

QUEENSLAND MARKET MONITOR

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MARCH 2019 | ISSUE 41
Reporting on the December Quarter 2018

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Editor: Felicity Moore





REIQ RESEARCH EXPLANATORY NOTES

SALES MARKET DATA

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

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

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

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

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

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

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

(LGA) Local Government Area

(SD) Brisbane Statistical Division comprising the LGA 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 2400m²). All other data is based upon sales with a land size of less than 2400m²

#¹ Smallest stock on market refers to all houses for the year to November 2018. The annual median house prices refer to houses <2400m² and for the year to December 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 CoreLogic 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 has 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 supplied by 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 on potentially several that fall within that postcode.

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

Source: Residential Tenancies Authority, rental bond lodgements

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

2.6 - 3.5% = healthy

3.6% - plus = weak



Table of Contents

REIQ Explanatory Notes	2
Queensland Market Overview	4
Capital City Comparison	10
Sales Market Summary	14
On The Market Indicators	18
Total Listings	
% Stock on Market	
Median Vendor Discount	
Median Days on Market	
Rental Market Summary	20
Greater Brisbane Market Updates	
Greater Brisbane	26
Brisbane LGA	40

Regional Market Updates	
Gold Coast	50
Toowoomba	56
Sunshine Coast	60
Fraser Coast	68
Bundaberg	72
Gladstone	76
Rockhampton	80
Mackay	86
Townsville	92
Cairns	96
Other Regional	100



EMPLOYMENT MARKET



Unemployment Rate

6.1%



Participation Rate

66%

"The property market remains affordable and continues to show signs of a healthy, sustainable market despite the media's boom and doom predictions."

Noosa continues to outperform the rest of Queensland and retains its title of the state's powerhouse property market.

Editor Felicity Moore

Data: Sandra Stuckey

Analysis: Nicola McDougall, Kieran Clair, James Webber

Noosa's prestige house and unit market did some of the heavy lifting and posted very strong annual results.

WThis is a trend reflected in the Brisbane LGA market and the Gold Coast market. Local agents are reporting the upper end of the market is performing solidly, even 'firing along'.

Comparing Queensland's residential property market with its southern counterparts, Queensland has historically delivered consistent, moderate growth which has helped it to avoid the boom and bust cycle seen elsewhere. Queensland's property market remains affordable and it has so far withstood the strong headwinds that are placing this market under pressure.

The banking royal commission has brought ill winds for the real estate sector. Long before the Commission handed down its final report, banks reacted to the public pressure to introduce more conservative and more responsible lending practices. Economists are forecasting further tightening on lending conditions.

Early in 2018 members of the big four announced blanket lending bans on certain postcodes, notably postcodes around the Cairns and Mackay regions. Local agents tell us of first home buyers who had received pre-approval later being rejected for a loan as the lender reassessed its appetite for risk.

This has triggered a significant slow-down in our market.

Brisbane LGA has hung onto a slender growth of just 1.1 per cent. The quarterly median fell by 0.6 per cent.

CoreLogic data reveals transaction volumes are falling. Auction numbers are also falling and nationally, sit at around half the number they were this time last year. Clearance rates in Brisbane are sinking to below 40 per cent.

In Queensland a review of the Residential Tenancies and Rooming Accommodation Act is underway and at time of writing, the State Government had yet to share a preview of its proposed legislation following an extensive 12-year review. Members of Housing and Public Works Ministry have previously advised the REIQ that a discussion paper would be available by February or March 2019 and we eagerly await the opportunity to review the proposed changes.

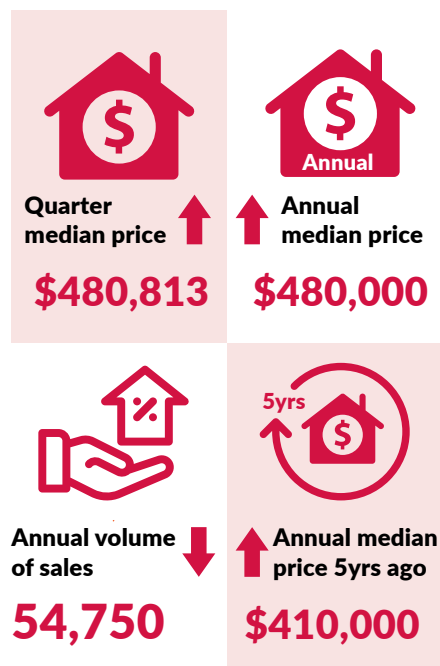
As the federal election draws closer (scheduled for May), real estate markets are slowing. This is typical, however, we are seeing added nervousness in the market attributable to the negative gearing debate which is fueling investor concerns about entitlements should a Labor Government prevail.

Key findings:

- Majority of house markets in the Queensland Market Monitor are experiencing tougher market conditions – supply is on the rise and demand is slowing. Two exceptions are Gladstone and Mackay, both of which reported increases in sales over the year to December 2018.



- The performance of the house market has again outpaced the unit market. The house market in Queensland reported growth of 1.0 per cent versus the unit market's negative growth of 1.2 per cent.
- Majority of the rental markets analysed remained tight however the vacancy rates for Inner Brisbane and Gold Coast increased substantially, shifting them from a tight to weak range – albeit these are seasonal fluctuations.
- The Brisbane LGA rental market eased for the quarter which brought its vacancy rate into the healthy range.
- The Brisbane housing market posted meek results, with the annual median reaching \$675,000 – an annualised growth of 1.1 per cent over the year. A softer unit market saw the annual median unit price fall 2.2 per cent to \$440,000.
- Noosa outperformed the overall market on average, posting an annual return of 11.7 per cent for houses and 10 per cent for units.

HOUSE MARKET (<2400m²)HOUSE MARKET (<2400m²)

The Queensland house market performance has remained relatively unchanged over the quarter with the quarterly median price increasing 0.2 per cent for December. Despite a 12.8 per cent fall in the annual volume of sales, the Queensland annual median house price increased 1 per cent, from \$475,500 in December 2017 to \$480,000 in December 2018. Over the mid-term, the annual median house price of properties in Queensland has increased 17.1 per cent from \$410,000 to \$480,000 over a 5 year period to December 2018.

The Sunshine Coast region, in particular Noosa, was again the strongest performer in the state. The annual median house price grew 11.7 percent for the year, reaching \$739,500 in December 2018 despite an approximate 19 percent fall in sales. This equates to an increase in value of \$77,500 over a 12 month period – or an equivalent of approximately \$6,450 per month.

The house market in Mackay again performed well to round out the December quarter which helped it post annual returns of 3.9 per cent from December 2017 to December 2018. Mackay was the best performing regional area featured in the QMM for the year and saw sales numbers increase by 5.9 per cent for the year ending December 2018. With this said however, house prices in Mackay still have a long way to go and will need to see growths of nearly 20 per cent to reach the median prices of five years ago.

GENERAL ACTIVITY

The house market in Queensland is experiencing more challenging market conditions for its vendors. Annual sales volumes have fallen 12.8 per cent whilst annual listings have risen 34.3 per cent from December 2017 to December 2018. Despite a larger pool of options for potential buyers and investors, median days on market has lengthened by 4 days and the median vendor discount has increased to negative 4.8 per cent, from negative 4.7 per cent.

Mackay has seen a large increase in the demand for its housing. The average days on market has shortened by 18 days and the median vendor discount rate has fallen 0.8 percentage points – the largest change in vendor discounting for the year.

Generally, the southeast corner markets were the fastest-selling house markets and required the lowest vendor discount. Analysis identified that Brisbane LGA was the fast selling area irrespective of its 16.9 per cent increase in annual listings to December 2018. Like the previous quarter, Gladstone was again the longest-selling area and its median vendor discount reached 9.1 per cent, the highest recorded discount rate analysed in this quarters QMM.

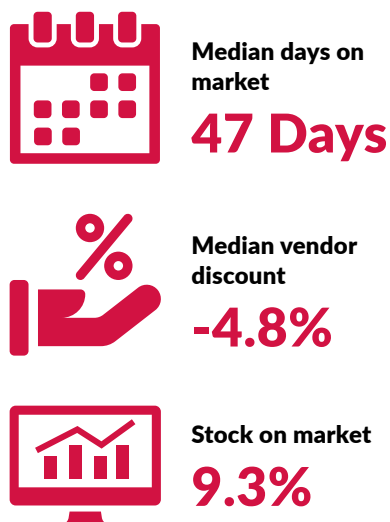
UNIT MARKET

The performance of the Queensland unit market was subdued for a consecutive quarter with the median unit price slipping 0.6 per cent to \$395,000 in the December quarter. Despite consecutive quarters of negative growth, the unit market in Queensland remains positive and sustainable, achieving 8.1 per cent over the five-year term.

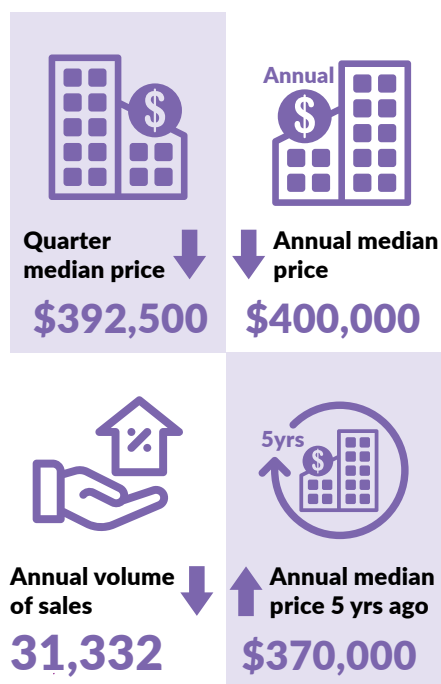
The majority of units featured in the QMM performed poorly for the past year however some outshone the market – namely Mackay, Noosa and the Sunshine Coast SD. The Mackay unit market posted a strong performance for the past year, with annual median unit price increasing 11 per cent to a median of \$233,00 – clawing back some of the lost returns over the mid-term, currently sitting at a 35.7 per cent deficit on December 2013 annual median unit prices. The unit market in Noosa followed suit with its house prices for the year, posting annual median price growth of 10 per cent and subsequently providing almost 50 per cent returns for unit owners in the area.

Noosa was also the fastest-selling unit market with its average days on market shortening by 18 days while its vendor discount rate remained at 4 per cent, one

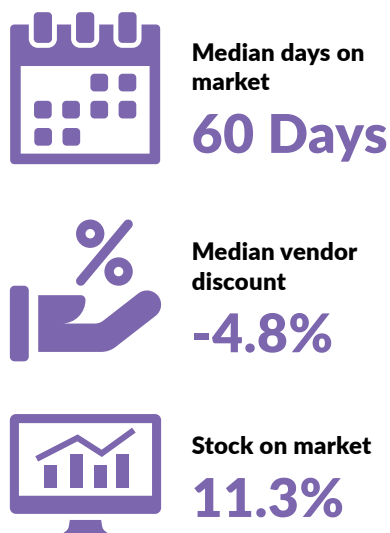
HOUSE MARKET ALL



UNIT MARKET



UNIT MARKET ALL



of the lowest rates for 2018. Mackay posted the greatest shortening in median days on market over the year, with days reducing from 104 in December 2017 to 63 in December 2018. The median discount rate however increased 0.5 percentage points to a discount of 11.6 per cent, indicating there is still vast discrepancies between buyers and sellers and equilibrium is yet to be reached.

Similar to the house market, unit sales volumes have fell 21.5 per cent from 39,899 in December 2017 to 31,332 in December 2018 whilst unit listings in Queensland increased 39.4 per cent over the year; perhaps reflecting Queenslanders' preference for low-density living.

RENTAL MARKET

The Queensland rental market has softened over the December quarter to fall into a healthy vacancy rate range compared to the previous quarter, highlighting a slow-down in demand for rental accommodation across the state.

The rental market in the Brisbane LGA has loosened, bringing the vacancy rate back in line within healthy levels after two consecutive tight quarters. The inner Brisbane unit market saw its vacancy rates almost double over the quarter, shifting from the tight range to weak range and highlighting the potential over-supply and low demand for units during this period. All of the sub-regions within the greater Brisbane rental market remain tight and demonstrate the market's resilience and the capacity for the rental market to gradually absorb the supply of new stock.

Despite a weak vacancy rate for the Gold Coast for the quarter, annual median rents continue to trend upwards indicating there is still great demand for Gold Coasts unit market with post commonwealth and university migration effecting these figures for the quarter.

The Sunshine Coast vacancies across the region have continued to tighten for the quarter. The Sunshine Coast region and Noosa have experienced roughly 4 per cent and 8 per cent annual rental growth respectively. The driver for strong performance in rentals, particularly Noosa is an increase in owner-occupiers, limiting the rental stock and in turn putting upward pressure on rents and downwards pressure on vacancies.

The rental market demand in Rockhampton continues to add downwards pressure on vacancies causing the market to tighten. Vacancies in September 2018 were 2.3 per cent and tightened to 2 per cent in December while annual rent has increased 5 per cent, highlighting the increased demand for medium-to-high density dwellings.

All of the major units markets analysed in the QMM saw an increase in median rents for the year but it was Gladstone and Mackay that saw the median rents increases of 21.4 per cent and 19 per cent respectively. Mackay has historically experienced weak vacancy rates with vacancies falling into a tight range since June 2018. The market remains tight again this quarter, subsequently putting upward pressure on rents.

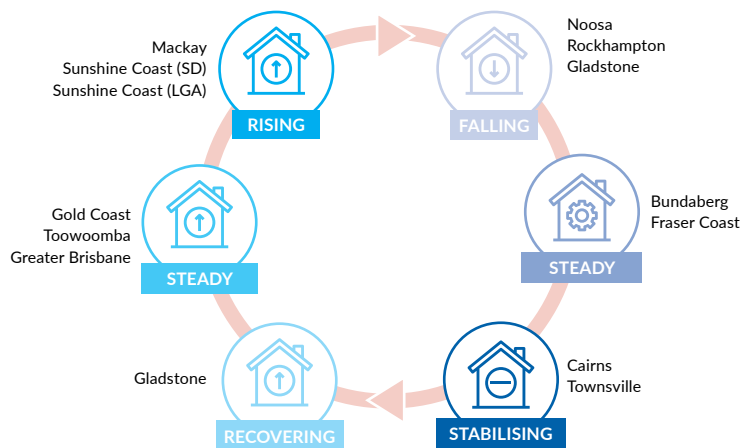


Statewide Statistics

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	10156	\$480,813	0.2%	54750	\$480,000	\$475,500	1.0%	\$410,000	17.1%
Queensland	Houses ^	1447	\$545,000	-0.9%	8876	\$549,999	\$530,000	3.8%	\$470,000	17.0%
Queensland	Units	4717	\$392,500	-0.6%	31332	\$400,000	\$405,000	-1.2%	\$370,000	8.1%
Queensland	Land	877	\$199,500	-12.1%	10629	\$228,500	\$226,500	0.9%	\$194,500	17.5%
Queensland	Land ^	219	\$210,000	-12.3%	1880	\$225,000	\$250,000	-10.0%	\$200,000	12.5%

QUEENSLAND HOUSE MARKETS

Dec Qtr 2018

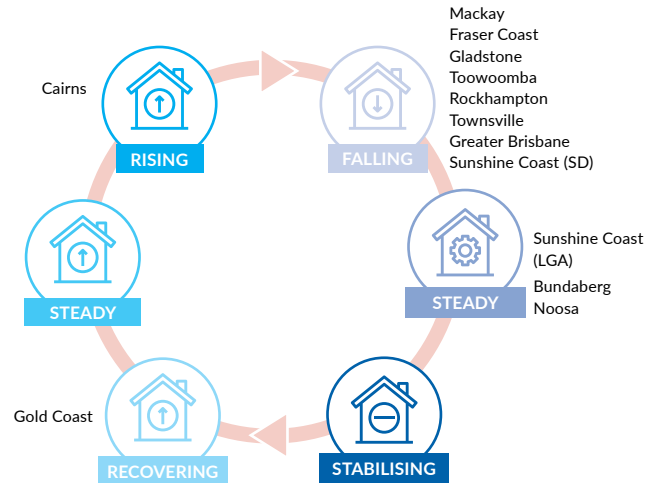


Source: REIQ

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

QUEENSLAND UNIT MARKETS

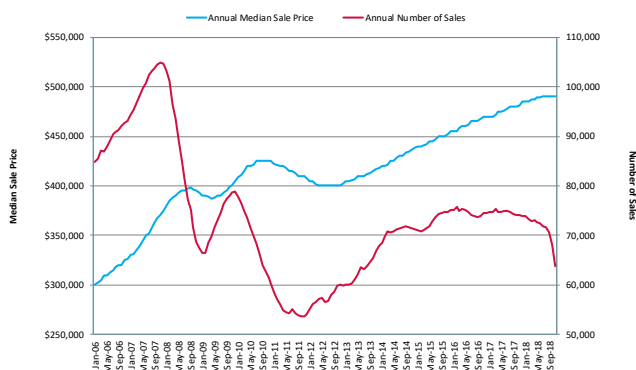
Dec Qtr 2018



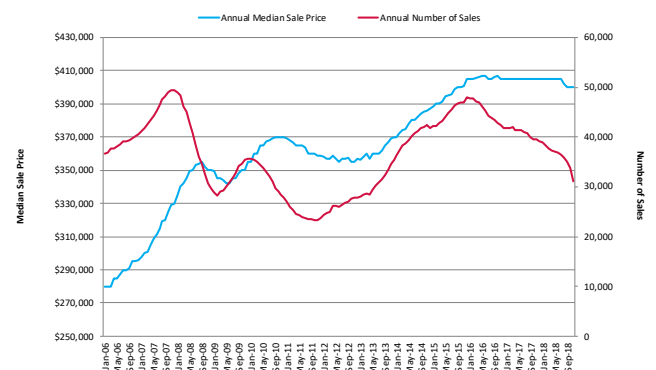
Source: REIQ

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

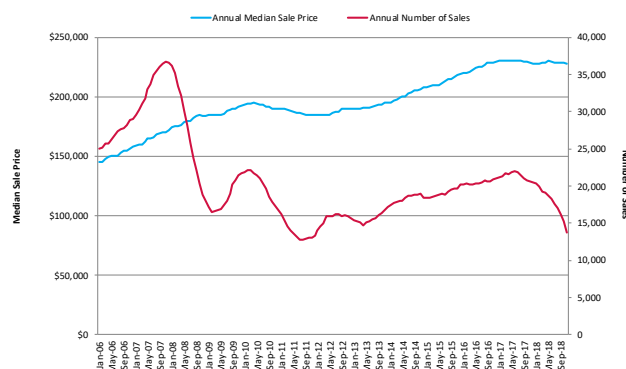
QUEENSLAND HOUSE MARKET



QUEENSLAND UNIT MARKET



QUEENSLAND LAND MARKET





HOUSE MARKET COMPARISON



Best performer for the year

Greater Hobart
12.8%



Fastest selling capital city

Greater Hobart
12 Days



Smallest discount capital city

Canberra
-2.0%

"Not only is Greater Hobart the best performer in terms of growth, but it is also the fastest selling capital city with properties sitting on the market for an average of 12 days."

Greater Hobart claims title of strongest performer

Despite national trends in declining property prices, Greater Hobart is proving resilient. In both the housing and unit market, Greater Hobart is the best performer of the year boasting returns of 12.8% and 11.9% respectively.

Greater Hobart remains as the most affordable capital city location for houses however demand is on the rise and it is the fastest selling capital city.

Generally speaking, the Australian preference for low-density living continued throughout the quarter, with the housing market outperforming the unit market.

House Market

The volume of annual house sales across the capital cities in Australia continued trending downwards, falling approximately 3.7 per cent from 169,060 sales in August 2018 to 162,864 sales in November 2018. In the face of falling sales volumes, the volume of annual housing listings has increased by approximately 2.6 per cent from about 199,296 in August 2018 to 204,395 in November 2018 – complimenting the economy's negative sentiment as a result of tighter lending conditions and outlook.

With this said, however, the majority of our capital cities are operating in positive territory and continue to experience growth. Greater Darwin remains in negative territory and Greater Sydney has fallen into this category, reporting a fall in the annual median house prices over the past 12 months.

Annual Performance

Capital cities annual prices growth (based on 12 months to Nov 2018)

- Greater Hobart 12.8%
- Canberra 4.1%
- Greater Adelaide 4.0%
- Greater Brisbane 2.0%
- Greater Melbourne 0.5%
- Greater Perth 0%
- Greater Sydney -3.1%
- Greater Darwin -4.0%

Greater Hobart remains the most affordable capital city in Australia, settling the sale of 3,289 houses in the quarter at an annual median price of \$450,000. Not only is Greater Hobart the best performer in terms of growth, but it is also the fastest selling capital city with properties sitting on the market for an average of 12 days.

The Greater Darwin house market has slipped again, down 4 per cent to an annual median price of \$480,000. Greater Sydney, the most expensive capital city and the largest house market (based on sales volumes) followed suite with an annual fall in median price of 3.1 per cent, to \$950,000 in November.

The median house prices in Canberra and Greater Adelaide grew 4.1 per and 4 per cent respectively for the past year. These two house markets together represented less than 50 per cent of the annual volume of sales in Greater Melbourne and Greater Sydney.

Consistently posting positive results, the Greater Brisbane housing market was the fourth best performer of the year, with an increase of 2 per cent to an annual median of \$550,000 and remained as the fourth most expensive housing market in the country.

The second-largest house market (based on sales volumes) for the year was Greater Melbourne. Despite its modest annual growth of 0.5 per cent, it remained the second most expensive house market with an annual median price of \$779,000.

The performance of the Greater Perth house market remained steady at an annual

UNIT MARKET COMPARISON



Best performer for the year

Greater Hobart

11.9%



Fastest selling capital city

Greater Hobart

9 Days



Smallest discount capital city

Greater Hobart

-1.7%

median price of \$530,000 – positive news for homeowners that have seen their house prices declining post inflated mining boom prices.

On The Market Trends

Greater Hobart was again, the fastest selling capital city market and required the second smallest discount across all capital cities. The average annual vendor discount was 3.8 per cent with a typical house in Greater Hobart requiring 12 days to reach a contract of sale.

The second fastest selling capital city was Greater Melbourne which required 29 days to reach contract of sale and sold at a vendor discount of 5 per cent. In comparison, houses in Greater Sydney required an additional 11 days to reach a contract of sale and sold at a vendor discount of 6.2 per cent.

Greater Brisbane was the third fastest selling capital city, requiring 32 days to reach contract after a negotiated 4.5 per cent. Canberra is the capital city market that came in next, yet required the smallest vendor discount; and the typical house reached contract within 34 days. The negotiating discount of 2 per cent indicates that expectations between buyers and sellers are aligned.

On the contrary, Greater Darwin market was the weakest capital city performer, requiring 81 days to reach a contract of sale and a vendor discount of 8.1 per cent. Greater Adelaide & Greater Perth were amongst the worst performers in regards to reaching a contract of sale compared to the aforementioned capital cities.

Hold Periods

Home owners throughout Australian capital cities generally hold ownership in the range of 8.7 to 13.4 years.

Greater Melbourne has remained as the capital city with the longest ownership period for houses, with the average holding period remaining unchanged from August to November 2018 – partially supported by the strength of the employment market.

Home owners in Greater Brisbane continue to retain longer ownership over Greater Sydney – increasing from 11.7 to 11.8 years in from the prior quarter. Greater Adelaide and Greater Sydney ownership is currently holding between 10.2 and 10.9 years.

Owners in Greater Hobart, Canberra and Greater Perth aren't far behind ownership in Greater Brisbane and generally retain home ownership in the range of 11 to 11.6 years.

Home ownership in Greater Darwin has further shortened by 0.1 years from 8.8 years in August 2018 compared to other capital cities.

Unit Market

The volume of annual unit sales across the capital cities in Australia continued trending downwards, falling approximately 7.5 per cent from 63,452 sales in August 2018 to 58,700 sales in November 2018.

In the face of falling sales volumes, the volume of annual unit listings has decreased by approximately 1.2 per cent from about 81,962 in August 2018 to 80,972 in November 2018 – indicating a rise new development and shedding light on the Aussie preference of low-density living.

The unit market across the Australian capital cities has varied vastly in performance, ranging from 11.9 percent to negative 9.5 per cent for the year. Similar to the housing market, the best performing capital city in the unit market was Greater Hobart which posted annual growth of 11.9 per cent, with an annual median unit price of \$347,000.

Greater Melbourne and Canberra unit markets indicated positive growth of 2.2 per cent and 1.1 per cent respectively. Despite still being in negative territory, Greater Brisbane unit market has grown 0.8 per cent on the previous quarter to an annual price of \$385,000 as of November 2018; which is down 2.5 percent on November 2017.

Units in Greater Sydney remain as the most expensive capital city unit market with an annual median price of \$715,000 – falling 1.4 percent on the year. The Greater Darwin unit market was the worst performer of the year, falling 9.5 per cent to an annual median price of \$335,000 and making it the second-least expensive unit market behind Greater Adelaide.



On The Market Trends

Units across the Australian capital cities reached a contract of sale in the range of 9 days and 72 days, requiring a negotiated discount in the range of 1.7 per cent and 7.3 percent.

Not only was Greater Hobart the highest performer but it was once again, the fastest selling capital city market and required the smallest discount across all capital cities. The average annual vendor discount was 1.7 per cent with a typical unit in Greater Hobart requiring just 9 days to reach a contract of sale.

On the contrary, Greater Perth market was the weakest capital city unit performer, requiring 78 days to reach a contract of sale and a vendor discount of 7.2 per cent – reflecting the strong negotiating power of buyers within the unit market.

Analysis shows the Greater Brisbane unit market underperformed in comparison to the housing market. Units required on average 55 days to reach a contract of sale compared to 32 days required for houses and vendor discounts for units of 5 per cent outweighed the discounts for houses by 0.5 per cent, highlighting an oversupply of units in Greater Brisbane.

Hold Periods

The average hold period for unit owners throughout Australian capital cities has remained constant this quarter, ranging from 9 years to 11.2 years.

Analysis has shown that Greater Perth unit owners continue to hold their units for the longest period of 11.2 years, increasing 0.2 years on the previous quarter whereas Greater Sydney unit owners hold their properties for the shortest period of 9 years.

Sydney's unit owners hold to their properties for the shortest period of 8.9 years.

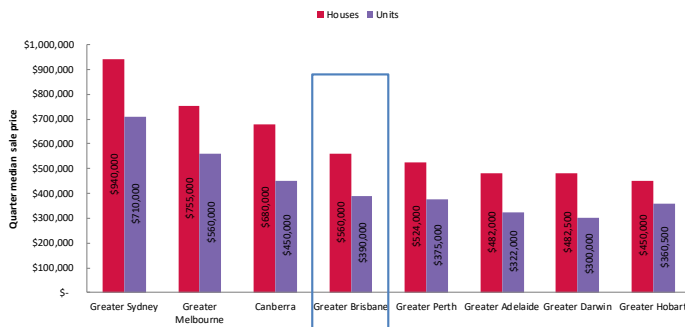
Capital Cities Comparison



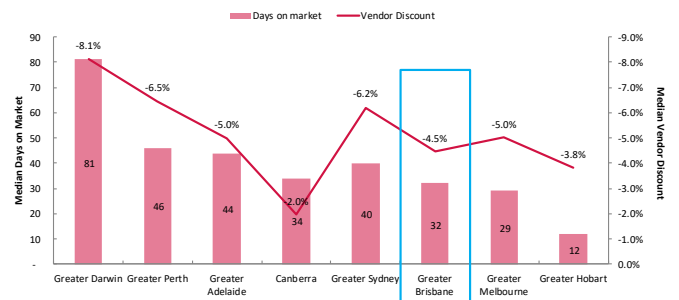
HOUSES										UNITS								
CAPITAL CITIES*	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)
12 MNTHS ENDING AUG	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018	2018
Greater Adelaide	\$482,000	3,923	\$479,000	15,134	4.0%	18,862	44	-5.0%	10.2	\$322,000	732	\$329,000	2,845	-0.3%	4,438	55	-6.1%	9.9
Greater Brisbane	\$560,000	5,795	\$550,000	25,192	2.0%	39,364	32	-4.5%	11.8	\$390,000	1,516	\$385,000	6,607	-2.5%	10,952	55	-5.0%	10.0
Canberra	\$680,000	1,101	\$656,000	4,097	4.1%	4,550	34	-2.0%	11.5	\$450,000	470	\$439,900	1,748	1.1%	2,144	42	-3.0%	9.5
Greater Darwin	\$482,500	345	\$480,000	1,161	-4.0%	1,584	81	-8.1%	8.7	\$300,000	157	\$335,000	469	-9.5%	959	72	-7.3%	9.2
Greater Hobart	\$450,000	835	\$450,000	3,289	12.8%	3,620	12	-3.8%	11.0	\$360,500	210	\$347,000	935	11.9%	832	9	-1.7%	9.4
Greater Melbourne	\$755,000	10,518	\$779,000	43,254	0.5%	55,918	29	-5.0%	13.4	\$560,000	3,237	\$552,000	15,627	2.2%	26,068	40	-4.3%	9.7
Greater Perth	\$524,000	4,876	\$525,000	18,888	0.0%	30,882	46	-6.5%	11.6	\$375,000	1,092	\$385,000	4,374	-3.8%	9,565	78	-7.2%	11.2
Greater Sydney	\$940,000	12,168	\$950,000	51,849	-3.1%	49,615	40	-6.2%	10.9	\$710,000	5,887	\$715,000	26,095	-1.4%	26,014	41	-5.4%	9.0

* All figures for 12 months, ending Aug 2018

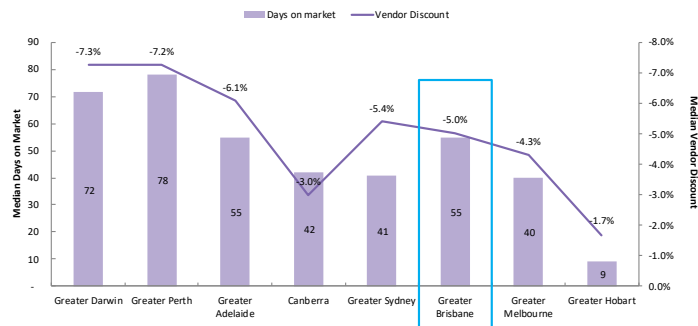
Median Sale Price
(Aug 2018)



House Market Trend Indicators
(Aug 2018)



Unit Market Trend Indicators
(Aug 2018)





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	10,156	\$480,813	0.2%	4,717	\$392,500	-0.6%	877	\$199,500	-12.1%
GREATER BRISBANE									
GREATER BRISBANE	5,227	\$530,000	-0.9%	2,007	\$400,000	-1.2%	469	\$209,900	-10.7%
BRISBANE LGA	2,544	\$678,000	-0.6%	1,523	\$430,000	-2.1%	75	\$424,000	-1.4%
IPSWICH	530	\$348,000	2.4%	55	\$300,000	-5.2%	89	\$180,500	-8.5%
LOGAN	643	\$400,000	1.7%	118	\$262,000	-4.7%	105	\$219,000	-1.4%
MORETON BAY	1,069	\$440,000	-2.5%	237	\$335,000	1.5%	87	\$240,000	-5.1%
REDLAND	441	\$520,000	-2.8%	74	\$371,250	-7.2%	113	N/D	N/D
TOURISM CENTRES									
GOLD COAST	1,070	\$630,000	0.8%	1,427	\$427,500	0.6%	52	\$292,500	1.0%
SUNSHINE COAST SD	882	\$590,000	-3.1%	569	\$417,500	-4.0%	68	\$271,650	-1.3%
SUNSHINE COAST	747	\$584,000	-1.0%	438	\$406,000	-1.8%	59	\$261,500	-3.8%
NOOSA	135	\$680,000	-8.2%	131	\$530,000	-10.9%	9	N/A	N/A
FRASER COAST	297	\$313,500	-3.2%	61	\$238,000	-15.8%	53	\$160,000	-3.0%
CAIRNS	382	\$400,500	0.1%	218	\$238,500	8.4%	35	\$250,000	6.4%
REGIONAL CENTRES									
BUNDABERG	171	\$271,250	-1.4%	36	\$262,000	6.9%	22	\$157,500	6.1%
GLADSTONE	112	\$278,185	5.0%	22	\$140,000	-9.7%	8	N/A	N/A
MACKAY	223	\$350,000	2.2%	53	\$225,000	-4.2%	9	N/A	N/A
ROCKHAMPTON	158	\$235,000	-7.8%	12	N/A	N/A	4	N/A	N/A
TOOWOOMBA	353	\$371,000	6.0%	68	\$287,000	-7.4%	20	\$174,500	4.3%
TOWNSVILLE	367	\$321,000	0.3%	72	\$255,000	15.9%	20	\$140,400	-14.7%

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 ²		UNITS		LAND <2400m ²	
QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION
6.0%	TOOWOOMBA	15.9%	TOWNSVILLE	6.4%	CAIRNS
5.0%	GLADSTONE	8.4%	CAIRNS	6.1%	BUNDABERG
2.4%	IPSWICH	6.9%	BUNDABERG	4.3%	TOOWOOMBA



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	54,750	\$480,000	1.0%	31,332	\$400,000	-1.2%	10,629	\$228,500	0.9%
GREATER BRISBANE									
GREATER BRISBANE	27,780	\$528,000	2.0%	13,545	\$407,000	-1.9%	5,759	\$235,000	2.2%
BRISBANE LGA	12,935	\$675,000	1.1%	9,525	\$440,000	-2.2%	1,257	\$420,000	2.6%
IPSWICH	2,941	\$343,000	0.9%	516	\$319,900	-2.4%	1,240	\$195,000	0.3%
LOGAN	3,309	\$400,000	2.4%	988	\$285,000	0.7%	1,285	\$220,000	5.3%
MORETON BAY	6,216	\$446,000	2.5%	1,912	\$335,000	-6.0%	1,236	\$247,450	-1.8%
REDLAND	2,379	\$532,250	1.4%	604	\$407,000	-1.9%	741	N/D	N/D
TOURISM CENTRES									
GOLD COAST	5,881	\$625,500	1.4%	9,650	\$430,000	-1.2%	885	\$290,000	7.4%
SUNSHINE COAST SD	4,940	\$600,000	5.3%	3,693	\$430,000	1.2%	1,263	\$265,000	3.9%
SUNSHINE COAST	4,140	\$585,000	4.9%	2,936	\$415,000	0.0%	1,157	\$261,200	4.4%
NOOSA	800	\$739,500	11.7%	757	\$570,000	10.0%	106	\$352,500	15.6%
FRASER COAST	1,744	\$319,000	0.5%	370	\$247,750	-0.9%	355	\$155,000	2.7%
CAIRNS	2,042	\$405,000	-1.2%	1,409	\$230,000	0.0%	315	\$212,000	-0.8%
REGIONAL CENTRES									
BUNDABERG	1,028	\$281,000	-1.4%	209	\$252,500	-1.0%	245	\$150,000	2.7%
GLADSTONE	520	\$270,000	-3.6%	124	\$165,000	-10.8%	64	\$135,000	-10.0%
MACKAY	1,156	\$343,000	3.9%	225	\$233,000	11.0%	180	\$169,000	2.4%
ROCKHAMPTON	788	\$260,000	-1.9%	86	\$275,000	-8.3%	52	\$150,000	3.5%
TOOWOOMBA	1,916	\$352,000	-0.9%	449	\$305,000	-0.6%	297	\$179,500	2.9%
TOWNSVILLE	1,823	\$320,000	-3.0%	506	\$250,000	-9.1%	266	\$161,000	-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 ²		UNITS		LAND <2400m ²	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
11.7%	NOOSA	11.0%	MACKAY	15.6%	NOOSA
5.3%	SUNSHINE COAST SD	10.0%	NOOSA	7.4%	GOLD COAST
4.9%	SUNSHINE COAST	1.2%	SUNSHINE COAST SD	5.3%	LOGAN

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QUEENSLAND ALL LGAs ANNUAL STATISTICS

PERFORMANCE BY LGA*	HOUSES (<2400m ²)			HOUSES (>2400m ²)			UNITS			LAND (<2400m ²)			LAND (>2400m ²)		
SUBURB/LGA	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE
BALONE (LGA)	28	\$150,000	-16.7%	9	N/A	N/A	1	N/A	N/A	4	N/A	N/A	4	N/A	N/A
BANANA (LGA)	100	\$157,500	-7.4%	21	\$380,000	5.6%	0	N/A	N/A	5	N/A	N/A	4	N/A	N/A
BARCALDINE (LGA)	13	N/A	N/A	8	N/A	N/A	0	N/A	N/A	4	N/A	N/A	2	N/A	N/A
BARCOO (LGA)	6	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
BLACKALL TAMBO (LGA)	15	N/A	N/A	7	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)	12,935	\$675,000	1.1%	383	\$1,202,500	-0.2%	9,525	\$440,000	-2.2%	1257	\$420,000	2.6%	42	\$1,128,963	50.0%
BULLOO (LGA)	1	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)	1,028	\$281,000	-1.4%	316	\$353,750	-0.4%	209	\$252,500	-1.0%	245	\$150,000	2.7%	49	\$149,500	-0.3%
BURDEKIN (LGA)	106	\$176,550	0.9%	19	N/A	N/A	15	N/A	N/A	21	\$105,000	68.0%	5	N/A	N/A
BURKE (LGA)	1	N/A	N/A	1	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
CAIRNS (LGA)	2,042	\$405,000	-1.2%	120	\$657,500	5.2%	1,409	\$230,000	0.0%	315	\$212,000	-0.8%	30	\$275,000	-11.0%
CARPENTARIA (LGA)	8	N/A	N/A	0	N/A	N/A	0	N/A	N/A	3	N/A	N/A	0	N/A	N/A
CASSOWARY COAST (LGA)	201	\$214,000	-10.8%	80	\$335,000	4.4%	56	\$165,000	-17.1%	62	\$76,000	-10.6%	15	N/A	N/A
CENTRAL HIGHLANDS (LGA)	279	\$175,000	12.9%	49	\$450,000	22.0%	43	\$182,000	30.1%	21	\$75,000	12.8%	14	N/A	N/A
CHARTERS TOWERS (LGA)	71	\$140,000	-1.8%	47	\$395,000	19.7%	4	N/A	N/A	7	N/A	N/A	5	N/A	N/A
CLONCURRY (LGA)	18	N/A	N/A	3	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
COOK (LGA)	28	\$295,000	0.0%	15	N/A	N/A	0	N/A	N/A	11	N/A	N/A	4	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	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
DOUGLAS (LGA)	147	\$450,000	4.9%	37	\$370,000	-8.3%	269	\$235,000	-8.2%	21	\$160,000	8.5%	16	N/A	N/A
ETHERIDGE (LGA)	2	N/A	N/A	3	N/A	N/A	0	N/A	N/A	2	N/A	N/A	4	N/A	N/A
FLINDERS (LGA)	21	\$85,000	-10.5%	3	N/A	N/A	0	N/A	N/A	4	N/A	N/A	2	N/A	N/A
FRASER COAST (LGA)	1,744	\$319,000	0.5%	431	\$390,000	-1.0%	370	\$247,750	-0.9%	355	\$155,000	2.7%	219	\$75,000	0.0%
GLADSTONE (LGA)	520	\$270,000	-3.6%	138	\$380,000	2.7%	124	\$165,000	-10.8%	64	\$135,000	-10.0%	27	\$157,000	15.0%
GOLD COAST (LGA)	5,881	\$625,500	1.4%	617	\$870,000	5.5%	9,650	\$430,000	-1.2%	885	\$290,000	7.4%	109	\$485,000	5.4%
GOONDIWINDI (LGA)	84	\$291,250	9.9%	28	\$300,000	-35.9%	9	N/A	N/A	23	\$115,000	98.3%	5	N/A	N/A
GYMPIE (LGA)	638	\$290,000	1.8%	428	\$395,000	8.2%	91	\$258,000	4.9%	143	\$126,000	0.8%	110	\$149,000	7.6%
HINCHINBROOK (LGA)	85	\$198,000	7.0%	18	N/A	N/A	9	N/A	N/A	14	N/A	N/A	6	N/A	N/A
IPSWICH (LGA)	2,941	\$343,000	0.9%	248	\$537,000	3.3%	516	\$319,900	-2.4%	1240	\$195,000	0.3%	61	\$320,000	-3.0%
ISAAC (LGA)	170	\$171,000	23.5%	16	N/A	N/A	18	N/A	N/A	4	N/A	N/A	4	N/A	N/A
LIVINGSTONE (LGA)	414	\$365,000	1.7%	138	\$485,000	1.0%	88	\$262,500	1.0%	123	\$180,000	1.7%	36	\$220,000	-8.3%
LOCKYER VALLEY (LGA)	217	\$250,000	-2.7%	342	\$375,000	0.0%	13	N/A	N/A	37	\$120,000	-9.1%	87	\$155,000	0.0%
LOGAN (LGA)	3,309	\$400,000	2.4%	777	\$613,250	2.2%	988	\$285,000	0.7%	1285	\$220,000	5.3%	177	\$312,000	2.0%
LONGREACH (LGA)	30	\$135,000	-21.7%	2	N/A	N/A	3	N/A	N/A	0	N/A	N/A	3	N/A	N/A
MACKAY (LGA)	1,156	\$343,000	3.9%	205	\$440,000	13.1%	225	\$233,000	11.0%	180	\$169,000	2.4%	45	\$170,000	13.3%
MARANOA (LGA)	48	\$190,000	2.7%	24	\$361,250	-23.1%	2	N/A	N/A	2	N/A	N/A	1	N/A	N/A
MAREEBA (LGA)	134	\$292,000	9.7%	119	\$450,000	-4.3%	19	N/A	N/A	33	\$110,000	1.4%	27	\$154,000	10.0%
MCKINLAY (LGA)	5	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)	6,216	\$446,000	2.5%	877	\$685,000	6.2%	1,912	\$335,000	-6.0%	1236	\$247,450	-1.8%	163	\$300,000	1.7%
MOUNT ISA (LGA)	113	\$260,000	-1.9%	5	N/A	N/A	11	N/A	N/A	2	N/A	N/A	0	N/A	N/A
MURWEIH (LGA)	34	\$125,000	4.2%	7	N/A	N/A	0	N/A	N/A	2	N/A	N/A	0	N/A	N/A
NOOSA (LGA)	800	\$739,500	11.7%	385	\$717,500	7.8%	757	\$570,000	10.0%	106	\$352,500	15.6%	19	N/A	N/A
NORTH BURNETT (LGA)	69	\$143,000	5.7%	33	\$236,000	9.0%	1	N/A	N/A	15	N/A	N/A	5	N/A	N/A
PAROO (LGA)	13	N/A	N/A	6	N/A	N/A	0	N/A	N/A	2	N/A	N/A	3	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)	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
REDLAND (LGA)	2,379	\$532,250	1.4%	149	\$950,000	1.1%	604	\$407,000	-1.9%	741	\$42,500	-83.7%	2	N/A	N/A
RICHMOND (LGA)	7	N/A	N/A	4	N/A	N/A	0	N/A	N/A	1	N/A	N/A	1	N/A	N/A
ROCKHAMPTON (LGA)	788	\$260,000	-1.9%	62	\$360,000	-2.7%	86	\$275,000	-8.3%	52	\$150,000	3.5%	12	N/A	N/A
SCENIC RIM (LGA)	371	\$421,000	5.3%	308	\$560,000	3.7%	64	\$316,250	-6.9%	54	\$185,000	-2.6%	46	\$187,500	0.8%
SOMERSET (LGA)	200	\$257,500	6.4%	244	\$401,709	5.7%	12	N/A	N/A	50	\$100,000	-29.8%	39	\$171,500	-2.0%
SOUTH BURNETT (LGA)	278	\$200,000	2.6%	217	\$270,000	4.3%	22	\$180,000	-5.3%	45	\$43,500	24.3%	25	\$80,000	33.3%
SOUTHERN DOWNS (LGA)	361	\$250,000	0.0%	164	\$340,000	-5.6%	30	\$225,000	0.0%	62	\$94,000	4.4%	30	\$77,500	1.0%
SUNSHINE COAST (LGA)	4,140	\$585,000	4.9%	770	\$720,000	7.5%	2,936	\$415,000	0.0%	1157	\$261,200	4.4%	157	\$410,000	12.3%
TABLELANDS (LGA)	214	\$288,000	-4.3%	143	\$405,000	3.2%	33	\$222,500	-10.0%	46	\$113,500	1.3%	51	\$165,000	10.0%
TOOWOOMBA (LGA)	1,916	\$352,000	-0.9%	458	\$530,000	1.9%	449	\$305,000	-0.6%	297	\$179,500	2.9%	114	\$230,500	7.2%
TORRES (LGA)	2	N/A	N/A	0	N/A	N/A	1	N/A	N/A	2	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	2	N/A	N/A	0	N/A	N/A
TOWNSVILLE (LGA)	1,823	\$320,000	-3.0%	214	\$400,000	1.0%	506	\$250,000	-9.1%	266	\$161,000	-1.5%	34	\$196,000	-2.0%
WEIPA (LGA)	10	N/A	N/A	0	N/A	N/A	5	N/A	N/A	0	N/A	N/A	0	N/A	N/A
WESTERN DOWNS (LGA)	256	\$192,500	1.1%	90	\$305,000	1.7%	29	\$150,000	-25.7%	16	N/A	N/A	19	N/A	N/A
WHITSUNDAY (LGA)	307	\$355,000	3.7%	86	\$435,000	-6.0%	218	\$240,000	4.4%	97	\$150,000	-4.0%	42	\$191,000	-2.1%
WINTON (LGA)	14	N/A	N/A	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A

* All figures are for 12 months to Dec-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
23.5%	ISAAC	22.0%	CENTRAL HIGHLANDS	30.1%	CENTRAL HIGHLANDS	98.3%	GOONDIWINDI	50.0%	BRISBANE
12.9%	CENTRAL HIGHLANDS	19.7%	CHARTERS TOWERS	11.0%	MACKAY	68.0%	BURDEKIN	33.3%	SOUTH BURNETT
11.7%	NOOSA	13.1%	MACKAY	10.0%	NOOSA	24.3%	SOUTH BURNETT	15.0%	GLADSTONE

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
\$739,500	NOOSA	\$1,202,500	BRISBANE	\$570,000	NOOSA	\$420,000	BRISBANE	\$1,128,963	BRISBANE
\$675,000	BRISBANE	\$950,000	REDLAND	\$440,000	BRISBANE	\$352,500	NOOSA	\$485,000	GOLD COAST
\$625,500	GOLD COAST	\$870,000	GOLD COAST	\$430,000	GOLD COAST	\$290,000	GOLD COAST	\$410,000	SUNSHINE COAST

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
\$85,000	FLINDERS	\$236,000	NORTH BURNETT	\$150,000	WESTERN DOWNS	\$42,500	REDLAND	\$75,000	FRASER COAST
\$125,000	MURWEIH	\$270,000	SOUTH BURNETT	\$165,000	CASSOWARY COAST	\$43,500	SOUTH BURNETT	\$77,500	SOUTHERN DOWNS
\$135,000	LONGREACH	\$300,000	GOONDIWINDI	\$165,000	CASSOWARY COAST	\$75,000	CENTRAL HIGHLANDS	\$80,000	SOUTH BURNETT

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
12,935	BRISBANE	877	MORETON BAY	9,650	GOLD COAST	1,285	LOGAN	219	FRASER COAST
6,216	MORETON BAY	777	LOGAN	9,525	BRISBANE	1,257	BRISBANE	177	LOGAN
5,881	GOLD COAST	770	SUNSHINE COAST	2,936	SUNSHINE COAST	1,240	IPSWICH	163	MORETON BAY



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*	2017	CHANGE OVER YEAR			
									% PTS		% PTS	
QUEENSLAND	132,797	98,861	9.3%	6.9%	47	43	-4.8%	-4.7%	34.3%	2.4%	4	0.2%
GREATER BRISBANE												
GREATER BRISBANE	48,405	43,685	7.4%	6.6%	37	34	-4.2%	-4.0%	10.8%	0.7%	3	0.2%
BRISBANE LGA	21,022	17,980	6.8%	5.9%	29	31	-4.4%	-3.9%	16.9%	0.9%	-2	0.5%
IPSWICH	5,903	4,899	8.4%	7.1%	44	40	-4.4%	-4.4%	20.5%	1.3%	4	-0.1%
LOGAN	7,609	6,708	8.0%	7.1%	45	37	-4.6%	-4.0%	13.4%	0.9%	8	0.6%
MORETON BAY	11,210	9,931	8.1%	7.3%	35	33	-4.0%	-3.6%	12.9%	0.8%	2	0.4%
REDLAND	4,505	4,167	8.7%	8.1%	36	38	-4.7%	-4.1%	8.1%	0.7%	-2	0.6%
TOURISM CENTRES												
GOLD COAST	13,368	9,806	10.1%	7.3%	46	35	-5.3%	-4.3%	36.3%	2.8%	11	1.0%
SUNSHINE COAST SD	9,734	9,073	9.1%	8.5%	44	43	-3.9%	-3.8%	7.3%	0.6%	1	0.1%
SUNSHINE COAST	8,074	7,073	8.9%	8.1%	39	42	-3.9%	-3.7%	14.2%	0.8%	-3	0.1%
NOOSA	1,858	2,000	10.1%	10.0%	49	51	-5.7%	-4.3%	-7.1%	0.1%	-2	1.4%
FRASER COAST	4,088	3,957	10.6%	10.3%	53	74	-6.3%	-5.4%	3.3%	0.3%	-22	0.9%
CAIRNS	3,822	3,738	8.3%	8.1%	56	56	-5.8%	-5.3%	2.2%	0.2%	0	0.4%
REGIONAL QLD												
BUNDABERG	3,281	3,521	9.7%	10.4%	64	69	-6.8%	-5.6%	-6.8%	-0.7%	-5	1.3%
GLADSTONE	1,860	1,857	8.3%	8.2%	74	92	-9.2%	-8.9%	0.2%	0.1%	-18	0.3%
MACKAY	2,873	2,808	7.3%	7.2%	41	58	-6.7%	-7.5%	2.3%	0.1%	-18	-0.8%
ROCKHAMPTON	2,313	2,264	8.0%	8.1%	51	72	-9.1%	-8.5%	2.2%	-0.1%	-21	0.6%
TOOWOOMBA	4,331	4,162	8.4%	8.1%	48	52	-5.5%	-4.6%	4.1%	0.3%	-4	0.8%
TOWNSVILLE	4,661	4,212	7.5%	6.8%	57	64	-8.1%	-7.3%	10.7%	0.7%	-7	0.7%

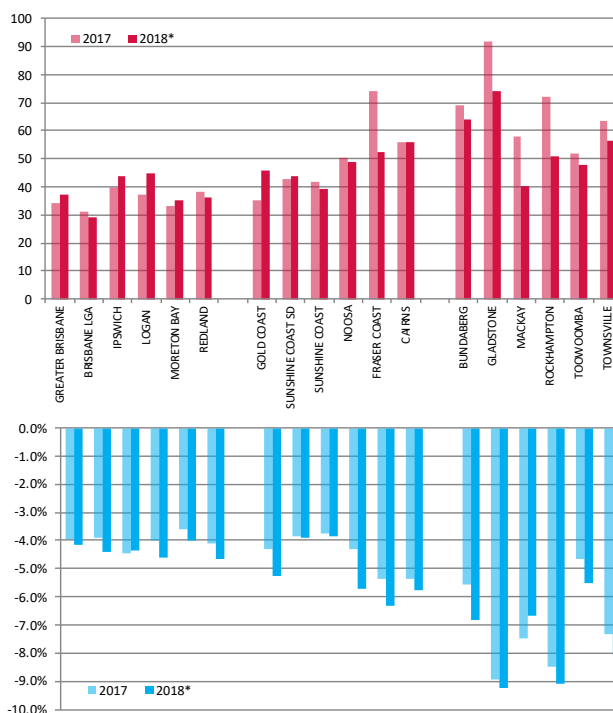
* Figures are preliminary

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

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

MEDIAN DAYS ON MARKET - HOUSES

*12mths to the end of Nov
Source: REIQ, data supplied by CoreLogic RP Data



MEDIAN VENDOR DISCOUNTING - HOUSES

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
	12MTHS ENDING AUG	2018*	2017	2018*	2017	2018*	2017	2018*	2017	CHANGE OVER YEAR		
										% PTS		% PTS
QUEENSLAND	51,052	36,619	11.3%	8.1%	60	55	-4.8%	-4.5%	39.4%	3.2%	5	0.2%
GREATER BRISBANE												
GREATER BRISBANE	18,125	16,221	8.9%	8.0%	62	63	-4.8%	-4.6%	11.7%	0.9%	-1	0.1%
BRISBANE LGA	10,994	11,166	6.3%	7.2%	58	62	-5.0%	-4.7%	-1.5%	-1.0%	-4	0.3%
IPSWICH	354	544	5.1%	11.5%	126	75	-6.8%	-6.0%	-34.9%	-6.4%	51	0.9%
LOGAN	1,157	1,434	6.9%	10.4%	83	62	-5.5%	-5.0%	-19.3%	-3.5%	21	0.4%
MORETON BAY	2,090	2,282	7.6%	9.9%	75	70	-5.1%	-4.2%	-8.4%	-2.3%	5	0.9%
REDLAND	649	795	7.8%	11.1%	52	61	-2.3%	-4.1%	-18.4%	-3.3%	-9	-1.8%
TOURISM CENTRES												
GOLD COAST	10,088	12,080	8.4%	10.2%	59	43	-5.0%	-4.2%	-16.5%	-1.8%	16	0.9%
SUNSHINE COAST SD	5,105	4,844	10.6%	10.0%	49	55	-3.7%	-3.9%	5.4%	0.5%	-6	-0.2%
SUNSHINE COAST	3,313	3,794	8.5%	10.0%	50	53	-3.1%	-3.8%	-12.7%	-1.5%	-4	-0.7%
NOOSA	804	1,050	8.5%	10.3%	45	63	-4.0%	-4.0%	-23.4%	-1.8%	-18	0.0%
FRASER COAST	535	594	8.6%	13.1%	136	96	-4.3%	-5.9%	-9.9%	-4.6%	40	-1.6%
CAIRNS	2,042	2,217	8.6%	10.4%	65	70	-6.2%	-5.6%	-7.9%	-1.8%	-6	0.6%
REGIONAL QLD												
BUNDABERG	483	475	8.3%	13.1%	82	120	-5.1%	-5.4%	1.7%	-4.7%	-38	-0.3%
GLADSTONE	320	359	7.0%	9.5%	87	86	-8.3%	-11.7%	-10.9%	-2.5%	1	-3.4%
MACKAY	396	522	5.1%	8.4%	63	104	-11.6%	-11.1%	-24.1%	-3.3%	-41	0.5%
ROCKHAMPTON	254	230	5.3%	9.7%	96	100	-5.1%	-7.5%	10.4%	-4.4%	-4	-2.4%
TOOWOOMBA	748	710	6.6%	8.5%	79	84	-5.3%	-5.0%	5.4%	-1.9%	-5	0.3%
TOWNSVILLE	1,022	1,143	5.8%	9.2%	63	72	-9.4%	-7.5%	-10.6%	-3.4%	-10	1.8%

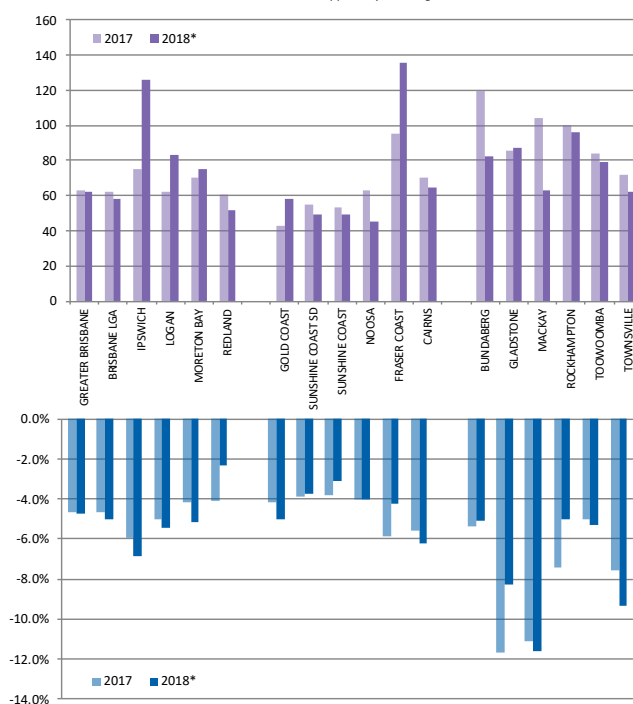
* Figures are preliminary

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

Source: REIQ, Data Supplied by CoreLogic RP Data Market Trends

MEDIAN DAYS ON MARKET- UNITS

*12mths to the end of Nov
Source: REIQ, data supplied by CoreLogic RP Data



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		\$435	UP	\$420	STEADY	\$420	STEADY	3.3%	STEADY	5.1%	STEADY
Ipswich		\$310	STEADY	\$260	STEADY	\$320	UP	4.6%	STEADY	4.5%	STEADY
Logan		\$345	STEADY	\$290	STEADY	\$335	STEADY	4.5%	STEADY	5.8%	STEADY
Moreton Bay		\$365	UP	\$290	STEADY	\$345	STEADY	4.3%	STEADY	4.5%	STEADY
Redland		\$400	STEADY	\$355	UP	\$410	UP	4.0%	STEADY	5.0%	UP
Tourism Centres											
Gold Coast		\$500	STEADY	\$440	UP	\$450	STEADY	4.1%	STEADY	5.4%	STEADY
Sunshine Coast		\$450	STEADY	\$370	STEADY	\$430	STEADY	4.0%	STEADY	4.7%	STEADY
Noosa		\$493	UP	\$410	UP	\$640	UP*	3.8%	STEADY	4.0%	STEADY
Fraser Coast		\$310	UP	\$263	UP	\$330	DOWN	5.1%	STEADY	5.7%	UP*
Cairns		\$390	UP	\$310	STEADY	\$395	UP	5.1%	STEADY	6.8%	DOWN*
Regional QLD											
Bundaberg		\$295	STEADY	\$245	UP	n.a.	n.a	5.7%	STEADY	4.9%	DOWN*
Gladstone		\$220	STEADY	\$170	UP	\$215	UP	4.1%	DOWN*	6.3%	UP*
Mackay		\$340	UP	\$250	STEADY	\$335	UP	5.1%	STEADY	5.8%	DOWN*
Rockhampton		\$280	UP	\$210	STEADY	\$330	DOWN	6.2%	UP*	N/A	N/A
Toowoomba		\$310	STEADY	\$250	STEADY	\$325	DOWN	4.3%	DOWN	4.5%	UP
Townsville		\$300	UP	\$250	UP	\$300	DOWN	4.9%	STEADY	5.1%	DOWN*

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

N/A Not available





RESIDENTIAL VACANCY RATES

COUNCIL / REGION	DEC-18	SEP-18	TREND	STATUS
GREATER BRISBANE	2.3%	2.2%	STEADY	TIGHT
BRISBANE LGA	2.5%	2.0%	UP	HEALTHY
BRISBANE INNER (0-5KM)	4.0%	2.1%	UP	WEAK
BRISBANE REMAINDER (5KM+)	2.0%	2.0%	STEADY	TIGHT
OUTER BRISBANE	2.0%	2.4%	DOWN	TIGHT
IPSWICH CITY	1.8%	2.4%	DOWN	TIGHT
LOGAN CITY	2.4%	3.5%	DOWN	TIGHT
MORETON BAY	2.0%	2.0%	STEADY	TIGHT
MORETON BAY - CABOOLTURE	2.2%	2.8%	DOWN	TIGHT
MORETON BAY - PINE RIVERS	1.7%	1.2%	UP	TIGHT
MORETON BAY - REDCLIFFE	2.4%	2.0%	UP	TIGHT
REDLAND CITY	1.6%	1.5%	STEADY	TIGHT
REDLAND CITY - MAINLAND	1.6%	N/A	N/A	TIGHT
REDLAND CITY - BAY ISLANDS	1.3%	N/A	N/A	TIGHT
GOLD COAST CITY	4.8%	1.7%	UP	WEAK
SUNSHINE COAST SD	1.8%	2.4%	DOWN	TIGHT
SUNSHINE COAST	1.7%	2.3%	DOWN	TIGHT
SUNSHINE COAST - CALOUNDRA	1.1%	1.8%	DOWN	TIGHT
SUNSHINE COAST - MAROOCHY	1.4%	1.9%	DOWN	TIGHT
SUNSHINE COAST - HINTERLAND*	3.4%	3.2%	STEADY	HEALTHY
NOOSA	1.5%	1.8%	STEADY	TIGHT
FRASER COAST	1.2%	1.4%	STEADY	TIGHT
FRASER COAST - HERVEY BAY	1.0%	1.2%	STEADY	TIGHT
FRASER COAST - MARYBOROUGH	1.6%	2.0%	DOWN	TIGHT
CAIRNS	1.7%	1.4%	UP	TIGHT
BUNDABERG	2.0%	2.2%	STEADY	TIGHT
GLADSTONE	4.2%	4.1%	STEADY	WEAK
MACKAY	1.7%	0.9%	UP	TIGHT
ROCKHAMPTON	2.0%	2.3%	DOWN	TIGHT
TOOWOOMBA	1.8%	1.9%	STEADY	TIGHT
TOWNSVILLE	4.3%	3.9%	UP	WEAK
BANANA	3.0%	N/A	N/A	HEALTHY
BURDEKIN	N/A	N/A	N/A	N/A
CASSOWARY COAST	5.9%	6.3%	DOWN	WEAK
CENTRAL HIGHLANDS	4.1%	N/A	N/A	WEAK
GYMPIE	N/A	N/A	N/A	N/A
ISAAC	N/A	N/A	N/A	N/A
LIVINGSTONE	2.1%	1.4%	UP	TIGHT
LOCKYER VALLEY	2.6%	N/A	N/A	HEALTHY
MARANOVA	N/A	4.0%	N/A	N/A
MOUNT ISA	3.2%	N/A	N/A	HEALTHY
MURWEH	N/A	N/A	N/A	N/A
SCENIC RIM	3.0%	1.7%	UP	HEALTHY
SOMERSET	N/A	N/A	N/A	N/A
SOUTH BURNETT	N/A	N/A	N/A	N/A
SOUTHERN DOWNS	2.5%	2.3%	STEADY	TIGHT
TABLELANDS	2.3%	N/A	N/A	TIGHT
WESTERN DOWNS	N/A	N/A	N/A	N/A
WHITSUNDAY	3.8%	3.2%	UP	WEAK

* 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

HOUSES¹UNITS²

LOCAL GOVERNMENT AREA	DEC-18	SEP-18	DEC-18	SEP-18
GREATER BRISBANE				
BRISBANE	3.3%	3.3%	5.1%	5.1%
IPSWICH	4.6%	4.7%	4.5%	4.4%
LOGAN	4.5%	4.5%	5.8%	5.9%
MORETON BAY	4.3%	4.2%	4.5%	4.7%
REDLAND	4.0%	3.8%	5.0%	4.6%
TOURISM CENTRES				
GOLD COAST	4.1%	4.2%	5.4%	5.4%
SUNSHINE COAST	4.0%	4.0%	4.7%	4.7%
NOOSA	3.8%	3.9%	4.0%	3.8%
FRASER COAST	5.1%	4.9%	5.7%	5.0%
CAIRNS	5.1%	5.0%	6.8%	7.5%
REGIONAL/RESOURCE AREAS				
BUNDABERG	5.7%	5.6%	4.9%	5.8%
GLADSTONE	4.1%	4.6%	6.3%	5.6%
MACKAY	5.1%	5.1%	5.8%	6.8%
ROCKHAMPTON	6.2%	5.5%	N/A	N/A
TOOWOOMBA	4.3%	4.8%	4.5%	4.2%
TOWNSVILLE	4.9%	4.8%	5.1%	5.6%
OTHER REGIONAL AREAS				
BURDEKIN	N/A	N/A	N/A	N/A
CASSOWARY COAST	7.8%	7.0%	N/A	N/A
CENTRAL HIGHLANDS	6.5%	5.8%	N/A	N/A
CHARTERS TOWERS	N/A	N/A	N/A	N/A
DOUGLAS	4.5%	5.1%	6.1%	6.2%
GOONDIWINDI	N/A	N/A	N/A	N/A
GYMPIE	5.6%	4.9%	N/A	N/A
HINCHINBROOK	N/A	6.3%	N/A	N/A
ISAAC	7.2%	8.5%	N/A	N/A
LIVINGSTONE	4.2%	4.3%	N/A	N/A
LOCKYER VALLEY	6.4%	6.4%	N/A	N/A
MAREEBA	5.6%	N/A	N/A	N/A
MOUNT ISA	N/A	8.3%	N/A	N/A
NORTH BURNETT	N/A	N/A	N/A	N/A
SCENIC RIM	4.6%	4.3%	N/A	N/A
SOMERSET	5.9%	6.5%	N/A	N/A
SOUTH BURNETT	6.1%	6.8%	N/A	N/A
SOUTHERN DOWNS	5.7%	5.9%	N/A	N/A
TABLELANDS	5.5%	6.1%	N/A	N/A
WESTERN DOWNS	6.2%	6.9%	N/A	N/A
WHITSUNDAY	4.7%	4.8%	6.9%	5.8%

Yields comparison based on preliminary data for Dec-2018

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

¹ Based upon rents for 3-bedroom houses ; source: Residential Tenancies Authority, Bond Lodgements² Based upon rents for 2-bedroom flats ; source: Residential Tenancies Authority, Bond Lodgements

Rental Yield Trend:
Steady = +/- 0 to 0.3%pts
Up = + 0.3%pts or more
Down = - 0.3%pts or more



RENTAL MARKET SUMMARY



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			\$435	UP	\$420	UP*	\$420	UP	3.3%	STEADY
IPSWICH			\$310	STEADY	\$260	STEADY	\$320	STEADY	4.6%	STEADY
LOGAN			\$345	DOWN	\$290	UP	\$335	UP	4.5%	STEADY
MORETON BAY			\$365	UP	\$290	STEADY	\$345	UP	4.3%	STEADY
REDLAND			\$400	STEADY	\$355	UP	\$410	UP	4.0%	STEADY
TOURISM CENTRES										
GOLD COAST			\$500	UP	\$440	UP	\$450	UP*	4.1%	STEADY
SUNSHINE COAST			\$450	STEADY	\$370	UP	\$430	UP	4.0%	STEADY
NOOSA			\$493	UP*	\$410	UP*	\$640	UP*	3.8%	STEADY
FRASER COAST			\$310	UP	\$263	UP	\$330	UP	5.1%	STEADY
CAIRNS			\$390	UP	\$310	UP	\$395	UP*	5.1%	STEADY
REGIONAL QLD										
BUNDABERG			\$295	UP	\$245	UP	n.a.	n.a.	5.7%	UP
GLADSTONE			\$220	UP*	\$170	UP*	\$215	UP*	4.1%	UP*
MACKAY			\$340	UP*	\$250	UP*	\$335	UP*	5.1%	STEADY
ROCKHAMPTON			\$280	UP	\$210	UP	\$330	UP*	6.2%	STEADY
TOOWOOMBA			\$310	UP	\$250	UP	\$325	UP	4.3%	STEADY
TOWNSVILLE			\$300	UP	\$250	UP	\$300	STEADY	4.9%	UP

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

N/A Not available



SIZE OF RENTAL MARKET		TOTAL BONDS - ANNUAL TREND														
LGA/REGION	HOUSES				UNITS				TOWNHOUSES				TOTAL			
QUEENSLAND	309,232	302,443	2.2%	UP	221,417	210,374	5.2%	UP	61,920	59,005	4.9%	UP	592,569	571,822	3.6%	UP
GREATER BRISBANE	DEC-18	DEC-17	% CHANGE	ANNUAL TREND	DEC-18	DEC-17	% CHANGE	ANNUAL TREND	DEC-18	DEC-17	% CHANGE	ANNUAL TREND	DEC-18	DEC-17	% CHANGE	ANNUAL TREND
BRISBANE	60,220	59,144	1.8%	STEADY	90,827	83,292	9.0%	UP	21,435	20,375	5.2%	UP	172,482	162,811	5.9%	UP
IPSWICH	22,603	21,254	6.3%	UP	4,692	4,242	10.6%	UP	2,059	1,823	12.9%	UP	29,354	27,319	7.4%	UP
LOGAN	24,174	22,827	5.9%	UP	5,565	5,067	9.8%	UP	5,817	5,541	5.0%	UP	35,556	33,435	6.3%	UP
MORETON BAY	31,421	30,242	3.9%	UP	9,871	9,400	5.0%	UP	7,677	6,910	11.1%	UP	48,969	46,552	5.2%	UP
REDLAND	8,720	8,642	0.9%	STEADY	1,665	1,656	0.5%	STEADY	1,738	1,621	7.2%	UP	12,123	11,919	1.7%	STEADY
TOURISM CENTRES																
GOLD COAST	29,741	29,228	1.8%	STEADY	35,543	35,333	0.6%	STEADY	13,552	13,517	0.3%	STEADY	78,836	78,078	1.0%	STEADY
SUNSHINE COAST	18,120	17,708	2.3%	UP	12,457	12,076	3.2%	UP	3,105	2,874	8.0%	UP	33,682	32,658	3.1%	UP
NOOSA	2,521	2,581	-2.3%	DOWN	1,271	1,295	-1.9%	STEADY	367	364	0.8%	STEADY	4,159	4,240	-1.9%	STEADY
FRASER COAST	7,102	7,192	-1.3%	STEADY	2,758	2,655	3.9%	UP	554	554	0.0%	STEADY	10,414	10,401	0.1%	STEADY
CAIRNS	9,584	9,524	0.6%	STEADY	11,171	11,179	-0.1%	STEADY	959	995	-3.6%	DOWN	21,714	21,698	0.1%	STEADY
REGIONAL QLD																
BUNDEBERG	6,495	6,542	-0.7%	STEADY	2,840	2,739	3.7%	UP	131	135	-3.0%	DOWN	9,466	9,416	0.5%	STEADY
GLADSTONE	5,544	5,447	1.8%	STEADY	2,084	1,976	5.5%	UP	796	778	2.3%	UP	8,424	8,201	2.7%	UP
MACKAY	8,149	8,099	0.6%	STEADY	4,292	4,148	3.5%	UP	489	488	0.2%	STEADY	12,930	12,735	1.5%	STEADY
ROCKHAMPTON	4,719	4,536	4.0%	UP	2,612	2,527	3.4%	UP	134	115	16.5%	UP	7,465	7,178	4.0%	UP
TOOWOOMBA	11,546	11,435	1.0%	STEADY	7,380	6,951	6.2%	UP	486	465	4.5%	UP	19,412	18,851	3.0%	UP
TOWNSVILLE	14,990	14,634	2.4%	UP	9,107	8,913	2.2%	UP	834	786	6.1%	UP	24,931	24,333	2.5%	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		
	DEC-17	DEC-18	% CHANGE	DEC-17	DEC-18	% CHANGE	DEC-17	DEC-18	% CHANGE	DEC-17	DEC-18	% CHANGE
Balonne Shire Council	N/A	N/A	N/A	\$182	\$175	-3.8%	N/A	N/A	N/A	N/A	N/A	N/A
Banana Shire Council	180	N/A	N/A	235	\$238	1.1%	N/A	N/A	N/A	200	N/A	N/A
Barcaldine Regional Council	160	N/A	N/A	230	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Barcoo 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
Blackall-Tambo Regional Council	N/A	N/A	N/A	95	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boulia 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
Brisbane City Council	350	\$360	2.9%	400	\$420	5.0%	500	\$500	0.0%	380	\$395	3.9%
Bundaberg Regional Council	200	\$250	25.0%	230	\$245	6.5%	\$283	\$295	4.2%	250	\$260	4.0%
Burdekin Shire Council	\$161	\$158	-2.0%	205	\$215	4.9%	N/A	N/A	N/A	210	\$220	4.8%
Cairns Regional Council	220	\$230	4.5%	300	\$310	3.3%	375	\$370	-1.3%	\$328	\$320	-2.4%
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	205	\$200	-2.4%	220	\$215	-2.3%	245	\$230	-6.1%	260	\$250	-3.8%
Central Highlands Regional Council	175	\$200	14.3%	185	\$200	8.1%	250	\$260	4.0%	195	\$220	12.8%
Charters Towers Regional Council	160	N/A	N/A	170	\$220	29.4%	N/A	N/A	N/A	200	\$220	10.0%
Cloncurry Shire Council	N/A	\$170	N/A	250	\$250	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
Cook Shire Council	61	N/A	N/A	240	\$240	0.0%	75	N/A	N/A	250	\$253	1.0%
Diamantina 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
Douglas Shire Council	220	\$240	9.1%	300	\$320	6.7%	370	N/A	N/A	280	N/A	N/A
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	\$210	5.0%	250	\$263	5.0%	320	\$330	3.1%	265	\$263	-0.9%
Gladstone Regional Council	\$128	\$180	40.6%	140	\$170	21.4%	190	\$220	15.8%	165	\$190	15.2%
Gold Coast City Council	340	\$345	1.5%	430	\$440	2.3%	490	\$490	0.0%	400	\$400	0.0%
Goondiwindi Regional Council	175	\$155	-11.4%	205	\$240	17.1%	N/A	N/A	N/A	210	\$280	33.3%
Gympie Regional Council	200	\$180	-10.0%	\$228	\$235	3.1%	285	\$290	1.8%	250	\$263	5.0%
Hinchinbrook Shire Council	140	N/A	N/A	\$164	\$195	18.9%	N/A	N/A	N/A	\$208	\$220	5.8%
Ipswich City Council	240	\$230	-4.2%	260	\$260	0.0%	305	\$300	-1.6%	270	\$275	1.9%
Isaac Regional Council	275	\$400	45.5%	160	\$170	6.3%	60	\$195	225.0%	N/A	N/A	N/A
Livingstone Shire Council	204	\$200	-2.0%	270	\$260	-3.7%	285	\$330	15.8%	280	\$280	0.0%
Lockyer Valley Regional Council	N/A	N/A	N/A	250	\$240	-4.0%	280	\$315	12.5%	250	\$268	7.0%
Logan City Council	260	\$255	-1.9%	\$288	\$290	0.7%	340	\$340	0.0%	295	\$295	0.0%
Longreach Regional Council	N/A	N/A	N/A	170	\$180	5.9%	N/A	N/A	N/A	215	\$210	-2.3%
Mackay Regional Council	\$183	\$215	17.5%	210	\$250	19.0%	295	\$325	10.2%	245	\$280	14.3%
Maranoa Regional Council	N/A	N/A	N/A	\$153	\$190	24.2%	\$218	\$238	8.9%	140	N/A	N/A
Mareeba Shire Council	\$173	\$230	32.9%	240	\$255	6.3%	335	\$320	-4.5%	295	\$315	6.8%
Moreton Bay Regional Council	240	\$250	4.2%	290	\$290	0.0%	330	\$330	0.0%	300	\$300	0.0%
Mount Isa City Council	150	\$180	20.0%	210	\$220	4.8%	\$308	\$300	-2.6%	260	\$250	-3.8%
Murweh Shire Council	N/A	N/A	N/A	170	N/A	N/A	N/A	N/A	N/A	145	N/A	N/A
Noosa Shire Council	320	\$300	-6.3%	380	\$410	7.9%	505	\$635	25.7%	390	\$393	0.6%
North Burnett Regional Council	N/A	N/A	N/A	N/A	\$200	N/A	N/A	N/A	N/A	190	\$200	5.3%
Paroo 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
Quilpie 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
Redland City Council	\$248	\$212	-14.4%	350	\$355	1.4%	\$398	\$393	-1.4%	245	\$263	7.1%
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%	270	\$270	0.0%	220	\$240	9.1%
Scenic Rim Regional Council	230	\$250	8.7%	\$253	\$280	10.7%	305	\$320	4.9%	290	\$300	3.4%
Somerset Regional Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	240	\$270	12.5%
South Burnett Regional Council	155	\$158	1.6%	185	\$215	16.2%	250	\$260	4.0%	220	\$215	-2.3%
Southern Downs Regional Council	150	\$160	6.7%	\$201	\$230	14.4%	270	\$295	9.3%	250	\$235	-6.0%
Sunshine Coast Regional Council	280	\$290	3.6%	355	\$370	4.2%	430	\$435	1.2%	370	\$388	4.7%
Tablelands Regional Council	N/A	\$160	N/A	230	\$230	0.0%	300	N/A	N/A	250	\$270	8.0%
Toowoomba Regional Council	190	\$185	-2.6%	245	\$250	2.0%	300	\$310	3.3%	260	\$253	-2.9%
Torres 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
Townsville City Council	200	\$210	5.0%	240	\$250	4.2%	340	\$340	0.0%	250	\$250	0.0%
Weipa - part of Cook	N/A	N/A	N/A	575	\$525	-8.7%	\$598	N/A	N/A	N/A	N/A	N/A
Western Downs Regional Council	140	\$150	7.1%	170	\$185	8.8%	190	\$210	10.5%	200	\$200	0.0%
Whitsunday Regional Council	200	\$235	17.5%	\$288	\$300	4.2%	300	\$320	6.7%	250	\$265	6.0%
Winton 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

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

LGA	HOUSE 3-BED			HOUSE 4-BED			TOWNHOUSE 2-BED			TOWNHOUSE 3-BED		
	DEC-17	DEC-18	% CHANGE	DEC-17	DEC-18	% CHANGE	DEC-17	DEC-18	% CHANGE	DEC-17	DEC-18	% CHANGE
Balonne Shire Council	250	\$250	0.0%	320	\$300	-6.3%	N/A	N/A	N/A	N/A	N/A	N/A
Banana Shire Council	250	\$280	12.0%	340	\$370	8.8%	N/A	N/A	N/A	N/A	N/A	N/A
Barcaldine Regional Council	235	\$165	-29.8%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Barcoo 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
Blackall-Tambo Regional Council	N/A	\$150	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boulia 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
Brisbane City Council	420	\$435	3.6%	530	\$545	2.8%	380	\$395	3.9%	410	\$420	2.4%
Bundaberg Regional Council	290	\$295	1.7%	340	\$350	2.9%	N/A	\$250	N/A	280	N/A	N/A
Burdekin Shire Council	250	\$250	0.0%	300	\$315	5.0%	N/A	N/A	N/A	N/A	N/A	N/A
Cairns Regional Council	380	\$390	2.6%	440	\$450	2.3%	270	\$300	11.1%	350	\$395	12.9%
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	290	\$290	0.0%	330	\$323	-2.3%	\$263	\$268	1.7%	N/A	N/A	N/A
Central Highlands Regional Council	220	\$250	13.6%	300	\$350	16.7%	N/A	\$270	N/A	235	\$295	25.5%
Charters Towers Regional Council	240	\$265	10.4%	375	\$370	-1.3%	N/A	N/A	N/A	N/A	N/A	N/A
Cloncurry Shire Council	300	\$300	0.0%	350	\$400	14.3%	N/A	N/A	N/A	N/A	N/A	N/A
Cook Shire Council	290	\$310	6.9%	370	\$328	-11.5%	N/A	N/A	N/A	N/A	N/A	N/A
Diamantina 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
Douglas Shire Council	380	\$380	0.0%	440	\$490	11.4%	340	\$350	2.9%	400	\$460	15.0%
Flinders Shire Council	N/A	\$200	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	\$310	3.3%	360	\$370	2.8%	280	\$285	1.8%	\$328	\$330	0.6%
Gladstone Regional Council	190	\$220	15.8%	240	\$270	12.5%	130	\$150	15.4%	190	\$215	13.2%
Gold Coast City Council	490	\$500	2.0%	480	\$500	4.2%	395	\$395	0.0%	430	\$450	4.7%
Goondiwindi Regional Council	275	\$300	9.1%	430	\$425	-1.2%	N/A	N/A	N/A	N/A	N/A	N/A
Gympie Regional Council	280	\$300	7.1%	340	\$348	2.2%	290	\$260	-10.3%	\$293	\$295	0.7%
Hinchinbrook Shire Council	240	\$250	4.2%	\$212	\$265	25.0%	N/A	N/A	N/A	N/A	N/A	N/A
Ipswich City Council	310	\$310	0.0%	370	\$370	0.0%	275	\$275	0.0%	320	\$320	0.0%
Isaac Regional Council	210	\$250	19.0%	270	\$300	11.1%	200	\$365	82.3%	\$263	\$325	23.6%
Livingstone Shire Council	290	\$300	3.4%	315	\$330	4.8%	N/A	\$280	N/A	315	\$355	12.7%
Lockyer Valley Regional Council	300	\$300	0.0%	330	\$345	4.5%	N/A	N/A	N/A	N/A	N/A	N/A
Logan City Council	350	\$345	-1.4%	400	\$400	0.0%	280	\$280	0.0%	330	\$335	1.5%
Longreach Regional Council	245	\$255	4.1%	320	\$335	4.7%	N/A	N/A	N/A	N/A	N/A	N/A
Mackay Regional Council	300	\$340	13.3%	370	\$400	8.1%	280	\$293	4.5%	300	\$335	11.7%
Maranoa Regional Council	200	\$250	25.0%	300	\$320	6.7%	N/A	N/A	N/A	N/A	N/A	N/A
Mareeba Shire Council	345	\$330	-4.3%	400	\$385	-3.8%	N/A	N/A	N/A	N/A	N/A	N/A
Moreton Bay Regional Council	355	\$365	2.8%	410	\$420	2.4%	300	\$300	0.0%	340	\$345	1.5%
Mount Isa City Council	350	\$360	2.9%	405	\$450	11.1%	N/A	N/A	N/A	N/A	N/A	N/A
Murweh Shire Council	240	\$228	-5.2%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Noosa Shire Council	460	\$493	7.1%	565	\$555	-1.8%	430	\$440	2.3%	610	\$640	4.9%
North Burnett Regional Council	250	\$235	-6.0%	270	\$265	-1.9%	N/A	N/A	N/A	N/A	N/A	N/A
Paroo 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
Quilpie 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
Redland City Council	400	\$400	0.0%	485	\$490	1.0%	335	\$345	3.0%	400	\$410	2.5%
Richmond Shire Council	250	\$225	-10.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Rockhampton Regional Council	270	\$280	3.7%	340	\$380	11.8%	N/A	N/A	N/A	300	\$330	10.0%
Scenic Rim Regional Council	\$333	\$350	5.1%	\$368	\$380	3.3%	260	\$270	3.8%	310	\$310	0.0%
Somerset Regional Council	290	\$300	3.4%	320	\$315	-1.6%	N/A	N/A	N/A	N/A	N/A	N/A
South Burnett Regional Council	250	\$255	2.0%	300	\$320	6.7%	N/A	N/A	N/A	N/A	N/A	N/A
Southern Downs Regional Council	270	\$270	0.0%	320	\$335	4.7%	N/A	N/A	N/A	285	\$283	-0.9%
Sunshine Coast Regional Council	450	\$450	0.0%	515	\$520	1.0%	370	\$380	2.7%	425	\$430	1.2%
Tablelands Regional Council	300	\$310	3.3%	370	\$380	2.7%	N/A	N/A	N/A	N/A	N/A	N/A
Toowoomba Regional Council	300	\$310	3.3%	380	\$385	1.3%	280	\$290	3.6%	320	\$325	1.6%
Torres 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
Townsville City Council	295	\$300	1.7%	350	\$360	2.9%	250	\$240	-4.0%	300	\$300	0.0%
Weipa - part of Cook	650	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Western Downs Regional Council	220	\$230	4.5%	\$278	\$280	0.7%	N/A	\$268	N/A	200	\$200	0.0%
Whitsunday Regional Council	340	\$320	-5.9%	440	\$420	-4.5%	320	\$360	12.5%	350	\$360	2.9%
Winton 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



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%

EMPLOYMENT MARKET

MORETON BAY - SOUTH SA4



Unemployment Rate

5.2%



Participation Rate

70.9%

Steady sailing in the southeast

Analysis showed the Greater Brisbane house market had, on the whole, remained solid throughout 2018. While sub-sectors had performed at differing speeds, there was an overall balance of demand and supply.

The rental market performed well too and there were indications of strengthening demand from tenants across many LGA.

Redland Shire saw its median values rise 1.4 per cent over the past 12-month. Redland had 2379 house sales during the year and recorded a median value of \$532,250 for the 12-months to December 2018. Unit prices recorded a drop of 1.9 per cent on the annual median, registering a figure \$407,000 across 604 sales.

The Logan property market also performed positively for the past 12 months, growing 2.4 per cent for houses and 0.7 per cent for units. Houses recorded an annual median price of \$400,000 across 3309 sales. Logan also remained the most affordable unit market in Greater Brisbane with an annual median of \$285,000 recorded across 988 sales.

The Ipswich house market was the most affordable house market in Greater Brisbane, with the annual median price having grown 0.9 per cent for the past year to \$343,000 across 2941 sales. The unit market, on the other hand, was subdued, with the annual median unit price falling 2.4 per cent to \$319,900 for the 12-months to December 2019 across 516 sales.

The Moreton Bay house market edged up 2.5 per cent, to an annual median \$445,000 from sales. Units, conversely, lost 6 per cent for the 12 months to December 2018 over 1236 sales and recorded a median of \$335,000.

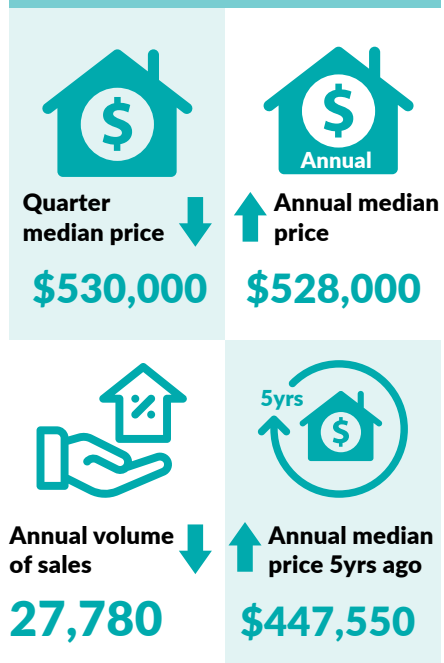
The Greater Brisbane rental market operated within a tight range. Vacancies held steady at 2.3 per cent for the December quarter. All sub-region LGAs vacancies also fell within a tight range during the September quarter.

Brisbane LGA vacancies had weakened by 0.5 per cent during the quarter to 2.5 per cent – but that was still considered a tight result. Vacancies within five kilometres of the CBD were at 4 per cent while those in the five to 20-kilometre band were at 2 per cent. The tight sub-2.5 vacancy continues for locations beyond the 20-kilometre radius.

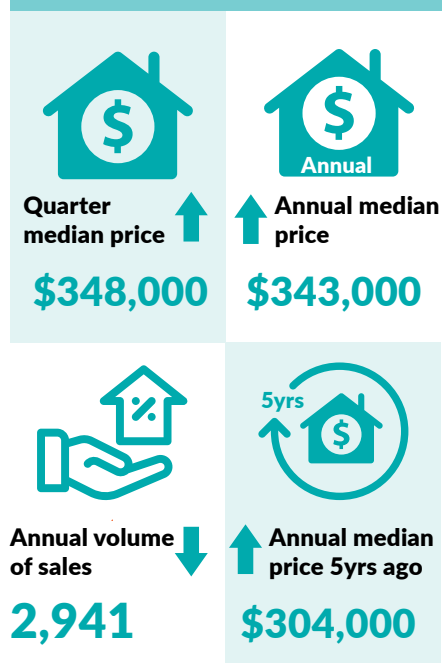
The result suggests available rental stock – including apartments – were still readily available close to town, but well-serviced centres with good access routes experienced strong demand from tenants.



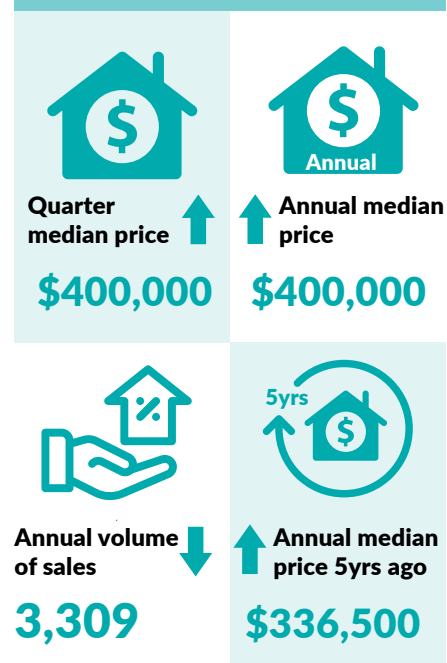
HOUSE MARKET (<2400M²) GREATER BRISBANE



HOUSE MARKET (<2400M²) IPSWICH



HOUSE MARKET (<2400M²) LOGAN



HOUSE MARKET (<2400M²)

MORETON BAY



Quarter
median price ↓
\$440,000



Annual
median price ↑
\$446,000



Annual volume
of sales ↓
6,216



Annual median
price 5yrs ago ↑
\$380,000

HOUSE MARKET (<2400M²)

REDLAND



Quarter
median price ↓
\$520,000



Annual
median price ↑
\$532,250



Annual volume
of sales ↓
2,379



Annual median
price 5yrs ago ↑
\$455,000

Regional Economy and Infrastructure Investment

Logan

Logan's establishment as a growth zone and commercial hub continues. Affordable housing options, ready access to major roadways and improving services all bode well for the LGA.

Small business taking advantage of State Government grants could also prove a boost.

As an example, Logan-based fabricated metal manufacturer Oxworks have drawn on \$1.5 million in funding via Round 2 of the \$40 million Made in Queensland program to add 100 new high-skill jobs to its workforce.

The investment will allow Oxworks to purchase systems to boost efficiency and upskill their workforce.

Round 1 of *Made in Queensland* saw the State invest \$18.2 million in Queensland's manufacturing sector, which is leading to the creation of an estimated 532 direct, high-skill jobs.

Ipswich

Construction is underway on the \$170 million Military Vehicle Centre of Excellence in Redbank. Construction and operation will bring further employment opportunities to this western corridor growth zone.

Moreton Bay

The University of Sunshine Coast reported construction of the \$80 million Petrie Campus is progressing with the expected completion date of early 2020 still in place. As previously reported, the initial student intake of 1200 students will be focused on the fields of business, education and computer science.

Market Outlook

The house sales markets in Logan and Ipswich are classed as steady to rising based on recent median price movements, while Moreton and Redland housing appears to have just passed its peak.

The unit markets in Moreton appears to be recovering, however analysis indicated unit markets in Ipswich, Logan and Redland were in their post-peak to falling stage of the price cycle.

HOUSE MARKET (<2400m²)

The Greater Brisbane annual median house price rose 2 per cent to reach \$528,000 for December 2018.

The Brisbane LGA saw its annual median rise 1.1 per cent to December to \$675,000, which gave it the third highest annual gain behind Moreton Bay (2.5 per cent) and Logan (2.4 per cent).

Looking at the medium-term data, the annual median house price in Greater Brisbane grew 18 per cent or the equivalent of \$79,000 since December 2013.

The annual median house price in outer Brisbane localities grew within the range of 12.8 per cent to 25.9 per cent since December 2013.

The most active price band across the combined Ipswich, Logan, Moreton Bay and Redland sales was the \$350,000 to \$500,000 in the December 2018 quarter with 45 per cent of houses trading within this range.

Nineteen suburbs in outer Brisbane reported double-digit annual median house price growth to December 2018 although some were based on small transaction numbers.

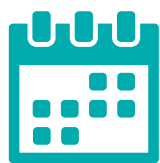
The Greater Brisbane quarterly median house price fell 0.9 per cent to \$530,000 for December 2018.

Of all areas studied in the QMM, Ipswich saw the third highest quarterly price gain at 2.4 per cent to December 2018. Only Toowoomba (6 per cent) and Gladstone (5 per cent) performed more strongly.



HOUSE MARKET ALL

GREATER BRISBANE

Median days on
market

37 Days

Median vendor
discount

-4.2%

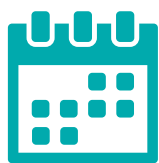


Stock on market

7.4%

HOUSE MARKET ALL

IPSWICH

Median days on
market

44 Days

Median vendor
discount

-4.4%

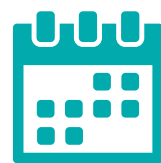


Stock on market

8.4%

HOUSE MARKET ALL

LOGAN

Median days on
market

45 Days

Median vendor
discount

-4.6%

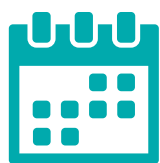


Stock on market

8.0%

HOUSE MARKET ALL

MORETON BAY

Median days on
market

35 Days

Median vendor
discount

-4.0%

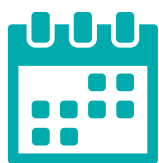


Stock on market

8.1%

HOUSE MARKET ALL

REDLAND

Median days on
market

38 Days

Median vendor
discount

-4.7%



Stock on market

8.7%

General Activity

Market conditions for vendors have firmed over the past 12 months.

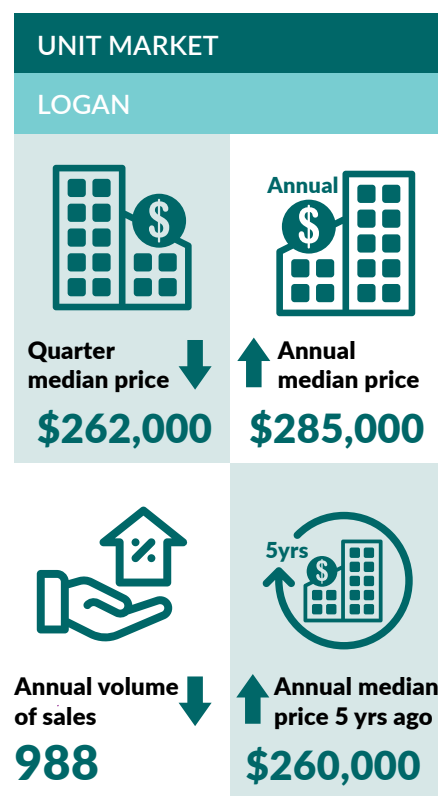
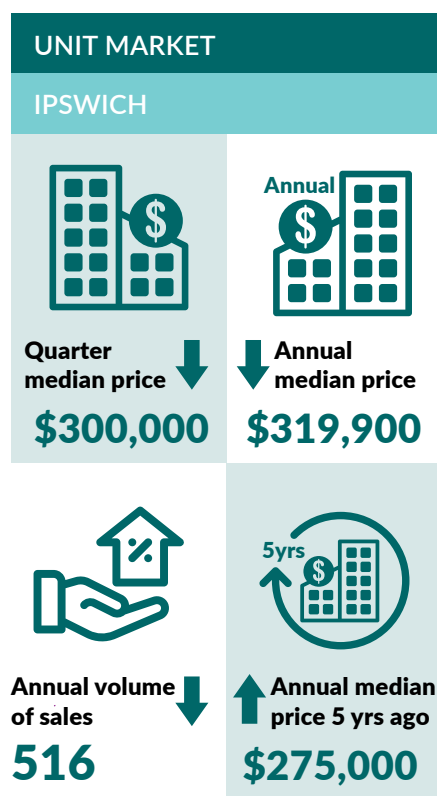
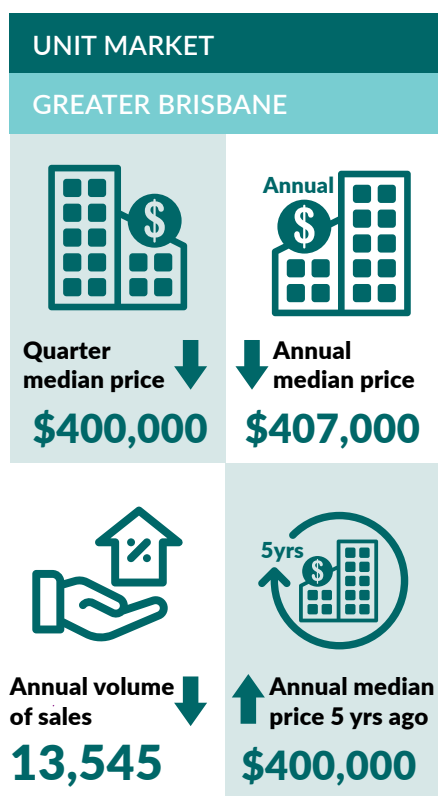
For Greater Brisbane, annual total listing volume rose 10.8 per cent for the year, from 43,685 sales in December 2017 to 48,0503 sales in December 2018.

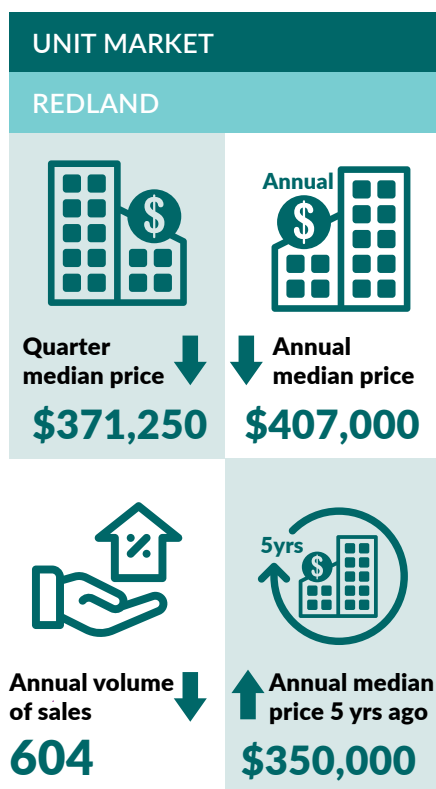
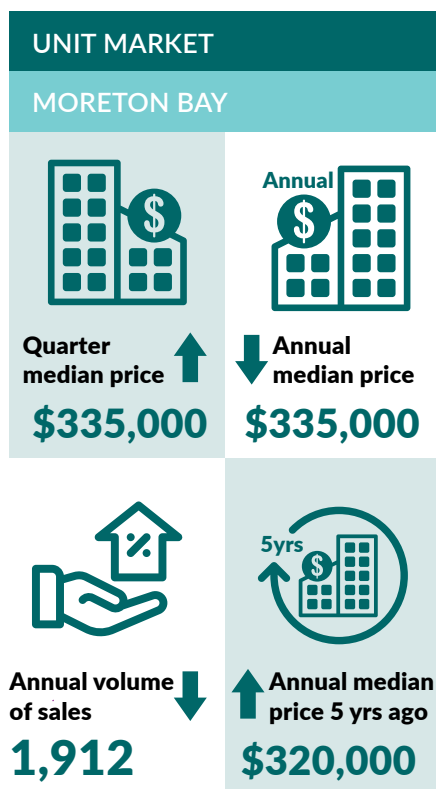
Stock on markets was up 0.7 per cent for the year coming in at 7.4 per cent.

Despite the increase in supply, median days on market and median vendor discount did not change significantly in 2018.

A house in Greater Brisbane needed about 37 days to sell in 2018 – an increase of three days compared to 2017 – and a negotiated discount of 4.2 per cent to reach a sale, which was a 0.2 per cent rise on last year.

Logan saw the greatest increase in days on market for all Greater Brisbane LGAs. Houses needed a median of 45 days to sell in 2018 – eight days more than the previous year.





Of all markets studied outside of the Brisbane LGA, it was Redland that saw the lowest days on market at 36. However, Redland also saw the largest vendor discounting at 4.7 per cent.

In fact, Logan and Redland tied for the largest increase in vendor discounting over the year with each LGA seeing their discounting percentage go up 0.6 per cent during the year.

UNIT MARKET

The Brisbane LGA unit market saw its annual median drop 2.2 per cent to \$440,000 in December 2018. This was the third largest fall for the region with only Moreton (6 per cent) and Ipswich (2.4 per cent) performing worse.

Over the past five years, all markets moved positively, although Brisbane 4.8 per cent rise in annual median value between December 2013 and December 2018 is disappointing for the time frame.

The remaining markets all rose between 4.7 per cent and 16.3 per cent since December 2013.

RENTAL MARKET

December quarter median rental yields across outer Brisbane regions ranged from 4 per cent to 4.6 per cent for houses, and 4.5 per cent to 5.8 per cent for units.

Yield movements from the previous quarter were minor and all regions were within minus-0.2 per cent to plus-0.4 per cent of their September 2018 figure.

Median annual rent for outer Brisbane three-bedroom houses ranged from \$310 per week in Ipswich to \$400 per week in Redland. The same measure for units ranged \$260 per in Ipswich to \$355 per week in Redland.

The number of rentals remained relatively stable across the year. Rental bond number increased in the 12 months by around 265 across all Greater Brisbane region LGAs that were analysed for the QMM.

Vacancy rates across LGAs were tight across the board with overall vacancies ranging from 1.8 per cent to 2.4 per cent.

This result indicates strong demand for the available rental stock which bodes well for investors but could put upwards pressure on rents for tenants.

Redland City was the standout result with its vacancy dropping from 4.8 per cent in the September 2018 quarter to 1.6 per cent in the December 2018 quarter.

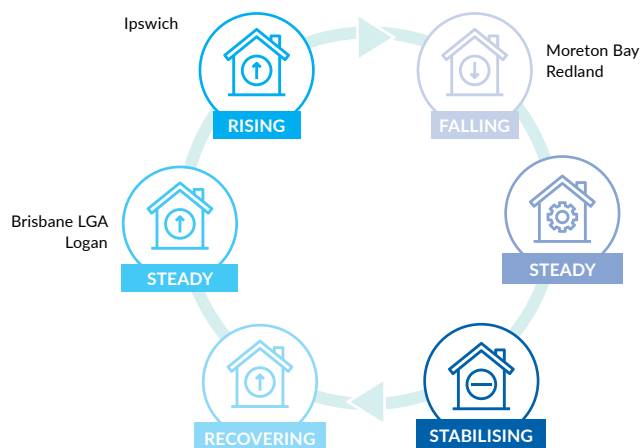
The largest rise in vacancies occurred in the Pine Rivers locations of the Moreton Shire. Its number increased just 0.5 per cent to record a 1.7 per cent vacancy rate in December.

"Vacancy rates across LGAs were tight across the board with overall vacancies ranging from 1.8 per cent to 2.4 per cent. This result indicates strong demand for the available rental stock which bodes well for investors but could put upwards pressure on rents for tenants."



GREATER BRISBANE HOUSE MARKETS

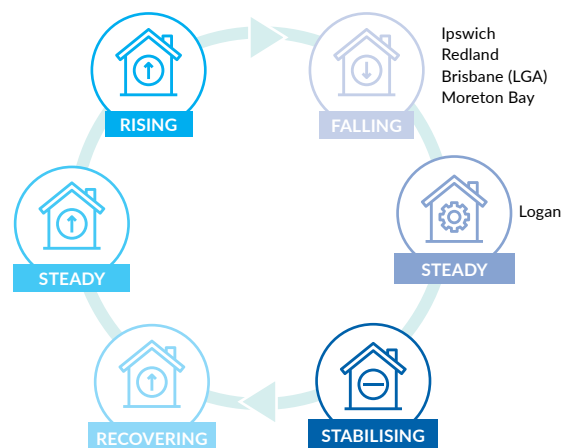
Dec Qtr 2018



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

GREATER BRISBANE UNIT MARKETS

Dec Qtr 2018

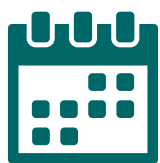


Source: REIQ
Based on the previous 4 quarters median sale price change and the annual change



UNIT MARKET

GREATER BRISBANE



Median days on market

62 Days

Median vendor discount

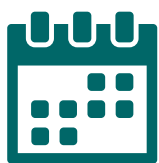
-4.8%

Stock on market

8.9%

UNIT MARKET

IPSWICH



Median days on market

126 Days

Median vendor discount

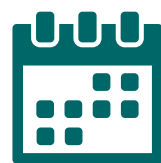
-6.8%

Stock on market

5.1%

UNIT MARKET

LOGAN



Median days on market

83 Days

Median vendor discount

-5.5%

Stock on market

6.9%

UNIT MARKET

MORETON BAY



Median days on market

75 Days

Median vendor discount

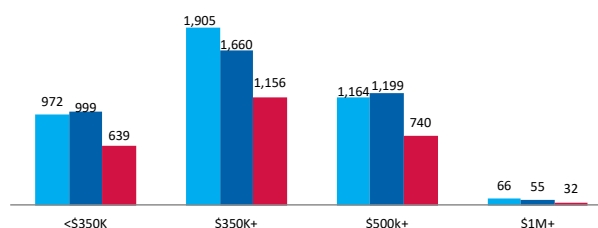
-5.1%

Stock on market

7.6%

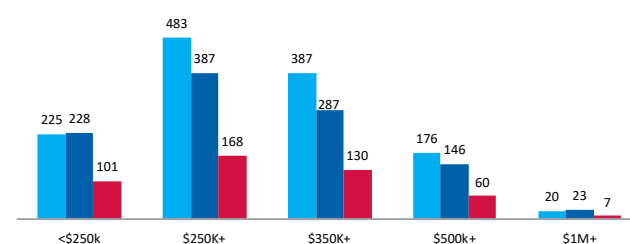
OUTER BRISBANE HOUSE SALES

Jun-18 Sep-18 Dec-18 *

*Preliminary data
Houses<2400m²

OUTER BRISBANE UNIT SALES

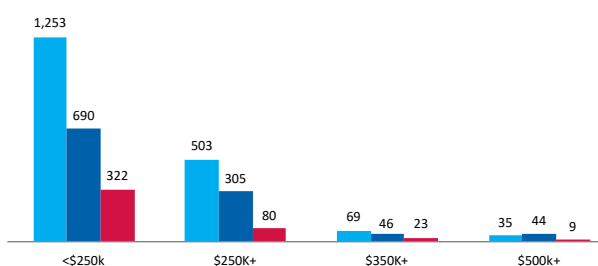
Jun-18 Sep-18 Dec-18 *



*Preliminary data

OUTER BRISBANE LAND SALES

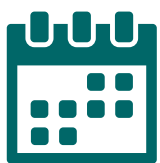
Jun-18 Sep-18 Dec-18 *



*Preliminary data

UNIT MARKET

REDLAND



Median days on market

52 Days

Median vendor discount

-2.3%

Stock on market

7.8%

SALES MARKET - HOUSES <2400m ²									
SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GREATER BRISBANE	5227	\$530,000	-0.9%	27780	\$528,000	\$517,500	2.0%	\$447,550	18.0%
GREATER BRISBANE ^	395	\$685,000	0.0%	2434	\$675,000	\$656,500	2.8%	\$550,000	22.7%
IPSWICH (LGA)	530	\$348,000	2.4%	2941	\$343,000	\$340,000	0.9%	\$304,000	12.8%
IPSWICH (LGA) ^	33	\$521,000	-3.5%	248	\$537,000	\$520,000	3.3%	\$455,000	18.0%
AUGUSTINE HEIGHTS	14	N/A	N/A	84	\$540,000	\$530,000	1.9%	\$505,000	6.9%
BELLBIRD PARK	17	N/A	N/A	104	\$365,000	\$375,000	-2.7%	\$328,750	11.0%
BASIN POCKET	2	N/A	N/A	16	N/A	\$255,000	N/A	\$202,500	N/A
BOOVAL	9	N/A	N/A	36	\$324,500	\$295,000	10.0%	\$260,000	24.8%
BRASSALL	36	\$320,000	-5.9%	193	\$335,000	\$339,000	-1.2%	\$310,000	8.1%
BROOKWATER	2	N/A	N/A	2	N/A	\$-	N/A	\$-	N/A
BUNDAMBA	10	N/A	N/A	92	\$314,500	\$295,000	6.6%	\$275,000	14.4%
CAMIRA	10	N/A	N/A	91	\$401,500	\$395,000	1.7%	\$333,500	20.4%
COALFALLS	4	N/A	N/A	23	\$325,000	\$330,000	-1.5%	\$265,050	22.6%
COLLINGWOOD PARK	27	\$336,250	6.2%	115	\$338,250	\$339,250	-0.3%	\$294,000	15.1%
DEEBING HEIGHTS	6	N/A	N/A	40	\$449,000	\$438,000	2.5%	\$414,950	8.2%
EAST IPSWICH	6	N/A	N/A	37	\$285,000	\$268,500	6.2%	\$240,000	18.8%
EASTERN HEIGHTS	9	N/A	N/A	62	\$320,000	\$322,000	-0.6%	\$240,000	33.3%
FLINDERS VIEW	11	N/A	N/A	77	\$390,000	\$369,000	5.7%	\$330,000	18.2%
GAILES	2	N/A	N/A	27	\$258,000	\$250,000	3.2%	\$230,000	12.2%
GOODNA	22	\$293,500	-9.7%	137	\$309,000	\$321,000	-3.7%	\$277,000	11.6%
IPSWICH	8	N/A	N/A	39	\$345,000	\$360,000	-4.2%	\$272,000	26.8%
KARALEE ^	3	N/A	N/A	51	\$590,000	\$581,250	1.5%	\$505,000	16.8%
LEICHHARDT	13	N/A	N/A	64	\$245,000	\$237,500	3.2%	\$207,500	18.1%
NEWTOWN	5	N/A	N/A	26	\$357,500	\$327,500	9.2%	\$317,500	12.6%
NORTH BOOVAL	10	N/A	N/A	47	\$279,500	\$266,000	5.1%	\$232,500	20.2%
NORTH IPSWICH	21	\$320,000	-0.5%	102	\$295,000	\$280,000	5.4%	\$230,000	28.3%
ONE MILE	6	N/A	N/A	40	\$252,500	\$258,650	-2.4%	\$218,500	15.6%
RACEVIEW	42	\$339,500	1.7%	185	\$335,000	\$319,000	5.0%	\$290,000	15.5%
REDBANK	5	N/A	N/A	22	\$329,000	\$315,000	4.4%	\$250,097	31.5%
REDBANK PLAINS	49	\$328,000	-0.6%	248	\$331,000	\$336,250	-1.6%	\$285,250	16.0%
RIPLEY	7	N/A	N/A	35	\$410,000	\$338,000	21.3%	\$302,000	35.8%
RIVERVIEW	8	N/A	N/A	36	\$240,000	\$247,000	-2.8%	\$212,250	13.1%
ROSEWOOD	8	N/A	N/A	39	\$311,000	\$275,000	13.1%	\$256,000	21.5%
SADLIERS CROSSING	12	N/A	N/A	38	\$330,000	\$341,500	-3.4%	\$309,000	6.8%
SILKSTONE	7	N/A	N/A	73	\$309,000	\$305,000	1.3%	\$255,000	21.2%
SPRINGFIELD	13	N/A	N/A	88	\$431,500	\$422,000	2.3%	\$374,500	15.2%
SPRINGFIELD LAKES	64	\$419,000	-1.4%	325	\$429,000	\$440,000	-2.5%	\$380,000	12.9%
WOODEND	4	N/A	N/A	26	\$342,500	\$392,000	-12.6%	\$290,000	18.1%
WULKURAKA	1	N/A	N/A	17	N/A	\$297,500	N/A	\$308,500	N/A
YAMANTO	9	N/A	N/A	64	\$349,500	\$365,000	-4.3%	\$335,000	4.3%
LOGAN (LGA)	643	\$400,000	1.7%	3309	\$400,000	\$390,500	2.4%	\$336,500	18.9%
LOGAN (LGA) ^	126	\$625,000	3.5%	777	\$613,250	\$600,000	2.2%	\$495,000	23.9%
BEENLEIGH	22	\$335,000	0.0%	109	\$339,500	\$339,000	0.2%	\$279,500	21.5%
BETHANIA	15	N/A	N/A	72	\$352,000	\$351,050	0.3%	\$285,000	23.5%
BORONIA HEIGHTS	13	N/A	N/A	103	\$350,000	\$347,000	0.9%	\$301,000	16.3%
BROWNS PLAINS	16	N/A	N/A	65	\$367,500	\$351,200	4.6%	\$310,000	18.5%
CEDAR GROVE ^	3	N/A	N/A	31	\$454,000	\$457,000	-0.7%	\$400,000	13.5%
CEDAR VALE ^	7	N/A	N/A	51	\$499,500	\$475,000	5.2%	\$435,000	14.8%
CHAMBERS FLAT ^	3	N/A	N/A	22	\$720,000	\$665,000	8.3%	\$485,000	48.5%
CORNUBIA ^	4	N/A	N/A	17	N/A	\$810,000	N/A	\$650,000	N/A
CORNUBIA	19	N/A	N/A	87	\$576,000	\$570,000	1.1%	\$455,000	26.6%
CRESTMead	38	\$326,250	2.0%	170	\$335,000	\$335,000	0.0%	\$276,000	21.4%
DAISY HILL	24	\$509,000	-0.2%	101	\$509,500	\$497,500	2.4%	\$395,000	29.0%

SALES MARKET - HOUSES <2400m ² (CONT'D)									
SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
EAGLEBY	18	N/A	N/A	126	\$325,000	\$310,000	4.8%	\$247,000	31.6%
EDENS LANDING	13	N/A	N/A	67	\$374,700	\$388,000	-3.4%	\$339,800	10.3%
FORESTDALE ^	6	N/A	N/A	35	\$830,000	\$771,000	7.7%	\$655,000	26.7%
GREENBANK ^	13	N/A	N/A	82	\$620,000	\$595,000	4.2%	\$512,500	21.0%
HERITAGE PARK	17	N/A	N/A	98	\$460,888	\$442,000	4.3%	\$377,500	22.1%
HILLCREST	15	N/A	N/A	71	\$360,000	\$380,000	-5.3%	\$315,000	14.3%
HOLMVUE	10	N/A	N/A	56	\$406,500	\$409,000	-0.6%	\$342,600	18.7%
JIMBOOMBA	5	N/A	N/A	30	\$450,000	\$416,800	8.0%	\$390,750	15.2%
JIMBOOMBA ^	17	N/A	N/A	97	\$555,000	\$516,750	7.4%	\$437,000	27.0%
KINGSTON	21	\$307,500	-2.4%	124	\$308,000	\$315,000	-2.2%	\$246,000	25.2%
LOGAN CENTRAL	12	N/A	N/A	55	\$300,000	\$320,000	-6.3%	\$245,000	22.4%
LOGAN RESERVE	12	N/A	N/A	47	\$386,000	\$388,000	-0.5%	\$315,000	22.5%
LOGAN VILLAGE ^	6	N/A	N/A	39	\$600,000	\$575,000	4.4%	\$520,000	15.4%
LOGANHOLME	15	N/A	N/A	100	\$380,000	\$406,500	-6.5%	\$361,250	5.2%
LOGANLEA	11	N/A	N/A	79	\$388,500	\$370,000	5.0%	\$282,000	37.8%
MARSDEN	28	\$376,500	2.7%	156	\$372,500	\$360,000	3.5%	\$305,000	22.1%
MEADOWBROOK	6	N/A	N/A	30	\$437,000	\$422,500	3.4%	\$352,000	24.1%
MOUNT WARREN PARK	16	N/A	N/A	84	\$395,000	\$384,500	2.7%	\$330,000	19.7%
MUNRUBEN ^	3	N/A	N/A	20	\$607,500	\$595,000	2.1%	\$492,500	23.4%
NEW BEITH ^	10	N/A	N/A	52	\$655,000	\$615,000	6.5%	\$525,000	24.8%
REGENTS PARK	34	\$400,000	-3.0%	166	\$410,000	\$400,000	2.5%	\$352,750	16.2%
ROCHEDALE SOUTH	47	\$510,000	-2.9%	206	\$515,000	\$514,500	0.1%	\$419,000	22.9%
SHAILER PARK	29	\$542,500	-1.8%	150	\$550,000	\$569,000	-3.3%	\$455,000	20.9%
SLACKS CREEK	15	N/A	N/A	119	\$347,500	\$356,000	-2.4%	\$280,000	24.1%
SPRINGWOOD	25	\$560,000	16.7%	103	\$519,990	\$515,000	1.0%	\$410,000	26.8%
TANAH MERAH	11	N/A	N/A	65	\$445,000	\$425,000	4.7%	\$360,000	23.6%
UNDERWOOD	17	N/A	N/A	79	\$549,999	\$555,000	-0.9%	\$461,500	19.2%
WATERFORD	19	N/A	N/A	86	\$407,000	\$396,500	2.7%	\$345,000	18.0%
WATERFORD WEST	17	N/A	N/A	72	\$357,000	\$360,000	-0.8%	\$285,000	25.3%
WINDAROO	11	N/A	N/A	44	\$465,000	\$445,833	4.3%	\$380,000	22.4%
WOODRIDGE	15	N/A	N/A	82	\$300,000	\$310,000	-3.2%	\$236,000	27.1%
YARRABILBA	25	\$370,000	2.2%	143	\$395,000	\$399,250	-1.1%	\$365,400	8.1%
MORETON BAY (LGA)	1069	\$440,000	-2.5%	6216	\$446,000	\$435,000	2.5%	\$380,000	17.4%
MORETON BAY (LGA) ^	140	\$670,000	-4.3%	877	\$685,000	\$645,000	6.2%	\$550,000	24.5%
ALBANY CREEK	34	\$640,000	4.5%	224	\$590,000	\$575,500	2.5%	\$497,500	18.6%
ARANA HILLS	21	\$539,999	-5.2%	93	\$558,000	\$536,000	4.1%	\$442,000	26.2%
BANKSIA BEACH	25	\$560,000	-24.5%	144	\$597,500	\$547,000	9.2%	\$453,000	31.9%
BEACHMERE	14	N/A	N/A	91	\$380,000	\$367,500	3.4%	\$287,500	32.2%
BELLARA	13	N/A	N/A	68	\$380,000	\$375,000	1.3%	\$315,000	20.6%
BELLMERE	21	\$352,500	-1.3%	122	\$352,250	\$340,000	3.6%	\$315,750	11.6%
BONGAREE	21	\$440,000	-8.3%	118	\$470,000	\$450,000	4.4%	\$380,000	23.7%
BRAY PARK	30	\$441,000	1.4%	161	\$435,000	\$415,000	4.8%	\$345,000	26.1%
BUNYA ^	6	N/A	N/A	25	\$910,000	\$847,500	7.4%	\$751,250	21.1%
BURPENGARY	25	\$434,000	4.3%	140	\$415,000	\$400,000	3.8%	\$330,000	25.8%
BURPENGARY ^	12	N/A	N/A	62	\$625,000	\$630,000	-0.8%	\$520,000	20.2%
BURPENGARY EAST	7	N/A	N/A	51	\$495,500	\$460,000	7.7%	\$402,965	23.0%
BURPENGARY EAST ^	4	N/A	N/A	45	\$620,000	\$631,500	-1.8%	\$502,500	23.4%
CABOOLTURE	72	\$337,250	-4.3%	388	\$345,000	\$320,000	7.8%	\$276,750	24.7%
CABOOLTURE ^	10	N/A	N/A	61	\$572,500	\$530,500	7.9%	\$441,000	29.8%
CABOOLTURE SOUTH	18	N/A	N/A	130	\$299,250	\$307,500	-2.7%	\$259,000	15.5%
CASHMERE	7	N/A	N/A	37	\$740,000	\$662,500	11.7%	\$576,000	28.5%
CLONTARF	21	\$455,000	-8.2%	154	\$455,000	\$455,000	0.0%	\$350,000	30.0%
DAKABIN	4	N/A	N/A	129	\$461,500	\$453,500	1.8%	\$420,000	9.9%
DECEPTION BAY	53	\$365,000	2.1%	313	\$356,500	\$350,555	1.7%	\$285,000	25.1%
EATONS HILL	15	N/A	N/A	96	\$582,075	\$600,000	-3.0%	\$520,000	11.9%

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

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
ELIMBAH ^	12	N/A	N/A	55	\$615,000	\$620,000	-0.8%	\$507,500	21.2%
EVERTON HILLS	24	\$572,699	-9.9%	80	\$588,500	\$568,750	3.5%	\$461,000	27.7%
FERNY HILLS	30	\$563,750	0.0%	120	\$557,500	\$543,250	2.6%	\$449,500	24.0%
GRIFFIN	24	\$447,500	-6.8%	136	\$460,000	\$470,000	-2.1%	\$415,000	10.8%
JOYNER	3	N/A	N/A	39	\$500,000	\$501,000	-0.2%	\$487,000	2.7%
KALLANGUR	57	\$391,250	-3.4%	338	\$400,000	\$383,000	4.4%	\$325,000	23.1%
KIPPA-RING	24	\$418,000	-10.1%	138	\$435,000	\$420,000	3.6%	\$350,000	24.3%
LAWINTON	16	N/A	N/A	75	\$417,000	\$400,000	4.3%	\$325,000	28.3%
MANGO HILL	30	\$500,000	-11.0%	159	\$536,000	\$515,000	4.1%	\$424,500	26.3%
MARGATE	20	\$485,107	1.1%	120	\$449,000	\$446,000	0.7%	\$350,000	28.3%
MORAYFIELD	59	\$345,000	-1.4%	316	\$348,250	\$340,750	2.2%	\$295,000	18.1%
MORAYFIELD ^	8	N/A	N/A	71	\$615,000	\$615,000	0.0%	\$500,000	23.0%
MURRUMBA DOWNS	29	\$522,500	-14.7%	134	\$542,500	\$525,000	3.3%	\$425,000	27.6%
NARANGBA	51	\$479,500	-1.1%	287	\$480,250	\$464,250	3.5%	\$425,000	13.0%
NARANGBA ^	5	N/A	N/A	30	\$732,500	\$690,000	6.2%	\$602,500	21.6%
NEWPORT	12	N/A	N/A	85	\$830,000	\$770,000	7.8%	\$712,500	16.5%
NINGI	9	N/A	N/A	47	\$395,000	\$380,000	4.0%	\$340,000	16.2%
NINGI ^	5	N/A	N/A	25	\$572,500	\$580,000	-1.3%	\$475,000	20.5%
NORTH LAKES	70	\$485,000	0.4%	413	\$488,500	\$490,000	-0.3%	\$438,700	11.4%
PETRIE	21	\$446,350	-3.3%	130	\$447,700	\$421,250	6.3%	\$362,000	23.7%
REDCLIFFE	32	\$439,000	0.0%	153	\$439,250	\$445,000	-1.3%	\$357,000	23.0%
ROTHWELL	14	N/A	N/A	85	\$419,500	\$427,250	-1.8%	\$355,000	18.2%
SAMFORD VALLEY ^	9	N/A	N/A	38	\$940,500	\$1,000,000	-6.0%	\$820,000	14.7%
SANDSTONE POINT	10	N/A	N/A	80	\$450,500	\$420,000	7.3%	\$373,500	20.6%
SCARBOROUGH	25	\$560,000	-4.6%	136	\$542,500	\$537,500	0.9%	\$445,000	21.9%
STRATHPINE	24	\$415,000	-9.2%	190	\$440,000	\$400,000	10.0%	\$335,000	31.3%
TOORBUL	3	N/A	N/A	24	\$335,000	\$361,500	-7.3%	\$287,000	16.7%
UPPER CABOOLTURE	10	N/A	N/A	43	\$378,000	\$357,500	5.7%	\$319,950	18.1%
UPPER CABOOLTURE ^	1	N/A	N/A	34	\$605,000	\$560,000	8.0%	\$497,500	21.6%
WAMURAN ^	4	N/A	N/A	31	\$622,500	\$580,000	7.3%	\$460,000	35.3%
WARNER	42	\$520,650	2.1%	190	\$520,000	\$503,000	3.4%	\$460,000	13.0%
WARNER ^	7	N/A	N/A	26	\$853,750	\$742,250	15.0%	\$676,500	26.2%
WOODY POINT	8	N/A	N/A	70	\$467,500	\$455,000	2.8%	\$385,000	21.4%
REDLAND (LGA)	441	\$520,000	-2.8%	2379	\$532,250	\$525,000	1.4%	\$455,000	17.0%
REDLAND (LGA) ^	28	\$912,500	-7.1%	149	\$950,000	\$940,000	1.1%	\$760,000	25.0%
ALEXANDRA HILLS	43	\$475,250	0.1%	274	\$470,000	\$465,000	1.1%	\$395,000	19.0%
BIRKDALE	31	\$515,000	-12.8%	153	\$567,000	\$557,500	1.7%	\$463,000	22.5%
CAPALABA	41	\$472,713	-0.9%	188	\$475,000	\$475,000	0.0%	\$410,000	15.9%
CAPALABA ^	11	N/A	N/A	42	\$957,500	\$970,000	-1.3%	\$810,000	18.2%
CLEVELAND	44	\$565,000	-13.1%	243	\$635,000	\$590,000	7.6%	\$518,800	22.4%
MACLEAY ISLAND	19	N/A	N/A	104	\$220,000	\$241,000	-8.7%	\$220,000	0.0%
MOUNT COTTON	22	\$540,000	1.9%	137	\$550,000	\$520,000	5.8%	\$460,000	19.6%
ORMISTON	14	N/A	N/A	93	\$668,000	\$675,000	-1.0%	\$570,000	17.2%
REDLAND BAY	54	\$561,000	-0.5%	280	\$560,000	\$548,600	2.1%	\$475,238	17.8%
RUSSELL ISLAND	25	\$210,000	0.0%	129	\$208,000	\$192,500	8.1%	\$190,000	9.5%
THORNESIDE	8	N/A	N/A	38	\$500,000	\$485,000	3.1%	\$375,000	33.3%
THORNLANDS	44	\$608,500	4.9%	238	\$610,000	\$592,000	3.0%	\$509,000	19.8%
THORNLANDS ^	7	N/A	N/A	28	\$1,117,500	\$1,050,000	6.4%	\$905,000	23.5%
VICTORIA POINT	42	\$540,000	0.9%	214	\$533,500	\$525,000	1.6%	\$458,500	16.4%
WELLINGTON POINT	34	\$587,500	-5.2%	198	\$621,000	\$615,000	1.0%	\$520,000	19.4%

SURROUNDS									
LOCKYER VALLEY (LGA)	33	\$244,500	-2.6%	217	\$250,000	\$257,000	-2.7%	\$240,000	4.2%
LOCKYER VALLEY (LGA) ^	57	\$368,000	-2.9%	342	\$375,000	\$375,000	0.0%	\$320,000	17.2%

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

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SURROUNDS									
GATTON	9	N/A	N/A	96	\$251,000	\$258,000	-2.7%	\$253,750	-1.1%
KENSINGTON GROVE ^	9	N/A	N/A	46	\$389,000	\$386,000	0.8%	\$312,000	24.7%
LAIDLEY	15	N/A	N/A	65	\$232,000	\$245,000	-5.3%	\$215,000	7.9%
LAIDLEY HEIGHTS ^	5	N/A	N/A	26	\$336,500	\$337,500	-0.3%	\$375,000	-10.3%
REGENCY DOWNS ^	3	N/A	N/A	30	\$333,500	\$335,000	-0.5%	\$287,750	15.9%
SCENIC RIM (LGA)	61	\$392,500	-8.7%	371	\$421,000	\$400,000	5.3%	\$340,000	23.8%
SCENIC RIM (LGA) ^	47	\$542,000	-5.7%	308	\$560,000	\$540,000	3.7%	\$450,000	24.4%
BEAUDESERT	18	N/A	N/A	105	\$330,000	\$327,000	0.9%	\$306,000	7.8%
BOONAH	7	N/A	N/A	34	\$282,750	\$307,750	-8.1%	\$280,000	1.0%
KOORALBYN ^	4	N/A	N/A	35	\$365,000	\$355,000	2.8%	\$313,500	16.4%
TAMBORINE ^	10	N/A	N/A	58	\$610,000	\$622,500	-2.0%	\$495,000	23.2%
TAMBORINE MOUNTAIN	22	\$555,000	-2.8%	150	\$560,000	\$488,750	14.6%	\$400,000	40.0%
TAMBORINE MOUNTAIN ^	7	N/A	N/A	44	\$910,000	\$860,000	5.8%	\$649,000	40.2%
SOMERSET (LGA)	36	\$266,250	5.5%	200	\$257,500	\$242,000	6.4%	\$262,500	-1.9%
SOMERSET (LGA) ^	40	\$400,000	-4.8%	244	\$401,709	\$380,000	5.7%	\$345,000	16.4%
FERNVALE	7	N/A	N/A	35	\$358,000	\$328,000	9.2%	\$337,500	6.1%
KILCOY	7	N/A	N/A	38	\$265,000	\$256,000	3.5%	\$256,000	3.5%
LOWOOD	9	N/A	N/A	47	\$240,000	\$239,000	0.4%	\$320,000	-25.0%

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
GREATER BRISBANE									
	2007	\$400,000	-1.2%	13545	\$407,000	\$415,000	-1.9%	\$400,000	1.8%
IPSWICH (LGA)	55	\$300,000	-5.2%	516	\$319,900	\$327,750	-2.4%	\$275,000	16.3%
BRASSALL	4	N/A	N/A	20	\$273,500	\$279,500	-2.2%	\$250,000	9.4%
BROOKWATER	9	N/A	N/A	90	\$645,000	\$485,000	33.0%	\$325,000	98.5%
BUNDAMBA	2	N/A	N/A	15	N/A	\$250,000	N/A	\$275,000	N/A
GOODNA	0	N/A	N/A	18	N/A	\$207,000	N/A	\$217,500	N/A
REDBANK PLAINS	5	N/A	N/A	41	\$309,900	\$319,900	-3.1%	\$226,500	36.8%
SPRINGFIELD LAKES	3	N/A	N/A	18	N/A	\$387,000	N/A	\$357,400	N/A
LOGAN (LGA)	118	\$262,000	-4.7%	988	\$285,000	\$283,000	0.7%	\$260,000	9.6%
BEENLEIGH	7	N/A	N/A	51	\$239,000	\$236,500	1.1%	\$170,000	40.6%
BORONIA HEIGHTS	5	N/A	N/A	25	\$253,500	\$329,000	-23.0%	\$251,000	1.0%
DAISY HILL	3	N/A	N/A	28	\$311,500	\$309,000	0.8%	\$270,000	15.4%
EAGLEBY	15	N/A	N/A	103	\$242,000	\$250,000	-3.2%	\$299,500	-19.2%
EDENS LANDING	2	N/A	N/A	13	N/A	\$225,000	N/A	\$200,000	N/A
HILLCREST	3	N/A	N/A	34	\$286,500	\$301,250	-4.9%	\$227,000	26.2%
KINGSTON	2	N/A	N/A	27	\$245,000	\$282,500	-13.3%	\$238,250	2.8%
LOGAN CENTRAL	1	N/A	N/A	14	N/A	\$185,694	N/A	\$165,000	N/A
MARSDEN	7	N/A	N/A	43	\$343,900	\$343,900	0.0%	\$331,000	3.9%
MEADOWBROOK	2	N/A	N/A	27	\$250,000	\$261,500	-4.4%	\$245,000	2.0%
MOUNT WARREN PARK	2	N/A	N/A	24	\$232,500	\$215,000	8.1%	\$200,000	16.3%
ROCHEDALE SOUTH	5	N/A	N/A	21	\$303,748	\$284,000	7.0%	\$263,139	15.4%
SHAILER PARK	7	N/A	N/A	34	\$314,500	\$341,000	-7.8%	\$275,000	14.4%
SLACKS CREEK	6	N/A	N/A	43	\$206,000	\$215,000	-4.2%	\$186,000	10.8%
SPRINGWOOD	7	N/A	N/A	48	\$267,500	\$396,000	-32.5%	\$250,000	7.0%
UNDERWOOD	2	N/A	N/A	35	\$406,720	\$405,000	0.4%	\$384,000	5.9%
WATERFORD WEST	4	N/A	N/A	30	\$205,000	\$212,500	-3.5%	\$185,000	10.8%
WOODRIDGE	14	N/A	N/A	83	\$180,000	\$201,000	-10.5%	\$178,000	1.1%

SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
MORETON BAY (LGA)	237	\$335,000	1.5%	1912	\$335,000	\$356,450	-6.0%	\$320,000	4.7%
ALBANY CREEK	6	N/A	N/A	39	\$495,000	\$471,250	5.0%	\$355,545	39.2%
BELLARA	4	N/A	N/A	29	\$315,000	\$301,250	4.6%	\$269,000	17.1%
BONGAREE	9	N/A	N/A	80	\$342,500	\$330,000	3.8%	\$285,000	20.2%
BRENDALE	9	N/A	N/A	110	\$285,000	\$285,000	0.0%	\$257,500	10.7%
BURPENGARY	6	N/A	N/A	49	\$263,000	\$251,500	4.6%	\$233,000	12.9%
CABOOLTURE	12	N/A	N/A	92	\$221,250	\$202,500	9.3%	\$235,000	-5.9%
CLONTARF	4	N/A	N/A	33	\$315,000	\$340,000	-7.4%	\$395,000	-20.3%
DECEPTION BAY	9	N/A	N/A	75	\$280,000	\$277,750	0.8%	\$306,900	-8.8%
KALLANGUR	12	N/A	N/A	88	\$293,850	\$309,500	-5.1%	\$298,000	-1.4%
KIPPA-RING	7	N/A	N/A	44	\$290,000	\$281,000	3.2%	\$252,500	14.9%
LAWNTON	2	N/A	N/A	24	\$239,250	\$236,500	1.2%	\$208,000	15.0%
MANGO HILL	4	N/A	N/A	65	\$383,500	\$383,500	0.0%	\$340,000	12.8%
MARGATE	9	N/A	N/A	39	\$407,500	\$400,500	1.8%	\$312,500	30.4%
MORAYFIELD	9	N/A	N/A	97	\$325,000	\$293,500	10.7%	\$287,500	13.0%
MURRUMBA DOWNS	11	N/A	N/A	52	\$277,500	\$305,000	-9.0%	\$350,000	-20.7%
NORTH LAKES	15	N/A	N/A	83	\$395,000	\$427,500	-7.6%	\$359,000	10.0%
PETRIE	0	N/A	N/A	19	N/A	\$326,500	N/A	\$331,000	N/A
REDCLIFFE	28	\$347,500	-10.0%	141	\$385,000	\$419,500	-8.2%	\$342,500	12.4%
SCARBOROUGH	16	N/A	N/A	103	\$498,000	\$495,000	0.6%	\$370,000	34.6%
STRATHPINE	1	N/A	N/A	25	\$269,000	\$350,900	-23.3%	\$250,000	7.6%
WOODY POINT	10	N/A	N/A	76	\$390,000	\$469,000	-16.8%	\$340,000	14.7%
WOORIM	2	N/A	N/A	31	\$380,000	\$350,000	8.6%	\$275,000	38.2%

REDLAND (LGA)	74	\$371,250	-7.2%	604	\$407,000	\$415,000	-1.9%	\$350,000	16.3%
BIRKDALE	4	N/A	N/A	35	\$377,500	\$395,000	-4.4%	\$357,500	5.6%
CAPALABA	14	N/A	N/A	100	\$348,250	\$362,000	-3.8%	\$290,000	20.1%
CLEVELAND	22	\$358,750	-12.5%	162	\$405,000	\$415,000	-2.4%	\$380,000	6.6%
ORMISTON	3	N/A	N/A	41	\$415,000	\$497,500	-16.6%	\$353,500	17.4%
THORNESIDE	6	N/A	N/A	30	\$322,500	\$290,000	11.2%	\$298,500	8.0%
THORNLANDS	1	N/A	N/A	4	N/A	\$425,000	N/A	\$433,500	N/A
VICTORIA POINT	9	N/A	N/A	63	\$405,000	\$399,000	1.5%	\$312,500	29.6%
WELLINGTON POINT	3	N/A	N/A	34	\$475,000	\$465,000	2.2%	\$365,000	30.1%

SALES MARKET - VACANT LAND <2400m²

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GREATER BRISBANE	469	\$209,900	-10.7%	5759	\$235,000	\$230,000	2.2%	\$210,000	11.9%
GREATER BRISBANE ^	46	\$325,000	0.0%	445	\$318,000	\$310,000	2.6%	\$260,000	22.3%

IPSWICH (LGA)	89	\$180,500	-8.5%	1240	\$195,000	\$194,500	0.3%	\$175,000	11.4%
IPSWICH (LGA) ^	5	N/A	N/A	61	\$320,000	\$330,000	-3.0%	\$240,000	33.3%
BELLBIRD PARK	2	N/A	N/A	70	\$230,000	\$231,000	-0.4%	\$195,000	17.9%
BRASSALL	3	N/A	N/A	56	\$195,000	\$194,500	0.3%	\$170,000	14.7%
BROOKWATER	0	N/A	N/A	0	N/A	\$845,000	N/A	\$-	N/A
DEEBING HEIGHTS	14	N/A	N/A	70	\$189,425	\$187,175	1.2%	\$150,000	26.3%
KARALEE ^	5	N/A	N/A	29	\$315,000	\$323,500	-2.6%	\$250,000	26.0%
LEICHHARDT	1	N/A	N/A	9	N/A	\$175,500	N/A	\$153,000	N/A
REDBANK PLAINS	6	N/A	N/A	123	\$183,000	\$177,500	3.1%	\$142,000	28.9%
SPRINGFIELD LAKES	0	N/A	N/A	5	N/A	\$277,250	N/A	\$179,000	N/A

LOGAN (LGA)	105	\$219,000	-1.4%	1285	\$220,000	\$208,900	5.3%	\$175,625	25.3%
LOGAN (LGA) ^	19	N/A	N/A	177	\$312,000	\$306,000	2.0%	\$247,500	26.1%
BUCCAN ^	0	N/A	N/A	1	N/A	\$355,000	N/A	\$287,500	N/A
CORNUBIA	0	N/A	N/A	7	N/A	\$307,000	N/A	\$340,000	N/A
CRESTMead	0	N/A	N/A	5	N/A	\$233,000	N/A	\$175,000	N/A
HOLMVIEw	12	N/A	N/A	65	\$223,000	\$220,000	1.4%	\$179,990	23.9%
JIMBOOMBA	0	N/A	N/A	2	N/A	\$207,750	N/A	\$175,500	N/A
JIMBOOMBA ^	0	N/A	N/A	32	\$318,000	\$302,000	5.3%	\$209,000	52.2%

SALES MARKET - VACANT LAND <2400m² (CONT'D)

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
LOGAN RESERVE	11	N/A	N/A	164	\$209,000	\$202,000	3.5%	\$157,250	32.9%
LOGAN VILLAGE	0	N/A	N/A	18	N/A	\$270,000	N/A	\$260,000	N/A
LOGANLEA	3	N/A	N/A	75	\$235,000	\$235,000	0.0%	\$192,500	22.1%
MARSDEN	0	N/A	N/A	7	N/A	\$235,900	N/A	\$179,500	N/A
NEW BEITH ^	4	N/A	N/A	44	\$298,000	\$300,000	-0.7%	\$260,000	14.6%
WATERFORD	0	N/A	N/A	0	N/A	\$254,681	N/A	\$179,000	N/A
YARRABILBA	25	\$193,000	3.2%	267	\$182,500	\$178,750	2.1%	\$147,800	23.5%

MORETON BAY (LGA)	87	\$240,000	-5.1%	1236	\$247,450	\$252,000	-1.8%	\$209,000	18.4%
MORETON BAY (LGA) ^	16	N/A	N/A	163	\$300,000	\$295,000	1.7%	\$272,500	10.1%
BANKSIA BEACH	2	N/A	N/A	33	\$609,000	\$538,000	13.2%	\$460,000	32.4%
BURPENGARY	10	N/A	N/A	120	\$240,000	\$214,200	12.0%	\$209,900	14.3%
CABOOLTURE	6	N/A	N/A	104	\$217,000	\$199,000	9.1%	\$180,000	20.6%
CABOOLTURE ^	1	N/A	N/A	4	N/A	\$295,000	N/A	\$260,000	N/A
DAKABIN	0	N/A	N/A	3	N/A	\$357,250	N/A	\$195,000	N/A
GRIFFIN	3	N/A	N/A	166	\$290,000	\$280,000	3.6%	\$205,600	41.1%
KALLANGUR	0	N/A	N/A	12	N/A	\$272,500	N/A	\$179,000	N/A
MANGO HILL	5	N/A	N/A	153	\$235,000	\$288,000	-18.4%	\$223,500	5.1%
MORAYFIELD	16	N/A	N/A	111	\$196,250	\$203,500	-3.6%	\$172,000	14.1%
NARANGBA	8	N/A	N/A	111	\$230,000	\$239,000	-3.8%	\$200,000	15.0%
NORTH LAKES	0	N/A	N/A	16	N/A	\$283,400	N/A	\$217,500	N/A
WARNER	1	N/A	N/A	7	N/A	\$289,000	N/A	\$225,000	N/A

REDLAND (LGA)	113	\$27,000	-15.6%	741	\$42,500	\$260,000	-83.7%	\$235,750	-82.0%
BIRKDALE	0	N/A	N/A	5	N/A	\$327,500	N/A	\$310,000	N/A
MACLEAY ISLAND	25	\$32,500	18.2%	119	\$31,500	\$30,000	5.0%	\$25,000	26.0%
MOUNT COTTON	1	N/A	N/A	1	N/A	\$-	N/A	\$250,000	N/A
REDLAND BAY	9	N/A	N/A	87	\$277,000	\$280,000	-1.1%	\$264,500	4.7%
RUSSELL ISLAND	63	\$21,000	5.0%	294	\$20,000	\$21,000	-4.8%	\$20,000	0.0%
THORNLANDS	7	N/A	N/A	138	\$309,900	\$310,000	0.0%	\$279,000	11.1%
WELLINGTON POINT	0	N/A	N/A	11	N/A	\$406,000	N/A	\$330,000	N/A

SURROUNDS

LOCKYER VALLEY (LGA)	2	N/A	N/A	37	\$120,000	\$132,000	-9.1%	\$99,000	21.2%
LOCKYER VALLEY (LGA) ^	3	N/A	N/A	87	\$155,000	\$155,000	0.0%	\$118,900	30.4%
KENSINGTON GROVE ^	0	N/A	N/A	9	N/A	\$168,500	N/A	\$115,000	N/A

SCENIC RIM (LGA)	6	N/A	N/A	54	\$185,000	\$190,000	-2.6%	\$179,500	3.1%
SCENIC RIM (LGA) ^	12	N/A	N/A	46	\$187,500	\$186,000	0.8%	\$200,000	-6.3%
GLENEAGLE	0	N/A	N/A	5	N/A	\$184,000	N/A	\$179,500	N/A

SOMERSET (LGA)	5	N/A	N/A	50	\$100,000	\$142,500	-29.8%	\$135,000	-25.9%
FERNVALE	1	N/A	N/A	17	N/A	\$159,000	N/A	\$136,500	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$310	697	\$310	674	\$300	820
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$350	176	\$350	170	\$340	221
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$320	114	\$315	104	\$310	116
4303	Dinmore/ Riverview	\$275	16	\$280	20	\$285	16
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$295	91	\$300	84	\$280	97
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$300	217	\$300	231	\$280	290
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank	\$340	45	\$330	40	\$300	53
4340	Rosewood/ Ashwell/ Calvert/ Ebenezer/ Grandchester/ Moorang/ Mt Forbes/ Rosevale	\$315	22	\$298	22	\$295	25
	LOGAN CITY	\$345	970	\$350	927	\$340	894
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$320	197	\$310	162	\$310	152
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$350	94	\$350	87	\$340	101
4119	Underwood	\$400	9	\$390	9	\$360	8
4123	Priests Gully/ Rochedale	\$410	46	\$400	68	\$380	60
4124	Boronia Hts/ Greenbank/ New Beith	\$350	43	\$350	41	\$340	41
4125	Munruben/ Park Ridge	\$350	20	\$415	8	\$360	8
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$350	81	\$365	65	\$350	82
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$425	21	\$390	25	\$385	41
4129	Logandale/ Loganholme	\$390	24	\$403	14	\$350	26
4130	Carbrook/ Cornubia	\$420	12	\$433	12	\$375	16
4131	Loganlea/ Meadowbrook	\$350	35	\$350	36	\$340	29
4132	Crestmead/ Marsden	\$340	93	\$340	118	\$330	84
4133	Chambers Flat/ Logan Reserve/ Waterford	\$363	48	\$360	37	\$350	39
4205	Bethania	\$350	17	\$353	32	\$330	17
4207	Beenleigh/Eagliby/Mt Warren Pk	\$340	215	\$345	195	\$330	171
	MORETON BAY REGIONAL	\$365	1074	\$355	945	\$330	1056
	Redcliffe Region	\$380	227	\$375	241	\$350	231
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$380	96	\$380	111	\$350	105
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$380	80	\$380	79	\$345	92
4021	Kippa-Ring	\$385	38	\$373	30	\$340	28
4022	Rothwell	\$370	13	\$340	21	\$350	6
	Pine Rivers Region	\$385	401	\$385	316	\$360	346
4035	Albany Ck/ Bridgeman Downs/ Cashs Crossing	\$440	33	\$435	24	\$390	22
4037	Eatons Hill	n.a.	1	\$425	6	\$430	5
4055	Bunya/ Ferny Grove/ Ferny Hills/ Kedron Upper	\$428	40	\$450	30	\$420	31
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$380	80	\$385	66	\$350	79
4501	Lawnnton	\$365	19	\$350	8	\$340	25
4502	Frenchs Forest/ Petrie	\$360	30	\$368	14	\$330	15
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$370	109	\$360	90	\$330	80
4509	Mango Hill	\$390	73	\$390	70	\$380	67
4520	Camp Mountain/ Cedar Ck/ Mt Glorious/ Mt Nebo/ Mt Samson/ Samford/ Yugar	\$493	10	\$548	6	\$380	11
4521	Dayboro/ Mt Mee/ Mt Pleasant/ Ocean View/ Rush Ck	\$383	6	n.a.	2	\$375	11
	Caboolture Region	\$330	446	\$325	388	\$300	479
4504	Narangba	\$365	24	\$380	17	\$330	19
4505	Burpengary	\$350	39	\$345	19	\$312	36
4506	Marayfield/ Moorina	\$320	73	\$310	57	\$285	45
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$415	36	\$400	38	\$320	49
4508	Deception Bay	\$335	74	\$325	96	\$300	90
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$315	164	\$310	135	\$285	171
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	\$368	20	\$365	13	\$310	37
4514	Woodford/ Bellthorpe/ Bracalba/ Cedarton/ D'Aguilar/ Delaneys Ck/ Neurum/ Stanmore/ Stoney Ck/ Villeneuve	\$330	11	\$340	9	\$325	21

RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	REDLAND CITY	\$400	296	\$400	272	\$380	332
4157	Capalaba/ Sheldon	\$420	29	\$400	36	\$380	32
4158	Thornside	\$380	9	\$433	12	\$370	9
4159	Birkdale/ Aquatic Paradise/ Meridian Pt	\$430	19	\$410	28	\$400	23
4160	Ormiston/ Wellington Pt/ Erubin	\$428	34	\$403	30	\$410	29
4161	Alexandra Hills/ Burwood Hts	\$410	49	\$405	34	\$395	41
4163	Cleveland/ Raby Bay	\$420	36	\$398	20	\$390	31
4164	Thornlands/ Pinklands	\$430	11	\$415	13	\$420	23
4165	Mt Cotton/ Pt Halloran/ Pt Talburpin/ Redland Bay/ Victoria Pt	\$405	53	\$415	55	\$390	64
4183	Amity Pt/ Dunwich/ Pt Lookout	n.a.	4	n.a.	2	n.a.	4
4184	Coochiemudlo Is/ Karragarra Is/ Lamb Is/ Macleay Is/ Peel Is/ Russell Is	\$263	52	\$255	42	\$230	76
	LOCKYER VALLEY REGIONAL	\$300	86	\$300	80	\$270	110
4341	Blenheim	\$300	33	\$290	27	\$260	44
4342	Crowley Vale	\$330	14	\$310	9	\$270	18
4343	Adare	\$300	33	\$303	36	\$285	36
	SOMERSET REGIONAL	\$300	41	\$290	57	\$270	57
4311	Atkinsons Dam	\$300	11	\$275	25	\$280	23
4312	Bryden	\$275	5	\$300	8	\$235	7
4313	Biarra	\$263	6	\$230	9	\$230	10
4515	Glenfern	\$310	19	\$330	15	\$320	17

RENTAL MARKET

GREATER BRISBANE

FOR RENT

Vacancy Rates

↓ 2.3%

RENTAL MARKET

IPSWICH

FOR RENT

Vacancy Rates

↓ 1.8%



House Yields

↓ 4.6%



Unit Yields

↑ 4.5%



RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$260	149	\$260	145	\$250	129
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$270	27	\$283	28	\$260	31
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$265	24	\$260	16	\$250	23
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$250	25	\$265	25	\$245	21
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto etc	\$253	60	\$260	67	\$250	53
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank etc	\$270	9	\$283	6	n.a.	1
	LOGAN CITY	\$290	335	\$288	258	\$260	191
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$255	75	\$255	50	\$265	73
4123	Priests Gully/ Rochedale	n.a.	4	\$305	6	n.a.	4
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$298	30	\$280	27	\$295	16
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$300	7	\$285	6	\$285	6
4131	Loganlea/ Meadowbrook	\$300	23	\$285	18	n.a.	4
4132	Crestmead/ Marsden	\$295	27	\$300	33	n.a.	2
4133	Chambers Flat/ Logan Reserve/ Waterford	\$280	26	\$275	13	\$239	12
4207	Beenleigh/Eaglbay/ Mt Warren Pk	\$290	85	\$280	60	\$250	67
	MORETON BAY REGIONAL	\$290	503	\$290	447	\$275	442
	Redcliffe Region	\$300	154	\$300	130	\$280	164
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$293	70	\$290	60	\$275	77
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$315	73	\$313	64	\$295	78
	Pine Rivers Region	\$300	140	\$300	134	\$290	116
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$298	20	\$305	29	\$290	34
4501	Lawnton	\$280	11	\$285	6	\$270	19
4502	Frenchs Forest/ Petrie	\$320	5	\$300	6	n.a.	1
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$280	49	\$280	46	\$280	37
4509	Mango Hill	\$330	48	\$320	41	\$310	21
	Caboolture Region	\$285	209	\$275	183	\$255	162
4505	Burpengary	\$278	12	\$285	8	n.a.	2
4506	Morayfield/ Moorina	\$280	33	\$275	26	\$265	12
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$320	33	\$280	48	\$270	50
4508	Deception Bay	\$325	37	\$310	24	\$270	15
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$270	86	\$273	72	\$250	79
	REDLAND CITY	\$355	70	\$350	58	\$330	88
4157	Capalaba/ Sheldon	\$375	18	\$330	9	\$330	17
4160	Ormiston/ Wellington Pt/ Erubin	\$350	5	n.a.	3	\$345	7
4163	Cleveland/ Raby Bay	\$370	23	\$400	24	\$400	36
	LOCKYER VALLEY REGIONAL	\$240	22	\$250	23	\$220	24
4343	Adare	\$250	15	\$248	18	\$220	20

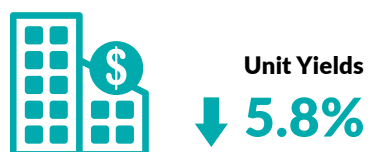
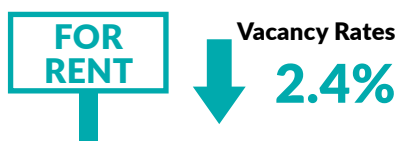
RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$320	241	\$320	205	\$310	121
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$370	79	\$358	66	\$320	54
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$330	48	\$330	55	\$300	19
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$290	46	\$290	32	\$305	15
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$306	41	\$310	22	\$305	31
	LOGAN CITY	\$335	399	\$330	399	\$330	425
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$310	34	\$320	52	\$320	56
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$340	51	\$350	52	\$350	58
4119	Underwood	\$366	22	\$345	14	\$335	32
4123	Priests Gully/ Rochedale	\$370	7	\$438	6	\$335	10
4124	Boronia Hts/ Greenbank/ New Beith	\$340	9	n.a.	4	n.a.	3
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$320	45	\$318	30	\$330	36
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$390	15	\$375	13	\$345	13
4131	Loganlea/ Meadowbrook	\$350	22	\$350	25	\$350	22
4132	Crestmead/ Marsden	\$330	66	\$338	48	\$340	53
4133	Chambers Flat/ Logan Reserve/ Waterford	\$340	17	\$310	15	\$310	19
4205	Bethania	\$345	13	\$325	18	n.a.	1
4207	Beenleigh/Eaglbay/ Mt Warren Pk	\$325	82	\$330	97	\$320	117
	MORETON BAY REGIONAL	\$345	807	\$340	718	\$335	530
	Caboolture Region	\$335	188	\$320	154	\$305	151
4504	Narangba	\$355	9	\$350	7	\$340	11
4505	Burpengary	\$335	54	\$330	20	\$310	32
4506	Morayfield/ Moorina	\$335	48	\$325	40	\$300	29
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$360	5	n.a.	4	\$315	11
4508	Deception Bay	\$320	29	\$310	35	\$310	40
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$335	40	\$310	43	\$295	27
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	n.a.	3	\$350	5	n.a.	1
	Pine Rivers Region	\$350	545	\$350	508	\$345	311
4035	Albany Ck/ Bridgeman Downs/ Cashes Crossing	\$453	38	\$420	39	\$380	17
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$355	71	\$365	75	\$335	54
4501	Lawnton	\$350	14	\$345	11	\$340	11
4502	Frenchs Forest/ Petrie	\$340	10	\$335	17	\$320	16
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$343	284	\$340	261	\$340	132
4509	Mango Hill	\$360	123	\$355	102	\$350	77
	Redcliffe Region	\$345	74	\$340	56	\$340	68
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$370	22	\$363	14	\$350	11
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$398	20	\$360	12	\$380	11
4021	Kippa-Ring	\$330	30	\$330	30	\$335	42
	REDLAND CITY	\$410	150	\$400	135	\$385	83
4157	Capalaba/ Sheldon	\$405	15	\$365	13	\$350	6
4158	Thornside	\$378	14	\$390	13	\$380	10
4160	Ormiston/ Wellington Pt/ Erubin	\$440	29	\$445	32	\$395	13
4163	Cleveland/ Raby Bay	\$410	26	\$400	31	\$385	34
4164	Thornlands/ Pinklands	\$410	41	\$405	17	\$0	0
4165	Mt Cotton/ Pt Halloran/ Pt Talburpin/ Redland Bay/ Victoria Pt	\$413	18	\$400	20	\$390	14



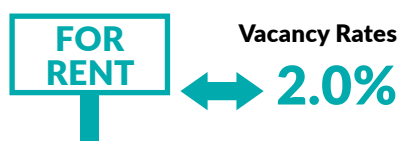
RENTAL MARKET

LOGAN



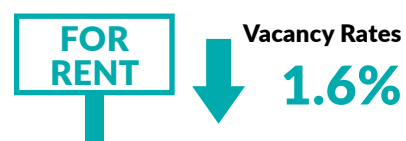
RENTAL MARKET

MORETON BAY



RENTAL MARKET

REDLAND



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%

Reliable growth

The Brisbane house market continues to be one of the nation's most consistent capital-city performers, delivering moderate but sustainable median price growth over the past year.

The median house price for the quarter reached a new high of \$678,000 in December 2018, delivering a modest annual growth of 1.1 per cent on the previously reported annual median of \$667,500.

However, there are other market measures for the house and unit markets that had weakened over the past 12 months. Listing volumes have continued to rise while sales volumes have retracted, widening the gap between supply levels and demand figures.

Unfortunately, these trends continue to play out most prominently in the performance of the unit market, which has generally operated at a different point within the property price cycle compared to houses.

The annual median unit price has fallen 2.2 per cent, to \$440,000 in December. That said, there were still a few suburbs that delivered strong growth in annual median unit prices, including Acacia Ridge, Rochedale, Yeronga, Gordon Park and Carseldine.

Vacant land <2400 square metres has performed very well with the annual median increasing 50 per cent, to \$1,128,863 in December 2018 – although we acknowledge the market is small with only 42 annual sales.

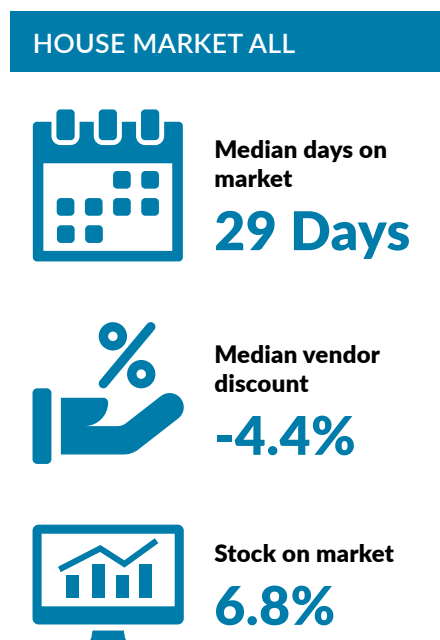
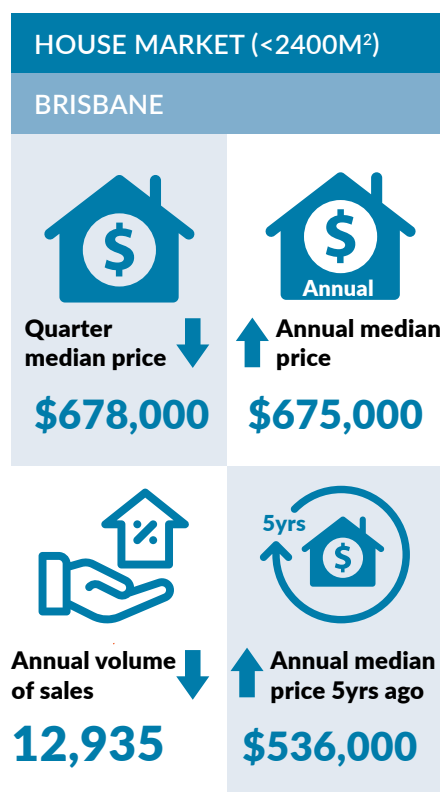
The rental market in Brisbane's LGA delivered a healthy result for investors in relation to returns considering the vacancy measure softened slightly in the December quarter. Vacancies increased from two per cent in September 2018, to 2.5 per cent in December 2018.

Property managers continue expressing concerns about oversupply of rental stock, particularly for medium-to-high density accommodation, but the vacancy data is still within reasonable parameters.

Local Economy and Infrastructure Investment

Brisbane continues to attract infrastructure investment in a variety of sectors with significant projects slated for completion in the near future.

As had been reported previously in our Queensland Market Monitor, the top 10 infrastructure projects have a forecast investment of \$17 billion, which will be injected within the next six years. This sort of expenditure is boosting confidence, a key measure of market strengthening, among most property industry stakeholders.



These projects are set to create nearly five per cent of the current employment levels in Brisbane during the construction phase alone, with flow on employment upsides during the operating phase of their lifecycle.

In addition, there are benefits to associated businesses, such as those within the services and tourism industry. As a result, the forecast is the jobless rate in Brisbane will most likely follow a downward trend – an obvious boost to economic buoyancy.

In addition to these documented projects, a recent funding announcement by the State Government included a \$46 million allocation to build a world-class Counter-Terrorism facility at Wacol which is predicted to create another 130 construction jobs.

Queensland Transport and Main Roads Minister Mark Bailey also highlighted the State's green credential.

"Queensland is leading the nation through our Electric Super Highway (QESH) – the world's longest EV charging network in a single state and an infrastructure investment that is determining car maker policy for the entire country," Minister Bailey said.

"We've installed 17 charging stations from Coolangatta to Cairns and have made charging free and green to encourage more people to use them."

Market Outlook

A positive outlook for the house market was supported by improving economic fundamentals, including rising interstate migration numbers, lowering unemployment levels, diversified economic activity and an aggressive infrastructure program.

Our multi-faceted economy is boosting confidence with growth in sectors such as education, tourism and the services sector.

For example, Brisbane enjoyed exposure as an international visitor destination via the 2018 Gold Coast Commonwealth Games. Going forward, another world-class event is slated for the city. Brisbane will host four games and five matches when the International Cricket Council T20 men's and women's World Cups are held in Australia in 2020.

Tourism Industry Development Minister Kate Jones said Southeast Queensland can expect more than 75,000 cricket fans to turn out for the T20 World Cup in Brisbane – generating \$5 million for our economy.

Tourism is one of the most promising growth industries driving the local economy. The State Government released figures that showed in the year ending September 2018, our share of the cash international tourists spend in Australia grew more than all other states.

"International visitor expenditure grew 11.5 per cent - more than double the Australian rate. We also saw record highs in international visitor numbers, with 2,762,000 visitors spending \$5.9 billion in Queensland," said Minister Jones.

HOUSE MARKET (<2400m²)

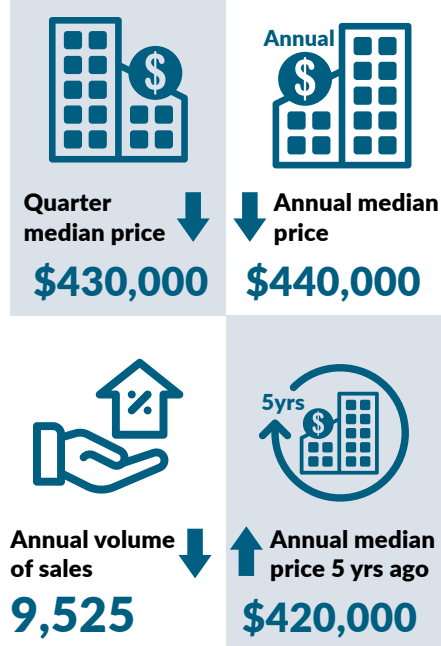
Brisbane's house market has continued to maintain its steady-as-it-goes approach to capital gains. The market has rarely been prone to large price fluctuations, however at a time when many capital cities are seeing their prices retract, Brisbane house values have risen slowly and steadily.

The median house price rose moderately over the December quarter to reach \$678,000; reflecting an annual gain of 1.1 per cent – an enviable outcome compared to other major centres.

Brisbane's median house price five years ago was \$536,000 reflecting steady upward movement over the past half-decade.



UNIT MARKET



Brisbane's top 5 million-dollar suburbs (Annual median sale price):

- Teneriffe (\$1.85 million)
- Ascot (\$1.605 million)
- New Farm (\$1.535 million)
- Bulimba (\$1.4 million)
- Brookfield (\$1.365 million)

Brisbane has 18 suburbs in the \$1 million-plus club based on annual median sale price. Teneriffe's annual median house price is at \$1.85 million, although across five sales in the past quarter, the figure hit \$2.1 million.

The annual volume of house sales in Teneriffe is 25 transactions – and the figure often tracks at approximately 20 per year. As such, the quality of the stock traded from year to year could have a significant impact on the median price calculation.

General activity

The most popular price range for houses in Brisbane LGA remains within the \$500,000 to \$749,999 as sales in this range represented about 46 per cent of the total house sales.

The annual volume of house sales followed a downward path, reducing by 13.4 per cent over the year. Some suburbs reported an increase in sales volumes, with rises in Hemmant, Geebung, Newmarket, Lota, McDowall and Carina being the most significant.

Total house listing volumes in the Brisbane LGA rose from 17,980 in November 2017 to 21,022 in November 2018 – a 16.9% increase.

Following on from this, Brisbane LGA became the region with the smallest stock on market of 6.8 per cent of all areas analysed.

Median days on market and median vendor discount both tightened significantly over the 12-month period. A typical house now needs about 29 days and a negotiated discount of 4.4 per cent to sell.

Local agents see significant growth potential in the Brisbane house market as general improvement in local economic measures help drive residents from southern capitals toward our more affordable, lifestyle-oriented city.

UNIT AND TOWNHOUSE MARKET

Agents continue to find the investor-level unit sector challenging. Conversely, it's been reported demand for units aimed at owner-occupier has improved as some households transition toward this type of accommodation.

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

Tenants will still have a variety of rental options available, and many are exercising their right to negotiate on rent levels and potential incentives. However, there are indications landlords who have high-quality stock – particularly in well services suburbs – are regaining negotiation power in the transaction.

The median unit price fell slightly in the past quarter, while sale numbers tightened.

Unit prices fell 2.1 per cent over the December quarter, to a median of \$430,000.

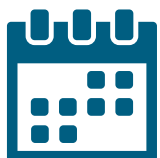
Over the past year, the annual median unit price fell 2.2 per cent to \$440,000.

There were some locations of positivity however. Six suburbs in the Brisbane LGA – Acacia Ridge, Rochedale, Yeronga, Gordon Park, Carseldine and Newmarket – reported double-digit annual growth in median price in the range of 14 per cent to 37 per cent.

Furthermore, the annual median unit price reported a five-year increase of 4.8 per cent from \$420,000 in 2013.

The most popular price range for units in the Brisbane LGA is \$350,000 to \$499,999 and sales in this range represented about 43 per cent of the total unit sales.

UNIT MARKET



Median days on market

58 Days



Median vendor discount

-5.0%



Stock on market

6.3%



RENTAL MARKET



Vacancy Rates

↑ **2.5%**



House Yields

↔ **3.3%**



Unit Yields

↔ **5.1%**

Market trend indicators held relatively steady for the past year, with median days on market of 58 days and a median vendor discount of 5 per cent.

RENTAL MARKET

Over the past six months, the Brisbane LGA rental market has softened somewhat, moving from the healthy range in September 2018 to a softer result in December 2018.

While the overall Brisbane LGA vacancy rate sits at a healthy 2.5 per cent, the outcomes vary with location and property type.

The Brisbane LGA rental market in the inner five-kilometres ring recorded a vacancy rate of 4 per cent in the December quarter – a sharp rise from the September Quarter result of 2.1 per cent.

The remainder of Brisbane saw a steadier outcome, with the December quarter recording a rate of 2 per cent – in line with the September result for the same suburban radius.

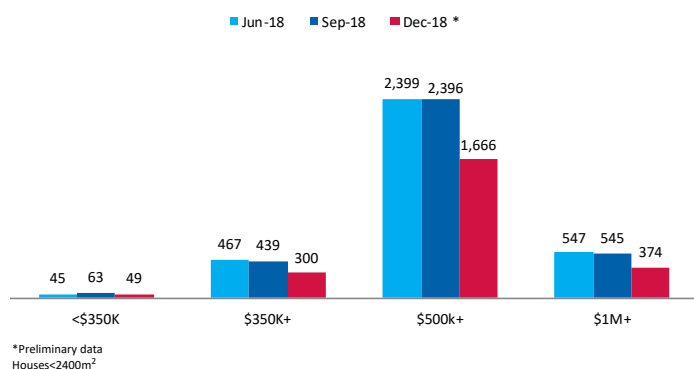
Performance remains varied across all markets. The availability of new rental units within close proximity of CBD remains high, and managing agents report difficulty in finding tenants for older units within close proximity.

The high vacancy rates for inner-ring suburbs would indicate a softer outcome for rents in the near future. That said, balance mid-ring markets rate of 2 per cent reflects a sector operating within acceptable parameters.

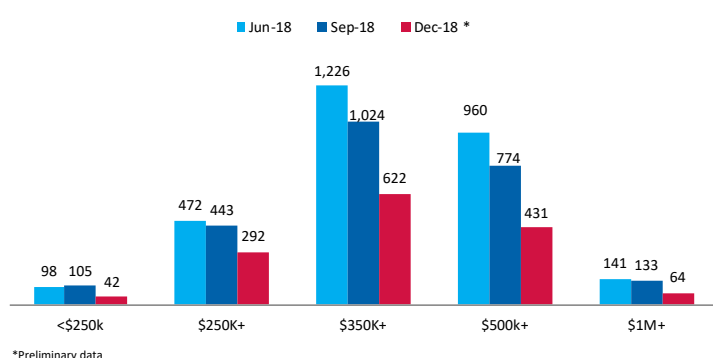
Anecdotal evidence from property managers supports the notion that location



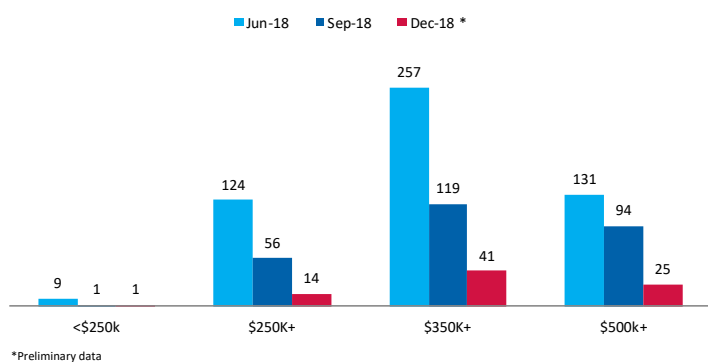
BRISBANE LGA HOUSE SALES



BRISBANE LGA UNIT SALES



BRISBANE LGA LAND SALES



"The Brisbane LGA rental market has softened somewhat, moving from the healthy range in September 2018 to a softer result in December 2018."

close to necessary services, lifestyle facilities, public transport, retail outlets and arterial roadway access all play a part in boosting rental desirability.

While it might be expected that as stock levels of new investor-style units reduce the market will absorb the excess, any increase in rents in the attached housing sector close to town are likely to be long-term and gradual.

The median rent for many types of dwellings increased in the range of \$10 to \$20 a week for the past year.

The Brisbane LGA median rent for a three-bedroom house rose 3.6 per cent during the year to reach \$435 per week, while a two-bedroom townhouse increased 3.9 per cent to \$395 per week during the same period. Two-bedroom units increased five per cent to record a median of \$420 per week.

The largest median rental rise for a three-bedroom house between December 2017 and December 2018 was seen in Ashgrove and its surrounds where the median rent rose \$122 to reach \$550 per week. This was across a sample size of 29 new bonds.

Other outstanding performers were the two clusters of Annerley/Fairfield and Gumdale/Ransome/Wakerley where median rents rose \$60 per week in each postcode group to come in at \$500 and \$525 per week respectively.

New Farm and Teneriffe remain the most expensive rental options in Brisbane LGA for three-bedroom houses with a weekly median rent of \$700 in December 2018, down 6.7 per cent from \$750 in December 2017.

Demand for two-bedroom units in Tingalpa was strong with a \$65 per week increase across the year to record a median of \$365 per week in December 2018. On the flipside, two-bedroom units in Manly saw their median rent drop from \$388 per week in December 2017 to \$353 per week in December 2018.

The weekly median rent for three-bedroom townhouses in Brisbane's LGA increased by 2.4 per cent – or \$10 per week – from \$410 in December 2017 to \$420 in December 2018.

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

In comparison, Brisbane's four-bedroom house rental price was more expensive than the Gold Coast and Sunshine Coast.

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

Overall, house and unit yields held steady this quarter. House yields of 3.3 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 5.1 per cent in December 2018.

We continue to expect relatively flat rental yield movement over the coming year in the Brisbane LGA. Houses in Brisbane LGA reached gross rental yields of 3.3 per cent in December 2018, while units recorded a higher gross yield of 5.1 per cent reflecting the increase on the weekly median rent and a gradual fall on unit prices.

SALES MARKET - HOUSES <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BRISBANE (LGA)	2544	\$678,000	-0.6%	12935	\$675,000	\$667,500	1.1%	\$536,000	25.9%
BRISBANE (LGA) ^	68	\$1,180,000	-6.0%	383	\$1,202,500	\$1,205,000	-0.2%	\$860,000	39.8%
ACACIA RIDGE	17	N/A	N/A	106	\$400,000	\$405,000	-1.2%	\$306,000	30.7%
ALBION	5	N/A	N/A	24	\$858,000	\$759,500	13.0%	\$696,000	23.3%
ALDERLEY	18	N/A	N/A	81	\$850,000	\$810,000	4.9%	\$620,000	37.1%
ALGESTER	20	\$520,000	2.6%	111	\$510,500	\$510,250	0.1%	\$419,000	21.8%
ANMERLEY	14	N/A	N/A	91	\$711,000	\$730,000	-2.6%	\$550,000	29.3%
ASCOT	9	N/A	N/A	63	\$1,605,000	\$1,500,000	7.0%	\$1,097,500	46.2%
ASHGROVE	37	\$1,010,000	1.0%	160	\$960,000	\$953,000	0.7%	\$770,000	24.7%
ASPLEY	32	\$598,360	-3.1%	156	\$600,500	\$590,000	1.8%	\$480,000	25.1%
AUCHENFLOWER	10	N/A	N/A	59	\$1,200,000	\$1,085,000	10.6%	\$807,000	48.7%
BALD HILLS	10	N/A	N/A	95	\$454,500	\$441,550	2.9%	\$365,000	24.5%
BALMORAL	7	N/A	N/A	61	\$985,000	\$950,000	3.7%	\$835,000	18.0%
BANYO	18	N/A	N/A	98	\$550,000	\$530,000	3.8%	\$420,000	31.0%
BARDON	26	\$940,000	-22.0%	152	\$1,002,500	\$907,250	10.5%	\$717,500	39.7%
BELLBOWRIE	11	N/A	N/A	74	\$550,000	\$505,000	8.9%	\$435,000	26.4%
BELMONT	10	N/A	N/A	46	\$670,000	\$645,000	3.9%	\$538,500	24.4%
BOONDALL	26	\$502,500	-7.4%	126	\$522,500	\$506,000	3.3%	\$410,250	27.4%
BRACKEN RIDGE	54	\$485,000	-3.3%	226	\$498,500	\$499,500	-0.2%	\$414,000	20.4%
BRIDGEMAN DOWNS	20	\$767,500	-2.3%	115	\$755,000	\$727,250	3.8%	\$665,000	13.5%
BRIGHTON	31	\$536,000	-9.9%	173	\$549,900	\$520,500	5.7%	\$409,500	34.3%
BROOKFIELD ^	4	N/A	N/A	24	\$1,365,000	\$1,597,500	-14.6%	\$1,310,000	4.2%
BULIMBA	22	\$1,395,000	-3.1%	81	\$1,400,000	\$1,290,000	8.5%	\$925,000	51.4%
CALAMVALE	24	\$690,000	4.4%	141	\$668,000	\$680,000	-1.8%	\$524,250	27.4%
CAMP HILL	40	\$930,000	0.3%	202	\$925,000	\$926,500	-0.2%	\$675,000	37.0%
CANNON HILL	14	N/A	N/A	94	\$750,000	\$792,000	-5.3%	\$581,750	28.9%
CARINA	38	\$665,000	-1.8%	141	\$660,000	\$670,000	-1.5%	\$511,955	28.9%
CARINA HEIGHTS	14	N/A	N/A	58	\$770,000	\$721,000	6.8%	\$520,000	48.1%
CARINDALE	40	\$870,000	0.6%	182	\$870,000	\$870,000	0.0%	\$672,500	29.4%
CARSELDINE	15	N/A	N/A	93	\$645,000	\$610,000	5.7%	\$522,500	23.4%
CHAPEL HILL	23	\$810,000	-1.4%	134	\$825,000	\$787,500	4.8%	\$644,500	28.0%
CHELMER	10	N/A	N/A	57	\$985,000	\$1,000,000	-1.5%	\$845,000	16.6%
CHERMSIDE	12	N/A	N/A	60	\$592,500	\$621,000	-4.6%	\$464,500	27.6%
CHERMSIDE WEST	18	N/A	N/A	100	\$590,500	\$572,500	3.1%	\$442,750	33.4%
CLAYFIELD	17	N/A	N/A	91	\$1,175,000	\$1,112,500	5.6%	\$829,065	41.7%
COOPERS PLAINS	18	N/A	N/A	71	\$570,000	\$568,750	0.2%	\$463,500	23.0%
COORPAROO	35	\$875,000	4.5%	173	\$835,000	\$866,250	-3.6%	\$650,000	28.5%
CORINDA	14	N/A	N/A	67	\$727,500	\$749,500	-2.9%	\$542,500	34.1%
DARRA	12	N/A	N/A	53	\$437,000	\$430,000	1.6%	\$315,000	38.7%
DEAGON	11	N/A	N/A	69	\$475,000	\$465,000	2.2%	\$369,000	28.7%
DOOLANDILLA	4	N/A	N/A	50	\$492,500	\$486,500	1.2%	\$412,500	19.4%
DREWVALE	13	N/A	N/A	43	\$601,000	\$623,000	-3.5%	\$467,944	28.4%
DURACK	20	\$413,500	-9.1%	64	\$413,500	\$420,000	-1.6%	\$331,000	24.9%
EAST BRISBANE	10	N/A	N/A	53	\$855,000	\$885,000	-3.4%	\$650,000	31.5%
EIGHT MILE PLAINS	24	\$750,000	-4.0%	116	\$755,000	\$779,000	-3.1%	\$610,000	23.8%
ELLEN GROVE	5	N/A	N/A	20	\$293,750	\$290,000	1.3%	\$228,500	28.6%
ENOGGERA	10	N/A	N/A	62	\$677,500	\$700,000	-3.2%	\$535,000	26.6%
EVERTON PARK	21	\$595,000	-1.2%	118	\$605,375	\$600,000	0.9%	\$495,750	22.1%
FAIRFIELD	4	N/A	N/A	29	\$717,500	\$709,400	1.1%	\$557,500	28.7%
FERNY GROVE	13	N/A	N/A	59	\$605,500	\$597,500	1.3%	\$505,000	19.9%
FIG TREE POCKET	11	N/A	N/A	49	\$854,433	\$1,090,500	-21.7%	\$737,500	15.9%
FITZGIBBON	7	N/A	N/A	89	\$473,000	\$455,000	4.0%	\$397,750	18.9%
FOREST LAKE	75	\$435,000	-1.1%	398	\$449,500	\$430,250	4.5%	\$380,000	18.3%
GAYTHORNE	5	N/A	N/A	25	\$650,000	\$636,750	2.1%	\$554,000	17.3%
GEEBUNG	17	N/A	N/A	103	\$555,000	\$540,000	2.8%	\$423,500	31.1%
GORDON PARK	14	N/A	N/A	44	\$875,000	\$798,500	9.6%	\$622,000	40.7%
GRACEVILLE	15	N/A	N/A	88	\$915,000	\$831,000	10.1%	\$750,750	21.9%
GRANGE	14	N/A	N/A	71	\$945,000	\$952,500	-0.8%	\$673,500	40.3%
GREENSLOPES	11	N/A	N/A	70	\$727,500	\$770,000	-5.5%	\$583,000	24.8%

SALES MARKET - HOUSES <2400m ² (CONT'D)									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
HAMILTON	9	N/A	N/A	41	\$1,352,500	\$1,320,000	2.5%	\$1,300,000	4.0%
HAWTHORNE	11	N/A	N/A	78	\$1,152,500	\$1,164,000	-1.0%	\$962,500	19.7%
HEATHWOOD	13	N/A	N/A	62	\$565,000	\$570,000	-0.9%	\$565,000	0.0%
HEMMANT	12	N/A	N/A	67	\$545,000	\$481,000	13.3%	\$385,000	41.6%
HENDRA	20	\$1,155,000	9.7%	92	\$1,115,000	\$972,500	14.7%	\$761,250	46.5%
HIGHGATE HILL	10	N/A	N/A	38	\$925,000	\$950,000	-2.6%	\$772,500	19.7%
HOLLAND PARK	25	\$749,900	2.0%	113	\$730,000	\$720,000	1.4%	\$530,500	37.6%
HOLLAND PARK WEST	17	N/A	N/A	91	\$702,500	\$712,060	-1.3%	\$576,250	21.9%
INALA	27	\$352,000	-2.2%	135	\$365,000	\$362,500	0.7%	\$280,500	30.1%
INDOOROOPILLY	32	\$1,000,000	7.0%	130	\$870,000	\$879,000	-1.0%	\$705,000	23.4%
JAMBOREE HEIGHTS	6	N/A	N/A	54	\$510,000	\$509,000	0.2%	\$419,250	21.6%
JINDALEE	21	\$540,000	-6.5%	87	\$571,000	\$569,500	0.3%	\$468,000	22.0%
KALINGA	5	N/A	N/A	29	\$1,070,000	\$1,079,000	-0.8%	\$795,000	34.6%
KANGAROO POINT	7	N/A	N/A	17	N/A	\$1,022,500	N/A	\$705,000	N/A
KARANA DOWNS	8	N/A	N/A	28	\$435,000	\$427,500	1.8%	\$392,500	10.8%
KARANA DOWNS ^	4	N/A	N/A	19	N/A	\$545,000	N/A	\$450,000	N/A
KEDRON	23	\$756,000	0.6%	113	\$735,000	\$722,000	1.8%	\$560,000	31.3%
KELVIN GROVE	10	N/A	N/A	56	\$845,500	\$765,000	10.5%	\$650,000	30.1%
KENMORE	27	\$722,500	0.4%	142	\$731,250	\$660,000	10.8%	\$560,000	30.6%
KENMORE HILLS	2	N/A	N/A	21	\$875,000	\$775,000	12.9%	\$708,750	23.5%
KEPERRA	24	\$541,000	1.1%	94	\$540,000	\$535,000	0.9%	\$415,000	30.1%
KURABY	17	N/A	N/A	100	\$715,000	\$687,750	4.0%	\$560,000	27.7%
LOTA	15	N/A	N/A	72	\$607,000	\$642,000	-5.5%	\$530,000	14.5%
LUTWYCHE	3	N/A	N/A	23	\$776,250	\$865,000	-10.3%	\$645,000	20.3%
MACGREGOR	8	N/A	N/A	47	\$732,500	\$765,000	-4.3%	\$585,000	25.2%
MACKENZIE	6	N/A	N/A	24	\$783,250	\$800,000	-2.1%	\$630,000	24.3%
MANLY	10	N/A	N/A	54	\$780,000	\$765,000	2.0%	\$575,000	35.7%
MANLY WEST	29	\$621,500	-0.8%	162	\$612,000	\$610,000	0.3%	\$480,000	27.5%
MANSFIELD	32	\$675,000	-1.5%	135	\$670,000	\$676,250	-0.9%	\$499,000	34.3%
MCDOWALL	21	\$603,000	-12.6%	96	\$667,000	\$645,000	3.4%	\$555,000	20.2%
MIDDLE PARK	6	N/A	N/A	67	\$631,000	\$611,000	3.3%	\$505,000	25.0%
MILTON	0	N/A	N/A	13	N/A	\$838,500	N/A	\$710,000	N/A
MITCHELTON	27	\$635,000	-4.7%	133	\$660,000	\$640,000	3.1%	\$496,000	33.1%
MOGGILL	17	N/A	N/A	75	\$552,000	\$560,000	-1.4%	\$497,000	11.1%
MOOROOKA	25	\$642,500	3.2%	129	\$642,500	\$636,750	0.9%	\$505,000	27.2%
MORNINGSIDE	30	\$684,750	-12.6%	143	\$735,325	\$791,000	-7.0%	\$585,000	25.7%
MOUNT GRAVATT	10	N/A	N/A	37	\$653,000	\$650,000	0.5%	\$505,000	29.3%
MOUNT GRAVATT EAST	30	\$647,500	-2.0%	158	\$650,000	\$658,500	-1.3%	\$480,000	35.4%
MOUNT OMMANEY	2	N/A	N/A	19	N/A	\$879,000	N/A	\$667,500	N/A
MURARRIE	3	N/A	N/A	47	\$640,000	\$640,500	-0.1%	\$460,000	39.1%
NEW FARM	15	N/A	N/A	55	\$1,535,000	\$1,550,000	-1.0%	\$1,182,500	29.8%
NEWMARKET	13	N/A	N/A	56	\$860,000	\$803,000	7.1%	\$679,000	26.7%
NORMAN PARK	19	N/A	N/A	101	\$964,500	\$860,000	12.2%	\$680,000	41.8%
NORTHGATE	11	N/A	N/A	62	\$676,250	\$716,000	-5.6%	\$550,000	23.0%
NUDGE	9	N/A	N/A	51	\$620,000	\$590,000	5.1%	\$539,000	15.0%
NUNDAH	12	N/A	N/A	76	\$701,000	\$706,000	-0.7%	\$615,000	14.0%
OXLEY	38	\$586,000	3.4%	133	\$580,000	\$560,000	3.6%	\$452,000	28.3%
PADDINGTON	25	\$1,080,000	1.7%	120	\$1,150,000	\$1,055,000	9.0%	\$815,000	41.1%
PARKINSON	18	N/A	N/A	106	\$652,000	\$658,000	-0.9%	\$530,000	23.0%
PULLENVALE ^	7	N/A	N/A	39	\$1,183,700	\$1,190,000	-0.5%	\$962,500	23.0%
RED HILL	21	\$865,000	0.0%	82	\$890,000	\$860,000	3.5%	\$698,500	27.4%
RICHLANDS	1	N/A	N/A	19	N/A	\$445,000	N/A	\$384,500	N/A
RIVERHILLS	7	N/A	N/A	55	\$500,000	\$473,250	5.7%	\$427,500	17.0%
ROBERTSON	4	N/A	N/A	25	\$1,004,500	\$1,060,000	-5.2%	\$699,000	43.7%
ROCHEDALE	4	N/A	N/A	28	\$970,000	\$973,000	-0.3%	\$679,000	42.9%
ROCKLEA	4	N/A	N/A	31	\$400,000	\$414,500	-3.5%	\$312,500	28.0%
RUNCORN	18	N/A	N/A	106	\$567,000	\$570,000	-0.5%	\$435,000	30.3%
SALISBURY	22	\$657,000	11.5%	103	\$605,000	\$580,000	4.3%	\$450,000	34.4%

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

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SANDGATE	15	N/A	N/A	59	\$750,000	\$635,000	18.1%	\$520,000	44.2%
SEVEN HILLS	7	N/A	N/A	36	\$843,500	\$941,500	-10.4%	\$622,500	35.5%
SEVENTEEN MILE ROCKS	8	N/A	N/A	39	\$625,500	\$741,000	-15.6%	\$489,000	27.9%
SHERWOOD	17	N/A	N/A	78	\$871,000	\$882,500	-1.3%	\$710,000	22.7%
SHORNCLIFFE	5	N/A	N/A	22	\$792,500	\$770,000	2.9%	\$648,500	22.2%
SINNAMON PARK	12	N/A	N/A	63	\$750,000	\$712,750	5.2%	\$565,000	32.7%
SPRING HILL	4	N/A	N/A	15	N/A	\$955,000	N/A	\$765,500	N/A
ST LUCIA	17	N/A	N/A	56	\$1,207,000	\$1,180,000	2.3%	\$920,000	31.2%
STAFFORD	15	N/A	N/A	99	\$609,000	\$610,000	-0.2%	\$472,000	29.0%
STAFFORD HEIGHTS	19	N/A	N/A	124	\$607,500	\$580,000	4.7%	\$478,000	27.1%
STRETTON	11	N/A	N/A	36	\$838,000	\$750,000	11.7%	\$630,000	33.0%
SUNNYBANK	13	N/A	N/A	93	\$835,000	\$790,800	5.6%	\$552,000	51.3%
SUNNYBANK HILLS	26	\$618,750	-10.7%	166	\$672,500	\$682,500	-1.5%	\$505,000	33.2%
TAIGUM	12	N/A	N/A	54	\$540,000	\$538,750	0.2%	\$428,000	26.2%
TARINGA	11	N/A	N/A	60	\$888,000	\$935,500	-5.1%	\$748,000	18.7%
TARRAGINDI	39	\$830,000	5.1%	163	\$785,000	\$779,500	0.7%	\$569,000	38.0%
TENERIFFE	5	N/A	N/A	25	\$1,850,000	\$2,440,000	-24.2%	\$1,100,000	68.2%
TENNYSON	1	N/A	N/A	8	N/A	\$662,500	N/A	\$554,000	N/A
THE GAP	43	\$690,000	-3.8%	200	\$679,000	\$681,000	-0.3%	\$569,000	19.3%
TINGALPA	22	\$605,000	16.9%	120	\$565,000	\$524,500	7.7%	\$437,000	29.3%
TOOWONG	13	N/A	N/A	56	\$882,500	\$832,500	6.0%	\$675,000	30.7%
UPPER KEDRON	10	N/A	N/A	39	\$642,250	\$612,000	4.9%	\$539,000	19.2%
UPPER MOUNT GRAVATT	21	\$650,000	-0.4%	106	\$650,000	\$625,000	4.0%	\$481,063	35.1%
VIRGINIA	15	N/A	N/A	49	\$600,000	\$596,500	0.6%	\$435,000	37.9%
WAKERLEY	28	\$740,000	-9.2%	137	\$760,000	\$745,000	2.0%	\$655,000	16.0%
WAVELL HEIGHTS	39	\$730,000	1.4%	173	\$690,000	\$687,500	0.4%	\$530,000	30.2%
WEST END	12	N/A	N/A	45	\$1,060,000	\$1,067,500	-0.7%	\$883,000	20.0%
WESTLAKE	12	N/A	N/A	66	\$725,000	\$736,000	-1.5%	\$625,000	16.0%
WILSTON	7	N/A	N/A	40	\$1,000,000	\$985,000	1.5%	\$795,000	25.8%
WINDSOR	18	N/A	N/A	71	\$820,000	\$847,500	-3.2%	\$650,000	26.2%
WISHART	23	\$750,000	2.0%	104	\$735,000	\$701,000	4.9%	\$535,000	37.4%
WOOLLOONGABBA	6	N/A	N/A	35	\$793,500	\$824,500	-3.8%	\$590,500	34.4%
WOOLOOWIN	10	N/A	N/A	52	\$803,575	\$830,000	-3.2%	\$675,000	19.0%
WYNNUM	40	\$648,000	-2.9%	219	\$649,000	\$645,000	0.6%	\$510,000	27.3%
WYNNUM WEST	28	\$535,000	-4.1%	203	\$550,000	\$520,000	5.8%	\$430,000	27.9%
YEERONGPILLY	4	N/A	N/A	20	\$742,775	\$800,000	-7.2%	\$649,500	14.4%
YERONGA	10	N/A	N/A	49	\$810,000	\$859,000	-5.7%	\$645,000	25.6%
ZILLMERE	16	N/A	N/A	90	\$480,000	\$470,000	2.1%	\$370,000	29.7%

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
BRISBANE (LGA)	1523	\$430,000	-2.1%	9525	\$440,000	\$450,000	-2.2%	\$420,000	4.8%
ACACIA RIDGE	3	N/A	N/A	21	\$444,017	\$325,000	36.6%	\$327,500	35.6%
ALBION	11	N/A	N/A	73	\$421,500	\$482,000	-12.6%	\$509,500	-17.3%
ALDERLEY	11	N/A	N/A	49	\$421,000	\$385,000	9.4%	\$442,500	-4.9%
ALGESTER	4	N/A	N/A	40	\$309,500	\$410,000	-24.5%	\$300,000	3.2%
ANNERLEY	28	\$390,500	-19.8%	139	\$443,000	\$430,000	3.0%	\$387,500	14.3%
ASCOT	13	N/A	N/A	104	\$520,000	\$525,000	-1.0%	\$385,000	35.1%
ASHGROVE	13	N/A	N/A	56	\$447,500	\$473,000	-5.4%	\$420,000	6.5%
ASPLEY	10	N/A	N/A	40	\$379,000	\$398,000	-4.8%	\$363,750	4.2%
AUCHENFLOWER	12	N/A	N/A	59	\$445,000	\$425,000	4.7%	\$475,000	-6.3%
BALMORAL	7	N/A	N/A	30	\$501,250	\$520,000	-3.6%	\$510,000	-1.7%
BANYO	6	N/A	N/A	28	\$430,000	\$537,000	-19.9%	\$450,000	-4.4%
BARDON	3	N/A	N/A	28	\$634,250	\$619,000	2.5%	\$530,000	19.7%
BOWEN HILLS	10	N/A	N/A	96	\$401,750	\$480,750	-16.4%	\$427,500	-6.0%
BRACKEN RIDGE	2	N/A	N/A	32	\$320,000	\$336,500	-4.9%	\$315,000	1.6%
BRIDGEMAN DOWNS	5	N/A	N/A	53	\$520,000	\$485,000	7.2%	\$290,000	79.3%
BRISBANE CITY	72	\$490,000	-4.8%	487	\$500,000	\$505,850	-1.2%	\$465,000	7.5%
BULIMBA	21	\$521,000	1.0%	113	\$539,000	\$635,175	-15.1%	\$575,000	-6.3%
CALAMVALE	14	N/A	N/A	170	\$395,000	\$405,450	-2.6%	\$368,950	7.1%
CAMP HILL	5	N/A	N/A	31	\$520,000	\$577,500	-10.0%	\$427,000	21.8%
CANNON HILL	3	N/A	N/A	50	\$440,000	\$494,500	-11.0%	\$442,000	-0.5%
CARINA	26	\$510,500	12.4%	198	\$480,000	\$478,500	0.3%	\$420,000	14.3%
CARINA HEIGHTS	10	N/A	N/A	75	\$452,846	\$461,000	-1.8%	\$445,000	1.8%
CARINDALE	3	N/A	N/A	23	\$490,000	\$509,000	-3.7%	\$404,500	21.1%
CARSELDINE	12	N/A	N/A	59	\$375,000	\$325,000	15.4%	\$390,000	-3.8%
CHERMESIDE	19	N/A	N/A	213	\$410,000	\$425,000	-3.5%	\$395,000	3.8%
CLAYFIELD	17	N/A	N/A	141	\$393,500	\$361,500	8.9%	\$375,000	4.9%
COOPERS PLAINS	4	N/A	N/A	24	\$407,500	\$412,500	-1.2%	\$413,915	-1.5%
COORPAROO	31	\$370,000	-12.4%	202	\$400,000	\$419,000	-4.5%	\$377,000	6.1%
CORINDA	6	N/A	N/A	51	\$439,500	\$478,250	-8.1%	\$375,000	17.2%
DARRA	0	N/A	N/A	17	N/A	\$430,000	N/A	\$279,000	N/A
DOOLANDELLA	6	N/A	N/A	52	\$358,000	\$349,000	2.6%	\$347,750	2.9%
EAST BRISBANE	9	N/A	N/A	65	\$395,000	\$430,000	-8.1%	\$415,000	-4.8%
EIGHT MILE PLAINS	12	N/A	N/A	84	\$385,000	\$419,000	-8.1%	\$370,500	3.9%
ELLEN GROVE	0	N/A	N/A	6	N/A	\$349,500	N/A	\$346,000	N/A
ENOGGERA	6	N/A	N/A	37	\$345,000	\$445,000	-22.5%	\$415,000	-16.9%
EVERTON PARK	18	N/A	N/A	107	\$385,000	\$457,500	-15.9%	\$400,000	-3.8%
FAIRFIELD	2	N/A	N/A	35	\$445,000	\$470,000	-5.3%	\$355,000	25.4%
FITZGIBBON	2	N/A	N/A	17	N/A	\$370,000	N/A	\$305,000	N/A
FORTITUDE VALLEY	33	\$400,000	2.3%	214	\$402,500	\$426,500	-5.6%	\$425,000	-5.3%
GAYTHORNE	8	N/A	N/A	42	\$377,000	\$400,000	-5.8%	\$410,000	-8.0%
GORDON PARK	7	N/A	N/A	40	\$382,500	\$325,000	17.7%	\$366,250	4.4%
GREENSLOPES	20	\$460,000	-2.7%	128	\$470,000	\$455,000	3.3%	\$365,000	28.8%
HAMILTON	29	\$456,000	-12.4%	172	\$495,000	\$540,000	-8.3%	\$496,000	-0.2%
HAWTHORNE	7	N/A	N/A	36	\$480,000	\$480,000	0.0%	\$472,500	1.6%
HENDRA	3	N/A	N/A	28	\$571,250	\$675,000	-15.4%	\$502,500	13.7%
HIGHGATE HILL	7	N/A	N/A	47	\$549,500	\$513,500	7.0%	\$544,500	0.9%
HOLLAND PARK WEST	6	N/A	N/A	41	\$402,500	\$435,000	-7.5%	\$380,500	5.8%
INDOOROPILLY	32	\$430,500	-7.0%	168	\$466,500	\$535,000	-12.8%	\$435,000	7.2%
KANGAROO POINT	46	\$535,000	-4.5%	246	\$538,300	\$520,000	3.5%	\$485,000	11.0%
KEDRON	9	N/A	N/A	61	\$412,800	\$409,500	0.8%	\$355,000	16.3%
KELVIN GROVE	22	\$421,000	-2.8%	83	\$415,000	\$421,250	-1.5%	\$474,500	-12.5%
LUTWYCHE	11	N/A	N/A	65	\$465,000	\$460,000	1.1%	\$447,000	4.0%
MANLY	4	N/A	N/A	13	N/A	\$550,000	N/A	\$365,500	N/A
MANLY WEST	6	N/A	N/A	44	\$411,500	\$479,749	-14.2%	\$355,000	15.9%
MCDOWALL	3	N/A	N/A	20	\$380,000	\$415,500	-8.5%	\$390,000	-2.6%
MILTON	11	N/A	N/A	63	\$415,000	\$415,000	0.0%	\$490,000	-15.3%
MITCHELTON	6	N/A	N/A	32	\$426,750	\$433,750	-1.6%	\$348,500	22.5%
MOOROOKA	12	N/A	N/A	62	\$385,000	\$396,500	-2.9%	\$378,000	1.9%

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	32	\$460,000	-7.7%	188	\$494,000	\$473,500	4.3%	\$453,000	9.1%
MOUNT GRAVATT	4	N/A	N/A	23	\$449,000	\$460,000	-2.4%	\$435,000	3.2%
MOUNT GRAVATT EAST	13	N/A	N/A	91	\$413,000	\$467,500	-11.7%	\$425,000	-2.8%
MURARRIE	9	N/A	N/A	73	\$508,500	\$520,000	-2.2%	\$570,000	-10.8%
NEW FARM	30	\$635,000	15.5%	180	\$630,000	\$586,648	7.4%	\$542,000	16.2%
NEWMARKET	6	N/A	N/A	45	\$468,500	\$410,000	14.3%	\$400,500	17.0%
NEWSTEAD	47	\$643,625	-3.2%	243	\$650,000	\$630,000	3.2%	\$650,000	0.0%
NORMAN PARK	7	N/A	N/A	43	\$485,000	\$510,000	-4.9%	\$481,000	0.8%
NORTHGATE	10	N/A	N/A	57	\$383,935	\$380,000	1.0%	\$355,000	8.2%
NUNDAH	44	\$375,425	-3.4%	246	\$395,000	\$430,000	-8.1%	\$420,000	-6.0%
OXLEY	14	N/A	N/A	60	\$410,000	\$459,000	-10.7%	\$343,100	19.5%
PADDINGTON	12	N/A	N/A	59	\$530,000	\$533,250	-0.6%	\$510,000	3.9%
RED HILL	9	N/A	N/A	28	\$487,500	\$576,000	-15.4%	\$418,000	16.6%
RICHLANDS	9	N/A	N/A	111	\$370,000	\$367,900	0.6%	\$335,000	10.4%
ROCHEDALE	6	N/A	N/A	44	\$747,500	\$557,500	34.1%	\$389,000	92.2%
ROCKLEA	2	N/A	N/A	8	N/A	\$500,000	N/A	\$356,000	N/A
RUNCORN	16	N/A	N/A	94	\$359,000	\$348,000	3.2%	\$337,000	6.5%
SALISBURY	0	N/A	N/A	4	N/A	\$459,315	N/A	\$367,000	N/A
SHERWOOD	16	N/A	N/A	109	\$430,000	\$460,000	-6.5%	\$432,550	-0.6%
SOUTH BRISBANE	67	\$511,200	-2.4%	371	\$545,000	\$597,500	-8.8%	\$495,000	10.1%
SPRING HILL	22	\$430,000	21.1%	137	\$381,000	\$415,000	-8.2%	\$390,000	-2.3%
ST LUCIA	27	\$545,000	23.6%	154	\$510,000	\$495,000	3.0%	\$470,000	8.5%
STAFFORD	4	N/A	N/A	43	\$380,000	\$420,000	-9.5%	\$400,000	-5.0%
SUNNYBANK HILLS	6	N/A	N/A	48	\$405,000	\$440,000	-8.0%	\$322,500	25.6%
TAIGUM	11	N/A	N/A	57	\$301,000	\$331,000	-9.1%	\$366,000	-17.8%
TARINGA	35	\$371,000	-11.9%	135	\$410,000	\$427,500	-4.1%	\$408,500	0.4%
TENERIFFE	29	\$550,000	-6.0%	146	\$562,500	\$590,500	-4.7%	\$560,000	0.4%
THE GAP	3	N/A	N/A	34	\$520,000	\$591,250	-12.1%	\$448,000	16.1%
TINGALPA	6	N/A	N/A	44	\$346,000	\$375,000	-7.7%	\$327,800	5.6%
TOOWONG	33	\$385,000	-21.8%	220	\$463,500	\$447,250	3.6%	\$498,500	-7.0%
UPPER MOUNT GRAVATT	16	N/A	N/A	106	\$432,000	\$455,000	-5.1%	\$363,000	19.0%
WAKERLEY	11	N/A	N/A	43	\$407,000	\$435,000	-6.4%	\$431,900	-5.8%
WEST END	40	\$564,000	0.7%	227	\$579,000	\$535,000	8.2%	\$510,000	13.5%
WINDSOR	7	N/A	N/A	41	\$410,000	\$492,000	-16.7%	\$452,000	-9.3%
WISHART	11	N/A	N/A	40	\$402,500	\$445,000	-9.6%	\$358,000	12.4%
WOOLLOONGABBA	15	N/A	N/A	124	\$483,700	\$452,000	7.0%	\$439,000	10.2%
WYNNUM	18	N/A	N/A	102	\$441,500	\$410,000	7.7%	\$370,000	19.3%
WYNNUM WEST	9	N/A	N/A	52	\$345,500	\$335,000	3.1%	\$375,000	-7.9%
YERONGA	15	N/A	N/A	86	\$525,000	\$432,500	21.4%	\$420,000	25.0%
YEERONGPILLY	4	N/A	N/A	24	\$442,500	\$450,000	-1.7%	\$375,000	18.0%
ZILLMERE	10	N/A	N/A	89	\$339,000	\$330,000	2.7%	\$362,500	-6.5%

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
BRISBANE (LGA)	75	\$424,000	-1.4%	1257	\$420,000	\$409,500	2.6%	\$300,000	40.0%
BRISBANE (LGA) ^	6	N/A	N/A	42	\$1,128,963	\$752,500	50.0%	\$570,000	98.1%
BRIDGEMAN DOWNS	11	N/A	N/A	116	\$417,500	\$418,000	-0.1%	\$369,500	13.0%
CARINDALE	2	N/A	N/A	24	\$515,000	\$560,000	-8.0%	\$495,000	4.0%
FITZGIBBON	2	N/A	N/A	2	N/A	\$170,000	N/A	\$168,900	N/A
HEATHWOOD	2	N/A	N/A	80	\$307,500	\$305,000	0.8%	\$267,000	15.2%
KENMORE	0	N/A	N/A	7	N/A	\$450,000	N/A	\$345,000	N/A
KURABY	0	N/A	N/A	5	N/A	\$419,500	N/A	\$327,500	N/A
ROCHEDALE	6	N/A	N/A	221	\$475,000	\$485,000	-2.1%	\$394,000	20.6%
UPPER KEDRON	1	N/A	N/A	35	\$365,000	\$381,500	-4.3%	\$299,950	21.7%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-18 \$ / WEEK	DEC-18 NEW BONDS	DEC-17 \$ / WEEK	DEC-17 NEW BONDS	DEC-13 \$ / WEEK	DEC-13 NEW BONDS
BRISBANE CITY		\$435	2516	\$420	2539	\$410	2779
Bayside		\$440	106	\$423	118	\$405	119
4178	Lindum/Lytton/Wynnum	\$440	69	\$420	71	\$405	70
4179	Lota/Manly	\$440	37	\$425	41	\$410	49
City - Inner		\$550	198	\$548	184	\$550	224
4000	Brisbane City/Spring Hill	\$500	15	\$520	11	\$550	18
4005	New Farm/Teneriffe	\$700	13	\$750	14	\$770	15
4006	Bowen Hills/Valley/Herston/Newstead	\$555	7	\$515	12	\$475	9
4064	Milton/Paddington/Rosalie	\$585	49	\$563	42	\$580	49
4066	Auchenflower/MtCootha/Toowong	\$478	32	\$538	30	\$495	39
4067	Ironside/St Lucia	\$495	9	\$500	11	\$525	11
4101	Highgate Hill/South Bris/West End	\$550	28	\$545	21	\$595	24
4102	Buranda/Dutton Park/Woolloongabba	\$465	12	\$475	16	\$495	21
4169	East Bris/Kangaroo Point	\$530	33	\$550	27	\$520	38
North - Inner		\$470	241	\$465	268	\$470	299
4007	Ascot/Hamilton	\$590	22	\$530	17	\$565	27
4010	Albion/Breakfast Creek	n.a.	3	\$460	8	\$625	5
4011	Clayfield/Hendra	\$500	20	\$495	36	\$525	39
4012	Nundah/Toombul/Wavell Heights	\$440	61	\$425	67	\$450	52
4030	Lutwyche/Windsor/Wooloowin	\$490	30	\$500	39	\$460	54
4031	Gordon Park/Kedron	\$450	36	\$455	41	\$450	37
4051	Alderley/Enoggera/Gaythorne/Grange/Newmarket/Wilston	\$450	68	\$455	60	\$460	85
North - Outer		\$410	339	\$400	367	\$385	400
4013	Northgate	\$405	10	\$375	7	\$395	20
4014	Banyo/Nudgee/Virginia	\$418	34	\$400	34	\$400	34
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$410	89	\$413	98	\$370	112
4018	Fitzgibbon/Taigum	\$410	22	\$400	34	\$395	36
4032	Chermside/Craigslea	\$398	52	\$400	47	\$395	59
4034	Aspley/Boondal/Geebung/Zillmere	\$405	114	\$400	130	\$380	127
4036	Bald Hills	\$380	18	\$365	17	\$360	12
North West - Inner		\$550	81	\$500	87	\$495	123
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$560	35	\$530	39	\$500	54
4060	Ashgrove/Dorrington/St Johns Wood	\$550	29	\$428	24	\$510	43
4065	Bardon/Jubilee/Rainworth	\$550	17	\$558	24	\$460	26
North West - Outer		\$450	250	\$425	234	\$410	224
4053	Brookside/Everton Park/McDowall/Stafford	\$450	157	\$420	155	\$400	136
4054	Arana Hills/Keperra	\$430	59	\$420	48	\$400	53
4061	The Gap	\$465	34	\$470	31	\$450	35
South - Inner		\$440	285	\$430	311	\$420	356
4103	Annerley/Fairfield	\$500	29	\$440	39	\$440	40
4104	Yeronga	\$464	12	\$405	7	\$450	17
4105	Clifton Hill/Moorooka/Tennyson	\$420	32	\$430	36	\$410	44
4120	Greenslopes/Stones Corner	\$498	22	\$495	16	\$450	35
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$460	67	\$430	60	\$425	87
4122	Mansfield/Mt Gravatt/Wishart	\$420	123	\$410	151	\$400	131
South - Outer		\$390	331	\$390	281	\$375	294
4106	Brisbane Market/Rocklea	\$380	16	\$365	6	\$350	18
4107	Salisbury	\$395	21	\$398	30	\$370	22
4108	Archerfield/Coopers Plains	\$380	23	\$385	21	\$365	26
4109	Altandi/Macgregor/Robertson/Sunnybank	\$400	101	\$400	78	\$390	80
4110	Acacia Ridge/Larapinta/Willawong	\$340	46	\$350	47	\$350	53
4112	Kuraby	\$360	6	n.a.	4	\$350	13
4113	Eight Miles Plains/Runcorn	\$395	75	\$390	59	\$390	39
4115	Algester/Parkinson	\$400	20	\$390	18	\$380	24
4116	Calamvale/Drewvale/Stretton	\$420	23	\$418	18	\$390	19
South East - Inner		\$490	263	\$470	261	\$460	260
4151	Coorparoo	\$500	41	\$500	39	\$450	27
4152	Camp Hill/Carina/Carindale	\$465	99	\$450	96	\$450	91
4170	Cannon Hill/Morningside/Norman Park	\$498	74	\$475	75	\$450	79
4171	Balmoral/Bulimba/Hawthorne	\$553	38	\$518	34	\$550	49
4172	Murarie	\$420	11	\$430	17	\$450	14



RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY ¹	DEC-18		DEC-17		DEC-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	South East - Outer	\$450	45	\$420	51	\$420	44
4153	Belmont	\$465	10	\$470	8	\$445	6
4154	Gumdale/Ransome/Wakerley	\$525	10	\$465	8	\$520	8
4173	Tingalpa	\$433	16	\$410	27	\$410	21
4174	Doboy/Hemant	\$440	8	\$395	8	\$385	5
	South West - Inner	\$475	87	\$450	91	\$440	110
4068	Chelmer/Indooroopilly/Taringa	\$500	35	\$495	35	\$490	47
4075	Corinda/Graceville/Oxley/Sherwood	\$460	52	\$420	56	\$400	63
	South West - Outer	\$368	290	\$360	286	\$360	326
4069	Brookfield/Chapel Hill/Kenmore	\$460	45	\$450	39	\$430	50
4070	Anstead/Bellbowrie/Moggill	\$415	6			\$410	6
4073	Seventeen Mile Rocks/Sinnamon Park	\$425	12	\$400	7	\$395	10
4074	Jindalee/MtOmmaney/Sumner/Westlake	\$400	44	\$400	48	\$380	60
4076	Darra/Wacol	\$328	26	\$340	20	\$330	33
4077	Doolandella/Durack/Inala/Richlands	\$330	69	\$330	81	\$315	70
4078	Forest Lake/Carole Park	\$355	88	\$355	91	\$350	97

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BRISBANE CITY	\$420	5622	\$400	5199	\$395	3992
	Bayside	\$350	60	\$370	43	\$330	48
4178	Lindum/Lytton/Wynnum	\$353	38	\$388	32	\$330	36
4179	Lota/Manly	\$323	22	\$310	11	\$320	12
	City - Inner	\$490	2614	\$480	2371	\$490	1567
4000	Brisbane City/Spring Hill	\$530	344	\$520	373	\$580	251
4005	New Farm/Teneriffe	\$470	262	\$475	264	\$510	270
4006	Bowen Hills/Valley/Herston/Newstead	\$490	600	\$470	537	\$490	241
4064	Milton/Paddington/Rosalie	\$435	76	\$455	86	\$400	50
4066	Auchenflower/MtCootha/Toowong	\$420	249	\$393	198	\$400	197
4067	Ironside/St Lucia	\$400	84	\$395	104	\$380	74
4101	Highgate Hill/South Bris/West End	\$528	492	\$515	473	\$510	238
4102	Buranda/Dutton Park/Wooloongabba	\$475	194	\$450	102	\$470	81
4169	East Bris/Kangaroo Point	\$500	313	\$460	233	\$495	163
	North - Inner	\$380	1114	\$370	984	\$360	840
4007	Ascot/Hamilton	\$450	236	\$450	169	\$420	146
4010	Albion/Breakfast Creek	\$423	64	\$450	57	\$380	42
4011	Clayfield/Hendra	\$345	124	\$330	124	\$350	155
4012	Nundah/Toombul/Wavell Heights	\$370	223	\$370	200	\$365	180
4030	Lutwyche/Windsor/Woolloowin	\$400	244	\$385	186	\$350	135
4031	Gordon Park/Kedron	\$345	93	\$325	112	\$330	69
4051	Alderley/Enogerra/Gaythorne/Grange/ Newmarket/Wilston	\$350	130	\$350	136	\$350	113
	North - Outer	\$360	289	\$350	276	\$350	256
4013	Northgate	\$340	34	\$300	19	\$300	18
4014	Banyo/Nudgee/Virginia	\$370	5	n.a.	1	n.a.	3
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$280	21	\$288	18	\$285	18
4018	Fitzgibbon/Taigum	\$335	8	\$340	11	\$330	14
4032	Chermside/Craigslea	\$390	154	\$380	157	\$385	120
4034	Aspley/Boondal/Geebung/Zillmere	\$348	66	\$333	66	\$350	83
	North West - Inner	\$410	136	\$405	142	\$400	176
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$410	87	\$400	98	\$420	111
4060	Ashgrove/Dorrington/St Johns Wood	\$400	30	\$400	35	\$390	57
4065	Bardon/Jubilee/Rainworth	\$490	19	\$470	9	\$305	8
	North West - Outer	\$363	92	\$360	93	\$385	83
4053	Brookside/Everton Park/McDowall/Stafford	\$365	81	\$360	87	\$385	83
	South - Inner	\$375	494	\$353	446	\$350	372
4103	Annerley/Fairfield	\$342	120	\$340	91	\$350	85
4104	Yeronga	\$370	36	\$340	27	\$340	30
4105	Clifton Hill/Moorooka/Tennyson	\$350	66	\$340	65	\$330	67
4120	Greenslopes/Stones Corner	\$360	99	\$363	104	\$350	90
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$343	40	\$340	40	\$325	43
4122	Mansfield/Mt Gravatt/Wishart	\$415	131	\$390	117	\$385	57
	South - Outer	\$363	60	\$332	43	\$308	53
4106	Brisbane Market/Rocklea	n.a.	3	n.a.	2	\$280	5
4108	Archerfield/Coopers Plains	\$403	16	\$380	5	\$320	5
4109	Altandi/Macgregor/Robertson/Sunnybank	\$360	16	\$325	15	\$325	19
4113	Eight Miles Plains/Runcorn	\$430	15	\$385	8	\$430	5
4115	Algester/Parkinson	\$290	5	n.a.	4	\$285	5
	South East - Inner	\$390	452	\$380	490	\$375	368
4151	Coorparoo	\$365	133	\$350	176	\$350	155
4152	Camp Hill/Carina/Carindale	\$370	62	\$375	40	\$360	40
4170	Cannon Hill/Morningside/Norman Park	\$410	159	\$400	184	\$390	86
4171	Balmoral/Bulimba/Hawthorne	\$400	88	\$400	78	\$425	85
	South East - Outer	\$365	13	\$300	11	\$300	6
4173	Tingalpa	\$365	9	\$300	9	\$300	5
	South West - Inner	\$380	279	\$375	283	\$375	202
4068	Chelmer/Indooroopilly/Taringa	\$380	209	\$375	209	\$380	159
4075	Corinda/Graceville/Oxley/Sherwood	\$378	70	\$383	74	\$330	43
	South West - Outer	\$320	19	\$320	17	\$330	21
4069	Brookfield/Chapel Hill/Kenmore	n.a.	4	\$320	5	\$395	5
4074	Jindalee/MtOmmaney/Sumner/Westlake	n.a.	2	n.a.	4	n.a.	3
4076	Darra/Wacol	\$285	5	n.a.	1	n.a.	1
4078	Forest Lake/Carole Park	n.a.	3	n.a.	3	\$325	12

RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BRISBANE CITY	\$420	1727	\$410	1758	\$405	1531
	Bayside	\$410	80	\$405	70	\$390	91
4178	Lindum/Lytton/Wynnum	\$405	46	\$400	44	\$390	49
4179	Lota/Manly	\$423	34	\$410	26	\$385	42
	City - Inner	\$563	64	\$630	67	\$600	56
4000	Brisbane City/Spring Hill	n.a.	4	n.a.	3	n.a.	2
4005	New Farm/Teneriffe	\$700	6	\$785	8	\$720	8
4006	Bowen Hills/Valley/Herston/Newstead	n.a.	4	\$700	5	\$510	9
4064	Milton/Paddington/Rosalie	\$563	8	\$620	13	\$600	8
4066	Auchenflower/MtCootha/Toowong	\$528	10	\$513	8	\$580	11
4067	Ironside/St Lucia	\$528	12	n.a.	4	\$595	7
4101	Highgate Hill/South Bris/West End	\$720	15	\$690	25	\$600	6
4169	East Bris/Kangaroo Point	n.a.	3	n.a.	1	n.a.	4
	North - Inner	\$500	135	\$460	118	\$495	127
4007	Ascot/Hamilton	\$550	19	\$550	11	\$520	16
4011	Clayfield/Hendra	\$565	21	\$570	11	\$580	22
4012	Nundah/Toombul/Wavell Heights	\$475	24	\$420	21	\$465	18
4030	Lutwyche/Windsor/Wooloowin	\$493	18	\$525	14	\$500	5
4031	Gordon Park/Kedron	\$445	16	\$460	21	\$445	14
4051	Alderley/Enoggera/Gaythorne/Grange/Newmarket/Wilston	\$485	34	\$450	39	\$490	48
	North - Outer	\$390	175	\$390	226	\$380	176
4013	Northgate	\$453	10	\$425	13	\$430	12
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$375	28	\$370	30	\$365	56
4018	Fitzgibbon/Taigum	\$385	40	\$390	61	\$360	24
4032	Chernside/Craigslea	\$420	20	\$395	28	\$430	19
4034	Aspley/Boondal/Geebung/Zillmere	\$390	67	\$390	77	\$390	53
4036	Bald Hills	n.a.	3	\$355	8	\$350	12
	North West - Inner	\$555	22	\$550	19	\$490	14
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$560	15	\$558	8	\$480	6
4060	Ashgrove/Dorrington/St Johns Wood	n.a.	4	\$475	8	\$490	7
4065	Bardon/Jubilee/Rainworth	n.a.	3	n.a.	3	n.a.	1
	North West - Outer	\$480	87	\$470	105	\$420	62
4053	Brookside/Everton Park/McDowall/Stafford	\$480	73	\$480	91	\$420	52
4054	Arana Hills/Keperra	\$500	6	\$400	7	\$365	6
4061	The Gap	\$460	8	\$450	7	n.a.	4
	South - Inner	\$450	163	\$440	168	\$430	161
4103	Annerley/Fairfield	\$495	19	\$498	18	\$480	31
4104	Yeronga	\$530	23	\$495	18	\$440	12
4105	Clifton Hill/Moorooka/Tennyson	\$450	12	\$430	28	\$445	17
4120	Greenslopes/Stones Corner	\$495	15	\$485	21	\$440	17
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$430	9	\$483	10	\$440	16
4122	Mansfield/Mt Gravatt/Wishart	\$430	85	\$430	73	\$420	68
	South - Outer	\$400	389	\$395	369	\$390	334
4107	Salisbury	\$430	14	\$425	12	\$480	5
4109	Altandi/Macgregor/Robertson/Sunnybank	\$400	59	\$405	46	\$400	59
4110	Acacia Ridge/Larapinta/Willawong	\$360	17	\$373	30	\$350	5
4112	Kuraby	\$388	24	\$370	11	\$370	13
4113	Eight Miles Plains/Runcorn	\$405	128	\$408	116	\$400	139
4115	Algester/Parkinson	\$385	31	\$395	51	\$375	38
4116	Calamvale/Drewvale/Stretton	\$395	106	\$390	101	\$380	73
	South East - Inner	\$500	218	\$480	255	\$485	189
4151	Coorparoo	\$515	18	\$465	10	\$490	14
4152	Camp Hill/Carina/Carindale	\$470	92	\$450	117	\$450	90
4170	Cannon Hill/Morningside/Norman Park	\$485	63	\$490	79	\$490	52
4171	Balmoral/Bulimba/Hawthorne	\$618	32	\$610	40	\$575	23
4172	Murarrie	\$530	13	\$500	9	\$520	10
	South East - Outer	\$415	46	\$420	55	\$405	63
4153	Belmont	\$430	8	\$425	8	\$430	6
4154	Gumdale/Ransome/Wakerley	\$415	17	\$435	28	\$410	41
4173	Tingalpa	\$410	16	\$398	14	\$380	16
	South West - Inner	\$450	74	\$450	71	\$410	71
4068	Chelmer/Indooroopilly/Taringa	\$520	29	\$500	19	\$510	14

RENTAL MARKET - 3 BED TOWNHOUSES (CONT'D)							
POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
4075	Corinda/Graceville/Oxley/Sherwood	\$400	45	\$420	52	\$400	57
	South West - Outer	\$360	274	\$350	235	\$355	187
4069	Brookfield/Chapel Hill/Kenmore	\$510	10	n.a.	4	n.a.	2
4073	Seventeen Mile Rocks/Sinnamon Park	\$420	11	n.a.	3	\$410	17
4074	Jindalee/MtOmmaney/Summer/Westlake	\$405	13	\$395	10	\$400	20
4076	Darra/Wacol	\$370	13	\$380	12	\$350	5
4077	Doolandella/Durack/Inala/Richlands	\$355	192	\$350	172	\$340	118
4078	Forest Lake/Carole Park	\$349	34	\$350	32	\$355	24

MOST EXPENSIVE SUBURBS - HOUSES <2400M ²		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TENERIFFE	\$1,850,000	-24.2%
ASCOT	\$1,605,000	7.0%
NEW FARM	\$1,535,000	-1.0%
BULIMBA	\$1,400,000	8.5%
HAMILTON	\$1,352,500	2.5%

MOST AFFORDABLE SUBURBS - HOUSES <2400M ²		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
ELLEN GROVE	\$293,750	1.3%
INALA	\$365,000	0.7%
ACACIA RIDGE	\$400,000	-1.2%
DURACK	\$413,500	-1.6%
ROCKLEA	\$400,000	3.5%

MOST EXPENSIVE SUBURBS - UNITS		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
ROCHEDALE	\$747,500	34.1%
NEWSTEAD	\$650,000	3.2%
BARDON	\$634,250	2.5%
NEW FARM	\$630,000	7.4%
WEST END	\$579,000	8.2%

MOST AFFORDABLE SUBURBS - UNITS		
SUBURB	ANNUAL MEDIAN SALE	1YR CHANGE
TAIGUM	\$301,000	-9.1%
ALGESTER	\$309,500	-24.5%
BRACKEN RIDGE	\$320,000	-4.9%
ZILLMERE	\$339,000	2.7%
ENOGGERA	\$345,000	-22.5%



EMPLOYMENT MARKET

GOLD COAST SA4



Unemployment Rate

4.3%



Participation Rate

68.6%

HOUSE MARKET (<2400M²)



Quarter median price

\$630,000



Annual median price

\$625,500



Annual volume of sales

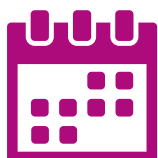
5,881



Annual median price 5yrs ago

\$480,000

HOUSE MARKET ALL



Median days on market

46 Days



Median vendor discount

-5.3%



Stock on market

10.1%

Economic upswing for firming market

Gold Coast residential properties displayed signs of a softened market in the last quarter of 2018, and while there's expectation this trend will continue in 2019, long-term confidence remains.

There were competing metrics dominating the Gold Coast real estate market heading into the end of 2018.

The annual median house price reached a new high of \$625,500 in December 2018, following annual median price growth of 1.4 per cent. Houses on blocks larger than 2400 square metres grew in value around 5.5 per cent to an annual median of \$870,000, demonstrating strength for this product.

Despite the good news, rising days on market and increased vendor discounting for houses highlighted challenges.

The outlook for the house market is one of steady consolidation for the remainder of the year – which can be viewed as a positive given reported property price falls in other major Australian cities.

The unit market showed a mix of results with opposing price movement between annual and quarterly measures, while a large drop in sales volumes bodes well for the sector.

That said, the new and near-new investor stock is reportedly doing it tough. Anecdotal discussion with local professionals revealed many resales of new stock are trading as a discount to their original contract price.

Regional Economy and Investment

Tourism continues to be the region's big-ticket economic driver, with ongoing benefits from the 2018 Commonwealth Games proving a boom to the Gold Coast region.

Modelling by the State Government showed more than 90 major events are booked-in for newly constructed and upgraded Gold Coast Commonwealth Games venues in 2019. It's expected these events will add tens of millions to the Gold Coast economy.

"Off the back of the Commonwealth Games, we've attracted events like SportsAccord, the Pan Pac Masters, Australian Transplant Games, Big Boys Toys Expo and the Australian University Nationals," according to assistant Tourism Industry Development Minister and Member for Gaven, Meaghan Scanlon.

The profile of the Gold Coast as an entertainment industry hub was already well established, but recent announcement about new Queensland production as well as the world premiere of the Aquaman film provided further exposure.

According to Queensland Premier Anastacia Palaszczuk, positioning the Gold Coast to take on the blockbuster super hero project had proved a financial success.

"And the rewards speak for themselves – 1000 jobs for Queensland cast and crews, another 700 roles for extras and more than \$144 million injected into the local economy," Premier Palaszczuk said.

HOUSE MARKET (<2400m²)

The house market strengthened slightly this quarter as the median price rose 0.8 per cent, to \$630,000 and recent market trends data reveals the annual volume of sales fell approximately 16 per cent.

Over the past year, the annual median house price rose 1.4 per cent to \$625,500 – an increase of approximately \$8500. The Gold Coast was the state's third most expensive LGA for houses based on the annual median price to December 2018 behind Noosa (\$739,500) and Brisbane (\$675,000).

UNIT MARKET



Quarter
median price ↑
\$427,500



Annual
median price ↓
\$430,000

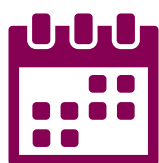


Annual volume
of sales ↓
9,650



Annual median
price 5 yrs ago ↑
\$352,900

UNIT MARKET



Median days on
market
59 Days



Median vendor
discount
-5.0%



Stock on market
8.4%

Medium term investment proved savvy, with the December 2018 annual median house price having increased over 30 per cent on the \$480,000 figure in December 2013.

Sale volumes saw a substantial drop over the December 2018 quarter with 1070 transactions, a result that was down on the September 2018 number by 32 per cent.

Stock on Market rose over the same time period from 7.3 per cent on 2017 to 10.1 per cent in 2018.

Most homes traded in the \$500,000 - \$749,999 price bracket. Sales in this price sector made up 46.9 per cent of all transaction in the December 2018 quarter.

Six suburbs were in the million-dollar club in December 2018 based on the quarterly median price: Mermaid Beach, Surfers Paradise, Bundall, Broadbeach Waters, Clear Island Waters and Coolangatta. These suburbs had quarterly median prices between \$1.05 million and \$1.297 million.

General Activity

Market trends data reveals challenging conditions for vendors via lengthening days on market and increasing vendor discounts.

Total annual house listing numbers rose to 13,368 in 2018 – a huge 36 per cent jump on the 2017 figure of 9806.

Median days on market lengthened by 11 days on the 2017 figure to come in at 46 days in December 2018. Similarly, median vendor discount increased one per cent, from 4.3 per cent in December 2017 to 5.3 per cent in December 2018.

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

LAND

For vacant land <2400 square metres, prices softened slightly in the December quarter across the Gold Coast LGA, down one per cent to a quarterly median of \$292,500.

Sales volume dropped dramatically from 200 in the September 2018 quarter to 52 in the December 2018 quarter.

The annual measures show that during the year to December 2018, vacant land of this size rose 7.4 per cent in value to a 12-month median of \$290,000.

Vacant land >2400 square metres rose in value by 5.4 per cent during the year to record an annual median of \$485,000 as at December 2018.

UNIT MARKET

The unit market appeared to firm slightly going into the end of 2018.

Unit and townhouses rose over the quarter 0.6 per cent to record a quarterly median of \$427,500.

For the past year, the annual median unit price fell 1.2 per cent, from \$435,000 in December 2017 to \$430,000 in December 2018.

The Gold Coast was the state's third most expensive LGA for units based on the annual median price to December 2018 behind Noosa (\$570,000) and Brisbane (\$440,000).

Medium-term price performance has been positive with units recording a rise of 21.8 per cent on the \$352,900 figure recorded in December 2013.

Sale volumes saw a substantial drop over the December 2018 quarter with 1427 transactions – a figure that was down on the September 2018 result of 2554 by 44 per cent.

Most units traded in the \$350,000 to \$499,999 bracket. Sales in this price sector made up 36 per cent of all transaction in the December 2018 quarter.



RENTAL MARKET



Vacancy Rates



4.8%



House Yields



4.1%



Unit Yields



5.4%

The five most-expensive unit markets based on the quarterly median to December 2018 were Currumbin (\$777,000), Main Beach (\$750,000), Hollywell (\$720,000), Bilinga (\$714,000) and Benowa (\$694,000).

In contrast to the housing market, the volume of annual listing for units fell 16 per cent, from 12,080 in December 2017 to 10,088 in December 2018.

The fall on annual sales volumes should have put upward pressure on median days on market and median vendor discount. However, median days on market lengthened by 16 days, to 59 days in December 2018. Median vendor discount also increased from 4.2 per cent in December 2017 to 5 per cent in December 2018.

RENTAL MARKET

The Gold Coast rental price has continued to resist the observed falling demand since the conclusion of the Commonwealth Games.

The annual median rental price to December 2018 for houses was \$500 per week and for units was \$440 per week, both of which reflect a \$10 per week gain over the year, supportive of a rising trend.

The vacancy rate was weak at 4.8 per cent as at December 2018. This is a huge swing from the tight 1.7 per cent vacancy rate recorded in September 2018.

The Gold Coast is Queensland's most expensive rental market for three-bedroom houses and two-bedroom units, with median rents of \$500 and \$440 a week.

The most expensive three-bedroom house median asking rent in December 2018 was \$660 per week in the locational cluster of Broadbeach/Mermaid Beach/ Nobby Beach/Rialto.

The most expensive two-bedroom unit median asking rent in December 2018 was \$465 per week in the locational cluster of Reedy Creek/Stephens/Varsity Lakes.

Rental yields held relatively steady over the December quarter. House and unit yields are estimated at 4.1 per cent and 5.4 per cent, respectively.

"More than 90 major events are booked-in for newly constructed and upgraded Gold Coast Commonwealth Games venues in 2019. It's expected these events will add tens of millions to the Gold Coast economy."



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
GOLD COAST (LGA)	1070	\$630,000	0.8%	5881	\$625,500	\$617,000	1.4%	\$480,000	30.3%
GOLD COAST (LGA) ^	89	\$835,000	-4.0%	617	\$870,000	\$825,000	5.5%	\$650,000	33.8%
ARUNDEL	17	N/A	N/A	124	\$592,500	\$600,000	-1.3%	\$465,000	27.4%
ASHMORE	33	\$610,000	4.3%	166	\$590,000	\$587,500	0.4%	\$435,000	35.6%
BENOWA	28	\$825,000	3.1%	112	\$900,000	\$885,000	1.7%	\$685,000	31.4%
BIGGERA WATERS	8	N/A	N/A	48	\$701,500	\$648,000	8.3%	\$485,000	44.6%
BONOGIN ^	12	N/A	N/A	57	\$817,000	\$812,500	0.6%	\$586,250	39.4%
BROADBEACH WATERS	32	\$1,056,000	-15.5%	179	\$1,160,000	\$1,120,000	3.6%	\$740,000	56.8%
BUNDALL	22	\$1,060,000	6.0%	92	\$1,020,000	\$1,027,500	-0.7%	\$740,000	37.8%
BURLEIGH HEADS	14	N/A	N/A	79	\$870,000	\$822,500	5.8%	\$580,000	50.0%
BURLEIGH WATERS	36	\$740,000	-11.4%	186	\$800,000	\$787,500	1.6%	\$542,500	47.5%
CARRARA	29	\$606,500	2.8%	130	\$587,500	\$575,000	2.2%	\$427,000	37.6%
CLEAR ISLAND WATERS	10	N/A	N/A	71	\$1,054,950	\$1,135,000	-7.1%	\$768,500	37.3%
COOLANGATTA	4	N/A	N/A	22	\$801,000	\$830,000	-3.5%	\$585,000	36.9%
COOMBAH	13	N/A	N/A	77	\$525,000	\$492,750	6.5%	\$392,000	33.9%
COOMERA	27	\$449,250	-0.2%	115	\$442,000	\$465,000	-5.0%	\$359,500	22.9%
CURRUMBIN	5	N/A	N/A	19	N/A	\$840,000	N/A	\$637,500	N/A
CURRUMBIN VALLEY ^	3	N/A	N/A	20	\$920,000	\$875,000	5.1%	\$753,000	22.2%
CURRUMBIN WATERS	18	N/A	N/A	90	\$663,500	\$670,000	-1.0%	\$490,000	35.4%
ELANORA	37	\$685,000	-2.0%	184	\$685,000	\$665,000	3.0%	\$485,000	41.2%
GILSTON	7	N/A	N/A	41	\$590,000	\$610,000	-3.3%	\$465,000	26.9%
HELENSVALE	50	\$614,500	4.2%	245	\$613,500	\$580,000	5.8%	\$459,167	33.6%
HIGHLAND PARK	32	\$513,500	-7.3%	110	\$570,000	\$550,000	3.6%	\$407,500	39.9%
HOLLYWELL	7	N/A	N/A	45	\$770,000	\$736,000	4.6%	\$540,000	42.6%
HOPE ISLAND	18	N/A	N/A	64	\$690,000	\$657,500	4.9%	\$492,500	40.1%
JACOBS WELL	3	N/A	N/A	30	\$500,000	\$460,000	8.7%	\$357,500	39.9%
LABRADOR	11	N/A	N/A	89	\$550,000	\$540,875	1.7%	\$389,500	41.2%
LOWER BEECHMONT	1	N/A	N/A	19	N/A	\$459,000	N/A	\$295,000	N/A
MAUDSLAND	13	N/A	N/A	60	\$550,500	\$530,000	3.9%	\$440,000	25.1%
MERMAID BEACH	5	N/A	N/A	60	\$1,375,000	\$1,650,000	-16.7%	\$862,500	59.4%

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

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
MERRIMAC	9	N/A	N/A	61	\$525,000	\$529,250	-0.8%	\$395,000	32.9%
MIAMI	8	N/A	N/A	54	\$777,500	\$795,000	-2.2%	\$520,000	49.5%
MOLENDINAR	12	N/A	N/A	75	\$594,500	\$598,444	-0.7%	\$471,000	26.2%
MUDGEERABA	21	\$586,000	-0.9%	122	\$590,000	\$585,000	0.9%	\$450,000	31.1%
MUDGEERABA ^	7	N/A	N/A	32	\$845,000	\$825,000	2.4%	\$632,500	33.6%
NERANG	27	\$458,500	-1.1%	159	\$465,000	\$452,000	2.9%	\$360,000	29.2%
NERANG ^	3	N/A	N/A	32	\$882,500	\$830,000	6.3%	\$750,000	17.7%
ORNEAU	40	\$492,500	0.5%	207	\$485,000	\$470,000	3.2%	\$406,000	19.5%
ORNEAU HILLS	13	N/A	N/A	75	\$525,000	\$505,000	4.0%	\$449,000	16.9%
OXENFORD	29	\$520,000	-4.0%	183	\$532,500	\$526,500	1.1%	\$436,500	22.0%
PACIFIC PINES	44	\$531,000	-5.4%	228	\$550,000	\$537,000	2.4%	\$450,000	22.2%
PALM BEACH	24	\$800,000	-8.3%	138	\$833,000	\$820,000	1.6%	\$532,500	56.4%
PARADISE POINT	18	N/A	N/A	114	\$1,110,000	\$1,016,000	9.3%	\$800,000	38.8%
PARKWOOD	19	N/A	N/A	120	\$590,000	\$615,000	-4.1%	\$450,000	31.1%
PIMPAMA	16	N/A	N/A	186	\$475,000	\$490,000	-3.1%	\$399,000	19.0%
REEDY CREEK	14	N/A	N/A	85	\$810,000	\$805,000	0.6%	\$610,000	32.8%
ROBINA	49	\$710,000	4.4%	291	\$680,000	\$690,000	-1.5%	\$517,500	31.4%
RUNAWAY BAY	20	\$774,000	-21.2%	126	\$960,000	\$986,000	-2.6%	\$730,000	31.5%
SOUTHPORT	41	\$600,000	3.7%	188	\$589,000	\$592,000	-0.5%	\$430,000	37.0%
SPRINGBROOK	2	N/A	N/A	14	N/A	\$413,250	N/A	\$275,000	N/A
SURFERS PARADISE	20	\$1,280,000	-34.0%	93	\$1,477,500	\$1,400,000	5.5%	\$1,163,750	27.0%
TALLAI ^	11	N/A	N/A	51	\$935,000	\$905,000	3.3%	\$740,000	26.4%
TALLEBUDGERA ^	9	N/A	N/A	49	\$924,000	\$915,000	1.0%	\$660,000	40.0%
TALLEBUDGERA VALLEY ^	2	N/A	N/A	24	\$1,095,000	\$1,065,000	2.8%	\$757,500	44.6%
TUGUN	14	N/A	N/A	67	\$658,000	\$614,000	7.2%	\$507,500	29.7%
UPPER COOMERA	71	\$500,000	2.0%	432	\$495,000	\$490,000	1.0%	\$381,000	29.9%
VARSITY LAKES	26	\$613,000	-0.3%	131	\$620,000	\$615,000	0.8%	\$470,000	31.9%
WONGAWALLAN ^	1	N/A	N/A	22	\$855,000	\$780,000	9.6%	\$670,000	27.6%
WORONGARY	5	N/A	N/A	46	\$510,000	\$499,000	2.2%	\$387,500	31.6%
WORONGARY ^	1	N/A	N/A	34	\$735,000	\$775,000	-5.2%	\$577,500	27.3%
WORONGARY ^	2	N/A	N/A	37	\$740,000	\$765,000	-3.3%	\$577,500	28.1%



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
GOLD COAST (LGA)	1427	\$427,500	0.6%	9650	\$430,000	\$435,000	-1.2%	\$352,900	21.8%
ARUNDEL	14	N/A	N/A	86	\$351,500	\$361,000	-2.6%	\$300,000	17.2%
ASHMORE	14	N/A	N/A	88	\$341,500	\$329,500	3.6%	\$259,000	31.9%
BENOWA	29	\$694,000	24.3%	131	\$620,000	\$640,000	-3.1%	\$542,000	14.4%
BIGGERA WATERS	36	\$330,500	-11.9%	264	\$381,000	\$459,000	-17.0%	\$395,000	-3.5%
BILINGA	8	N/A	N/A	51	\$685,000	\$565,000	21.2%	\$395,000	73.4%
BROADBEACH	62	\$572,500	1.3%	449	\$550,000	\$550,000	0.0%	\$455,000	20.9%
BROADBEACH WATERS	6	N/A	N/A	72	\$562,500	\$433,500	29.8%	\$380,000	48.0%
BUNDALL	5	N/A	N/A	50	\$395,000	\$448,203	-11.9%	\$350,000	12.9%
BURLEIGH HEADS	54	\$523,500	0.7%	337	\$514,000	\$495,178	3.8%	\$365,375	40.7%
BURLEIGH WATERS	27	\$439,000	-2.3%	113	\$455,000	\$442,000	2.9%	\$325,500	39.8%
CARRARA	33	\$429,000	-4.5%	201	\$450,000	\$468,000	-3.9%	\$410,000	9.8%
CLEAR ISLAND WATERS	5	N/A	N/A	39	\$447,000	\$441,000	1.4%	\$470,000	-4.9%
COOLANGATTA	45	\$621,750	-6.2%	269	\$625,500	\$520,000	20.3%	\$390,000	60.4%
COOMBABAH	23	\$325,000	-12.2%	155	\$355,000	\$357,000	-0.6%	\$298,500	18.9%
COOMERA	42	\$510,000	-3.3%	276	\$510,000	\$429,000	18.9%	\$438,000	16.4%
CURRUMBIN	8	N/A	N/A	78	\$560,000	\$555,000	0.9%	\$417,500	34.1%
CURRUMBIN WATERS	13	N/A	N/A	62	\$410,000	\$460,000	-10.9%	\$290,000	41.4%
ELANORA	15	N/A	N/A	80	\$421,150	\$381,750	10.3%	\$288,000	46.2%
HELENSVALE	16	N/A	N/A	171	\$495,000	\$561,500	-11.8%	\$326,000	51.8%
HIGHLAND PARK	4	N/A	N/A	35	\$310,000	\$306,750	1.1%	\$276,000	12.3%
HOLLYWELL	3	N/A	N/A	33	\$710,000	\$685,000	3.7%	\$621,000	14.3%
HOPE ISLAND	52	\$680,000	6.3%	417	\$717,500	\$685,000	4.7%	\$425,000	68.8%
LABRADOR	70	\$370,000	1.4%	449	\$357,000	\$360,000	-0.8%	\$308,750	15.6%
MAIN BEACH	35	\$750,000	2.5%	241	\$700,000	\$727,000	-3.7%	\$557,500	25.6%
MERMAID BEACH	33	\$424,000	-3.6%	252	\$430,000	\$420,000	2.4%	\$330,000	30.3%
MERMAID WATERS	16	N/A	N/A	150	\$401,100	\$383,250	4.7%	\$297,500	34.8%
MERRIMAC	20	\$339,000	-10.3%	119	\$365,000	\$395,000	-7.6%	\$380,000	-3.9%
MIAMI	23	\$477,500	-18.3%	206	\$505,000	\$500,500	0.9%	\$336,000	50.3%
MUDGEERABA	18	N/A	N/A	116	\$422,500	\$412,000	2.6%	\$322,000	31.2%
NERANG	23	\$318,500	-5.8%	156	\$325,000	\$330,000	-1.5%	\$265,000	22.6%
ORMEAU	12	N/A	N/A	67	\$380,000	\$375,000	1.3%	\$305,000	24.6%
OXENFORD	13	N/A	N/A	90	\$330,000	\$325,000	1.5%	\$261,000	26.4%
PACIFIC PINES	17	N/A	N/A	101	\$369,000	\$360,000	2.5%	\$365,000	1.1%
PALM BEACH	51	\$442,500	-2.2%	311	\$475,000	\$445,000	6.7%	\$332,500	42.9%
PARADISE POINT	15	N/A	N/A	126	\$707,500	\$700,500	1.0%	\$560,000	26.3%

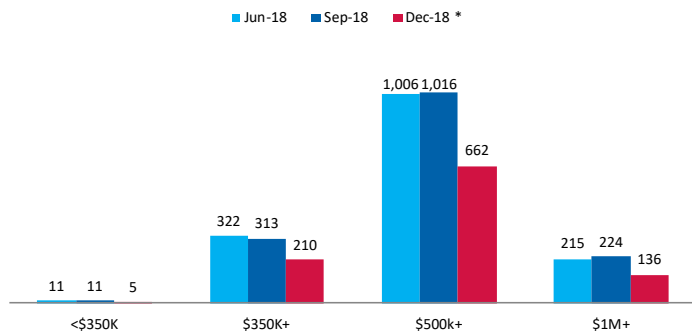
SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

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
PARKWOOD	3	N/A	N/A	19	N/A	\$347,000	N/A	\$300,000	N/A
PIMPAMA	22	\$396,000	-2.9%	216	\$401,900	\$373,000	7.8%	\$385,000	4.4%
REEDY CREEK	14	N/A	N/A	65	\$390,000	\$365,000	6.9%	\$268,500	45.3%
ROBINA	55	\$449,000	-1.6%	348	\$460,000	\$463,000	-0.7%	\$431,500	6.6%
RUNAWAY BAY	29	\$490,000	-17.0%	179	\$529,000	\$470,000	12.6%	\$448,750	17.9%
SOUTHPORT	115	\$376,500	3.7%	786	\$375,000	\$392,000	-4.3%	\$315,000	19.0%
SURFERS PARADISE	220	\$377,500	0.7%	1311	\$380,000	\$380,000	0.0%	\$355,000	7.0%
TUGUN	24	\$467,500	-8.3%	133	\$469,000	\$470,000	-0.2%	\$357,500	31.2%
UPPER COOMERA	20	\$350,000	1.4%	144	\$352,000	\$390,000	-9.7%	\$293,000	20.1%
VARSITY LAKES	38	\$448,800	7.5%	319	\$442,250	\$448,000	-1.3%	\$366,000	20.8%

SALES MARKET - VACANT LAND <2400m²

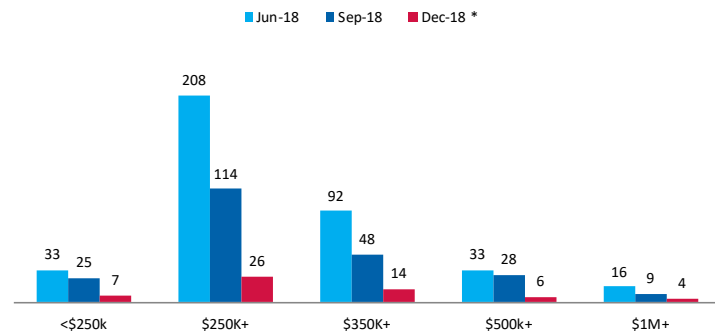
POST CODE	LOCALITY ¹			SEP-18		SEP-17		SEP-13	
				\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
GOLD COAST (LGA)	52	\$292,500	1.0%	885	\$290,000	\$270,000	7.4%	\$227,750	27.3%
GOLD COAST (LGA) ^	5	N/A	N/A	109	\$485,000	\$460,000	5.4%	\$350,000	38.6%
COOMERA	9	N/A	N/A	165	\$277,000	\$261,000	6.1%	\$220,000	25.9%
ELANORA	0	N/A	N/A	3	N/A	\$363,750	N/A	\$305,000	N/A
GILSTON	1	N/A	N/A	3	N/A	\$340,000	N/A	\$250,000	N/A
HELENSVALE	5	N/A	N/A	74	\$384,900	\$389,900	-1.3%	\$475,000	-19.0%
HOPE ISLAND	0	N/A	N/A	5	N/A	\$697,500	N/A	\$307,500	N/A
MAUDSLAND	4	N/A	N/A	46	\$288,000	\$287,000	0.4%	\$226,000	27.4%
ORMEAU	0	N/A	N/A	18	N/A	\$238,000	N/A	\$220,000	N/A
ORMEAU HILLS	2	N/A	N/A	14	N/A	\$251,800	N/A	\$209,995	N/A
PACIFIC PINES	0	N/A	N/A	1	N/A	\$485,000	N/A	\$246,500	N/A
PIMPAMA	17	N/A	N/A	311	\$275,000	\$261,000	5.4%	\$220,000	25.0%
REEDY CREEK	1	N/A	N/A	11	N/A	\$385,000	N/A	\$299,500	N/A
UPPER COOMERA	0	N/A	N/A	52	\$311,000	\$279,000	11.5%	\$225,000	38.2%
WILLOW VALE	0	N/A	N/A	2		\$204,750	N/A	\$198,500	N/A

GOLD COAST HOUSE SALES



*Preliminary data
Houses<2400m²

GOLD COAST LAND SALES



*Preliminary data

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$500	930	\$490	882	\$420	1031
4208	Gilberton/Jacobs Well/Ormeau	\$415	14	\$420	11	\$375	24
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$400	120	\$400	142	\$379	119
4210	Oxenford/Studio Village/Wongawallan	\$435	20	\$410	13	\$390	21
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$460	90	\$450	95	\$395	122
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$530	57	\$593	52	\$470	72
4213	Austinville/Mudgeeraba/Springbrook/ Tallai/ Worongary	\$500	39	\$510	27	\$420	54
4214	Arundel/Ashmore/Ernest/ Parkwood	\$480	65	\$463	62	\$420	83
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$475	109	\$455	103	\$390	110
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$463	62	\$480	59	\$400	78
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$640	44	\$600	40	\$560	36
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$660	53	\$595	55	\$510	62
4220	Andrews/Burleigh/Miami/Tally Valley	\$613	56	\$590	49	\$450	56
4221	Elanora/Palm Bch	\$585	62	\$590	39	\$460	50
4223	Currumbin/Currumbin Valley	\$585	24	\$560	13	\$420	31
4224	Tugun	\$600	5	\$540	6	\$390	8
4226	Kerrydale/Merrimac/Robina	\$550	82	\$530	76	\$450	63
4227	Reedy Ck/Stephens/Varsity Lakes	\$520	22	\$515	31	\$465	29

Scenic Rim Regional		\$350	75	\$333	98	\$295	127
4270	Tamborine/ Biddaddaba/ Boyland/ Mundoolun/ Winglepong	n.a.	3	n.a.	2	n.a.	1
4272	Mt Tamborine	\$460	16	\$428	20	\$375	16
4285	Beaudesert/ Cedar Vale/ Innisplain/ Kooralbyn/ Lamington	\$330	36	\$320	51	\$290	42
4309	Aratula/ Kalbar	n.a.	4	\$280	8	\$260	9
4310	Boonah/ Duganden/ Mt Alford	\$300	12	\$295	8	\$265	25

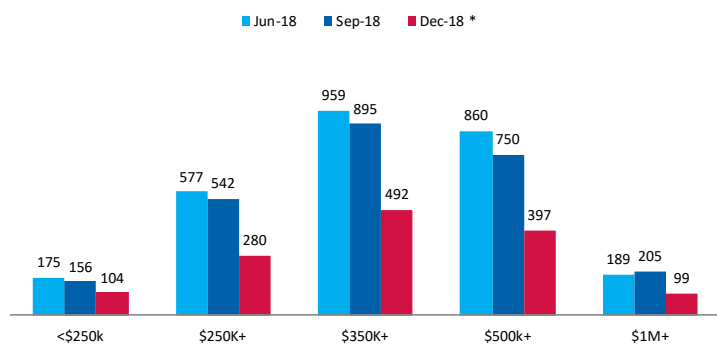
RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$450	1000	\$430	996	\$380	1259
4208	Gilberton/Jacobs Well/Ormeau	\$390	11	\$380	6	\$370	21
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$395	169	\$385	163	\$350	154
4210	Oxenford/Studio Village/Wongawallan	\$375	10	\$408	10	\$350	13
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$415	136	\$405	165	\$360	221
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$490	81	\$470	62	\$420	43
4213	Austinville/Mudgeeraba/Springbrook/ Tallai/ Worongary	\$430	28	\$420	23	\$360	44
4214	Arundel/Ashmore/Ernest/ Parkwood	\$420	30	\$410	37	\$360	50
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$450	95	\$420	102	\$385	148
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$448	56	\$430	65	\$360	89
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$490	45	\$495	35	\$470	73
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$565	30	\$530	26	\$400	25
4220	Andrews/Burleigh/Miami/Tally Valley	\$490	35	\$470	27	\$450	25
4221	Elanora/Palm Bch	\$528	36	\$545	29	\$400	22
4223	Currumbin/Currumbin Valley	\$473	16	\$528	16	\$360	24
4224	Tugun	\$490	11	\$485	12	\$430	34
4226	Kerrydale/Merrimac/Robina	\$533	148	\$530	159	\$430	178
4227	Reedy Ck/Stephens/Varsity Lakes	\$490	61	\$480	57	\$410	88

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$440	2281	\$430	2126	\$355	2540
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$340	17	\$340	13	\$300	9
4210	Oxenford/Studio Village/Wongawallan	\$325	9	\$320	14	\$300	21
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$395	48	\$370	29	\$330	36
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$420	37	\$430	49	\$390	47
4214	Arundel/Ashmore/Ernest/ Parkwood	\$370	18	\$360	15	\$290	20
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$410	569	\$410	555	\$340	585
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$420	205	\$413	234	\$350	192
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$460	441	\$450	405	\$385	612
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$430	299	\$428	238	\$350	341
4220	Andrews/Burleigh/Miami/Tally Valley	\$440	174	\$430	157	\$370	183
4221	Elanora/Palm Bch	\$420	121	\$395	95	\$320	166
4223	Currumbin/Currumbin Valley	\$448	20	\$450	13	\$350	25
4224	Tugun	\$450	40	\$390	26	\$310	31
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	\$405	94	\$395	82	\$330	134
4226	Kerrydale/Merrimac/Robina	\$450	67	\$448	60	\$400	54
4227	Reedy Ck/Stephens/Varsity Lakes	\$465	116	\$455	132	\$410	79
	Scenic Rim Regional	\$280	20	\$253	32	\$220	37
4285	Beaudesert/ Cedar Vale/ Innisplain/ Kooralbyn/ Lamington/ etc	\$275	13	\$240	26	\$210	32

GOLD COAST UNIT SALES



*Preliminary data

EMPLOYMENT MARKET

TOOWOOMB SA4



Unemployment Rate

5.5%



Participation Rate

64.7%

HOUSE MARKET (<2400M²)



Quarter median price

\$371,000



Annual median price

\$352,000



Annual volume of sales

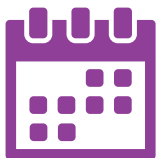
1,916



Annual median price 5yrs ago

\$322,000

HOUSE MARKET ALL



Median days on market

48 Days



Median vendor discount

-5.5%



Stock on market

8.4%

Holding steady

The Toowoomba market held relatively steady over 2018 with median house and unit prices marginally reducing by year's end.

The annual median house price finished the year on \$352,000, with the median unit price on \$305,000.

Toowoomba might be located about 700 metres above sea level, but it's definitely not out of sight or out of mind with multibillion-dollar major infrastructure projects being the rule rather than the exception of late.

The Toowoomba Wellcamp Airport and the much anticipated opening of a section of the Second Range Crossing means it remains a progressive region.

Given Toowoomba is home to the University of Southern Queensland, its rental market has long been in healthy shape – and the most recent QMM data shows it is verging on “rude good health” with a vacancy rate of 1.8 per cent.

Solid yields for both houses and units, ably helped by affordable property prices, means that the Garden City has more than held its own during the recent turbulent market times in many other regional locations.

Regional Economy and Infrastructure Investment

Toowoomba has been the happy beneficiary of a number of major infrastructure projects over recent years, with some only requiring a few years of planning such as the Toowoomba Wellcamp Airport, and others taking years and years to come to fruition.

The biggest news for the region over the most recent quarter was the opening to traffic of the western section of the Toowoomba Second Range Crossing.

The TSRC required decades of lobbying to become a reality, given its \$1.6 billion construction price tag required commitment from local, state and federal governments.

As Toowoomba is an important contributor to the state's economy, and is a growing city, the bypass was critical to support its ambitions to become Australia's most innovative and productive rural city.

According to the State Government, the Second Range Crossing is projected to contribute more than \$2.4 billion in economic and productivity gains for Toowoomba businesses and industry over the next 30 years.

Local participation from the Toowoomba and Lockyer Valley region on the project was measured at just over 80 per cent in the total dollar value of contracts with up to 1800 direct and indirect jobs forecast to be created during construction, operation and maintenance stages of the project.

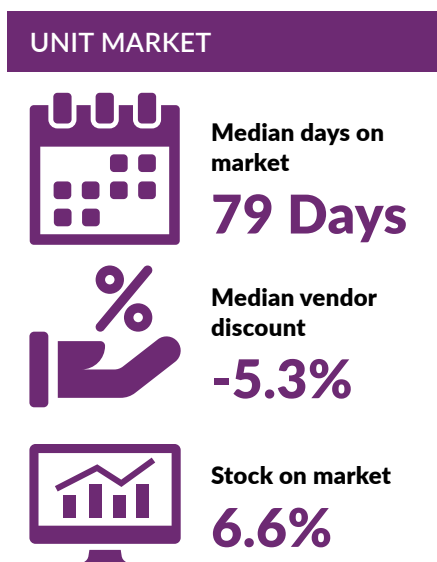
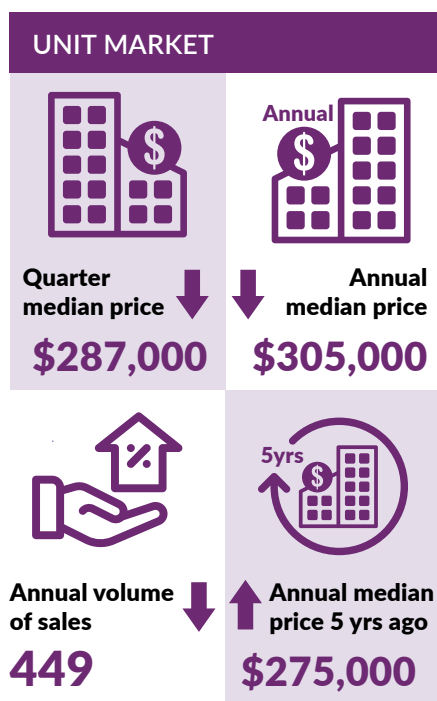
Outside of Toowoomba, Warwick and Goondiwindi will benefit from almost \$2.8 million in funding that will ensure the delivery of vital infrastructure for both towns.

A new water reservoir will be built at the Warwick Wastewater Treatment Facility to supply industry with class A recycled water.

The pipeline will play a key role in building the region's resilience to drought and provides an alternative water source for the industrial estate, helping to conserve precious water supplies for the community, according to the State Government.

Market Outlook

The Toowoomba property market remained steady over 2018, however, there are signs that better times are ahead.



Billions of dollars in new infrastructure, as well as its affordability compared to southeast Queensland, both point to an economy on the right side of the ledger.

Compared to other regional Queensland locations over the past five years, Toowoomba has held its own and even recorded a reasonable uptick in housing prices when other areas saw prices fall sharply.

With an affordable median house price within an hour's drive of Brisbane, as well as its picturesque location on the Darling Downs, Toowoomba might not get much time in the property sun but that could change – in a sustainable way – in the years ahead.

House Market

The Garden City of Toowoomba finished 2018 at almost the same point that it started, with its annual median house price reducing 0.9 per cent to \$352,000 for the year ending December.

Its quarterly median result produced a price uplift of six per cent, however, the previous quarterly median had dropped by 3.4 per cent so some of that change was clawing back those statistical losses.

The statistically high result over the quarter, however, was enough for Toowoomba to be named as the strongest major LGA housing market performer in the State.

While the majority of suburbs didn't record enough sales over the quarter for a reliable median house price to be calculated, some suburbs reported solid reports.

The median house price in Rangeville increased by 12.3 per cent to \$457,500, Middle Ridge's median rose by 8.5 per cent to \$542,500, and Centenary Heights was up 8 per cent to \$373,500 for the quarter.

The annual median house price in the local government area increased \$30,000 for the past five years, from \$322,000 in December 2013 to \$352,000 in December 2018.

Unit Market

The Toowoomba unit market is tracking along similar lines to its housing market, albeit with more volatility in quarterly price results given its smaller volume of sales.

Its median unit price reduced 7.4 per cent over the quarter to \$287,000, however, over the year its reduction was only 0.6 per cent.

With 449-unit sales recorded over the year, it is a small part of the Toowoomba market but is growing every year given affordability considerations.

The annual median unit price was \$305,000 in December 2018. This compares to the annual median unit price of \$275,000 in December 2013 – an increase of 10.9 per cent.



Units in East Toowoomba were clearly in strong demand over the year, with median prices up by 15.2 per cent to \$380,000.

The inner-city suburb's desirable location is no doubt part of the reason for this result, which has pushed the median unit price up nearly 65 per cent over the past five years.

The number of unit listings in Toowoomba increased marginally over the year, however, days on market have reduced from 84 to 79.

Similar to the housing market, vendor discounting has increased marginally from 5 per cent in December 2017 to 5.3 per cent in December 2018.

Rental Market

The Toowoomba rental market continues to tighten, with its residential vacancy rates falling from 1.9 per cent to 1.8 per cent between the September and December quarters last year.

Median are increasing marginally due to low vacancies.

The weekly median rent for a three-bedroom house increased \$10 to \$310 over the year, while two-bedroom units and three-bedroom townhouses increased by \$5 per week.

Gross rental yields in Toowoomba are classified as steady over the past year, with houses reporting a yield of 4.3 per cent and units 4.5 per cent.

RENTAL MARKET



Vacancy Rates

↔ 1.8%



House Yields

↑ 4.3%



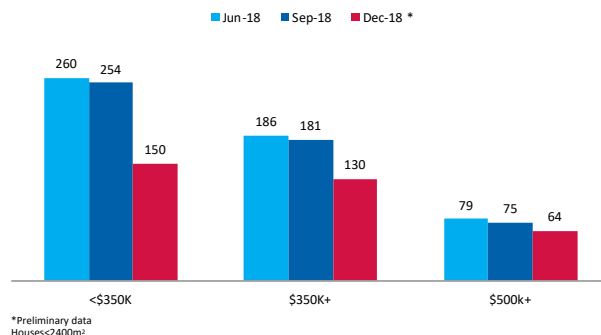
Unit Yields

↔ 4.5%

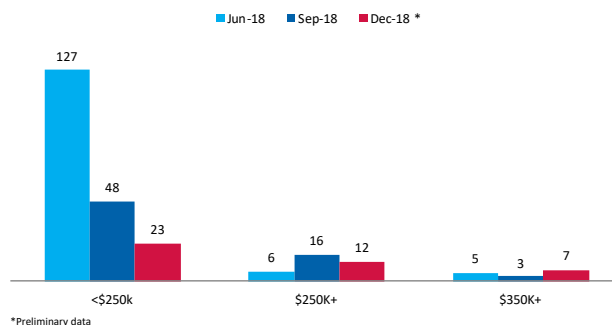
RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOOWOOMBA REGIONAL	\$250	394	\$245	415	\$240	322
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Loffy/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsons	\$255	365	\$245	384	\$240	305
4352	Cabarlah/Gowrie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcott/Wyreema	n.a.	3	\$260	8	n.a.	1
4401	Oakey	\$208	8	\$213	8	\$180	6
4614	Yarraman	n.a.	4	n.a.	3	n.a.	3
	GOONDIWINDI REGIONAL	\$240	25	\$205	22	\$190	28
4390	Goondiwindi	\$240	23	\$205	22	\$190	24
	SOUTHERN DOWNS REGIONAL	\$230	45	\$201	56	\$200	53
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$235	31	\$200	33	\$200	39
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$230	13	\$223	22	\$200	13
	WESTERN DOWNS REGIONAL	\$185	51	\$170	53	\$270	62
4405	Dalby	\$185	37	\$193	32	\$235	31
4413	Chinchilla	\$185	11	\$150	14	\$400	24

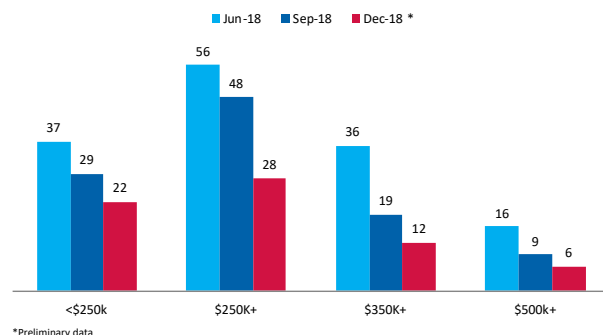
TOOWOOMBA HOUSE SALES



TOOWOOMBA LAND SALES



TOOWOOMBA UNIT SALES



SALES MARKET - HOUSES <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TOOWOOMBA (LGA)	353	\$371,000	6.0%	1916	\$352,000	\$355,000	-0.9%	\$322,000	9.3%
TOOWOOMBA (LGA) ^	79	\$550,000	2.8%	458	\$530,000	\$520,000	1.9%	\$461,000	15.0%
CENTENARY HEIGHTS	23	\$373,500	8.0%	106	\$365,000	\$370,000	-1.4%	\$332,000	9.9%
CROWS NEST	3	N/A	N/A	27	\$315,000	\$290,000	8.6%	\$245,000	28.6%
DARLING HEIGHTS	8	N/A	N/A	49	\$335,000	\$342,000	-2.1%	\$319,000	5.0%
EAST TOOWOOMBA	18	N/A	N/A	81	\$514,500	\$482,500	6.6%	\$395,000	30.3%
GLENVALE	10	N/A	N/A	69	\$352,500	\$355,000	-0.7%	\$335,000	5.2%
GLENVALE ^	2	N/A	N/A	15	N/A	\$560,000	N/A	\$482,000	N/A
HARLAXTON	5	N/A	N/A	38	\$270,000	\$289,000	-6.6%	\$250,000	8.0%
HARRISTOWN	27	\$282,000	-11.5%	149	\$305,000	\$313,915	-2.8%	\$290,000	5.2%
HIGHFIELDS	5	N/A	N/A	38	\$475,500	\$479,000	-0.7%	\$450,000	5.7%
HIGHFIELDS ^	12	N/A	N/A	72	\$550,750	\$537,000	2.6%	\$483,000	14.0%
KEARNEYS SPRING	19	N/A	N/A	123	\$397,000	\$380,000	4.5%	\$349,250	13.7%
KINGSTHORPE	6	N/A	N/A	19	N/A	\$327,000	N/A	\$270,000	N/A
KLEINTON	9	N/A	N/A	35	\$515,000	\$510,500	0.9%	\$452,500	13.8%
MERINGANDAN WEST ^	6	N/A	N/A	23	\$410,000	\$410,000	0.0%	\$322,500	27.1%
MIDDLE RIDGE	22	\$542,500	8.5%	107	\$520,000	\$520,000	0.0%	\$458,000	13.5%
MOUNT LOFTY	16	N/A	N/A	78	\$448,000	\$477,500	-6.2%	\$352,500	27.1%
NEWTOWN	34	\$328,750	6.1%	158	\$310,000	\$300,000	3.3%	\$272,500	13.8%
NORTH TOOWOOMBA	13	N/A	N/A	63	\$363,500	\$296,000	22.8%	\$277,250	31.1%
Oakey	4	N/A	N/A	37	\$203,000	\$220,000	-7.7%	\$225,000	-9.8%
PITTSWORTH	3	N/A	N/A	32	\$273,500	\$300,000	-8.8%	\$280,000	-2.3%
RANGEVILLE	28	\$457,500	12.3%	146	\$441,250	\$440,000	0.3%	\$387,250	13.9%
ROCKVILLE	10	N/A	N/A	49	\$280,000	\$273,500	2.4%	\$243,000	15.2%
SOUTH TOOWOOMBA	17	N/A	N/A	94	\$330,000	\$327,500	0.8%	\$295,000	11.9%
TOOWOOMBA CITY	7	N/A	N/A	35	\$355,000	\$345,000	2.9%	\$297,500	19.3%
WESTBROOK	7	N/A	N/A	60	\$441,250	\$452,000	-2.4%	\$420,000	5.1%
WILSONTON	11	N/A	N/A	71	\$286,000	\$310,000	-7.7%	\$282,000	1.4%
WILSONTON HEIGHTS	10	N/A	N/A	50	\$254,500	\$267,500	-4.9%	\$268,000	-5.0%
WYREEMA	4	N/A	N/A	23	\$335,000	\$335,000	0.0%	\$292,000	14.7%

SURROUNDS									
GOONDIWINDI (LGA)	14	N/A	N/A	84	\$291,250	\$265,000	9.9%	\$220,000	32.4%
GOONDIWINDI	9	N/A	N/A	63	\$325,000	\$315,000	3.2%	\$271,000	19.9%

SOUTHERN DOWNS (LGA)	59	\$245,000	2.1%	361	\$250,000	\$250,000	0.0%	\$241,500	3.5%
SOUTHERN DOWNS (LGA) ^	26	\$327,500	-6.7%	164	\$340,000	\$360,000	-5.6%	\$297,500	14.3%
STANTHORPE	12	N/A	N/A	82	\$251,250	\$259,500	-3.2%	\$229,250	9.6%
WARWICK	35	\$265,000	6.0%	180	\$274,750	\$246,000	11.7%	\$250,000	9.9%

WESTERN DOWNS (LGA)	56	\$192,500	1.3%	256	\$192,500	\$190,325	1.1%	\$294,000	-34.5%
WESTERN DOWNS (LGA) ^	14	N/A	N/A	90	\$305,000	\$300,000	1.7%	\$436,000	-30.0%
CHINCHILLA	22	\$191,500	6.4%	70	\$182,500	\$195,000	-6.4%	\$362,500	-49.7%
DALBY	22	\$223,750	3.4%	134	\$220,000	\$226,250	-2.8%	\$259,250	-15.1%
DALBY ^	4	N/A	N/A	22	\$380,000	\$400,000	-5.0%	\$466,750	-18.6%

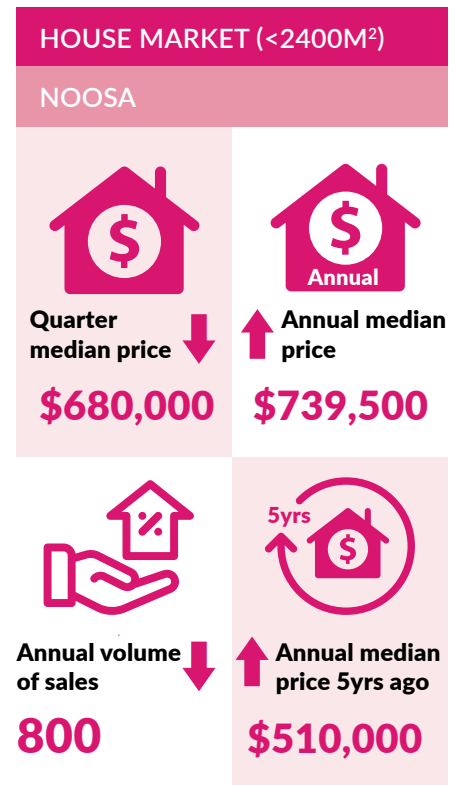
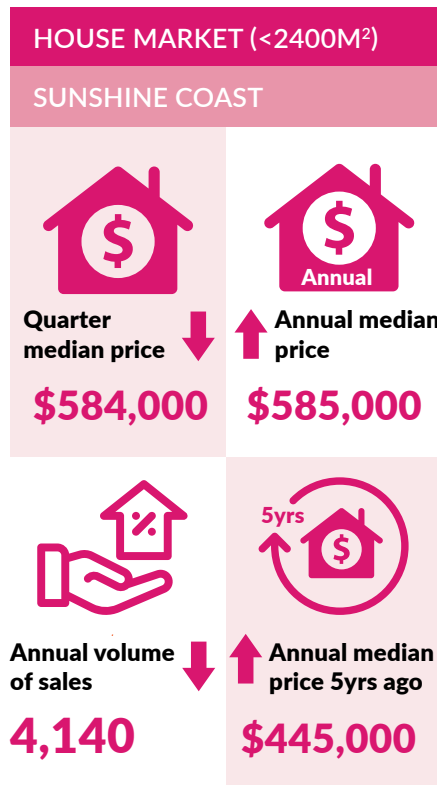
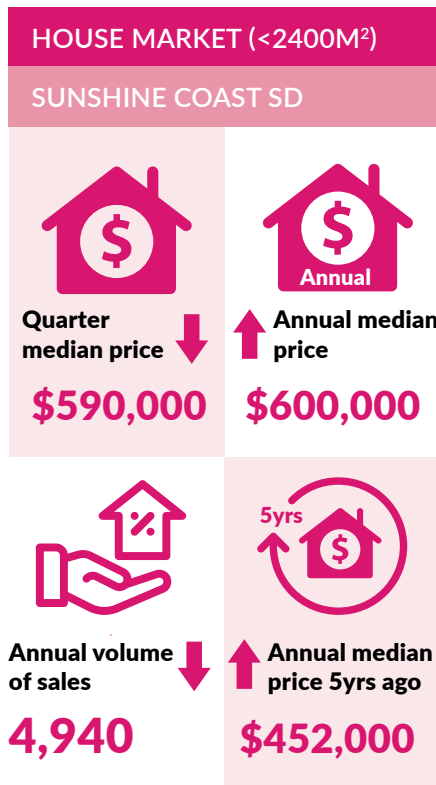
RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY^	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$325	30	\$320	35	\$330	17
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonsnton	\$325	30	\$320	35	\$320	16
SOUTHERN DOWNS REGIONAL		\$283	6	\$285	7	\$270	6
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$285	5	\$270	6	n.a.	3
WESTERN DOWNS REGIONAL		\$200	10	\$200	9	\$500	9
4405	Dalby	n.a.	1	n.a.	1	\$0	0
4413	Chinchilla	\$210	5	\$200	7	\$500	9

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
TOOWOOMBA (LGA)	68	\$287,000	-7.4%	449	\$305,000	\$306,750	-0.6%	\$275,000	10.9%
CENTENARY HEIGHTS	8	N/A	N/A	30	\$326,250	\$369,500	-11.7%	\$322,798	1.1%
EAST TOOWOOMBA	7	N/A	N/A	61	\$380,000	\$330,000	15.2%	\$230,750	64.7%
HARRISTOWN	8	N/A	N/A	30	\$300,000	\$305,000	-1.6%	\$244,000	23.0%
HIGHFIELDS	3	N/A	N/A	9	N/A	\$385,500	N/A	\$304,500	N/A
KEARNEYS SPRING	9	N/A	N/A	41	\$289,000	\$294,000	-1.7%	\$279,250	3.5%
NEWTOWN	9	N/A	N/A	60	\$240,000	\$299,950	-20.0%	\$265,000	-9.4%
RANGEVILLE	4	N/A	N/A	29	\$365,000	\$360,500	1.3%	\$319,000	14.4%
SOUTH TOOWOOMBA	8	N/A	N/A	46	\$319,250	\$320,000	-0.2%	\$265,000	20.5%
WILSONTON	1	N/A	N/A	25	\$299,500	\$294,975	1.5%	\$242,500	23.5%

SALES MARKET - VACANT LAND <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TOOWOOMBA (LGA)	20	\$174,500	4.3%	297	\$179,500	\$174,500	2.9%	\$154,000	16.6%
TOOWOOMBA (LGA) ^	22	\$281,750	22.5%	114	\$230,500	\$215,000	7.2%	\$169,500	36.0%
CRANLEY	0	N/A	N/A	1	N/A	\$167,500	N/A	\$154,975	N/A
GLENVALE	0	N/A	N/A	11	N/A	\$167,500	N/A	\$170,000	N/A
KEARNEYS SPRING	1	N/A	N/A	55	\$197,000	\$193,250	1.9%	\$160,250	22.9%
KLEINTON	1	N/A	N/A	22	\$193,000	\$194,750	-0.9%	\$151,000	27.8%
MIDDLE RIDGE	1	N/A	N/A	6	N/A	\$281,250	N/A	\$203,750	N/A
WESTBROOK	2	N/A	N/A	31	\$200,000	\$207,000	-3.4%	\$154,000	29.9%
WYREEMA	0	N/A	N/A	8	N/A	\$167,200	N/A	\$112,000	N/A

SURROUNDS									
SOUTHERN DOWNS (LGA)	9	N/A	N/A	62	\$94,000	\$90,000	4.4%	\$79,500	18.2%

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY^	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$310	494	\$300	499	\$290	601
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonsnton	\$320	372	\$305	408	\$300	454
4352	Cabarlah/Gowrie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcott/Wyreema	\$310	17	\$350	23	\$330	25
4355	Crows Nest/Emu Creek	\$273	6	\$275	5	\$270	9
4356	Pittsworth/Mount Tyson	\$280	25	\$275	13	\$255	24
4357	Millmerran	\$250	11	n.a.	4	\$270	10
4358	Cambooya/Ramsay	n.a.	3	\$270	6	\$240	6
4361	Clifton	\$240	7	\$240	5	\$225	8
4400	Kingsthorpe	\$320	5	\$270	5	\$270	8
4401	Oakey	\$273	26	\$255	18	\$260	36
GOONDIWINDI REGIONAL		\$300	42	\$275	40	\$265	32
4387	Inglewood	\$225	5	\$240	13	\$200	6
4390	Goondiwindi	\$310	31	\$295	25	\$285	22
SOUTHERN DOWNS REGIONAL		\$270	129	\$270	121	\$250	145
4362	Allora/Hendon/Talgai/Berat/Deuchar	\$255	7	n.a.	3	\$250	8
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$265	67	\$263	66	\$250	90
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$320	36	\$285	41	\$260	32
WESTERN DOWNS REGIONAL		\$230	102	\$220	95	\$350	171
4405	Dalby	\$250	60	\$250	47	\$320	79
4410	Jandowae	n.a.	4	n.a.	3	n.a.	4
4413	Chinchilla	\$220	22	\$198	34	\$430	56
4415	Miles	\$200	7	n.a.	4	\$550	22



EMPLOYMENT MARKET

SUNSHINE COAST SA4



Unemployment Rate

6.4%



Participation Rate

62.2%

"Even though it appears that the Sunshine Coast's market is moderating, days on market continue to trend down over the past year with the median hitting 49 days in Noosa."

Market sunshine dims somewhat

If we were to continue with a sunshine metaphor, perhaps the December quarter could be characterised as a little cloudy as some of the shine is starting to come off property prices in the Sunshine Coast region.

Median house prices reduced across the region, but such a moderation in the market shouldn't take away from its spectacular performance over recent times.

That is, over the year ending December 2018, Noosa posted annual median house price growth of 11.7 per cent to record \$739,500 while the Sunshine Coast SD increased by 5.3 per cent to hit an even \$600,000.

Noosa's unit market also proved a winner over the year with price growth of 10 per cent over the year to hit a median price that is \$130,000 more expensive than Brisbane.

The region's rental market is also in good shape, with residential rental vacancies rates sitting below two per cent and rents continuing to increase year on year as well.

There is no doubt that the Sunshine Coast has been the shining star of the Queensland market over the past few years, but even the brightest stars need to have some time out of the spotlight, don't you think?

Regional Economy and Infrastructure Investment

On the economic front, the Sunshine Coast continues to be the home of significant infrastructure investment as well as the beneficiary of a booming tourism sector.

In fact, strong growth in Queensland's burgeoning international tourism sector has seen the Sunshine State out-perform both NSW and Victoria, according to new data.

International and National Visitor Survey data showed that Queensland experienced



strong growth in domestic and international visitors, with record highs in visitor expenditure and total visitor numbers over the past year.

In the year ending September 2018, international visitor expenditure grew 11.5 per cent – more than double the Australian rate.

Queensland also saw record highs in international visitor numbers, with 2,762,000 visitors spending \$5.9 billion in Queensland.

Ditto, a record 22,794,000 domestic visitors spent \$17.6 billion in Queensland in the year ending September 2018 – more than 12.5 per cent growth in expenditure year-on-year.

The data found that Queensland experienced record expenditure from several international markets including Singapore (\$167.6 million), Canada (\$161.9 million) and France (\$101.4 million).

Record visitation was also seen from New Zealand (485,000), Taiwan (82,000) and Canada (63,000).

Construction has begun on the \$35 million Sunshine Coast International Broadband Submarine Cable network project, which will provide Australia's fastest data and telecommunications transmission speeds to Asia.

The project will see an undersea fibre optic cable built to connect the Sunshine Coast and Queensland directly to Asia and the United States.

According to the State Government, the cable will be a major business and investment drawcard, particularly for enterprise with large data requirements.

An independent assessment commissioned by council estimates the project will create up to 864 new jobs and could add \$927 million to our state's economy.

The project will provide the only international cable landing on the east coast of Australia outside of Sydney, which will be situated adjacent to the Maroochydore City Centre Priority Development Area.

The new Maroochydore CBD is also starting to take shape with the first office building approved recently.

The \$30 million Foundation Place will become the first building in SunCentral's Maroochydore City Centre with construction expected to start in June and finish a year later.

The eight-level, energy-efficient office complex features more than 5,000 square metres, incorporating ground floor retail, five levels of commercial space as well as car parking across two podium levels.

House Market

Some of the gloss might have come off the Sunshine Coast's results over the past quarter, but that doesn't take away from its stellar performance over the year ending December.

Noosa and the Sunshine Coast SD markets ended the year as the best performing LGA locations in the state.

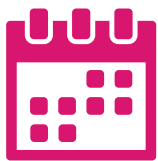
Noosa posted annual median house price growth of 11.7 per cent to record \$739,500 while the Sunshine Coast SD increased by 5.3 per cent to hit an even \$600,000.

Noosa was also the second-best major unit market and the best land market over the past year in Queensland, according to QMM data.



HOUSE MARKET ALL

SUNSHINE COAST SD

Median days on
market

44 Days

Median vendor
discount

-3.9%

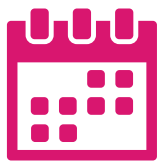


Stock on market

9.1%

HOUSE MARKET ALL

SUNSHINE COAST

Median days on
market

39 Days

Median vendor
discount

-3.9%



Stock on market

8.9%

HOUSE MARKET ALL

NOOSA

Median days on
market

49 Days

Median vendor
discount

-5.7%



Stock on market

10.1%

All three Sunshine Coast markets, however, posted median house price falls over the quarter, which is perhaps not that surprisingly giving its bear run of late.

Noosa's quarterly median house price dropped by 8.2 per cent to \$680,000, while the Sunshine Coast SD dropped by 3.1 per cent to \$590,000 and the Sunshine Coast LGA was down one per cent to \$584,000.

It's important to remember that both locations, as well as the Sunshine Coast LGA, have outshone all other major Queensland markets over the past five years.

Looking at the medium-term data, median house prices in Noosa increased 45 per cent, from an annual median of \$510,000 in December 2013.

According to the QMM, a total of 13 suburbs in the Sunshine Coast SD reported double-digit annual house price growth over year ending December 2018.

There are also now four million-dollar suburbs in the region in Alexandra Headland, Minyama, Noosa Heads and Sunshine Beach.

For those looking for affordable housing on the Sunshine Coast, five suburbs remain under \$450,000 – within one even located in the Noosa region.

- Burnside
- Coes Creek
- Landsborough
- Nambour
- Cooran (Noosa region)

General Activity

The annual volume of sales is starting to trend down across the Sunshine Coast, no doubt following its recent period of strong activity and price growth.

However, the number of listings has fallen in both Noosa and the Sunshine Coast LGA, but are up for the Sunshine Coast SD.

Even though it appears that the Sunshine Coast's market is moderating, days on market continue to trend down over the past year with the median hitting 49 days in Noosa.

Vendor discounting has also reduced, with sellers not having to drop their asking prices by too much to secure a sale.

The smallest vendor discount over the year ending December was in the Sunshine Coast LGA, which posted a median of just 3.9 per cent.

Unit Market

Similar to the housing market, the Sunshine Coast's unit sector overall lost a bit of its groove over the December quarter, perhaps partly due to the continuation of tighter lending conditions.

Over the year, the Sunshine Coast SD's unit market was mostly flat, with its median unit price growth of 1.2 per cent to \$430,000.

The Sunshine Coast LGA was flat over the year to maintain a median unit price of \$415,000.

Noosa's median unit price increased an impressive 10 per cent to \$570,000 to take out the second-best major market performer in the State for 2018.

The median unit price in Noosa is now \$130,000 more expensive than the capital city of Brisbane.

When it comes to sale volumes, the Sunshine Coast is experiencing lower sales than the same time the year before.

Considering what goes up, must at some point come down – or moderate as is the situation on the Sunshine Coast – there is no denying that the region's unit market should take a bow for its performance over the past five years.



The median unit price in Noosa has increased by 47.9 per cent, in Sunshine Coast SD it has risen by 24.3 per cent and in the Sunshine Coast LGA, the median unit price is up 21.7 per cent.

Considering the Queensland median unit price growth over the past five years was a paltry eight per cent, the Sunshine Coast should not forget anytime soon how it outperformed everywhere else over recent years.

Rental Market

The Sunshine Coast SD's residential vacancy rate continued to drop over the December quarter – hitting 1.8 per cent.

Noosa's vacancy rate also fell from 1.8 per cent to 1.5 per cent.

With strong interstate migration into Queensland, and into tourism locations like the Sunshine Coast, no doubt this is part of the reason why the region's vacancy rates are sitting in the "more demand than supply" territory.

Reflecting supply constraints, median weekly rents are increasing across the region.

The median rent for a two-bedroom unit on the Sunshine Coast increased \$15 per week over the year to be \$370.

The median weekly rent for a three-bedroom townhouse was up \$5 to \$430.

In Noosa, the median weekly rent for a three-bedroom townhouse skyrocketed by \$120 per week over the December quarter, however, new housing stock hitting the market as well as an element of making up for previous median price falls are likely the reason.

Over the year, this median rent rose by a more sustainable \$30 to end the year at \$640 per week.

Because of the high entry costs into the Noosa markets, investors there have to "make do" with lower yields.

However, one can only presume they are more than happy with the capital growth they have achieved over recent years.

The gross house rent yield in Noosa is now 3.8 per cent, while on the Sunshine Coast it is four per cent.

For units, given their lower entry price-points in the region, investors are achieving gross rental yields of 4.7 per cent on the Sunshine Coast and four per cent in Noosa.

UNIT MARKET

NOOSA



Quarter
median price ↓
\$530,000



Annual
median price ↑
\$570,000



Annual volume
of sales ↓
757



Annual median
price 5 yrs ago ↑
\$385,308

UNIT MARKET

SUNSHINE COAST LGA



Quarter
median price ↓
\$406,000



Annual
median price ↔
\$415,000



Annual volume
of sales ↓
2,936

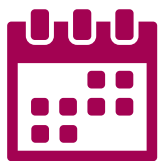


Annual median
price 5 yrs ago ↑
\$341,000



UNIT MARKET

SUNSHINE COAST LGA



Median days on market

50 Days



Median vendor discount

-3.1%

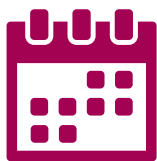


Stock on market

8.5%

UNIT MARKET

NOOSA



Median days on market

45 Days



Median vendor discount

-4%



Stock on market

8.5%

RENTAL MARKET

SUNSHINE COAST LGA



Vacancy Rates

↓ 1.7%



House Yields

↔ 4.0%



Unit Yields

↔ 4.7%

RENTAL MARKET

NOOSA



Vacancy Rates

↓ 1.5%



House Yields

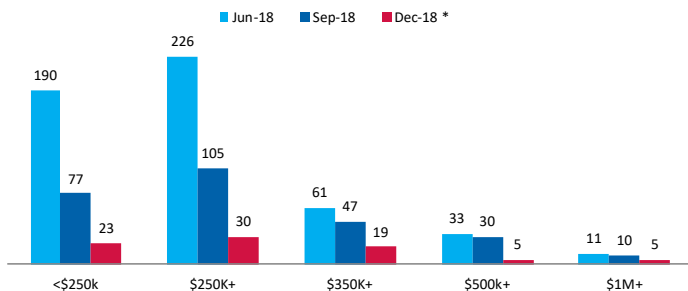
↓ 3.8%



Unit Yields

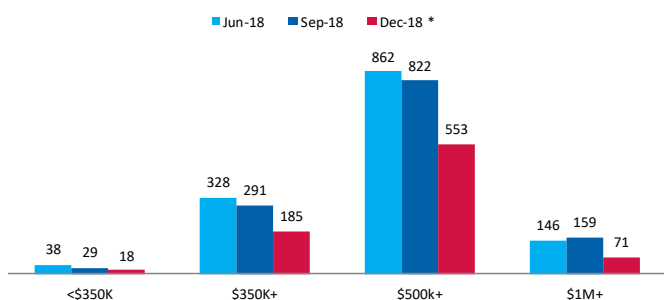
↑ 4.0%

SUNSHINE COAST & NOOSA LAND SALES

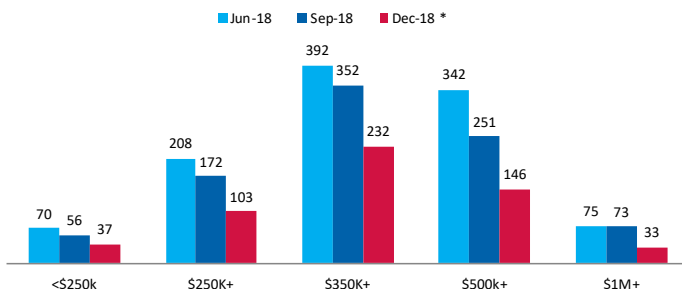


*Preliminary data

SUNSHINE COAST & NOOSA HOUSE SALES

*Preliminary data
Houses<2400m²

SUNSHINE COAST & NOOSA UNIT 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
SUNSHINE COAST (SD)	882	\$590,000	-3.1%	4940	\$600,000	\$570,000	5.3%	\$452,000	32.7%
SUNSHINE COAST (SD) ^	185	\$720,000	-2.7%	1155	\$720,000	\$670,000	7.5%	\$522,000	37.9%
SUNSHINE COAST (LGA)	747	\$584,000	-1.0%	4140	\$585,000	\$557,500	4.9%	\$445,000	31.5%
SUNSHINE COAST (LGA) ^	130	\$737,000	-0.4%	770	\$720,000	\$670,000	7.5%	\$520,000	38.5%
ALEXANDRA HEADLAND	9	N/A	N/A	30	\$1,125,000	\$1,010,000	11.4%	\$825,000	36.4%
AROONA	8	N/A	N/A	66	\$560,000	\$562,500	-0.4%	\$427,500	31.0%
BATTERY HILL	3	N/A	N/A	41	\$577,000	\$536,250	7.6%	\$408,500	41.2%
BEERWAH	22	\$435,000	-5.4%	104	\$450,000	\$448,500	0.3%	\$370,000	21.6%
BIRTINYA	7	N/A	N/A	55	\$659,000	\$638,000	3.3%	\$630,000	4.6%
BLI BLI	31	\$562,250	2.5%	130	\$546,000	\$535,000	2.1%	\$410,000	33.2%
BOKARINA	4	N/A	N/A	24	\$702,000	\$681,000	3.1%	\$482,500	45.5%
BUDDINA	9	N/A	N/A	67	\$825,000	\$750,000	10.0%	\$560,000	47.3%
BUDERIM	83	\$672,500	4.7%	482	\$660,500	\$640,000	3.2%	\$515,000	28.3%
BUDERIM ^	6	N/A	N/A	36	\$1,160,000	\$1,035,000	12.1%	\$840,000	38.1%
BURNSIDE	8	N/A	N/A	52	\$445,750	\$415,000	7.4%	\$344,000	29.6%
CALOUNDRA	7	N/A	N/A	29	\$555,000	\$545,000	1.8%	\$435,250	27.5%
CALOUNDRA WEST	20	\$470,000	-1.1%	119	\$497,750	\$469,950	5.9%	\$400,000	24.4%
COES CREEK	5	N/A	N/A	48	\$446,000	\$438,000	1.8%	\$350,000	27.4%
COOLUM BEACH	30	\$689,750	-9.6%	133	\$690,000	\$660,000	4.6%	\$439,500	57.0%
CURRIMUNDI	19	N/A	N/A	81	\$550,000	\$522,750	5.2%	\$429,500	28.1%
DICKY BEACH	1	N/A	N/A	24	\$783,000	\$749,000	4.5%	\$558,000	40.3%
EUMUNDI	6	N/A	N/A	22	\$554,500	\$500,500	10.8%	\$424,000	30.8%
EUMUNDI ^	5	N/A	N/A	41	\$958,000	\$795,000	20.5%	\$659,500	45.3%
GLASS HOUSE MOUNTAINS	17	N/A	N/A	68	\$487,500	\$477,000	2.2%	\$387,500	25.8%
GLASS HOUSE MOUNTAINS ^	6	N/A	N/A	34	\$553,756	\$504,500	9.8%	\$393,500	40.7%
GOLDEN BEACH	22	\$581,000	-6.3%	94	\$595,000	\$565,000	5.3%	\$420,000	41.7%
KULUIN	8	N/A	N/A	40	\$503,750	\$490,000	2.8%	\$386,150	30.5%
LANDSBOROUGH	13	N/A	N/A	53	\$425,000	\$413,000	2.9%	\$345,000	23.2%
LITTLE MOUNTAIN	37	\$560,500	0.3%	160	\$560,000	\$541,000	3.5%	\$452,500	23.8%
MALENY	9	N/A	N/A	44	\$552,000	\$535,000	3.2%	\$422,000	30.8%
MALENY ^	5	N/A	N/A	30	\$760,000	\$710,000	7.0%	\$651,250	16.7%
MARCOOLA	3	N/A	N/A	30	\$610,000	\$601,000	1.5%	\$479,000	27.3%
MAROOCHYDORE	27	\$652,500	-3.3%	171	\$660,000	\$603,000	9.5%	\$455,000	45.1%
MERIDAN PLAINS	10	N/A	N/A	54	\$528,500	\$504,950	4.7%	\$452,000	16.9%
MINYAMA	6	N/A	N/A	53	\$1,413,500	\$1,020,000	38.6%	\$697,500	102.7%
MOFFAT BEACH	9	N/A	N/A	46	\$795,500	\$725,000	9.7%	\$567,500	40.2%
MOOLOOLABA	9	N/A	N/A	75	\$840,000	\$735,000	14.3%	\$565,000	48.7%
MOOLOOLAH VALLEY	5	N/A	N/A	24	\$505,000	\$465,000	8.6%	\$361,250	39.8%
MOOLOOLAH VALLEY ^	4	N/A	N/A	30	\$635,000	\$587,500	8.1%	\$505,000	25.7%
MOUNT COOLUM	10	N/A	N/A	70	\$601,500	\$650,000	-7.5%	\$439,000	37.0%
MOUNTAIN CREEK	34	\$595,000	-1.2%	193	\$622,500	\$595,000	4.6%	\$490,830	26.8%
MUDJIMBA	12	N/A	N/A	40	\$721,000	\$695,000	3.7%	\$470,000	53.4%

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

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
NAMBOUR	37	\$392,500	-4.3%	203	\$399,000	\$379,000	5.3%	\$319,750	24.8%
NINDERRY ^	4	N/A	N/A	19	N/A	\$652,500	N/A	\$520,000	N/A
PACIFIC PARADISE	6	N/A	N/A	29	\$472,000	\$450,000	4.9%	\$355,000	33.0%
PALMWOODS	22	\$500,000	4.2%	85	\$500,000	\$497,000	0.6%	\$415,000	20.5%
PARREARRA	10	N/A	N/A	57	\$685,000	\$675,000	1.5%	\$535,000	28.0%
PELICAN WATERS	27	\$722,500	-4.9%	156	\$760,000	\$692,500	9.8%	\$600,000	26.7%
PEREGIAN SPRINGS	29	\$710,000	9.2%	136	\$657,500	\$630,025	4.4%	\$530,000	24.1%
SIPPY DOWNS	31	\$507,500	-3.8%	161	\$500,000	\$495,000	1.0%	\$412,000	21.4%
TANAWHA ^	2	N/A	N/A	19	N/A	\$1,100,000	N/A	\$680,000	N/A
TWIN WATERS	4	N/A	N/A	59	\$945,000	\$780,000	21.2%	\$635,000	48.8%
WARANA	11	N/A	N/A	50	\$660,000	\$676,250	-2.4%	\$495,000	33.3%
WOOMBYE	5	N/A	N/A	46	\$527,500	\$442,500	19.2%	\$365,750	44.2%
WURTULLA	13	N/A	N/A	89	\$614,000	\$541,250	13.4%	\$435,000	41.1%
YANDINA	4	N/A	N/A	32	\$450,000	\$434,500	3.6%	\$322,500	39.5%
YAROOMBA	5	N/A	N/A	30	\$715,000	\$680,000	5.2%	\$480,000	49.0%
NOOSA (LGA)	135	\$680,000	-8.2%	800	\$739,500	\$662,000	11.7%	\$510,000	45.0%
NOOSA (LGA) ^	55	\$702,500	-5.7%	385	\$717,500	\$665,500	7.8%	\$526,000	36.4%
BLACK MOUNTAIN ^	5	N/A	N/A	38	\$645,000	\$605,000	6.6%	\$521,250	23.7%
COORAN	6	N/A	N/A	23	\$405,000	\$363,000	11.6%	\$295,000	37.3%
COORAN ^	4	N/A	N/A	20	\$588,000	\$472,500	24.4%	\$413,500	42.2%
COOROIBAH ^	2	N/A	N/A	34	\$720,000	\$715,000	0.7%	\$572,500	25.8%
COOROY	9	N/A	N/A	56	\$525,000	\$480,000	9.4%	\$390,000	34.6%
DOONAN ^	12	N/A	N/A	84	\$972,500	\$835,000	16.5%	\$680,000	43.0%
NOOSA HEADS	18	N/A	N/A	95	\$1,120,000	\$1,007,500	11.2%	\$650,000	72.3%
NOOSAVILLE	25	\$1,032,000	13.9%	132	\$984,500	\$925,000	6.4%	\$717,500	37.2%
PEREGIAN BEACH	14	N/A	N/A	73	\$865,000	\$770,000	12.3%	\$610,000	41.8%
POMONA	6	N/A	N/A	27	\$475,000	\$450,000	5.6%	\$332,000	43.1%
POMONA ^	8	N/A	N/A	35	\$685,000	\$585,000	17.1%	\$449,500	52.4%
SUNRISE BEACH	12	N/A	N/A	70	\$809,000	\$790,000	2.4%	\$590,000	37.1%
SUNSHINE BEACH	5	N/A	N/A	57	\$1,595,000	\$1,200,000	32.9%	\$915,000	74.3%
TEWANTIN	28	\$580,000	-3.3%	201	\$583,750	\$546,500	6.8%	\$415,000	40.7%

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
SUNSHINE COAST (SD)	569	\$417,500	-4.0%	3693	\$430,000	\$425,000	1.2%	\$346,000	24.3%
SUNSHINE COAST (LGA)	438	\$406,000	-1.8%	2936	\$415,000	\$415,000	0.0%	\$341,000	21.7%
ALEXANDRA HEADLAND	30	\$392,500	3.3%	135	\$397,500	\$392,000	1.4%	\$306,083	29.9%
BATTERY HILL	6	N/A	N/A	31	\$285,000	\$272,500	4.6%	\$220,000	29.5%
BIRTINYA	9	N/A	N/A	78	\$449,500	\$462,500	-2.8%	\$400,000	12.4%
BUDDINA	6	N/A	N/A	28	\$430,000	\$495,000	-13.1%	\$350,000	22.9%
BUDERIM	36	\$440,000	6.8%	205	\$416,000	\$414,500	0.4%	\$374,000	11.2%
CALOUNDRA	22	\$429,750	-8.6%	139	\$425,000	\$430,000	-1.2%	\$350,000	21.4%
CALOUNDRA WEST	2	N/A	N/A	32	\$382,500	\$379,750	0.7%	\$310,000	23.4%
COOLUM BEACH	17	N/A	N/A	174	\$390,000	\$382,500	2.0%	\$339,000	15.0%
CURRIMUNDI	10	N/A	N/A	32	\$435,000	\$420,000	3.6%	\$339,500	28.1%
GOLDEN BEACH	13	N/A	N/A	91	\$430,000	\$395,000	8.9%	\$335,000	28.4%
KINGS BEACH	25	\$412,000	-8.4%	181	\$450,000	\$444,000	1.4%	\$329,000	36.8%
LITTLE MOUNTAIN	1	N/A	N/A	15	N/A	\$335,000	N/A	\$290,000	N/A
MARCOOLA	17	N/A	N/A	88	\$375,000	\$372,500	0.7%	\$312,000	20.2%
MAROOCHYDORE	63	\$420,000	5.0%	424	\$423,874	\$425,752	-0.4%	\$354,000	19.7%
MINYAMA	11	N/A	N/A	32	\$377,500	\$355,000	6.3%	\$289,000	30.6%
MOFFAT BEACH	3	N/A	N/A	27	\$412,500	\$432,500	-4.6%	\$440,000	-6.3%
MOOLOOLABA	42	\$380,000	-17.4%	276	\$415,000	\$425,000	-2.4%	\$340,000	22.1%
MOUNT COOLUM	11	N/A	N/A	67	\$410,000	\$415,000	-1.2%	\$263,000	55.9%
MOUNTAIN CREEK	4	N/A	N/A	61	\$419,000	\$445,000	-5.8%	\$379,000	10.6%
NAMBOUR	11	N/A	N/A	96	\$283,500	\$300,000	-5.5%	\$260,000	9.0%
PARREARRA	9	N/A	N/A	58	\$520,000	\$485,250	7.2%	\$400,000	30.0%
PELICAN WATERS	3	N/A	N/A	35	\$490,000	\$522,180	-6.2%	\$420,000	16.7%
PEREGIAN SPRINGS	13	N/A	N/A	140	\$550,000	\$435,000	26.4%	\$240,000	129.2%
TWIN WATERS	4	N/A	N/A	18	N/A	\$577,500	N/A	\$470,000	N/A
WARANA	15	N/A	N/A	50	\$377,500	\$350,000	7.9%	\$308,000	22.6%
WURTULLA	1	N/A	N/A	25	\$350,000	\$355,000	-1.4%	\$301,500	16.1%
NOOSA (LGA)	131	\$530,000	-10.9%	757	\$570,000	\$518,000	10.0%	\$385,308	47.9%
COOROY	3	N/A	N/A	24	\$357,500	\$382,500	-6.5%	\$292,000	22.4%
NOOSA HEADS	42	\$772,500	-18.9%	232	\$810,000	\$695,000	16.6%	\$447,500	81.0%
NOOSAVILLE	45	\$475,000	-6.4%	271	\$491,500	\$420,000	17.0%	\$343,500	43.1%
PEREGIAN BEACH	3	N/A	N/A	30	\$536,250	\$600,000	-10.6%	\$377,500	42.1%
SUNRISE BEACH	11	N/A	N/A	54	\$540,000	\$515,000	4.9%	\$349,500	54.5%
SUNSHINE BEACH	12	N/A	N/A	73	\$705,500	\$675,000	4.5%	\$491,250	43.6%
TEWANTIN	13	N/A	N/A	62	\$380,000	\$350,000	8.6%	\$350,000	8.6%

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
SUNSHINE COAST (SD)	68	\$271,650	-1.3%	1263	\$265,000	\$255,000	3.9%	\$234,000	13.2%
SUNSHINE COAST (SD) ^	14	N/A	N/A	176	\$412,500	\$365,000	13.0%	\$295,000	39.8%
									N/A
SUNSHINE COAST (LGA)	59	\$261,500	-3.8%	1157	\$261,200	\$250,100	4.4%	\$230,000	13.6%
SUNSHINE COAST (LGA) ^	13	N/A	N/A	157	\$410,000	\$365,000	12.3%	\$295,000	39.0%
BEERWAH	0	N/A	N/A	3	N/A	\$241,750	N/A	\$199,000	N/A
BIRTINYA	0	N/A	N/A	32	\$263,000	\$284,000	-7.4%	\$280,000	-6.1%
BLI BLI	1	N/A	N/A	18	N/A	\$315,500	N/A	\$228,500	N/A
CALOUNDRA WEST	1	N/A	N/A	4	N/A	\$122,000	N/A	\$179,200	N/A
FOREST GLEN	0	N/A	N/A	0	N/A	\$-	N/A	\$235,500	N/A
GLASS HOUSE MOUNTAINS	1	N/A	N/A	9	N/A	\$255,000	N/A	\$186,000	N/A
LITTLE MOUNTAIN	1	N/A	N/A	7	N/A	\$305,500	N/A	\$226,500	N/A
MALENY	0	N/A	N/A	1	N/A	\$290,000	N/A	\$190,000	N/A
MAROOCHYDORE	5	N/A	N/A	36	\$285,000	\$255,000	11.8%	\$200,000	42.5%
MERIDIAN PLAINS	0	N/A	N/A	2	N/A	\$218,200	N/A	\$205,900	N/A
MOUNTAIN CREEK	0	N/A	N/A	0	N/A	\$415,000	N/A	\$248,500	N/A
NAMBOUR	4	N/A	N/A	25	\$230,000	\$214,950	7.0%	\$165,000	39.4%
PELICAN WATERS	3	N/A	N/A	63	\$400,000	\$365,000	9.6%	\$292,000	37.0%
PEREGIAN SPRINGS	6	N/A	N/A	36	\$412,000	\$398,500	3.4%	\$240,250	71.5%
SIPPY DOWNS	0	N/A	N/A	0	N/A	\$310,000	N/A	\$213,000	N/A
YAROOMBA	0	N/A	N/A	3	N/A	\$359,000	N/A	\$315,000	N/A
NOOSA (LGA)	9	N/A	N/A	106	\$352,500	\$305,000	15.6%	\$275,000	28.2%
NOOSAVILLE	2	N/A	N/A	11	N/A	\$678,300	N/A	\$280,000	N/A
PEREGIAN BEACH	6	N/A	N/A	44	\$355,000	\$310,000	14.5%	\$510,000	-30.4%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$450	839	\$450	775	\$385	882
4518	Glass House Mountains	\$403	10	\$380	11	\$350	12
4519	Beerwah/ Peachester	\$380	29	\$383	18	\$340	21
4550	Landsborough/ Mt Mellum	\$420	7	\$380	13	\$330	10
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridian Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$440	201	\$435	176	\$380	127
4552	Bald Knob/ Baron Pocket/ Booroobin/ Conondale/ Maleny/ Mountain View/ Reesville/ Witta	\$393	10	\$395	19	\$360	30
4553	Glenview/ Mooloolah/ Mooloolah Valley/ Palmview	\$440	19	\$400	10	\$370	12
4555	Chevallum/ Hunchy/ Landers Shoot/ Palmwoods	\$443	16	\$420	5	\$365	12
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$480	77	\$460	78	\$400	86
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$485	51	\$473	54	\$420	47
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$490	57	\$475	51	\$380	47
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Townen Mtn	\$420	91	\$413	60	\$350	96
4561	Bridges/ Maroochy River/ Ninderry/ Nth Arm/ Valdora/ Yandina/ Yandina Ck	\$490	13	\$410	11	\$375	12
4562	Belli Pk/ Doonan/ Eerwah Vale/ Eumundi/ Verrierdale/ Webba Downs	\$525	19	\$440	13	\$425	13
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$480	21	\$440	24	\$400	23
4572	Alexandra Headland	\$530	5	\$470	8	\$400	5
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregian Bch/ Pt Arkwright/ Yaroomba	\$470	97	\$470	103	\$420	83
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$480	93	\$460	103	\$410	92



RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	NOOSA SHIRE	\$493	126	\$460	117	\$420	100
4563	Black Mountain/ Carters Ridge/ Cooroy/ Tinbeerwah	\$470	15	\$450	31	\$395	11
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$480	51	\$455	36	\$390	38
4566	Munna Pt/ Noosaville	\$500	17	\$500	11	\$420	17
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$593	28	\$550	21	\$450	45
4568	Pomona	\$395	8	\$380	9	\$350	15
4569	Cooran	n.a.	3	\$355	7	\$320	12

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$370	786	\$355	754	\$320	981
4519	Beerwah/ Peachester	\$330	13	\$315	12	n.a.	1
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	119	\$350	152	\$310	159
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$368	80	\$350	57	\$320	40
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$365	91	\$350	82	\$300	102
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$380	121	\$360	119	\$320	188
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulang/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelipa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$305	58	\$280	26	\$240	44
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$385	49	\$385	42	\$300	52
4572	Alexandra Headland	\$400	26	\$380	41	\$330	51
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregian Bch/ Pt Arkwright/ Yaroomba	\$360	47	\$360	60	\$330	82
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$420	143	\$420	130	\$360	116
	NOOSA SHIRE	\$410	65	\$380	80	\$340	114
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$350	5	\$340	9	\$300	11
4566	Munna Pt/ Noosaville	\$398	20	\$380	28	\$330	35
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$420	39	\$410	37	\$360	68

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	SEP-18		SEP-17		SEP-13	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$430	275	\$425	246	\$370	223
4519	Beerwah/ Peachester	n.a.	4	n.a.	2	\$310	5
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$430	46	\$430	36	\$370	29
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$420	69	\$420	58	\$365	40
4557	Bundilla/ Kawana Is/ Mooloolaba/ Mountain Ck	\$455	28	\$420	42	\$410	21
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$453	40	\$400	23	\$360	44
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulang/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelipa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$400	19	\$400	13	\$350	15
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$455	10	\$423	6	\$370	16
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrine Bch/ Pt Arkwright/ Yaroomba	\$465	35	\$460	55	\$375	12
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$480	11	n.a.	3	\$385	10
	NOOSA SHIRE	\$640	20	\$610	24	\$410	20
4566	Munna Pt/ Noosaville	\$630	11	\$550	16	\$400	9
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$660	9	\$635	8	\$430	10

EMPLOYMENT MARKET

WIDE BAY SA4



Unemployment Rate

8.8%



Participation Rate

50.9%

HOUSE MARKET (<2400M²)



Quarter
median price ↓

\$313,500



Annual
median price ↑

\$319,000



Annual volume
of sales ↓

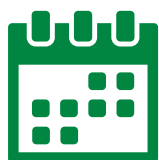
1,744



Annual median
price 5yrs ago ↑

\$295,000

HOUSE MARKET ALL



Median days on
market

53 Days



Median vendor
discount

-6.3%



Stock on market

10.6%

Slow and steady

The Fraser Coast market has been an overall steady performer throughout the past year, and there's expectation this will continue in the medium term across most locations.

The annual median house price increased a modest 0.5 per cent to \$319,000. In contrast, unit values fell 0.9 per cent to an annual median of \$247,750.

Fraser Coast housing's 'stock on market' figure sat at 10.6 per cent – the highest percentage out of all areas analysed in the QMM.

Across all housing types, the local authority saw total listing numbers hold steady from 2017 to 2018 at approximately 4000.

Median days on market reduced strongly, dropping from 74 days in 2017 to 53 days in 2018. In contrast, median vendor discounts rose slightly from 5.4 per cent in 2017 to 6.3 per cent in 2018.

Based on all these analysed trends, the market appears flat to soft, and future movements aren't expected to be dramatic in either direction.

Regional Economy and Infrastructure Investment

The regional economy is forged in tourism and agriculture.

Locations such as Hervey Bay are already enjoying benefits from an overall uptick in Queensland's tourism industry.

A release of the International and National Visitor Survey data by the State Government revealed Queensland experienced strong growth in domestic and international visitors, with record highs in visitor expenditure and total visitor numbers during 2018.

According to the figures, in the year ending September 2018, Queensland's share of the cash international tourists spend in Australia grew 11.5 per cent – more than double the Australian rate.

Queensland also saw record highs in international visitor numbers, with 2.762 million visitors spending \$5.9 billion in the state.

On the manufacturing front, there was another recent announcement.

Hyne Timber has begun construction on the Maryborough business' advanced manufacturing glue laminated timber plant, and the \$20 million facility has gained State Government support through the Jobs and Regional Growth Fund.

According to Minister for State Development, Manufacturing, Infrastructure and Planning, Cameron Dick, "Maryborough and district residents will reap the benefits of this plant, with up to 80 construction jobs expected to be created, and 42 long-term jobs sustained once operational."

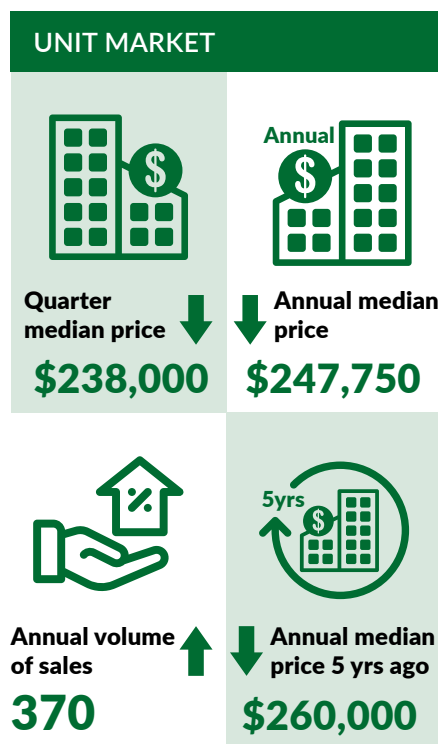
Hyne Timber CEO Jon Kleinschmidt said there's been a lack of competitive Australia supply of glue laminated timber.

Market Outlook

The future of the house and unit sales markets will be steady on balance – however, houses continue to have a more positive outlook compared to units, particularly as locals favour low-density living. Expect capital gains to be a long-term prospect with major population centres providing opportunities for value upside.

HOUSE MARKET (<2400m²)

Fraser Coast housing was among the three softest LGA markets for the past quarter of all the areas analysed in the QMM, with just Noosa and Rockhampton recording greater falls in value.



The quarterly median house price to December 2018 was \$313,500 across 297 sales. The quarter saw a fall in the median house price by 3.2 per cent while the median annual price gain to December 2018 was a modest 0.5 per cent.

Five-year median house gains were 8.1 per cent which would be considered a soft outcome for the timeframe.

UNIT MARKET

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

The Fraser Coast unit market recorded the largest quarterly fall in median price of all major areas analysed by the QMM.

Despite a strong September 2018 quarter upswing of 10.4 per cent in the median unit price, subsequent results have been softer.

The quarterly median unit price to December 2018 was \$238,000 across 61 sales – a dramatic fall in the median by 156.8 per cent.

The annual median unit price to December 2018 dropped 0.9 per cent, coming in at \$247,750.

The medium-term didn't fare well either, with the five-year median unit price softening by 4.7 per cent.

The most active price range for units in the LGA was below \$250,000 which represented around 55 per cent of the volume of sales for the December 2018 quarter.

December 2018 quarter sale volumes were 61 – a slight reduction on last year's December quarter result of 77, however annual unit sales grew 9.8 per cent.

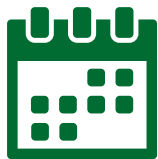
Median days on market across the last 12-month period to December 2018 was 136 – up 40 days on December 2017.

Market conditions

Evidence suggests weaker unit-market condition continued throughout 2018 as prices dropped. While a reduction in stock levels bodes well for firming prices, most



UNIT MARKET



Median days on
market

136 Days



Median vendor
discount

-4.3%



Stock on market

8.6%

RENTAL MARKET



Vacancy Rates

1.2%



House Yields

5.1%



Unit Yields

5.7%

observers believe the unit market will likely continue to perform below par going into the rest of 2019.

RENTAL MARKET

Median weekly rent rose across a number of dwelling types according to the annual measure.

Three-bedroom houses recorded a median weekly rent \$310 (up \$10), two-bedroom units had a median of \$263 (up \$13) and three-bedroom townhouses came in at \$330 (up \$2).

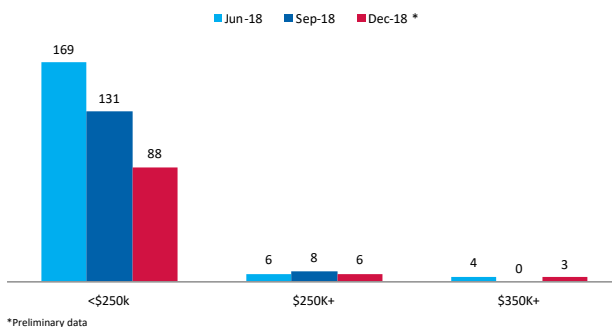
House yields held relatively steady at 5.1 per cent this quarter – up 0.2 per cent from the previous quarter.

Unit yields rose by 0.7 percentage points over the December quarter 2018. Units are achieving an overall median rent of \$263 per week, compared to the September 2018 quarter result of \$255 per week.

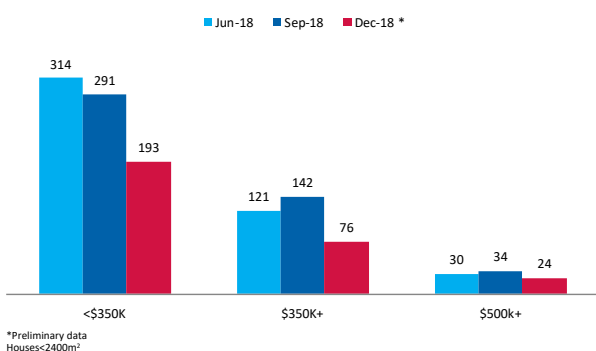
Two-bedroom units saw mixed results in the new rental bonds numbers for the year to December 2018 when compared to the same time in 2017. Alice Creek saw the largest rise in bond numbers, up 65 per cent whilst the Hervey Bay/Pialba/Scarness/Urangan region saw the number fall by 12 per cent.

The rental market may continue to fluctuate seasonally, but gently rising median rents suggest the sector is generally firming.

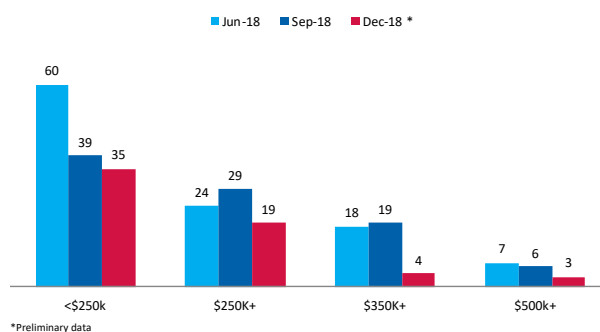
FRASER COAST LAND SALES



FRASER COAST HOUSE SALES



FRASER COAST UNIT SALES



SALES MARKET - HOUSES <2400m ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
FRASER COAST (LGA)	297	\$313,500	-3.2%	1744	\$319,000	\$317,500	0.5%	\$295,000	8.1%
FRASER COAST (LGA) ^	68	\$382,500	-8.5%	431	\$390,000	\$394,000	-1.0%	\$365,000	6.8%
BOORAL ^	5	N/A	N/A	22	\$417,500	\$401,000	4.1%	\$384,000	8.7%
BURRUM HEADS	10	N/A	N/A	54	\$399,750	\$406,000	-1.5%	\$362,500	10.3%
DUNDOWRAN BEACH	6	N/A	N/A	28	\$598,500	\$620,000	-3.5%	\$500,000	19.7%
DUNDOWRAN BEACH ^	3	N/A	N/A	27	\$596,500	\$540,000	10.5%	\$522,000	14.3%
ELI WATERS	15	N/A	N/A	77	\$335,000	\$325,000	3.1%	\$309,000	8.4%
GLENWOOD ^	9	N/A	N/A	48	\$212,500	\$237,000	-10.3%	\$205,500	3.4%
GRANVILLE	8	N/A	N/A	39	\$217,500	\$192,500	13.0%	\$203,000	7.1%
KAWUNGAN	21	\$350,000	-4.4%	113	\$360,000	\$340,918	5.6%	\$330,000	9.1%
MARYBOROUGH	48	\$200,000	-3.2%	300	\$200,000	\$200,000	0.0%	\$205,000	-2.4%
PIALBA	14	N/A	N/A	66	\$297,500	\$312,500	-4.8%	\$282,500	5.3%
POINT VERNON	22	\$303,000	-0.7%	127	\$315,000	\$328,000	-4.0%	\$305,000	3.3%
RIVER HEADS	10	N/A	N/A	46	\$344,500	\$320,000	7.7%	\$265,000	30.0%
SCARNESS	15	N/A	N/A	77	\$312,000	\$303,500	2.8%	\$275,500	13.2%
TINANA	7	N/A	N/A	49	\$270,000	\$267,500	0.9%	\$265,000	1.9%
TOOGOOM	19	N/A	N/A	86	\$344,000	\$300,902	14.3%	\$285,000	20.7%
TORQUAY	13	N/A	N/A	107	\$330,000	\$325,000	1.5%	\$320,000	3.1%
URANGAN	43	\$340,000	0.5%	212	\$330,000	\$324,250	1.8%	\$309,000	6.8%
URRAWEEEN	21	\$386,900	4.2%	155	\$375,000	\$364,000	3.0%	\$335,000	11.9%

SURROUNDS									
GYMPIE (LGA)	106	\$280,000	-8.9%	638	\$290,000	\$285,000	1.8%	\$256,000	13.3%
GYMPIE (LGA) ^	68	\$375,000	-8.0%	428	\$395,000	\$365,000	8.2%	\$320,000	23.4%
CHATSWORTH ^	4	N/A	N/A	19	N/A	\$435,000	N/A	\$385,000	N/A
COOLOOLA COVE	12	N/A	N/A	77	\$320,000	\$295,000	8.5%	\$257,000	24.5%
CURRA ^	9	N/A	N/A	58	\$305,000	\$290,000	5.2%	\$275,000	10.9%
GYMPIE	52	\$255,000	-8.4%	262	\$260,000	\$258,000	0.8%	\$230,500	12.8%
SOUTHSIDE	15	N/A	N/A	114	\$343,000	\$325,000	5.5%	\$316,000	8.5%
TIN CAN BAY	8	N/A	N/A	60	\$345,000	\$315,000	9.5%	\$320,000	7.8%
SOUTH BURNETT (LGA)	47	\$218,000	9.0%	278	\$200,000	\$195,000	2.6%	\$200,000	0.0%
SOUTH BURNETT (LGA) ^	32	\$267,500	-8.6%	217	\$270,000	\$259,000	4.3%	\$257,000	5.1%
KINGAROY	34	\$230,000	-1.7%	167	\$219,000	\$226,000	-3.1%	\$228,000	-3.9%
KINGAROY ^	6	N/A	N/A	31	\$360,000	\$339,000	6.2%	\$375,000	-4.0%
MURGON	1	N/A	N/A	12	N/A	\$157,500	N/A	\$170,000	N/A
NANANGO	4	N/A	N/A	35	\$185,000	\$190,500	-2.9%	\$177,500	4.2%

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)	61	\$238,000	-15.8%	370	\$247,750	\$250,000	-0.9%	\$260,000	-4.7%
PIALBA	7	N/A	N/A	41	\$240,000	\$250,000	-4.0%	\$260,750	-8.0%
SCARNESS	6	N/A	N/A	39	\$260,000	\$265,750	-2.2%	\$257,500	1.0%
TORQUAY	15	N/A	N/A	82	\$246,500	\$250,000	-1.4%	\$210,000	17.4%
URANGAN	21	\$242,500	-15.5%	120	\$260,000	\$260,000	0.0%	\$284,000	-8.5%

SURROUNDS									
GYMPIE (LGA)	11	N/A	N/A	91	\$258,000	\$246,000	4.9%	\$269,000	-4.1%

SALES MARKET - VACANT LAND <2400M ²									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
FRASER COAST (LGA)	53	\$160,000	-3.0%	355	\$155,000	\$151,000	2.7%	\$145,000	6.9%
FRASER COAST (LGA) ^	44	\$77,000	14.1%	219	\$75,000	\$75,000	0.0%	\$80,000	-6.3%
BURRUM HEADS	8	N/A	N/A	39	\$125,000	\$118,750	5.3%	\$118,000	5.9%
GLENWOOD ^	21	\$72,000	7.9%	120	\$68,500	\$68,000	0.7%	\$70,000	-2.1%
RIVER HEADS	6	N/A	N/A	37	\$99,500	\$102,000	-2.5%	\$117,500	-15.3%
TOOGOOM	6	N/A	N/A	27	\$132,500	\$130,000	1.9%	\$110,500	19.9%
WONDUNNA	2	N/A	N/A	20	\$155,000	\$155,000	0.0%	\$149,750	3.5%

SURROUNDS									
GYMPIE (LGA)	15	N/A	N/A	143	\$126,000	\$124,995	0.8%	\$110,150	14.4%
GYMPIE (LGA) ^	14	N/A	N/A	110	\$149,000	\$138,500	7.6%	\$120,000	24.2%
GYMPIE	0	N/A	N/A	25	\$124,995	\$124,995	0.0%	\$115,000	8.7%

RENTAL MARKET - 3 BED HOUSES						
POST CODE	LOCALITY ¹	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK
	FRASER COAST REGIONAL	\$310	239	\$300	268	\$275
4650	Maryborough region	\$270	87	\$270	103	\$254
4655	Hervey Bay/Pialba/Scarness/Urangan	\$330	136	\$320	150	\$285
4659	Burrum/Burrum Heads/Howard	\$300	13	\$310	11	\$260
	GYMPIE REGIONAL	\$300	125	\$280	132	\$260
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$300	97	\$280	105	\$255
4580	Cooloola/Tin Can Bay	\$300	18	\$280	22	\$265
	SOUTH BURNETT REGIONAL	\$255	109	\$250	121	\$230
4605	Barlil	\$223	20	\$220	18	\$200
4606	MP Creek	\$208	6	\$228	8	\$215
4608	Charlestown	n.a.	3	n.a.	4	\$230
4610	Alice Creek	\$270	61	\$265	64	\$250
4615	Barker Creek Flat	\$240	15	\$240	25	\$220

RENTAL MARKET - 2 BED UNITS						
POST CODE	LOCALITY ¹	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK
	FRASER COAST REGIONAL	\$263	132	\$250	157	\$220
4650	Aldershot	\$195	31	\$200	40	\$185
4655	Hervey Bay/Pialba/Scarness/Urangan	\$283	100	\$270	114	\$240
	GYMPIE REGIONAL	\$235	46	\$228	50	\$200
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$220	26	\$223	32	\$200
4580	Cooloola/Tin Can Bay	\$250	7	\$220	6	\$200
4581	Rainbow Beach/Inskip	\$260	13	\$260	10	\$200
	SOUTH BURNETT REGIONAL	\$215	39	\$185	37	\$195
4605	Barlil	n.a.	3	\$175	9	n.a.
4610	Alice Creek	\$220	33	\$195	20	\$200

RENTAL MARKET - 3 BED TOWNHOUSES						
POST CODE	LOCALITY ¹	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK
	FRASER COAST REGIONAL	\$330	41	\$328	54	\$310
4655	Hervey Bay/Pialba/Scarness/Urangan	\$330	39	\$330	48	\$310
	GYMPIE REGIONAL	\$295	15	\$293	10	\$300
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$295	13	\$378	6	\$330



EMPLOYMENT MARKET

WIDE BAY SA4



Unemployment Rate

8.8%



Participation Rate

50.9%

HOUSE MARKET (<2400M²)



Quarter median price

\$271,250



Annual median price

\$281,000



Annual volume of sales

1,028



Annual median price 5yrs ago

\$280,000

HOUSE MARKET ALL



Median days on market

64 Days



Median vendor discount

-6.8%



Stock on market

9.7%

Modest market movement

The Bundaberg house market has been a steady-to-soft performer for the past year, with its annual median sale price to December 2018 falling by 1.4 per cent.

The unit market performance saw similar falls on the annual median too.

The rental market performance firmed slightly with vacancies tightening in the December quarter.

Median rents, have followed a gentle upward trend for the past year, showing early indicators that demand is on the rise.

It is hoped the improving conditions of the rental market will have a positive impact on the performance of the sales market in the near future.

Local Economy and Infrastructure Investment

Bundaberg's status as a centre of aviation excellence looks set to continue with the city's Regional Aviation and Aerospace Precinct turning soil on its \$5.2 million stage 3.

Stage 3 of the precinct will see the delivery of eight fully serviced lots, including three with direct airside access, taxiways and aircraft aprons, road extensions and a sewerage pump station.

The State Government has supported the venture via a \$2 million contribution through its Building Our Regions program.

Minister for State Development, Manufacturing, Infrastructure and Planning, Cameron Dick, said 15 jobs will be created during construction of Stage 3, with 37 ongoing jobs expected upon project completion, according to council estimates.

"It will also help to grow regional employment by creating jobs and fostering the expansion of Bundaberg's established aerospace and advanced manufacturing industries," Mr Dick said.

"The airside commercial land also creates a strategic resource to link with the Bundaberg State Development Area," he said.

"By providing more airside sites for commercial use, this project will encourage the growth of the aerospace industry in Bundaberg and create a hub of aviation expertise that would otherwise would not be possible."

On the coastal development front, one project – the Esplanade Jewel at Bargara – was recently called in by State Government over concerns around building height and local environment.

Market Outlook

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

The 2019 outlook for the rental market is positive as vacancies are forecast to sit within a healthy range and rents should hold firm or increase at a modest pace.

HOUSE MARKET (<2400m²)

The quarterly median sale price fell 1.4 per cent to \$271,250 in December 2018. This continued a downward quarterly price trend, although the result was less dramatic than the 5.2 per cent fall in the September 18 quarter.

The annual median house market softened in line with its quarterly result too, recording a 1.4 per cent price fall to \$281,000 across 1028 sales. This is a softer outcome than the 2.15 per cent annual price gain experienced to December 2017.



UNIT MARKET



Quarter
median price ↑
\$262,000



Annual
median price ↓
\$252,500

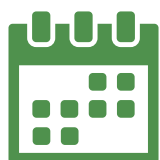


Annual volume
of sales ↑
209



Annual median
price 5 yrs ago ↑
\$240,000

UNIT MARKET



Median days on
market
82 Days



Median vendor
discount
-5.1%



Stock on market
8.3%

The result for five-year growth in Bundaberg was also modest, with a gain of just 0.4 per cent since December 2013.

Preliminary data showed the majority of house sales, approximately 81 per cent, occurred below the \$350,000 price point in the December 2018 quarter.

The most expensive suburbs in the Bundaberg LGA by 12-month median house price were Alloway (\$745,000), Calavos (\$534,000), Goodwood (\$467,500), Moorland (\$460,000) and Promisedland (\$430,000)

In relation to turnover, Bundaberg recorded 171 house sales for the quarter.

The stock on market is the percentage of dwellings that have been listed for sale over the past 12 months. Bundaberg's result for houses to December 2018 was 9.7 per cent, a slight drop on the 10.4 per cent seen at the same time in 2017.

The most traded locations within the LGA throughout the December 2018 quarter were Bargara (26 sales), Avenell Heights (14 sales), Avoca (13 sales), Bundaberg North (11 sales) and Walkerville (10 sales)

General Activity

Market trend indicators have shown a stable, but subdued, market.

Total house listing numbers remained stable moving from 3251 in 2017 to 3281 in 2018. Median days-on-market held relatively steady at 64 days for the 12-month to December 2018 – just five days less than at the same time in 2017.

As can be seen above, stock on market tightened over the year, but only by a modest 0.7 per cent. As such, supply is effectively at equilibrium.

However, vendors have been put under some pressure based on the median vendor discount. The figure for the 12-months to December 2018 was -6.8 per cent, a slight increase on the -5.6 per cent outcome in December 2017.

These modest movements suggest that demand is up slightly and supply is level, which are signs of a firming market.

UNIT MARKET

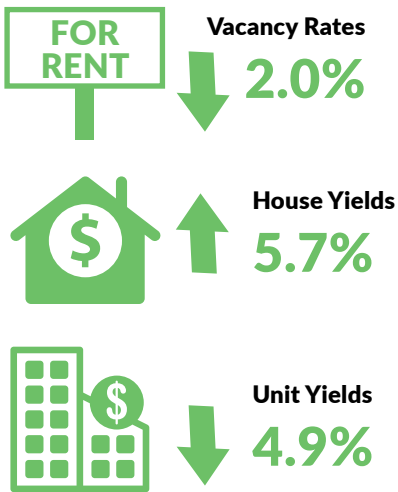
The unit median price rose 6.9 per cent over the December quarter to \$262,000 based on a total of 36 sales for the period.

This result was the first positive quarterly outcome for 2018, and a long way from the 25.5 per cent median price fall recorded in the June 2018 quarter. It was also the third strongest price gain across all jurisdictions measured in the QMM, with only Townsville (15.9 per cent) and Cairns (8.4 per cent) doing better.

Looking at the annual data, the median unit price fell one per cent to \$252,500 across 209 sales.



RENTAL MARKET



"Bundaberg's status as a centre of aviation excellence looks set to continue with the city's Regional Aviation and Aerospace Precinct turning soil on its \$5.2 million stage 3."

The five-year measure has seen unit prices rise 5.2 per cent since the December 2013 median of \$240,000.

Preliminary data showed 40 per cent of units sold in the LGA were traded for between \$250,000 and \$350,000 in December 2018 quarter.

RENTAL MARKET

Vacancies in Bundaberg for the December quarter are at two per cent, down slightly from the 2.2 per cent result during the September quarter, indicating steady dynamics of rental supply and demand.

Similar to the previous quarter, bonds data revealed a very modest increase in the number of regional rental properties, from 9416 in December 2017 to 9466 in December 2018.

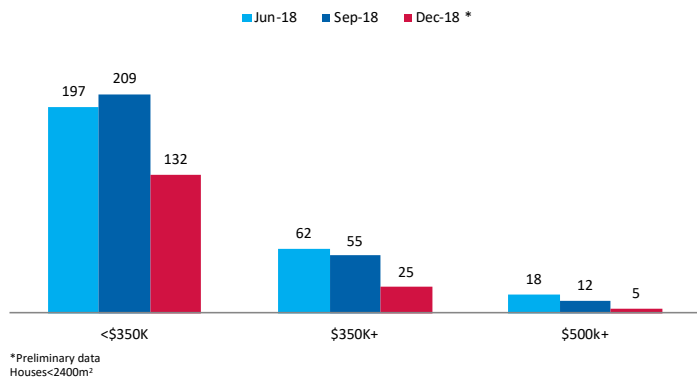
Median rent for housing in the December quarter was \$295 per week while units came in at \$245 per week. These were almost identical to the median rents over the previous quarter.

On an annual measure, median rent on a three-bedroom house increased \$5 per week to \$295, while two-bedroom units were up \$15 per week to \$245.

House yields increased slightly from 5.6 per cent in the September quarter to 5.7 per cent in the December quarter.

Unit yields dropped fairly dramatically at year's end. The December quarter result of 4.9 per cent was almost a full percentage point below the September figure of 5.8 per cent.

BUNDABERG HOUSE SALES



SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BUNDABERG (LGA)	171	\$271,250	-1.4%	1028	\$281,000	\$285,000	-1.4%	\$280,000	0.4%
BUNDABERG (LGA) ^	47	\$315,000	-15.9%	316	\$353,750	\$355,000	-0.4%	\$342,000	3.4%
AVENELL HEIGHTS	14	N/A	N/A	64	\$250,000	\$255,000	-2.0%	\$284,750	-12.2%
AVOCA	13	N/A	N/A	80	\$290,000	\$310,000	-6.5%	\$296,500	-2.2%
BARGARA	26	\$336,500	-8.6%	150	\$367,500	\$372,000	-1.2%	\$370,000	-0.7%
BRANYAN ^	5	N/A	N/A	43	\$389,000	\$387,000	0.5%	\$375,000	3.7%
BUNDABERG EAST	8	N/A	N/A	36	\$264,500	\$260,000	1.7%	\$279,000	-5.2%
BUNDABERG NORTH	11	N/A	N/A	55	\$222,000	\$235,000	-5.5%	\$177,000	25.4%
BUNDABERG SOUTH	5	N/A	N/A	40	\$212,000	\$223,000	-4.9%	\$227,500	-6.8%
BUNDABERG WEST	2	N/A	N/A	23	\$271,250	\$225,000	20.6%	\$242,500	11.9%
BURNETT HEADS	9	N/A	N/A	45	\$300,000	\$287,000	4.5%	\$267,000	12.4%
CORAL COVE	3	N/A	N/A	27	\$378,000	\$390,000	-3.1%	\$384,250	-1.6%
KALKIE	7	N/A	N/A	35	\$343,500	\$310,000	10.8%	\$375,000	-8.4%
KEPNOCK	8	N/A	N/A	52	\$255,000	\$270,000	-5.6%	\$267,000	-4.5%
MILLBANK	3	N/A	N/A	31	\$227,500	\$239,000	-4.8%	\$260,000	-12.5%
NORVILLE	8	N/A	N/A	39	\$234,000	\$213,250	9.7%	\$248,000	-5.6%
SVENSSON HEIGHTS	9	N/A	N/A	39	\$251,250	\$240,000	4.7%	\$260,000	-3.4%
THABEBAN	4	N/A	N/A	37	\$270,000	\$235,000	14.9%	\$285,000	-5.3%
WALKERVALE	10	N/A	N/A	63	\$215,000	\$212,000	1.4%	\$245,000	-12.2%
WOODGATE	3	N/A	N/A	34	\$396,000	\$368,000	7.6%	\$365,000	8.5%

SURROUNDS

NORTH BURNETT (LGA)	12	N/A	N/A	69	\$143,000	\$135,250	5.7%	\$157,500	-9.2%
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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)	36	\$262,000	6.9%	209	\$252,500	\$255,000	-1.0%	\$240,000	5.2%
AVENELL HEIGHTS	2	N/A	N/A	15	N/A	\$225,000	N/A	\$235,000	N/A
BARGARA	11	N/A	N/A	65	\$353,000	\$368,500	-4.2%	\$265,000	33.2%

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
BUNDABERG (LGA)	22	\$157,500	6.1%	245	\$150,000	\$146,000	2.7%	\$144,000	4.2%
BUNDABERG (LGA) ^	4	N/A	N/A	49	\$149,500	\$150,000	-0.3%	\$139,750	7.0%
BRANYAN	1	N/A	N/A	25	\$148,000	\$129,000	14.7%	\$138,250	7.1%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
BUNDABERG REGIONAL		\$295	296	\$290	297	\$280	365
4660	Apple Tree Creek/Childers/Woodgate	\$300	32	\$285	28	\$270	25
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$300	241	\$290	248	\$290	323
4671	Gin Gin/Mount Perry	\$265	22	\$250	20	\$255	16
NORTH BURNETT REGIONAL		\$235	36	\$250	28	\$220	62
4625	Aranbanga	\$240	10	\$255	14	\$235	21
4626	Beeran	\$270	13	\$275	7	\$220	8
4630	Bancroft	\$190	10	n.a.	4	\$220	28

RENTAL MARKET - 2 BED UNITS

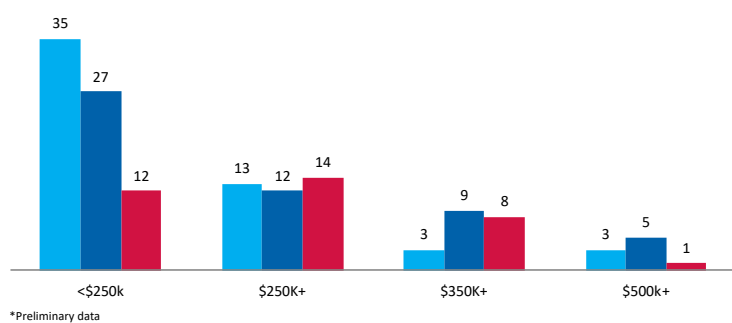
POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
BUNDABERG REGIONAL		\$245	175	\$230	165	\$220	170
4670	Bundaberg, Avoca, Bargara, Burnett Heads, Innes Park, Kepnock, Millbank, Thabeban	\$240	169	\$230	156	\$224	161

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
BUNDABERG REGIONAL		n.a.	4	\$280	6	\$300	14
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	n.a.	3	\$290	5	\$300	14

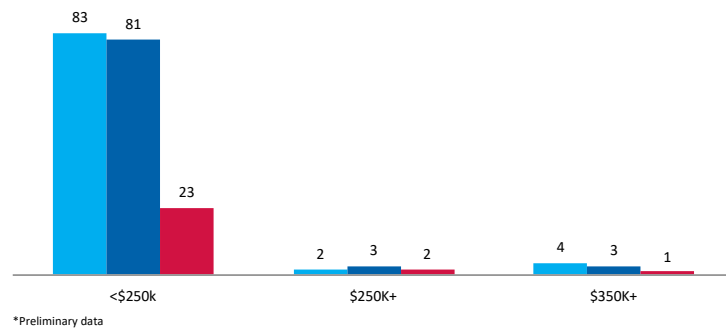
BUNDABERG UNIT SALES

■ Jun-18 ■ Sep-18 ■ Dec-18 *



BUNDABERG LAND SALES

■ Jun-18 ■ Sep-18 ■ Dec-18 *



EMPLOYMENT MARKET

FITZROY SA4



Unemployment Rate

6.7%



Participation Rate

67.6%

HOUSE MARKET (<2400M²)



Quarter median price ↑

\$278,185



Annual median price ↓

\$270,000



Annual volume of sales ↑

520



Annual median price 5yrs ago ↓

\$430,000

Volatility continues

The Gladstone residential property market continues to face significant headwinds with the latest data showing prices continuing to soften.

Over the quarter, on the face of it at least, its median house price increased five per cent, however this followed a price fall of more than 10 per cent over the September quarter.

The Gladstone annual median house price is now \$270,000, which is \$160,000 or approximately 37 per cent less than it was five years ago.

Its unit market is not faring much better unfortunately, with its quarterly median price now hitting just \$140,000 after softening by a further 9.7 per cent over December.

Over the past five years, Gladstone's median unit price has fallen more than 60 per cent.

However, it is not all doom and gloom, with the region's rental market finally starting to turn a corner.

The residential vacancy rate has fallen to 4.2 per cent, which might not seem overly impressive, but it is when you consider two years ago it was an eye-watering 9.9 per cent.

With this increased demand from tenants soaking up some of that excess stock, median weekly rents are also recording some very welcome price growth.

Regional Economy and Infrastructure Investment

The Gladstone region's resources sector continues to strengthen slowly with a number of major projects recently announced that are set to kick-start its employment sector and local economy if green-lighted.

Gladstone is set to be the renewable energy powerhouse of Australia with hydrogen emerging as the state's next LNG, which is now a \$60 billion industry providing thousands of local jobs, according to the State Government.

Gladstone-based Northern Oil is planning to produce bio-hydrogen, which the Queensland Premier hopes will transform the burgeoning sector into a multifaceted resource sector.

Queensland's significant renewable resources of solar and wind energy, combined with existing gas pipeline infrastructure and port facilities, including Gladstone Port, provide Queensland with a competitive advantage in the future production and export of hydrogen, according to the State Government.

The hope is that Queensland solar farms can be used to produce and ship hydrogen to the world – therefore literally exporting our sunshine.

A Gladstone pilot biorefinery that will be the trial site for jet fuel and diesel production from agricultural and forestry waste is also set to go ahead after a recent funding injection from the State Government.

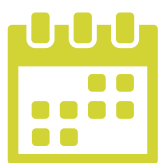
US company Mercurius has commenced detailed design of the pilot biorefinery and will begin construction in months.

It has developed cutting-edge, patented biotechnology to produce cost-effective drop-in biofuels and bio-chemicals from non-food feedstocks like sugarcane waste – all without directly producing a CO₂ by-product.

The demonstration biorefinery would target production of four tonnes of renewable diesel and jet fuel daily and could attract a combined investment value of \$11 million and create an estimated 50 jobs.



HOUSE MARKET ALL

**Median days on market****74 Days****Median vendor discount****-9.2%****Stock on market****8.3%**

"The region has been the focus of additional investment over recent times, yet there is still a long way to go before its economy recovers from the mining downturn."

The State Government hopes that the Queensland biofutures industry will be worth \$1 billion by 2026.

After a 2,000-kilometre sea journey, the first shipment of bauxite from Rio Tinto's \$2.6 billion Amrun project in Far North Queensland also recently sailed into Central Queensland to sustain local jobs.

The 80,000-plus tonne cargo would be refined and smelted in Gladstone, where about 3,000 people work at the Yarwun and Queensland Aluminium Limited alumina refineries.

Construction has also begun on Calliope's new multimillion-dollar high school with stage one of the project expected to open in January 2020.

Market Outlook

At the end of 2018, it's clear that Gladstone's market had still not yet found its floor.

Median prices for houses and units continued to fall with the volume of sales over the quarter also reducing.

The region has been the focus of additional investment over recent times, yet there is still a long way to go before its economy recovers from the mining downturn.

If there is any upside to the current market conditions, it is that many of its properties are now likely priced at below replacement value.

That said, locals are very well-placed to upgrade given the price proposition of top-end dwellings, which have reduced in value more than the lower end of the market.

House Market

The volatility of the Gladstone housing market is clearly evident in the latest QMM data.

In the previous quarter, its median house price dropped by 10.2 per cent, however by December it had increased by five per cent. Its median house price, therefore, clawed back some of the previous quarter's losses to sit at \$278,185 for December.

The result saw Gladstone appear as the second strongest major house market in Queensland over the quarter. With this said however, it has also featured as the weakest performing LGA over the past year with the annual median house price falling 3.6 per cent to \$270,000 year ending December 2018.

Over the medium term, the annual median price fell 37.2 per cent, from \$430,000 in December 2013. This is equivalent to a loss in median house value of \$160,000 over the past five years.

The number of house sales in Gladstone reduced quite significantly over the quarter – down from 155 to 112 representing a 28 per cent fall.

Median house prices have softened considerably since the peak of the resources boom, which does create opportunities for those wanting to buy and hold for the long



UNIT MARKET

Quarter
median price

\$140,000

Annual median
price

\$165,000

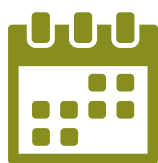
Annual volume
of sales

124

Annual median
price 5 yrs ago

\$418,000

UNIT MARKET

Median days on
market

87 Days

Median vendor
discount

-8.3%



Stock on market

7.0%

RENTAL MARKET



Vacancy Rates

4.2%



House Yields

4.1%



Unit Yields

6.3%

term.

The three most affordable suburbs in Gladstone for the year ending December 2018 were:

- West Gladstone \$175,000
- Calliope \$235,000
- Glen Eden \$242,000

Unit Market

The Gladstone unit market continues to struggle with its median price falling again over the December quarter.

The unit median dropped by 9.7 per cent to hit \$140,000 over the December quarter – however, there were only 22 unit sales recorded over the period.

Over the year ending December 2018, Gladstone's unit market was classified as the weakest LGA unit market in Queensland with a reduction in price of 10.8 per cent to \$165,000.

There is no doubt that Gladstone's unit market is bearing the brunt of the market downturn, with the excess supply constructed during boom-times significantly dragging the sector down.

Over the medium term, the annual median unit price fell a massive 60.5 per cent, from \$418,000 in December 2018. This represents a loss in median unit values of \$253,000 in five years or about \$50,000 a year.

Rental Market

The Gladstone rental market, on the other hand, is starting to show improvement compared to the state of affairs two years ago when its vacancy rate was 9.9 per cent.

With this in mind, recording a vacancy rate of 4.2 per cent in December is a significant turnaround in fortunes over a relatively short period of time.

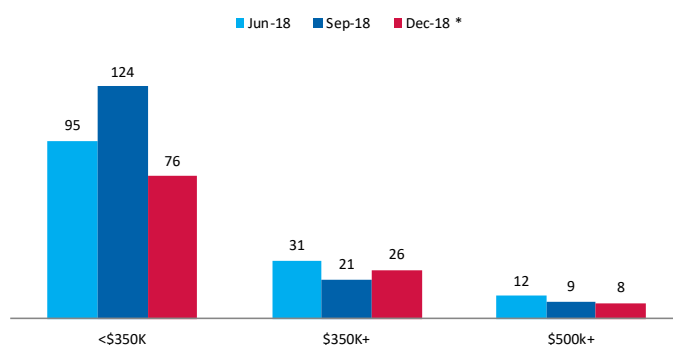
While still sitting outside the market equilibrium point of three per cent, most investors would be happy with the downward trend in vacancies in the region. In more good news for the rental sector, stronger demand from tenants is seeing rents rise.

Over the year ending December, the median rent for a three-bedroom house increased \$30 per week, while two-bedroom units and three-bedroom townhouses rose by \$30 and \$25 per week respectively.

The median rent for a three-bedroom house is now \$220 per week, with two-bedroom units and three-bedroom townhouses \$170 and \$215 respectively. Gross rental yields are another indicator moving in the right direction, with both recording strengthening results.

Over the year ending December, the gross rental yield for houses was 4.1 per cent and the gross rental yield for units was 6.3 per cent.

GLADSTONE HOUSE SALES



* Preliminary data
Houses <2400m²

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GLADSTONE (LGA)	112	\$278,185	5.0%	520	\$270,000	\$280,000	-3.6%	\$430,000	-37.2%
GLADSTONE (LGA) ^	23	\$385,000	23.2%	138	\$380,000	\$370,000	2.7%	\$535,000	-29.0%
AGNES WATER ^	5	N/A	N/A	31	\$365,000	\$360,000	1.4%	\$396,000	-7.8%
BOYNE ISLAND	13	N/A	N/A	49	\$289,000	\$294,000	-1.7%	\$475,000	-39.2%
CALLIOPE	8	N/A	N/A	37	\$235,000	\$247,500	-5.1%	\$434,000	-45.9%
CLINTON	12	N/A	N/A	73	\$265,000	\$262,250	1.1%	\$410,000	-35.4%
GLEN EDEN	4	N/A	N/A	19	N/A	\$299,000	N/A	\$454,000	N/A
KIN KORA	7	N/A	N/A	34	\$291,000	\$310,000	-6.1%	\$395,000	-26.3%
KIRKWOOD	8	N/A	N/A	34	\$310,000	\$319,000	-2.8%	\$520,450	-40.4%
NEW AUCKLAND	8	N/A	N/A	52	\$305,000	\$285,000	7.0%	\$429,500	-29.0%
SOUTH GLADSTONE	8	N/A	N/A	25	\$250,000	\$230,000	8.7%	\$410,000	-39.0%
TANNUM SANDS	13	N/A	N/A	55	\$315,000	\$367,500	-14.3%	\$468,000	-32.7%
TELINA	4	N/A	N/A	20	\$264,500	\$239,000	10.7%	\$410,500	-35.6%
WEST GLADSTONE	11	N/A	N/A	50	\$175,000	\$180,000	-2.8%	\$388,500	-55.0%

SURROUNDS

BANANA (LGA)	29	\$170,000	36.0%	100	\$157,500	\$170,000	-7.4%	\$273,750	-42.5%
BILOELA	17	N/A	N/A	51	\$235,000	\$256,250	-8.3%	\$283,000	-17.0%

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
GLADSTONE (LGA)	22	\$140,000	-9.7%	124	\$165,000	\$185,000	-10.8%	\$418,000	-60.5%

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
GLADSTONE (LGA)	8	N/A	N/A	64	\$135,000	\$150,000	-10.0%	\$210,500	-35.9%
KIRKWOOD	2	N/A	N/A	6	N/A	\$120,000	N/A	\$249,500	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ^a	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-16 \$/ WEEK	NEW BONDS
	GLADSTONE REGIONAL	\$220	173	\$190	219	\$395	301
4677	Agnes Water/Miriam Vale	\$330	7	\$310	19	\$330	17
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$220	160	\$183	196	\$400	274
	BANANA SHIRE	\$280	43	\$250	49	\$315	62
4715	Biloela	\$335	18	\$300	20	\$360	29
4718	Bauhinia	\$250	17	\$235	22	\$250	28

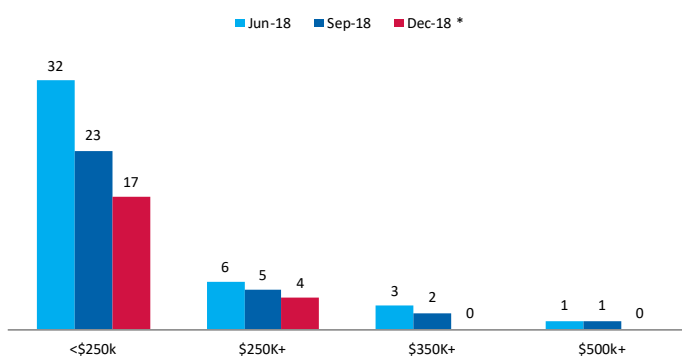
RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ^a	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-16 \$/ WEEK	NEW BONDS
	GLADSTONE REGIONAL	\$170	181	\$140	179	\$330	186
4677	Agnes Water/Miriam Vale	n.a.	2	n.a.	3	\$295	8
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$170	179	\$140	176	\$330	178
	BANANA SHIRE	\$238	20	\$235	20	\$260	25
4715	Biloela	\$250	18	\$250	15	\$250	23

RENTAL MARKET - 3 BED TOWNHOUSES

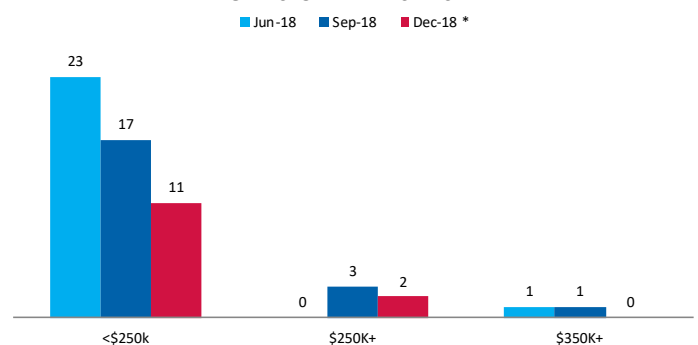
POST CODE	LOCALITY ^a	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-16 \$/ WEEK	NEW BONDS
	GLADSTONE REGIONAL	\$215	83	\$190	88	\$480	106
4677	Agnes Water/Miriam Vale	n.a.	3	n.a.	4	\$0	0
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$215	80	\$190	84	\$480	106

GLADSTONE UNIT SALES



*Preliminary data

GLADSTONE LAND SALES



*Preliminary data

EMPLOYMENT MARKET

FITZROY SA4



Unemployment Rate

6.7%



Participation Rate

67.6%

HOUSE MARKET (<2400M²)



Quarter median price

\$235,000



Annual median price

\$260,000



Annual volume of sales

788



Annual median price 5yrs ago

\$306,250

"The 2019 outlook for the sales market is challenging, however there are some positives across the broader picture. A combination of recovery in the mining sector and ongoing investment in the region bodes well."

Slow-down slowing

The Rockhampton market continued softening toward the end of 2018, but there were positives for the region too.

The annual median house price of \$260,000 sees Rockhampton as the most affordable housing sector of all markets in the QMM.

In addition, median unit prices fell sharply to reach \$275,000 in December 2018.

Analysis indicates the slowdown has softened, and there's good news on the economics front that boosts the region's prospects among observers.

The Rockhampton rental market delivered another good quarter of metrics too.

Vacancies fell for the eighth straight quarter and remain well within the tight range. Gross yields were up as well, although this does reflect a modest rise in median weekly rent combined with a fall in median values. That said, higher yields improve the market's appeal to cash-flow investors.

Regional Economy and Infrastructure Investment

A number of major projects have already been announced that will potentially strengthen Rockhampton's market in the short-to-medium term including the Rockhampton flood Levee, Rookwood Weir and the Rockhampton Ring Road.

There's also been other more recent infrastructure and services announcements too.

The State Government is injecting a further \$946,000 into the Yeppoon branch line project, which will reinstate a disused section of rail line and connect it to the Rockhampton JBS Abattoir. According to the government, completion of the project will help support more than 530 local jobs at the JBS Abattoir, as well as in the beef agriculture, processing and export industries.

The government has restated its commitment to establishing a manufacturing hub in Rockhampton as part of its Made in Queensland program. Round 2 of the program will allocate a further \$17.62 million to help 25 businesses around the State.

There has been increased government funding for upgrades to the new Kalka Shades Hockey Field – a project designed to support the sport in North Queensland and provide local jobs during construction.

The Department of Main Roads have announced a \$121 million Rockhampton Northern Access Upgrade to widen the Bruce Highway to four lanes between Rockhampton-Yeppoon Road intersection and Ramsay Creek, north of Rockhampton. Due for completion in 2020, the road project is designed to cater for increasing traffic demand for adjacent industrial, commercial and residential developments.

Market Outlook

The 2019 outlook for the sales market is challenging, however there are some positives across the broader picture.

A combination of recovery in the mining sector and ongoing investment in the region bodes well.

Anecdotal evidence among local property operators reveals an expectation prices in the housing market are nearing the bottom of their price cycle and could stabilise in 2019.

The unit market, on the other hand, remains subdued. It is a relatively small sector overall and has less owner-occupier appeal than detached housing. As a result, units tend to have less capital gain potential than detached houses.



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HOUSE MARKET ALL



Median days on market

51 Days



Median vendor discount

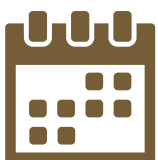
-9.1%



Stock on market

8.0%

UNIT MARKET



Median days on market

96 Days



Median vendor discount

-5.1%



Stock on market

5.3%

HOUSE MARKET (<2400m²)

The December 2018 quarterly median house price fell 7.8 per cent to \$235,000 – the largest percentage fall for any quarter in the year, and the third consecutive negative quarterly result.

Over the year to December, the annual median house price reduced slightly by 1.9 per cent, to \$260,000 across a total of 788 sales. This was the third largest fall across all areas studied in the QMM.

The five-year measure shows median house values retracting 15.1 per cent since December 2013 when the median was \$306,250.

Based on QMM data, the suburb with the largest annual increases in median price was The Range with nine per cent for the year to December 2018. Berserker, Koongal, Norman Gardens, and Park Avenue were the only other suburbs to record a rise in their medians.

General Activity

In 2018, sales numbers were 788 for the 12-months to December. This reflected a fall of 4.5 per cent on the December 2017 number of 825 sales.

Sale numbers did fall sharply in the December quarter in the LGA. Sales volumes for the period was 158 – a fall of 69 transactions, or 30 per cent, based on the previous quarter's result of 227.

Quarterly sale numbers dropped across all suburbs between September 2018 and December 2018. The most dramatic falls in sale numbers were in Mount Morgan (down from 18 sales) and The Range (down 15 sales).

The annual trend in median days on market was very positive. Median days on market shortened by three weeks, from 72 days in December 2017 to 51 days in December 2018.

The median vendor discount rose slightly from 8.5 per cent in 2017 to 9.1 per cent in 2018.

UNIT MARKET

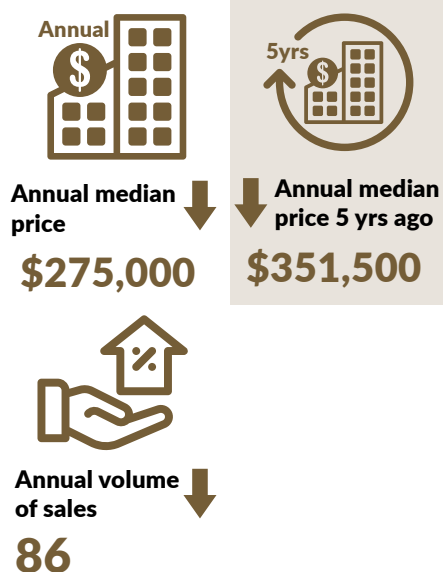
The unit market in Rockhampton continues to show little improvement.

The 12-month median price fell 8.3 per cent to \$275,000 across 86 sales. This is the second largest 12-month drop among all areas studied in the QMM.

The result was even more dramatic for the medium-term owners. The five-year median unit price fell 21.8 per cent from the annual median of \$351,500 in December 2013.



UNIT MARKET



The number of sales in the LGA for the 12-months to December 2018 was 86 – an 18 per cent fall on the 12-months to December 2017 which saw 105 sales. This outcome is indicative of a consistent downward trend in market activity.

RENTAL MARKET

The rental market in Rockhampton continues to strengthen.

For the past eight quarters, vacancies have followed a downward trend from a weak peak of 8.6 per cent in March 2017 to a tight level of two per cent in December 2018.

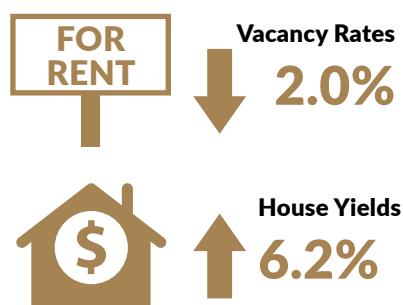
Median rent across 12-months for a three-bedroom house was \$280 per week in 2018, a rise of \$10 on the 2017 figure. For units, the median in 2018 was \$210 per week which was also a \$10 increase.

Analysis showed the December quarter median rent for a three-bedroom house was \$280 per week – up \$10 per week on the previous quarter.

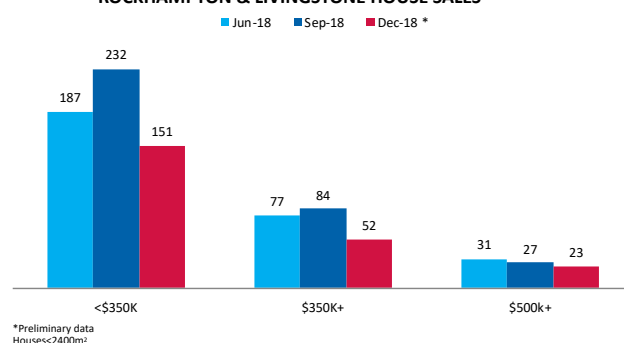
The December quarter median rent for a two-bedroom unit was \$210 per week, which was no change from the previous quarter's result.

The fall in the quarterly median price underpinned the increase in gross rental yields for houses from 5.5 per cent in September 2018 to 6.2 per cent in December of that year.

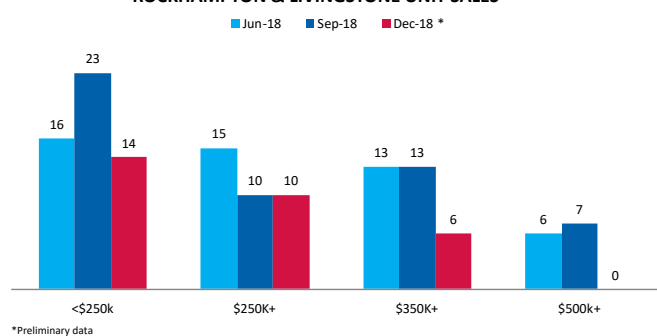
RENTAL MARKET



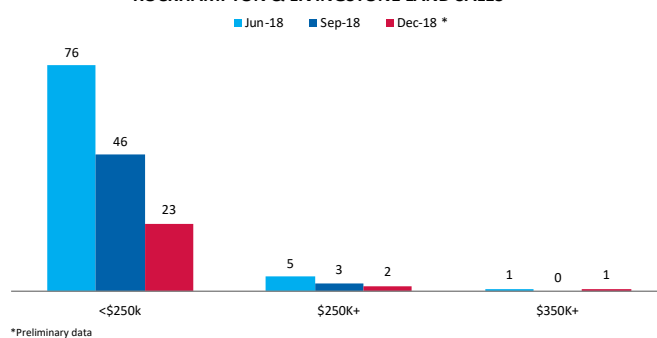
ROCKHAMPTON & LIVINGSTONE HOUSE SALES



ROCKHAMPTON & LIVINGSTONE UNIT SALES



ROCKHAMPTON & LIVINGSTONE LAND SALES



SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
ROCKHAMPTON (LGA)	158	\$235,000	-7.8%	788	\$260,000	\$265,000	-1.9%	\$306,250	-15.1%
ROCKHAMPTON (LGA) ^	7	N/A	N/A	62	\$360,000	\$370,000	-2.7%	\$375,000	-4.0%
ALLENSTOWN	6	N/A	N/A	31	\$180,000	\$240,000	-25.0%	\$267,000	-32.6%
BERSERKER	14	N/A	N/A	71	\$187,000	\$185,000	1.1%	\$250,000	-25.2%
FRENCHVILLE	16	N/A	N/A	109	\$315,000	\$323,000	-2.5%	\$345,000	-8.7%
GRACEMERE	24	\$224,500	-17.2%	98	\$261,000	\$270,500	-3.5%	\$337,000	-22.6%
KAWANA	9	N/A	N/A	41	\$272,500	\$280,000	-2.7%	\$318,500	-14.4%
KOONGAL	6	N/A	N/A	42	\$216,750	\$215,000	0.8%	\$265,000	-18.2%
MOUNT MORGAN	7	N/A	N/A	36	\$85,500	\$100,000	-14.5%	\$138,500	-38.3%
NORMAN GARDENS	20	\$394,500	0.5%	92	\$410,000	\$402,000	2.0%	\$385,000	6.5%
PARK AVENUE	17	N/A	N/A	59	\$217,500	\$212,900	2.2%	\$275,000	-20.9%
THE RANGE	12	N/A	N/A	86	\$366,500	\$336,250	9.0%	\$360,000	1.8%
WANDAL	9	N/A	N/A	56	\$225,000	\$225,000	0.0%	\$285,000	-21.1%

SURROUNDS									
CENTRAL HIGHLANDS (LGA)	47	\$200,000	5.3%	279	\$175,000	\$155,000	12.9%	\$400,000	-56.3%
BLACKWATER	10	N/A	N/A	109	\$90,000	\$38,000	136.8%	\$340,000	-73.5%
EMERALD	34	\$224,250	-25.9%	147	\$275,000	\$220,000	25.0%	\$415,000	-33.7%
LIVINGSTONE (LGA)	78	\$370,000	2.2%	414	\$365,000	\$359,000	1.7%	\$390,000	-6.4%
LIVINGSTONE (LGA) ^	24	\$492,000	4.7%	138	\$485,000	\$480,000	1.0%	\$490,000	-1.0%
EMU PARK	9	N/A	N/A	40	\$302,500	\$310,000	-2.4%	\$318,750	-5.1%
LAMMERMOOR	11	N/A	N/A	41	\$435,000	\$424,500	2.5%	\$438,000	-0.7%
YEPPON	18	N/A	N/A	93	\$327,250	\$359,000	-8.8%	\$405,000	-19.2%
ZILZIE	12	N/A	N/A	50	\$340,000	\$337,500	0.7%	\$377,500	-9.9%

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	86	\$275,000	\$300,000	-8.3%	\$351,500	-21.8%
ROCKHAMPTON CITY	3	N/A	N/A	29	\$395,000	\$432,754	-8.7%	\$448,185	-11.9%

SURROUNDS									
LIVINGSTONE (LGA)	19	N/A	N/A	88	\$262,500	\$260,000	1.0%	\$365,000	-28.1%
YEPPON	9	N/A	N/A	47	\$283,000	\$225,000	25.8%	\$365,000	-22.5%

SALES MARKET - VACANT LAND <2400M²

ROCKHAMPTON (LGA)	4	N/A	N/A	52	\$150,000	\$145,000	3.5%	\$159,500	-6.0%
GRACEMERE	0	N/A	N/A	9	N/A	\$145,000	N/A	\$147,889	N/A
NORMAN GARDENS	1	N/A	N/A	23	\$164,900	\$166,900	-1.2%	\$179,900	-8.3%
SURROUNDS									
LIVINGSTONE (LGA)	15	N/A	N/A	123	\$180,000	\$177,000	1.7%	\$169,000	6.5%
HIDDEN VALLEY	0	N/A	N/A	1	N/A	\$176,000	N/A	\$-	N/A
PARKHURST	2	N/A	N/A	41	\$188,900	\$186,900	1.1%	\$168,000	12.4%
ZILZIE	3	N/A	N/A	14	N/A	\$190,000	N/A	\$172,000	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
ROCKHAMPTON REGIONAL		\$280	208	\$270	262	\$330	434
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$285	77	\$280	79	\$310	87
4701	Central Qld Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/Rockhampton	\$280	128	\$270	175	\$335	177
LIVINGSTONE SHIRE		\$300	148	\$290	139	n.a.	n.a.
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$270	68	\$265	65	\$310	74
4703	Bayfield/Bungundarra/Byfield/Coote Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/ Statute Bay/Taranganba/Woodbury/Yeppoon	\$330	66	\$320	59	\$360	54
4710	Emu park/Zilzie	\$298	14	\$288	14	\$345	28
4714	Mount Morgan	n.a.	n.a.	3	7	\$215	14
CENTRAL HIGHLANDS REGIONAL		\$250	122	\$220	135	\$300	167
4717	Blackwater	\$225	59	\$190	62	\$300	91
4720	Emerald	\$285	41	\$240	48	\$310	62

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
ROCKHAMPTON REGIONAL		\$210	157	\$200	180	\$255	224
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$260	34	\$200	45	\$240	53
4701	Central Qld Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/Rockhampton	\$200	123	\$200	134	\$250	110
LIVINGSTONE SHIRE		\$260	65	\$270	64	#N/A	#N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$200	7	n.a.	3	n.a.	2
4703	Bayfield/Bungundarra/Byfield/Coote Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	\$260	55	\$270	59	\$300	59
CENTRAL HIGHLANDS REGIONAL		\$200	69	\$185	62	\$250	87
4717	Blackwater	\$180	10	\$140	7	\$200	18
4720	Emerald	\$220	56	\$190	53	\$265	64
4722	Springsure			n.a.	1	n.a.	2

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
ROCKHAMPTON REGIONAL		\$330	7	\$300	7	\$420	23
4701	Central Qld Uni, Frenchville, Kalka, Koongal, Lakes Ck, Nerimbera, Nth Rockhampton, Oasis Gardens, Pk Avenue PO, Rockhampton	n.a.	4	n.a.	4	\$380	6
LIVINGSTONE SHIRE		\$355	14	\$315	24	#N/A	#N/A
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$380	11	\$285	11	\$440	8
4703	Bayfield/Bungundarra/Byfield/Coote Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	n.a.	3	\$350	11	n.a.	4
CENTRAL HIGHLANDS REGIONAL		\$295	6	\$235	12	\$350	26
4720	Emerald	n.a.	3	\$270	9	\$340	19



EMPLOYMENT MARKET

MACKAY SA4



Unemployment Rate

3.3%



Participation Rate

74.3%

HOUSE MARKET (<2400M²)



**Quarter
median price**

\$350,000



**Annual median
price**

\$343,000



**Annual volume
of sales**

1,156



**Annual median
price 5yrs ago**

\$425,000

Mackay recovery continues

Mackay was a standout for regional Queensland last year, with median property prices posting strong annual growth.

While all other regions, apart from the Fraser Coast, posted median house price falls, Mackay finished the year in front by 3.9 per cent to post an annual price of \$343,000.

Over the quarter, the median house price increased by 2.2 per cent, however it remains well below the December 2013 median of \$425,000.

Likewise, its unit market had a good year with median prices up by 11 per cent, making it the second-best unit performer in the state.

The region's market is clearly stabilising, which is evidenced by dramatically reduced days on market as well as vendor discounting.

Its rental sector is also on the improve with median rents increasing between \$35 and \$40 per week over the year depending on the dwelling type.

Regional Economy and Infrastructure Investment

The Mackay region is set to benefit from more land being unlocked across Queensland for explorers to identify the next generation of resources projects and future jobs.

Successful tenders for minerals and coal tenders in the state's North West Minerals Province and the Bowen and Surat basins were recently announced by the State Government.

The new tenders came on the back of Queensland's record 223 million tonnes of coal exports last year, and a major new geological report which shows Queensland is sitting on almost double the amount of coal than was last known.

The report reveals Queensland has 63 billion tonnes of raw coal in-situ – an increase of around 29 billion tonnes on the previous estimate.

The fight against coeliac disease has opened up on a new front with the launch of a clinical trials research facility in Mackay recently.

The Coral Sea Clinical Research Institute capitalises on the expertise of Queensland medical researchers and scientists to trial life changing drugs and vaccines and help build the state's biopharmaceutical sector.

According to the State Government, trials for the coeliac vaccine Nexvax2 was the institute's first cab off the rank.

If trial results are positive, the vaccine could benefit one in 70 Australians and provide relief from a strict lifelong gluten-free diet.

The trials will advance medical research and help many people worldwide, with Mackay well placed to join other multimillion-dollar global clinical trial programs.

Market Outlook

The Mackay house market is classified as steady to rising, according to the latest QMM property clock.

The sector has expected more than its fair share of downward price pressure over recent years, so its market strengthening – albeit early days – is a welcome change.

The unit market remains a small proportion of sales activity in the region, however, with a quarterly median price of just \$225,000 it remains an affordable option for first home buyers and investors.

The lower price points of property in the region will no doubt see more investment activity in the medium-term given the strong yields that are on offer for investors.

Achieving yields of between five and six per cent, depending on the dwelling type, is



HOUSE MARKET ALL



Median days on market

41 Days



Median vendor discount

-6.7%



Stock on market

7.3%

an attractive proposition for many investors who are also starting to see some capital growth on their portfolios as well.

As the Mackay economy continues to strengthen, its market is on track to do the same.

House Market

North of Noosa, the Mackay housing market was a standout for regional Queensland over the year ending December.

While all other regions, apart from the Fraser Coast, posted median house price falls, Mackay finished the year in front by 3.9 per cent to post an annual of \$343,000.

Over the December quarter, it recorded growth of 2.2 per cent.

Over the medium-term, however, Mackay's housing market – while now classified as steady to rising – is still recovering from price falls over the past five years.

In December 2013, the Mackay median house price was \$425,000, which shows a price drop of \$82,000 over the period.

Over the year, three suburbs recorded double digit price growth – East Mackay, Marian and Mount Pleasant.



UNIT MARKET



Quarter
median price ↓
\$225,000



Annual
median price ↑
\$233,000



Annual volume
of sales ↑
225



Annual median
price 5 yrs ago ↓
\$362,575

East Mackay's median house price increased an impressive 18.4 per cent in a year to reach a median price of \$367,000.

The suburb's inner-city location as well as desirable water views north and east is no doubt part of the reason for its strong price growth.

Unit Market

Similar to its house market, Mackay's unit sector is still recovering from significant price falls over the past five years.

Over the year, however, it posted median price growth of 11 per cent to \$233,000 – the second-best performance by any major region over the period.

Over the quarter, its median unit price dropped by 4.2 per cent.

Mackay's median unit price still has a way to go before it reaches its previous high of about \$363,000 five years ago.

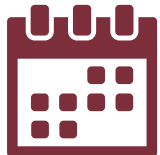
In fact, its price is down 35.7 per cent compared to December 2013.

Gross rental yields have held steady, with the median house yield 5.1 per cent and median unit yield at 5.8 per cent, courtesy of lower property prices.

The stabilisation of the Mackay market is also evident when you consider the number of days it is taking to sell property.

A year ago, the median days on market was a whopping 104, but has reduced significantly to 63 days in December 2018. Median vendor discounting on the other hand however has increased from 11.1 per cent to 11.6 per cent over the same period – highlighting the discrepancy between buyers and sellers.

UNIT MARKET



Median days on
market
63 Days



Median vendor
discount
-11.6%



Stock on market
5.1%

Rental Market

The Mackay rental market continues to improve, with the residential vacancy rate remaining in tight territory on 1.7 per cent.

Two years ago, its vacancy rate was a sky-high 7.9 per cent.

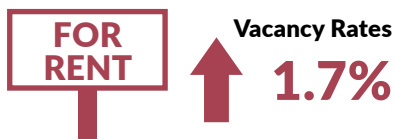
The increased demand from renters over the past year has resulted in Mackay recording some of the strongest rental growth rates in the State.

Over the year ending December, the median rent for a two-bedroom unit increased \$40 per week to \$250.

The median rent for a three-bedroom townhouse also increased \$35 to \$335, and rents for three-bedroom houses rose by \$40 per week to \$340.

The median weekly rent for a house in Mackay is now ahead of all other major regions north of Noosa and south of Cairns.

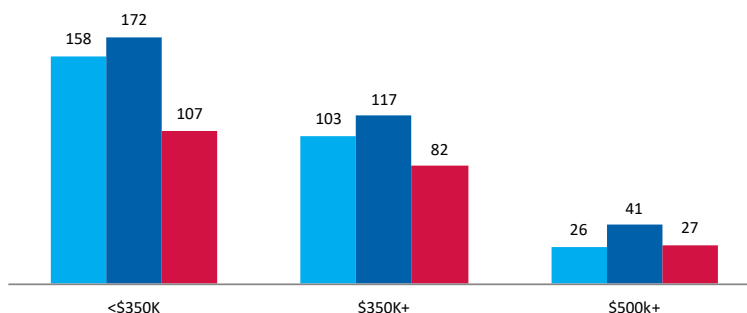
RENTAL MARKET



"The Mackay house market is classified as steady to rising. The sector has expected more than its fair share of downward price pressure over recent years, so its market strengthening - albeit early days - is a welcome change."

MACKAY HOUSE SALES

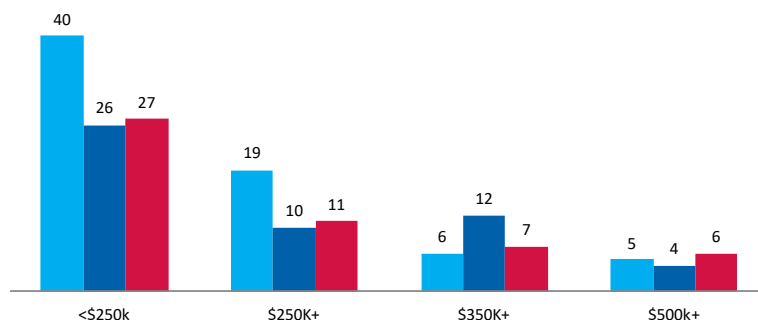
■ Jun-18 ■ Sep-18 ■ Dec-18 *



*Preliminary data
Houses <2400m²

MACKAY UNIT SALES

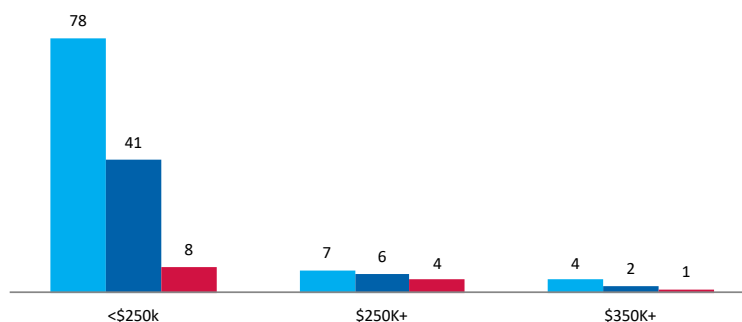
■ Jun-18 ■ Sep-18 ■ Dec-18 *



*Preliminary data

MACKAY LAND SALES

■ Jun-18 ■ Sep-18 ■ Dec-18 *



*Preliminary data



SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
MAC KAY (LGA)	223	\$350,000	2.2%	1156	\$343,000	\$330,000	3.9%	\$425,000	-19.3%
MAC KAY (LGA) ^	42	\$440,000	-10.2%	205	\$440,000	\$389,000	13.1%	\$510,000	-13.7%
ANDERGROVE	18	N/A	N/A	88	\$322,500	\$317,500	1.6%	\$416,000	-22.5%
BEACONSFIELD	12	N/A	N/A	51	\$342,000	\$332,000	3.0%	\$430,000	-20.5%
BLACKS BEACH	16	N/A	N/A	56	\$302,500	\$315,000	-4.0%	\$448,000	-32.5%
BUCASIA	8	N/A	N/A	60	\$340,000	\$335,000	1.5%	\$436,000	-22.0%
EAST MAC KAY	6	N/A	N/A	36	\$367,000	\$310,000	18.4%	\$420,000	-12.6%
EIMEO	15	N/A	N/A	53	\$370,000	\$344,000	7.6%	\$470,000	-21.3%
GLENELLA	12	N/A	N/A	55	\$460,000	\$425,000	8.2%	\$522,500	-12.0%
MARIAN	9	N/A	N/A	40	\$455,000	\$410,000	11.0%	\$460,000	-1.1%
MOUNT PLEASANT	14	N/A	N/A	61	\$385,000	\$340,000	13.2%	\$440,000	-12.5%
NORTH MAC KAY	3	N/A	N/A	68	\$282,500	\$260,000	8.7%	\$370,000	-23.6%
OORALEA	5	N/A	N/A	42	\$420,000	\$435,000	-3.5%	\$485,000	-13.4%
RURAL VIEW	12	N/A	N/A	64	\$410,000	\$400,000	2.5%	\$495,000	-17.2%
SARINA	7	N/A	N/A	33	\$210,000	\$217,500	-3.5%	\$347,500	-39.6%
SLADE POINT	12	N/A	N/A	48	\$297,500	\$280,000	6.3%	\$370,000	-19.6%
SOUTH MAC KAY	20	\$280,000	8.7%	84	\$285,000	\$272,500	4.6%	\$371,000	-23.2%
WALKERSTON	9	N/A	N/A	49	\$380,000	\$375,000	1.3%	\$458,000	-17.0%
WEST MAC KAY	22	\$346,500	5.2%	91	\$320,000	\$297,500	7.6%	\$382,500	-16.3%

SURROUNDS

ISAAC (LGA)	34	\$180,000	9.1%	170	\$171,000	\$138,500	23.5%	\$352,500	-51.5%
MORANBAH	17	N/A	N/A	84	\$200,000	\$175,000	14.3%	\$380,000	-47.4%

WHITSUNDAY (LGA)	59	\$357,500	-3.4%	307	\$355,000	\$342,500	3.7%	\$382,500	-7.2%
WHITSUNDAY (LGA) ^	14	N/A	N/A	86	\$435,000	\$462,500	-6.0%	\$462,000	-5.8%
BOWEN	20	\$252,000	-22.9%	90	\$255,000	\$246,250	3.6%	\$345,000	-26.1%
CANNONVALE	16	N/A	N/A	81	\$427,000	\$430,000	-0.7%	\$450,000	-5.1%
PROSERPINE	7	N/A	N/A	38	\$280,000	\$292,500	-4.3%	\$332,500	-15.8%

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
MAC KAY (LGA)	53	\$225,000	-4.2%	225	\$233,000	\$210,000	11.0%	\$362,575	-35.7%
MAC KAY	8	N/A	N/A	47	\$249,000	\$240,000	3.8%	\$402,601	-38.2%

SURROUNDS

WHITSUNDAY (LGA)	34	\$226,500	-25.7%	218	\$240,000	\$230,000	4.4%	\$316,500	-24.2%
AIRLIE BEACH	9	N/A	N/A	64	\$379,500	\$345,000	10.0%	\$373,000	1.7%
CANNONVALE	16	N/A	N/A	88	\$220,000	\$209,000	5.3%	\$252,000	-12.7%

SALES MARKET - VACANT LAND <2400M²

MAC KAY (LGA)	9	N/A	N/A	180	\$169,000	\$165,000	2.4%	\$207,500	-18.6%
RURAL VIEW	0	N/A	N/A	22	\$140,000	\$135,000	3.7%	\$220,000	-36.4%

SURROUNDS

WHITSUNDAY (LGA)	13	N/A	N/A	97	\$150,000	\$156,300	-4.0%	\$154,000	-2.6%
CANNONVALE	2	N/A	N/A	27	\$157,000	\$157,550	-0.4%	\$154,000	1.9%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
	MAC KAY REGIONAL	\$340	310	\$300	308	\$390	447
4737	Sarina/Sarina Beach/Armstrong Beach	\$300	21	\$280	15	\$350	34
4740	Mackay	\$340	247	\$300	243	\$395	355
4741	Various Islands/Clairview/Eton/Farleigh/Flaggy Rock/Gargett/Mt Christian/Mt Ossa/Oakenden/Pinnacle/Pleystowe/Seaforth/Yalbaroo	\$355	6	\$250	5	\$330	8
4750	Bucasia/Seaview Heights/Shoal Pt	\$345	18	\$330	21	\$400	22
4751	Palmyra/Walkerston	n.a.	4	\$335	9	\$360	11
	ISAAC REGIONAL	\$250	155	\$210	141	\$340	161
4721	Clermont	\$265	10	\$240	14	\$350	14
4742	Nebo	\$200	9	\$203	6	n.a.	2
4744	Moranbah	\$300	74	\$220	75	\$350	92
4745	Dysart	\$160	47	\$160	33	\$230	45
4746	Middlemount	\$275	15	\$225	13	\$400	8
	WHITSUNDAY REGIONAL	\$320	113	\$340	112	\$350	139
4800	Cannon Valley/Conway/Dingo Bch/Erlanda Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdickie/Wilson Bch	\$350	26	\$340	25	\$320	33
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$425	28	\$423	40	\$420	49
4804	Collinsville	\$228	10	\$250	9	\$200	7
4805	Bowen	\$275	49	\$280	38	\$295	50

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
	MAC KAY REGIONAL	\$250	245	\$210	283	\$300	271
4737	Sarina/Sarina Beach/Armstrong Beach	\$220	15	\$180	19	\$270	11
4740	Mackay	\$250	214	\$220	249	\$300	243
4750	Bucasia/Seaview Heights/Shoal Pt	\$225	6	n.a.	3	\$280	8
	ISAAC REGIONAL	\$170	48	\$170	30	\$250	17
4721	Clermont	\$180	7	n.a.	3	n.a.	4
4744	Moranbah	\$80	27	\$180	16	\$300	7
4746	Middlemount	\$225	6	n.a.	3	n.a.	2
	WHITSUNDAY REGIONAL	\$300	143	\$288	114	\$300	167
4800	Cannon Valley/Conway/Dingo Bch/Erlanda Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdickie/Wilson Bch	\$230	16	\$225	16	\$230	15
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$328	92	\$320	85	\$320	109
4805	Bowen	\$225	31	\$250	13	\$260	38

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
	MAC KAY REGIONAL	\$335	44	\$300	40	\$380	47
4740	Mackay	\$340	41	\$300	34	\$390	42
	ISAAC REGIONAL	\$325	26	\$263	26	\$450	21
4744	Moranbah	\$360	13	\$300	15	\$500	12
4745	Dysart	n.a.	2		n.a.		2
	WHITSUNDAY REGIONAL	\$360	26	\$350	25	\$360	35
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$375	21	\$370	17	\$375	26
4805	Bowen	n.a.	1	\$320	5	n.a.	3



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EMPLOYMENT MARKET

TOWNSVILLE SA4



Unemployment Rate

9.1%



Participation Rate

64.9%

HOUSE MARKET (<2400M²)



Quarter median price

\$321,000



Annual median price

\$320,000



Annual volume of sales

1,823



Annual median price 5yrs ago

\$365,000

HOUSE MARKET ALL



Median days on market

57 Days



Median vendor discount

-8.1%



Stock on market

7.5%

Market change afoot

The Townsville floods resulted in thousands of properties damaged by floodwaters, creating issues with sales and rental supply stock over coming months.

The REIQ hosted two flood forums in Townsville in the aftermath of the disaster, which brought together real estate professionals as well as aligned government departments to assist local sales and rental agents.

The Institute also partnered with realestate.com.au and flatmates.com.au to find short-term solutions for residents and tradespeople looking for accommodation.

With thousands of properties sustaining some sort of flooding, a potentially significant proportion of available stock will be taken out of both the sales and rental markets.

For the December quarter last year, Townsville property market was showing some promising signs with the median house price increasing slightly.

Its rental market also posted a reduced vacancy rate with median rents for houses and units correspondingly increasing.

Regional Economy and Infrastructure Investment

In the days after Cyclone Oma, the State Government established a Rental Recovery Hub as part of the overall flood recovery efforts in Townsville.

Housing support included rental grants, bond loans and mortgage assistance.

According to the State Government, more than 1300 people were assisted through the Emergency Housing Assistance program in the first week after the flood, with 518 people returned to a long-term sustainable home.

Prior to the floods, hundreds of jobs became a step closer in the region with the \$1.4 billion Sconi project near Greenvale being declared a prescribed project by the State Government.

The project is expected to create up to 500 jobs during its two-year construction period with more than 300 full-time equivalent jobs for its 18-year operational period.

The proponent, Australian Mines Limited, has reportedly also set a strong mandate to invest in the region – \$500,000 each year for training and skills development for process workers, with youth and Indigenous programs to feature.

At the start of the year, the very first contingent of young women to call the new NRL Cowboys House Girls Campus their “home away from home” were welcomed.

The State Government invested \$12 million to build the girls campus, supporting more than 80 local jobs during the construction phase.

House Market

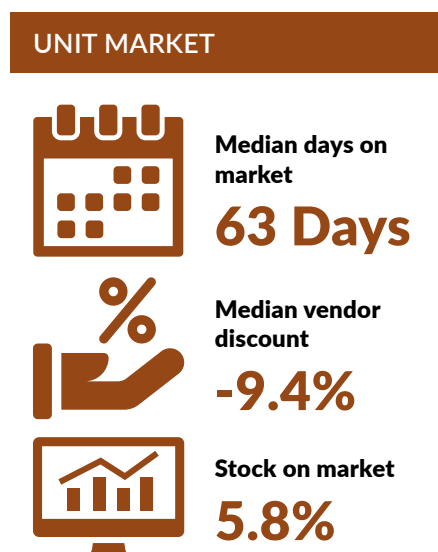
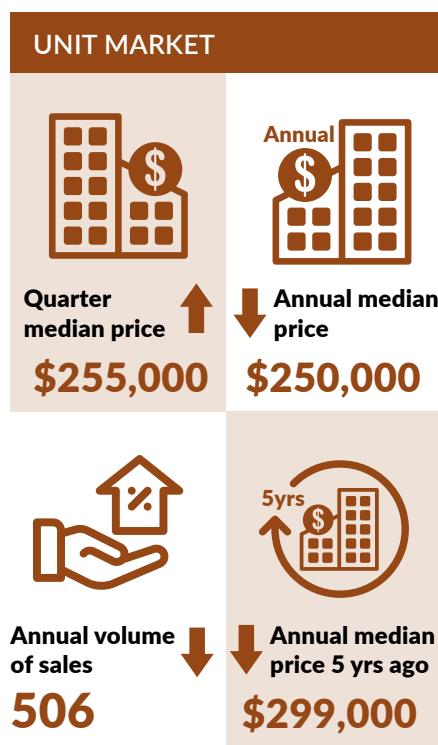
The Townsville house market ended 2018 with prices still contracting somewhat.

Over the year ending December, the Townsville median house price reduced three per cent to \$320,000.

The quarterly result, however, increased by 0.3 per cent to \$321,000.

The next round of quarterly data will be too soon to reflect the impact of Cyclone Oma, however, over the remainder of this year, we should start to better understand how the disaster has affected the local market.

Looking at the medium-term data, the house market performance was weak as the median price fell 12.3 per cent, from \$365,000 in December 2013.



Over the December quarter, Annandale posted median house price growth of 7.3 per cent to \$420,000.

The suburb, which borders the Ross River, has the biggest population in Townsville with more than 8,500 residents, and is also home to number of prestigious riverfront properties.

Over the year, Mundingburra posted 10 per cent growth to record a median house price of \$330,000.

General Activity

The volume of house sales in Townsville continued to reduce over 2018 – down about 12 per cent compared to the same period the year before.

The reduction in sales also happened in a market where house listings were increasing – up from 4,212 in 2017 to 4,661 in 2018.

These disparate statistics were indicative of a market that remained challenging for vendors at the end of last year.

In light of this, the median vendor discount increased last year from 7.3 per cent to 8.1 per cent – nearly double the Queensland median.

However, in 2018, the median days on market reduced from 64 to 57, perhaps in light of these more generous vendor discounts.

Unit Market

From a statistical point of view, Townsville's unit sector had a stellar December quarter with its median price increasing 15.9 per cent to \$255,000.

The result was so strong that the Townsville unit market was named the best major unit market in the state over the quarter.

However, the small volume of unit sales as well as more expensive stock selling during the period, are likely the main reasons for this median unit price jump.

When we look at the unit market over a 12-month period, the results tell another story with the median price falling 9.1 per cent to \$275,000.

The Townsville unit market, similar to its housing sector, recording negative growth over the previous five years.

Its median unit price reduced by 16.4 per cent over the period, down from \$299,000 in December 2013 to \$250,000 in December 2018.

The number of unit listings in Townsville fell over the year as did the days on market.

Rental Market

The Townsville rental market finished the year in slightly better shape than the year before, however, the impact of Cyclone Oma is expected to impact the sector over the short- to medium-term.

In December last year, the Townsville residential vacancy rate was 4.3 per cent –



down from 4.6 per cent the year before.

The vacancy rate in Townsville tended to hover around four per cent throughout last year, which was a vast improvement on the rate of 7.1 per cent that was recorded in September 2016.

With this additional demand soaking up excess supply, the number of rental bonds lodged over the year increased 2.5 per cent to 24,931.

These improving conditions resulted in some median weekly rents increasing – albeit marginally – over the year ending December.

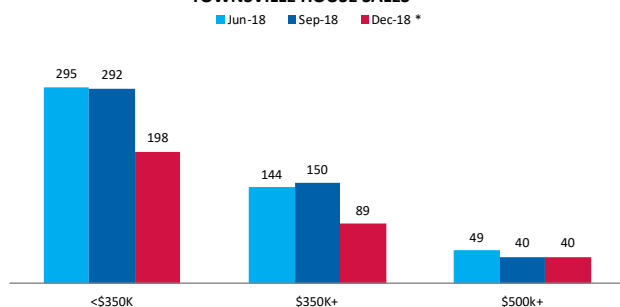
The affordability of Townsville property compared to five years ago means that investors are earning healthy yields.

The gross rental yield for houses in December was 4.9 per cent and for units it was 5.1 per cent.

Given some southeast Queensland investors – not to mention those in Sydney and Melbourne – have to make do with significantly lower yields, Townsville investors are likely happy with these returns as they wait for the sales market upturn to add in capital growth to the mix.

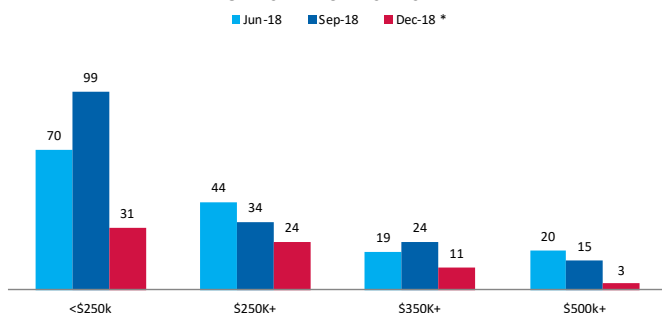
"The next round of quarterly data will be too soon to reflect the impact of Cyclone Oma."

TOWNSVILLE HOUSE SALES



*Preliminary data
Houses <2400m²

TOWNSVILLE UNIT SALES



*Preliminary data

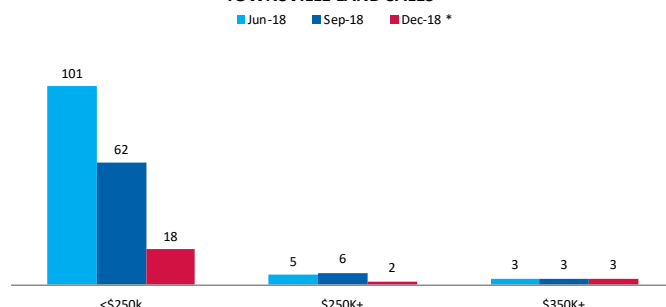
SALES MARKET - HOUSES <2400m²

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
TOWNSVILLE (LGA)	367	\$321,000	0.3%	1823	\$320,000	\$330,000	-3.0%	\$365,000	-12.3%
TOWNSVILLE (LGA) ^	42	\$400,000	1.3%	214	\$400,000	\$396,000	1.0%	\$421,500	-5.1%
AITKENVALE	12	N/A	N/A	40	\$270,000	\$282,000	-4.3%	\$321,000	-15.9%
ALICE RIVER ^	3	N/A	N/A	28	\$436,000	\$475,000	-8.2%	\$468,000	-6.8%
ANNANDALE	26	\$420,000	7.3%	108	\$400,000	\$395,000	1.3%	\$426,250	-6.2%
BELGIAN GARDENS	6	N/A	N/A	17	N/A	\$462,500	N/A	\$439,000	N/A
BOHLE PLAINS	6	N/A	N/A	32	\$385,000	\$395,000	-2.5%	\$430,000	-10.5%
BURDELL	11	N/A	N/A	71	\$365,000	\$385,000	-5.2%	\$425,000	-14.1%
BUSHLAND BEACH	24	\$348,000	-9.6%	91	\$382,500	\$370,000	3.4%	\$415,000	-7.8%
CONDON	9	N/A	N/A	58	\$250,000	\$230,000	8.7%	\$293,000	-14.7%
COSGROVE	3	N/A	N/A	17	N/A	\$394,250	N/A	\$414,231	N/A
CRANBROOK	12	N/A	N/A	55	\$243,250	\$250,000	-2.7%	\$302,500	-19.6%
CURRAJONG	12	N/A	N/A	48	\$230,000	\$255,000	-9.8%	\$290,000	-20.7%
DEERAGUN	10	N/A	N/A	36	\$283,500	\$272,500	4.0%	\$325,000	-12.8%
DOUGLAS	9	N/A	N/A	83	\$365,000	\$363,500	0.4%	\$395,000	-7.6%
GULLIVER	4	N/A	N/A	41	\$260,000	\$245,000	6.1%	\$295,000	-11.9%
HEATLEY	7	N/A	N/A	31	\$232,250	\$230,500	0.8%	\$287,500	-19.2%
HERMIT PARK	10	N/A	N/A	48	\$347,500	\$327,000	6.3%	\$380,000	-8.6%
HYDE PARK	6	N/A	N/A	18	N/A	\$331,750	N/A	\$360,000	N/A
IDALIA	15	N/A	N/A	60	\$456,000	\$480,000	-5.0%	\$455,000	0.2%
KELSO	21	\$243,000	-0.8%	71	\$244,000	\$248,500	-1.8%	\$292,750	-16.7%
KIRWAN	40	\$310,000	0.0%	223	\$310,000	\$310,000	0.0%	\$350,000	-11.4%
MOUNT LOUISA	15	N/A	N/A	92	\$328,750	\$365,000	-9.9%	\$414,000	-20.6%
MUNDINGBURRA	7	N/A	N/A	33	\$330,000	\$300,000	10.0%	\$370,000	-10.8%
NORTH WARD	9	N/A	N/A	35	\$502,500	\$560,000	-10.3%	\$625,000	-19.6%
OONONBA	6	N/A	N/A	24	\$307,500	\$285,000	7.9%	\$285,000	7.9%
RAILWAY ESTATE	11	N/A	N/A	43	\$305,750	\$301,000	1.6%	\$333,000	-8.2%
RANGEWOOD ^	5	N/A	N/A	11	N/A	\$408,000	N/A	\$470,000	N/A
RASMUSSEN	7	N/A	N/A	49	\$235,000	\$309,500	-24.1%	\$308,500	-23.8%
SOUTH TOWNSVILLE	8	N/A	N/A	22	\$315,000	\$335,000	-6.0%	\$335,000	-6.0%
THURINGOWA CENTRAL	2	N/A	N/A	17	N/A	\$280,000	N/A	\$315,000	N/A
VINCENT	3	N/A	N/A	17	N/A	\$212,000	N/A	\$268,500	N/A
WEST END	10	N/A	N/A	36	\$310,000	\$355,000	-12.7%	\$392,000	-20.9%
WULGURU	7	N/A	N/A	51	\$260,000	\$265,000	-1.9%	\$320,000	-18.8%

SURROUNDS

BURDEKIN (LGA)	16	N/A	N/A	106	\$176,550	\$175,000	0.9%	\$205,000	-13.9%
AYR	11	N/A	N/A	66	\$225,000	\$202,500	11.1%	\$247,500	-9.1%
CHARTERS TOWERS (LGA)	14	N/A	N/A	71	\$140,000	\$142,500	-1.8%	\$190,000	-26.3%
CHARTERS TOWERS CITY	3	N/A	N/A	27	\$129,000	\$125,000	3.2%	\$200,000	-35.5%
HINCHINBROOK (LGA)	17	N/A	N/A	85	\$198,000	\$185,000	7.0%	\$245,000	-19.2%
INGHAM	8	N/A	N/A	40	\$175,000	\$150,000	16.7%	\$240,000	-27.1%

TOWNSVILLE LAND SALES



*Preliminary data

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
TOWNSVILLE (LGA)	72	\$255,000	15.9%	506	\$250,000	\$275,000	-9.1%	\$299,000	-16.4%
BELGIAN GARDENS	3	N/A	N/A	24	\$237,000	\$605,000	-60.8%	\$372,500	-36.4%
DOUGLAS	4	N/A	N/A	9	N/A	\$240,000	N/A	\$333,750	N/A
NORTH WARD	13	N/A	N/A	101	\$290,000	\$295,500	-1.9%	\$315,000	-7.9%
PIMLICO	0	N/A	N/A	5	N/A	\$224,500	N/A	\$229,000	N/A
SOUTH TOWNSVILLE	3	N/A	N/A	30	\$367,500	\$285,000	29.0%	\$353,750	3.9%
TOWNSVILLE CITY	12	N/A	N/A	58	\$322,500	\$375,000	-14.0%	\$380,000	-15.1%
WEST END	7	N/A	N/A	33	\$205,000	\$230,000	-10.9%	\$191,500	7.0%

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK	NEW BONDS
	TOWNSVILLE CITY	\$250	623	\$240	713	\$280	648
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$265	296	\$260	353	\$300	311
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$300	56	\$300	49	\$320	26
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$220	124	\$200	137	\$260	174
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$250	71	\$245	91	\$270	70
4815	Candon/Kelso/Pinnacles/Rasmussen	\$220	20	\$250	28	\$260	13
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/Thuringowa Central	\$230	33	\$213	32	\$265	34
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	\$235	6	n.a.	4	n.a.	4
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$300	16	\$265	19	\$320	16
	BURDEKIN SHIRE	\$215	26	\$205	28	\$210	55
4807	Airville	\$215	25	\$200	24	\$210	46
	CHARTERS TOWERS REGIONAL	\$220	15	\$170	17	\$165	15
4820	Richmond Hill	\$220	15	\$170	17	\$165	15
	HINCHINBROOK SHIRE	\$195	19	\$164	13	\$190	15
4850	Abergowrie	\$195	19	\$164	13	\$190	15

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK	NEW BONDS
	TOWNSVILLE CITY	\$300	46	\$300	39	\$350	34
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$305	16	\$335	12	\$365	9
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$280	12	\$270	12	\$340	5
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$330	5	n.a.	4	n.a.	2
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/Thuringowa Central	n.a.	3	n.a.	2	\$355	12
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	\$310	5	n.a.	4	n.a.	2

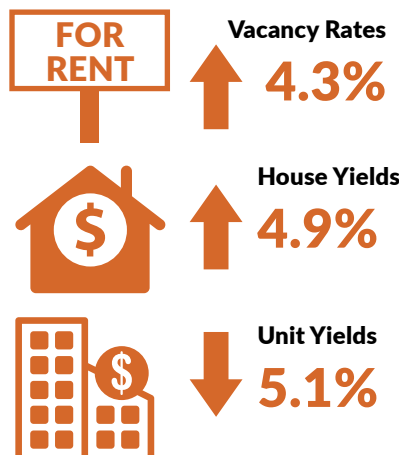
SALES MARKET - VACANT LAND <2400M²

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
TOWNSVILLE (LGA)	20	\$140,400	-14.7%	266	\$161,000	\$163,500	-1.5%	\$161,500	-0.3%
TOWNSVILLE (LGA) ^	3	N/A	N/A	34	\$196,000	\$200,000	-2.0%	\$195,000	0.5%
BOHLE PLAINS	3	N/A	N/A	37	\$172,000	\$165,000	4.2%	\$165,000	4.2%
BURDELL	5	N/A	N/A	33	\$156,525	\$165,000	-5.1%	\$153,200	2.2%
BUSHLAND BEACH	0	N/A	N/A	25	\$150,000	\$149,500	0.3%	\$165,000	-9.1%
KELSO	0	N/A	N/A	4	N/A	\$115,000	N/A	\$145,000	N/A
MOUNT LOUISA	1	N/A	N/A	15	N/A	\$175,500	N/A	\$174,500	N/A
MOUNT LOW	1	N/A	N/A	24	\$147,000	\$156,300	-6.0%	\$160,000	-8.1%
OONONBA	0	N/A	N/A	25	\$161,000	\$158,500	1.6%	\$142,000	13.4%
SHAW	0	N/A	N/A	1	N/A	\$165,500	N/A	\$167,375	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-18 \$/ WEEK	NEW BONDS	SEP-17 \$/ WEEK	NEW BONDS	SEP-13 \$/ WEEK	NEW BONDS
	TOWNSVILLE CITY	\$300	636	\$295	658	\$340	708
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$340	47	\$323	46	\$350	62
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$330	29	\$295	34	\$320	33
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$330	63	\$300	52	\$330	60
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$300	172	\$295	211	\$340	205
4815	Candon/Kelso/Pinnacles/Rasmussen	\$270	108	\$260	97	\$315	135
4816	Alligator Ck/Dunk Is/Greenvale/Hidden Valley/Homestead/Julago/Macrossan/Majors Ck/Mingela/Mutarnee/Nelia/Nome/Palm Is/Paluma/Pentland/Praire/Ravenswood/Rollingstone/Sellheim/Toonpan/Torrens Ck/Woodstock	\$300	12	\$250	11	\$335	8
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/Thuringowa Central	\$320	103	\$300	105	\$360	103
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	\$320	88	\$300	96	\$340	88
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$338	14	\$328	6	\$320	14
	BURDEKIN SHIRE	\$250	56	\$250	39	\$260	60
4806	Arkenideith	\$270	11	\$240	8	\$255	14
4807	Airville	\$245	38	\$250	27	\$260	35
	CHARTERS TOWERS REGIONAL	\$265	24	\$240	37	\$280	41
4820	Richmond Hill	\$265	24	\$240	37	\$280	41
	HINCHINBROOK SHIRE	\$250	22	\$240	29	\$250	20
4850	Abergowrie	\$250	22	\$240	29	\$250	20

RENTAL MARKET



EMPLOYMENT MARKET

CAIRNS SA4



Unemployment Rate

6.5%



Participation Rate

61.1%

HOUSE MARKET (<2400M²)



Quarter median price

\$400,500



Annual median price

\$405,000



Annual volume of sales

2,042



Annual median price 5yrs ago

\$361,000

HOUSE MARKET



Median days on market

56 Days



Median vendor discount

-5.8%



Stock on market

8.3%

Holding ground

After a bumpy year or two, the Cairns property market appears to be holding its ground with prices relatively steady compared to a year ago.

The Cairns median house price reduced 1.2 per cent over the year ending December to finish 2018 on \$405,000.

Its unit market posted similar yearly results with its median price flat at \$230,000.

Over the December quarter, however, this sector was the second-best unit performer in the state.

The rental market continues to be tight, which has resulted in weekly rents increasing from \$10 to about \$45 per week over the past year depending on the dwelling type.

Yields in Cairns are also very healthy, which means that the investment sector is enjoying good cash flow even if the capital growth equation continues to be mostly benign.

The most affordable suburbs for houses for the year ending December 2018 were:

- White Rock \$287,500
- Woree \$306,500
- Gordonvale \$310,000

The most affordable suburbs for units for the year ending December 2018 were:

- Woree \$132,250
- Bungalow \$150,000
- Edmonton \$150,000

Regional Economy and Infrastructure Investment

The population of Cairns is expected to hit nearly 175,000 in 2021, according to the ABS, which augurs well for its economic future.

The region has been the focus of additional large-scale investment over recent times with a number of new and proposed initiatives announced, including a proposed Global Tourism Hub that could create thousands of jobs for Cairns.

According to the State Government, the hub would show case the talents of locals to potential developers as well as deliver new tourism infrastructure in Cairns to lure more visitors and create jobs.

The Cairns manufacturing sector has received a \$10 million boost, with the Palaszczuk Government teaming up with TAFE Queensland to establish a manufacturing hub to support local manufacturers to become more productive and grow their businesses.

Cairns' \$127 million port upgrade is one step closer to reality after the tender was recently announced for major dredging and construction.

According to the State Government, the announcement marked an important milestone for the project, which is expected to deliver an \$850 million boost for the region's economy and thousands of jobs for locals.

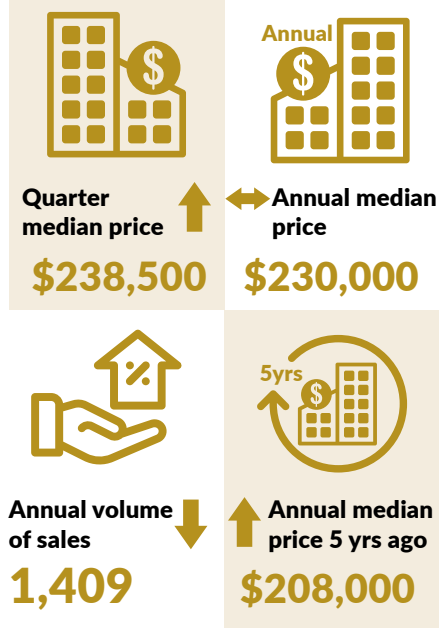
Market Outlook

It appears that the Cairns housing market is stabilising with prices holding their ground over the past 12 months.

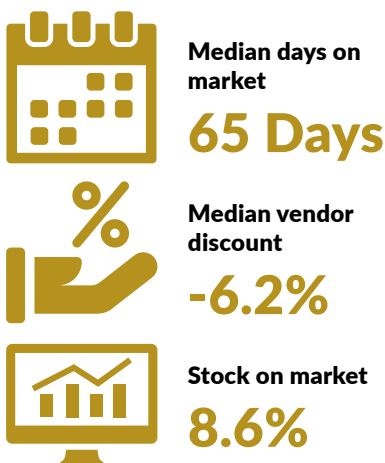
It is a different, and far more positive story for its unit market, where prices have grown over the past quarter and are classified as being in a rising market.

Only time will tell if the most recent median unit price increases are a sign of more

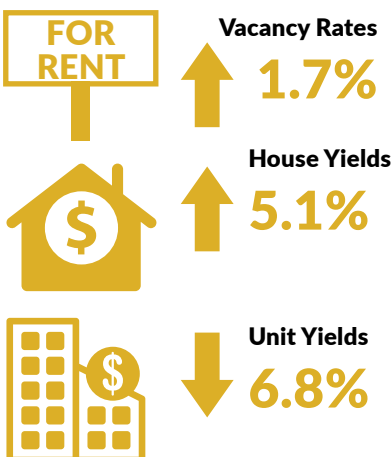
UNIT MARKET



UNIT MARKET



RENTAL MARKET



growth on the horizon.

The volume of sales for both dwelling types is continuing to fall, however, the number of unit listings has contracted over the past year.

The quarterly median house price increased marginally over the December 2018 quarter, up 0.1 per cent to \$400,500 – however it was an improvement on the previous quarter when the median reduced by 4.3 per cent.

The result is somewhat surprising given the volume of sales was down on the previous quarter.

In fact, the volume of sales in Cairns has reduced about 12 per cent over the year ending December 2018.

Caravonica, nestled at the foot of rainforest, posted Cairns' best price growth over the year with its median house price increasing an impressive 26.3 per cent to \$499,000 – a price uplift of more than \$100,000 in 12 months.

General Activity

House listing volumes remained relatively stable compared to the previous quarter sitting at about 3,822, which represented 8.27 per cent stock on market.

However, annual sales have fallen 12 per cent, from 2,325 in December 2017 to 2,042 in December 2018.

Over the past year, the median days on market and median vendor discounts have remained relatively static.

A house in Cairns required about 56 days to achieve a sale with the median negotiated discount sitting at around 5.8 per cent.

Unit market

If there is a story to be told about Cairns for the December quarter, it is that its unit market was the second strongest council area performer in Queensland.

While its result might be off the back of a less than stellar previous quarter, its median unit price increased 8.4 per cent to \$235,000, according to QMM data.

Its median price over the September quarter was \$215,000 in comparison.

However, it is the median price performance over the past year that gives us a more balanced view with the unit price, unfortunately, flat on \$230,000.

According to the QMM, the low volume of unit sales in Cairns over the quarter meant that many suburbs didn't record enough volume to calculate a reliable median price.

The exception was Cairns North, which posted median unit price growth of 16.7 per cent to \$245,000.

Looking at the medium-term data, the annual median price increased a modest 10.6 per cent or \$22,000 for the past five years, from a median of \$208,000 in December 2013.

Unit sales volumes continue to contract in Cairns with the annual number of sales falling from 1,562 in December 2017 to 1,409 in December 2018.

Days on market for units are also reducing falling from 76 days to 65 days with an average vendor discount of 6.19 per cent.

Rental Market

The Cairns rental market continues to be tight with the residential vacancy up slightly from the previous quarter to 1.7 per cent.

The rental sector has now been within the tight range for three consecutive years.

Such a low vacancy rate, of course, is resulting in strengthening returns with rents



for three-bedroom houses up \$10 per week over the past year.

Rents for two-bedroom units have increased by \$15 per week over the year, and rents for three-bedroom townhouses have soared by \$45 per week in year ending December 2018.

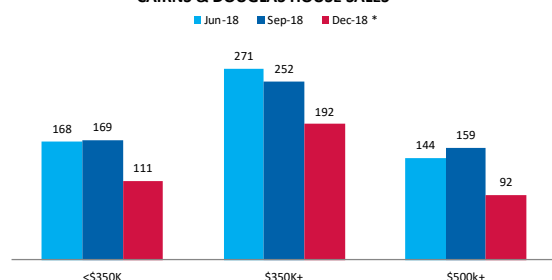
Bonds data for the December quarter was steady compared to the same period last year – increasing marginally from 21,698 to 21,714.

The lower price points of investment properties in Cairns, however, means that investors have some of the best yields around.

Unit yields dipped from the previous quarter but were still a very impressive 6.8 per cent. House yields were steady at 6.1 per cent.

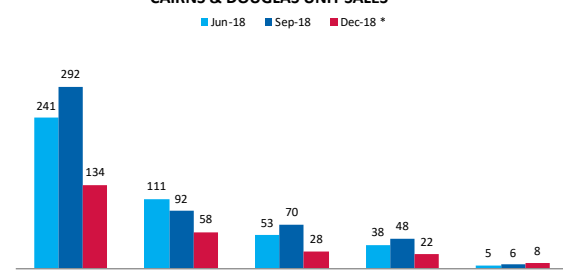
"The population of Cairns is expected to hit nearly 175,000 in 2021, according to the ABS, which augurs well for its economic future."

CAIRNS & DOUGLAS HOUSE SALES



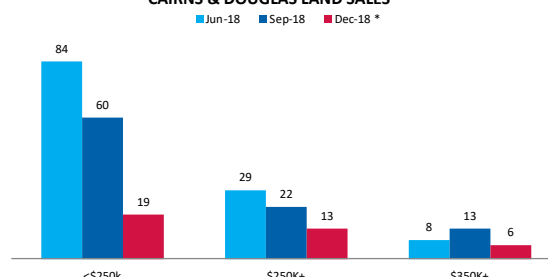
*Preliminary data
Houses<2400m²

CAIRNS & DOUGLAS UNIT SALES



*Preliminary data

CAIRNS & DOUGLAS LAND SALES



*Preliminary data

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
CAIRNS (LGA)	382	\$400,500	0.1%	2042	\$405,000	\$410,000	-1.2%	\$361,000	12.2%
CAIRNS (LGA) ^	18	N/A	N/A	120	\$657,500	\$625,000	5.2%	\$545,000	20.6%
BAYVIEW HEIGHTS	9	N/A	N/A	63	\$415,000	\$385,000	7.8%	\$365,000	13.7%
BENTLEY PARK	34	\$360,000	4.1%	129	\$352,000	\$350,000	0.6%	\$320,000	10.0%
BRINSMEAD	20	\$455,000	1.1%	102	\$455,000	\$460,000	-1.1%	\$381,625	19.2%
BUNGALOW	3	N/A	N/A	23	\$376,500	\$345,000	9.1%	\$260,000	44.8%
CARAVONICA	8	N/A	N/A	28	\$499,000	\$395,000	26.3%	\$345,000	44.6%
CLIFTON BEACH	2	N/A	N/A	31	\$538,000	\$555,000	-3.1%	\$485,000	10.9%
EARLVILLE	6	N/A	N/A	37	\$380,000	\$370,000	2.7%	\$320,000	18.8%
EDGE HILL	6	N/A	N/A	53	\$485,000	\$515,000	-5.8%	\$412,500	17.6%
EDMONTON	26	\$330,000	0.0%	139	\$325,000	\$345,000	-5.8%	\$313,500	3.7%
FRESHWATER	2	N/A	N/A	18	N/A	\$525,000	N/A	\$420,000	N/A
GOLDSBOROUGH ^	3	N/A	N/A	18	N/A	\$462,000	N/A	\$420,250	N/A
GORDONVALE	19	N/A	N/A	86	\$310,000	\$310,000	0.0%	\$307,500	0.8%
GORDONVALE ^	2	N/A	N/A	13	N/A	\$580,000	N/A	\$550,000	N/A
HOLLOWAYS BEACH	11	N/A	N/A	42	\$407,000	\$377,500	7.8%	\$357,000	14.0%
KANIMBLA	7	N/A	N/A	45	\$500,000	\$475,000	5.3%	\$442,500	13.0%
KEWARRA BEACH	18	N/A	N/A	97	\$428,500	\$430,000	-0.4%	\$410,000	4.5%
MANOORA	6	N/A	N/A	49	\$323,500	\$330,000	-2.0%	\$266,000	21.6%
MANUNDA	5	N/A	N/A	40	\$346,750	\$330,000	5.1%	\$310,000	11.9%
MOOROOBOOL	21	\$370,000	12.6%	93	\$355,000	\$380,000	-6.6%	\$309,000	14.9%
MOUNT SHERIDAN	23	\$383,500	1.1%	140	\$385,000	\$398,000	-3.3%	\$330,000	16.7%
PALM COVE	5	N/A	N/A	35	\$571,250	\$580,000	-1.5%	\$520,000	9.9%
PARRAMATTA PARK	4	N/A	N/A	20	\$462,500	\$445,000	3.9%	\$365,000	26.7%
REDLYNCH	29	\$483,500	1.8%	133	\$475,000	\$483,000	-1.7%	\$411,000	15.6%
SMITHFIELD	25	\$426,500	-0.8%	129	\$429,500	\$440,000	-2.4%	\$375,000	14.5%
TRINITY BEACH	12	N/A	N/A	85	\$475,000	\$472,500	0.5%	\$415,000	14.5%
TRINITY PARK	14	N/A	N/A	62	\$430,000	\$439,500	-2.3%	\$386,500	11.3%
WESTCOURT	7	N/A	N/A	36	\$345,000	\$347,500	-0.7%	\$318,250	8.4%
WHITE ROCK	14	N/A	N/A	53	\$287,500	\$307,500	-6.5%	\$274,000	4.9%
WHITFIELD	10	N/A	N/A	63	\$550,000	\$505,000	8.9%	\$460,000	19.6%
WOREE	4	N/A	N/A	28	\$306,500	\$335,000	-8.5%	\$280,000	9.5%
YORKEYS KNOB	4	N/A	N/A	28	\$395,000	\$375,500	5.2%	\$340,000	16.2%

SURROUNDS

CASSOWARY COAST (LGA)	38	\$192,500	-5.6%	201	\$214,000	\$240,000	-10.8%	\$239,500	-10.6%
CASSOWARY COAST (LGA) ^	17	N/A	N/A	80	\$335,000	\$321,000	4.4%	\$345,000	-2.9%
DOUGLAS (LGA)	30	\$438,000	0.8%	147	\$450,000	\$429,000	4.9%	\$390,000	15.4%
PORT DOUGLAS	7	N/A	N/A	40	\$610,000	\$565,000	8.0%	\$430,000	41.9%
MAREEBA (LGA)	23	\$307,500	-2.4%	134	\$292,000	\$266,250	9.7%	\$245,000	19.2%
MAREEBA (LGA) ^	17	N/A	N/A	119	\$450,000	\$470,000	-4.3%	\$419,000	7.4%
KURANDA ^	9	N/A	N/A	38	\$455,000	\$460,000	-1.1%	\$443,750	2.5%
MAREEBA	21	\$340,000	13.0%	113	\$290,000	\$270,000	7.4%	\$240,000	20.8%
TABLELANDS (LGA)	31	\$293,000	6.6%	214	\$288,000	\$301,000	-4.3%	\$281,500	2.3%
TABLELANDS (LGA) ^	21	\$410,000	-6.8%	143	\$405,000	\$392,500	3.2%	\$357,500	13.3%
ATHERTON	16	N/A	N/A	114	\$296,000	\$311,000	-4.8%	\$307,250	-3.7%
TOLGA ^	3	N/A	N/A	19	N/A	\$469,500	N/A	\$400,000	N/A

SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
CAIRNS (LGA)	218	\$238,500	8.4%	1409	\$230,000	\$230,000	0.0%	\$208,000	10.6%
BUNGALOW	9	N/A	N/A	39	\$150,000	\$155,000	-3.2%	\$130,000	15.4%
CAIRNS CITY	13	N/A	N/A	107	\$430,000	\$280,000	53.6%	\$380,000	13.2%
CAIRNS NORTH	23	\$245,000	16.7%	193	\$237,250	\$241,500	-1.8%	\$215,000	10.3%
EARLVILLE	3	N/A	N/A	32	\$173,250	\$170,000	1.9%	\$210,000	-17.5%
EDGE HILL	6	N/A	N/A	32	\$173,250	\$173,500	-0.1%	\$132,000	31.3%
EDMONTON	5	N/A	N/A	21	\$150,000	\$170,750	-12.2%	\$148,250	1.2%
FRESHWATER	4	N/A	N/A	32	\$243,500	\$273,500	-11.0%	\$275,000	-11.5%
MANOORA	13	N/A	N/A	87	\$165,500	\$165,000	0.3%	\$150,000	10.3%
MANUNDA	15	N/A	N/A	80	\$181,000	\$172,250	5.1%	\$133,550	35.5%
MOOROOBOOL	4	N/A	N/A	39	\$215,000	\$219,000	-1.8%	\$175,000	22.9%
PALM COVE	19	N/A	N/A	105	\$330,000	\$309,000	6.8%	\$251,000	31.5%
PARRAMATTA PARK	9	N/A	N/A	59	\$220,000	\$242,000	-9.1%	\$197,500	11.4%
TRINITY BEACH	15	N/A	N/A	119	\$279,500	\$287,600	-2.8%	\$220,000	27.0%
WESTCOURT	10	N/A	N/A	62	\$245,000	\$215,000	14.0%	\$182,250	34.4%
WOREE	10	N/A	N/A	58	\$132,250	\$150,000	-11.8%	\$120,000	10.2%
YORKEYS KNOB	11	N/A	N/A	92	\$225,000	\$220,000	2.3%	\$217,500	3.4%

SURROUNDS

DOUGLAS (LGA)	37	\$275,000	10.0%	269	\$235,000	\$256,000	-8.2%	\$220,000	6.8%
PORT DOUGLAS	33	\$269,500	7.8%	241	\$235,000	\$257,000	-8.6%	\$220,000	6.8%
ATHERTON	4	N/A	N/A	22	\$220,000	\$248,500	-11.5%	\$212,750	3.4%

SALES MARKET - VACANT LAND <2400M²

CAIRNS (LGA)	35	\$250,000	6.4%	315	\$212,000	\$213,750	-0.8%	\$180,000	17.8%
EDMONTON	0	N/A	N/A	21	\$168,000	\$155,000	8.4%	\$125,000	34.4%
GORDONVALE	0	N/A	N/A	14	N/A	\$145,000	N/A	\$92,500	N/A
KANIMBLA	3	N/A	N/A	9	N/A	\$308,000	N/A	\$210,000	N/A
KEWARRA BEACH	3	N/A	N/A	13	N/A	\$280,000	N/A	\$190,000	N/A
REDLYNCH	3	N/A	N/A	30	\$253,500	\$251,000	1.0%	\$183,500	38.1%
SMITHFIELD	3	N/A	N/A	18	N/A	\$223,500	N/A	\$168,000	N/A
TRINITY PARK	3	N/A	N/A	30	\$203,250	\$215,000	-5.5%	\$197,900	2.7%

SURROUNDS

CASSOWARY COAST (LGA)	9	N/A	N/A	62	\$76,000	\$85,000	-10.6%	\$98,500	-22.8%
MISSION BEACH	2	N/A	N/A	14	N/A	\$87,000	N/A	\$121,425	N/A
DOUGLAS (LGA)	0	N/A	N/A	21	\$160,000	\$147,500	8.5%	\$125,000	28.0%
MAREEBA (LGA)	3	N/A	N/A	33	\$110,000	\$108,500	1.4%	\$85,000	29.4%
MAREEBA	1	N/A	N/A	26	\$113,000	\$108,750	3.9%	\$85,000	32.9%
TABLELANDS (LGA)	5	N/A	N/A	46	\$113,500	\$112,000	1.3%	\$100,000	13.5%
ATHERTON	3	N/A	N/A	14	N/A	\$113,000	N/A	\$100,000	N/A

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ^a	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
	CAIRNS REGIONAL	\$395	14	\$350	17	\$350	33
4870	Cairns & suburbs of Cairns	\$395	5	\$360	9	\$350	15
4861	Babinda, Bartle Frere					\$0	0
	DOUGLAS SHIRE	\$460	7	\$400	10	n.a.	n.a.
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$460	7	\$400	10	\$400	10

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ^a	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
	CAIRNS REGIONAL	\$390	392	\$380	414	\$340	502
4865	Gordonvale	\$350	13	\$338	16	\$310	21
4868	Mt Sheridan/Bayview Hts/Tarrowarra/White Rock/Woree	\$380	70	\$360	72	\$340	76
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$360	41	\$350	54	\$320	68
4870	Cairns & suburbs of Cairns	\$400	156	\$380	145	\$350	170
4878	Caravanica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$400	48	\$400	50	\$340	35
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$420	58	\$415	68	\$380	74
	DOUGLAS SHIRE	\$380	21	\$380	29	n.a.	n.a.
4873	Mossman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$360	17	\$350	19	\$290	30
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	n.a.	4	\$440	10	\$425	19
	CASSOWARY COAST REGIONAL	\$290	70	\$290	85	\$290	118
4849	Cardwell	\$275	6	n.a.	2	\$320	12
4852	Bingil Bay	\$360	7	\$365	14	\$350	26
4854	Bilyana	\$300	11	\$265	15	\$275	28
4858	Comoon Loop	n.a.	2	n.a.	3	\$230	6
4860	Bamboo Creek	\$280	37	\$290	40	\$260	42
	TABLELANDS REGIONAL	\$310	78	\$300	73	\$295	137
4872	Dimbulah/Kairi/Mt Garnett/Tinaroo/Walkamin	\$290	9	\$300	9	n.a.	3
4882	Tolga	\$350	7	n.a.	3	\$280	6
4883	Atherton/Upper Baron	\$320	37	\$300	41	\$290	43
4884	Yungaburra/Lake Eacham	\$355	6	n.a.	3	\$320	7
4885	Malanda/Tarzali/Jaggan	\$290	8	n.a.	3	\$280	17
4887	Herberton/Wondecla	n.a.	4	\$290	5	n.a.	3
4888	Ravenshoe/Evelyn/Millstream	\$280	5	\$275	9	\$260	6
	MAREEBA SHIRE	\$330	47	\$345	56	n.a.	n.a.
4880	Mareeba/Biboohra	\$313	38	\$330	49	\$300	42
4881	Kuranda/Koah/Spewah	\$460	9	\$440	7	\$380	8

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ^a	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
	CAIRNS REGIONAL	\$310	643	\$300	696	\$280	942
4868	Mt Sheridan/Bayview Hts/Tarrowarra/White Rock/Woree	\$260	50	\$250	61	\$250	73
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$263	12	\$260	9	\$215	14
4870	Cairns & suburbs of Cairns	\$300	432	\$290	451	\$270	538
4878	Caravanica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$325	67	\$300	65	\$270	91
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$330	79	\$330	104	\$300	154
	DOUGLAS SHIRE	\$320	60	\$300	73	n.a.	n.a.
4873	Mossman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$245	18	\$230	17	\$187	17
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$348	42	\$320	56	\$270	50
	CASSOWARY COAST REGIONAL	\$215	57	\$220	63	\$220	89
4849	Cardwell	\$200	7	n.a.	4	\$240	13
4852	Bingil Bay	\$240	14	\$260	13	\$250	28
4854	Bilyana	\$210	5	\$220	9	\$250	6
4860	Bamboo Creek	\$215	31	\$210	37	\$195	41
	TABLELANDS REGIONAL	\$230	27	\$230	29	\$230	69
4883	Atherton/Upper Baron	\$240	18	\$240	20	\$230	32
	MAREEBA SHIRE	\$255	35	\$240	29	n.a.	n.a.
4880	Mareeba/Biboohra	\$253	30	\$240	23	\$225	25



OTHER REGIONAL

SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SOUTH-WEST									
MARANOVA (LGA)	9	N/A	N/A	48	\$190,000	\$185,000	2.7%	\$300,000	-36.7%
ROMA	7	N/A	N/A	40	\$200,000	\$235,000	-14.9%	\$317,000	-36.9%
CHARLEVILLE	5	N/A	N/A	28	\$145,000	\$145,000	0.0%	\$119,300	21.5%
NORTH-WEST									
MOUNT ISA (LGA)	18	N/A	N/A	113	\$260,000	\$265,000	-1.9%	\$379,000	-31.4%
COOKTOWN	5	N/A	N/A	16	N/A	\$290,000	N/A	\$261,600	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
SOUTH WEST							
	BALONNE SHIRE	\$250	11	\$250	14	\$250	15
4487	St George	\$255	10	\$250	13	\$270	13
	MARANOVA REGIONAL	\$250	63	\$200	49	\$400	53
4455	Roma	\$250	55	\$210	43	\$400	50
	MURWEH SHIRE	\$228	8	\$240	9	\$230	26
4470	Charleville	\$230	7	\$240	9	\$230	26
CENTRAL WEST							
	LONGREACH REGIONAL	\$255	8	\$245	12	\$275	26
4730	Brixton	\$255	8			\$285	25
	BLACKALL-TAMBO REGIONAL	\$150	8	n.a.	2	\$200	10
4472	Blackwall	\$150	7	n.a.	2	\$200	8
NORTH WEST							
	CLONCURRY SHIRE	\$300	22	\$300	22	\$375	16
4824	Cloncurry	\$300	22	\$300	22	\$375	16
	MOUNT ISA CITY	\$360	94	\$350	91	\$500	93
4825	Alexandria	\$360	94	\$350	91	\$500	93
FAR NORTH							
	COOK SHIRE	\$310	29	\$290	23	\$280	29
4871	Almaden	\$275	15	\$275	18	\$245	20
4895	Bloomfield	\$328	14	\$300	5	\$300	9

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	SEP-18 \$ / WEEK	NEW BONDS	SEP-17 \$ / WEEK	NEW BONDS	SEP-13 \$ / WEEK	NEW BONDS
SOUTH WEST							
	BALONNE SHIRE	\$175	5	\$182	10	\$190	6
4487	St George	n.a.	2	\$184	9	\$190	5
	MARANOVA REGIONAL	\$190	29	\$153	24	\$310	33
4455	Roma	\$190	27	\$150	21	\$320	30
NORTH WEST							
	CLONCURRY SHIRE	\$250	7	\$250	13	\$350	5
4824	Cloncurry	\$250	7	\$250	13	\$350	5
	MOUNT ISA CITY	\$220	75	\$210	78	\$350	88
4825	Alexandria	\$220	75	\$210	78	\$350	88
FAR NORTH							
	COOK SHIRE	\$240	7	\$240	9	n.a.	4
4895	Bloomfield	n.a.	4	n.a.	4	n.a.	2

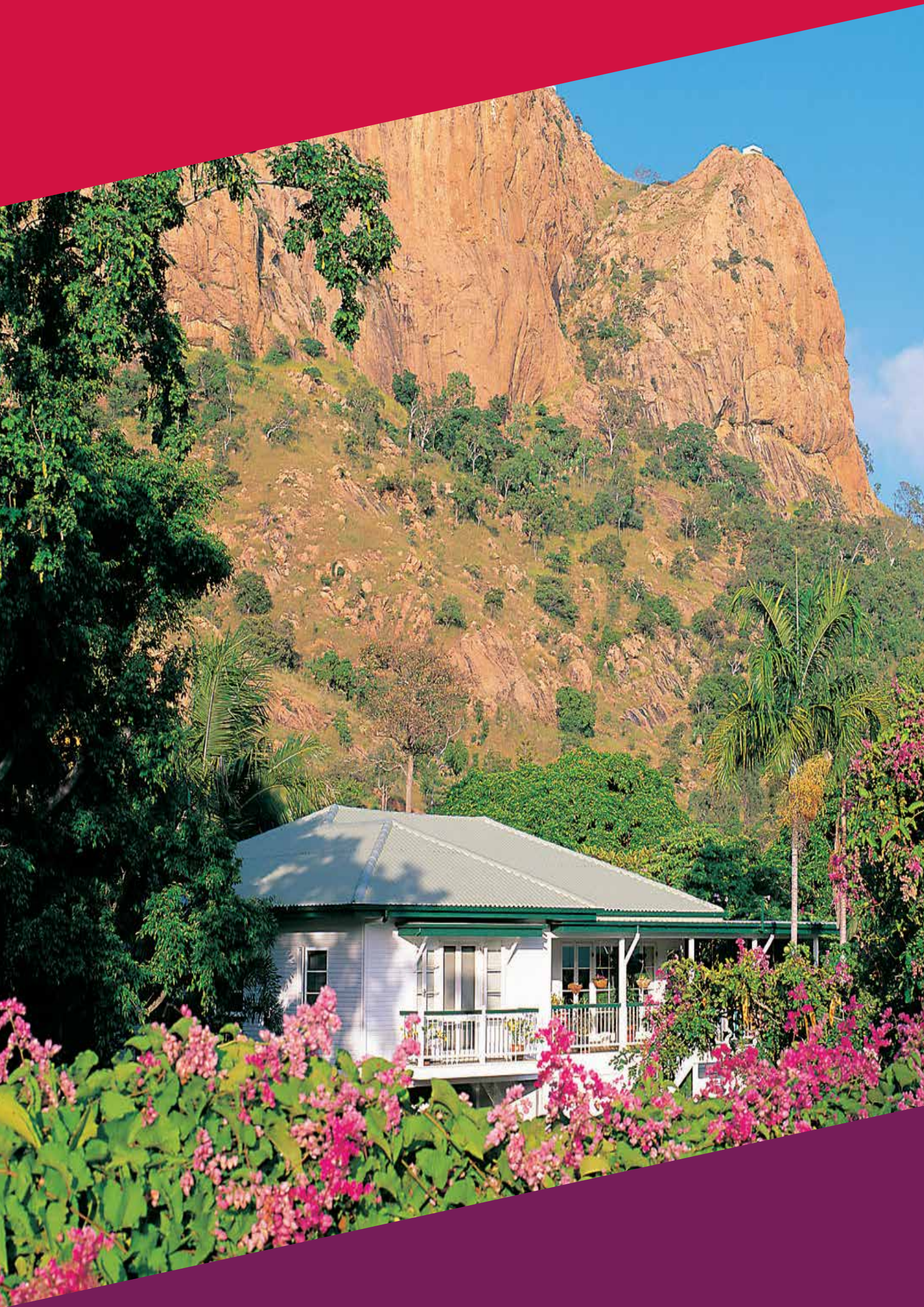
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