	N/A	41	\$223,500	\$220,000	1.6%	\$165,000	35.5%
PELICAN WATERS	3	N/A	N/A	74	\$389,500	\$362,000	7.6%	\$372,500	4.6%
PEREGIAN SPRINGS	0	N/A	N/A	27	\$388,000	\$425,000	-8.7%	\$257,500	50.7%
SIPPY DOWNS	0	N/A	N/A	0	N/A	\$310,000	N/A	\$211,500	N/A
YAROOMBA	1	N/A	N/A	2	N/A	\$350,000	N/A	\$315,000	N/A
NOOSA (LGA)	8	N/A	N/A	131	\$335,000	\$295,000	13.6%	\$275,000	21.8%
NOOSAVILLE	0	N/A	N/A	10	N/A	\$601,400	N/A	\$277,500	N/A
PEREGIAN BEACH	4	N/A	N/A	52	\$350,000	\$300,000	16.7%	\$600,000	-41.7%

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$450	686	\$440	832	\$385	1007
4518	Glass House Mountains	\$390	7	\$373	8	\$330	11
4519	Beerwah/ Peachester	\$375	23	\$375	19	\$310	22
4550	Landsborough/ Mt Mellum	\$380	8	\$385	12	\$330	11
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$430	163	\$430	184	\$380	138
4552	Bald Knob/ Baron Pocket/ Booroobin/ Conondale/ Maleny/ Mountain View/ Reesville/ Witta	\$450	15	\$450	19	\$360	26
4553	Glenview/ Mooloolah/ Mooloolah Valley/ Palmview	\$470	12	\$370	13	\$365	13
4555	Chevallum/ Hunchy/ Landers Shoot/ Palmwoods	\$450	10	\$400	11	\$345	11
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$470	57	\$460	83	\$400	100
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$465	33	\$463	54	\$410	56
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$485	53	\$475	56	\$390	56
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$400	70	\$390	93	\$350	98
4561	Bridges/ Maroochy River/ Ninderry/ Nth Arm/ Valdora/ Yandina/ Yandina Ck	\$420	10	\$438	10	\$360	16
4562	Belli Pk/ Doonan/ Eerwah Vale/ Eumundi/ Verrierdale/ Webbs Downs	\$463	12	\$480	14	\$420	19
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$460	16	\$450	40	\$400	45
4572	Alexandra Headland	N/A	4	\$480	5	\$390	6
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregian Bch/ Pt Arkwright/ Yaroomba	\$468	78	\$460	100	\$395	77
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$475	99	\$460	86	\$400	130



### RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE		SEP-18		SEP-17		SEP-13	
LOCALITY <sup>1</sup>		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
NOOSA SHIRE		\$490	100	\$455	122	\$400	109
4563	Black Mountain/ Carters Ridge/ Cooroy/ Tinbeerwah	\$450	14	\$450	19	\$385	22
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$460	31	\$440	46	\$375	46
4566	Munna Pt/ Noosaville	\$560	11	\$620	11	\$410	22
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$620	31	\$560	26	\$445	41
4568	Pomona	\$443	6	\$425	6	\$350	8
4569	Cooran	\$425	7	\$365	11	\$310	11

### RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$370	817	\$355	825	\$315	1048
4519	Beerwah/ Peachester	\$320	13	\$285	12	\$146	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	\$360	136	\$350	152	\$300	166
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$370	98	\$353	80	\$300	67
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$360	90	\$350	93	\$300	99
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$380	137	\$365	134	\$320	198
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelipa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$290	53	\$280	46	\$235	62
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$370	45	\$390	60	\$340	66
4572	Alexandra Headland	\$388	36	\$400	40	\$325	57
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregian Bch/ Pt Arkwright/ Yaroomba	\$375	64	\$370	79	\$320	87
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$420	114	\$420	108	\$385	92
	NOOSA SHIRE	\$405	72	\$393	70	\$340	114
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$345	8	\$375	6	\$295	6
4566	Munna Pt/ Noosaville	\$398	22	\$398	28	\$320	32
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$430	37	\$410	33	\$350	76

### RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$430	267	\$425	261	\$380	198
4519	Beerwah/ Peachester	N/A	2	N/A	1	\$305	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	\$420	39	\$420	41	\$365	23
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$420	42	\$420	53	\$390	14
4557	Bundilla/ Kawana Is/ Mooloolaba/ Mountain Ck	\$460	40	\$440	33	\$400	23
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$430	31	\$425	41	\$355	34
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelipa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$400	23	\$420	16	\$365	13
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$450	8	\$410	13	\$400	17
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrine Bch/ Pt Arkwright/ Yaroomba	\$455	66	\$460	53	\$415	25
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$485	5	\$468	6	\$365	10
	NOOSA SHIRE	\$520	14	\$550	23	\$440	26
4566	Munna Pt/ Noosaville	\$493	6	\$525	11	\$450	10
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$630	7	\$725	10	\$420	14



## EMPLOYMENT MARKET

### WIDE BAY SA4



**Unemployment Rate**

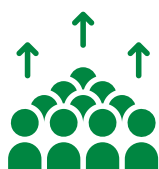
**8.8%**



**Participation Rate**

**50.9%**

## DEMOGRAPHICS



**Population**

**104,051**



**Median age**

**48Yrs**



**% owner-occupied dwellings with a mortgage**

**26.4%**



**% owner-occupied dwellings mortgage-free**

**40.7%**



**% rental dwellings**

**28.5%**

## Solid performer

The Fraser Coast house market has generally been a steady performer for the past year, with the annual median house price increasing a modest 1.1 per cent, to \$318,600.

The unit market, in contrast, fell in value about 1.2 per cent, from an annual median of \$253,000 in September 2017 to \$250,000 in September this year.

Not many unit markets reported steady or increasing annual unit sales volumes throughout the state. However, the September data revealed steady unit sales volumes in the Fraser Coast for the past year, which most likely offset the extent of the fall in median prices.

The Fraser Coast house market holds the record for the highest stock on market, of 10.5 per cent, out of all the areas analysed in the Queensland Market Monitor.

The rental market operated within the tight range for a fifth consecutive quarter, sitting at 1.4 per cent in September 2018. Median rents generally held steady or increased up to 7.5 per cent over the past 12 months.

### Regional Economy and Infrastructure Investment

Renewable energy projects have become increasingly popular in the Fraser Coast region with two key projects in the pipeline bringing regional investment in the vicinity of \$460 million.

Cordell Connect reveals that the \$280 million North Aramara Road Solar Farm is currently under contract negotiation for the construction stage.

The construction of the \$175 million Susan Solar Farm is expected to reach completion in 2019. The 100MW farm will cover 176 hectares and comprise 350,000 solar photovoltaic modules. The solar panels are identical in type but larger in size to those used in residential solar installations located on homes throughout Australia.

The regional employment market remains subdued with the jobless rate for the Wide Bay SA4 sitting at 8.8 per cent in September 2018. The Wide Bay SA4 region has the lowest employment participation rate throughout the state of 50.9 per cent, which is partially driven by the mature age of residents in the Fraser Coast and Bundaberg local government areas.

### Market Outlook

The future of the house and unit sales markets is steady. However, houses have a more positive outlook compared to units as locals favour low-density living.

Rental vacancies are forecast to sit within the tight and healthy range for the upcoming year and tenants will continue favouring well-priced rental properties.

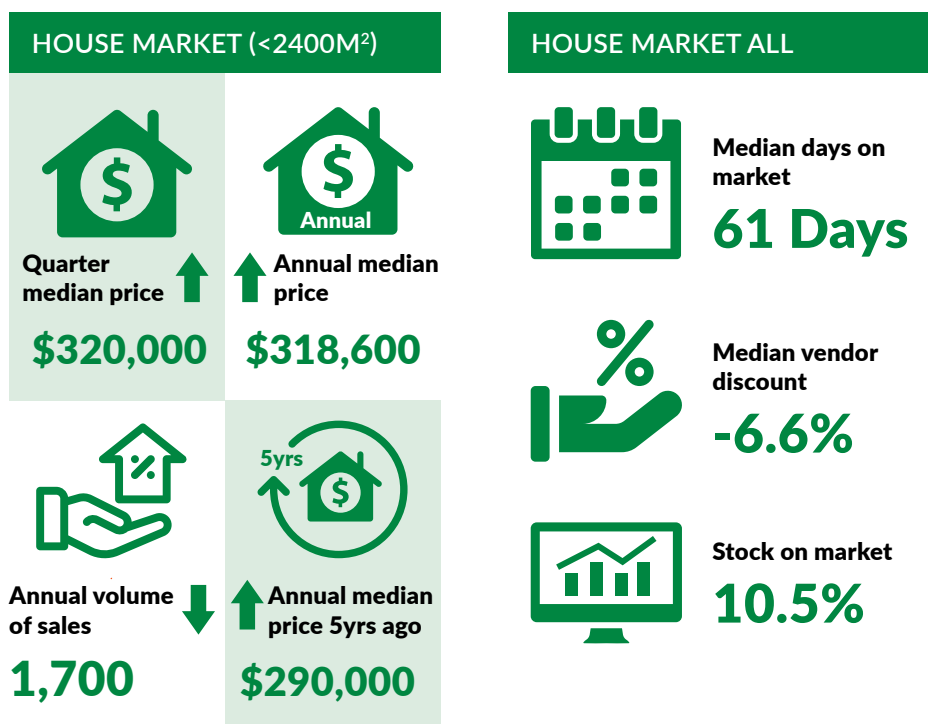
The regional employment market remains weak, limiting any significant growth in property prices in 2019.

### HOUSE MARKET (<2400m<sup>2</sup>)

The house market in Fraser Coast was the best performers for the past quarter of all areas analysed in the QMM, with the quarterly median price increasing 3.2 per cent, to \$320,000 in September 2018.

The quarter solid performance has had a positive impact on the annual median price growth, which increased 1.1 per cent, to \$318,600.

Houses in Toogoom, located in the coastal area of Hervey Bay, achieved the largest increase in the annual median price of 11.7 per cent, from \$300,000 in September 2017 to \$335,000 in September this year.



Over the medium term, the annual median house price increased nearly 10 per cent, from \$290,000 in September 2013.

#### Smallest Stock on Market<sup>#1</sup>

The stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Booral<sup>^</sup> (8.2%, N/A)
- Granville (8.8%, \$201,250)
- Tinana (9.3%, \$262,500)
- Torquay (9.3%, \$325,000)
- Kawungan (9.9%, \$357,700)

All the listed suburbs have less stock on market compared to the local government area of 10.5 per cent, for a range of reasons.

Booral primarily offers acreage living which tends to be transacted less often than residential properties.



## UNIT MARKET



Quarter  
median price ↑  
**\$265,000**



Annual  
median price ↓  
**\$250,000**



Annual volume  
of sales ↑  
**350**



Annual median  
price 5 yrs ago ↓  
**\$257,500**

Torquay and Kawungan are well located in the Hervey Bay region offering waterfront living, or close proximity to waterfront.

Granville and Tinana are close to Maryborough, making these suburbs attractive for property ownership and retention.

### General Activity

The most active price range for houses is for transactions below \$350,000, representing about 65 per cent of the volume of sales.

Annual sales volumes fell 5 per cent, from 1790 in September 2017 to 1700 in September 2018. This trend, in conjunction with the increase in listing volumes, has put upward pressure on median days on market and median vendor discount.

Days on market lengthened a week, to 61 days in August 2018. Similarly, median vendor discount increased 1.1 percentage points to 6.6 per cent in August 2018.

Overall, the general activity for the house market has weakened, requiring more time and a higher vendor discount to reach a sale. However, the house market continued performing in positive territory showing resilience to tougher market conditions.

### UNIT MARKET

The performance of the unit market has been weak for the past year and past five years.

The annual median unit prices fell 1.2 per cent for the past year, to \$250,000.

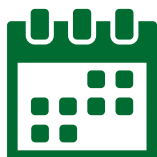
Over the medium term, unit prices lost \$7,500 in value or 2.9 per cent, from an annual median of \$257,500 in September 2013.

Market trend indicators clearly showed tougher market conditions to achieve unit sales.

The median days on market increased over one month, from 90 days in August 2017 to 124 days in August 2018.

Similarly, the median vendor discount increased by 0.7 percentage points, to 6.2 per cent in August this year.

## UNIT MARKET



Median days on  
market

**124 Days**



Median vendor  
discount

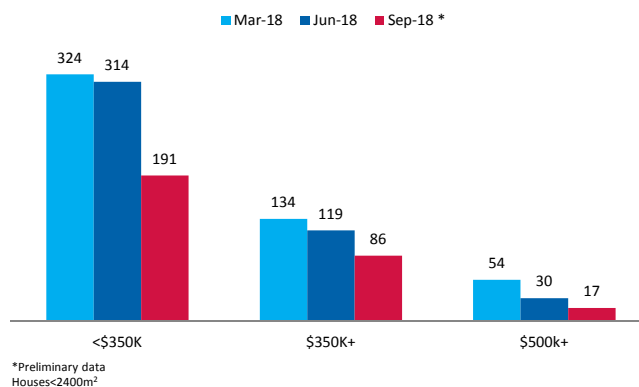
**-6.2%**



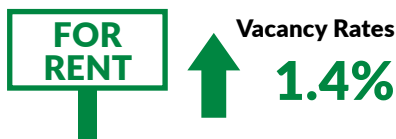
Stock on market

**7.8%**

### FRASER COAST HOUSE SALES



## RENTAL MARKET



*"Overall, the general activity for the house market has weakened, requiring more time and a higher vendor discount to reach a sale. However, the house market continued performing in positive territory showing resilience to tougher market conditions."*

### RENTAL MARKET

Vacancies eased from 0.8 per cent in June to 1.4 per cent in September this year, remaining within the tight range for a fifth consecutive quarter.

According to local property managers, the house rental market is in high demand, attracting higher demand from tenants and supporting the low level of regional vacancies.

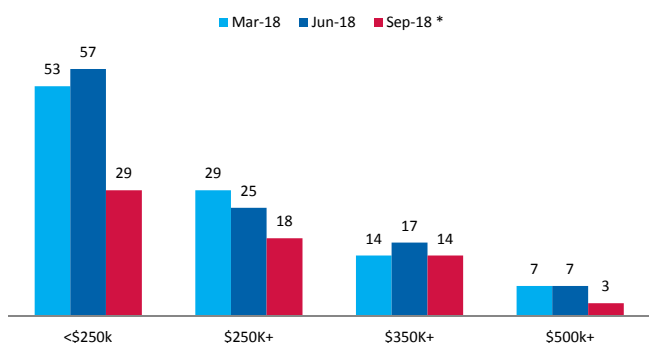
Median rents for a number of dwelling types have generally trended upwards or held steady for the past year, with the exception of two-bedroom townhouses which reported an annual fall in median rents of 1.8 per cent.

One-bedroom units and three-bedroom townhouses were the best performers for investors as median rents for these type of dwellings increased \$15 a week for the past year.

House yields held steady at 4.9 per cent for a third-consecutive quarter in September this year.

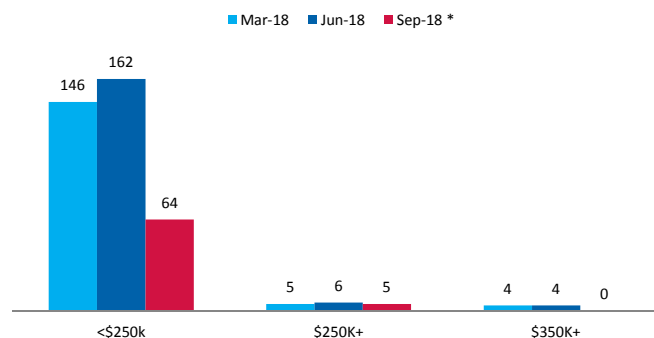
Unit yields fell by 0.7 percentage points over the September quarter as the median rent edged down and the quarterly median unit price edged up. Unit investors in the Fraser Coast could expect to achieve an indicative gross yield of 5 per cent.

### FRASER COAST UNIT SALES



\*Preliminary data

### FRASER COAST LAND SALES



\*Preliminary data



### SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
FRASER COAST (LGA)	297	\$320,000	3.2%	1700	\$318,600	\$315,000	1.1%	\$290,000	9.9%
FRASER COAST (LGA) ^	72	\$409,000	12.5%	422	\$388,750	\$395,000	-1.6%	\$368,500	5.5%
BOORAL ^	2	N/A	N/A	19	N/A	\$435,000	N/A	\$380,000	N/A
BURRUM HEADS	9	N/A	N/A	45	\$390,000	\$409,000	-4.7%	\$355,000	9.9%
DUNDOWRAN BEACH	6	N/A	N/A	26	\$600,000	\$610,000	-1.6%	\$487,000	23.2%
DUNDOWRAN BEACH ^	5	N/A	N/A	35	\$585,000	\$509,500	14.8%	\$565,000	3.5%
ELI WATERS	18	N/A	N/A	73	\$335,000	\$320,000	4.7%	\$307,750	8.9%
GLENWOOD ^	7	N/A	N/A	55	\$228,000	\$231,000	-1.3%	\$212,500	7.3%
GRANVILLE	5	N/A	N/A	36	\$201,250	\$202,750	-0.7%	\$207,500	-3.0%
KAWUNGAN	17	N/A	N/A	113	\$357,700	\$340,000	5.2%	\$330,000	8.4%
MARYBOROUGH	50	\$207,750	4.7%	306	\$200,000	\$205,000	-2.4%	\$202,500	-1.2%
PIALBA	10	N/A	N/A	61	\$308,000	\$302,500	1.8%	\$275,000	12.0%
POINT VERNON	24	\$318,500	-3.5%	131	\$322,500	\$328,625	-1.9%	\$310,000	4.0%
RIVER HEADS	14	N/A	N/A	35	\$347,500	\$330,000	5.3%	\$261,000	33.1%
SCARNNESS	12	N/A	N/A	70	\$313,500	\$295,000	6.3%	\$269,000	16.5%
TINANA	8	N/A	N/A	40	\$262,500	\$265,000	-0.9%	\$268,000	-2.1%
TOOGOOM	12	N/A	N/A	77	\$335,000	\$300,000	11.7%	\$279,000	20.1%
TORQUAY	29	\$323,000	1.7%	103	\$325,000	\$320,000	1.6%	\$315,000	3.2%
URANGAN	35	\$338,200	9.1%	202	\$323,750	\$320,000	1.2%	\$310,000	4.4%
URRAWEEN	15	N/A	N/A	164	\$366,500	\$366,000	0.1%	\$337,900	8.5%

SURROUNDS									
GYMPIE (LGA)	121	\$307,500	6.0%	658	\$290,000	\$282,500	2.7%	\$257,000	12.8%
GYMPIE (LGA) ^	89	\$410,000	0.0%	436	\$395,000	\$360,000	9.7%	\$325,000	21.5%
CHATSWORTH ^	3	N/A	N/A	18	N/A	\$430,000	N/A	\$386,500	N/A
COOLOOLA COVE	10	N/A	N/A	71	\$300,000	\$300,000	0.0%	\$256,000	17.2%
CURRA ^	11	N/A	N/A	55	\$305,000	\$277,000	10.1%	\$273,500	11.5%
GYMPIE	48	\$285,000	14.0%	267	\$260,000	\$253,500	2.6%	\$230,000	13.0%
SOUTHSIDE	28	\$337,000	-10.6%	134	\$337,500	\$327,475	3.1%	\$319,500	5.6%
TIN CAN BAY	9	N/A	N/A	67	\$331,500	\$318,000	4.3%	\$320,000	3.6%
SOUTH BURNETT (LGA)	50	\$190,000	6.7%	281	\$193,500	\$195,000	-0.8%	\$200,000	-3.3%
SOUTH BURNETT (LGA) ^	43	\$275,000	6.2%	238	\$257,000	\$269,000	-4.5%	\$260,000	-1.2%
KINGARROY	28	\$210,000	6.9%	157	\$216,000	\$225,000	-4.0%	\$232,500	-7.1%
KINGARROY ^	4	N/A	N/A	27	\$350,000	\$347,500	0.7%	\$335,000	4.5%
MURGON	3	N/A	N/A	12	N/A	\$157,500	N/A	\$170,000	N/A
NANANGO	6	N/A	N/A	42	\$180,000	\$195,000	-7.7%	\$181,000	-0.6%

### SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
FRASER COAST (LGA)	64	\$265,000	10.4%	350	\$250,000	\$253,000	-1.2%	\$257,500	-2.9%
PIALBA	4	N/A	N/A	40	\$240,000	\$250,000	-4.0%	\$264,000	-9.1%
SCARNNESS	12	N/A	N/A	41	\$271,000	\$268,000	1.1%	\$257,500	5.2%
TORQUAY	19	N/A	N/A	78	\$252,000	\$231,000	9.1%	\$215,000	17.2%
URANGAN	23	\$322,500	7.5%	112	\$267,000	\$263,000	1.5%	\$285,000	-6.3%

SURROUNDS									
GYMPIE (LGA)	15	N/A	N/A	93	\$244,000	\$260,000	-6.2%	\$265,000	-7.9%

### 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
FRASER COAST (LGA)	42	\$150,750	-0.2%	364	\$155,000	\$151,500	2.3%	\$140,000	10.7%
FRASER COAST (LGA) ^	27	\$65,000	-10.7%	216	\$75,000	\$75,000	0.0%	\$80,000	-6.3%
BURRUM HEADS	5	N/A	N/A	45	\$125,000	\$120,000	4.2%	\$115,000	8.7%
GLENWOOD ^	16	N/A	N/A	123	\$67,500	\$68,000	-0.7%	\$71,500	-5.6%
RIVER HEADS	5	N/A	N/A	32	\$110,000	\$102,000	7.8%	\$125,000	-12.0%
TOOGOOM	4	N/A	N/A	21	\$132,500	\$150,000	-11.7%	\$104,250	27.1%
WONDUNNA	2	N/A	N/A	21	\$162,000	\$154,000	5.2%	\$149,000	8.7%

SURROUNDS									
GYMPIE (LGA)	18	N/A	N/A	173	\$125,000	\$124,498	0.4%	\$110,000	13.6%
GYMPIE (LGA) ^	15	N/A	N/A	121	\$145,000	\$135,000	7.4%	\$120,000	20.8%
GYMPIE	3	N/A	N/A	36	\$124,995	\$126,000	-0.8%	\$115,000	8.7%

### RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	FRASER COAST REGIONAL	\$300	278	\$300	358	\$280	365
4650	Maryborough region	\$270	119	N/A	2	\$255	144
4655	Hervey Bay/Pialba/Scarness/Urangan	\$320	144	\$260	139	\$290	197
4659	Burrum/Burrum Heads/Howard	\$300	15	\$310	194	\$260	22
	GYMPIE REGIONAL	\$290	135	\$280	148	\$255	175
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/ Monkland/Southside/Victory Heights	\$290	108	\$280	120	\$260	129
4580	Cooloola/Tin Can Bay	\$275	18	\$290	19	\$255	30
	SOUTH BURNETT REGIONAL	\$250	114	\$250	141	\$230	129
4605	Barilil	\$220	17	\$230	21	\$195	12
4606	MP Creek	\$250	6	\$245	9	\$215	11
4608	Charlestown	N/A	1	N/A	3	\$225	5
4610	Alice Creek	\$260	64	\$260	74	\$245	74
4615	Barker Creek Flat	\$243	22	\$250	26	\$230	23

### RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	FRASER COAST REGIONAL	\$255	183	\$255	150	\$225	152
4650	Aldershot	\$200	46	N/A	N/A	\$180	40
4655	Hervey Bay/Pialba/Scarness/Urangan	\$270	135	\$195	26	\$240	108
	GYMPIE REGIONAL	\$220	49	\$220	45	\$200	61
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/ Monkland/Southside/Victory Heights	\$220	38	\$214	32	\$200	40
4580	Cooloola/Tin Can Bay	N/A	3	\$240	5	\$200	8
4581	Rainbow Beach/Inskip	\$260	7	\$255	6	\$230	11
	SOUTH BURNETT REGIONAL	\$200	42	\$188	48	\$180	41
4605	Barlil	N/A	3	N/A	1	N/A	4
4610	Alice Creek	\$210	35	\$195	36	\$185	33

### RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
4655	<b>FRASER COAST REGIONAL</b>	<b>\$340</b>	<b>31</b>	<b>\$325</b>	<b>46</b>	<b>\$300</b>	<b>68</b>
	Hervey Bay/Pialba/Scarness/Urangan	\$340	30	N/A	N/A	\$300	65
	<b>GYMPIE REGIONAL</b>	<b>\$290</b>	<b>9</b>	<b>\$285</b>	<b>8</b>	<b>\$280</b>	<b>7</b>
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/ Monkland/Southside/Victory Heights	\$290	9	\$285	6	\$330	5



## EMPLOYMENT MARKET

### WIDE BAY SA4



**Unemployment Rate**

**8.8%**



**Participation Rate**

**50.9%**

## DEMOGRAPHICS



**Population**

**94,711**



**Median age**

**45Yrs**



**% owner-occupied dwellings with a mortgage**

**28.8%**



**% owner-occupied dwellings mortgage-free**

**37.6%**



**% rental dwellings**

**29.3%**

## Reliable growth

Similar to Fraser Coast and Toowoomba, the Bundaberg house market has been a steady performer for the past year, with the annual median sale price holding at \$285,000 in September 2017 and September this year.

The unit market performance, on the other hand, has been consistently weak over the past quarter, the past year and past five years. The annual median unit price fell 2.7 per cent for the year to September 2018 and 2 per cent for the past five years.

According to the Census data, Bundaberg's median age increased from 43 years in 2011 to 45 years in 2016, revealing it to be an attractive destination for mature-age residents and retirees.

The rental market performance has definitely improved over the past year, with vacancies tightening from 4 per cent in September 2017 to 2.2 per cent in September this year.

Median rents, particularly for houses, have generally followed an upward trend for the past year, showing early indicators that demand is on the rise.

We hope that the improving market conditions of the rental market has a positive impact on the performance of the sales market over the coming months.

### Local Economy and Infrastructure Investment

One of the key sectors adding significant infrastructure investment, potentially in the vicinity of \$360 million, is renewable energy generation.

Construction work of the \$210 Childers Solar Farm commenced early 2018 and is expected to continue for about 12 months. The solar farm will cover about 180 hectares and comprise roughly 400,000 solar photovoltaic modules.

The \$150 million Kent Tobin Road Solar Farm is under development application since August this year. The project will create 100 jobs during construction.

The local employment market remains subdued with the jobless rate for the Wide Bay SA4 sitting at 8.8 per cent in September 2018. The Wide Bay SA4 region has the lowest employment participation rate in the state, of 50.9 per cent, which is driven by the mature age of residents in the Fraser Coast and Bundaberg local government areas.

### Market Outlook

The outlook of the residential property market in Bundaberg is steady as the employment market remains subdued.

The Bundaberg residential property market has generally been a steady performer for the past decade, clearly indicating that the regional economy is in need of business and infrastructure investment to promote property ownership.

The rental market seems to be stabilising after a period of correction. The 2019 outlook is positive as vacancies are forecast to sit within the tight and healthy range and rents will hold firm or increase at a modest pace.

### HOUSE MARKET (<2400m<sup>2</sup>)

The quarterly median sale price fell 5.2 per cent, from \$290,000 in June 2018 to \$275,000 in September 2018.

Despite the quarterly median price fall, the house market was steady over the past 12 months, with the annual median house price holding steady at \$285,000.

Looking at the five-year data, the house market increased 3.3 per cent, from \$276,000 in September 2013 to \$285,000 in September this year.





#### HOUSE MARKET (<2400M<sup>2</sup>)



Quarter  
median price ↓

**\$275,000**



Annual median  
price ←

**\$285,000**



Annual volume  
of sales ↓

**1,056**



↑ Annual median  
price 5yrs ago

**\$276,000**

#### HOUSE MARKET ALL



Median days on  
market

**67 Days**



Median vendor  
discount

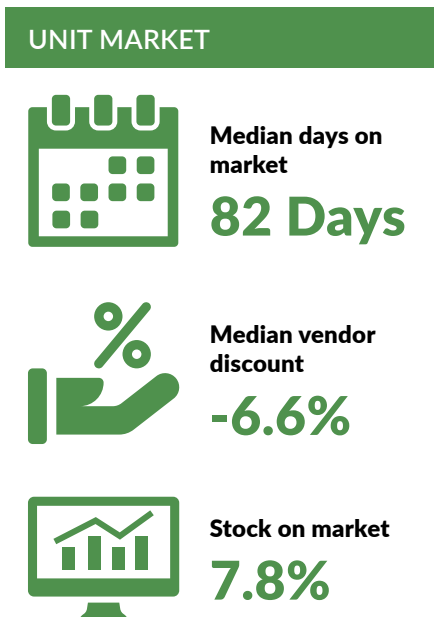
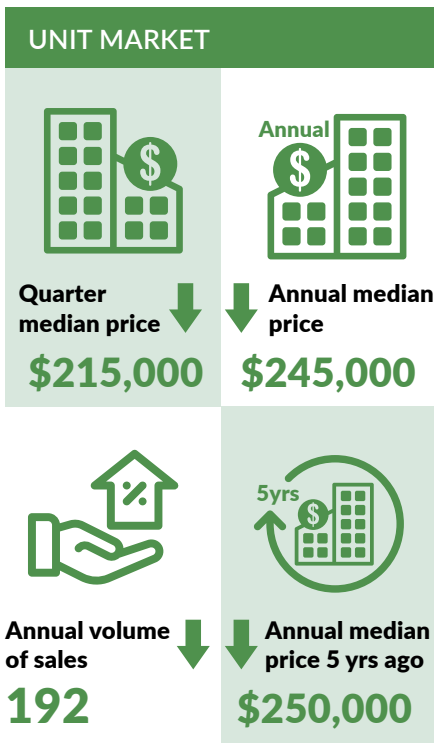
**-6.7%**



Stock on market

**9.8%**





Houses in Woodgate and Burnett Heads achieved a double-digit median price growth in the range of 15 per cent and 18.2 per cent.

Both suburbs offer waterfront living opportunities, with an annual median sale price above the local government area's median of \$285,000.

#### Smallest Stock on Market<sup>#1</sup>

The stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Norville (6.5%, \$235,000)
- Avenell Heights (6.9%, \$244,950)
- Branyan<sup>^</sup> (7.1%, \$386,500)
- Svensson Heights (7.5%, \$236,000)
- Kepnock (7.7%, \$265,000)

All the listed suburbs have a smaller stock on market compared to the local government area of 9.8 per cent due to a variety of reasons.

Branyan is primarily an area offering acreage living which by nature tends to be transacted less often compared to residential properties.

All the suburbs, except for Branyan, have an annual median sale price below Bundaberg's annual median of \$285,000. The affordability factor could be a solid reason to maintain ownership for longer and report a small percentage of properties listed for sale compared to other more expensive suburbs.

#### General activity

Market trend indicators have shown signs of tougher market conditions wherein supply is on the rise and demand is slowing down.

The annual volume of sales fell 5.5 per cent, from 1118 sales in September 2017 to 1056 sales in September this year.

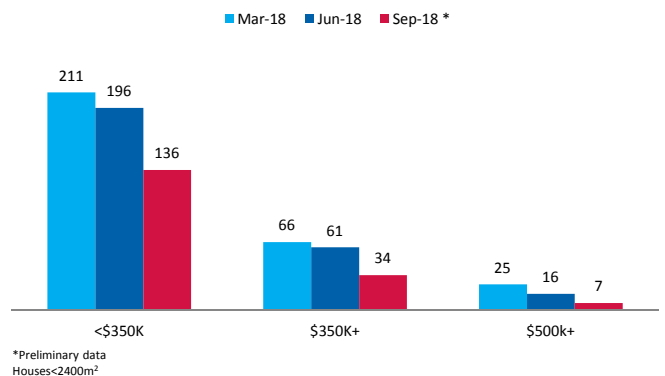
In contrast, annual listing volumes increased 14.8 per cent, from 2914 in August 2017 to 3345 in August this year.

Median days on market has held relatively steady at 67 days in August 2018. However, tougher market conditions for vendors has put upward pressure on the median vendor discount, which has increased from 5.8 per cent in August 2017 to 6.7 per cent in August this year.

#### UNIT MARKET

The unit market performance fell 1.8 per cent over the quarter, from \$219,000 in June 2018 to \$215,000 in September 2018.

#### BUNDABERG HOUSE SALES



## RENTAL MARKET



### Vacancy Rates

↔ 2.2%



### House Yields

↔ 5.6%



### Unit Yields

↔ 5.8%

"The \$150 million Kent Tobin Road Solar Farm is under development application since August this year."

Looking at the annual data, the annual median unit price fell 2.7 per cent, from \$251,700 in September 2017 to \$245,000 in September this year. This compares with the annual median unit price of \$250,000 in September 2013.

Similar to the house market, unit listing volumes followed an upward path while unit sales volumes contracted, adding more challenges to sales market.

A unit in Bundaberg takes about 82 days to sell with a discount of 6.6 per cent.

## RENTAL MARKET

For a second consecutive quarter, vacancies in Bundaberg held at 2.2 per cent over the September quarter, revealing steady dynamics of rental supply and demand.

Similar to the previous quarter, bonds data revealed a very small increase in the number of regional rental properties, from 9409 in September 2017 to 9479 in September this year.

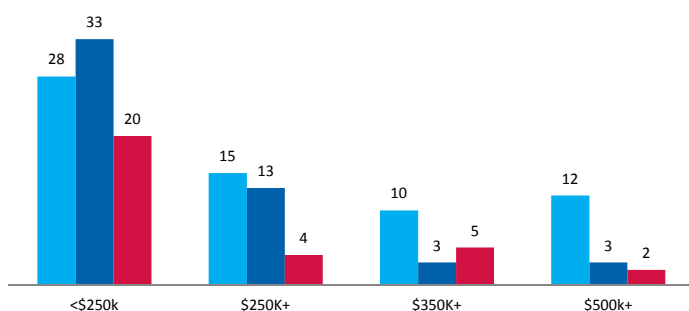
Median rents for a number of dwellings increased or held steady for the past year, with the exception of three-bedroom townhouses reporting a fall in the weekly median rent from \$295 in September 2017 to \$290 in September this year.

House yields increased slightly from 5.4 per cent in June to 5.6 per cent in September as the median house price fell over the quarter. Houses in Bundaberg achieve the highest gross yield of all areas analysed in the QMM.

Unit investors should expect to achieve indicative yields of 5.8 per cent, slightly higher than house yields.

## BUNDABERG UNIT SALES

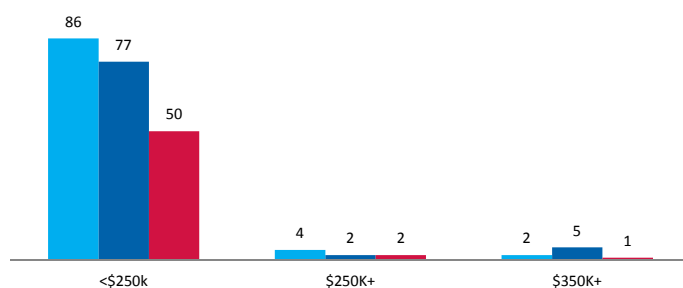
■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data

## BUNDABERG LAND SALES

■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data



SALES MARKET - HOUSES <2400m<sup>2</sup>

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)	183	\$275,000	-5.2%	1056	\$285,000	\$285,000	0.0%	\$276,000	3.3%
BUNDABERG (LGA) ^	48	\$385,000	8.8%	307	\$368,500	\$355,000	3.8%	\$340,000	8.4%
AVENELL HEIGHTS	15	N/A	N/A	53	\$244,950	\$258,000	-5.1%	\$279,500	-12.4%
AVOCA	13	N/A	N/A	80	\$293,750	\$306,000	-4.0%	\$309,000	-4.9%
BARGARA	27	\$350,000	-1.4%	156	\$375,000	\$360,000	4.2%	\$371,000	1.1%
BRANYAN ^	11	N/A	N/A	43	\$386,500	\$415,000	-6.9%	\$360,000	7.4%
BUNDABERG EAST	7	N/A	N/A	37	\$250,000	\$281,500	-11.2%	\$255,000	-2.0%
BUNDABERG NORTH	11	N/A	N/A	46	\$222,500	\$222,000	0.2%	\$205,000	8.5%
BUNDABERG SOUTH	9	N/A	N/A	40	\$221,250	\$225,000	-1.7%	\$230,000	-3.8%
BUNDABERG WEST	5	N/A	N/A	23	\$235,000	\$262,500	-10.5%	\$250,000	-6.0%
BURNETT HEADS	5	N/A	N/A	49	\$319,000	\$277,500	15.0%	\$256,500	24.4%
CORAL COVE	4	N/A	N/A	26	\$390,000	\$385,000	1.3%	\$381,750	2.2%
KALKIE	4	N/A	N/A	48	\$346,750	\$326,000	6.4%	\$345,000	0.5%
KEPNOCK	8	N/A	N/A	59	\$265,000	\$260,000	1.9%	\$267,500	-0.9%
MILLBANK	4	N/A	N/A	33	\$222,000	\$229,500	-3.3%	\$250,750	-11.5%
NORVILLE	8	N/A	N/A	39	\$235,000	\$217,500	8.1%	\$247,500	-5.1%
SVENSSON HEIGHTS	5	N/A	N/A	36	\$236,000	\$249,000	-5.2%	\$253,000	-6.7%
THABEBAN	9	N/A	N/A	38	\$250,000	\$246,250	1.5%	\$277,500	-9.9%
WALKERVALE	16	N/A	N/A	67	\$216,500	\$212,250	2.0%	\$235,000	-7.9%
WOODGATE	6	N/A	N/A	38	\$430,000	\$363,750	18.2%	\$365,000	17.8%

SURROUNDS

NORTH BURNETT (LGA)	12	N/A	N/A	73	\$133,000	\$146,000	-8.9%	\$159,500	-16.6%
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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
BUNDABERG (LGA)	31	\$215,000	-1.8%	192	\$245,000	\$251,700	-2.7%	\$250,000	-2.0%
AVENELL HEIGHTS	2	N/A	N/A	16	N/A	\$221,500	N/A	\$228,000	N/A
BARGARA	9	N/A	N/A	59	\$425,000	\$347,500	22.3%	\$309,000	37.5%

SALES MARKET - VACANT LAND <2400M<sup>2</sup>

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)	44	\$137,500	-10.7%	250	\$150,000	\$148,000	1.4%	\$144,000	4.2%
BUNDABERG (LGA) ^	9	N/A	N/A	60	\$150,000	\$150,000	0.0%	\$140,000	7.1%
BRANYAN	2	N/A	N/A	34	\$143,750	\$145,750	-1.4%	\$137,500	4.5%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BUNDABERG REGIONAL	\$295	310	\$285	334	\$285	342
4660	Apple Tree Creek/Childers/Woodgate	\$300	31	\$280	33	\$260	26
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$295	262	\$290	282	\$290	299
4671	Gin Gin/Mount Perry	\$250	15	\$260	17	\$250	17
	NORTH BURNETT REGIONAL	\$250	44	\$240	35	\$220	51
4625	Aranbanga	\$245	20	\$250	9	\$250	15
4626	Beeron	\$255	12	\$280	13	\$250	18
4630	Bancroft	\$193	8	\$170	6	\$160	10

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BUNDABERG REGIONAL	\$240	180	\$240	179	\$230	188
4670	Bundaberg, Avoca, Bargara, Burnett Heads, Innes Park, Kepnock, Millbank, Thabeban	\$240	171	\$240	174	\$230	184

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BUNDABERG REGIONAL	\$290	9	\$295	17	\$300	11
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$285	8	\$303	14	\$300	9





## EMPLOYMENT MARKET

FITZROY SA4



**Unemployment Rate**

**6.7%**



**Participation Rate**

**67.6%**

## DEMOGRAPHICS



**Population**

**62,814**



**Median age**

**35Yrs**



**% owner-occupied dwellings with a mortgage**

**38.1%**



**% owner-occupied dwellings mortgage-free**

**24.2%**



**% rental dwellings**

**35.1%**

## Finding new normal

The residential property market in Gladstone continues to face significant challenges as mortgagee-in-possession sales put downward pressure on prices.

Property prices have fallen heavily this year, underpinning the status of the most affordable house and unit market across all areas analysed in the QMM.

The annual median house price has fallen 8.1 per cent, to \$266,500 for September 2018. Similar levels in median house prices were last seen around 2005 and 2006.

The annual median unit price fell 23.4 per cent, to an annual median of \$159,000. Similar median unit prices were last seen in 2004.

The increase in the volume of house sales is a positive indicator as it reveals a potential correction in the dynamics of supply and demand.

The Gladstone rental market welcomed some good news this quarter as demand is on the rise and supported by higher median rents and more rental properties lodging bonds to the RTA.

Vacancies of 4.1 per cent have fallen below the long-term average of 4.9 per cent, revealing a market operating in a better equilibrium compared to historical levels.

### Regional Economy and Infrastructure Investment

Gladstone is now seeing the return of private investment in sectors other than mining and gas.

The \$308 million Asia Pacific Agri-Corp's meat processing plant project reached development approval in late September. The cutting-edge facility will be built in the Gladstone Development Area, supporting about 310 jobs during construction and 335 jobs when operational. The abattoir, processing, packing and export facility is proposed to incorporate the latest and most advanced technologies used in meat processing plants, including the incorporation of robotic systems.

The proposed \$1.2 billion Pacificus Tourism project on Hummock Hill Island reached development approval in early November this year. This project will boost tourism in Gladstone, creating 190 jobs a year during the construction period and 700 ongoing jobs when operational. The impact of this project on the job market is significant as the ongoing job creation represents about 28 per cent of the new jobs created in Fitzroy SA4 for the year to September 2018.

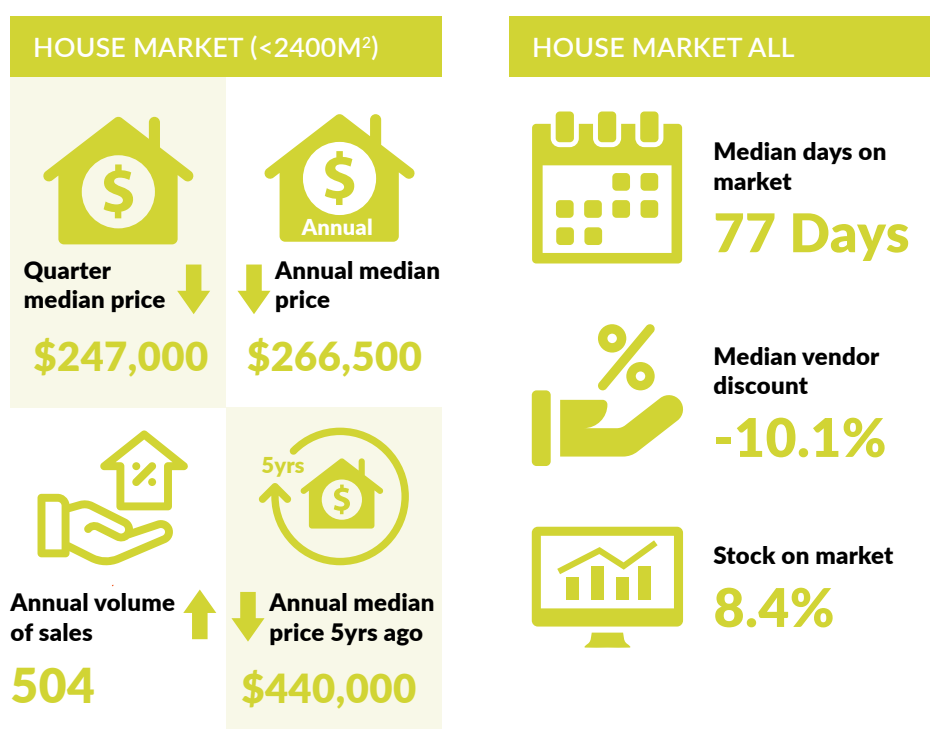
Gladstone is also a desired location for renewable energy projects, which could potentially inject up to \$430 million in investment.

The \$350 million Aldoga Renewable Energy is under development application. The proposed 265MW solar photovoltaic facility would be located approximately 20km north-west of Gladstone on the central Queensland coast. The project would create 240 jobs during construction and about five to 10 full time jobs when operational.

The proposed \$80 million Rodds Bay Solar Farm is a 300MW solar farm project located near the township of Bororen, approximately 50km south of Gladstone. The project reached approval in July 2018 and it is expected to commence construction in late this year. Construction completion is planned for early 2020.

The Fitzroy SA4 employment market, including the SA3 regions of Rockhampton, Central Highlands and Gladstone-Biloela, was able to add 2500 employed people into the market representing an annual employment increase of 2.3 per cent. The jobless rate of 6.7 per cent in September 2017 remains above the state jobless rate of 6.1 per cent.

We hope further private sector investment continues flowing to the region so the outlook of the economy and the property sector has potential to improve.



### Market Outlook

Unfortunately, the data does not yet reflect improvements in either house or unit sales markets.

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

The prognosis of the rental market has improved as demand is on the rise. However, there is still strong rental supply which will have to be absorbed before we see a more sustainable recovery. Assuming the renewed business confidence continues, vacancies are expected to tighten gradually over the forthcoming year. Similarly, median rents will continue rising, although they will still remain below levels reached during the market peak in 2012/2013.

### HOUSE MARKET

The quarterly median house price slipped 10.2 per cent, to \$247,000 in September 2018.

Over the past year, the annual median house price fell 8.1 per cent or \$23,500, to \$266,500 in September 2018.

Over the medium term, the annual median price fell 39.4 per cent, from \$440,000 in September 2013. This is equivalent to a loss in median house values of \$173,500 for the past five years.



## UNIT MARKET



Quarter  
median price ↓  
**\$145,000**



Annual  
median price ↓  
**\$159,000**

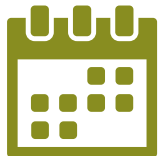


Annual volume  
of sales ↓  
**131**



Annual median  
price 5 yrs ago ↓  
**\$419,000**

## UNIT MARKET



Median days on  
market  
**96 Days**



Median vendor  
discount  
**-8.8%**



Stock on market  
**6.6%**

### Smallest Stock on Market<sup>#1</sup>

The stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Clinton (6.4%, \$260,000)
- Kin Kora (6.7%, \$288,000)
- Telina (6.8%, \$259,500)
- West Gladstone (7%, \$162,250)
- New Auckland (7.2%, \$280,000)

All suburbs are inland suburbs located no more than 8km to the CBD area, which makes these locations less attractive for owners to commit to a sale.

### General Activity

The Gladstone house market was one of the very few markets in the QMM reporting an increase in house sales volumes of 2.6 per cent for the past year.

While this is good news for the region, the increasing number of listings does not support a recovery in prices. Listing volumes trended upward, from 1431 in August 2017 to 1873 in August this year.

Median days on market and median vendor discount trends have followed opposite directions for the past year, revealing inconsistency in market conditions.

Median days on market shortened by nine days, from 86 days in August 2017 to 77 days in August this year.

Median vendor discount, in contrast, increased from 9.5 per cent in August 2017 to 10.1 per cent in August 2018.

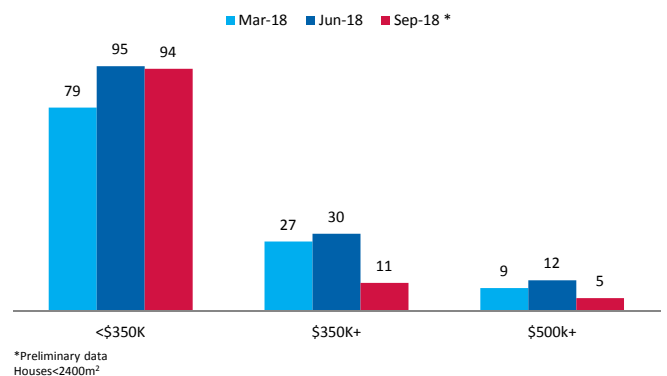
The Gladstone house market remains as the slowest market and the one requiring the highest discount of all areas analysed in the QMM.

### UNIT MARKET

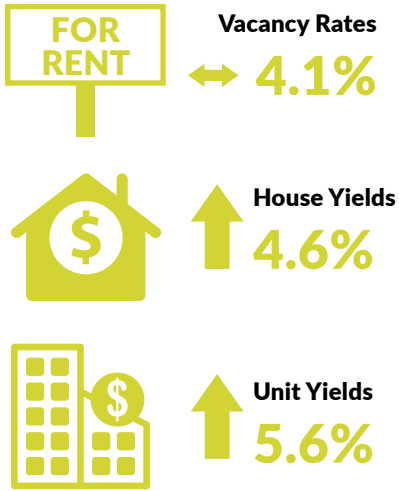
The Gladstone unit market is the most affordable unit market in Queensland, with an annual median sale price of \$159,000 in September 2018.

Over the medium term, the annual median unit price fell a massive 62.1 per cent, from \$419,000 in September 2013. This represents a loss in median unit values of \$260,000 in five years or about \$52,000 a year.

### GLADSTONE HOUSE SALES



## RENTAL MARKET



*"The Gladstone rental market welcomed some good news this quarter as demand is on the rise and supported by higher median rents and more rental properties lodging bonds to the RTA."*

The unit market is facing very difficult market conditions as listing volumes are on the rise and sales volumes continue falling.

A unit in Gladstone requires 96 days to reach a sale and a negotiated discount of 8.8 per cent in August 2018.

### RENTAL MARKET

Vacancies tightened slightly this quarter, from 4.2 per cent in June to 4.1 per cent in September this year.

While vacancy trends do not yet show a significant improvement on market dynamics, median rents for all type of dwellings and bonds held by the RTA are on the rise supporting an increase in demand for rental accommodation.

Specifically, the rental market was able to absorb 111 net new rentals over the September quarter and over 320 net new rentals for the past year.

The RTA bonds data revealed a total demand for rental dwellings in Gladstone of 8453 rental properties in September this year compared to 8127 in September 2017.

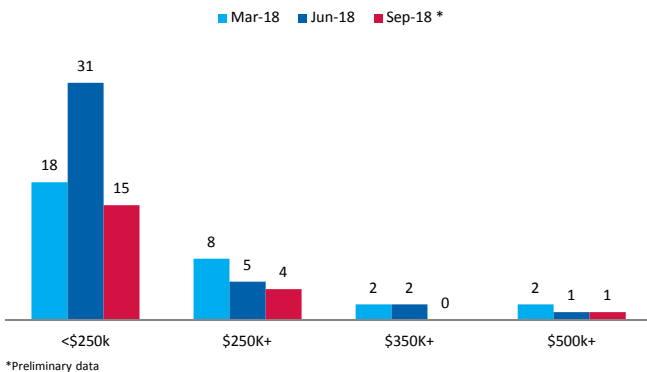
Median rents for all type of dwellings have trended upwards in the range of 2 per cent to 19 per cent for the past year. Median rents for three-bedroom and four-bedroom houses increased \$30 a week for the past 12 months.

Regional consumer sentiment is definitely improving due to a gradual economic recovery and a larger pipeline of private-sector investment underpinning the slight recovery of the rental market.

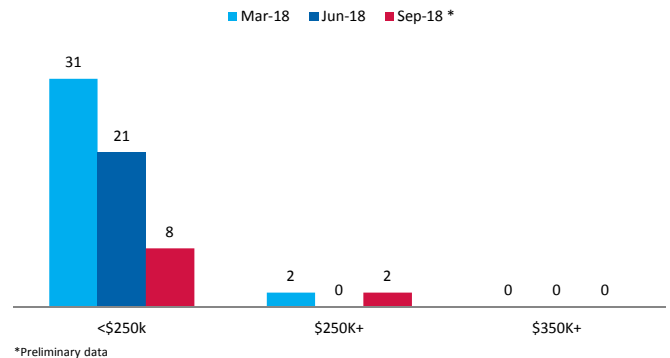
House and unit yields have strengthened over the September quarter as median rents followed an upward path and house prices continued following a correction path.

Investors are expected to achieve indicative gross yields of 4.6 per cent for houses and 5.6 per cent for units.

### GLADSTONE UNIT SALES



### GLADSTONE LAND SALES





SALES MARKET - HOUSES <2400m<sup>2</sup>

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
<b>GLADSTONE (LGA)</b>	<b>112</b>	<b>\$247,000</b>	<b>-10.2%</b>	<b>504</b>	<b>\$266,500</b>	<b>\$290,000</b>	<b>-8.1%</b>	<b>\$440,000</b>	<b>-39.4%</b>
<b>GLADSTONE (LGA) ^</b>	<b>28</b>	<b>\$357,500</b>	<b>-5.9%</b>	<b>142</b>	<b>\$380,000</b>	<b>\$345,000</b>	<b>10.1%</b>	<b>\$537,000</b>	<b>-29.2%</b>
AGNES WATER ^	5	N/A	N/A	38	\$360,000	\$357,500	0.7%	\$410,000	-12.2%
BOYNE ISLAND	8	N/A	N/A	47	\$286,500	\$297,500	-3.7%	\$477,500	-40.0%
CALLIOPE	7	N/A	N/A	28	\$237,500	\$258,500	-8.1%	\$435,000	-45.4%
CLINTON	16	N/A	N/A	75	\$260,000	\$282,000	-7.8%	\$420,000	-38.1%
GLEN EDEN	6	N/A	N/A	19	N/A	\$319,750	N/A	\$502,500	N/A
KIN KORA	4	N/A	N/A	28	\$288,000	\$290,000	-0.7%	\$405,000	-28.9%
KIRKWOOD	6	N/A	N/A	33	\$318,000	\$320,000	-0.6%	\$523,970	-39.3%
NEW AUCKLAND	13	N/A	N/A	51	\$280,000	\$297,500	-5.9%	\$440,000	-36.4%
SOUTH GLADSTONE	2	N/A	N/A	25	\$230,000	\$275,000	-16.4%	\$405,000	-43.2%
TANNUM SANDS	11	N/A	N/A	48	\$328,500	\$362,500	-9.4%	\$490,250	-33.0%
TELINA	5	N/A	N/A	22	\$259,500	\$256,500	1.2%	\$440,000	-41.0%
WEST GLADSTONE	20	\$150,000	0.0%	53	\$162,250	\$191,000	-15.1%	\$412,500	-60.7%

## SURROUNDS

<b>BANANA (LGA)</b>	<b>19</b>	<b>N/A</b>	<b>N/A</b>	<b>75</b>	<b>\$165,000</b>	<b>\$160,000</b>	<b>3.1%</b>	<b>\$262,000</b>	<b>-37.0%</b>
BILOELA	7	N/A	N/A	37	\$260,000	\$249,000	4.4%	\$270,000	-3.7%

## SALES MARKET - UNITS &amp; 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
<b>GLADSTONE (LGA)</b>	<b>20</b>	<b>\$145,000</b>	<b>-8.2%</b>	<b>131</b>	<b>\$159,000</b>	<b>\$207,690</b>	<b>-23.4%</b>	<b>\$419,000</b>	<b>-62.1%</b>

SALES MARKET - VACANT LAND <2400M<sup>2</sup>

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
<b>GLADSTONE (LGA)</b>	<b>7</b>	<b>N/A</b>	<b>N/A</b>	<b>72</b>	<b>\$135,000</b>	<b>\$155,000</b>	<b>-12.9%</b>	<b>\$210,000</b>	<b>-35.7%</b>
KIRKWOOD	0	N/A	N/A	5	N/A	\$159,000	N/A	\$249,500	N/A

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK	NEW BONDS
	<b>GLADSTONE REGIONAL</b>	<b>\$220</b>	<b>202</b>	<b>\$190</b>	<b>275</b>	<b>\$430</b>	<b>264</b>
4677	Agnes Water/Miriam Vale	\$300	13	\$315	14	\$320	17
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$220	188	\$185	255	\$440	238
	<b>BANANA SHIRE</b>	<b>\$280</b>	<b>57</b>	<b>\$260</b>	<b>47</b>	<b>\$310</b>	<b>66</b>
4715	Biloela	\$300	25	\$300	31	\$340	24
4718	Bauhinia	\$250	26	\$248	10	\$280	30

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK	NEW BONDS
	<b>GLADSTONE REGIONAL</b>	<b>\$155</b>	<b>167</b>	<b>\$140</b>	<b>215</b>	<b>\$370</b>	<b>201</b>
4677	Agnes Water/Miriam Vale	N/A	4	N/A	3	N/A	3
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$155	162	\$140	211	\$370	198
	<b>BANANA SHIRE</b>	<b>\$225</b>	<b>16</b>	<b>\$240</b>	<b>32</b>	<b>\$265</b>	<b>26</b>
4715	Biloela	\$245	12	\$250	25	\$265	20

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK	NEW BONDS
	<b>GLADSTONE REGIONAL</b>	<b>\$210</b>	<b>74</b>	<b>\$195</b>	<b>87</b>	<b>\$480</b>	<b>86</b>
4677	Agnes Water/Miriam Vale	N/A	1	N/A	3	\$0	0
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$210	73	\$193	84	\$480	86



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## EMPLOYMENT MARKET

### FITZROY SA4



#### Unemployment Rate

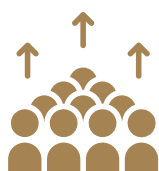
**6.7%**



#### Participation Rate

**67.6%**

## DEMOGRAPHICS



#### Population

**81,206**



#### Median age

**36Yrs**



#### % owner-occupied dwellings with a mortgage

**33.7%**



#### % owner-occupied dwellings mortgage-free

**28.8%**



#### % rental dwellings

**33.9%**

## Soft performance

The Rockhampton house and unit markets were subdued for the past quarter, the past year and the past five years.

The annual median house price of \$265,000 has become the most affordable house market of all markets in the QMM.

Median unit prices have fallen sharply for the past year, from \$310,000 in September 2017 to \$282,000 in September this year.

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 Rockhampton rental market delivered very good news for investors this quarter.

Vacancies fell within the tight range for the first time in six years. Specifically, the Rockhampton rental market was able to absorb more than 300 net new rental properties for the past year and still deliver growth in median rents for some type of dwellings.

### Regional Economy and Infrastructure Investment

The \$750 million Australian Singapore Military training facilities project at Shoalwater Bay Training area is projected to open for tenders in early 2019 and construction works would commence by late 2019. Laing O'Rourke has been selected as the managing contractor for the project, which will deliver enhanced training facilities and inject about \$2.25 billion into Queensland's regional economies over the life of the facility.

Laing O'Rourke has developed an extensive Local Industry Capability Plan to ensure local businesses can take advantage of the opportunities arising from this project, with a commitment to source more than 80 per cent of work from Central Queensland.

Further investment in Queensland from the Department of Defence may be added to the pipeline as the Federal Government is seeking to purchase land to expand the Shoalwater Training area in Central Queensland and to establish a new training area near Greenvale in North Queensland.

The employment market is in need of further business and infrastructure investment as an increasing number of locals is entering the job market, putting upward pressure on the employment participation rate from 66 per cent in September last year to 67.6 per cent in September this year.

The Fitzroy SA4 employment market, including the SA3 regions of Rockhampton, Central Highlands and Gladstone-Biloela, was able to add 2500 new employed people into the market representing an annual employment increase of 2.3 per cent. However, the jobless rate of 6.7 per cent in September 2018 remained above the state jobless rate of 6.1 per cent.

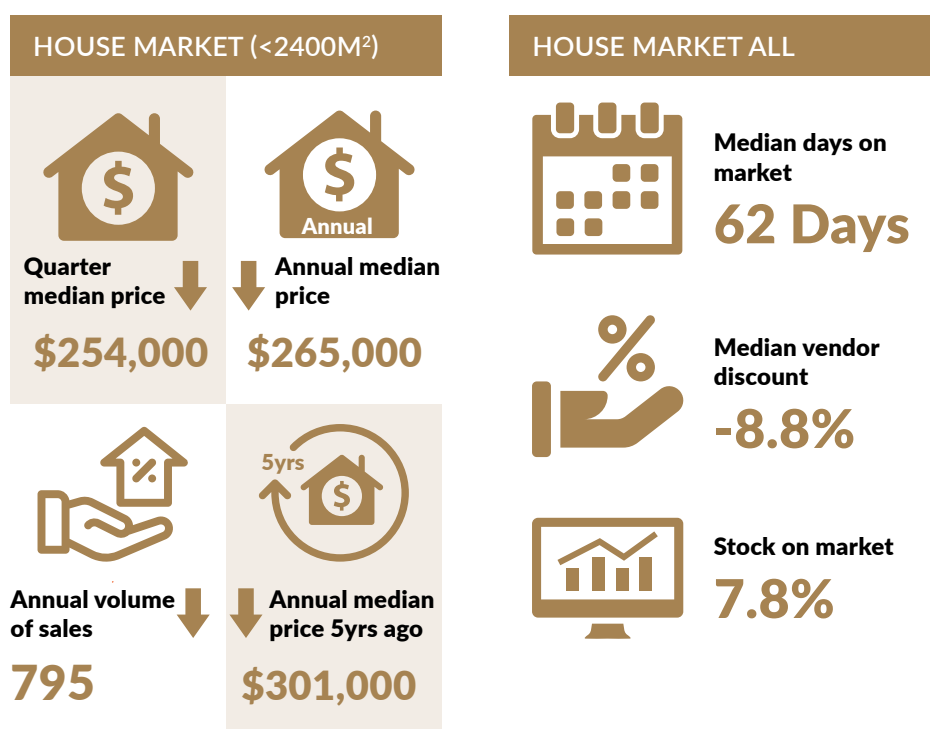
### Market Outlook

The 2019 outlook for the sales market is challenging. However, with the mining sector in recovery the pace of the house price falls has generally slowed down.

We expect the house sales market will hit the bottom of the cycle shortly and prices will stabilise over the forthcoming months.

The unit market, on the other hand, may remain subdued due to the small size of the market and its more expensive nature compared to the house market.

Rental market indicators have strengthened for the past quarter, showing early signs of a sustainable recovery.



In 2019, vacancies are expected to remain within the tight and healthy levels as median rents will continue stabilising. Although, rental costs will most likely remain below the market peak.

#### HOUSE MARKET (<2400m<sup>2</sup>)

The quarterly median house price slipped 4.2 per cent, to \$254,000.

Looking at the annual data, the pace of the annual median price fall has slowed.

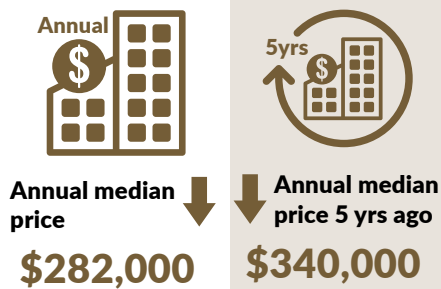
Over the past year, the annual median house price reduced slightly by 0.8 per cent, to \$265,000. This compares with a five-year fall on the annual median price of 12 per cent, from an annual median of \$301,000 in September 2013.

Based on QMM data, the top two suburbs reporting the largest annual increases on the median price were Park Avenue (8.4 per cent) and The Range (8.1 per cent) for the year to September 2018. Both suburbs are located within 4km to the CBD area.





## UNIT MARKET



Annual volume of sales  
**81**

## UNIT MARKET



### Smallest Stock on Market<sup>#1</sup>

The stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Norman Gardens (6.9%, \$405,000)
- Park Avenue (6.9%, \$226,000)
- Allentown (7%, \$196,000)
- Gracemere (7.1%, \$268,000)
- Kawana (7.2%, \$275,000)

With the exception of Gracemere, all the suburbs are located less than 8km to the city making them generally more attractive to ownership retention. This trend usually drives a smaller stock on market compared to the LGA of 7.8 per cent.

### General Activity

Listing volumes increased nearly 20 per cent for the year to August 2018, from 1904 in August 2017 to 2277 in August this year.

Despite the large increase in listing volumes, annual sales volumes fell slightly by 2.2 per cent, from 813 sales in September 2017 to 795 sales in September this year. As the September data is still preliminary, annual house sales volumes will be reassessed next quarter.

The annual trends in median days on market and median vendor discount revealed some positive signs for the house market.

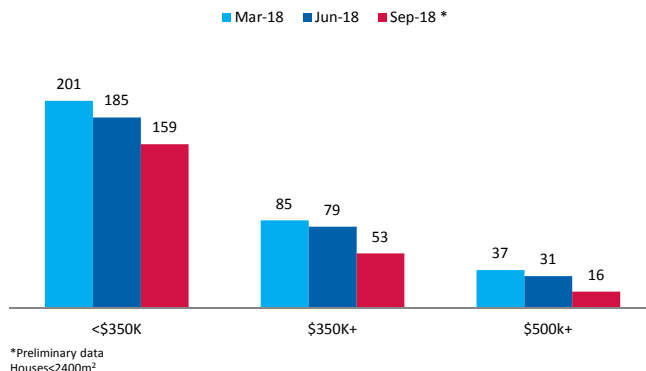
Median days on market shortened a week, from 69 days in August 2017 to 62 days in August this year. Median vendor discount held relatively steady at 8.8 per cent for the past 12 months to August 2018.

### UNIT MARKET

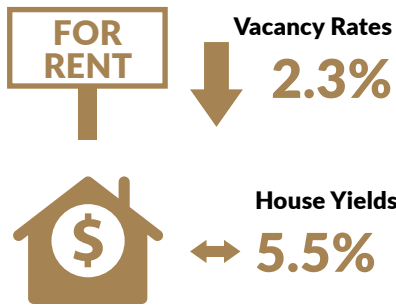
Unfortunately, the unit market in Rockhampton does not yet show any signs of improvement.

Annual sales volumes fell 28.3 per cent for the past year, from 113 sales in September 2017 to 81 sales in September this year.

### ROCKHAMPTON & LIVINGSTONE HOUSE SALES



## RENTAL MARKET



*"The Rockhampton rental market delivered very good news for investors this quarter. Vacancies fell within the tight range for the first time in six years."*

In contrast, listing volumes rose 33.3 per cent for the year to August, from 198 listings in August 2017 to 264 listings in August this year.

In light of the tougher market conditions, the annual median unit price slipped 9 per cent, from \$310,000 in September 2017 to \$282,000 in September this year.

Over the medium term, the annual median price fell 17.1 per cent or \$30,000, from \$340,000 in September 2013.

Median days on market and median vendor discount trends revealed characteristics of a market experiencing significant challenges.

Median days on market lengthened to 140 days and median vendor discount increased to 10.2 per cent in August this year. This has positioned the Rockhampton unit market as the market reporting the longest days on market and the highest vendor discount of all the areas analysed in the Queensland Market Monitor.

### RENTAL MARKET

The rental market in Rockhampton is definitely on the mend as many rental indicators are consistently showing a rise in demand.

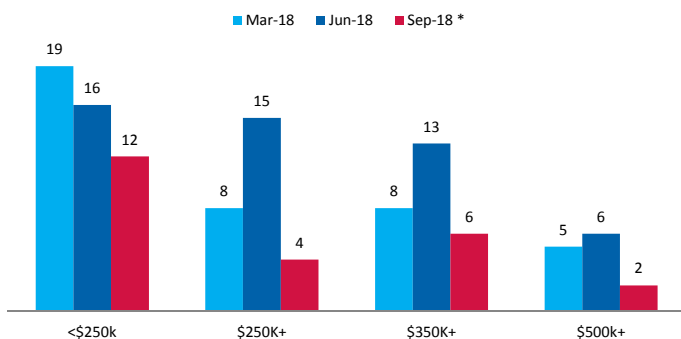
For the past six quarters, vacancies have followed a downward trend from a peak of 8.6 per cent in March 2017 to the tight level of 2.3 per cent in September this year.

Median rents for various type of dwellings increased for the past 12 months, with three-bedroom townhouses reporting the largest increase of 11.7 per cent or \$35 a week for the past year.

The rental market was able to absorb over 300 net new properties for the past year and about 120 net new rentals over the September quarter, clearly showing that rental demand is on the rise.

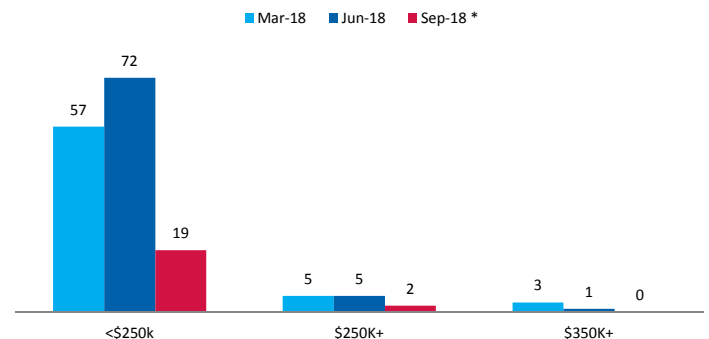
The fall on the quarterly median price underpins the increase in house yields from 5.3 per cent in June to 5.5 per cent in September this year.

ROCKHAMPTON & LIVINGSTONE UNIT SALES



\*Preliminary data

ROCKHAMPTON & LIVINGSTONE LAND SALES



\*Preliminary data

SALES MARKET - HOUSES <2400m <sup>2</sup>									
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)	159	\$254,000	-4.2%	795	\$265,000	\$267,000	-0.8%	\$301,000	-12.0%
ROCKHAMPTON (LGA) ^	12	N/A	N/A	65	\$350,000	\$391,500	-10.6%	\$379,000	-7.7%
ALLENSTOWN	4	N/A	N/A	30	\$196,000	\$240,000	-18.3%	\$261,000	-24.9%
BERSERKER	16	N/A	N/A	75	\$185,600	\$195,000	-4.8%	\$250,000	-25.8%
FRENCHVILLE	20	\$300,000	-3.2%	117	\$306,500	\$330,000	-7.1%	\$345,000	-11.2%
GRACEMERE	17	N/A	N/A	79	\$268,000	\$272,500	-1.7%	\$340,000	-21.2%
KAWANA	12	N/A	N/A	45	\$275,000	\$272,500	0.9%	\$315,000	-12.7%
KOONGAL	7	N/A	N/A	40	\$216,750	\$220,000	-1.5%	\$265,750	-18.4%
MOUNT MORGAN	12	N/A	N/A	35	\$93,000	\$93,000	0.0%	\$139,500	-33.3%
NORMAN GARDENS	13	N/A	N/A	105	\$405,000	\$399,000	1.5%	\$397,000	2.0%
PARK AVENUE	14	N/A	N/A	58	\$226,000	\$208,500	8.4%	\$270,000	-16.3%
THE RANGE	18	N/A	N/A	89	\$362,000	\$335,000	8.1%	\$360,000	0.6%
WANDAL	15	N/A	N/A	57	\$220,000	\$229,813	-4.3%	\$285,000	-22.8%

SURROUNDS									
CENTRAL HIGHLANDS (LGA)	62	\$225,000	19.4%	268	\$168,000	\$156,500	7.4%	\$419,750	-60.0%
BLACKWATER	20	\$132,500	32.5%	100	\$85,000	\$38,000	123.7%	\$360,000	-76.4%
EMERALD	34	\$302,808	6.3%	145	\$273,750	\$225,500	21.4%	\$430,000	-36.3%
LIVINGSTONE (LGA)	78	\$354,000	-3.4%	383	\$361,500	\$362,000	-0.1%	\$390,000	-7.3%
LIVINGSTONE (LGA) ^	25	\$473,500	-2.5%	138	\$485,000	\$485,000	0.0%	\$485,000	0.0%
EMU PARK	10	N/A	N/A	35	\$330,000	\$310,000	6.5%	\$325,000	1.5%
LAMMERMOOR	5	N/A	N/A	36	\$455,650	\$421,000	8.2%	\$440,000	3.6%
YEPPON	16	N/A	N/A	85	\$326,000	\$365,000	-10.7%	\$405,000	-19.5%
ZILZIE	7	N/A	N/A	43	\$335,000	\$345,000	-2.9%	\$387,250	-13.5%

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
ROCKHAMPTON (LGA)	12	N/A	N/A	81	\$282,000	\$310,000	-9.0%	\$340,000	-17.1%
ROCKHAMPTON CITY	4	N/A	N/A	25	\$420,000	\$432,754	-3.0%	\$454,078	-7.5%

SURROUNDS									
LIVINGSTONE (LGA)	12	N/A	N/A	84	\$260,000	\$254,000	2.4%	\$345,300	-24.7%
YEPPON	6	N/A	N/A	46	\$271,250	\$237,500	14.2%	\$350,250	-22.6%

SALES MARKET - VACANT LAND <2400M <sup>2</sup>									
ROCKHAMPTON (LGA)	4	N/A	N/A	78	\$147,500	\$145,500	1.4%	\$154,000	-4.2%
GRACEMERE	0	N/A	N/A	22	\$145,000	\$142,450	1.8%	\$148,000	-2.0%
NORMAN GARDENS	3	N/A	N/A	31	\$166,900	\$166,950	0.0%	\$179,900	-7.2%
SURROUNDS									
LIVINGSTONE (LGA)	13	N/A	N/A	120	\$178,450	\$175,000	2.0%	\$170,000	5.0%
HIDDEN VALLEY	0	N/A	N/A	3	N/A	\$176,500	N/A	\$-	N/A
PARKHURST	0	N/A	N/A	37	\$183,000	\$185,000	-1.1%	\$169,000	8.3%
ZILZIE	2	N/A	N/A	14	N/A	\$184,000	N/A	\$175,000	N/A

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY <sup>L</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$270	245	\$260	269	\$340	428
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$268	90	\$250	91	\$320	84
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Merimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/Rockhampton	\$273	142	\$260	172	\$335	163
	LIVINGSTONE SHIRE	\$290	159	\$280	200	N/A	N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/ Jericho/Keppel Sands/SaphireStanwell/Rubyvale/ Westwood/Woorabinda/Wowan/Yaraka	\$260	75	\$250	75	\$335	75
4703	Bayfield/Bungundarra/Byfield/Cooee Bay/ Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/ Statute Bay/Taranganba/Woodbury/Yeppoon	\$320	68	\$325	87	\$355	75
4710	Emu park/Zilzie	\$300	15	\$265	34	\$340	19
4714	Mount Morgan	\$200	\$200	13	6	\$210	12
	CENTRAL HIGHLANDS REGIONAL	\$250	130	\$230	130	\$330	181
4717	Blackwater	\$230	60	\$213	48	\$330	91
4720	Emerald	\$270	48	\$250	62	\$350	80

RENTAL MARKET - 2 BED UNITS							
POST CODE	LOCALITY <sup>L</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$210	151	\$200	182	\$260	272
4700	Allenstown/Depot Hill/Great Keppel Is/ Rockhampton/Wandal	\$210	49	\$200	46	\$250	63
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/Rockhampton	\$210	102	\$200	135	\$250	131
	LIVINGSTONE SHIRE	\$270	64	\$270	49	N/A	N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/ Jericho/Keppel Sands/SaphireStanwell/Rubyvale/ Westwood/Woorabinda/Wowan/Yaraka	\$221	6	N/A	3	\$200	6
4703	Bayfield/Bungundarra/Byfield/Cooee Bay/ Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Tarangabba/Woodbury/Yeppoon	\$290	55	\$270	45	\$300	69
	CENTRAL HIGHLANDS REGIONAL	\$205	61	\$170	74	\$290	72
4717	Blackwater	\$145	6	\$150	11	\$200	9
4720	Emerald	\$220	50	\$170	57	\$290	60

RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY <sup>L</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$335	8	\$300	7	\$380	9
4701	Central Qld Uni, Frenchville, Kalka, Koongal, Lakes Ck, Nerimberg, Nth Rockhampton, Oasis Gardens, Pk Avenue PO, Rockhampton	N/A	4	\$315	6	N/A	1
	LIVINGSTONE SHIRE	\$320	17	\$380	17	N/A	N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$375	12	\$395	12	N/A	4
4703	Bayfield/Bungundarra/Byfield/Coee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Tarangamba/Woodbury/Yeppoon	N/A	3	N/A	4	N/A	2
	CENTRAL HIGHLANDS REGIONAL	\$290	7	\$270	7	\$340	19
4720	Emerald	\$290	6	N/A	3	\$320	12







## EMPLOYMENT MARKET

### MACKAY SA4



**Unemployment Rate**

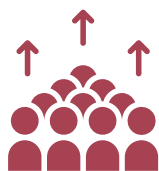
**3.3%**



**Participation Rate**

**74.3%**

## DEMOGRAPHICS



**Population**

**116,618**



**Median age**

**37Yrs**



**% owner-occupied dwellings with a mortgage**

**36.4%**



**% owner-occupied dwellings mortgage-free**

**27.9%**



**% rental dwellings**

**31.5%**

## Comeback kid

The Mackay house market continued its stellar comeback as the annual median sale price increased 5.6 per cent, to \$340,000 in September 2018.

The unit market has also moved out of the downward path of the cycle, with the annual median unit price increasing a modest 1.3 per cent, to \$222,750 in September 2018.

Mackay has the smallest amount of stock on market (or available stock to purchase) for units of all areas analysed in the Queensland Market Monitor. This has definitely contributed to the recent recovery in unit prices.

Median days on market and median vendor discount trends for houses and units revealed characteristics of a market wherein the gap between vendors and buyers' expectations is closing. This is definitely a contributor to the gradual recovery of property prices.

Rental demand is definitely on the rise, putting downward pressure on vacancies and increasing median rents for all type of dwellings over the past 12 months.

In light of this, Mackay has become the tightest rental market in Queensland as vacancies hit their lowest level since December 2011 of 0.9 per cent.

### Regional Economy and Infrastructure Investment

The proposed Mackay Waterfront Priority Area (PDA) is one step closer as the public consultation process commenced in early November and it is scheduled to be completed by mid-to-late December this year.

The proposed five district precincts (Mackay City Centre, Riverside, Enterprise, Queens Park and Beachside) will offer redevelopment opportunities specific to their location including, business, tourism, retail, residential and recreational spaces. This project will modernise Mackay, making it more attractive for internal migrants.

Similar to other regional areas in Queensland, Mackay is a preferred location for renewable energy projects.

Mirani Solar Farm and Solis Industria are two of the largest renewable energy projects in the pipeline. The proposed investment for both projects falls in the vicinity of \$170 million.

Mirani Solar Farm is 60MW project located between the towns of Mirani and Gargett. The \$70 million project will comprise of approximately 180,000 solar panels generating enough electricity to power the equivalent of 27,000 homes. Development approval for this project is currently under appeal.

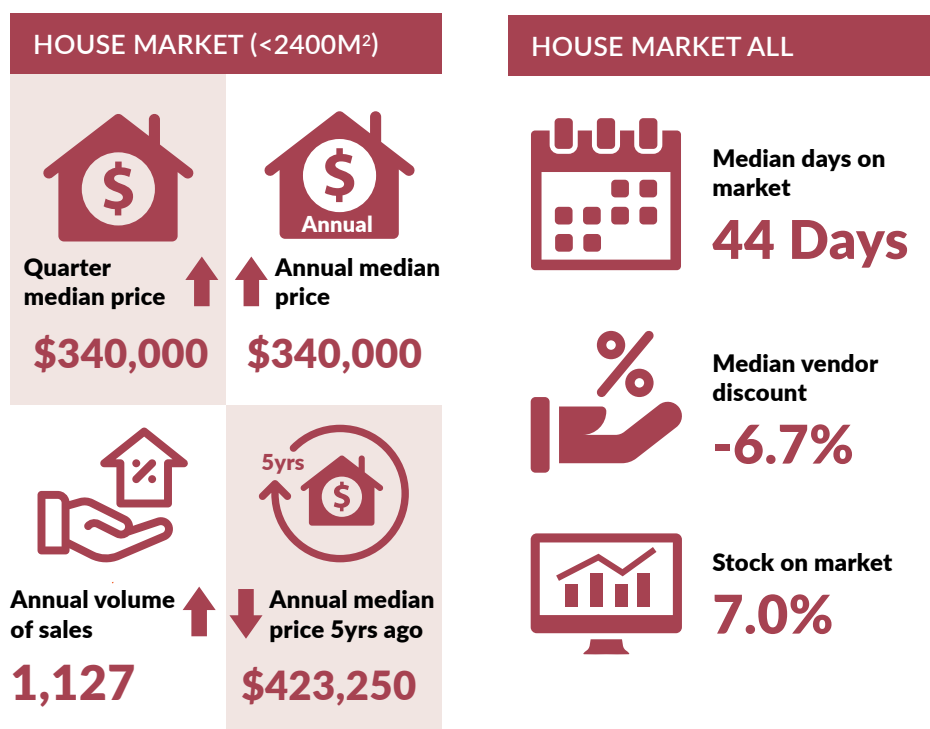
Solis Industria Solar Power Generation Facility is a \$100 million project sponsored by Boma Group. According to Cordell Connect, the proposed 20MW facility will provide in excess of 10 per cent of Mackay's energy requirements.

The Mackay SA4 job market remains the strongest in Queensland as the jobless rate held steady at 3.3 per cent for a third consecutive month in September 2018.

Mackay also reports the highest employment participation rate in the state of 74.3 per cent. This means that a larger percentage of residents contributes to the regional economy by actively engaging within the labour force.

### Market Outlook

The REIQ reclassifies the house sales market from recovery to a rising market as the regional median sale price continue following an upward trend supported by the strength of the employment market.



The prognosis of the unit sales market is still challenging. However, we have reclassified the unit market from falling to stabilising as we forecast unit prices will stabilise and commence recovery in the year ahead.

The future of the rental market in 2019 is promising considering the strength of the regional economic fundamentals and the lack of new developments for the past few years.

Anecdotal evidence from locals indicates some local developers are planning new property development projects. This is not a surprise as the housing market is now showing consistent signs of recovery and the regional employment market is clearly booming.

We forecast new housing stock may hit the market some time over the next 18 months, potentially changing the dynamics of the property market towards early 2020.

#### HOUSE MARKET (<2400m<sup>2</sup>)

The house market performance was solid over the past quarter and the past year.

The quarterly and annual median price grew 1.2 per cent and 5.6 per cent respectively, to reach a median price of \$340,000.

Over the medium term, the house market was still subdued as the annual median price slipped 19.7 per cent,



## UNIT MARKET



Quarter  
median price ↓  
**\$192,500**



Annual  
median price ↑  
**\$222,750**

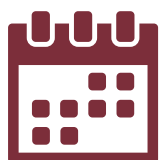


Annual volume  
of sales ↓  
**204**



Annual median  
price 5 yrs ago ↓  
**\$352,500**

## UNIT MARKET



Median days on  
market  
**72 Days**



Median vendor  
discount  
**-9.5%**



Stock on market  
**4.6%**

from \$423,250 in September 2013. This shows that the house market is still operating well below the peak of the cycle.

Three suburbs reported a double-digit growth for the past 12 month in the QMM. The annual median house price in Slade Point, Eimeo and North Mackay increased in the range of 15 to 19.3 per cent for the year to September 2018. All these suburbs are located north of the Mackay CBD.

**Smallest Stock on Market<sup>#1</sup>**

The stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Beaconsfield (5.3%, \$341,000)
- Ooralea (5.4%, \$432,500)
- Walkerston (6%, \$398,750)
- Glenella (6.1%, \$457,500)
- Sarina (6.2%, \$220,000)

With the exception of Sarina and Walkerston, all suburbs are within 7-14km of the CBD.

Three of the five suburbs, Ooralea, Walkerston and Glenella, also reported a positive annual growth in median sale price which improves its desirability for ownership retention.

**General Activity**

The busiest price range is for houses below \$350,000, which represents about 50 to 55 per cent of the regional volume of sales.

Based on preliminary data for September 2018, the annual volume of house sales increased 2.5 per cent, from 1099 sales in September 2017 to 1127 sales in September 2018. We expect the increase will be larger when the data is updated.

Despite the annual increase in listing volumes of 20.8 per cent for August 2018, other market trend indicators revealed characteristics of a market in recovery.

Median days on market has shortened by 19 days, to 44 days in August 2018. This level aligns with the days on market seen in the booming markets of the Gold Coast and the Sunshine Coast.

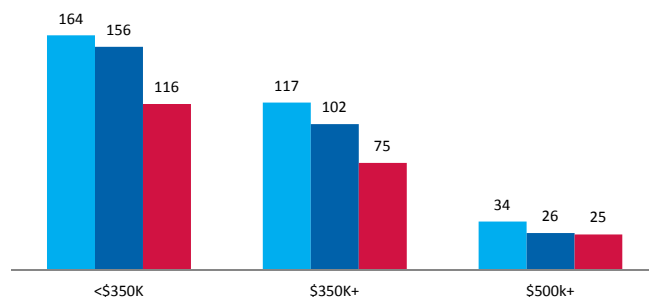
Median vendor discount has reduced 1.4 percentage points, from 8 per cent in August 2017 to 6.7 per cent in August 2018.

**UNIT MARKET**

The quarterly unit median price slipped 19.8 per cent, to \$192,500 in September 2018.

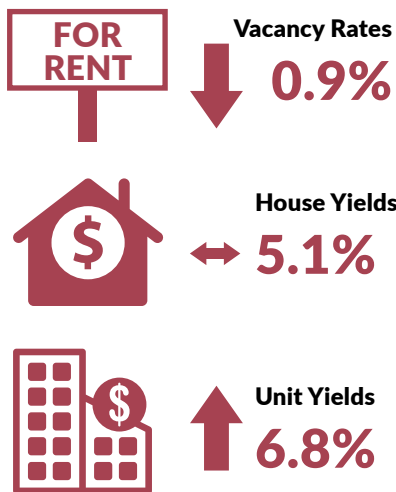
**MACKAY HOUSE SALES**

■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data  
Houses<2400m<sup>2</sup>

## RENTAL MARKET



*"Mackay has the smallest amount of stock on market (or available stock to purchase) for units of all areas analysed in the Queensland Market Monitor. This has definitely contributed to the recent recovery in unit prices."*

Despite the quarterly fall, the annual median price increased a modest 1.3 per cent, to \$222,750 in September this year.

Over the medium term, the Mackay unit market fell sharply by 36.8 per cent, from \$352,500 in September 2013. This means that the annual median unit price lost \$129,750 in value for the past five years or the equivalent to \$25,950 a year.

The annual unit sales volumes fell 6 per cent, from 217 sales in September 2017 to 204 sales in September 2018.

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

Despite the increase in unit listing volumes, median days on market and median vendor discount improved for the past 12 months.

Median days on market shortened 40 days, from 112 days in August 2017 to 72 days in August 2018. Median vendor discount followed a similar trend, tightening from 12.1 per cent in August 2017 to 9.5 per cent in August 2018.

### RENTAL MARKET

Demand for rental dwellings is trending upwards consolidating the recovery of the regional rental market.

Mackay vacancies tightened 100 basis points for the past three months, from 1.9 per cent in June 2018 to 0.9 per cent in September 2018. This happened in the context of a market able to absorb 230 net new rentals for the past 12 months, and about 55 per cent of those net new rentals eventuated in the September quarter.

Mackay median rents generally increased in the range of 10 to 20 per cent for the past year, with two-bedroom houses and three-bedroom units reporting an annual increase in the weekly median rent of \$50.

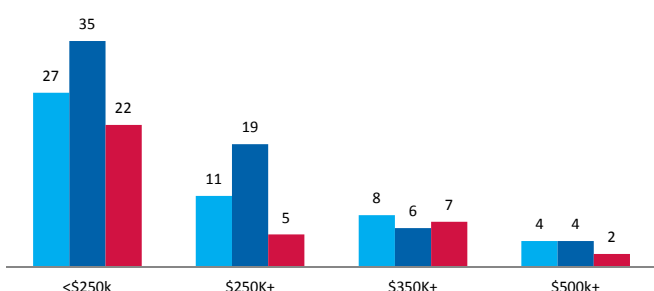
Median rents for different type of dwellings are still at lower levels compared to the market peak in 2012/2013. However, the gap is clearly closing.

The increase in median rents has supported stronger yields for both, units and houses. House investors should achieve an indicate gross yield in the vicinity of 5.1 per cent.

Unit yields in Mackay of 6.8 per cent are the second-highest throughout all the areas analysed in the QMM.

### MACKAY UNIT SALES

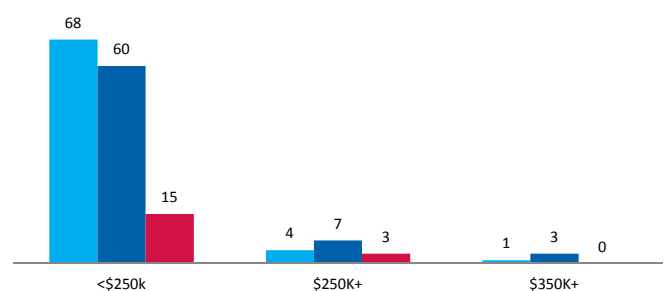
■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data

### MACKAY LAND SALES

■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data



### SALES MARKET - HOUSES <2400m<sup>2</sup>

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
<b>MACKAY (LGA)</b>	<b>218</b>	<b>\$340,000</b>	<b>1.2%</b>	<b>1127</b>	<b>\$340,000</b>	<b>\$322,000</b>	<b>5.6%</b>	<b>\$423,250</b>	<b>-19.7%</b>
<b>MACKAY (LGA) ^</b>	<b>33</b>	<b>\$535,000</b>	<b>21.6%</b>	<b>196</b>	<b>\$417,500</b>	<b>\$410,000</b>	<b>1.8%</b>	<b>\$502,500</b>	<b>-16.9%</b>
ANDERGROVE	15	N/A	N/A	77	\$330,000	\$315,000	4.8%	\$415,000	-20.5%
BEACONSFIELD	6	N/A	N/A	52	\$341,000	\$343,500	-0.7%	\$430,000	-20.7%
BLACKS BEACH	13	N/A	N/A	53	\$315,000	\$310,000	1.6%	\$452,500	-30.4%
BUCASIA	13	N/A	N/A	68	\$340,000	\$325,000	4.6%	\$435,000	-21.8%
EAST MACKAY	6	N/A	N/A	44	\$337,500	\$340,000	-0.7%	\$423,000	-20.2%
EIMEO	5	N/A	N/A	46	\$369,000	\$318,750	15.8%	\$472,500	-21.9%
GLENELLA	9	N/A	N/A	53	\$457,500	\$440,000	4.0%	\$525,250	-12.9%
MARIAN	6	N/A	N/A	43	\$395,000	\$401,500	-1.6%	\$445,000	-11.2%
MOUNT PLEASANT	10	N/A	N/A	55	\$370,000	\$337,000	9.8%	\$445,000	-16.9%
NORTH MACKAY	9	N/A	N/A	69	\$280,000	\$243,500	15.0%	\$376,000	-25.5%
OORALEA	11	N/A	N/A	44	\$432,500	\$426,000	1.5%	\$505,000	-14.4%
RURAL VIEW	18	N/A	N/A	67	\$389,500	\$402,500	-3.2%	\$510,000	-23.6%
SARINA	6	N/A	N/A	30	\$220,000	\$220,000	0.0%	\$342,500	-35.8%
SLADE POINT	10	N/A	N/A	45	\$328,000	\$275,000	19.3%	\$370,000	-11.4%
SOUTH MACKAY	15	N/A	N/A	82	\$290,000	\$275,000	5.5%	\$385,000	-24.7%
WALKERSTON	11	N/A	N/A	42	\$398,750	\$375,000	6.3%	\$430,000	-7.3%
WEST MACKAY	17	N/A	N/A	72	\$305,000	\$295,000	3.4%	\$380,500	-19.8%

SURROUNDS									
<b>ISAAC (LGA)</b>	<b>25</b>	<b>\$152,500</b>	<b>-4.7%</b>	<b>157</b>	<b>\$160,000</b>	<b>\$140,000</b>	<b>14.3%</b>	<b>\$380,000</b>	<b>-57.9%</b>
MORANBAH	10	N/A	N/A	78	\$200,000	\$164,000	22.0%	\$412,500	-51.5%

<b>WHITSUNDAY (LGA)</b>	<b>59</b>	<b>\$365,000</b>	<b>25.9%</b>	<b>305</b>	<b>\$360,000</b>	<b>\$325,000</b>	<b>10.8%</b>	<b>\$375,000</b>	<b>-4.0%</b>
<b>WHITSUNDAY (LGA) ^</b>	<b>19</b>	<b>N/A</b>	<b>N/A</b>	<b>83</b>	<b>\$475,000</b>	<b>\$450,000</b>	<b>5.6%</b>	<b>\$485,000</b>	<b>-2.1%</b>
BOWEN	18	N/A	N/A	79	\$250,000	\$252,500	-1.0%	\$345,000	-27.5%
CANNONVALE	15	N/A	N/A	82	\$430,000	\$430,000	0.0%	\$435,000	-1.1%
PROSERPINE	10	N/A	N/A	40	\$280,000	\$276,250	1.4%	\$340,000	-17.6%

### SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>MACKAY (LGA)</b>	<b>36</b>	<b>\$192,500</b>	<b>-19.8%</b>	<b>204</b>	<b>\$222,750</b>	<b>\$220,000</b>	<b>1.3%</b>	<b>\$352,500</b>	<b>-36.8%</b>
MACKAY	10	N/A	N/A	44	\$243,500	\$295,000	-17.5%	\$399,341	-39.0%

SURROUNDS									
WHITSUNDAY (LGA)	36	\$244,500	6.3%	226	\$230,000	\$244,000	-5.7%	\$300,000	-23.3%
AIRLIE BEACH	9	N/A	N/A	69	\$355,500	\$325,000	9.4%	\$350,000	1.6%
CANNONVALE	16	N/A	N/A	86	\$217,000	\$210,000	3.3%	\$267,500	-18.9%

### SALES MARKET - VACANT LAND <2400M<sup>2</sup>

<b>MACKAY (LGA)</b>	<b>16</b>	<b>N/A</b>	<b>N/A</b>	<b>188</b>	<b>\$165,000</b>	<b>\$165,000</b>	<b>0.0%</b>	<b>\$207,000</b>	<b>-20.3%</b>
RURAL VIEW	0	N/A	N/A	29	\$134,000	\$145,000	-7.6%	\$214,000	-37.4%

SURROUNDS									
WHITSUNDAY (LGA)	12	N/A	N/A	116	\$150,000	\$156,300	-4.0%	\$150,000	0.0%
CANNONVALE	3	N/A	N/A	43	\$152,600	\$161,500	-5.5%	\$148,000	3.1%

### RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK	NEW BONDS
	<b>MACKAY REGIONAL</b>	<b>\$335</b>	<b>329</b>	<b>\$300</b>	<b>372</b>	<b>\$395</b>	<b>460</b>
4737	Sarina/Sarina Beach/Armstrong Beach	\$315	18	\$260	25	\$370	36
4740	Mackay	\$338	268	\$300	288	\$400	347
4741	Various Islands/Clairview/Eton/Farleigh/Flaggy Rock/Gargett/Mt Christian/Mt Ossa/Oakenden/Pinnacle/Pleystowe/Seaforthy/Yalbaroo	\$350	9	\$305	12	\$360	17
4750	Bucasia/Seaview Heights/Shoal Pt	\$350	18	\$290	23	\$380	22
4751	Palmyra/Walkerston	N/A	4	\$300	13	\$380	14
	<b>ISAAC REGIONAL</b>	<b>\$250</b>	<b>157</b>	<b>\$220</b>	<b>109</b>	<b>\$350</b>	<b>159</b>
4721	Clermont	\$280	13	\$225	10	\$400	13
4742	Nebo	\$180	5	N/A	3	N/A	2
4744	Moranbah	\$260	85	\$230	55	\$375	90
4745	Dysart	\$160	35	\$150	27	\$250	47
4746	Middlemount	\$260	15	\$250	11	\$162	5
	<b>WHITSUNDAY REGIONAL</b>	<b>\$340</b>	<b>117</b>	<b>\$350</b>	<b>143</b>	<b>\$350</b>	<b>158</b>
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdickie/Wilson Bch	\$340	20	\$350	26	\$330	40
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$425	42	\$445	56	\$420	61
4804	Collinsville	\$280	15	\$200	23	\$250	6
4805	Bowen	\$300	40	\$288	36	\$320	51

### RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK	NEW BONDS
	<b>MACKAY REGIONAL</b>	<b>\$250</b>	<b>269</b>	<b>\$210</b>	<b>312</b>	<b>\$320</b>	<b>286</b>
4737	Sarina/Sarina Beach/Armstrong Beach	\$195	20	\$180	11	\$270	19
4740	Mackay	\$250	233	\$210	282	\$320	252
4750	Bucasia/Seaview Heights/Shoal Pt	\$210	5	\$180	11	\$280	6
	<b>ISAAC REGIONAL</b>	<b>\$190</b>	<b>55</b>	<b>\$180</b>	<b>41</b>	<b>\$260</b>	<b>24</b>
4721	Clermont	N/A	4	\$163	8	\$280	5
4744	Moranbah	\$180	31	\$210	18	\$255	15
4746	Middlemount	\$250	10	\$240	7	N/A	1
	<b>WHITSUNDAY REGIONAL</b>	<b>\$275</b>	<b>123</b>	<b>\$270</b>	<b>149</b>	<b>\$290</b>	<b>166</b>
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdickie/Wilson Bch	\$220	18	\$220	22	\$220	18
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$325	78	\$300	100	\$300	109
4805	Bowen	\$200	23	\$260	25	\$260	37

### RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK	NEW BONDS
	<b>MACKAY REGIONAL</b>	<b>\$330</b>	<b>31</b>	<b>\$278</b>	<b>38</b>	<b>\$404</b>	<b>43</b>
4740	Mackay	\$330	29	\$275	35	\$420	40
	<b>ISAAC REGIONAL</b>	<b>\$350</b>	<b>27</b>	<b>\$290</b>	<b>22</b>	<b>\$500</b>	<b>42</b>
4744	Moranbah	\$355	22	\$300	15	\$550	19
4745	Dysart					\$300	8
	<b>WHITSUNDAY REGIONAL</b>	<b>\$400</b>	<b>21</b>	<b>\$420</b>	<b>31</b>	<b>\$370</b>	<b>34</b>
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$405	16	\$415	20	\$390	30
4805	Bowen	N/A	3	\$450	7	N/A	3



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## EMPLOYMENT MARKET

### TOWNSVILLE SA4



**Unemployment Rate**

**9.1%**



**Participation Rate**

**64.9%**

## DEMOGRAPHICS



**Population**

**192,988**



**Median age**

**34Yrs**



**% owner-occupied dwellings with a mortgage**

**35.2%**



**% owner-occupied dwellings mortgage-free**

**22.9%**



**% rental dwellings**

**38.6%**

## Preparing for growth

The house market data does not yet show any significant improvement, with median prices following a downward path for the past quarter, the past year and the past five years.

The annual median house price fell 4.5 per cent for the past 12 months, to \$320,000 as market conditions became more challenging due to an increase in supply and a fall in demand.

The unit market continued operating in positive territory. The annual median unit price increased 1.9 per cent, to \$265,000 driven primarily by a slight increase in sales volumes of 1.1 per cent.

For five consecutive years, the rental market has operated in favour of tenants as vacancies sat above the healthy range of 3.5 per cent. However, the upward trend in median rents, particularly for houses and townhouses, has shown some early signs of improvement and financial relief for investors.

### Regional Economy and Infrastructure Investment

Regional renewable energy projects are forecast to inject about \$565 million of investment. The \$200 million Ross River solar farm and the \$155 million Sun Metals solar farm are firm investments.

The \$210 million Rollingstone solar farm reached development approval in December 2016 and will generate 110MW of solar energy.

The construction of the Ross River Solar Farm is underway. When complete in late 2018 or early 2019, the solar farm will be capable to generate up to 148MW of electricity, which is enough to power 54,000 homes. The facility is expected to have a lifespan of up to 40 years.

The 125MW Sun Metals solar farm commenced operations in August 2018. The construction of the farm has given Sun Metals the ability to produce 30 per cent of its own electricity for the refinery, while also providing an opportunity to sell power to the grid. The facility was constructed by RCR Tomlinson, represents the first large-scale solar farm to be built directly by a major energy user in Australia, and sets up the shift from coal power to renewable energy use for the Australian heavy industry.

Despite the creation of 6500 net new jobs for the past year, the Townsville SA4 job market remained subdued with a jobless rate of 9.1 per cent in September 2018.

The employment participation rate increased from 61.6 per cent in September 2017 to 64.9 per cent in September this year as a result of 7200 people joining the labour force for the past year.

### Market Outlook

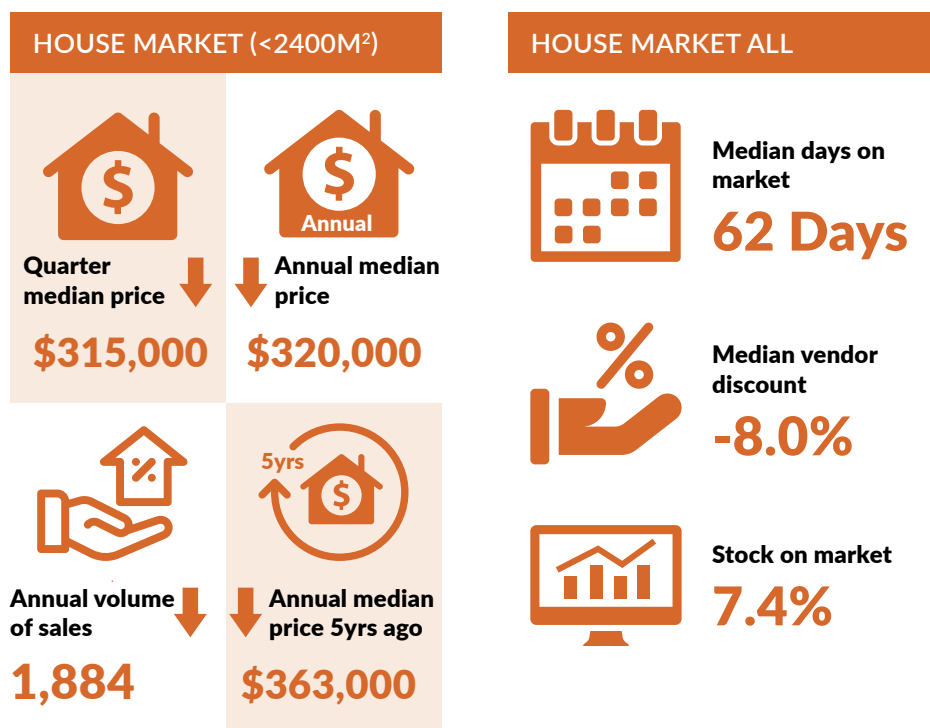
The 2019 outlook of the house market remains challenging as supply is expected to outstrip demand over the coming months.

The unit sales market has entered a recovery path. However, its future is heavily dependent on the recovery of the regional economy.

As the regional economy remains subdued, the forecast for the rental market in 2019 is still risky and subject to unexpected changes. There are clear signs that regional rental demand is on the rise, however the economy is in need of more jobs to support a further increase in demand of rental accommodation.

Nearly 780 net new rental dwellings have lodged bonds with the RTA for the past year. The median rents for many type of dwellings have also trended upwards for the past 12 months.





In light of the improving market conditions, we hope that 2019 will be a year of stabilisation for the rental market in Townsville.

#### HOUSE MARKET (<2400m<sup>2</sup>)

The quarterly median house price fell slightly, from \$317,750 in June 2018 to \$315,000 in September this year.

Looking at the annual data, the median house price lost 4.5 per cent or \$15,000 in value, to an annual median of \$320,000.

Looking at the medium-term data, the house market performance was weak as the median price fell 11.8 per cent, from \$363,000 in September 2013.

No Townsville suburbs reached a double-digit growth over the past 12 months. However, the QMM reports nine suburbs showing annual median price growth in the range of 1.7 per cent to 8.8 per cent for the past 12 months.





## UNIT MARKET



Quarter  
median price ↓  
**\$220,000**



Annual  
median price ↑  
**\$265,000**



Annual volume  
of sales ↑  
**528**



Annual median  
price 5 yrs ago ↓  
**\$304,000**

## UNIT MARKET



Median days on  
market  
**67 Days**



Median vendor  
discount  
**-8.3%**



Stock on market  
**5.5%**

### Smallest Stock on Market<sup>#1</sup>

The stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Vincent (5%, \$210,000)
- Mundingburra (5.3%, \$335,000)
- Wulguru (5.4%, \$262,500)
- Thuringowa Central (5.6%, N/A)
- Cranbrook (5.8%, \$225,000)

All suburbs are located within 6-12km of the CBD and inland. These characteristics potentially increase their desirability for ownership retention and reduce their likelihood to hit the market for sale.

### General Activity

The most popular price range is for house sales below \$350,000, which represent about 60 per cent of the total volume of sales.

Market conditions have become more challenging for vendors over the past 12 months.

Listing volumes increased 22.4 per cent, from 3760 in August 2017 to 4601 in August 2018. Sales volumes weakened 10.1 per cent, from 2095 in September 2017 to 1884 in September this year.

Despite the wider gap between supply and demand, median vendor discount and median days on market held around similar levels in August 2017 and 2018. A house in Townsville needs about 62 days to reach a sale and a negotiated discount of 8 per cent.

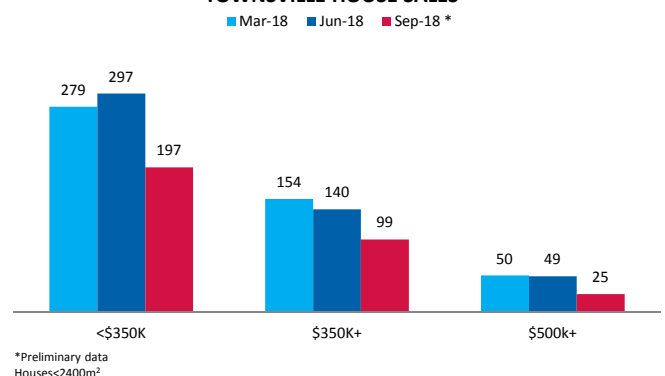
### UNIT MARKET

The unit market performance was positive over the past year as the median unit price increased 1.9 per cent, to \$265,000 in September this year.

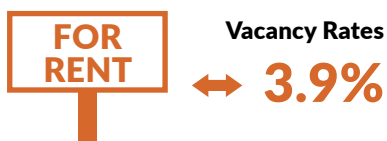
However, its performance was weak for the past five years as the annual median price fell 12.8 per cent, from \$304,000 in September 2013. This fall was equivalent to a loss in median unit values of \$39,000 in five years or \$7800 a year.

For a second consecutive quarter, the unit market performance in West End and North Ward drove the median unit price recovery in the region. The unit median price increased 55.6 per cent in West End and 27.5 per cent in North Ward for

### TOWNSVILLE HOUSE SALES



## RENTAL MARKET



*"Despite the creation of 6500 net new jobs for the past year, the Townsville SA4 job market remained subdued with a jobless rate of 9.1 per cent in September 2018."*

the past year, showing a significant market recovery in those two particular suburbs located in very close proximity to the CBD area.

Similar to many of the unit markets analysed in the QMM, unit listing volumes followed an upward trend for the past 12 months.

However, the increase in unit sales volumes supported a fall on the median days on market from 89 days in August 2017 to 67 days in August this year.

Median vendor discount held relatively steady at 8.3 per cent in August 2018.

### RENTAL MARKET

For the past five years, the rental market has been biased in favour of tenants as vacancies consistently held above the healthy range of 3.5 per cent.

Anecdotal evidence from locals and property managers indicates the excess gap between supply and demand has shortened in the second half of 2018.

According to our sources, some pockets in the rental market are performing well and vacancies have tightened to reach the healthy levels. Unfortunately, the consolidated vacancies for the region still remain in the weak range. Although, we have clearly seen a gradual downward trend on vacancies since September 2016.

Townsville vacancies tightened slightly from 4 per cent in June to 3.9 per cent in September this year, with over 300 net new rentals lodging bonds to the RTA over the quarter.

Median rents for houses and townhouses trended upwards for the past year, in the range of 1 per cent to 4.5 per cent.

Conversely, median rents for one-bedroom and two-bedroom units remained subdued compared to 12 months ago. Some good news for investors in the unit market was that three-bedroom units reached the highest increase in median rent for the past year, from \$325 in September 2017 to \$340 in September this year.

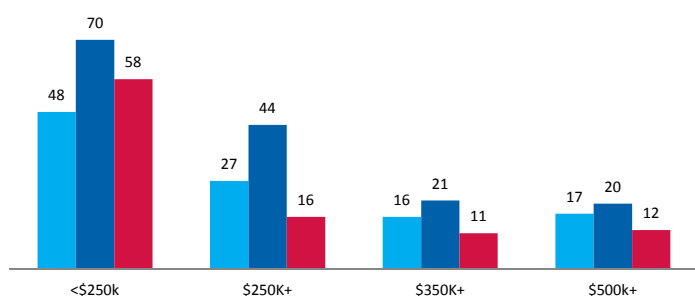
The downward trend on median rents for some type of units could be partially explained by the large volume of National Rental Affordability Scheme (NRAS) properties released to the market about six to eight years ago.

House yields held steady at 4.8 per cent for the past six quarters.

Unit yields, on the other hand, strengthened this quarter, from 5 per cent in June to 5.6 per cent in September due to the contraction on the quarterly median unit price.

### TOWNSVILLE UNIT SALES

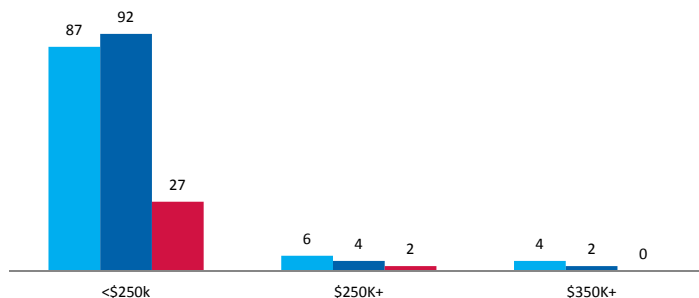
■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data

### TOWNSVILLE LAND SALES

■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data

## SALES MARKET - HOUSES <2400m<sup>2</sup>

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
<b>TOWNSVILLE (LGA)</b>	<b>364</b>	<b>\$315,000</b>	<b>-0.9%</b>	<b>1884</b>	<b>\$320,000</b>	<b>\$335,000</b>	<b>-4.5%</b>	<b>\$363,000</b>	<b>-11.8%</b>
<b>TOWNSVILLE (LGA) ^</b>	<b>38</b>	<b>\$392,500</b>	<b>-6.0%</b>	<b>213</b>	<b>\$399,500</b>	<b>\$415,000</b>	<b>-3.7%</b>	<b>\$420,000</b>	<b>-4.9%</b>
AITKENVALE	5	N/A	N/A	40	\$267,500	\$292,500	-8.6%	\$320,000	-16.4%
ALICE RIVER ^	9	N/A	N/A	32	\$465,000	\$440,000	5.7%	\$485,000	-4.1%
ANNANDALE	26	\$386,000	-5.3%	97	\$405,000	\$390,500	3.7%	\$426,000	-4.9%
BELGIAN GARDENS	2	N/A	N/A	23	\$450,000	\$467,500	-3.7%	\$424,000	6.1%
BOHLE PLAINS	4	N/A	N/A	32	\$382,500	\$400,000	-4.4%	\$430,000	-11.0%
BURDELL	15	N/A	N/A	83	\$370,000	\$370,000	0.0%	\$425,000	-12.9%
BUSHLAND BEACH	17	N/A	N/A	86	\$387,500	\$380,000	2.0%	\$409,250	-5.3%
CONDON	12	N/A	N/A	65	\$250,000	\$235,000	6.4%	\$293,000	-14.7%
COSGROVE	0	N/A	N/A	19	N/A	\$405,138	N/A	N/A	N/A
CRANBROOK	16	N/A	N/A	55	\$225,000	\$252,500	-10.9%	\$305,000	-26.2%
CURRAJONG	8	N/A	N/A	37	\$233,500	\$255,000	-8.4%	\$285,000	-18.1%
DEERAGUN	7	N/A	N/A	36	\$278,500	\$280,000	-0.5%	\$337,500	-17.5%
DOUGLAS	25	\$342,500	-12.2%	90	\$368,000	\$361,750	1.7%	\$390,000	-5.6%
GULLIVER	9	N/A	N/A	48	\$245,000	\$254,500	-3.7%	\$282,500	-13.3%
HEATLEY	6	N/A	N/A	34	\$230,000	\$250,000	-8.0%	\$280,000	-17.9%
HERMIT PARK	13	N/A	N/A	51	\$348,000	\$338,500	2.8%	\$372,000	-6.5%
HYDE PARK	3	N/A	N/A	16	N/A	\$378,500	N/A	\$360,000	N/A
IDALIA	16	N/A	N/A	60	\$465,000	\$435,000	6.9%	\$460,000	1.1%
KELSO	10	N/A	N/A	67	\$243,000	\$253,500	-4.1%	\$289,000	-15.9%
KIRWAN	36	\$310,000	3.7%	234	\$300,000	\$315,000	-4.8%	\$350,000	-14.3%
MOUNT LOUISA	23	\$330,000	8.2%	92	\$342,250	\$362,500	-5.6%	\$410,000	-16.5%
MUNDINGBURRA	4	N/A	N/A	34	\$335,000	\$310,000	8.1%	\$364,000	-8.0%
NORTH WARD	4	N/A	N/A	36	\$552,500	\$577,500	-0.9%	\$655,000	-15.6%
OONOOBNA	5	N/A	N/A	26	\$280,000	\$268,000	4.5%	\$272,000	2.9%
RAILWAY ESTATE	4	N/A	N/A	41	\$310,000	\$285,000	8.8%	\$333,000	-6.9%
RANGEWOOD ^	0	N/A	N/A	9	N/A	\$535,000	N/A	\$467,000	N/A
RASMUSSEN	12	N/A	N/A	57	\$260,000	\$307,000	-15.3%	\$296,500	-12.3%
SOUTH TOWNSVILLE	4	N/A	N/A	26	\$325,000	\$348,000	-6.6%	\$324,000	0.3%
THURINGOWA CENTRAL	2	N/A	N/A	17	N/A	\$250,000	N/A	\$315,000	N/A
VINCENT	3	N/A	N/A	23	\$210,000	\$227,000	-7.5%	\$265,000	-20.8%
WEST END	6	N/A	N/A	38	\$332,500	\$340,000	-2.2%	\$392,000	-15.2%
WULGURU	7	N/A	N/A	54	\$262,500	\$265,000	-0.9%	\$310,000	-15.3%

### SURROUNDS

<b>BURDEKIN (LGA)</b>	<b>15</b>	<b>N/A</b>	<b>N/A</b>	<b>122</b>	<b>\$170,000</b>	<b>\$183,000</b>	<b>-7.1%</b>	<b>\$200,000</b>	<b>-15.0%</b>
AYR	11	N/A	N/A	70	\$190,000	\$215,000	-11.6%	\$255,000	-25.5%
<b>CHARTERS TOWERS (LGA)</b>	<b>8</b>	<b>N/A</b>	<b>N/A</b>	<b>65</b>	<b>\$140,000</b>	<b>\$140,000</b>	<b>0.0%</b>	<b>\$190,000</b>	<b>-26.3%</b>
CHARTERS TOWERS CITY	2	N/A	N/A	23	\$140,000	\$122,500	14.3%	\$190,000	-26.3%
<b>HINCHINBROOK (LGA)</b>	<b>23</b>	<b>\$198,000</b>	<b>4.2%</b>	<b>77</b>	<b>\$187,500</b>	<b>\$200,000</b>	<b>-6.3%</b>	<b>\$231,000</b>	<b>-18.8%</b>
INGHAM	12	N/A	N/A	36	\$175,000	\$175,000	0.0%	\$237,500	-26.3%

## 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
<b>TOWNSVILLE (LGA)</b>	<b>104</b>	<b>\$220,000</b>	<b>-14.2%</b>	<b>528</b>	<b>\$265,000</b>	<b>\$260,000</b>	<b>1.9%</b>	<b>\$304,000</b>	<b>-12.8%</b>
BELGIAN GARDENS	3	N/A	N/A	21	\$278,250	\$348,750	-20.2%	\$379,000	-26.6%
DOUGLAS	0	N/A	N/A	9	N/A	\$251,000	N/A	\$320,000	N/A
NORTH WARD	26	\$300,000	-11.0%	109	\$325,000	\$255,000	27.5%	\$326,500	-0.5%
PIMLICO	2	N/A	N/A	5	N/A	\$224,500	N/A	\$227,000	N/A
SOUTH TOWNSVILLE	10	N/A	N/A	37	\$325,000	\$295,000	10.2%	\$359,000	-9.5%
TOWNSVILLE CITY	7	N/A	N/A	64	\$353,500	\$395,000	-10.5%	\$399,500	-11.5%
WEST END	7	N/A	N/A	30	\$280,000	\$180,000	55.6%	\$212,500	31.8%

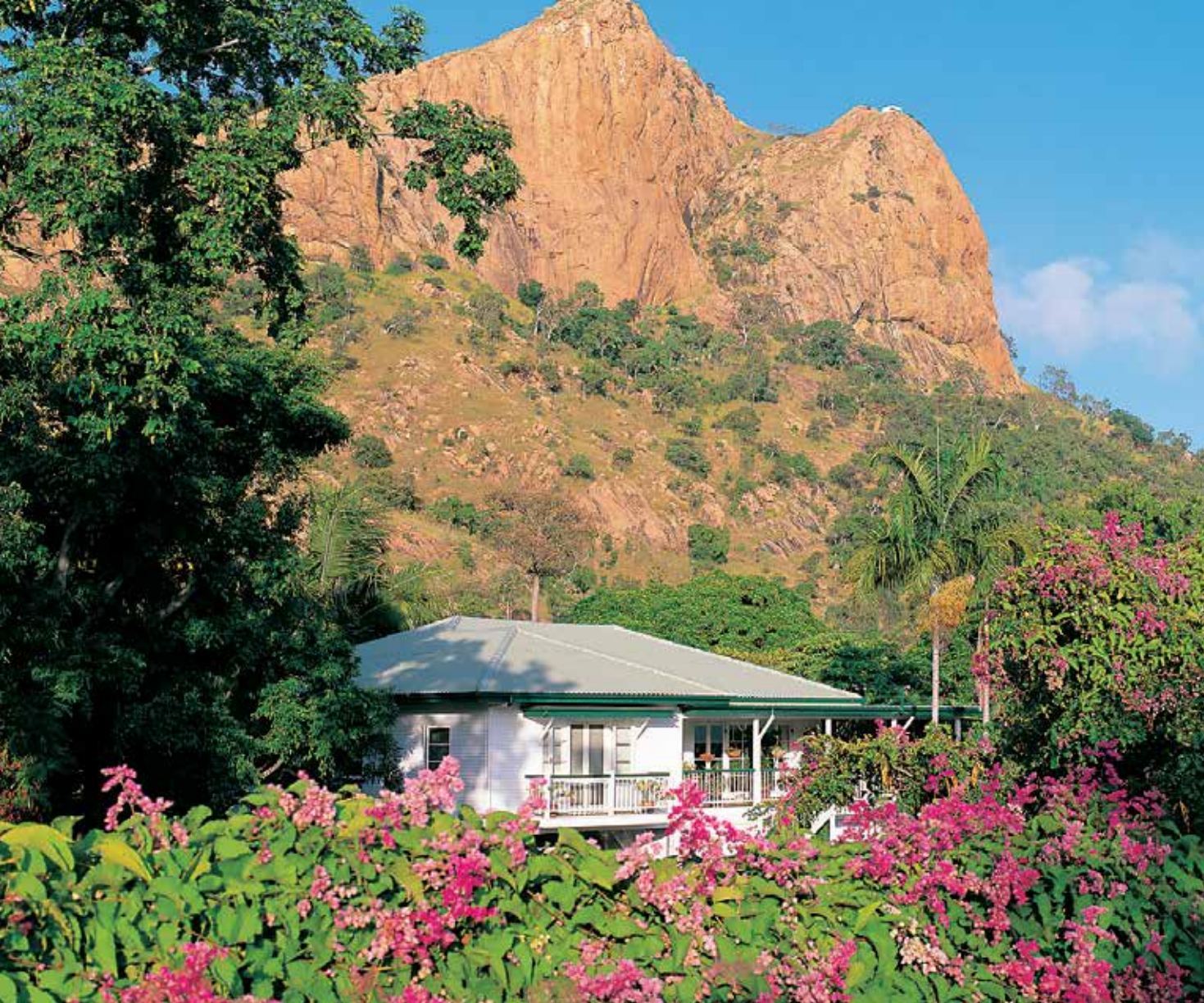
## SALES MARKET - VACANT LAND <2400M<sup>2</sup>

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
<b>TOWNSVILLE (LGA)</b>	<b>26</b>	<b>\$142,900</b>	<b>-11.2%</b>	<b>333</b>	<b>\$160,000</b>	<b>\$162,500</b>	<b>-1.5%</b>	<b>\$160,000</b>	<b>0.0%</b>
<b>TOWNSVILLE (LGA) ^</b>	<b>3</b>	<b>N/A</b>	<b>N/A</b>	<b>41</b>	<b>\$192,500</b>	<b>\$197,000</b>	<b>-2.3%</b>	<b>\$195,000</b>	<b>-1.3%</b>
BOHLE PLAINS	0	N/A	N/A	50	\$164,000	\$169,000	-3.0%	\$167,250	-1.9%
BURDELL	3	N/A	N/A	27	\$155,725	\$164,900	-5.6%	\$152,500	2.1%
BUSHLAND BEACH	3	N/A	N/A	33	\$150,000	\$154,000	-2.6%	\$162,000	-7.4%
KELSO	1	N/A	N/A	17	N/A	\$115,000	N/A	\$144,950	N/A
MOUNT LOUISA	3	N/A	N/A	21	\$181,500	\$174,500	4.0%	\$175,000	3.7%
MOUNT LOW	3	N/A	N/A	27	\$146,000	\$152,500	-4.3%	\$158,000	-7.6%
OONOOBNA	2	N/A	N/A	32	\$159,750	\$160,000	-0.2%	\$157,000	1.8%
SHAW	0	N/A	N/A	1	N/A	\$165,000	N/A	\$164,375	N/A

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>TOWNSVILLE CITY</b>	<b>\$290</b>	<b>643</b>	<b>\$285</b>	<b>751</b>	<b>\$340</b>	<b>680</b>
4810	Belgian Gardens/ Cape Cleveland/ Castle Hill/ Nth Ward/ Pallarenda/ Railway Estate/ Rows Bay/ Townsville/ West End/ Yarrowonga	\$305	62	\$300	50	\$350	66
4811	Cluden/ Idalia/ James Cook Uni/ Mt Stuart/ Oak Valley/ Oonoonba/ Parfington/ Rosenenth/ Serene Valley/ Stuart/ Wulguru	\$325	32	\$300	44	\$330	24
4812	Currajong/ Gulliver/ Hermit Pk/ Hyde Pk/ Hyde Pk Castletown/ Mundingburra/ Mysterton/ Pilmico/ Rising Sun/ Rosslea	\$290	55	\$290	77	\$330	66
4814	Aitkenvale/ Cranbrook/ Douglas, Garbutt/ Heatley/ Mt Elliot/ Mt Louisa/ Murray/ Vincent	\$290	188	\$290	218	\$350	192
4815	Condon/ Kelso/ Pinnacles/ Rasmussen	\$260	115	\$250	126	\$315	127
4816	Alligator Ck/ Dunk Is/ Greenvale/ Hidden Valley/ Homestead/ Julago/ Macrossan/ Majors Ck/ Mingela/ Mutamee/ Nelia/ Nome/ Palm Is/ Paluma/ Pentland/ Praire/ Ravenswood/ Rollingstone/ Sellheim/ Toonpan/ Torrens Ck/ Woodstock	\$260	10	\$278	12	\$290	10
4817	Alice River/ Bohle Plns/ Kirwan/ Rangewood/ Rupertswood/ Stableford/ \Thuringowa Central	\$310	92	\$300	109	\$350	104
4818	Beach Holm/ Black River/ Blue Hills/ Bluewater/ Bohle/ Burdell/ Bushland Bch/ Carinya/ Cordelia/ Deeragun/ Innes/ Jensen/ Lynam/ Mt Low/ Purono Pk/ Saunders Bch/ Shaw/ Toolakea/ Yabulu	\$300	83	\$300	105	\$345	82
4819	Arcadia/ Arcadia Bay/ Horseshoe Bay/ Magnetic Is/ Nelly Bay/ Picnis Bay	\$300	6	\$300	10	\$280	9
	<b>BURDEKIN SHIRE</b>	<b>\$263</b>	<b>62</b>	<b>\$250</b>	<b>48</b>	<b>\$280</b>	<b>60</b>
4806	Arkendeith	\$243	14	\$230	15	\$280	9
4807	Airville	\$270	42	\$255	29	\$280	42
	<b>CHARTERS TOWERS REGIONAL</b>	<b>\$230</b>	<b>43</b>	<b>\$250</b>	<b>35</b>	<b>\$270</b>	<b>52</b>
4820	Richmond Hill	\$230	43	\$250	35	\$270	52
	<b>HINCHINBROOK SHIRE</b>	<b>\$240</b>	<b>19</b>	<b>\$250</b>	<b>29</b>	<b>\$260</b>	<b>40</b>
4850	Abergowrie	\$240	19	\$250	29	\$260	40





### RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>TOWNSVILLE CITY</b>	<b>\$235</b>	<b>650</b>	<b>\$240</b>	<b>709</b>	<b>\$280</b>	<b>721</b>
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$250	291	\$260	328	\$300	356
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonooba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$310	59	\$300	47	\$340	25
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$205	159	\$200	163	\$260	173
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$230	79	\$245	95	\$288	83
4815	Condon/Kelso/Pinnacles/Rasmussen	\$256	17	\$260	27	\$300	24
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/Thuringowa Central	\$250	32	\$225	28	\$290	40
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bohle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	\$260	7	\$225	7	\$250	6
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$250	6	\$275	14	\$300	14
	<b>BURDEKIN SHIRE</b>	<b>\$220</b>	<b>35</b>	<b>\$210</b>	<b>25</b>	<b>\$210</b>	<b>47</b>
4807	Airville	\$220	33	\$210	23	\$210	44
	<b>CHARTERS TOWERS REGIONAL</b>	<b>\$190</b>	<b>10</b>	<b>\$220</b>	<b>8</b>	<b>\$220</b>	<b>22</b>
4820	Richmond Hill	\$190	10	\$220	8	\$220	22
	<b>HINCHINBROOK SHIRE</b>	<b>\$176</b>	<b>18</b>	<b>\$180</b>	<b>13</b>	<b>\$170</b>	<b>30</b>
4850	Abergowie	\$176	18	\$180	13	\$170	30

### RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>TOWNSVILLE CITY</b>	<b>\$310</b>	<b>35</b>	<b>\$300</b>	<b>38</b>	<b>\$375</b>	<b>35</b>
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$340	7	\$480	9	\$350	6
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	N/A	4	\$300	8	\$375	9
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$330	5	\$300	7	\$400	7
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/Thuringowa Central	\$315	7	N/A	3	N/A	4
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bohle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	\$305	6	N/A	2	\$390	5



## EMPLOYMENT MARKET

CAIRNS SA4



**Unemployment Rate**

**6.5%**



**Participation Rate**

**61.1%**

## DEMOGRAPHICS



**Population**

**163,814**



**Median age**

**37Yrs**



**% owner-occupied dwellings with a mortgage**

**33.5%**



**% owner-occupied dwellings mortgage-free**

**23.7%**



**% rental dwellings**

**38.9%**

## Soft landing

Over the past two years, the Cairns house market has generally performed steadily, with prices increasing at a very modest pace. Recent data has revealed that the house market has retracted about 1.2 per cent for the past year due to the fall in the volume of sales.

The unit market performance was subdued as the annual median unit price fell 3.4 per cent, to \$225,000.

The rental market continues operating in favour of investors as vacancies sit at tight levels of 1.4 per cent and median rents are generally trending upwards or holding steady.

### Regional Economy and Infrastructure Investment

The increasing population supports the infrastructure investment pipeline. According to ABS data, Cairns grew 1.4 per cent in 2017 to reach 163,814 residents in December 2017.

Investment in tourism infrastructure is critical to ensure Cairns retains its status as preferred destination for local and international tourists. The proposed \$55 million Cairns airport redevelopment plan is a response to the projected increase in airport traffic of about six million passengers a year. This project will create 300 jobs during construction and 150 jobs when operational. The redevelopment is due for completion by 2020 and will expand the domestic terminal footprint to 10,000 m2.

Another project supporting a growing population is the \$30 million construction of the innovation centre at James Cook University. This project will allow the university to translate its research into products and processes with real commercial applications. The university will receive \$10 million funding from the state and federal governments. Construction is expected to be completed by 2019.

The proposed Cairns South State Development Area (SDA) could strengthen the outlook of the industrial and employment market in the region. Public consultation on the draft development scheme for the SDA is expected to occur in the first half of next year. The SDA is expected to support the intermodal and freight related industry, warehousing, heavy and civil engineering businesses, as well as creating an opportunity for development associated with the government's priority industries of biofutures, advanced manufacturing and defence.

Despite the pipeline of infrastructure investment, the job market has scope for improvement. The job market in Cairns SA4 has been one of only two markets shrinking in size for the past 12 months.

The jobless rate edged up from 5.7 per cent in September 2017 to 6.5 per cent in September this year as 1200 people lost their jobs over the past 12 months.

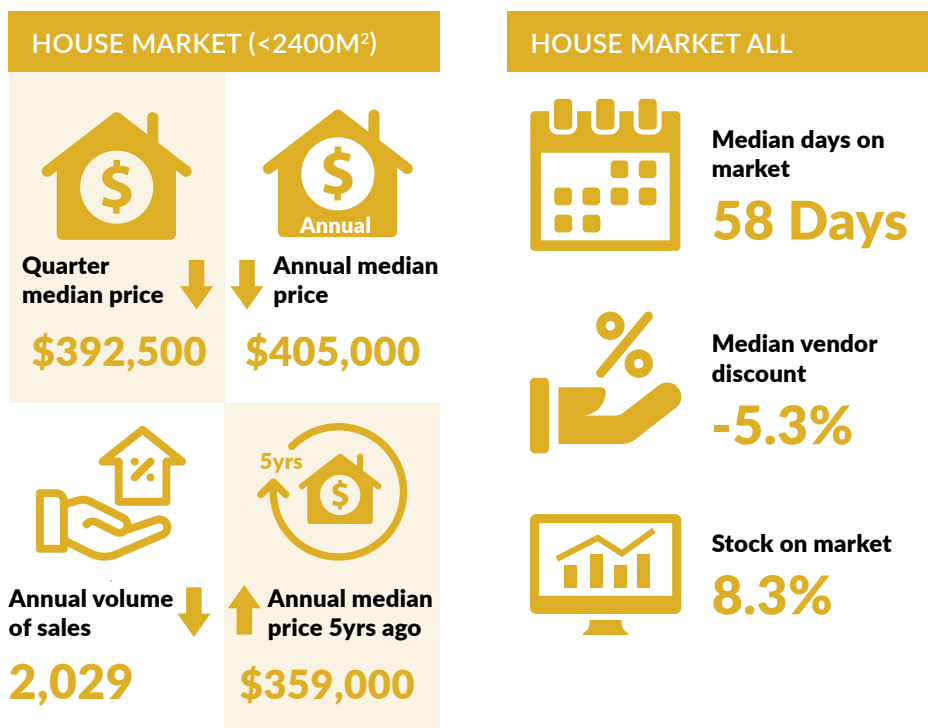
### Market Outlook

The less-than-optimal employment market indicators have had a negative impact on the sales market, with property prices for both houses and units following a downward path over the past 12 months.

The outlook of the house market has been reassessed from steady with positive outlook to steady with negative outlook.

The unit market outlook is classified as falling due to a consistent contraction in prices and sales volumes for the past year.

We do not expect to see any significant movement on vacancies and median rents in 2019. However, the strength of the economy and the job market is critical to support sustainable demand for rental accommodation.



#### HOUSE MARKET (<2400m<sup>2</sup>)

The quarterly median price slipped 4.3 per cent, from \$410,000 in June to \$392,500 in September.

The fall in sales volumes coupled with the increase in listing volumes have put downward pressure on the median house price, which has edged down 1.2 per cent, to \$405,000 in September.

Over the past year, Whitfield was the only suburb in the QMM to report double-digit growth of 15.4 per cent. Houses in Whitfield have an annual median price of \$552,500 in September, and this suburb is considered one of Cairns' blue-chip suburbs, offering access to good school catchments, proximity to the city and elevated properties.

Looking at the medium-term data, the house market grew 12.8 per cent as the median price gained \$46,000 for the past five years.



## UNIT MARKET

Quarter  
median price

\$215,000

Annual median  
price

\$225,000

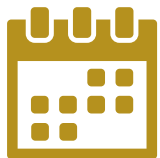
Annual volume  
of sales

1,438

Annual median  
price 5 yrs ago

\$207,500

## UNIT MARKET

Median days on  
market

76 Days

Median vendor  
discount

-5.6%



Stock on market

8.4%

Smallest Stock on Market<sup>#1</sup>

The stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. The suburbs with the smallest stock on market for all houses:

- Woree (5.5%, \$310,000)
- Mooroolbool (6.2%, \$375,000)
- Bayview Heights (6.5%, \$410,000)
- Earlville (6.5%, \$380,000)
- Goldsbrough^ (6.6%, N/A)

All the listed suburbs have a percentage of stock on market well below the LGA average of 8.3%.

With the exception of Goldsbrough, all the suburbs are located within 5-10km of the Cairns CBD. Goldsbrough generally offers acreage living opportunities, which is transacted less often than a standard residential property.

## General Activity

Market trend indicators have shown signs of more challenging market conditions for vendors wherein supply is on the rise and demand is slowing down.

House listing volumes increased 7 per cent, from 3581 listings in August 2017 to 3833 listings in August 2018. This has led to smaller stock on the market of 8.3 per cent.

Annual sales have fallen 12.7 per cent, from 2324 in September 2017 to 2029 in September 2018.

The good news was that median days on market and median vendor discount has not changed significantly for the past year. A house in Cairns required 58 days to reach a sale and a negotiated discount of 5.3 per cent in August 2018.

## UNIT MARKET

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

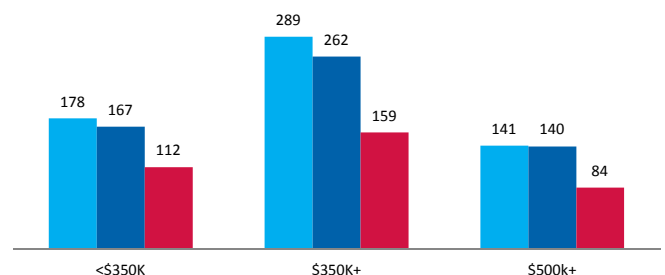
The quarterly median unit price fell 6.5 per cent, to \$215,000 in September this year.

Looking at the annual data, the annual median price fell 3.4 per cent or \$8000, from \$233,000 in September 2017 to \$225,000 in September 2018.

According to the QMM, units in Edge Hill, Westcourt and Bungalow reported the largest annual increase in median price in the range of 4 per cent and 5.6 per cent. These three suburbs are on the outer fringe of the CBD.

## CAIRNS &amp; DOUGLAS HOUSE SALES

■ Mar-18 ■ Jun-18 ■ Sep-18 \*



\*Preliminary data  
Houses<2400m<sup>2</sup>

## RENTAL MARKET



*"Cairns offers to unit investors the highest yields of 7.5 per cent across all the areas analysed in the QMM."*

Looking at the medium-term data, the annual median price increased a modest 8.4 per cent or \$17,500 for the past five years, from a median of \$207,500 in September 2013.

Vendors are facing more difficult market conditions as supply is on the rise and demand is falling.

The annual volume of unit sales slipped 6 per cent, from 1530 sales in September 2017 to 1438 sales in September 2018.

Listing volumes increased 12.1 per cent, from 1926 listings in August 2017 to 2159 listings in August this year.

A unit in Cairns requires about 76 days and a negotiated discount of 5.6 per cent to reach a sale in August 2018.

### RENTAL MARKET

Cairns vacancies tightened for a second consecutive quarter to 1.4 per cent in September this year, remaining within the tight range since December 2015.

Anecdotal evidence from local property managers reveals high demand for rental stock below \$400 a week, while rental stock asking for a weekly rent above \$400 generally sits vacant for longer.

Local agents have also expressed concerns about the lack of rental properties in the Northern Beaches of Cairns due to tight lending criteria discouraging property investment.

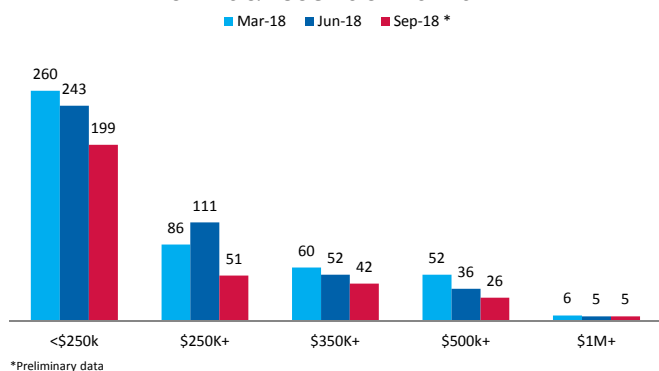
Bonds data for the September quarter has revealed a minor fall on rental dwellings for the past year, from 21,729 in September 2017 to 21,697 in September 2018. This reveals steady market conditions in supply and demand.

Median rents for most type of dwellings, except three-bedroom townhouses, have increased or held steady for the past year. Two-bedroom townhouses and three-bedroom units reported the largest increase in median rents of \$20 a week since September 2017.

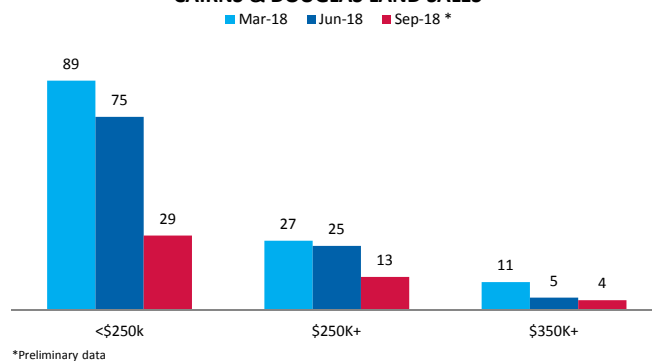
Cairns offers to unit investors the highest yields of 7.5 per cent across all the areas analysed in the QMM. The quarterly rise on the weekly median rent for two-bedroom units has been the largest driver for the increase.

House yields in Cairns have held relatively steady at 5 per cent for the September quarter.

**CAIRNS & DOUGLAS UNIT SALES**



**CAIRNS & DOUGLAS LAND SALES**





## SALES MARKET - HOUSES <2400m<sup>2</sup>

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
<b>CAIRNS (LGA)</b>	<b>344</b>	<b>\$392,500</b>	<b>-4.3%</b>	<b>2029</b>	<b>\$405,000</b>	<b>\$410,000</b>	<b>-1.2%</b>	<b>\$359,000</b>	<b>12.8%</b>
<b>CAIRNS (LGA) ^</b>	<b>20</b>	<b>\$528,000</b>	<b>-18.1%</b>	<b>115</b>	<b>\$636,500</b>	<b>\$645,000</b>	<b>-1.3%</b>	<b>\$540,000</b>	<b>17.9%</b>
BAYVIEW HEIGHTS	13	N/A	N/A	66	\$410,000	\$380,000	7.9%	\$357,500	14.7%
BENTLEY PARK	20	\$305,000	-9.0%	113	\$345,000	\$345,000	0.0%	\$328,500	5.0%
BRINSMEAD	17	N/A	N/A	89	\$452,500	\$450,000	0.6%	\$380,000	19.1%
BUNGALOW	2	N/A	N/A	17	N/A	\$345,000	N/A	\$262,500	N/A
CARAVONICA	5	N/A	N/A	24	\$440,000	\$409,500	7.5%	\$302,500	45.5%
CLIFTON BEACH	8	N/A	N/A	35	\$525,000	\$523,750	0.2%	\$505,000	4.0%
EARLVILLE	8	N/A	N/A	37	\$380,000	\$370,000	2.7%	\$320,000	18.8%
EDGE HILL	11	N/A	N/A	59	\$512,000	\$480,000	6.7%	\$407,500	25.6%
EDMONTON	36	\$330,000	2.5%	132	\$334,500	\$342,500	-2.3%	\$311,000	7.6%
FRESHWATER	1	N/A	N/A	21	\$500,000	\$561,000	-10.9%	\$425,000	17.6%
GOLDSBOROUGH ^	5	N/A	N/A	13	N/A	\$500,000	N/A	\$420,000	N/A
GORDONVALE	16	N/A	N/A	89	\$315,000	\$315,000	0.0%	\$305,000	3.3%
GORDONVALE ^	2	N/A	N/A	13	N/A	\$565,000	N/A	\$547,500	N/A
HOLLOWAYS BEACH	9	N/A	N/A	41	\$402,000	\$385,000	4.4%	\$350,000	14.9%
KANIMBLA	6	N/A	N/A	38	\$515,000	\$477,500	7.9%	\$437,000	17.8%
KEWARRA BEACH	17	N/A	N/A	107	\$420,000	\$445,000	-5.6%	\$395,000	6.3%
MANOORA	7	N/A	N/A	42	\$321,000	\$327,500	-2.0%	\$260,500	23.2%
MANUNDA	5	N/A	N/A	39	\$342,500	\$330,000	3.8%	\$292,500	17.1%
MOOROOBOOL	16	N/A	N/A	84	\$375,000	\$375,000	0.0%	\$325,000	15.4%
MOUNT SHERIDAN	23	\$370,100	-2.1%	155	\$385,000	\$381,500	0.9%	\$330,000	16.7%
PALM COVE	7	N/A	N/A	32	\$550,000	\$537,000	2.4%	\$520,000	5.8%
PARRAMATTA PARK	3	N/A	N/A	24	\$462,500	\$438,000	5.6%	\$350,000	32.1%
REDLYNCH	23	\$475,000	1.5%	128	\$480,000	\$460,000	4.4%	\$400,000	20.0%
SMITHFIELD	14	N/A	N/A	115	\$420,000	\$440,000	-4.6%	\$370,000	13.5%
TRINITY BEACH	12	N/A	N/A	92	\$460,000	\$471,250	-2.4%	\$395,000	16.5%
TRINITY PARK	11	N/A	N/A	70	\$432,500	\$440,000	-1.7%	\$387,000	11.8%
WESTCOURT	4	N/A	N/A	40	\$335,000	\$350,000	-4.3%	\$321,500	4.2%
WHITE ROCK	6	N/A	N/A	53	\$309,000	\$299,000	3.3%	\$270,000	14.4%
WHITFIELD	8	N/A	N/A	69	\$552,500	\$478,750	15.4%	\$450,000	22.8%
WOREE	9	N/A	N/A	29	\$310,000	\$340,000	-8.8%	\$280,000	10.7%
YORKEYS KNOB	7	N/A	N/A	27	\$375,000	\$380,000	-1.3%	\$329,000	14.0%

### SURROUNDS

<b>CASSOWARY COAST (LGA)</b>	<b>36</b>	<b>\$222,500</b>	<b>1.6%</b>	<b>204</b>	<b>\$239,000</b>	<b>\$223,000</b>	<b>7.2%</b>	<b>\$230,000</b>	<b>3.9%</b>
<b>CASSOWARY COAST (LGA) ^</b>	<b>14</b>	<b>N/A</b>	<b>N/A</b>	<b>85</b>	<b>\$330,000</b>	<b>\$330,000</b>	<b>0.0%</b>	<b>\$310,000</b>	<b>6.5%</b>

<b>DOUGLAS (LGA)</b>	<b>24</b>	<b>\$409,500</b>	<b>-9.0%</b>	<b>133</b>	<b>\$435,000</b>	<b>\$434,000</b>	<b>0.2%</b>	<b>\$390,000</b>	<b>11.5%</b>
PORT DOUGLAS	12	N/A	N/A	42	\$580,000	\$590,000	-1.7%	\$452,000	28.3%

<b>MAREEBA (LGA)</b>	<b>18</b>	<b>N/A</b>	<b>N/A</b>	<b>129</b>	<b>\$281,000</b>	<b>\$261,250</b>	<b>7.6%</b>	<b>\$235,000</b>	<b>19.6%</b>
<b>MAREEBA (LGA) ^</b>	<b>23</b>	<b>\$460,000</b>	<b>2.2%</b>	<b>127</b>	<b>\$460,000</b>	<b>\$461,000</b>	<b>-0.2%</b>	<b>\$400,000</b>	<b>15.0%</b>
KURANDA ^	6	N/A	N/A	37	\$450,000	\$462,000	-2.6%	\$425,000	5.9%
MAREEBA	15	N/A	N/A	107	\$280,000	\$270,000	3.7%	\$235,000	19.1%

<b>TABLELANDS (LGA)</b>	<b>31</b>	<b>\$265,000</b>	<b>-9.4%</b>	<b>211</b>	<b>\$289,000</b>	<b>\$300,000</b>	<b>-3.7%</b>	<b>\$280,000</b>	<b>3.2%</b>
<b>TABLELANDS (LGA) ^</b>	<b>20</b>	<b>\$425,000</b>	<b>15.7%</b>	<b>152</b>	<b>\$400,000</b>	<b>\$387,000</b>	<b>3.4%</b>	<b>\$375,000</b>	<b>6.7%</b>
ATHERTON	21	\$275,000	-6.6%	109	\$292,000	\$312,000	-6.4%	\$308,750	-5.4%
TOLGA ^	3	N/A	N/A	24	\$467,500	\$446,000	4.8%	\$425,000	10.0%

## 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
<b>CAIRNS (LGA)</b>	<b>268</b>	<b>\$215,000</b>	<b>-6.5%</b>	<b>1438</b>	<b>\$225,000</b>	<b>\$233,000</b>	<b>-3.4%</b>	<b>\$207,500</b>	<b>8.4%</b>
BUNGALOW	5	N/A	N/A	37	\$157,500	\$151,000	4.3%	\$128,000	23.0%
CAIRNS CITY	12	N/A	N/A	134	\$295,000	\$286,000	3.2%	\$375,500	-21.4%
CAIRNS NORTH	33	\$192,500	-27.6%	189	\$240,000	\$240,000	0.0%	\$215,000	11.6%
EARLVILLE	5	N/A	N/A	27	\$170,000	\$175,000	-2.9%	\$189,000	-10.1%
EDGE HILL	5	N/A	N/A	33	\$170,000	\$161,000	5.6%	\$152,000	11.8%
EDMONTON	4	N/A	N/A	19	N/A	\$168,000	N/A	\$123,000	N/A
FRESHWATER	10	N/A	N/A	35	\$225,000	\$290,000	-22.4%	\$222,500	1.1%
MANOORA	15	N/A	N/A	98	\$166,000	\$165,000	0.6%	\$154,000	7.8%
MANUNDA	14	N/A	N/A	80	\$169,500	\$168,500	0.6%	\$136,000	24.6%
MOOROOBOOL	7	N/A	N/A	42	\$195,000	\$277,500	-29.7%	\$177,500	9.9%
PALM COVE	25	\$255,000	-16.7%	104	\$305,000	\$330,000	-7.6%	\$252,000	21.0%
PARRAMATTA PARK	7	N/A	N/A	60	\$229,500	\$239,000	-4.0%	\$200,000	14.8%
TRINITY BEACH	24	\$240,000	-15.8%	119	\$285,000	\$285,000	0.0%	\$222,500	28.1%
WESTCOURT	13	N/A	N/A	74	\$226,250	\$215,500	5.0%	\$180,000	25.7%
WOREE	17	N/A	N/A	63	\$140,000	\$150,000	-6.7%	\$117,500	19.1%
YORKEYS KNOB	24	\$223,500	-4.9%	82	\$222,500	\$216,000	3.0%	\$197,000	12.9%

### SURROUNDS

<b>DOUGLAS (LGA)</b>	<b>60</b>	<b>\$250,000</b>	<b>11.1%</b>	<b>290</b>	<b>\$233,000</b>	<b>\$253,000</b>	<b>-7.9%</b>	<b>\$197,000</b>	<b>18.3%</b>
PORT DOUGLAS	55	\$275,400	25.2%	260	\$233,000	\$255,000	-8.6%	\$197,000	18.3%
ATHERTON	5	N/A	N/A	29	\$218,500	\$240,000	-9.0%	\$230,000	-5.0%

## SALES MARKET - VACANT LAND <2400M<sup>2</sup>

<b>CAIRNS (LGA)</b>	<b>39</b>	<b>\$233,000</b>	<b>15.1%</b>	<b>345</b>	<b>\$210,000</b>	<b>\$213,000</b>	<b>-1.4%</b>	<b>\$168,000</b>	<b>25.0%</b>
EDMONTON	0	N/A	N/A	22	\$168,000	\$181,000	-7.2%	\$125,000	34.4%
GORDONVALE	1	N/A	N/A	22	\$146,000	\$145,000	0.7%	\$92,500	57.8%
KANIMBLA	1	N/A	N/A	12	N/A	\$257,500	N/A	\$210,000	N/A
KEWARRA BEACH	1	N/A	N/A	10	N/A	\$280,000	N/A	\$189,500	N/A
REDLYNCH	4	N/A	N/A	26	\$247,000	\$250,000	-1.2%	\$182,500	35.3%
SMITHFIELD	1	N/A	N/A	25	\$240,000	\$223,500	7.4%	\$167,000	43.7%
TRINITY PARK	2	N/A	N/A	38	\$209,000	\$213,000	-1.9%	\$300,000	-30.3%

### SURROUNDS

<b>CASSOWARY COAST (LGA)</b>	<b>10</b>	<b>N/A</b>	<b>N/A</b>	<b>52</b>	<b>\$71,250</b>	<b>\$88,000</b>	<b>-19.0%</b>	<b>\$90,000</b>	<b>-20.8%</b>
MISSION BEACH	3	N/A	N/A	10	N/A	\$89,000	N/A	\$123,213	N/A

<b>DOUGLAS (LGA)</b>	<b>2</b>	<b>N/A</b>	<b>N/A</b>	<b>36</b>	<b>\$160,000</b>	<b>\$150,000</b>	<b>6.7%</b>	<b>\$125,000</b>	<b>28.0%</b>
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<b>MAREEBA (LGA)</b>	<b>2</b>	<b>N/A</b>	<b>N/A</b>	<b>43</b>	<b>\$109,000</b>	<b>\$109,250</b>	<b>-0.2%</b>	<b>\$85,000</b>	<b>28.2%</b>
MAREEBA	1	N/A	N/A	35	\$111,000	\$108,500	2.3%	\$85,000	30.6%

<b>TABLELANDS (LGA)</b>	<b>7</b>	<b>N/A</b>	<b>N/A</b>	<b>58</b>	<b>\$112,250</b>	<b>\$102,500</b>	<b>9.5%</b>	<b>\$100,000</b>	<b>12.3%</b>
ATHERTON	3	N/A	N/A	14	N/A	\$113,000	N/A	\$100,000	N/A



## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>CAIRNS REGIONAL</b>	<b>\$380</b>	<b>363</b>	<b>\$380</b>	<b>445</b>	<b>\$340</b>	<b>483</b>
4865	Gordonvale	\$360	14	\$350	19	\$300	17
4868	Mt Sheridan/Bayview Hts/Tarrowarra/White Rock/Woree	\$368	74	\$365	79	\$330	75
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$360	48	\$350	61	\$315	57
4870	Cairns & suburbs of Cairns	\$390	125	\$390	158	\$350	162
4878	Caravanica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$395	41	\$400	57	\$360	53
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$410	56	\$400	69	\$380	65
	<b>DOUGLAS SHIRE</b>	<b>\$400</b>	<b>26</b>	<b>\$350</b>	<b>26</b>	<b>N/A</b>	<b>N/A</b>
4873	Mossman/Cooya Beach/Cow Bay/Miallo/Newell/Wonga	\$345	16	\$328	18	\$280	31
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$500	10	\$540	8	\$400	15
	<b>CASSOWARY COAST REGIONAL</b>	<b>\$300</b>	<b>76</b>	<b>\$300</b>	<b>69</b>	<b>\$280</b>	<b>93</b>
4849	Cardwell	\$255	6	N/A	2	N/A	4
4852	Bingil Bay	\$350	15	\$320	15	\$320	21
4854	Bilyana	\$280	13	\$250	11	\$330	13
4858	Comoon Loop	N/A	4	N/A	N/A	\$260	6
4860	Bamboo Creek	\$295	34	\$300	34	\$255	41
	<b>TABLELANDS REGIONAL</b>	<b>\$310</b>	<b>84</b>	<b>\$300</b>	<b>84</b>	<b>\$295</b>	<b>140</b>
4872	Dimbulah/Kairi/Mt Garnett/Tinaroo/Walkamin	\$325	10	\$280	11	\$305	11
4882	Tolga	\$355	8	N/A	N/A	N/A	4
4883	Atherton/Upper Baron	\$330	29	\$310	42	\$290	32
4884	Yungaburra/Lake Eacham	N/A	4	\$345	8	\$295	5
4885	Malanda/Tarzali/Jaggon	\$295	15	\$268	6	\$280	11
4888	Ravenshoe/Evelyn/Millstream	\$270	13	\$280	16	\$240	5
	<b>MAREEBA SHIRE</b>	<b>\$320</b>	<b>43</b>	<b>\$330</b>	<b>61</b>	<b>N/A</b>	<b>N/A</b>
4880	Mareeba/Biboohra	\$320	35	\$330	50	\$295	57
4881	Kuranda/Koah/Speewah	\$395	8	\$380	11	\$350	11

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>CAIRNS REGIONAL</b>	<b>\$310</b>	<b>662</b>	<b>\$300</b>	<b>731</b>	<b>\$270</b>	<b>986</b>
4868	Mt Sheridan/Bayview Hts/Tarrowarra/White Rock/Woree	\$268	58	\$270	60	\$240	91
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$270	22	\$263	20	\$235	19
4870	Cairns & suburbs of Cairns	\$310	430	\$290	469	\$265	579
4878	Caravanica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$315	77	\$300	75	\$260	86
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$325	74	\$320	100	\$300	124
	<b>DOUGLAS SHIRE</b>	<b>\$300</b>	<b>51</b>	<b>\$310</b>	<b>60</b>	<b>N/A</b>	<b>N/A</b>
4873	Mossman/Cooya Beach/Cow Bay/Miallo/Newell/Wonga	\$250	20	\$235	19	\$180	16
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$340	31	\$340	41	\$280	67
	<b>CASSOWARY COAST REGIONAL</b>	<b>\$230</b>	<b>61</b>	<b>\$230</b>	<b>84</b>	<b>\$210</b>	<b>79</b>
4849	Cardwell	\$225	6	\$239	10	\$230	11
4852	Bingil Bay	\$250	12	\$250	23	\$250	23
4854	Bilyana	\$203	8	\$190	14	\$220	9
4860	Bamboo Creek	\$220	35	\$225	37	\$190	35
	<b>TABLELANDS REGIONAL</b>	<b>\$230</b>	<b>22</b>	<b>\$220</b>	<b>23</b>	<b>\$220</b>	<b>76</b>
4883	Atherton/Upper Baron	\$240	13	\$230	15	\$210	29
	<b>MAREEBA SHIRE</b>	<b>\$250</b>	<b>24</b>	<b>\$255</b>	<b>38</b>	<b>N/A</b>	<b>N/A</b>
4880	Mareeba/Biboohra	\$250	21	\$260	33	\$240	27

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>CAIRNS REGIONAL</b>	<b>\$380</b>	<b>11</b>	<b>\$430</b>	<b>13</b>	<b>\$360</b>	<b>34</b>
4870	Cairns & suburbs of Cairns	\$388	6	\$533	8	\$350	9
4861	Babinda, Bartle Frere					\$0	0
	<b>DOUGLAS SHIRE</b>	<b>\$450</b>	<b>11</b>	<b>\$450</b>	<b>7</b>	<b>N/A</b>	<b>N/A</b>
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$450	11	\$450	7	\$375	13

## SALES MARKET - HOUSES <2400m<sup>2</sup>

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
<b>SOUTH-WEST</b>									
MARANOVA (LGA)	10	N/A	N/A	52	\$190,000	\$185,000	2.7%	\$295,000	-35.6%
ROMA	7	N/A	N/A	42	\$219,000	\$217,750	0.6%	\$320,000	-31.6%
CHARLEVILLE	3	N/A	N/A	24	\$145,000	\$125,000	16.0%	\$131,000	10.7%
<b>NORTH-WEST</b>									
MOUNT ISA (LGA)	20	\$225,000	-9.1%	99	\$240,000	\$275,000	-12.7%	\$375,000	-36.0%
COOKTOWN	2	N/A	N/A	14	N/A	\$300,000	N/A	\$278,000	N/A

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
<b>SOUTH WEST</b>							
	BALONNE SHIRE	\$240	19	\$250	13	\$250	12
4487	St George	\$240	17	\$250	13	\$250	10
	MARANOVA REGIONAL	\$200	73	\$220	68	\$410	58
4455	Roma	\$218	66	\$230	63	\$450	48
	MURWEH SHIRE	\$220	16	\$210	13	\$225	14
4470	Charleville	\$220	16	\$215	12	\$230	13
<b>CENTRAL WEST</b>							
	LONGREACH REGIONAL	\$260	15	\$240	18	\$275	19
4730	Brixton	\$260	15	\$240	16	\$275	19
	BLACKALL-TAMBO REGIONAL	\$160	13	\$150	11	\$200	8
4472	Blackwall	\$155	12	\$150	9	\$200	7
<b>NORTH WEST</b>							
	CLONCURRY SHIRE	\$300	12	\$250	11	\$400	14
4824	Cloncurry	\$300	12	\$250	11	\$400	14
	MOUNT ISA CITY	\$360	79	\$350	98	\$550	83
4825	Alexandria	\$360	79	\$350	98	\$550	83
<b>FAR NORTH</b>							
	COOK SHIRE	\$300	20	\$280	33	\$270	33
4871	Almaden	\$280	15	\$278	22	\$250	17
4895	Bloomfield	\$330	5	\$320	11	\$280	16

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
<b>SOUTH WEST</b>							
	BALONNE SHIRE	N/A	1	\$200	5	\$180	5
4487	St George	N/A	N/A	N/A	4	N/A	3
	MARANOVA REGIONAL	\$185	26	\$150	27	\$250	26
4455	Roma	\$185	26	\$150	27	\$250	26
<b>NORTH WEST</b>							
	CLONCURRY SHIRE	\$250	10	\$250	6	N/A	3
4824	Cloncurry	\$250	10	\$250	6	N/A	3
	MOUNT ISA CITY	\$220	62	\$210	60	\$380	92
4825	Alexandria	\$220	62	\$210	60	\$380	92
<b>FAR NORTH</b>							
	COOK SHIRE	N/A	4	\$210	9	N/A	4

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