



QUEENSLAND MARKET MONITOR

YOUR SUBURB BY SUBURB PROPERTY GUIDE

MARCH 2021 | ISSUE 49

Reporting on the December Quarter 2020



CURRUMBIN VALLEY STATE'S HIGHEST HOUSE GROWTH
EAST TOOWOOMBA UNITS SCORE SKY-HIGH RESULTS
BRISBANE RISES TO A NEW RECORD YET AGAIN
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REIQ RESEARCH EXPLANATORY NOTES

SALES MARKET DATA

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

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

A median sale price is derived by arranging a set of sale prices from lowest to highest and then selecting the middle value within this set (i.e. 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 represents preliminary sales numbers and is 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



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Source: REIQ, data supplied by CoreLogic

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QUEENSLAND MARKET OVERVIEW

EMPLOYMENT MARKET



Unemployment Rate

5.4%



Participation Rate

64.4%

HOUSE MARKET (<2400M²)



Quarter median price

\$520,000



Annual median price

\$490,000



Annual volume of sales

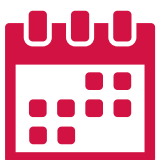
63,316



Annual median price 5yrs ago

\$449,512

HOUSE MARKET ALL



Median days on market

40 Days



Median vendor discount

-3.6%



Stock on market

7.0%

The Problem with Property Predictions: Fiction Versus Fact

Editor: Olivier Björksäter-Bleylock

Data: Yvette Burton

Analysis: Nicola McDougall and Kieran Clair

At the onset of COVID-19, one by one, Australia's 'big four' banks flooded the market with property predictions. Fortunately for property owners, most of the "Armageddon" forecasts were a miss - many by a long shot. So, what's wrong with predictions?

Whenever the unexpected happens, it seems everyone is keen to predict possible outcomes for our property markets. As we strive to move on from the COVID-19 crisis and the uncertainty it's caused, 2020 saw its fair share of property market predictions ranging from dire warnings of imminent collapse through to assurances that the next boom was on its way.

Such forecasts may be exciting, interesting or even frightening, but they are rarely of any real value to investors, and that's not just because they often turn out to be wrong. The main problem is that most predictions are simply sweeping generalisations that lump together different types of properties as if they always perform the same way, but the potential performance of different types of housing in the same suburb often varies, because they appeal to many different types of buyers and renters.

We also know that units and houses can perform very differently. There are market differences between renter versus buyer demands, as well as response rate differences between investor, first buyer, upgrader and downsizer demands. Yet, much of the media provides property price predictions, housing market forecasts, home value indexes or real estate estimates in which they lump all types of properties together, ultimately showing a combined average performance, which is of little practical use and could even be misleading.

Another issue with many property market predictions is they combine suburbs in one city or state together to make a sweeping forecast such as "Brisbane's housing market expected to crash" which ran only a few weeks after lockdowns were in force across Queensland. But the best was reserved for our big banks whose own predictions ranged from dire to apocalyptic. In May 2020, we had both Westpac and the ANZ predicting a 10% decline in national property values, while the NAB predicted falls of up to 15%. Not to be outdone, the Commonwealth Bank made headlines with claims that house prices would collapse by up to 32%. What a difference a year can make, with "Brisbane property prices set to boom" the most recent headline splashed across the front page of many tabloids. You would think the big banks would have learned their lesson... but they've come out in force once more, revering previous forecasts. ANZ is now predicting 9% growth in 2021, the NAB and Commonwealth Bank are forecasting 5% growth, and Westpac sees a 15% "surge" in property values over 2021-2023.

One of the most outlandish doomsayers for 2020 was Harry S. Dent Jr., the "Contrarian's Contrarian," who for almost 20 years has been periodically predicting cataclysmic market crashes in Australia. He appeared on Sky News, announcing that we're on the verge of an economic winter and when it comes, the fallout could be worse than even the Great Depression of 1929. His prediction was a 70% price reduction in property because Australia is set to go through a much-needed "detox for a crack-addicted economy."

The fact is, we can't really use these predictions, even if they turn out to be (almost) right, because we generally only buy one property in a suburb, not an entire city. Suburbs in any region are very likely to perform differently from each other and some may boom, even as others bust. For any prediction to be of possible value, you need to be able to trust the source its coming from. We often hear and see such predictions made by those who may promote a property market purely because it's in their interests to motivate us to purchase. That's why property market predictions

need to be as accurate as possible, because they could lead us into making decisions involving huge amounts of money and many years of financial commitment.

Ultimately, it's important to ensure that any forecasts you intend to rely on are provided by recognised analysts and experts who have a proven published record of past success. Ensure that they are not based on hidden agendas, gut feel or intuition, but on proven statistical methodologies which have delivered a consistently high rate of accuracy such as the Real Estate Institute of Queensland (REIQ). Throughout 2020, the REIQ recognised early that while the property market was insulated thanks to wide range of monetary and fiscal policies rolled out by both the Federal and State Governments in an attempt to soften the blow to the broader economy, the biggest concern was the impact of job losses as it was likely to create some downward pressure on property values as income and borrowing capacity became limited, and sentiment levels dropped. However, with the Federal Government's tax cuts and spending measures in the October 2020 budget, CEO Antonia Mercorella identified that because the Federal Government budget also included lending reforms intended to improve access to credit, that it wasn't all set to be doom and gloom as some experts might have had us think.

"We're clearly living in extraordinary times. As a result of the COVID-19 pandemic, not only has it haphazardly fluctuated consumer sentiment – that same unpredictability has seen Queensland's property market perform in ways that go against all of the economic predictions that were made early this year," explained Ms. Mercorella at the time. "Real estate across the State has remained extremely stable with steady growth that continues to strengthen its appeal. Between record-low mortgage rates, low stock availability for sale, improvements in consumer sentiment and Queensland's lifestyle drawcard, we're likely to see broader increases in values in 2021."

Queensland's local affordability and lifestyle advantages saw it rank as the most popular destination for Australians seeking to ultimately relocate in 2020. In fact, the State has seen an unusually high net interstate migration. That said, an interesting insight from the most recent interstate migration figures shows something else happening. According to the Australian Bureau of Statistics provisional regional internal migration estimates, Queensland gained the most people from net interstate migration

over the September 2020 quarter of anywhere in the nation. There was a net gain of 7,200 people from internal migration in the September 2020 quarter, compared with 6,800 in the previous quarter and 5,500 in the September 2019 quarter. In fact, the net gain for the 2020 quarter was the largest since the December 2017 quarter, up 7,700.

On a side note, another interesting statistic in the data set was also the reduction in the number of departures from Queensland to other parts of the country, which decreased from 17,400 to 15,100. So, with fewer people leaving Queensland but more people arriving, it's easy to understand why stock on market can't keep up with demand. The volume of people who may have usually left the Sunshine State for, say, Sydney and Melbourne have fallen, which correspondingly means the properties that they own or rent are not put on the market for sale or lease. Of course, no one has a crystal ball, but all indicators seem to point to strong market conditions over the short-to-medium term, with a low supply of listings set to be a key factor for some time yet.

Ultimately, it was never the REIQ's view that an outcome of COVID-19 would be a market crash. Instead, softer price gains over time, after an initial moderate hit, was a more likely scenario. For proof of these predictions, you only need examine 2020's property price results. Throughout the year, activity shows that things have tracked well across all market sectors. And COVID-19's negative impact recoiled despite a massive debt overhang and revenue reductions, as well as stubborn unemployment. That said, despite witnessing the country's first recession in nearly three decades, the Queensland property market was still tipped for strong growth come 2021.

In summary, while there's no "one size fits all" when it comes to property predictions (especially in these uncertain times), if you're looking for predictions, look to those that are produced using accurate methodologies and are delivered by reputable analysts. In the meantime, let's push fiction to the side and take a closer look at the most current facts: the performance highlights around Queensland, and how they stack up this quarter.

BRISBANE HOUSE MARKET <2400m2

Continued evidence of strengthening market conditions based on the following key metrics:

- Sales activity, up 22.5% over the quarter and 1.9% over the year.

- Median house prices up 4.5% over the quarter, and up 5.8% over the year.
- Days on market and vendor discounting continue to come down, with houses taking just 28 days to sell (down from 38 a year ago) and vendors discounting by 3% pts (down from 3.6% a year ago)
- All indicators continue to point to a sellers' market with listing numbers being absorbed quickly, down 13.2% over the year.
- Cycle Status: remaining in a rising market.
- Outlook: Continued healthy market conditions with improved vendor confidence likely to entice more listings to the market.

BRISBANE UNIT MARKET

The Brisbane unit market has started showing signs of recovery with an improvement in its median sale price over the quarter (+4.3%) and steady over the year.

- Sales numbers have lifted over the quarter (+16%) indicating the market has passed the bottom of the cycle.
- Signs of recovery is further evident in an improvement in days on market, reduced by 11 days to a median 40 days, coupled with a slight improvement in vendor discounting down 0.5% pts compared to a year ago.
- Unit listing numbers are down 9.9% over the year and is reflective of subdued vendor confidence in the unit market in recent years.
- Cycle status: Recovering – with all key metrics levelling out with early signs of improvement. Buyers still hold the upper hand.
- Outlook: Early signs of improvement in 'on the market' metrics and sales activity numbers indicate continued recovery mode for the short to medium term.

GREATER BRISBANE HOUSE MARKET <2400m2

Rising market driven by Brisbane, Redland and Moreton Bay, with Logan and Ipswich remaining in recovery mode but with improving conditions and outlook.

- **LOGAN:** Recovering market conditions with strong growth in sales activity over the quarter (+22%) and over the year (+16.9%), along with improving median prices, up 3.5% over the quarter. Listing numbers down 10.5% over the year, with less time on market, down 9 days



to 45 median days and median vendor discounting also improving 0.3% pts. Outlook: Continued improving market conditions and likely to enter into rising phase in the short to medium term.

- **IPSWICH:** Recovering phase with sales numbers improving over the quarter (+5.5%) and median prices showing signs of improvement also (+2.4%). Listing numbers are down 9.6% and despite improved days on market (down 12 days), vendor discounting remains relatively unchanged (-0.1%pts). Outlook: Likely to remain in recovery mode until vendor confidence returns to the market.
- **REDLAND:** Rising phase with sales activity strengthening over the quarter (+30%) and year (+18.6%). Both quarterly and annual median price up 3.8%. Greatest improvement in days on market for Greater Brisbane, down 17 days to 33 median days and vendor discounting down 0.7% pts. Outlook: All indicators point to continued strengthening conditions.
- **MORETON BAY:** Rising phase with sales activity strengthening over the quarter (+16.2%) and year (+14.2%). Median prices up 1.3% and 5.2% over the quarter and year respectively. Improvement in days on market, down 13 days to 32 median days and vendor discounting down 0.6% pts. Outlook: All indicators point to continued strengthening conditions.

GREATER BRISBANE UNIT MARKET

Recovering phase led by Brisbane and Moreton Bay.

- **LOGAN:** Still in stabilising mode but nearing bottom of the cycle. Improvement in quarterly sales numbers (+19% / 27 sales). Median price down over the quarter but unchanged over the year. Slight improvements in days on market and vendor discounting. Outlook: Nearing bottom of the cycle, likely in the short to medium term given improved metrics asides from movements in median price.
- **IPSWICH:** Stabilising mode with median price up 9.5% over the quarter, however this is likely due to a shift in volume of new stock and not a reflection of improving market conditions, evidenced by the median price down over the year. Sales activity remained relatively unchanged on the previous quarter. Days on market are down 13 days, however at 90 days, the Ipswich unit listing market is the slowest selling in SEQ. Subdued conditions further evidenced by vendor discounting increasing by 1.2% pts over the year. Listing numbers are down 14.7% over the year, however this is likely due to a lack of vendor confidence

impeding on new listings coming to market. Outlook: Ipswich's unit market makes up a small proportion of the region's residential market and indicators point to continued stabilisation in the market.

- **REDLAND:** Steady reaching bottom of the cycle with slight improvement in quarterly sales numbers, however median price down 2.9%. Indications the market could be at the bottom is an improvement in the annual median (+5.2%). Listing numbers down somewhat over the year, whilst days on market and vendor discounting have improved. Outlook: Further steadying of market conditions, with signs of recovery anticipated for 2021.
- **MORETON BAY:** Entering recovery phase with improved conditions across the board – sales numbers up 23% over the quarter and an increase of 10.5% in the median price. This is however likely underpinned by a shift towards higher-end stock selling compared to the previous quarter, most notably in Redcliffe which posted an increase of 17% with sales numbers also up. Days on market and vendor discounting have shown strong improvement down 19 days and 1.1% pts respectively, while listing numbers are down 4.1%. Outlook: continued improving market conditions.

GOLD COAST

HOUSE MARKET <2400m²

Continued evidence of a rising market as follows:

- Strengthening sales activity, up 13.9% over the quarter and a significant increase of 31.4% over the year.
- Median house prices up 7.7% over the quarter and up 6.1% over the year.
- Days on market and vendor discounting continue to come down, with houses taking 34 days to sell (down from 50 a year ago) and vendors discounting by just 3.2% (down from 3.8% a year ago).
- All indicators point to a sellers' market with listing numbers being absorbed quickly, down 12.3% over the year.
- Cycle Status: Remaining in a rising market.
- Outlook: Continued healthy market conditions with improved vendor confidence likely to entice more listings to the market.

GOLD COAST UNIT MARKET

- The Gold Coast unit market is showing signs of uplift with a strong increase in sales numbers over the December quarter, up 24% compared to the September Quarter 2020.

- Improved market conditions over the December quarter with an uplift in sales (+24%) and median sale price (+5.1%). Of note is the increase in median sale price over the year, up 5.5%.
- Further evidence the Gold Coast unit market is on the improve is a reduction in days on market (50 days, down from 63 the previous 12 months) and a corresponding reduction in vendor discounting, currently sitting at 3.7 % (down from 4.2% a year ago).
- A recovery in sales turnover is contributing to an absorption of current stock on the market, which, along with reduced days on market and vendor discounting, will likely induce a return of confidence to the market. Over the year to November 2020, unit listing numbers were down 13.1%.
- Cycle Status: Recovering and nearing rising phase – with all key metrics showing improvement.
- Outlook: Underlying housing demand and strong rental market conditions is likely to see the Gold Coast unit market move into rising market conditions in the short to medium term.

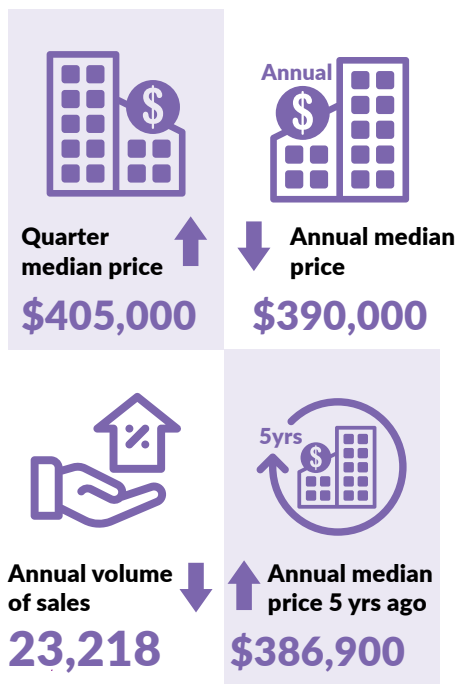
SUNSHINE COAST

HOUSE MARKET <2400m²

- Sunshine Coast SD: Rising conditions with all key metrics continuing to strengthen across both the Noosa and Sunshine Coast LGAs. The Sunshine Coast property market is one of the strongest in Queensland for both houses and units.
- Sunshine Coast (LGA): Rising with continued improvement in sales activity up 11.5% over the quarter and 23.8% over the year. Increased median prices reflective of strong buyer demand, up 8.9% and 7.7% over the quarter and year respectively. Listings are down 8.1% with vendor discounting remaining relatively stable (down 0.4% pts) however time on market has come down by 16 days to 37 days. Outlook: All indicators point to continued strengthening conditions.
- Noosa: Rising with sales activity over the quarter relatively unchanged, down slightly by 2.3% but up 22% over the year. Increased median prices up 2% and 15.4% over the quarter and year respectively. Annual increase in median price is reflective of an increase in prestige house sales, namely in the suburb of Noosaville. Vendor discounting relatively stable (down 0.5% pts) whilst days on market has come down by 7 days. Despite slightly softer sales activity for the quarter, strengthening buyer demand is evidenced in listings down 13.5% over the year. Outlook: All indicators point to continued strengthening conditions.



UNIT MARKET



UNIT MARKET ALL



Queensland's local affordability and lifestyle advantages saw it rank as the most popular destination for Australians seeking to ultimately relocate in 2020.

SUNSHINE COAST
UNIT MARKET

- Sunshine Coast SD: Rising conditions with all key metrics continuing to strengthen across both the Noosa and Sunshine Coast LGAs.
- Sunshine Coast (LGA): Rising with continued improvement in sales activity up 16.7% and median prices increasing by 3.2% over the quarter. Over the year, median unit prices were up 8.0%. Listings are down 12.5% with vendor discounting remaining down 0.7% pts and time on market down by 15 days. Outlook: All indicators point to continued strengthening conditions.
- Noosa: Rising with sales activity over the quarter up 21.6% with a lift of 4.3% in the median price. Over the year, Noosa recorded the highest increase for the state's largest LGAs posting a 14.3% increase. Vendor discounting was down 0.8% pts whilst days on market has come down markedly by 26 days. Listing numbers were down 15%, indicating buyer demand greater than vendor appetite to sell. Outlook: All indicators point to continued strengthening conditions.

Regional Queensland

BUNDABERG
HOUSE MARKET <2400m2

- Rising market conditions with strong growth in sales activity over the quarter (+20.5%) and over the year (+20.4%), along with improving median prices, up 5.5% over the year, despite only a marginal increase (+0.6%) over the quarter.
- Listing numbers down 11.7% over the year, with less time on market, down 8 days and median vendor discounting also improving 1.1% pts.
- Outlook: Continued improving market conditions and likely to enter into a more established rising phase in the short to medium term.

BUNDABERG
UNIT MARKET

- Stabilising market conditions with key metrics still fluctuating.
- Sales activity over the quarter down 5.2% despite a strong increase of 49.8% (shift in upper end sales) over the quarter and the annual median was down (-3.6%).
- Listing numbers down 25.3% over the year, with less time on market, down 45 days and median vendor discounting improving 0.7% pts. These combined metrics indicate weak vendor confidence in the market with time on market reduced likely due to fewer listings coming to market.
- Outlook: Continued stabilising market conditions and likely to see steadying conditions over the medium term.

CAIRNS
HOUSE MARKET <2400m2

- Recovering phase with sales numbers continuing to improve over the quarter (+15.4%) with median prices showing signs of improvement posting +1.2% over the quarter and year.
- Listing numbers are down 9.4% with a slightly improved days on market (down 5 days) and vendor discounting relatively unchanged (-0.3% pts).
- Outlook: Likely to remain in recovery mode with overall confidence in the market generally improving.

CAIRNS
UNIT MARKET

- Early recovering phase with sales numbers up over the quarter (+23.4%) and median prices showing signs of improvement, posting +2.3% over the quarter, however down 2% over the year.
- Listing numbers are down 15.4% with improved days on market (down 9 days) and vendor discounting relatively unchanged (-0.2% pts).
- Outlook: Likely to remain in recovery mode with overall confidence in the market to improve.

FRASER COAST HOUSE MARKET <2400m2

- Early rising phase with sales activity strengthening over the quarter (+26.9%) and year (+19%) and the quarterly and annual median price up 4.5% and 3.5%.
- Days on market however were down just 8 days to 58 median days and vendor discounting down 0.7% pts to sub-4% levels.
- Outlook: Continued improvement in key metrics over 2021.

FRASER COAST UNIT MARKET

- Recovery phase with sales activity strengthening over the quarter (+84.7%) and the quarterly and annual median price up 11.2% and 3.1% respectively.
- Days on market however were up slightly (+4 days) and vendor discounting marginally up 0.4% pts. Meanwhile listing numbers were down 7.8%.
- Outlook: Continued improvement in key metrics and expected to enter into rising conditions over 2021.

GLADSTONE HOUSE MARKET <2400m2

- Rising phase and regional Queensland's strongest house market.
- Sales activity up over the quarter (+14.8%) and a significant increase over the year (+67.5%) with median prices up 7.1% and up 9.1% over the quarter and year respectively.
- Despite strong market conditions, days on market over the year increased by 7 days to 60 median days coupled with an increase in listings by 3.6% indicating improving vendor confidence. Median vendor discounting however improved by 1.7% pts to a more healthier level of 4.5%.
- Outlook: All indicators point to continued strengthening conditions.

GLADSTONE UNIT MARKET

- With steadying conditions, sales activity was up over the quarter (+35.1%) with median prices up 20% over the quarter, however down over the year (-1%).
- Days on market over the year increased by 20 days to 86 median days despite a fall in listings by 16.5%. Median vendor discounting however improved by 2% pts to 5.4%.
- Outlook: All indicators point to steadying of key metrics with potential to move into recovery stage given the strength of Gladstone's house market.

MACKAY HOUSE MARKET <2400m2

- Early rising phase with sales activity strengthening over the quarter (+10.5%) and year (+30.3%) and the quarterly and annual median price up 1.6% and 4.5%.
- Days on market however were down just 7 days and vendor discounting down 1% pt. Meanwhile, listing numbers increased slightly by 0.6% pts.
- Outlook: Continued improvement in key metrics over 2021.

MACKAY UNIT MARKET

- While sales activity improved over the quarter (+5.6%), median prices declined over both the quarter (-16.2%) and year (-1.3%). Given the size of Mackay's unit market however, the shift in median is likely due to a shift in the quality of stock sold.
- Days on market were down 21 days and vendor discounting down 2.3% pts. And listing numbers decreased by 7.1% pts.
- Outlook: Continued improvement in key metrics over 2021.

ROCKHAMPTON HOUSE MARKET <2400m2

- Rising market conditions with strong growth in sales activity over the quarter (+7.5%) and over the year (+54.7%), along with improving median prices, up 4.5% over the quarter and up 3.8% over the year.
- Listing numbers marginally down (-1.3%) over the year, with less time on market, down 11 days and median vendor discounting also improving 1.8% pts, the largest improvement of all major LGAs.
- Outlook: Continued improving market conditions.

ROCKHAMPTON UNIT MARKET

- Recovery phase with improving sales activity over the quarter (+39.1%) along with steadying median prices (-0.1% for the quarter).
- Listing numbers marginally down (-2.1%) over the year, with less time on market, down 34 days and median vendor discounting also improving 3.8% pts, the largest improvement of all major LGAs however still one of the largest discounted markets at a median of 6%.
- Outlook: Continued improving market conditions.

TOOWOOMBA HOUSE MARKET <2400m2

- Rising phase with sales activity strengthening over the quarter (+15.4%) and year (+19.1%) with the quarterly and annual median price up 2.7% and 3.7%.

- Days on market however down 11 days to 41 median days and vendor discounting down 0.8% pts to sub-4% levels. Listing numbers down 9.2%.
- Outlook: Continued improvement in key metrics over 2021.

TOOWOOMBA UNIT MARKET

- Early rising phase with sales activity strengthening over the quarter (+28.6%) with the quarterly and annual median price up 9.7% and 9.6% respectively.
- Days on market however remained unchanged, however vendor discounting was down 1.3% with listing numbers down 14.9%
- Outlook: Continued improvement in key metrics over 2021.

TOWNSVILLE HOUSE MARKET <2400m2

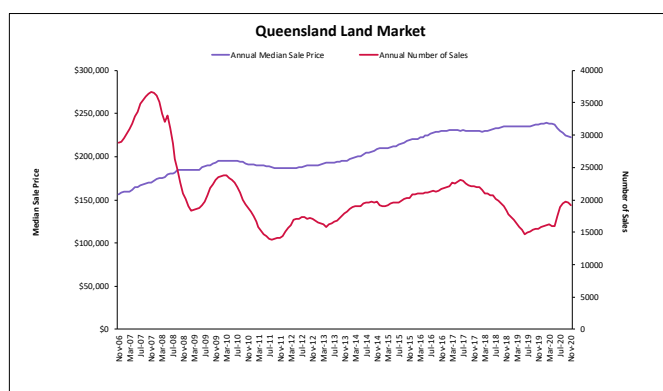
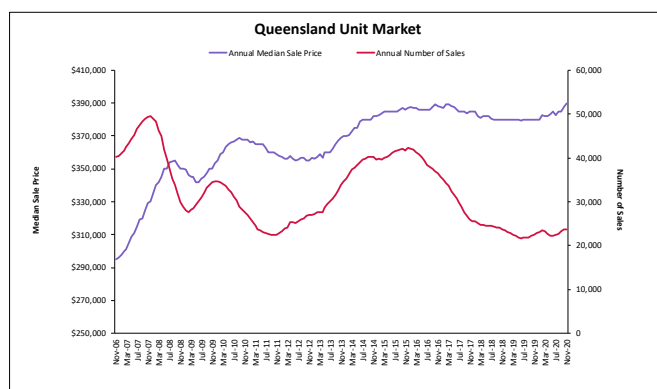
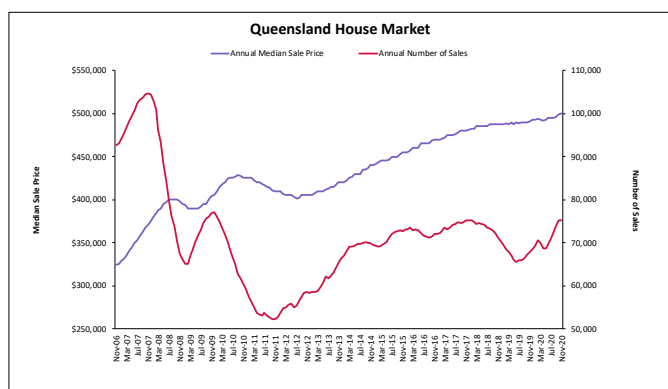
- Early rising phase with sales activity strengthening over the quarter (+15.5%) and year (+34.3%) with the quarterly and annual median price up 0.6% and 3.8%.
- Days on market however were down just 6 days and vendor discounting down 0.3% pts. Meanwhile, listing numbers were also marginally down (-1.2% pts).
- Outlook: Continued improvement in key metrics over 2021.

TOWNSVILLE UNIT MARKET

- Recovery phase with sales activity strengthening over the quarter (+23.7%) and year (+11.7%) with the quarterly median price up 7.9%, however down over the year (-2.7%).
- Days on market however were down just 5 days and vendor discounting up 0.3% pts. Meanwhile listing numbers were also marginally down (-1.4% pts).
- Outlook: Continued improvement in key metrics over 2021.

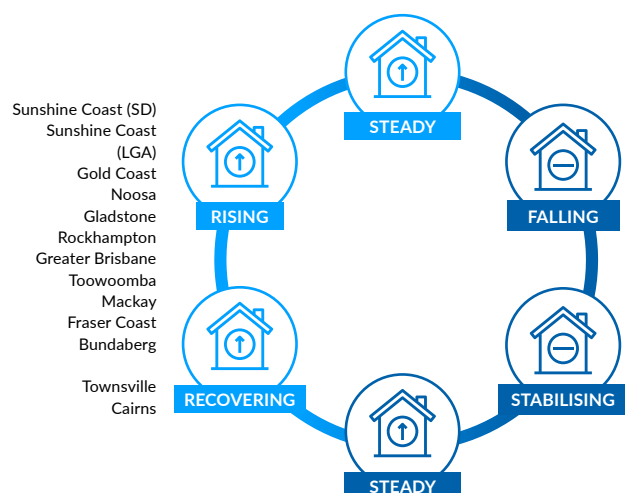
STATEWIDE STATISTICS

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	15881	\$520,000	6.1%	63,316	\$490,000	\$480,000	2.1%	\$449,512	9.0%
Queensland	Houses ^	2276	\$590,000	2.1%	10,370	\$570,000	\$550,000	3.6%	\$515,000	10.7%
Queensland	Units	6195	\$405,000	3.8%	23,218	\$390,000	\$400,000	-2.5%	\$386,900	0.8%
Queensland	Land	1945	\$210,000	5.7%	14,189	\$224,000	\$233,000	-3.9%	\$218,000	2.8%
Queensland	Land ^	880	\$213,000	13.3%	4,307	\$205,000	\$237,000	-13.5%	\$239,000	-14.2%



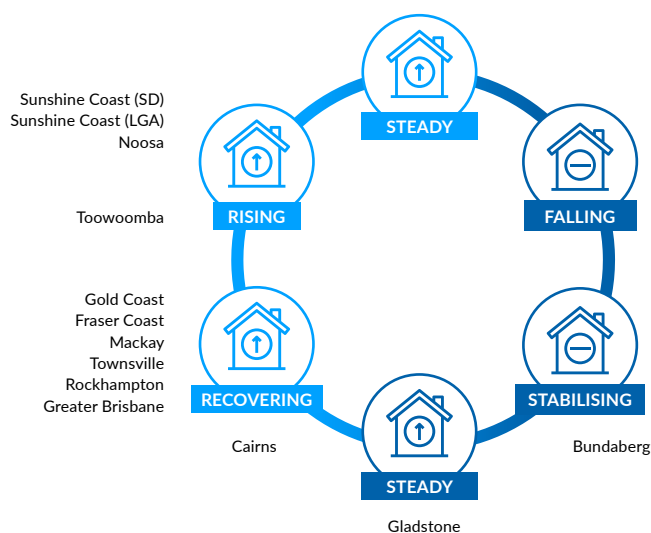
QUEENSLAND HOUSE MARKETS

December Qtr 2020



QUEENSLAND UNIT MARKETS

December Qtr 2020



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

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



HOUSE MARKET COMPARISON



Best performer for the year

Greater Hobart
9.3%



Fastest selling capital city

Greater Hobart
13 Days



Smallest discount capital city

Canberra
-2.2%



Largest discount capital city

Greater Darwin
-4.4%

UNIT MARKET COMPARISON



Best performer for the year

Greater Hobart
5.3%



Fastest selling capital city

Greater Hobart
10.5 Days



Smallest discount capital city

Canberra
-2.0%



Largest discount capital city

Greater Darwin
-6.2%

The Only Way is Up

Editor: Olivier Björksäter-Bleylock

In researching our capital cities over the last 12 months, it appears Canberra might be the hottest capital city to buy, as the property market enters a post-COVID era. But depending on where you look, dark clouds had certainly gathered over Australia's property market. Australia's big four banks predicted "worst-case" scenarios in which property prices were tipped to fall as high as 30% or more, with the two biggest property markets – Sydney and Melbourne – to be the worst-affected.

When looking back at 2020, in the beginning Australia's housing value rebound continued into 2020 with the CoreLogic national home value index up by 0.9% in January 2020. This took the annual growth rate to 4.1%; the fastest pace of growth for a 12-month period since December 2017.

During that same time, housing values rose across every capital city and rest-of-state region, apart from regional South Australia, where values held firm over the month. According to CoreLogic, this demonstrated a broader recovery trend which originally began in Sydney and Melbourne midway through 2019, and gradually spread to other areas of the country.

Across our capital cities, Sydney and Melbourne continued as the leaders for capital gains after recording more substantial declines during the recent downturn. Values increased by 1.1% and 1.2% over the month respectively, while Hobart (+0.9%) achieved a higher growth rate relative to most other regions. The remaining capital cities generally saw a mild rise in values over the month.

For Perth home owners, the results delivered positive news. Housing values were slowly emerging from a slump 5.5 years, as dwelling values edged 0.1% higher over the month. Perth dwelling values posted their first rise over a rolling quarter (+0.4%) since a brief period of growth in May 2018. Darwin, where dwelling values had been consistently falling to be almost 32% below their 2014 peak, also recorded a subtle rise (+0.1%) in January.

Across the regional markets, the strongest conditions were recorded in regional Tasmania, where values were up 1.3% over the month, followed by regional Western Australia (+0.9%) then regional Victoria and regional Queensland, both up 0.8%.

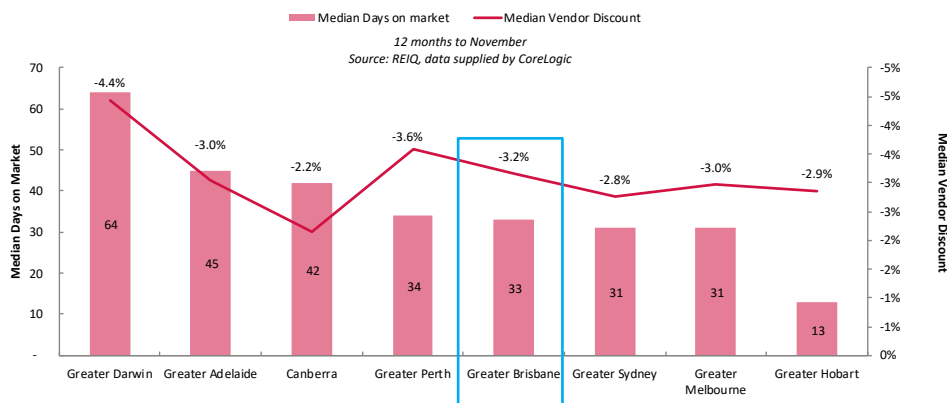
Although there was apparent recovery happening across every Greater Capital City Statistical Area in Australia, the speed of growth lost some of its momentum, with the national dwelling index slowing from a monthly peak of 1.7% back in November 2019 to 0.9% in January 2020. Tim Lawless, Head of Research at CoreLogic Asia Pacific said, "Seasonal effects provide some explanation for the slowdown. The CoreLogic seasonally adjusted hedonic index implies the time of year shaves about 1 basis point of growth from the December reading and 2 basis points from the January reading."

When you factor in seasonal affects, "the results indicate a reduction in the speed of growth across most markets, especially for Sydney and Melbourne where affordability constraints were once again becoming more pressing", adds Lawless. "As advertised stock levels rose over the early part of the year, we could see some further dampening of growth rates."

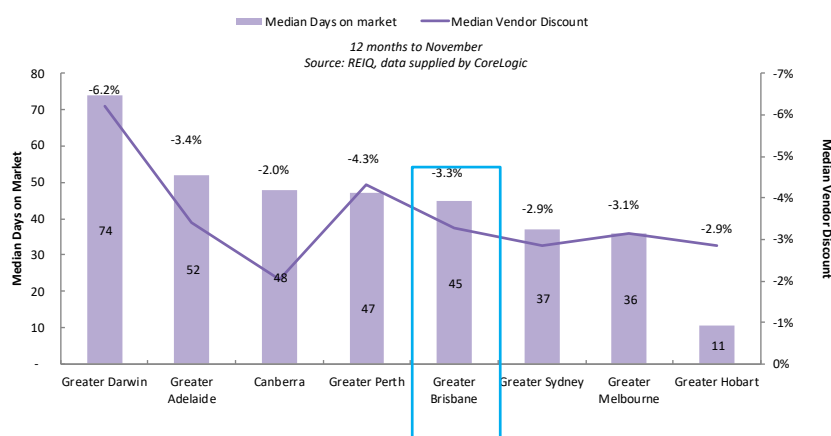
Nationally, housing values recovered 6.7% since finding a floor in June 2020, however CoreLogic's national index remained 2.2% below the October 2017 peak. Meanwhile, with housing values having risen at the quarterly pace of 3.7% we were likely to see a nominal recovery in the national home value measure within the next two-to-three months.

However, by the time 2020 was moving behind us, four of Australia's eight capital cities were already showing home values at new record highs: Brisbane, Adelaide, Hobart and Canberra. Sydney values needed to recover a further 5.4% before posting a full nominal recovery and Melbourne values needed to see a further 1.2%

House Market Trend Indicators



Unit Market Trend Indicators



lift. Perth and Darwin will take a much longer time to see values recover. Although the Perth market seems to be moving into a recovery, housing values remain 21.3% below their 2014 peak and Darwin values are 31.8% below their peak.

Of course we must acknowledge the year that no one could have predicted, from a deadly global pandemic to our largest economic downturn since the 1930s. While the initial shock of COVID-19 led to a -2.1% decline in national property values between April and September 2020, Australian housing values were 1.1% higher over the year to November 2020 following a recovery trend in the last two months. Housing values had been supported by a strong mix of regulatory, monetary and fiscal measures, which induced record-low mortgage rates, the deferment of mortgage repayment for households impacted by COVID-19 and saw grants and concessions introduced for owner-occupier purchases.

Interestingly, we saw a drastic shift in property price expectations among buyers. Corelogic reported in February 2020 that 66% of Australians thought property prices

would rise over the next 12 months. Fast forward a few months and that number fell to 10% (May, 2020). But Australia doesn't have a singular property market, and is instead comprised of many different ones.

Demand for lifestyle areas was also a trend that may have been exacerbated, but wasn't necessarily triggered, by COVID-19. The narrative of Australians fleeing capital cities in search of a sea-change or tree change "because of COVID" has dominated reporting on the housing market through 2020. The relative popularity of lifestyle markets is evident in Corelogic's reports, and regional Australia out-performed the combined capital cities market. With the exception of the highest median value suburbs, high performing regional areas across the country dominated. Sunshine Beach on the Sunshine Coast saw the highest annual capital growth in houses nationally, compared with 2019 when St Kilda in Melbourne saw the highest housing growth.

Alternatively, rental market performance has been highly disparate. COVID-19 has had a severe impact on select

rental markets in Australia, with Greater Melbourne unit rents falling -7.0% in the year to November 2020. Inner city rental markets of Sydney, Melbourne and to a lesser extent, Brisbane were particularly impacted by the closure of international borders, where historically high demand from overseas migrants had been disrupted. Notably the vast majority of overseas arrivals to Australia were initially renters. However, there is a completely different dynamic in rental markets across Perth, Darwin, and other mining-related markets that emerged. Following the long withdrawal of investor demand and several years of low new supply additions, rental markets started tightening. Across the suburb of South Headland in Western Australia, which holds the position of highest rental yields for units across the country, rents increased significantly over the year following a long correction post-mining boom. This is also reflected in the WA capital, where Perth rent values increased a remarkable 8.2% across dwellings over the year.

In looking ahead to 2021, record-low mortgage rates will likely be a significant



In looking ahead to 2021, record-low mortgage rates will likely be a significant tailwind for property values, and may place upward pressure on prices through the year ahead. Combined with an economic recovery, some earlier factors considered a major risk to housing markets have been reduced, including the end of mortgage repayment deferrals.

tailwind for property values, and may place upward pressure on prices through the year ahead. Combined with an economic recovery, some earlier factors considered a major risk to housing markets have been reduced, including the end of mortgage repayment deferrals.

The inner-city Melbourne market is seeing greater risk in 2021, with an increase in listing stock weighing on a recovery in values. For example, modelled sales volumes for November 2020 estimate 4,301 transactions took place across Melbourne, compared with 8,054 new listings added to the market in the same period. This means there was around 0.5 sales for each new listing added. This is very different from conditions across other capital cities, where the November 2020 sales to new listings ratio averaged 1.2 sales for each new listing added. So, despite Melbourne dwelling values joining a broad-based recovery trend, and values rising 0.7% (November, 2020), the disproportionate volume of stock to sales volumes may slow the rate recovery across the city in 2021.

Property investment activity is likely to increase across smaller capital cities such as Perth, where rent values rose a remarkable 8.2% in the year to November 2020. In Hobart, where gross rent yields are 4.6% across dwellings, the investor share of mortgage finance increased from a recent low of 16.4% in August 2020, to 21.8% in October across Tasmania.

Institutional interventions will continue to shape the profile of property buyers, particularly as *HomeBuilder* is extended at a reduced rate into the first quarter of 2021, and regulators monitor prudential lending standards. At June 2020, the housing debt to income ratio was 141.2, with housing debt accounting for most of Australian household debt. This poses an ongoing risk to the Australian economy, especially where heavily indebted households may be more likely to save rather than spend during periods of uncertainty or economic hardship.

As a result, policy makers and regulators may watch for signs of rising household debt, or a decline in prudential lending standards that could lead to higher household debt. Higher loan to value lending or higher loan to income ratios could be a trigger for macro-prudential intervention in 2021. That said, the Australian housing market outlook for 2021 is positive, given highly accommodative monetary and fiscal policy, signs of an economic recovery and many first home buyer incentives remaining in place at the time of writing,

HURRY, LAST CHANCE TO ENROL!

ENROL NOW ▶

The Property Services training package is changing

The Office of Fair Trading (OFT) has released new training requirements for the real estate industry. As of 30 September 2021, the current training requirements will be superseded and replaced by a new property services training package – CPP41419 Certificate IV in Real Estate Practice.

In late-April 2021 the REIQ will start to offer the Registration, Licence Upgrade and Full Licence courses under the new training package.

Now is your last chance to enrol into the current training package before it is phased out late-April 2021.

Click for information on [other courses available](#) or [join the waitlist](#) to be notified first when the new training package is available in 2021.



RTO no. 5420



CAPITAL CITIES COMPARISON

HOUSES										UNITS								
CAPITAL CITIES*	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)
12 MONTHS TO NOV	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020
Greater Adelaide	\$510,000	5,452	\$493,000	17,728	3.6%	18,421	45	-3.0%	10.7	\$370,000	1,337	\$375,000	5,193	4.2%	5,408	52	-3.4%	9.9
Greater Brisbane	\$575,000	9,737	\$560,000	32,400	2.8%	41,512	33	-3.2%	11.6	\$407,500	2,925	\$391,757	9,651	0.5%	14,162	45	-3.3%	9.8
Canberra	\$767,000	1,651	\$725,000	5,551	7.4%	4,667	42	-2.2%	11.1	\$477,051	973	\$451,438	3,229	4.7%	3,598	48	-2.0%	8.9
Greater Darwin	\$513,500	402	\$485,000	1,165	3.2%	1,265	64	-4.4%	9.7	\$305,000	188	\$299,500	601	-0.2%	798	74	-6.2%	9.3
Greater Hobart	\$565,000	745	\$530,000	2,889	9.3%	3,231	13	-2.9%	11.7	\$420,500	235	\$410,000	973	5.3%	975	11	-2.9%	9.3
Greater Melbourne	\$780,000	10,447	\$760,000	40,566	5.6%	48,802	31	-3.0%	12.6	\$600,000	4,727	\$590,000	19,441	5.2%	30,663	36	-3.1%	9.5
Greater Perth	\$526,250	8,707	\$500,000	26,373	2.0%	34,985	34	-3.6%	12.0	\$383,000	1,960	\$375,000	5,765	-1.7%	9,352	47	-4.3%	11.1
Greater Sydney	\$1,010,000	15,602	\$967,500	47,998	6.9%	48,336	31	-2.8%	12.1	\$725,000	10,206	\$720,000	33,195	2.9%	34,729	37	-2.9%	9.8

* All figures for 12 months, ending November 2020

Australian housing values rose 2.8% in the 3 months to January 2021, with every capital city and rest of state region increasing in value.

In overview, some further highlights to consider beyond 2020 include*:

- Australian housing values rose 2.8% in the 3 months to January 2021, with every capital city and rest of state region increasing in value.
- Regional areas of Australia have seen housing values rise 7.9% annually, which is more than four times the pace of capital city values over the past twelve months.
- Sales volumes increased an estimated 10.3% nationally in the year to January, rising in every region but Melbourne, Hobart and regional Tasmania.
- Rental markets are tightening around most areas of the country, bringing the national increase in rental rates to 2.5% in the year to January.
- Rental market conditions remain highly varied. Of the capital cities, the highest annual increase in dwelling rents was in Darwin, increasing 11.4%. The lowest change in rent values was across Melbourne, falling -2.9% over the year.
- Nationally, gross rental yields fell 2 basis points over the month to 3.69% in January, as property value increases outpaced rental increases over the month.
- The market is looking increasingly favourable for sellers. Nationally, typical time to sell a property has fallen by 1 week compared to a year ago. The typical vendor discount also tightened 30 basis points nationally compared to a year ago.
- The amount of property available for sale remains very low. In the 28 days to 31 January, there were 131,657 properties listed nationally, which is -28.3% below the 5 year average for this time of year.
- Melbourne continues to be the only capital city region where total stock on the market is higher than the equivalent period of 2020.
- Auction activity picked up earlier than expected in 2021, with the week ending 31st of January returning a 77.2% clearance rate across the combined capitals.
- Regional migration trends suggest there was a record movement of Australians from capital cities to regions in the September 2020 quarter, corroborating the increased demand for regional dwellings.
- Approval trends have shown continued divergence. House approvals rose 13.9% annually to new record highs, compared with an -8.6% decline in unit approvals.
- The RBA held rates at 0.1% through the first quarter of 2021, with the RBA forecasting the target inflation rate needed to lift rates would not occur in 2021.

*Insights taken from CoreLogic's Monthly Chart Pack – February 2021





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	15,881	\$520,000	6.1%	6,195	\$405,000	3.8%	1,945	\$210,000	5.7%
GREATER BRISBANE									
GREATER BRISBANE	7,537	\$570,000	5.8%	2,443	\$410,000	3.9%	897	\$234,900	2.6%
BRISBANE LGA	3,369	\$752,222	4.5%	1,787	\$438,000	4.3%	140	\$462,000	10.8%
IPSWICH	771	\$357,250	2.4%	45	\$213,500	9.5%	104	\$215,000	-0.7%
LOGAN	942	\$409,000	3.5%	168	\$223,000	-2.2%	185	\$229,900	1.7%
MORETON BAY	1,566	\$481,000	1.3%	327	\$342,500	10.5%	194	\$279,000	2.6%
REDLAND	753	\$570,000	3.8%	107	\$369,000	-2.9%	245	\$35,000	6.1%
TOURISM CENTRES									
GOLD COAST	1,952	\$700,000	7.7%	1,805	\$446,750	5.1%	147	\$340,000	13.7%
SUNSHINE COAST SD	1,542	\$685,000	7.5%	858	\$490,000	3.2%	121	\$377,500	39.8%
SUNSHINE COAST	1,329	\$675,000	8.9%	689	\$455,000	2.2%	107	\$358,500	36.6%
NOOSA	213	\$912,500	2.0%	169	\$735,000	4.3%	14	\$621,750	11.0%
FRASER COAST	481	\$350,000	4.5%	109	\$285,000	11.2%	97	\$170,000	3.0%
CAIRNS	487	\$435,000	1.2%	269	\$220,000	2.3%	51	\$235,000	22.7%
REGIONAL CENTRES									
BUNDABERG	341	\$295,000	0.6%	55	\$307,000	49.8%	95	\$135,000	-12.6%
GLADSTONE	209	\$325,000	7.1%	50	\$210,000	20.0%	49	\$118,490	-6.0%
MACKAY	432	\$385,000	1.6%	57	\$188,500	-16.2%	44	\$134,000	-23.4%
ROCKHAMPTON	302	\$287,250	4.5%	32	\$248,000	-0.1%	17	\$119,000	-23.7%
TOOWOOMBA	517	\$370,500	2.7%	99	\$299,000	9.7%	48	\$165,000	-6.4%
TOWNSVILLE	649	\$340,000	0.6%	146	\$245,000	7.9%	62	\$149,000	-6.9%

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

QUARTER STATISTICS SUMMARY

STRONGEST PERFORMERS FOR THE QUARTER					
HOUSES (<2400)		UNITS		LAND (<2400)	
QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION
8.9%	SUNSHINE COAST	49.8%	BUNDABERG	39.8%	SUNSHINE COAST SD
7.7%	GOLD COAST	20.0%	GLADSTONE	36.6%	SUNSHINE COAST
7.5%	SUNSHINE COAST SD	11.2%	FRASER COAST	22.7%	CAIRNS

WEAKEST PERFORMERS FOR THE QUARTER					
HOUSES (<2400)		UNITS		LAND (<2400)	
QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION
0.6%	TOWNSVILLE	-16.2%	MACKAY	-23.7%	ROCKHAMPTON
0.6%	CAIRNS	-2.9%	REDLAND	-23.4%	MACKAY
1.2%	CAIRNS	-2.2%	LOGAN	-12.6%	BUNDABERG



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	63,316	\$490,000	2.1%	23,218	\$390,000	-2.5%	14,189	\$224,000	-3.9%
GREATER BRISBANE									
GREATER BRISBANE	29,971	\$544,900	2.8%	9,458	\$391,800	0.5%	7,440	\$238,500	-0.6%
BRISBANE LGA	13,085	\$725,000	5.8%	6,894	\$420,000	0.0%	1,289	\$405,000	-1.0%
IPSWICH	3,262	\$355,250	1.5%	202	\$216,000	-15.0%	1,320	\$213,000	2.4%
LOGAN	3,650	\$403,000	1.3%	634	\$225,000	0.0%	1,585	\$223,900	0.0%
MORETON BAY	6,565	\$469,000	5.2%	1,276	\$320,000	1.6%	1,955	\$265,000	4.1%
REDLAND	2,797	\$545,000	3.8%	417	\$375,000	5.2%	1,154	\$35,000	12.9%
TOURISM CENTRES									
GOLD COAST	7,617	\$658,250	6.1%	6,762	\$433,500	5.5%	1,083	\$290,000	0.3%
SUNSHINE COAST SD	6,028	\$650,000	8.3%	2,973	\$475,000	10.5%	1,099	\$275,500	0.4%
SUNSHINE COAST	5,095	\$630,000	7.7%	2,375	\$443,000	8.0%	1,043	\$272,977	1.1%
NOOSA	933	\$900,000	15.4%	598	\$710,000	14.3%	56	\$620,000	87.6%
FRASER COAST	1,947	\$336,250	3.5%	351	\$263,000	3.1%	543	\$170,000	3.0%
CAIRNS	2,170	\$420,000	1.2%	1,089	\$220,000	-2.0%	504	\$207,500	-8.0%
REGIONAL CENTRES									
BUNDABERG	1,347	\$290,000	5.5%	251	\$240,000	-3.6%	456	\$151,000	1.3%
GLADSTONE	836	\$300,000	9.1%	158	\$178,200	-1.0%	167	\$120,990	18.0%
MACKAY	1,669	\$370,000	4.5%	224	\$221,000	-1.3%	295	\$180,000	0.6%
ROCKHAMPTON	1,301	\$275,000	3.8%	122	\$249,000	-5.6%	151	\$163,500	2.2%
TOOWOOMBA	2,174	\$363,000	3.7%	349	\$285,000	9.6%	523	\$180,000	-5.3%
TOWNSVILLE	2,507	\$330,000	3.8%	554	\$237,500	-2.7%	510	\$155,000	-5.5%

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

*Based on data from MacLeay Island and Russell Island only, and may not accurately represent all of Redland

STRONGEST PERFORMERS FOR THE PAST 12 MONTHS

HOUSES (<2400)		UNITS		LAND (<2400)	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
15.4%	NOOSA	14.3%	NOOSA	87.6%	NOOSA
9.1%	GLADSTONE	10.5%	SUNSHINE COAST SD	18.0%	GLADSTONE
8.3%	SUNSHINE COAST SD	9.6%	TOOWOOMBA	12.9%	REDLAND

WEAKEST PERFORMERS FOR THE PAST 12 MONTHS

HOUSES (<2400)		UNITS		LAND (<2400)	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
1.2%	CAIRNS	-15.0%	IPSWICH	-8.0%	CAIRNS
1.3%	LOGAN	-5.6%	ROCKHAMPTON	-5.5%	TOWNSVILLE
1.5%	IPSWICH	-3.6%	BUNDABERG	-5.3%	TOOWOOMBA



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
BALONNE	26	\$183,500	-5.9%	8	N/A	N/A	4	N/A	N/A	4	N/A	N/A	5	N/A	N/A
BANANA	133	\$170,000	3.0%	20	\$447,500	57.0%	5	N/A	N/A	19	N/A	N/A	9	N/A	N/A
BARCALDINE	24	\$88,500	4.1%	15	N/A	N/A	1	N/A	N/A	5	N/A	N/A	4	N/A	N/A
BARCOO	3	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A
BLACKALL TAMBO	26	N/A	N/A	7	N/A	N/A	1	N/A	N/A	3	N/A	N/A	4	N/A	N/A
BOULIA	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
BRISBANE	13,085	\$725,000	5.8%	369	\$1,200,000	-4.0%	6,894	\$420,000	0.0%	1,289	\$405,000	-1.0%	65	\$910,000	-2.4%
BULLOO	3	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	1	N/A	N/A
BUNDABERG	1,347	\$290,000	5.5%	423	\$365,000	2.8%	251	\$240,000	-3.6%	456	\$151,000	1.3%	270	\$140,000	-6.7%
BURDEKIN	187	\$175,000	9.4%	34	\$332,500	N/A	14	N/A	N/A	19	N/A	N/A	11	N/A	N/A
BURKE	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	4	N/A	N/A	0	N/A	N/A
CAIRNS	2,170	\$420,000	1.2%	154	\$690,000	-1.4%	1,089	\$220,000	-2.0%	504	\$207,500	-8.0%	53	240,000	-5.4%
CARPENTARIA	11	N/A	N/A	0	N/A	N/A	0	N/A	N/A	8	N/A	N/A	3	N/A	N/A
CASSOWARY COAST	281	\$230,000	-9.8%	105	\$350,000	12.0%	49	\$235,000	13.8%	90	\$90,000	-14.3%	73	\$140,000	-8.2%
CENTRAL HIGHLANDS	305	\$260,000	9.7%	58	\$462,000	-7.1%	27	\$177,500	-1.4%	25	\$82,500	N/A	22	\$158,500	N/A
CHARTERS TOWERS	78	\$147,000	-21.6%	57	\$340,000	0.0%	2	N/A	N/A	8	N/A	N/A	21	\$95,000	N/A
CLONCURRY	31	\$150,000	36.2%	15	N/A	N/A	2	N/A	N/A	5	N/A	N/A	6	N/A	N/A
COOK	17	N/A	N/A	22	N/A	N/A	3	N/A	N/A	14	N/A	N/A	15	N/A	N/A
CROYDON	3	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	0	N/A	N/A
DIAMANTINA	4	N/A	N/A	0	N/A	N/A	0	N/A	N/A	6	N/A	N/A	1	N/A	N/A
DOUGLAS	150	\$435,000	-3.3%	54	\$522,500	4.5%	188	\$262,500	11.5%	33	\$150,000	N/A	21	\$110,000	2.3%
ETHERIDGE	2	N/A	N/A	4	N/A	N/A	0	N/A	N/A	3	N/A	N/A	2	N/A	N/A
FLINDERS	16	N/A	N/A	5	N/A	N/A	0	N/A	N/A	3	N/A	N/A	1	N/A	N/A
FRASER COAST	1,947	\$336,250	3.5%	468	\$438,000	9.5%	351	\$263,000	3.1%	543	\$170,000	3.0%	320	\$127,500	40.9%
GLADSTONE	836	\$300,000	9.1%	235	\$389,000	-4.2%	158	\$178,200	-1.0%	167	\$120,990	18.0%	140	\$160,000	3.2%
GOLD COAST	7,617	\$658,250	6.1%	674	\$930,000	8.8%	6,762	\$433,500	5.5%	1,083	\$290,000	0.3%	142	\$565,000	8.7%
GOONDIWINDI	94	\$265,000	-10.2%	35	\$380,000	10.1%	5	N/A	N/A	35	\$87,500	493.2%	14	N/A	N/A
GYMPIE	721	\$322,500	10.3%	462	\$415,000	4.0%	117	\$255,000	-3.8%	200	\$140,995	4.8%	277	\$185,000	4.5%
HINCHINBROOK	115	\$210,000	15.1%	34	\$292,000	8.1%	4	N/A	N/A	38	\$50,500	N/A	15	N/A	N/A
IPSWICH	3,262	\$355,250	1.5%	245	\$575,000	4.5%	202	\$216,000	-15.0%	1,320	\$213,000	2.4%	167	\$335,000	3.1%
ISAAC	204	\$250,000	25.0%	18	N/A	N/A	17	N/A	N/A	20	\$41,300	N/A	18	N/A	N/A
LIVINGSTONE	618	400,000	5.3%	179	\$540,000	14.9%	115	\$258,000	21.4%	208	\$174,000	2.5%	114	\$235,000	-2.1%
LOCKYER VALLEY	227	\$250,000	0.0%	469	\$405,000	2.5%	15	N/A	N/A	78	\$135,000	5.5%	212	\$180,000	5.9%
LOGAN	3,650	\$403,000	1.3%	790	\$630,000	2.4%	634	\$225,000	0.0%	1,585	\$223,900	0.0%	162	\$330,000	10.0%
LONGREACH	35	\$135,000	-14.3%	6	N/A	N/A	2	N/A	N/A	1	N/A	N/A	6	N/A	N/A
MACKAY	1,669	\$370,000	4.5%	254	\$480,000	0.3%	224	\$221,000	-1.3%	295	\$180,000	0.6%	136	\$212,500	-7.6%
MARANOA	101	\$195,000	-10.3%	26	\$385,000	17.0%	2	N/A	N/A	9	N/A	N/A	15	N/A	N/A
MAREEBA	126	\$290,000	-1.7%	157	\$484,408	5.3%	12	N/A	N/A	50	\$114,000	-0.2%	81	\$147,500	7.3%
MCKINLAY	7	N/A	N/A	2	N/A	N/A	0	N/A	N/A	1	N/A	N/A	1	N/A	N/A
MORETON BAY	6,565	\$469,000	5.2%	937	\$735,250	7.8%	1,276	\$320,000	1.6%	1,955	\$265,000	4.1%	320	\$339,900	3.0%
MOUNT ISA	206	\$255,000	6.3%	10	N/A	N/A	22	\$237,500	N/A	6	N/A	N/A	2	N/A	N/A
MURWEIH	43	\$88,000	30.4%	11	N/A	N/A	3	N/A	N/A	5	N/A	N/A	8	N/A	N/A
NOOSA	933	900,000	15.4%	332	\$749,500	7.8%	598	\$710,000	14.3%	56	\$620,000	87.6%	22	\$557,500	23.9%
NORTH BURNETT	96	\$127,500	2.0%	41	\$250,000	0.0%	2	N/A	N/A	35	\$15,500	-22.5%	42	\$72,500	N/A
PAROO	11	N/A	N/A	5	N/A	N/A	0	N/A	N/A	3	N/A	N/A	2	N/A	N/A
QUILPIE	14	N/A	N/A	2	N/A	N/A	0	N/A	N/A	1	N/A	N/A	2	N/A	N/A
REDLAND	2,797	\$545,000	3.8%	135	\$1,019,325	5.6%	417	\$375,000	5.2%	1,154	\$35,000	12.9%	20	\$650,000	N/A

QUEENSLAND ALL LGAs ANNUAL STATISTICS (CONT'D)

PERFORMANCE BY LGA*	HOUSES (<2400m ²)			HOUSES (>2400m ²)			UNITS			LAND (<2400m ²)			LAND (>2400m ²)		
SUBURB/LGA	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE
RICHMOND	9	N/A	N/A	2	N/A	N/A	0	N/A	N/A	1	N/A	N/A	5	N/A	N/A
ROCKHAMPTON	1,301	\$275,000	3.8%	119	\$380,000	7.0%	122	\$249,000	-5.6%	151	\$163,500	2.2%	56	\$185,000	25.9%
SCENIC RIM	443	\$421,000	5.3%	371	\$624,750	5.5%	36	\$240,000	14.3%	72	\$220,000	7.3%	110	\$305,000	-10.3%
SOMERSET	263	\$262,000	4.7%	241	\$430,000	4.9%	2	N/A	N/A	59	\$140,000	26.8%	78	\$230,000	5.1%
SOUTH BURNETT	339	\$205,000	2.5%	279	\$288,000	2.9%	25	\$190,000	N/A	109	\$40,000	8.1%	198	\$89,000	11.3%
SOUTHERN DOWNS	377	\$250,000	-3.3%	200	\$375,000	-1.4%	27	\$240,000	N/A	88	\$83,500	-16.5%	148	\$125,500	14.1%
SUNSHINE COAST	5,095	\$630,000	7.7%	1,044	\$795,000	8.2%	2,375	\$443,000	8.0%	1,043	\$272,977	1.1%	214	\$520,000	0.7%
TABLELANDS	233	\$290,000	-3.3%	212	\$423,500	-2.0%	33	\$215,500	-24.1%	109	\$115,000	3.1%	79	\$187,000	6.9%
TOOWOOMBA	2,174	\$363,000	3.7%	472	\$525,000	-3.7%	349	\$285,000	9.6%	523	\$180,000	-5.3%	252	\$210,000	3.4%
TORRES	2	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A
TOWNSVILLE	2,507	\$330,000	3.8%	276	\$455,000	6.1%	554	\$237,500	-2.7%	510	\$155,000	-5.5%	85	\$207,000	-13.4%
WEIPA	31	\$475,000	3.3%	0	N/A	N/A	3	N/A	N/A	2	N/A	N/A	0	N/A	N/A
WESTERN DOWNS	280	\$210,000	12.3%	163	\$303,500	-5.2%	42	\$129,500	-31.8%	33	\$29,000	-17.1%	183	\$35,000	16.7%
WHITSUNDAY	448	\$350,000	-2.6%	111	\$510,000	4.1%	181	\$275,000	5.9%	138	\$162,500	8.3%	73	\$195,000	-14.7%
WINTON	17	N/A	N/A	3	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A

*All figures are for 12 months to Sep-20 N/A Not available due to insufficient sales numbers

STRONGEST PERFORMERS BY LGA FOR THE PAST 12 MONTHS									
HOUSES (<2400m ²)		HOUSES (>2400m ²)		UNITS		LAND (<2400m ²)		LAND (>2400m ²)	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
36.2%	CLONCURRY	57.0%	BANANA	21.4%	LIVINGSTONE	493.2%	GOONDIWINDI	40.9%	FRASER COAST
30.4%	MURWEIH	17.0%	MARANOA	14.3%	NOOSA	87.6%	NOOSA	25.9%	ROCKHAMPTON
25.0%	ISAAC	14.9%	LIVINGSTONE	14.3%	SCENIC RIM	26.8%	SOMERSET	23.9%	NOOSA

MOST EXPENSIVE LGAs FOR THE PAST 12 MONTHS									
HOUSES (<2400m ²)		HOUSES (>2400m ²)		UNITS		LAND (<2400m ²)		LAND (>2400m ²)	
ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION
\$900,000	NOOSA	\$1,200,000	BRISBANE	\$710,000	NOOSA	\$620,000	NOOSA	\$910,000	BRISBANE
\$725,000	BRISBANE	\$1,019,325	REDLAND	\$443,000	SUNSHINE COAST	\$405,000	BRISBANE	\$650,000	REDLAND
\$658,250	GOLD COAST	\$930,000	GOLD COAST	\$433,500	GOLD COAST	\$290,000	GOLD COAST	\$565,000	GOLD COAST

MOST AFFORDABLE LGAs FOR THE PAST 12 MONTHS									
HOUSES (<2400m ²)		HOUSES (>2400m ²)		UNITS		LAND (<2400m ²)		LAND (>2400m ²)	
ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION
\$88,000	MURWEIH	\$250,000	NORTH BURNETT	\$250,000	NORTH BURNETT	\$15,500	NORTH BURNETT	\$35,000	WESTERN DOWNS
\$88,500	BARCALDINE	\$288,000	SOUTH BURNETT	\$288,000	SOUTH BURNETT	\$29,000	WESTERN DOWNS	\$72,500	NORTH BURNETT
\$127,500	NORTH BURNETT	\$292,000	HINCHINBROOK	\$292,000	HINCHINBROOK	\$35,000	REDLAND	\$89,000	SOUTH BURNETT

LARGEST SALES MARKETS BY LGA FOR THE PAST 12 MONTHS									
HOUSES (<2400m ²)		HOUSES (>2400m ²)		UNITS		LAND (<2400m ²)		LAND (>2400m ²)	
ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION
13,085	BRISBANE	1,044	SUNSHINE COAST	6,894	BRISBANE	1,955	MORETON BAY	320	FRASER COAST
7,617	GOLD COAST	937	MORETON BAY	6,762	GOLD COAST	1,585	LOGAN	320	FRASER COAST
6,565	MORETON BAY	790	LOGAN	2,375	SUNSHINE COAST	1,320	IPSWICH	277	GYMPIE



ON THE MARKET INDICATORS

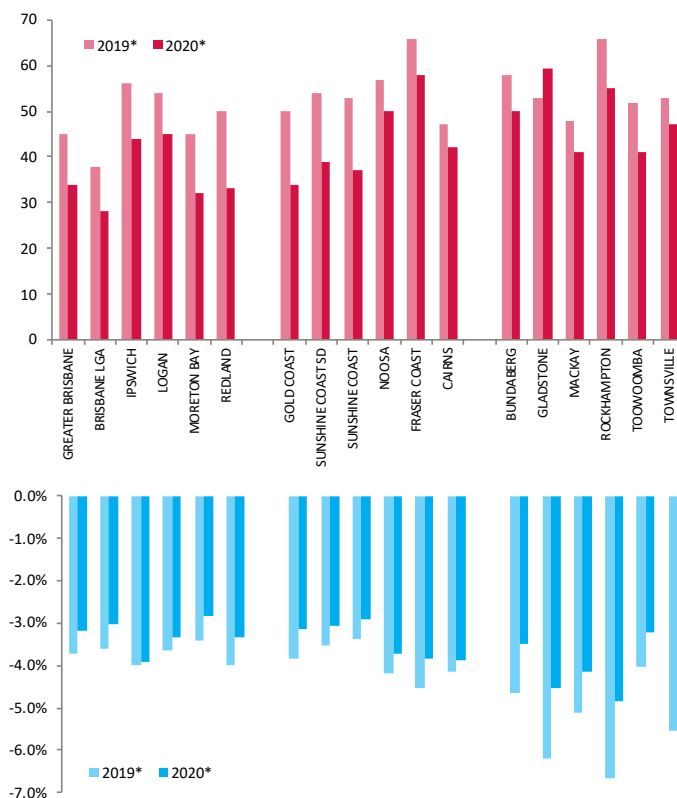
LGA / REGION	HOUSES (ALL)								CHANGE OVER YEAR			
	TOTAL LISTINGS		STOCK ON MARKET		MEDIAN DAYS ON MARKET**		MEDIAN VENDOR DISCOUNT**		TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
	12 MONTHS TO SEPTEMBER	2020*	2019*	2020*	2019*	2020*	2019*	2020*	CHANGE OVER YEAR			
									% PTS		% PTS	
QUEENSLAND	103,425	114,041	7.0%	7.8%	40	51	-3.6%	-4.2%	-9.3%	-0.8%	-11	-0.6%
GREATER BRISBANE	43,385	48,771	6.1%	7.0%	34	45	-3.2%	-3.7%	-11.0%	-0.8%	-11	-0.5%
BRISBANE LGA	16,591	19,114	5.3%	6.1%	28	38	-3.0%	-3.6%	-13.2%	-0.8%	-10	-0.6%
IPSWICH	5,160	5,705	7.0%	7.9%	44	56	-3.9%	-4.0%	-9.6%	-0.9%	-12	-0.1%
LOGAN	6,352	7,097	6.4%	7.2%	45	54	-3.3%	-3.6%	-10.5%	-0.8%	-9	-0.3%
MORETON BAY	9,422	10,329	6.7%	7.4%	32	45	-2.8%	-3.4%	-8.8%	-0.7%	-13	-0.6%
REDLAND	3,987	4,363	7.5%	8.3%	33	50	-3.3%	-4.0%	-8.6%	-0.8%	-17	-0.7%
GOLD COAST	10,776	12,289	7.8%	9.0%	34	50	-3.2%	-3.8%	-12.3%	-1.1%	-16	-0.7%
SUNSHINE COAST SD	8,828	9,708	7.9%	8.8%	39	54	-3.1%	-3.5%	-9.1%	-0.8%	-15	-0.5%
SUNSHINE COAST	7,373	8,026	7.9%	8.7%	37	53	-2.9%	-3.4%	-8.1%	-0.8%	-16	-0.4%
NOOSA	1,455	1,682	7.8%	9.0%	50	57	-3.7%	-4.2%	-13.5%	-1.2%	-7	-0.5%
FRASER COAST	3,528	4,050	8.8%	10.1%	58	66	-3.8%	-4.5%	-12.9%	-1.4%	-8	-0.7%
CAIRNS	3,444	3,800	7.2%	8.0%	42	47	-3.9%	-4.2%	-9.4%	-0.8%	-5	-0.3%
BUNDABERG	2,687	3,044	7.8%	8.9%	50	58	-3.5%	-4.6%	-11.7%	-1.1%	-8	-1.1%
GLADSTONE	1,808	1,746	7.8%	7.6%	60	53	-4.5%	-6.2%	3.6%	0.2%	7	-1.7%
MACKAY	2,920	2,903	7.2%	7.2%	41	48	-4.1%	-5.1%	0.6%	0.0%	-7	-1.0%
ROCKHAMPTON	2,110	2,138	7.1%	7.2%	55	66	-4.9%	-6.7%	-1.3%	-0.1%	-11	-1.8%
TOOWOOMBA	3,709	4,085	7.0%	7.8%	41	52	-3.2%	-4.1%	-9.2%	-0.8%	-11	-0.8%
TOWNSVILLE	4,153	4,203	6.6%	6.7%	47	53	-5.2%	-5.6%	-1.2%	-0.1%	-6	-0.3%

* 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

12 months to November
Source: REIQ, data supplied by CoreLogic

MEDIAN VENDOR DISCOUNTING - HOUSES

ON THE MARKET INDICATORS

	UNITS & TOWNHOUSES								CHANGE OVER YEAR			
LGA / REGION	TOTAL LISTINGS		STOCK ON MARKET		MEDIAN DAYS ON MARKET**		MEDIAN VENDOR DISCOUNT**		TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
12 MONTHS TO SEPTEMBER	2020*	2019*	2020*	2019*	2020*	2019*	2020*	2019*	CHANGE OVER YEAR			
									% PTS		% PTS	
QUEENSLAND	32,804	36,892	6.2%	7.1%	50	62	-3.6%	-4.3%	-11.1%	-0.9%	-12	-0.6%
GREATER BRISBANE	14,264	15,609	5.8%	6.5%	46	58	-3.3%	-3.9%	-8.6%	-0.7%	-12	-0.7%
BRISBANE LGA	10,120	11,232	5.5%	6.2%	40	51	-3.2%	-3.7%	-9.9%	-0.8%	-11	-0.5%
IPSWICH	377	442	5.1%	6.1%	90	103	-6.8%	-5.6%	-14.7%	-1.0%	-13	1.2%
LOGAN	1,102	1,135	6.5%	6.9%	70	73	-4.4%	-5.1%	-2.9%	-0.3%	-3	-0.6%
MORETON BAY	1,978	2,062	7.1%	7.6%	59	78	-3.1%	-4.2%	-4.1%	-0.5%	-19	-1.1%
REDLAND	586	635	6.9%	7.5%	50	69	-2.5%	-3.1%	-7.7%	-0.6%	-19	-0.6%
GOLD COAST	8,197	9,436	6.8%	8.0%	50	63	-3.7%	-4.2%	-13.1%	-1.1%	-13	-0.4%
SUNSHINE COAST SD	3,463	3,976	7.1%	8.2%	44	62	-3.0%	-3.8%	-12.9%	-1.2%	-18	-0.8%
SUNSHINE COAST	2,901	3,315	7.3%	8.5%	47	62	-2.9%	-3.7%	-12.5%	-1.2%	-15	-0.7%
NOOSA	562	661	6.0%	7.2%	38	64	-3.3%	-4.1%	-15.0%	-1.1%	-26	-0.8%
FRASER COAST	499	541	8.0%	8.8%	86	82	-4.6%	-4.2%	-7.8%	-0.8%	4	0.4%
CAIRNS	1,662	1,964	7.0%	8.4%	57	66	-4.8%	-5.0%	-15.4%	-1.4%	-9	-0.2%
BUNDABERG	324	434	5.8%	7.8%	98	143	-4.4%	-5.2%	-25.3%	-2.0%	-45	-0.7%
GLADSTONE	269	322	6.0%	7.3%	86	67	-5.4%	-7.4%	-16.5%	-1.3%	20	-2.0%
MACKAY	377	406	4.8%	5.3%	61	82	-5.2%	-7.5%	-7.1%	-0.4%	-21	-2.3%
ROCKHAMPTON	238	243	5.0%	5.1%	101	135	-6.0%	-9.8%	-2.1%	-0.2%	-34	-3.8%
TOOWOOMBA	678	797	5.7%	6.9%	72	72	-3.2%	-4.5%	-14.9%	-1.2%	0	-1.3%
TOWNSVILLE	957	971	5.5%	5.6%	74	79	-6.9%	-6.6%	-1.4%	-0.1%	-5	0.3%

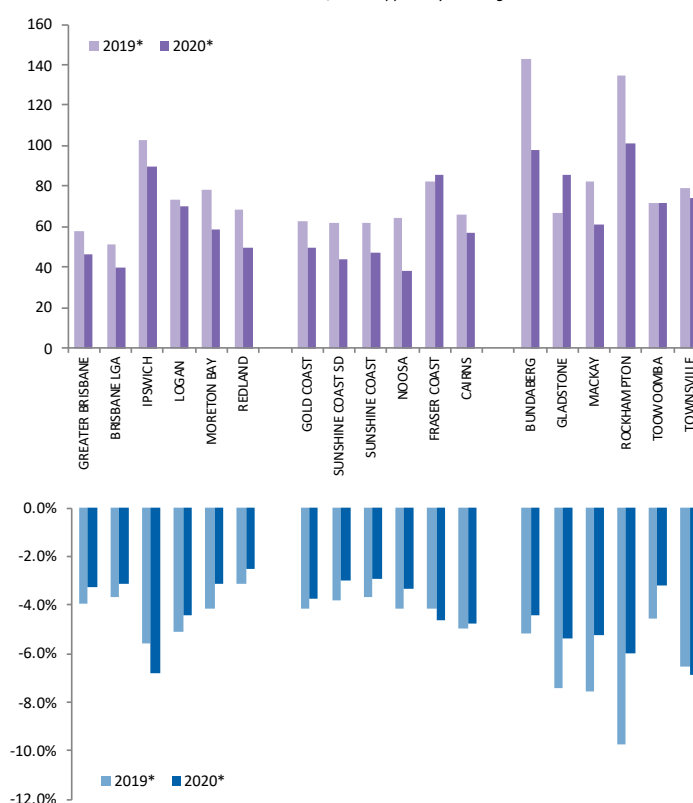
* Figures are preliminary

** 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

12 months to November
Source: REIQ, data supplied by CoreLogic



MEDIAN VENDOR DISCOUNTING - UNITS



RENTAL MARKET SUMMARY

QUARTER STATISTICS SUMMARY

Rental Trends		Median Weekly Rent						Gross Rental Yields			
LGA/Region		3-Bed House		2-Bed Flat		3-Bed Townhouse		Houses		Units	
Greater Brisbane		Quarterly Trend		Quarterly Trend		Quarterly Trend		Quarterly Trend		Quarterly Trend	
Brisbane LGA		\$460	UP	\$425	STEADY	\$430	UP	3.2%	STEADY	5.0%	STEADY
Ipswich		\$330	UP	\$270	UP	\$330	UP	4.8%	STEADY	6.6%	DOWN
Logan		\$355	UP	\$295	UP	\$340	STEADY	4.5%	STEADY	6.9%	STEADY
Moreton Bay		\$380	UP	\$295	DOWN	\$360	UP	4.1%	STEADY	4.5%	DOWN*
Redland		\$425	UP	\$360	UP	\$410	DOWN	3.9%	STEADY	5.1%	STEADY
Tourism Centres											
Gold Coast		\$540	UP*	\$450	STEADY	\$470	UP	4.0%	STEADY	5.2%	STEADY
Sunshine Coast		\$490	UP*	\$410	UP	\$460	UP	3.8%	STEADY	4.7%	STEADY
Noosa		\$570	UP*	\$473	UP	\$750	UP*	3.2%	UP	3.3%	STEADY
Fraser Coast		\$340	STEADY	\$280	UP	\$355	UP	5.1%	STEADY	5.1%	DOWN
Cairns		\$420	UP	\$330	UP	\$380	DOWN	5.0%	STEADY	7.8%	STEADY
Regional QLD											
Bundaberg		\$325	UP	\$255	DOWN	\$360	UP*	5.7%	STEADY	4.3%	DOWN*
Gladstone		\$285	UP*	\$220	UP	\$280	UP	4.6%	STEADY	5.4%	DOWN*
Mackay		\$395	UP*	\$295	DOWN	\$375	STEADY	5.3%	STEADY	8.1%	UP*
Rockhampton		\$330	UP	\$250	UP	\$375	STEADY	6.0%	STEADY	5.2%	STEADY
Toowoomba		\$330	UP	\$270	UP	\$340	STEADY	4.6%	STEADY	4.7%	DOWN
Townsville		\$350	UP*	\$300	UP*	\$350	UP	5.4%	STEADY	6.4%	STEADY

*Rent change of \$20 or more or 0.5 pts or more (yields)
N/A Not available





RESIDENTIAL VACANCY RATES

COUNCIL / REGION	DEC-20	SEP-20	CHANGE	STATUS
BRISBANE SD	1.8%	2.0%	-0.2%	TIGHT
BRISBANE CITY	2.4%	2.8%	-0.4%	TIGHT
BRISBANE INNER (0-5KM)	3.1%	3.8%	-0.6%	HEALTHY
BRISBANE REMAINDER (5KM+)	1.5%	1.6%	0.0%	TIGHT
BRISBANE SURROUNDS	1.0%	1.0%	0.0%	TIGHT
IPSWICH CITY	1.0%	1.1%	-0.1%	TIGHT
LOGAN CITY	1.2%	1.4%	-0.1%	TIGHT
MORETON BAY	0.8%	0.8%	0.0%	TIGHT
MORETON BAY - CABOOLTURE	0.8%	0.7%	0.1%	TIGHT
MORETON BAY - PINE RIVERS	0.8%	0.8%	0.0%	TIGHT
MORETON BAY - REDCLIFFE	0.9%	1.0%	-0.1%	TIGHT
REDLAND CITY	0.7%	0.5%	0.1%	TIGHT
REDLAND CITY - MAINLAND	0.5%	0.4%	0.1%	TIGHT
REDLAND CITY - BAY ISLANDS	1.6%	1.3%	0.3%	TIGHT
GOLD COAST CITY	0.6%	1.3%	-0.7%	TIGHT
SUNSHINE COAST SD	0.5%	0.6%	-0.2%	TIGHT
SUNSHINE COAST	0.4%	0.5%	-0.1%	TIGHT
SUNSHINE COAST - CALOUNDRA	0.3%	0.4%	-0.1%	TIGHT
SUNSHINE COAST - MAROOCHY	0.3%	0.4%	-0.1%	TIGHT
SUNSHINE COAST - HINTERLAND*	0.3%	0.6%	-0.3%	TIGHT
NOOSA	0.3%	0.5%	-0.2%	TIGHT
FRASER COAST	0.6%	0.8%	-0.2%	TIGHT
FRASER COAST - HERVEY BAY	0.8%	1.0%	-0.2%	TIGHT
FRASER COAST - MARYBOROUGH	0.1%	0.2%	-0.1%	TIGHT
CAIRNS	1.2%	1.2%	0.0%	TIGHT
BUNDABERG	0.4%	0.4%	0.0%	TIGHT
GLADSTONE	0.9%	1.3%	-0.3%	TIGHT
MACKAY	0.9%	0.6%	0.3%	TIGHT
ROCKHAMPTON	0.3%	0.3%	0.0%	TIGHT
TOOWOOMBA	0.9%	0.5%	0.4%	TIGHT
TOWNSVILLE	1.0%	0.6%	0.3%	TIGHT
BALONNE	0.5%	1.2%	-0.6%	TIGHT
BANANA	0.7%	0.7%	0.0%	TIGHT
BURDEKIN	0.7%	0.4%	0.3%	TIGHT
CASSOWARY COAST	1.3%	1.3%	0.0%	TIGHT
CENTRAL HIGHLANDS	1.2%	0.7%	0.5%	TIGHT
GYMPIE	0.4%	0.3%	0.0%	TIGHT
ISAAC	1.4%	0.7%	0.6%	TIGHT
LIVINGSTONE	0.4%	0.4%	-0.1%	TIGHT
LOCKYER VALLEY	1.1%	0.6%	0.5%	TIGHT
MARANOA	1.9%	0.8%	1.1%	TIGHT
MOUNT ISA	0.9%	0.4%	0.5%	TIGHT
SCENIC RIM	0.8%	0.8%	0.0%	TIGHT
SOMERSET	1.2%	0.8%	0.4%	TIGHT
SOUTH BURNETT	0.8%	0.5%	0.3%	TIGHT
SOUTHERN DOWNS	0.5%	0.4%	0.2%	TIGHT
TABLELANDS	0.5%	0.4%	0.1%	TIGHT
WESTERN DOWNS	0.9%	0.8%	0.1%	TIGHT
WHITSUNDAY	1.5%	1.3%	0.2%	TIGHT

* 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-20	SEP-20	DEC-20	SEP-20
GREATER BRISBANE				
BRISBANE	3.2%	3.2%	5.0%	5.3%
IPSWICH	4.8%	4.8%	6.6%	7.1%
LOGAN	4.5%	4.6%	6.9%	6.6%
MORETON BAY	4.1%	4.1%	4.5%	5.0%
REDLAND	3.9%	3.9%	5.1%	4.9%
TOURISM CENTRES				
GOLD COAST	4.0%	4.0%	5.2%	5.5%
SUNSHINE COAST	3.8%	3.9%	4.7%	4.7%
NOOSA	3.2%	2.9%	3.3%	3.4%
FRASER COAST	5.1%	5.3%	5.1%	5.6%
CAIRNS	5.0%	5.0%	7.8%	7.7%
REGIONAL/RESOURCE AREAS				
BUNDABERG	5.7%	5.5%	4.3%	6.6%
GLADSTONE	4.6%	4.5%	5.4%	6.2%
MACKAY	5.3%	5.1%	8.1%	6.9%
ROCKHAMPTON	6.0%	6.1%	5.2%	5.0%
TOOWOOMBA	4.6%	4.6%	4.7%	5.1%
TOWNSVILLE	5.4%	5.1%	6.4%	6.4%
OTHER REGIONAL AREAS				
BANANA	8.4%	9.1%	N/A	N/A
BURDEKIN	7.1%	8.5%	N/A	N/A
CASSOWARY COAST	6.7%	7.4%	N/A	N/A
CENTRAL HIGHLANDS	6.0%	6.1%	N/A	N/A
DOUGLAS	4.2%	4.2%	6.1%	5.5%
GOONDIWINDI	8.0%	5.4%	N/A	N/A
GYMPIE	5.2%	4.9%	5.1%	4.2%
HINCHINBROOK	7.8%	7.7%	N/A	N/A
ISAAC	6.7%	6.3%	N/A	N/A
LIVINGSTONE	4.6%	4.7%	5.2%	6.7%
LOCKYER VALLEY	6.7%	6.9%	N/A	N/A
MAREEBA	6.5%	6.0%	N/A	N/A
MOUNT ISA	7.1%	9.4%	N/A	N/A
SCENIC RIM	4.1%	4.6%	N/A	N/A
SOMERSET	6.1%	6.6%	N/A	N/A
SOUTH BURNETT	6.8%	7.4%	N/A	N/A
SOUTHERN DOWNS	5.8%	5.0%	N/A	N/A
TABLELANDS	5.3%	6.3%	N/A	N/A
WESTERN DOWNS	5.8%	6.0%	N/A	N/A
WHITSUNDAY	5.5%	5.4%	5.2%	5.8%

Yields comparison based on preliminary data for Dec-20

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			\$460	UP	\$425	UP	\$430	UP	3.2%	STEADY
IPSWICH			\$330	UP	\$270	UP	\$330	UP	4.8%	STEADY
LOGAN			\$355	UP	\$295	UP	\$340	UP	4.5%	STEADY
MORETON BAY			\$380	UP	\$295	UP	\$360	UP	4.1%	STEADY
REDLAND			\$425	UP*	\$360	UP	\$410	UP	3.9%	STEADY
TOURISM CENTRES										
GOLD COAST			\$540	UP*	\$450	STEADY	\$470	UP*	4.0%	STEADY
SUNSHINE COAST			\$490	UP*	\$410	UP*	\$460	UP	3.8%	STEADY
NOOSA			\$570	UP*	\$473	UP*	\$750	UP*	3.2%	STEADY
FRASER COAST			\$340	UP*	\$280	UP	\$355	UP	5.1%	STEADY
CAIRNS			\$420	UP*	\$330	UP	\$380	DOWN	5.0%	STEADY
REGIONAL QLD										
BUNDABERG			\$325	UP*	\$255	UP	\$360	UP*	5.7%	STEADY
GLADSTONE			\$285	UP*	\$220	UP*	\$280	UP*	4.6%	STEADY
MACKAY			\$395	UP*	\$295	UP*	\$375	UP	5.3%	STEADY
ROCKHAMPTON			\$330	UP*	\$250	UP*	\$375	UP*	6.0%	UP
TOOWOOMBA			\$330	UP*	\$270	N/A	\$340	UP*	4.6%	STEADY
TOWNSVILLE			\$350	UP*	\$300	UP*	\$350	UP*	5.4%	STEADY

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

N/A Not available



SIZE OF RENTAL MARKET				TOTAL BONDS - ANNUAL TREND												
LGA/REGION	HOUSES				UNITS				TOWNHOUSES				TOTAL			
QUEENSLAND	314,572	312,680	0.6%	STEADY	233,437	226,145	3.2%	UP	67,668	64,332	5.2%	UP	615,677	603,157	2.1%	UP
GREATER BRISBANE	DEC-20	DEC-19	% CHANGE	ANNUAL TREND	DEC-20	DEC-19	% CHANGE	ANNUAL TREND	DEC-20	DEC-19	% CHANGE	ANNUAL TREND	DEC-20	DEC-19	% CHANGE	ANNUAL TREND
BRISBANE	61,403	61,016	0.6%	STEADY	95,899	93,878	2.2%	UP	23,011	22,345	3.0%	UP	180,313	177,239	1.7%	STEADY
IPSWICH	23,697	23,244	1.9%	STEADY	5,395	5,015	7.6%	UP	2,619	2,289	14.4%	UP	31,711	30,548	3.8%	UP
LOGAN	26,581	25,369	4.8%	UP	6,734	6,105	10.3%	UP	6,602	6,082	8.5%	UP	39,917	37,556	6.3%	UP
MORETON BAY	32,454	32,093	1.1%	STEADY	10,577	10,042	5.3%	UP	8,846	8,112	9.0%	UP	51,877	50,247	3.2%	UP
REDLAND	8,702	8,707	-0.1%	STEADY	1,718	1,698	1.2%	STEADY	2,074	1,927	7.6%	UP	12,494	12,332	1.3%	STEADY
TOURISM CENTRES																
GOLD COAST	30,236	30,078	0.5%	STEADY	37,944	36,136	5.0%	UP	14,152	13,713	3.2%	UP	82,332	79,927	3.0%	UP
SUNSHINE COAST	18,604	18,424	1.0%	STEADY	12,848	12,486	2.9%	UP	3,508	3,308	6.0%	UP	34,960	34,218	2.2%	UP
NOOSA	2,466	2,512	-1.8%	STEADY	1,331	1,257	5.9%	UP	395	370	6.8%	UP	4,192	4,139	1.3%	STEADY
FRASER COAST	6,933	6,996	-0.9%	STEADY	2,676	2,726	-1.8%	STEADY	545	540	0.9%	STEADY	10,154	10,262	-1.1%	STEADY
CAIRNS	9,497	9,559	-0.6%	STEADY	11,242	11,010	2.1%	UP	918	917	0.1%	STEADY	21,657	21,486	0.8%	STEADY
REGIONAL QLD																
BUNDABERG	6,381	6,438	-0.9%	STEADY	2,933	2,879	1.9%	STEADY	134	136	-1.5%	STEADY	9,448	9,453	-0.1%	STEADY
GLADSTONE	5,353	5,522	-3.1%	DOWN	2,228	2,142	4.0%	UP	782	825	-5.2%	DOWN	8,363	8,489	-1.5%	STEADY
MACKAY	7,682	7,918	-3.0%	DOWN	4,323	4,264	1.4%	STEADY	497	491	1.2%	STEADY	12,502	12,673	-1.3%	STEADY
ROCKHAMPTON	4,647	4,816	-3.5%	DOWN	2,703	2,694	0.3%	STEADY	172	142	21.1%	UP	7,522	7,652	-1.7%	STEADY
TOOWOOMBA	11,713	11,662	0.4%	STEADY	7,638	7,515	1.6%	STEADY	565	522	8.2%	UP	19,916	19,699	1.1%	STEADY
TOWNSVILLE	14,473	14,766	-2.0%	STEADY	9,250	8,896	4.0%	UP	874	794	10.1%	UP	24,597	24,456	0.6%	STEADY

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-19	Dec-20	% Change	Dec-19	Dec-20	% Change	Dec-19	Dec-20	% Change	Dec-19	Dec-20	% Change
Balonne Shire Council	N/A	N/A	N/A	N/A	\$170	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Banana Shire Council	\$200	\$160	-20.0%	\$265	\$250	-5.7%	N/A	N/A	N/A	N/A	N/A	N/A
Barcaldine Regional Council	N/A	N/A	N/A	N/A	\$190	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	\$153	N/A	\$108	\$150	39.5%	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	\$365	\$350	-4.1%	\$420	\$425	1.2%	\$525	\$530	1.0%	\$400	\$410	2.5%
Bundaberg Regional Council	\$250	\$270	8.0%	\$240	\$255	6.3%	\$300	\$320	6.7%	\$270	\$280	3.7%
Burdekin Shire Council	\$190	\$215	13.2%	\$210	\$220	4.8%	N/A	N/A	N/A	\$230	\$240	4.3%
Cairns Regional Council	\$250	\$260	4.0%	\$315	\$330	4.8%	\$388	\$400	3.2%	\$338	\$330	-2.2%
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	\$170	\$190	11.8%	\$240	\$250	4.2%	\$265	\$360	35.8%	\$250	\$280	12.0%
Central Highlands Regional Council	\$200	\$205	2.5%	\$220	\$240	9.1%	\$300	\$340	13.3%	N/A	N/A	N/A
Charters Towers Regional Council	N/A	N/A	N/A	\$200	\$220	10.0%	N/A	N/A	N/A	\$220	\$208	-5.7%
Cloncurry Shire Council	\$133	N/A	N/A	\$278	\$250	-9.9%	N/A	N/A	N/A	N/A	\$270	N/A
Cook Shire Council	\$250	N/A	N/A	\$240	N/A	N/A	N/A	N/A	N/A	\$250	\$250	0.0%
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	\$235	\$235	0.0%	\$328	\$305	-6.9%	\$380	\$350	-7.9%	\$330	\$280	-15.2%
Flinders Shire Council	\$150	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	\$206	\$250	21.7%	\$270	\$280	3.7%	\$350	\$360	2.9%	\$280	\$293	4.5%
Gladstone Regional Council	\$200	\$180	-10.0%	\$180	\$220	22.2%	\$235	\$280	19.1%	\$250	\$235	-6.0%
Gold Coast City Council	\$360	\$360	0.0%	\$450	\$450	0.0%	\$520	\$560	7.7%	\$420	\$420	0.0%
Goondiwindi Regional Council	\$170	\$180	5.9%	\$220	\$250	13.6%	N/A	N/A	N/A	\$258	\$275	6.8%
Gympie Regional Council	\$220	\$240	9.1%	\$235	\$255	8.5%	\$298	\$310	4.2%	\$270	\$300	11.1%
Hinchinbrook Shire Council	N/A	N/A	N/A	\$168	\$180	7.5%	N/A	\$170	N/A	N/A	N/A	N/A
Ipswich City Council	\$235	\$245	4.3%	\$263	\$270	2.6%	\$300	\$310	3.3%	\$275	\$288	4.5%
Isaac Regional Council	N/A	\$130	N/A	\$260	\$225	-13.5%	\$395	\$255	-35.4%	\$220	N/A	N/A
Livingstone Shire Council	\$220	\$230	4.5%	\$300	\$305	1.7%	\$330	\$340	3.0%	\$288	\$335	16.5%
Lockyer Valley Regional Council	N/A	N/A	N/A	\$258	\$263	1.9%	\$278	\$300	8.1%	\$283	\$250	-11.5%
Logan City Council	\$250	\$255	2.0%	\$285	\$295	3.5%	\$340	\$350	2.9%	\$290	\$300	3.4%
Longreach Regional Council	N/A	N/A	N/A	\$185	\$180	-2.7%	N/A	N/A	N/A	N/A	\$200	N/A
Mackay Regional Council	\$235	\$280	19.4%	\$270	\$295	9.3%	\$350	\$380	8.6%	\$295	\$340	15.3%
Maranoa Regional Council	N/A	N/A	N/A	\$174	\$175	0.3%	\$220	N/A	N/A	\$195	\$180	-7.7%
Mareeba Shire Council	\$210	\$195	-7.1%	\$250	\$280	12.0%	\$315	\$300	-4.8%	\$298	\$280	-5.9%
Moreton Bay Regional Council	\$250	\$255	2.0%	\$290	\$295	1.7%	\$330	\$345	4.5%	\$300	\$310	3.3%
Mount Isa City Council	\$190	\$200	5.3%	\$220	\$255	15.9%	\$328	\$365	11.5%	\$300	\$380	26.7%
Murweh Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$173	\$180	4.3%
Noosa Shire Council	\$308	\$320	4.1%	\$420	\$473	12.5%	\$499	\$650	30.3%	\$423	\$430	1.8%
North Burnett Regional Council	N/A	N/A	N/A	\$200	\$210	5.0%	N/A	N/A	N/A	\$200	\$220	10.0%
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	\$230	\$240	4.3%	\$351	\$360	2.5%	\$420	\$430	2.4%	\$260	\$270	3.8%
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	\$170	\$220	29.8%	\$223	\$250	12.4%	\$300	\$300	0.0%	\$240	\$275	14.6%
Scenic Rim Regional Council	\$250	\$250	0.0%	\$265	\$270	1.9%	\$310	\$313	0.8%	\$295	\$290	-1.7%
Somerset Regional Council	N/A	N/A	N/A	N/A	\$200	N/A	N/A	N/A	N/A	\$300	\$275	-8.3%
South Burnett Regional Council	\$180	\$181	0.5%	\$220	\$230	4.5%	\$270	\$275	1.9%	\$220	\$250	13.6%
Southern Downs Regional Council	\$150	\$175	16.7%	\$210	\$210	0.0%	\$290	\$300	3.4%	\$235	\$245	4.3%
Sunshine Coast Regional Council	\$300	\$310	3.3%	\$380	\$410	7.9%	\$450	\$470	4.4%	\$380	\$428	12.5%
Tablelands Regional Council	\$178	\$230	29.6%	\$240	\$260	8.3%	\$290	\$270	-6.9%	\$260	\$290	11.5%
Toowoomba Regional Council	\$200	\$200	0.0%	\$250	\$270	8.0%	\$315	\$325	3.2%	\$270	\$280	3.7%
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	\$230	\$270	17.3%	\$280	\$300	7.1%	\$375	\$390	4.0%	\$295	\$310	5.1%
Weipa - part of Cook	N/A	N/A	N/A	\$500	\$500	0.0%	\$588	\$610	3.8%	N/A	N/A	N/A
Western Downs Regional Council	\$160	\$160	0.2%	\$185	\$205	10.8%	\$220	\$238	8.0%	\$210	\$220	4.8%
Whitsunday Regional Council	\$193	\$220	14.3%	\$300	\$300	0.0%	\$345	\$390	13.0%	\$250	\$290	16.0%
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-19	Dec-20	% Change	Dec-19	Dec-20	% Change	Dec-19	Dec-20	% Change	Dec-19	Dec-20	% Change
Balonne Shire Council	\$245	\$250	2.0%	\$310	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Banana Shire Council	\$280	\$275	-1.8%	\$370	\$380	2.7%	\$350	N/A	N/A	N/A	N/A	N/A
Barcaldine Regional Council	\$230	\$190	-17.4%	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	\$175	\$250	42.9%	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	\$445	\$460	3.4%	\$550	\$550	0.0%	\$390	\$400	2.6%	\$420	\$430	2.4%
Bundaberg Regional Council	\$300	\$325	8.3%	\$350	\$380	8.6%	\$263	N/A	N/A	\$330	\$360	9.1%
Burdekin Shire Council	\$270	\$265	-1.9%	\$300	\$320	6.7%	N/A	N/A	N/A	N/A	N/A	N/A
Cairns Regional Council	\$400	\$420	5.0%	\$465	\$490	5.4%	\$290	\$300	3.4%	\$390	\$380	-2.6%
Carpentaria Shire Council	\$200	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	\$300	\$320	6.7%	\$330	\$388	17.4%	\$265	\$250	-5.7%	N/A	N/A	N/A
Central Highlands Regional Council	\$273	\$298	9.2%	\$380	\$390	2.6%	\$280	N/A	N/A	\$350	\$330	-5.7%
Charters Towers Regional Council	\$260	\$290	11.5%	\$348	\$380	9.4%	N/A	N/A	N/A	N/A	N/A	N/A
Cloncurry Shire Council	\$320	\$305	-4.7%	\$425	\$460	8.2%	N/A	N/A	N/A	N/A	N/A	N/A
Cook Shire Council	\$375	\$320	-14.7%	\$365	\$380	4.1%	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	\$400	5.3%	\$450	\$530	17.8%	\$370	\$335	-9.5%	\$460	\$410	-10.9%
Flinders Shire Council	N/A	\$208	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Fraser Coast Regional Council	\$320	\$340	6.3%	\$380	\$420	10.5%	\$283	\$305	8.0%	\$343	\$355	3.6%
Gladstone Regional Council	\$240	\$285	18.8%	\$300	\$350	16.7%	\$190	\$230	21.1%	\$240	\$280	16.7%
Gold Coast City Council	\$520	\$540	3.8%	\$515	\$550	6.8%	\$400	\$420	5.0%	\$450	\$470	4.4%
Goondiwindi Regional Council	\$308	\$300	-2.4%	\$400	\$425	6.3%	N/A	N/A	N/A	N/A	N/A	N/A
Gympie Regional Council	\$300	\$325	8.3%	\$360	\$375	4.2%	\$278	\$300	8.1%	\$300	\$595	98.3%
Hinchinbrook Shire Council	\$240	\$270	12.5%	\$240	\$290	20.8%	N/A	N/A	N/A	N/A	N/A	N/A
Ipswich City Council	\$315	\$330	4.8%	\$375	\$390	4.0%	\$270	\$280	3.7%	\$320	\$330	3.1%
Isaac Regional Council	\$300	\$320	6.7%	\$335	\$400	19.4%	\$250	N/A	N/A	\$360	\$480	33.3%
Livingstone Shire Council	\$310	\$370	19.4%	\$350	\$430	22.9%	\$330	N/A	N/A	\$400	\$400	0.0%
Lockyer Valley Regional Council	\$300	\$320	6.7%	\$350	\$350	0.0%	\$265	N/A	N/A	N/A	N/A	N/A
Logan City Council	\$350	\$355	1.4%	\$400	N/A	N/A	\$290	\$285	-1.7%	\$330	\$340	3.0%
Longreach Regional Council	\$270	\$250	-7.4%	\$350	\$325	-7.1%	N/A	N/A	N/A	N/A	N/A	N/A
Mackay Regional Council	\$370	\$395	6.8%	\$420	\$450	7.1%	\$320	\$350	9.4%	\$370	\$375	1.4%
Maranoa Regional Council	\$250	\$260	4.0%	\$330	\$350	6.1%	N/A	N/A	N/A	N/A	N/A	N/A
Mareeba Shire Council	\$320	\$360	12.5%	\$400	\$415	3.8%	N/A	N/A	N/A	N/A	N/A	N/A
Moreton Bay Regional Council	\$370	\$380	2.7%	\$430	\$445	3.5%	\$308	\$310	0.8%	\$350	\$360	2.9%
Mount Isa City Council	\$390	\$425	9.0%	\$468	\$490	4.8%	N/A	N/A	N/A	N/A	\$375	N/A
Murweh Shire Council	\$220	\$230	4.5%	\$300	\$270	-10.0%	N/A	N/A	N/A	N/A	N/A	N/A
Noosa Shire Council	\$495	\$570	15.2%	\$600	\$690	15.0%	\$480	\$500	4.2%	\$600	\$750	25.0%
North Burnett Regional Council	\$240	\$250	4.2%	\$275	\$245	-10.9%	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	\$425	6.3%	\$498	\$510	2.4%	\$350	\$355	1.4%	\$405	\$410	1.2%
Richmond Shire Council	N/A	\$220	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Rockhampton Regional Council	\$290	\$330	13.8%	\$380	\$400	5.3%	\$280	\$300	7.1%	\$350	\$375	7.1%
Scenic Rim Regional Council	\$350	\$350	0.0%	\$380	\$405	6.6%	\$268	N/A	N/A	\$310	\$310	0.0%
Somerset Regional Council	\$320	\$325	1.6%	\$318	\$335	5.5%	N/A	N/A	N/A	N/A	N/A	N/A
South Burnett Regional Council	\$270	\$270	0.0%	\$320	\$350	9.4%	N/A	N/A	N/A	N/A	N/A	N/A
Southern Downs Regional Council	\$275	\$280	1.8%	\$328	\$350	6.9%	N/A	N/A	N/A	N/A	N/A	N/A
Sunshine Coast Regional Council	\$460	\$490	6.5%	\$540	\$565	4.6%	\$375	\$430	14.7%	\$450	\$460	2.2%
Tablelands Regional Council	\$320	\$330	3.1%	\$380	\$395	3.9%	N/A	N/A	N/A	N/A	N/A	N/A
Toowoomba Regional Council	\$320	\$330	3.1%	\$400	\$410	2.5%	\$275	\$280	1.8%	\$338	\$340	0.7%
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	\$330	\$350	6.1%	\$400	\$410	2.5%	\$280	\$310	10.7%	\$330	\$350	6.1%
Weipa - part of Cook	\$600	\$680	13.3%	\$690	\$800	15.9%	N/A	N/A	N/A	N/A	N/A	N/A
Western Downs Regional Council	\$240	\$260	8.3%	\$295	\$300	1.7%	N/A	\$275	N/A	\$225	\$240	6.7%
Whitsunday Regional Council	\$360	\$380	5.6%	\$423	\$425	0.6%	\$350	\$320	-8.6%	\$380	\$405	6.6%
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



Unemployment Rate

6.6%



Participation Rate

64.5%

EMPLOYMENT MARKET

LOGAN - BEAUDESERT



Unemployment Rate

7.9%



Participation Rate

63.5%

EMPLOYMENT MARKET

MORETON BAY - NORTH



Unemployment Rate

9.4%



Participation Rate

58.1%

EMPLOYMENT MARKET

MORETON BAY - SOUTH



Unemployment Rate

5.1%



Participation Rate

73.3%

Part of the attraction for the outer LGAs remains relative affordability. As demand continues to run hot in inner Brisbane, the LGAs of Moreton, Ipswich, Logan and – to some extent – Redland allow buyers to get more property for their dollar.

Greater Brisbane: A Rush to the Outer Regions

A year ago, things looked fairly dire for Australian real estate as the economy hunkered down to weather the pandemic storm that was to come. It delivered uncertainty, which is a huge threat to property markets as Australians crave stability when it comes to buying, selling and renting. But of course, Queensland weathered the COVID-19 crisis better than most, and our southeast property market has been the beneficiary with historic low interest rates and a raft of government stimulus packages all helping drive demand higher.

In fact, many are now touting South East Queensland as the best place to invest. After years of being the bridesmaid among eastern seaboard capital city markets, 2021 is shaping up as our year with the strength of our hot inner-Brisbane suburbs now filtering through, with surrounding LGAs reaping the rewards.

REIQ Ipswich Zone Chair Glenn Ball said the western corridor, like most of Greater Brisbane, has seen an extraordinary turnaround. "We're definitely experiencing a supply and demand issue, where buyers and tenants outweigh what we have on the books. It's creating huge demand and multiple offers on most of our property," he explained. "There's three main contributors, in my opinion. One is low interest rates where buyers who couldn't previously afford to get into the market are now seeing it as a viable option. Secondly, I'm getting people coming from Brisbane in droves to relocate here, because they've liked Ipswich in previous years, but didn't want to travel for work each day. Now the change with working from home means they now don't have to worry so much about the commute. And lastly, there's a massive number of people coming up from interstate – I don't see this market slowing up for at least another 12 months."

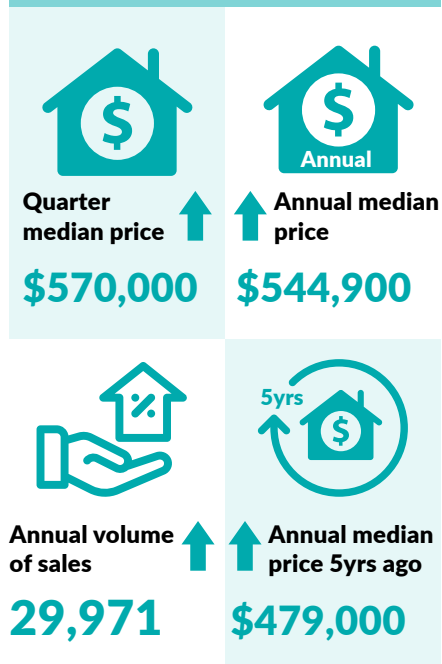
Part of the attraction for the outer LGAs remains relative affordability. As demand continues to run hot in inner Brisbane, the LGAs of Moreton, Ipswich, Logan and – to some extent – Redland allow buyers to get more property for their dollar.

House Market <2400m2

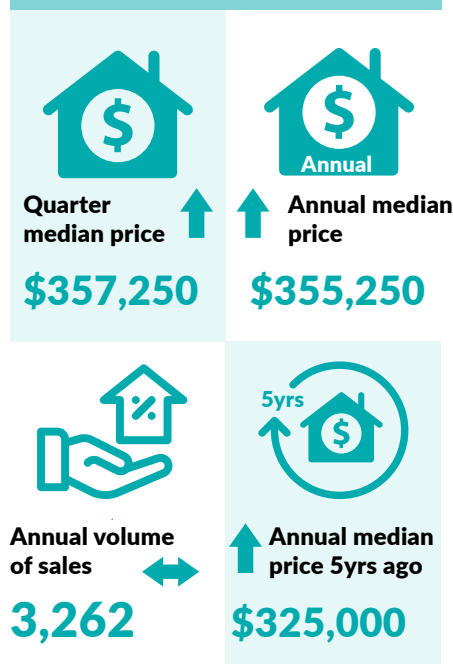
One of the more compelling graphics in this quarter's report is the property price clock for houses. In previous issues of the Queensland Market Monitor, the five South East Queensland LGAs would be dispersed throughout different phases of the cycle. On the current clock, however, they're all within the rising price phase. And this is reflected in the hard data. All housing markets saw an increase in annual values to December 2020. Outside of the Brisbane LGA, Moreton Bay had the most convincing gain at 5.2%, but even Logan's 1.3% is an excellent outcome. Of note, Greater Brisbane housing saw a 13.8% increase on its median house price over the past five years, meaning those with medium- to long-term investment outlooks are coming up trumps.



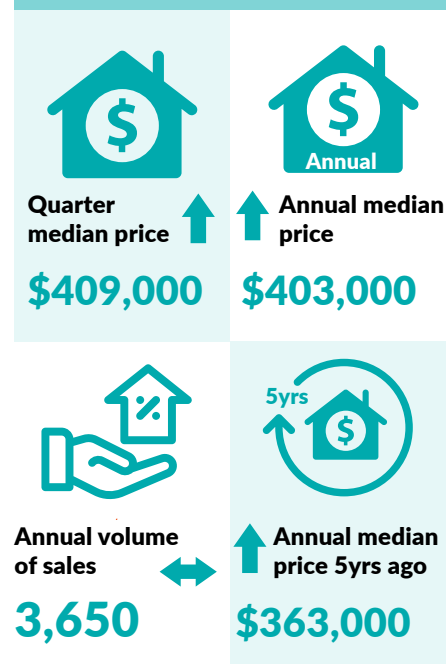
HOUSE MARKET (<2400M²) GREATER BRISBANE



HOUSE MARKET (<2400M²) IPSWICH



HOUSE MARKET (<2400M²) LOGAN



HOUSE MARKET (<2400M²)

MORETON BAY



Quarter
median price ↑
\$481,000



Annual
median price ↑
\$469,000



Annual volume
of sales ↔
6,565



Annual median
price 5yrs ago ↑
\$410,000

HOUSE MARKET (<2400M²)

REDLAND



Quarter
median price ↑
\$570,000



Annual
median price ↑
\$545,000



Annual volume
of sales ↔
2,797



Annual median
price 5yrs ago ↑
\$487,000

Local sources say the demand for houses is wide ranging, with all buyer types and price points seeing a surge of activity. The statistics show the imbalance between supply and demand. For Greater Brisbane, the annual total listing volume fell a substantial 11% for the year to November 2020, coming in at 43,385. Stock on market was mildly lower for the year dropping from 7.0% in 2019 to 6.1% in 2020. Selling periods also saw a reduction in the median days on market, with a 2020 selling time of 34 days, compared to 45 days in 2019. And, vendor discounting over the 12 months to November also fell from a -3.7% discount in 2019 to a -3.2% discount in 2020.

A look across all outer LGA numbers shows all jurisdictions saw tighter numbers in favour of sellers. Outside of the Brisbane LGA, it was Moreton Bay with the lowest days on market at 32, which was a substantial reduction of 13 days on last year's result. Moreton also saw the tightest vendor discount at 2.8%. Logan had the lowest stock on market in the outer LGA's at 6.4% and the most dramatic percentage fall in stock numbers, down 10.5% for the year.

Unit Market

Upon closer inspection, all Greater Brisbane LGAs are positioned within the lower phase of their price cycle – some approaching the bottom and others just past it. This means, as a collective, prices are moving closer to an upswing. Perhaps what's most telling is that these markets were far more widely spread in the previous quarterly report. For example, Ipswich was past its peak, and while unit prices in this LGA have softened substantially in the year to December 2020 (down 15.0%) they have progressed further through the price cycle thanks to the strength of the current market. While attached housing continues to face challenges, it would appear the improvement in Brisbane's real estate market as a whole is helping bolster prices across the board, and that includes units. As they say, a rising tide floats all boats.

Looking at the December 2020 quarterly data, Ipswich and Moreton saw the best short-term outcomes, while Logan and Redland units lost value. Attached housing markets are traditionally volatile in these outer LGAs, so the quarterly figures can swing more dramatically than they do for houses.

The Greater Brisbane region saw its annual unit and townhouse median sale price rise 0.5% to \$391,800 across 9,458 transactions to the end of December 2020. The outer LGAs saw mixed results. Ipswich's annual median had the most dramatic fall, with its 15.0% drop resulting in a \$216,000 median across 202 transactions for the year. Logan units stayed flat with a median of \$225,000 while Redland saw a solid 5.2% gain. Moreton Bay's attached housing reversed all its losses as reported in the previous Queensland Market Monitor, posting a 1.6% gain to reach \$320,000.

Looking at the numbers for the December 2020 quarter only, Logan and Redland were the only jurisdiction reporting a percentage loss of -2.2% and -2.9% respectively. Moreton's 10.5% median price improvement for the quarter was a standout result.

For Greater Brisbane over the year, listings were down a substantial 8.6% while stock on market shortened 0.9 per cent. Drilling down into the metrics and, outside the Brisbane LGA, Ipswich saw the most dramatic fall in total unit listings – down a notable 14.7% for the year. All other jurisdictions revealed a drop in listing numbers of between 2.9% and 7.7%.

Stock on market across outer LGAs tightened between 0.3 and 1.0 per cent. The median days on market comparison for outer LGAs saw the greatest retraction in both Redland and Moreton, with both down 19 days. Logan was the only jurisdiction to see vendor discounting increase – up 1.2% for the year.

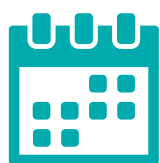
Vacant Land Market

Greater Brisbane vacant land sales are reaping the rewards of increased first homebuyer activity, low interest rates and government stimulus, with much of the gains coming in recent months. Local sources tell us the backlog of vacant land sitting on developers' books has been soaked up and demand from buyers isn't abating. Demand is strong across large multi-stage estates (e.g. Springfield Lakes) and smaller infill projects alike. Buyers are so eager to secure a site that many lots are reportedly going under contract prior to titling.

Unfortunately, the numbers are yet to fully catch up on the increases. The annual vacant land median sale price to December 2020 was \$240,000, which was a fall of 0.6% on last year. However, the December 2020 quarterly median sale price

HOUSE MARKET ALL

GREATER BRISBANE



Median days on market

34 Days



Median vendor discount

-3.2%

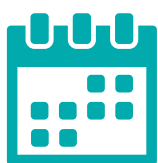


Stock on market

6.1%

HOUSE MARKET ALL

IPSWICH



Median days on market

44 Days



Median vendor discount

-3.9%

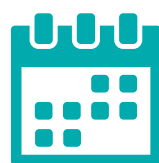


Stock on market

7.0%

HOUSE MARKET ALL

LOGAN



Median days on market

45 Days



Median vendor discount

-3.3%



Stock on market

6.4%

HOUSE MARKET ALL

MORETON BAY



Median days on market

32 Days



Median vendor discount

-2.8%



Stock on market

6.7%

shows some positivity at \$234,900, a 2.6% increase on the previous period. Given this was measured across almost 2,000 sales, the outcome has statistical relevance. And, as we progress further into 2021, there's every indication the annual percentage change in values will flip back into positive territory.

Rental Market

Local sources tell us that, like sales, demand for rentals is outstripping supply and it's translating into increased rents. Any decent rental property listing will attract multiple applications, with prospective tenants looking for ways to ensure they stand out from the competition.

December 2020 quarter median rental yields across outer Brisbane LGAs ranged from 3.9% (Redland) to 4.8% (Ipswich) for houses, and 4.5% (Moreton) to 6.9% (Logan) for units. These returns have held relatively steady as compared to the previous quarter's results.

Median annual rent for outer-Brisbane, three-bedroom houses ranged from \$330 per week in Ipswich to \$425 per week in Redland. The same measure for two-bedroom units ranged from \$270 per week in Ipswich to \$360 per week in Redland. Quarterly rental price movements for housing were generally positive across all outer LGAs. For the three months to December 2020, house rents ranged for \$330 per week in Ipswich to \$425 per week in Redland.

The Greater Brisbane vacancy rate was at 1.8% in the December 2020 quarter. This quarterly figure has remained sub-3.0% in reported data since June 2017, which is indicative of a balanced-to-tight market. Meanwhile, the quarterly vacancy rate for outer LGAs was exceptionally tight. Moreton saw the tightest result at 0.8% while Logan had the highest vacancy at just 1.2%. These figures demonstrate just how strong the demand is for rental property across the region.

HOUSE MARKET ALL

REDLAND



Median days on market

33 Days



Median vendor discount

-3.3%



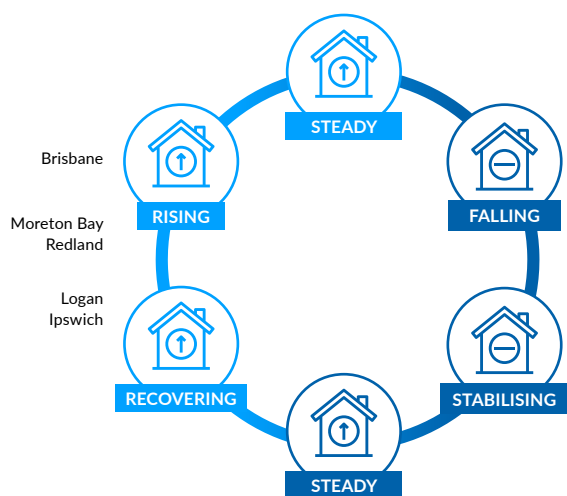
Stock on market

7.5%



GREATER BRISBANE HOUSE MARKETS

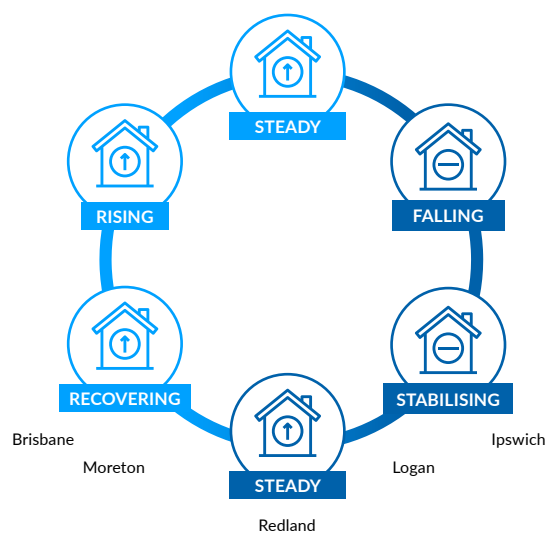
December Qtr 2020



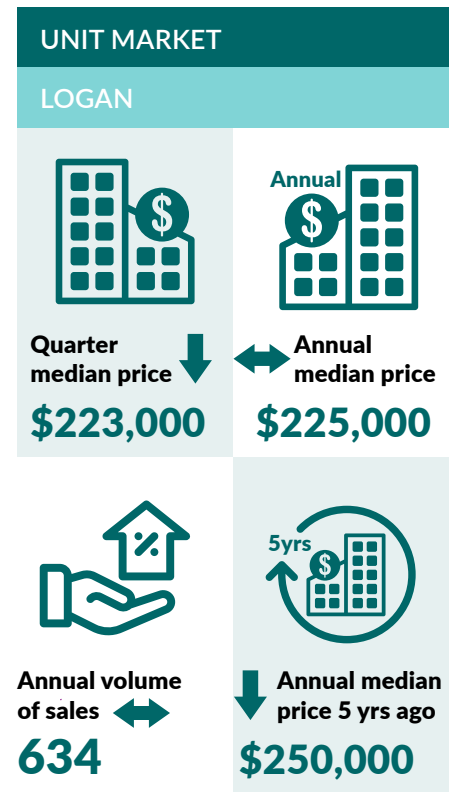
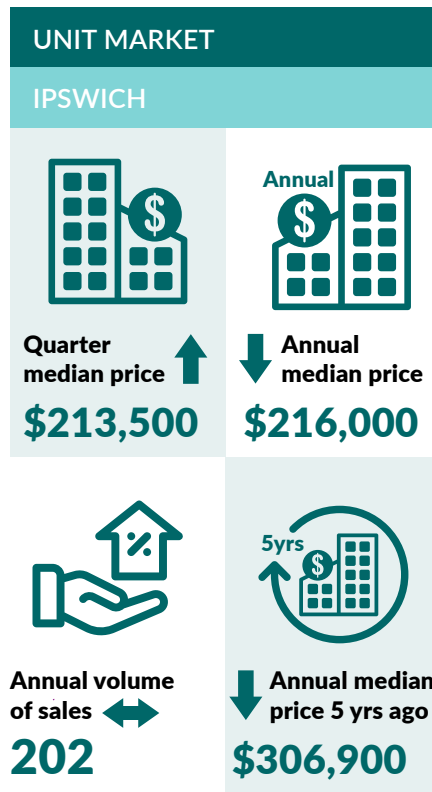
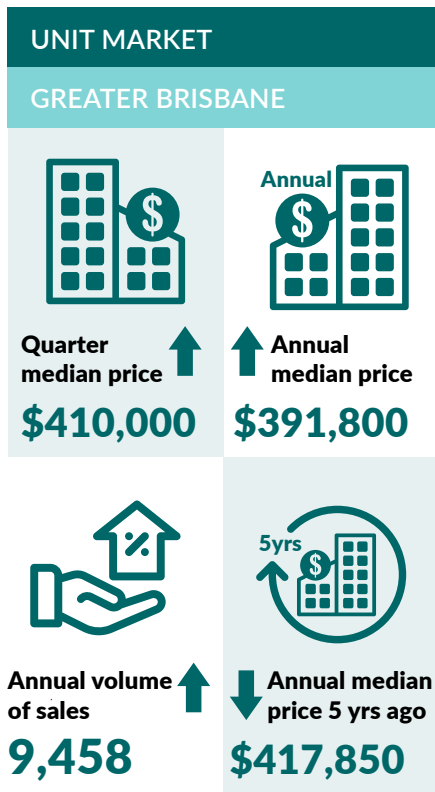
Source: REIQ. Based on the previous 4 quarters median sale price change and the annual change. Houses < 2400 m2.

GREATER BRISBANE UNIT MARKETS

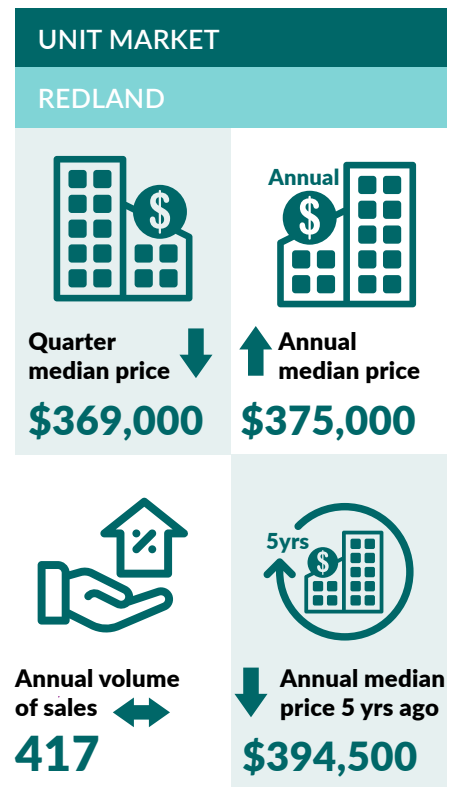
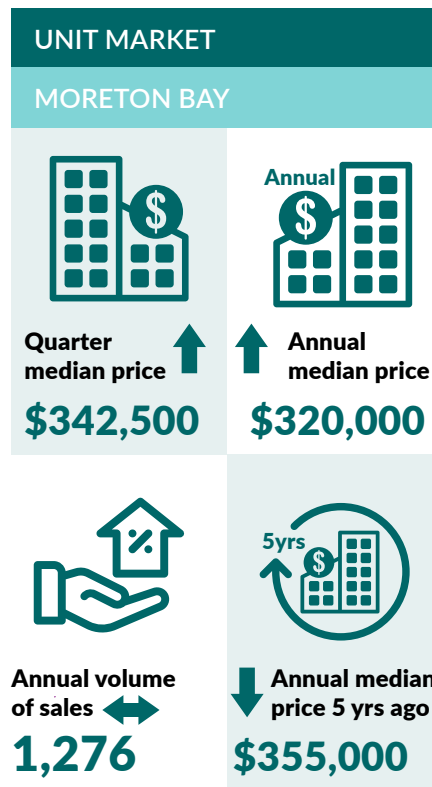
December Qtr 2020



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



Looking at the numbers for the December 2020 quarter only, Logan and Redland were the only jurisdiction reporting a percentage loss of -2.2% and -2.9% respectively. Moreton's 10.5% median price improvement for the quarter was a standout result.





UNIT MARKET

GREATER BRISBANE



Median days on market

46 Days



Median vendor discount

-3.3%

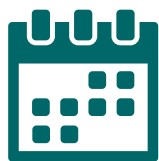


Stock on market

5.8%

UNIT MARKET

IPSWICH



Median days on market

90 Days



Median vendor discount

-6.8%

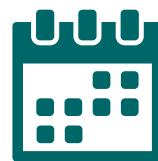


Stock on market

5.1%

UNIT MARKET

LOGAN



Median days on market

70 Days



Median vendor discount

-4.4%



Stock on market

6.5%

UNIT MARKET

MORETON BAY



Median days on market

59 Days



Median vendor discount

-3.1%

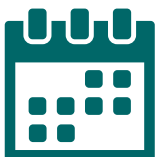


Stock on market

7.1%

UNIT MARKET

REDLAND



Median days on market

50 Days



Median vendor discount

-2.5%

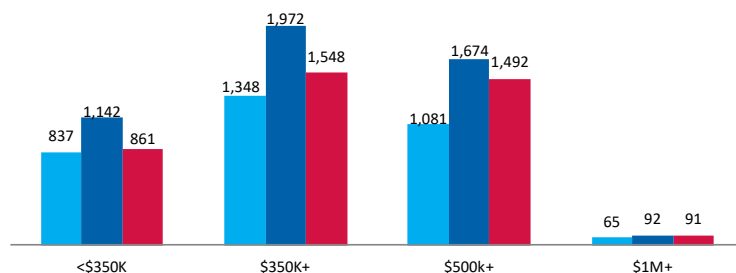


Stock on market

6.9%

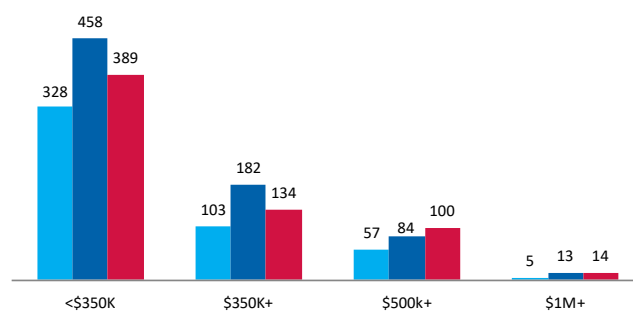
OUTER BRISBANE HOUSE SALES

Jun-20 Sep-20 Dec-20 *

*Preliminary data
Houses<2400m²

OUTER BRISBANE UNIT SALES

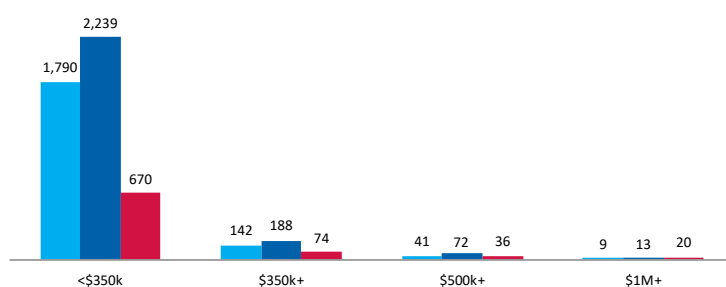
Jun-20 Sep-20 Dec-20 *



*Preliminary data

OUTER BRISBANE LAND SALES

Jun-20 Sep-20 Dec-20 *



*Preliminary data

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SALES MARKET - HOUSES <2400m²

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GREATER BRISBANE	7537	\$570,000	5.8%	29971	\$544,900	\$530,000	2.8%	\$479,000	13.8%
GREATER BRISBANE ^	661	\$666,500	3.7%	3207	\$645,000	\$630,000	2.4%	\$550,000	17.3%
IPSWICH (LGA)	771	\$357,250	2.4%	3262	\$355,250	\$350,000	1.5%	\$325,000	9.3%
IPSWICH (LGA) ^	64	\$582,000	-3.0%	245	\$575,000	\$550,000	4.5%	\$490,000	17.3%
AUGUSTINE HEIGHTS	28	\$620,000	17.1%	100	\$555,000	\$490,000	13.3%	\$499,000	11.2%
BELLBIRD PARK	18	\$392,000	1.8%	93	\$385,000	\$380,000	1.3%	\$333,750	15.4%
BOOVAL	16	\$289,500	10.1%	55	\$290,000	\$319,000	-9.1%	\$279,500	3.8%
BRASSALL	51	\$338,000	1.7%	178	\$345,000	\$326,500	5.7%	\$323,500	6.6%
BROOKWATER	19	\$875,000	6.7%	66	\$825,000	\$775,000	6.5%	N/A	N/A
BUNDAMBA	34	\$322,500	4.0%	111	\$309,000	\$304,500	1.5%	\$280,000	10.4%
CAMIRA	18	\$432,500	5.5%	76	\$442,500	\$417,500	6.0%	\$355,000	24.6%
CHURCHILL	5	N/A	N/A	22	\$277,500	\$270,000	2.8%	\$243,000	14.2%
COLLINGWOOD PARK	23	\$385,000	16.8%	134	\$364,000	\$330,000	10.3%	\$317,500	14.6%
DEEBING HEIGHTS	19	\$410,000	0.0%	70	\$425,000	\$419,500	1.3%	\$380,000	11.8%
EAST IPSWICH	15	\$350,000	44.3%	67	\$282,500	\$284,500	-0.7%	\$274,500	2.9%
EASTERN HEIGHTS	23	\$361,250	30.9%	84	\$345,000	\$323,000	6.8%	\$269,000	28.3%
FLINDERS VIEW	16	\$442,500	29.2%	79	\$350,000	\$380,000	-7.9%	\$356,000	-1.7%
GAILES	2	N/A	N/A	16	N/A	\$247,500	N/A	\$245,000	N/A
GOODNA	31	\$305,000	14.0%	123	\$290,000	\$285,000	1.8%	\$290,000	0.0%
IPSWICH	6	N/A	N/A	39	\$425,000	\$330,000	28.8%	\$301,000	41.2%
KARALEE ^	18	\$672,000	N/A	58	\$611,000	\$620,000	-1.5%	\$510,000	19.8%
LEICHHARDT	17	\$245,000	6.1%	74	\$235,000	\$255,000	-7.8%	\$220,000	6.8%
NEWTOWN	10	\$432,500	N/A	37	\$347,000	\$337,500	2.8%	\$322,000	7.8%
NORTH BOOVAL	10	\$270,000	-5.6%	41	\$279,000	\$262,500	6.3%	\$279,000	0.0%
NORTH IPSWICH	24	\$321,250	-1.2%	95	\$300,000	\$305,000	-1.6%	\$269,500	11.3%
ONE MILE	10	\$266,000	N/A	35	\$255,000	\$269,750	-5.5%	\$235,000	8.5%
RACEVIEW	42	\$329,500	-4.4%	192	\$329,000	\$313,250	5.0%	\$310,000	6.1%
REDBANK	4	N/A	N/A	28	\$340,000	\$325,000	4.6%	\$306,000	11.1%
REDBANK PLAINS	79	\$330,000	4.3%	308	\$320,000	\$325,000	-1.5%	\$315,000	1.6%
RIPLEY	21	\$405,000	8.9%	94	\$396,000	\$393,650	0.6%	\$339,000	16.8%
RIVERVIEW	19	\$250,000	4.2%	48	\$240,000	\$240,000	0.0%	\$233,750	2.7%
ROSEWOOD	11	\$270,000	N/A	45	\$287,500	\$282,500	1.8%	\$271,500	5.9%
SADLIERS CROSSING	9	N/A	N/A	28	\$358,750	N/A	N/A	\$325,000	10.4%
SILKSTONE	20	\$336,000	0.3%	81	\$315,000	\$307,000	2.6%	\$278,000	13.3%
SOUTH RIPLEY	22	\$497,500	5.9%	70	\$471,000	\$447,000	5.4%	N/A	N/A
SPRINGFIELD	24	\$472,500	-4.4%	102	\$461,000	\$433,000	6.5%	\$396,564	16.2%
SPRINGFIELD LAKES	60	\$445,000	-1.7%	296	\$435,000	\$421,400	3.2%	\$415,000	4.8%
TIVOLI	4	N/A	N/A	32	\$289,250	\$274,000	5.6%	\$252,500	14.6%
WOODEND	4	N/A	N/A	26	\$335,000	\$405,000	-17.3%	\$285,001	17.5%
YAMANTO	10	\$395,000	6.8%	72	\$377,500	\$396,750	-4.9%	\$415,000	-9.0%
LOGAN (LGA)	942	\$409,000	3.5%	3650	\$403,000	\$397,750	1.3%	\$363,000	11.0%
LOGAN (LGA) ^	178	\$655,000	5.0%	790	\$630,000	\$615,000	2.4%	\$530,000	18.9%
BAHRS SCRUB	20	\$470,000	9.9%	74	\$453,250	\$435,360	4.1%	\$412,250	9.9%
BEENLEIGH	29	\$337,000	7.8%	115	\$335,000	\$330,000	1.5%	\$305,750	9.6%
BERRINBA	13	\$470,000	6.8%	40	\$455,000	\$433,000	5.1%	\$411,500	10.6%
BETHANIA	11	\$360,000	-3.7%	60	\$356,250	\$350,500	1.6%	\$309,000	15.3%
BORONIA HEIGHTS	18	\$380,000	4.7%	87	\$350,000	\$345,000	1.4%	\$316,000	10.8%
BROWNS PLAINS	19	\$347,000	1.5%	77	\$340,000	\$360,046	-5.6%	\$320,000	6.3%
CEDAR GROVE ^	9	N/A	N/A	31	\$510,000	\$494,000	3.2%	\$432,500	17.9%
CEDAR VALE ^	11	\$515,000	N/A	45	\$534,000	\$500,000	6.8%	\$462,500	15.5%
CORNUBIA ^	5	N/A	N/A	23	\$1,032,000	\$817,500	26.2%	\$745,250	38.5%
CORNUBIA	25	\$575,000	-3.4%	110	\$587,500	\$580,000	1.3%	\$495,000	18.7%
CRESTMead	46	\$337,500	-1.5%	176	\$334,000	\$321,000	4.0%	\$310,000	7.7%
DAISY HILL	29	\$575,000	19.8%	88	\$548,500	\$477,000	15.0%	\$450,000	21.9%
EAGLEBY	41	\$305,000	3.8%	137	\$305,000	\$298,000	2.3%	\$275,000	10.9%
EDENS LANDING	26	\$427,500	-0.6%	88	\$396,000	\$375,000	5.6%	\$330,000	20.0%

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

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
FLAGSTONE	18	\$455,000	5.8%	68	\$430,000	\$395,000	8.9%	\$390,250	10.2%
FLAGSTONE ^	7	N/A	N/A	34	\$546,500	\$510,000	7.2%	\$445,000	22.8%
FORESTDALE ^	6	N/A	N/A	41	\$805,000	\$726,250	10.8%	\$732,750	9.9%
GREENBANK ^	11	\$653,000	5.2%	76	\$630,000	\$625,000	0.8%	\$554,000	13.7%
HERITAGE PARK	16	\$470,000	12.2%	73	\$460,000	\$455,000	1.1%	\$420,750	9.3%
HILLCREST	21	\$400,000	3.4%	66	\$389,500	\$372,500	4.6%	\$344,000	13.2%
HOLMVUE	17	\$392,250	6.7%	53	\$373,500	\$380,000	-1.7%	\$357,500	4.5%
JIMBOOMBA ^	21	\$588,000	-2.0%	90	\$595,000	\$580,000	2.6%	\$465,000	28.0%
KINGSTON	33	\$290,000	6.2%	127	\$295,000	\$285,000	3.5%	\$295,000	0.0%
LOGAN CENTRAL	15	\$290,000	7.8%	57	\$290,000	\$285,100	1.7%	\$298,000	-2.7%
LOGAN RESERVE	23	\$383,000	N/A	78	\$397,500	\$400,000	-0.6%	\$379,000	4.9%
LOGAN VILLAGE	3	N/A	N/A	20	\$600,000	N/A	N/A	N/A	N/A
LOGAN VILLAGE ^	8	N/A	N/A	38	\$665,000	\$630,000	5.6%	\$513,750	29.4%
LOGANHOLME	33	\$410,000	-8.9%	115	\$410,000	\$385,000	6.5%	\$385,000	6.5%
LOGANLEA	24	\$368,500	4.0%	84	\$368,000	\$355,000	3.7%	\$340,000	8.2%
MARSDEN	41	\$370,000	3.0%	176	\$365,000	\$368,800	-1.0%	\$338,000	8.0%
MEADOWBROOK	12	\$502,500	N/A	41	\$460,000	\$425,000	8.2%	\$380,000	21.1%
MOUNT WARREN PARK	17	\$412,500	14.7%	90	\$407,000	\$405,000	0.5%	\$360,000	13.1%
MUNRUBEN ^	10	\$645,000	N/A	34	\$615,000	\$597,500	2.9%	\$523,500	17.5%
NEW BEITH ^	11	\$677,500	6.7%	59	\$645,500	\$639,000	1.0%	\$558,750	15.5%
PARK RIDGE	20	\$442,000	0.1%	113	\$450,000	\$454,500	-1.0%	N/A	N/A
REGENTS PARK	42	\$412,500	-1.2%	181	\$417,000	\$410,000	1.7%	\$372,000	12.1%
ROCHEDALE SOUTH	55	\$540,000	0.2%	203	\$535,000	\$520,000	2.9%	\$460,000	16.3%
SHAILER PARK	48	\$585,000	-1.7%	193	\$590,000	\$550,000	7.3%	\$516,500	14.2%
SLACKS CREEK	31	\$340,000	3.0%	99	\$335,000	\$331,000	1.2%	\$320,000	4.7%
SPRINGWOOD	26	\$530,000	-0.2%	98	\$525,500	\$517,500	1.5%	\$466,661	12.6%
TANAH MERAH	15	\$430,000	-8.5%	60	\$462,500	\$450,000	2.8%	\$415,000	11.4%
UNDERWOOD	22	\$615,000	-18.4%	84	\$622,500	\$575,000	8.3%	\$500,000	24.5%
WATERFORD	21	\$436,500	3.3%	94	\$407,500	\$375,000	8.7%	\$394,000	3.4%
WATERFORD WEST	21	\$321,875	-3.9%	68	\$337,000	\$337,500	-0.1%	\$319,000	5.6%
WINDAROO	11	\$605,000	39.1%	47	\$500,000	\$475,000	5.3%	\$413,000	21.1%
WOODRIDGE	33	\$305,000	10.0%	113	\$282,500	\$280,000	0.9%	\$292,250	-3.3%
YARRABILBA	41	\$367,500	-6.4%	139	\$376,450	\$390,000	-3.5%	\$391,440	-3.8%
MORETON BAY (LGA)	1566	\$481,000	1.3%	6565	\$469,000	\$446,000	5.2%	\$410,000	14.4%
MORETON BAY (LGA) ^	168	\$777,500	5.1%	937	\$735,250	\$682,000	7.8%	\$600,000	22.5%
ALBANY CREEK	46	\$635,500	0.7%	222	\$631,801	\$610,000	3.6%	\$560,000	12.8%
ARANA HILLS	26	\$583,750	-0.2%	95	\$582,500	\$555,000	5.0%	\$495,000	17.7%
BANKSIA BEACH	56	\$681,500	4.0%	202	\$613,500	\$585,000	4.9%	\$512,500	19.7%
BEACHMERE	21	\$405,000	2.5%	88	\$397,500	\$368,000	8.0%	\$315,000	26.2%
BELLARA	13	\$430,000	2.4%	71	\$415,000	\$400,000	3.8%	\$319,000	30.1%
BELLMERE	30	\$375,000	-1.3%	125	\$375,000	\$347,450	7.9%	\$340,750	10.1%
BONGAREE	37	\$518,000	12.7%	150	\$492,750	\$467,500	5.4%	\$415,000	18.7%
BRAY PARK	26	\$456,000	1.9%	129	\$450,000	\$440,000	2.3%	\$388,500	15.8%
BURPENGARY	39	\$437,500	0.1%	171	\$437,500	\$430,000	1.7%	\$390,000	12.2%
BURPENGARY ^	13	\$670,000	-0.7%	59	\$678,000	\$612,250	10.7%	\$547,500	23.8%
BURPENGARY EAST	24	\$490,000	-3.9%	101	\$483,500	\$487,025	-0.7%	\$416,000	16.2%
BURPENGARY EAST ^	6	N/A	N/A	50	\$667,500	\$685,500	-2.6%	\$560,000	19.2%
CABOOLTURE	92	\$370,000	8.5%	366	\$344,000	\$335,000	2.7%	\$305,000	12.8%
CABOOLTURE ^	6	N/A	N/A	67	\$640,000	\$610,000	4.9%	\$499,000	28.3%
CABOOLTURE SOUTH	34	\$336,250	15.9%	123	\$324,000	\$307,000	5.5%	\$270,000	20.0%
CASHMERE	11	\$820,000	N/A	43	\$772,000	\$720,000	7.2%	\$607,500	27.1%
CASHMERE ^	7	N/A	N/A	24	\$852,500	\$822,500	3.6%	\$722,500	18.0%
CLONTARF	39	\$505,000	7.7%	150	\$471,000	\$450,000	4.7%	\$410,000	14.9%
DAKABIN	10	\$495,500	13.1%	45	\$455,000	\$427,500	6.4%	\$450,000	1.1%
DAYBORO	8	N/A	N/A	29	\$520,000	\$528,500	-1.6%	\$400,000	30.0%
DECEPTION BAY	76	\$380,000	5.3%	312	\$370,000	\$360,000	2.8%	\$325,000	13.8%
EATONS HILL	32	\$687,500	12.9%	119	\$672,000	\$595,000	12.9%	\$540,000	24.4%
ELIMBAH ^	8	N/A	N/A	45	\$630,000	\$610,000	3.3%	\$498,000	26.5%

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	
EVERTON HILLS	17	\$658,750	11.7%	94	\$608,000	\$577,500	5.3%	\$521,525	16.6%	
FERNY HILLS	36	\$601,500	0.6%	133	\$592,000	\$567,500	4.3%	\$499,999	18.4%	
GRIFFIN	38	\$511,000	9.0%	151	\$478,000	\$467,000	2.4%	\$435,384	9.8%	
HIGHVALE ^	5	N/A	N/A	36	\$1,062,000	\$1,045,000	1.6%	\$875,000	21.4%	
JOYNER	6	N/A	N/A	36	\$578,750	\$513,500	12.7%	\$532,000	8.8%	
KALLANGUR	73	\$427,500	8.2%	334	\$405,500	\$393,250	3.1%	\$361,590	12.1%	
KIPPA-RING	26	\$442,500	1.3%	101	\$443,000	\$425,000	4.2%	\$385,000	15.1%	
LAWNTON	23	\$442,000	-0.1%	78	\$422,500	\$412,000	2.5%	\$365,000	15.8%	
MANGO HILL	47	\$532,000	-1.1%	179	\$535,000	\$518,000	3.3%	\$457,500	16.9%	
MARGATE	38	\$487,500	3.7%	148	\$475,535	\$456,000	4.3%	\$400,000	18.9%	
MORAYFIELD	87	\$367,500	-0.4%	323	\$360,000	\$345,000	4.3%	\$330,500	8.9%	
MORAYFIELD ^	17	\$680,000	0.7%	77	\$675,000	\$630,000	7.1%	\$545,000	23.9%	
MURRUMBA DOWNS	39	\$500,000	-9.5%	155	\$520,000	\$510,000	2.0%	\$484,000	7.4%	
NARANGBA	78	\$487,000	-1.2%	316	\$491,500	\$478,000	2.8%	\$439,250	11.9%	
NEWPORT	18	\$895,000	45.1%	142	\$743,000	\$780,000	-4.7%	\$830,250	-10.5%	
NINGI	17	\$433,000	11.0%	86	\$386,250	\$379,500	1.8%	\$365,250	5.7%	
NINGI ^	4	N/A	N/A	41	\$630,000	\$600,000	5.0%	\$525,000	20.0%	
NORTH LAKES	95	\$500,000	-1.4%	433	\$492,000	\$485,000	1.4%	\$460,000	7.0%	
PETRIE	35	\$500,000	6.0%	132	\$467,000	\$443,250	5.4%	\$393,000	18.8%	
REDCLIFFE	31	\$500,000	13.6%	128	\$462,500	\$436,000	6.1%	\$391,750	18.1%	
ROTHWELL	21	\$482,500	6.7%	122	\$430,000	\$416,000	3.4%	\$395,000	8.9%	
SAMFORD VALLEY ^	9	N/A	N/A	44	\$1,170,000	\$1,055,000	10.9%	\$887,000	31.9%	
SANDSTONE POINT	19	\$500,000	10.7%	76	\$465,250	\$450,000	3.4%	\$390,000	19.3%	
SCARBOROUGH	43	\$620,250	4.5%	160	\$590,000	\$569,000	3.7%	\$485,000	21.6%	
STRATHPINE	33	\$450,000	-4.0%	185	\$460,000	\$435,000	5.7%	\$358,500	28.3%	
TOORBUL	4	N/A	N/A	19	N/A	N/A	N/A	N/A	N/A	
UPPER CABOOLTURE	18	\$392,500	1.4%	60	\$383,870	\$369,000	4.0%	\$337,000	13.9%	
UPPER CABOOLTURE ^	11	\$637,500	N/A	37	\$619,900	\$599,000	3.5%	\$538,000	15.2%	
WAMURAN ^	8	N/A	N/A	35	\$700,000	\$640,000	9.4%	\$555,000	26.1%	
WARNER	42	\$557,500	2.3%	203	\$540,000	\$522,000	3.4%	\$485,000	11.3%	
WOODFORD	4	N/A	N/A	25	\$369,000	\$342,000	7.9%	\$315,000	17.1%	
WOODY POINT	23	\$580,000	-1.7%	74	\$551,000	\$520,000	6.0%	\$440,000	25.2%	
WOORIM	9	N/A	N/A	35	\$500,000	\$500,000	0.0%	\$430,000	16.3%	
REDLAND (LGA)	753	\$570,000	3.8%	2797	\$545,000	\$525,000	3.8%	\$487,000	11.9%	
REDLAND (LGA) ^	42	\$1,022,500	7.3%	135	\$1,019,325	\$965,000	5.6%	\$851,000	19.8%	
ALEXANDRA HILLS	81	\$513,750	3.8%	264	\$490,000	\$456,500	7.3%	\$425,000	15.3%	
BIRKDALE	70	\$655,000	12.9%	235	\$615,500	\$563,500	9.2%	\$508,000	21.2%	
CAPALABA	49	\$510,000	0.1%	203	\$500,000	\$475,000	5.3%	\$435,500	14.8%	
CAPALABA ^	3	N/A	N/A	29	\$1,020,000	\$1,077,500	-5.3%	\$832,500	22.5%	
CLEVELAND	71	\$665,000	-10.3%	271	\$645,000	\$587,500	9.8%	\$557,500	15.7%	
COOCHIE MUDLO ISLAND	13	\$350,000	N/A	43	\$345,000	\$300,000	15.0%	\$330,000	4.5%	
MACLEAY ISLAND	32	\$285,000	19.7%	124	\$248,500	\$230,000	8.0%	\$230,000	8.0%	
MOUNT COTTON	35	\$550,000	0.0%	124	\$548,500	\$530,000	3.5%	\$480,000	14.3%	
ORMISTON	18	\$612,750	-27.9%	95	\$760,000	\$725,000	4.8%	\$679,750	11.8%	
POINT LOOKOUT	6	N/A	N/A	34	\$826,250	N/A	N/A	N/A	N/A	
REDLAND BAY	95	\$590,000	5.5%	371	\$565,000	\$545,000	3.7%	\$520,000	8.7%	
RUSSELL ISLAND	40	\$250,000	20.2%	183	\$213,500	\$188,500	13.3%	\$170,000	25.6%	
THORNESIDE	20	\$610,000	10.3%	57	\$583,750	\$525,000	11.2%	\$485,000	20.4%	
THORNLANDS	75	\$620,000	9.7%	288	\$593,250	\$565,000	5.0%	\$550,000	7.9%	
VICTORIA POINT	72	\$570,675	-3.3%	241	\$545,000	\$515,000	5.8%	\$505,000	7.9%	
WELLINGTON POINT	62	\$682,750	7.1%	217	\$652,500	\$637,500	2.4%	\$569,000	14.7%	
SURROUNDS										
LOCKYER VALLEY (LGA)	43	\$250,000	3.3%	227	\$250,000	\$250,000	0.0%	\$249,000	0.4%	
LOCKYER VALLEY (LGA) ^	100	\$419,000	-1.4%	469	\$405,000	\$395,000	2.5%	\$360,000	12.5%	
GATTON	23	\$250,000	2.0%	105	\$260,000	\$271,000	-4.1%	\$259,000	0.4%	
KENSINGTON GROVE ^	8	N/A	N/A	41	\$470,000	\$460,000	2.2%	\$365,000	28.8%	

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	
SURROUNDS										
LAIDLAY	10	\$240,000	1.2%	74	\$240,000	\$235,000	2.1%	\$233,750	2.7%	
LAIDLAY HEIGHTS ^	5	N/A	N/A	24	\$329,000	\$356,500	-7.7%	\$273,750	20.2%	
REGENCY DOWNS ^	12	\$334,500	-13.1%	61	\$375,000	\$362,500	3.4%	\$315,000	19.0%	
SCENIC RIM (LGA)	106	\$446,250	19.0%	443	\$421,000	\$400,000	5.3%	\$380,000	10.8%	
SCENIC RIM (LGA) ^	89	\$670,000	3.9%	371	\$624,750	\$592,000	5.5%	\$522,500	19.6%	
BEAUFESERT	34	\$337,500	-4.9%	134	\$338,500	\$340,000	-0.4%	\$321,500	5.3%	
BOONAH	10	\$347,500	8.3%	53	\$321,500	\$325,000	-1.1%	\$282,000	14.0%	
KOORALBYN ^	16	\$365,000	N/A	49	\$365,000	\$360,000	1.4%	\$327,000	11.6%	
TAMBORINE ^	16	\$720,000	0.7%	65	\$720,000	\$640,000	12.5%	\$500,000	44.0%	
TAMBORINE MOUNTAIN	44	\$638,500	15.6%	171	\$560,000	\$534,159	4.8%	\$455,000	23.1%	
TAMBORINE MOUNTAIN ^	17	\$1,100,000	36.6%	53	\$899,000	\$820,000	9.6%	\$748,250	20.1%	
SOMERSET (LGA)	63	\$276,000	2.2%	263	\$262,000	\$250,275	4.7%	\$252,500	3.8%	
SOMERSET (LGA) ^	40	\$470,000	5.0%	241	\$430,000	\$410,000	4.9%	\$378,000	13.8%	
ESK	6	N/A	N/A	27	\$257,500	N/A	N/A	\$227,000	13.4%	
FERNVALE	9	N/A	N/A	42	\$342,500	\$335,000	2.2%	\$335,000	2.2%	
FERNVALE ^	4	N/A	N/A	30	\$413,500	\$430,000	-3.8%	\$380,000	8.8%	
KILCOY	11	\$329,500	N/A	41	\$315,000	\$256,250	22.9%	\$216,500	45.5%	
LOWOOD	18	\$235,500	4.0%	76	\$230,000	\$235,000	-2.1%	\$253,750	-9.4%	
TOOGOO LAWAH	11	\$277,000	N/A	34	\$257,500	N/A	N/A	\$193,000	33.4%	

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										
IPSWICH (LGA)	45	\$213,500	9.5%	202	\$216,000	\$254,000	-15.0%	\$306,900	-29.6%	
BRASSALL	4	N/A	N/A	18	N/A	\$299,500	N/A	\$251,500	N/A	
REDBANK PLAINS	5	N/A	N/A	23	\$225,000	\$334,000	-32.6%	\$232,000	-3.0%	
LOGAN (LGA)	168	\$223,000	-2.2%	634	\$225,000	\$225,000	0.0%	\$250,000	-10.0%	
BEENLEIGH	7	N/A	N/A	34	\$197,500	\$190,000	3.9%	\$199,500	-1.0%	
BROWNS PLAINS	7	N/A	N/A	26	\$249,750	\$242,000	3.2%	\$335,950	-25.7%	
EAGLEBY	13	\$190,000	-16.1%	53	\$212,500	\$218,500	-2.7%	\$215,000	-1.2%	
LOGAN CENTRAL	3	N/A	N/A	24	\$154,000	N/A	N/A	\$186,000	-17.2%	
LOGANLEA	4	N/A	N/A	21	\$223,000	\$214,000	4.2%	\$226,500	-1.5%	
MARSDEN	11	\$262,000	N/A	34	\$241,500	N/A	N/A	\$331,000	-27.0%	
MOUNT WARREN PARK	6	N/A	N/A	24	\$250,000	\$218,500	14.4%	\$215,000	16.3%	
SHAILER PARK	6	N/A	N/A	25	\$273,500	N/A	N/A	\$273,000	0.2%	
SLACKS CREEK	7	N/A	N/A	27	\$188,500	\$192,250	-2.0%	\$216,500	-12.9%	
SPRINGWOOD	14	\$263,500	-4.2%	60	\$266,500	\$270,675	-1.5%	\$272,750	-2.3%	
UNDERWOOD	4	N/A	N/A	21	\$377,000	N/A	N/A	\$360,000	4.7%	
WATERFORD WEST	1	N/A	N/A	22	\$175,000	N/A	N/A	\$208,750	-16.2%	
WOODRIDGE	35	\$175,000	-5.4%	84	\$167,750	\$165,000	1.7%	\$193,000	-13.1%	



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)	327	\$342,500	10.5%	1276	\$320,000	\$315,000	1.6%	\$355,000	-9.9%
ALBANY CREEK	1	N/A	N/A	18	N/A	\$392,500	N/A	\$417,500	N/A
BELLARA	4	N/A	N/A	31	\$352,500	\$305,000	15.6%	\$270,000	30.6%
BONGAREE	22	\$349,000	-4.4%	76	\$347,000	\$320,000	8.4%	\$317,500	9.3%
BRENDALE	21	\$269,000	-2.2%	78	\$269,500	\$262,000	2.9%	\$273,750	-1.6%
BURPENGARY	5	N/A	N/A	32	\$266,750	\$253,750	5.1%	\$321,500	-17.0%
CABOOLTURE	10	\$212,500	21.4%	61	\$186,000	\$173,000	7.5%	\$180,000	3.3%
CLONTARF	7	N/A	N/A	32	\$366,575	\$328,000	11.8%	\$322,500	13.7%
DECEPTION BAY	16	\$258,500	1.9%	56	\$252,375	\$240,500	4.9%	\$241,000	4.7%
KALLANGUR	14	\$253,750	N/A	51	\$267,000	\$287,500	-7.1%	\$310,000	-13.9%
KIPPA-RING	11	\$256,000	2.6%	62	\$250,000	\$256,000	-2.3%	\$275,000	-9.1%
MANGO HILL	8	N/A	N/A	32	\$309,000	\$380,000	-18.7%	\$363,900	-15.1%
MARGATE	13	\$535,000	N/A	38	\$429,000	\$403,500	6.3%	\$369,000	16.3%
MORAYFIELD	6	N/A	N/A	34	\$233,500	\$225,000	3.8%	\$268,500	-13.0%
MURRUMBA DOWNS	8	N/A	N/A	27	\$265,000	\$275,000	-3.6%	\$345,000	-23.2%
NORTH LAKES	10	\$363,125	N/A	41	\$348,000	\$364,000	-4.4%	\$385,800	-9.8%
REDCLIFFE	46	\$462,000	17.0%	155	\$395,000	\$370,000	6.8%	\$387,500	1.9%
SANDSTONE POINT	3	N/A	N/A	18	N/A	\$387,500	N/A	\$378,000	N/A
SCARBOROUGH	35	\$550,000	6.8%	105	\$502,500	\$447,500	12.3%	\$456,975	10.0%
STRATHPINE	10	\$307,750	N/A	31	\$285,500	\$265,715	7.4%	\$267,500	6.7%
WOODY POINT	21	\$495,000	4.3%	74	\$416,500	\$402,500	3.5%	\$400,000	4.1%
WOORIM	10	\$370,000	5.7%	34	\$382,000	\$410,000	-6.8%	\$340,000	12.4%
REDLAND (LGA)	107	\$369,000	-2.9%	417	\$375,000	\$356,500	5.2%	\$394,500	-4.9%
CAPALABA	13	\$335,000	-4.3%	65	\$340,000	\$290,000	17.2%	\$390,000	-12.8%
CLEVELAND	38	\$418,250	-4.8%	143	\$420,000	\$400,000	5.0%	\$412,500	1.8%
ORMISTON	10	\$364,500	N/A	37	\$355,000	N/A	N/A	\$375,000	-5.3%
POINT LOOKOUT	11	\$515,000	43.1%	48	\$440,000	\$470,000	-6.4%	\$412,500	6.7%
THORNESIDE	12	\$305,000	N/A	32	\$310,000	\$315,500	-1.7%	\$321,000	-3.4%
WELLINGTON POINT	5	N/A	N/A	24	\$455,000	\$440,000	3.4%	\$454,900	0.0%

SURROUNDS

SCENIC RIM (LGA)	11	\$202,000	N/A	36	\$240,000	\$210,000	14.3%	\$243,000	-1.2%
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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	897	\$234,900	2.6%	7440	\$238,500	\$240,000	-0.6%	\$219,925	8.4%
GREATER BRISBANE ^	181	\$375,000	2.7%	998	\$325,000	\$315,000	3.2%	\$270,000	20.4%
IPSWICH (LGA)	104	\$215,000	-0.7%	1320	\$213,000	\$208,000	2.4%	\$185,000	15.1%
IPSWICH (LGA) ^	24	\$335,000	-6.9%	167	\$335,000	\$325,000	3.1%	\$250,000	34.0%
BELLBIRD PARK	12	\$249,500	9.0%	121	\$237,000	\$233,000	1.7%	\$223,000	6.3%
BRASSALL	5	N/A	N/A	43	\$192,500	\$196,000	-1.8%	\$180,000	6.9%
COLLINGWOOD PARK	3	N/A	N/A	79	\$199,000	\$199,000	0.0%	N/A	N/A
DEEBING HEIGHTS	6	N/A	N/A	68	\$205,900	\$184,900	11.4%	\$181,500	13.4%
KARALEE ^	5	N/A	N/A	82	\$338,000	\$325,000	4.0%	\$265,000	27.5%
REDBANK	5	N/A	N/A	20	\$210,000	\$169,000	24.3%	N/A	N/A
REDBANK PLAINS	6	N/A	N/A	100	\$195,000	\$200,000	-2.5%	\$164,500	18.5%
RIPLY	7	N/A	N/A	203	\$215,000	\$215,000	0.0%	\$172,000	25.0%
SOUTH RIPLEY	5	N/A	N/A	106	\$215,750	\$206,100	4.7%	\$185,000	16.6%
SPRINGFIELD	1	N/A	N/A	37	\$279,700	\$280,756	-0.4%	N/A	N/A
SPRING MOUNTAIN	27	\$234,500	2.2%	361	\$232,000	\$240,000	-3.3%	N/A	N/A
WALLOON	7	N/A	N/A	41	\$166,500	\$172,000	-3.2%	N/A	N/A
LOGAN (LGA)	185	\$229,900	1.7%	1585	\$223,900	\$224,000	0.0%	\$183,880	21.8%
LOGAN (LGA) ^	25	\$395,000	3.9%	162	\$330,000	\$300,000	10.0%	\$270,000	22.2%

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
BAHRS SCRUB	3	N/A	N/A	124	\$227,000	\$224,000	1.3%	N/A	N/A
BELIVAH	0	N/A	N/A	23	\$182,500	\$179,500	1.7%	N/A	N/A
FLAGSTONE	5	N/A	N/A	78	\$174,000	\$172,000	1.2%	\$159,950	8.8%
GREENBANK	21	\$227,000	-3.4%	167	\$230,000	\$222,000	3.6%	N/A	N/A
HILLCREST	4	N/A	N/A	65	\$243,000	\$225,000	8.0%	\$215,000	13.0%
HOLMVIEW	6	N/A	N/A	52	\$212,900	\$229,000	-7.0%	\$179,250	18.8%
JIMBOOMBA	6	N/A	N/A	33	\$189,900	N/A	N/A	N/A	N/A
LOGAN RESERVE	37	\$220,000	2.3%	257	\$220,000	\$215,000	2.3%	\$174,000	26.4%
LOGANHOLME	4	N/A	N/A	33	\$261,250	N/A	N/A	N/A	N/A
LOGANLEA	6	N/A	N/A	24	\$232,500	\$243,250	-4.4%	\$205,000	13.4%
NEW BEITH	0	N/A	N/A	10	N/A	\$304,750	N/A	N/A	N/A
NEW BEITH ^	6	N/A	N/A	36	\$330,000	\$292,500	12.8%	\$295,000	11.9%
PARK RIDGE	51	\$235,000	3.3%	320	\$229,990	\$231,500	-0.7%	\$169,000	36.1%
SOUTH MACLEAN	4	N/A	N/A	52	\$167,500	\$165,000	1.5%	N/A	N/A
YARRABILBA	6	N/A	N/A	158	\$184,500	\$183,000	0.8%	\$170,375	8.3%
MORETON BAY (LGA)	194	\$279,000	2.6%	1955	\$265,000	\$254,500	4.1%	\$235,000	12.8%
MORETON BAY (LGA) ^	42	\$395,000	-21.0%	320	\$339,900	\$330,000	3.0%	\$326,000	4.3%
BANKSIA BEACH	7	N/A	N/A	45	\$400,000	\$495,000	-19.2%	\$347,500	15.1%
BELLMERE	1	N/A	N/A	17	N/A	\$200,000	N/A	N/A	N/A
BRAY PARK	0	N/A	N/A	43	\$287,000	N/A	N/A	N/A	N/A
BURPENGARY	13	\$278,000	-0.4%	87	\$270,000	\$239,500	12.7%	\$221,000	22.2%
BURPENGARY EAST	15	\$248,250	N/A	113	\$248,750	\$241,000	3.2%	\$215,000	15.7%
CABOOLTURE	8	N/A	N/A	146	\$224,000	\$217,500	3.0%	\$186,750	19.9%
CABOOLTURE ^	4	N/A	N/A	36	\$316,250	\$309,950	2.0%	\$265,000	19.3%
CABOOLTURE SOUTH	5	N/A	N/A	74	\$197,400	\$192,250	2.7%	\$182,200	8.3%
DELANEYS CREEK ^	1	N/A	N/A	22	\$277,500	\$271,500	2.2%	N/A	N/A
ELIMBAH ^	1	N/A	N/A	16	N/A	\$311,500	N/A	N/A	N/A
GRIFFIN	31	\$295,000	7.3%	381	\$280,000	\$283,000	-1.1%	\$245,000	14.3%
KALLANGUR	12	\$272,000	1.1%	60	\$263,500	\$268,000	-1.7%	\$235,000	12.1%
LAWNTON	6	N/A	N/A	52	\$269,000	N/A	N/A	N/A	N/A
MANGO HILL	4	N/A	N/A	113	\$285,000	\$295,000	-3.4%	\$260,000	9.6%
MORAYFIELD	21	\$210,000	0.0%	151	\$213,000	\$185,000	15.1%	\$182,000	17.0%
MURRUMBA DOWNS	0	N/A	N/A	21	\$305,500	\$315,000	-3.0%	N/A	N/A
NARANGBA	7	N/A	N/A	92	\$261,000	\$257,500	1.4%	\$213,500	22.2%
NEWPORT	35	\$337,900	8.3%	200	\$321,400	\$324,900	-1.1%	N/A	N/A
NINGI	4	N/A	N/A	49	\$249,000	\$228,500	9.0%	\$199,500	24.8%
ROTHWELL	2	N/A	N/A	64	\$245,900	\$233,900	5.1%	N/A	N/A
STRATHPINE	0	N/A	N/A	54	\$293,000	N/A	N/A	N/A	N/A
UPPER CABOOLTURE	6	N/A	N/A	49	\$208,000	\$185,500	12.1%	\$242,500	-14.2%
UPPER CABOOLTURE ^	2	N/A	N/A	43	\$310,000	N/A	N/A	N/A	N/A
REDLAND (LGA)	245	\$35,000	6.1%	1154	\$35,000	\$31,000	12.9%	\$260,000	-86.5%
RELAND (LGA) ^	3	N/A	N/A	20	\$650,000	N/A	N/A	N/A	N/A
LAMB ISLAND	19	\$26,000	-18.1%	43	\$25,000	N/A	N/A	N/A	N/A
MACLEAY ISLAND	68	\$38,750	10.7%	217	\$35,000	\$30,000	16.7%	\$32,000	9.4%
REDLAND BAY	9	N/A	N/A	55	\$335,000	\$307,000	9.1%	\$295,000	13.6%
RUSSELL ISLAND	118	\$28,000	16.7%	582	\$24,000	\$20,000	20.0%	\$18,125	32.4%
THORNLANDS	5	N/A	N/A	122	\$312,000	\$305,000	2.3%	\$303,000	3.0%
SURROUNDS									
LOCKYER VALLEY (LGA)	24	\$98,500	-28.4%	78	\$135,000	\$128,000	5.5%	\$123,000	9.8%
LOCKYER VALLEY (LGA) ^	55	\$160,000	-15.8%	212	\$180,000	\$170,000	5.9%	\$145,000	24.1%
PLAINLAND	1	N/A	N/A	28	\$144,500	N/A	N/A	N/A	N/A
SCENIC RIM (LGA)	14	\$314,000	2.3%	72	\$220,000	\$205,000	7.3%	\$184,000	19.6%
SCENIC RIM (LGA) ^	19	\$320,000	-12.3%	110	\$305,000	\$340,000	-10.3%	\$285,000	7.0%
WOODHILL ^	0	N/A	N/A	24	\$289,450	\$279,250	3.7%	\$245,000	18.1%
SOMERSET (LGA)	14	\$150,000	36.4%	59	\$140,000	\$110,450	26.8%	\$144,000	-2.8%
SOMERSET (LGA) ^	17	\$270,000	12.5%	78	\$230,000	\$218,750	5.1%	\$195,000	17.9%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$330	638	\$315	715	\$300	735
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$365	153	\$355	161	\$346	189
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$330	107	\$320	127	\$315	112
4303	Dinmore/ Riverview	\$288	18	\$270	17	\$280	24
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$320	58	\$300	83	\$285	97
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$315	213	\$300	226	\$285	252
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank	\$360	70	\$345	65	\$335	38
4314	Gilla/ Avoca Vale/ Benarkin/ Bernakin North/ Blackbutt/ Blackbutt North/ Blackbutt South/ Cherry Creek/ Colinton/ Googa Creek/ Harlin/ Linville/ Moore/ Mount Binga/ Mount Stanley/ Nukku/ Tarameo/ Teelah	\$270	8	\$255	6	N/A	N/A
4340	Rosewood/ Ashwell/ Calvert/ Ebenezer/ Grandchester/ Moorang/ Mt Forbes/ Rosevale	\$300	9	\$313	26	\$290	20
	LOGAN CITY	\$355	857	\$350	1079	\$345	926
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$325	125	\$318	168	\$320	157
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$360	69	\$350	85	\$350	112
4119	Underwood	\$400	13	\$395	15	\$380	15
4123	Priests Gully/ Rochedale	\$420	45	\$403	56	\$390	53
4124	Boronia Hts/ Greenbank/ New Beith	\$360	35	\$350	50	\$340	48
4125	Munruben/ Park Ridge	\$350	44	\$340	15	N/A	3
4127	Chatswood Hills/ Daisy Hill/ Preistdale/ Slacks Ck/ Springwood	\$395	76	\$370	96	\$370	81
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$430	20	\$398	40	\$380	29
4129	Logandale/ Loganholme	\$398	18	\$390	22	\$360	30
4130	Carbrook/ Cornubia	\$410	8	\$403	14	\$400	13
4131	Loganlea/ Meadowbrook	\$358	46	\$350	58	\$340	40
4132	Crestmead/ Marsden	\$350	93	\$340	107	\$330	94
4133	Chambers Flat/ Logan Reserve/ Waterford	\$365	46	\$350	52	\$360	33
4205	Bethania	\$350	23	\$338	32	\$340	19
4207	Beenleigh/Eaglyby/Mt Warren Pk	\$350	170	\$340	239	\$335	167
4280	Flagstone/ Jimboomba/ North Maclean/ South Maclean/ Stockleigh	\$380	25	\$360	27	\$395	29
	MORETON BAY REGIONAL	\$380	906	\$370	1145	\$350	989
	Redcliffe Region	\$400	142	\$380	221	\$360	216
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$390	51	\$380	80	\$360	98
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$408	46	\$400	85	\$360	68
4021	Kippa-Ring	\$380	25	\$380	39	\$350	39
4022	Rothwell	\$410	20	\$375	17	\$380	11
	Pine Rivers Region	\$400	374	\$390	460	\$370	369
4035	Albany Ck/ Bridgeman Downs/ Cashes Crossing	\$480	21	\$475	27	\$395	22
4037	Eatons Hill	N/A	2	N/A	3	N/A	4
4055	Bunya/ Ferny Grove/ Ferny Hills/ Kedron Upper	\$463	34	\$450	32	\$430	31
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$393	92	\$390	103	\$370	71
4501	Lawnnton	\$375	21	\$360	28	\$350	24
4502	Frenchs Forest/ Petrie	\$393	22	\$380	40	\$350	13
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$375	101	\$370	124	\$350	103
4509	Mango Hill	\$410	70	\$400	88	\$385	87
4520	Camp Mountain/ Cedar Ck/ Mt Glorious/ Mt Nebo/ Mt Samson/ Samford/ Yugar	\$480	6	\$500	10	\$500	6
4521	Dayboro/ Mt Mee/ Mt Pleasant/ Ocean View/ Rush Ck	\$465	5	\$430	5	\$355	8
	Caboolture Region	\$350	390	\$340	464	\$320	404
4504	Narangba	\$400	29	\$375	33	\$350	24
4505	Burpengary	\$400	43	\$355	40	\$330	25
4506	Marayfield/ Moorina	\$340	49	\$325	71	\$315	55
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$418	40	\$385	57	\$350	42
4508	Deception Bay	\$335	80	\$325	93	\$320	92

RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$338	126	\$320	129	\$300	130
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	\$393	12	\$388	18	\$350	16
4514	Woodford/ Bellthorpe/ Bracalba/ Cedarton/ D'Aguilar/ Delaneys Ck/ Neurum/ Stanmore/ Stoney Ck/ Villeneuve	N/A	3	\$350	17	\$330	11
REDLAND CITY		\$425	231	\$400	302	\$390	298
4157	Capalaba/ Sheldon	\$440	31	\$420	39	\$382	26
4158	Thornside	N/A	3	\$420	10	\$400	7
4159	Birkdale/ Aquatic Paradise/ Meridian Pt	\$440	14	\$410	28	\$400	23
4160	Ormiston/ Wellington Pt/ Erubin	\$450	23	\$435	26	\$380	28
4161	Alexandra Hills/ Burwood Hts	\$440	32	\$410	37	\$395	53
4163	Cleveland/ Raby Bay	\$430	22	\$420	30	\$400	32
4164	Thornlands/ Pinklands	\$445	12	\$425	19	\$420	14
4165	Mt Cotton/ Pt Halloran/ Pt Talburpin/ Redland Bay/ Victoria Pt	\$445	44	\$413	50	\$400	59
4183	Amity Pt/ Dunwich/ Pt Lookout	N/A	4	\$390	6	\$370	7
4184	Coochiemudlo Is/ Karragarra Is/ Lamb Is/ Macleay Is/ Peel Is/ Russell Is	\$293	46	\$275	57	\$250	49
LOCKYER VALLEY REGIONAL		\$320	60	\$300	76	\$295	67
4341	Blenheim	\$345	20	\$290	21	\$280	30
4342	Crowley Vale	\$300	10	\$310	9	\$300	7
4343	Adare	\$318	22	\$300	39	\$300	27
SOMERSET REGIONAL		\$325	47	\$320	51	\$265	50
4311	Atkinsons Dam	\$290	11	\$300	16	\$285	22
4312	Bryden	N/A	4	\$280	6	\$250	5
4313	Biarra	\$295	10	\$260	9	\$250	7
4515	Glenfern	\$375	22	\$350	20	\$275	16

RENTAL MARKET

GREATER BRISBANE

FOR RENT

Vacancy Rates
1.8%

RENTAL MARKET

IPSWICH

FOR RENT

Vacancy Rates
1.0%



House Yields
4.8%



Unit Yields
6.6%



RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$270	127	\$263	165	\$260	206
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$275	32	\$283	30	\$270	44
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$260	17	\$270	23	\$270	26
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$260	23	\$257	25	\$255	31
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto etc	\$270	44	\$260	72	\$250	96
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank etc	\$275	9	\$270	14	\$265	7
4340	Ashwell/ Calvert/ Ebenezer/ Grandchester/ Lane/ Lower Mount Walker/ Merryvale/ Moorang/ Mount Forbes/ Mount Mort/ Mount Walker/ Mount Walker West/ Rosevale/ Rosewood/ Tallegalla/ The Bluff/ Woolshed	N/A	2	N/A	1	N/A	N/A
	LOGAN CITY	\$295	318	\$285	339	\$270	181
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$255	50	\$250	68	\$260	67
4118	Browns Plains/ Forestdale/ Heritage Park/ Hillcrest/ Regents Park	\$305	15	\$300	13	N/A	3
4123	Priests Gully/ Rochedale South	\$320	12	N/A	2	\$295	6
4124	Boronia Heights/ Greenbank/ Lyons/ New Beith	\$298	6	\$295	5	N/A	N/A
4125	Munruben/ Park Ridge/ Park Ridge South	\$300	26	\$288	20	N/A	N/A
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$320	19	\$335	19	\$280	17
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$300	5	\$313	8	\$310	7
4129	Loganholme	\$325	6	N/A	3	N/A	N/A
4131	Loganlea/ Meadowbrook	\$300	18	\$300	28	\$280	5
4132	Crestmead/ Marsden	\$293	20	\$290	25	\$290	11
4133	Chambers Flat/ Logan Reserve/ Waterford	\$295	33	\$280	36	\$290	7
4205	Bethania	N/A	3	N/A	1	N/A	1
4207	Beenleigh/ Eagleby/ Mt Warren Pk	\$295	97	\$290	104	\$260	55
4280	Flagstone/ Jimboomba/ North Maclean/ South Maclean/ Stockleigh	\$290	5	N/A	4	N/A	2
	MORETON BAY REGIONAL	\$295	432	\$290	528	\$280	452
	Redcliffe Region	\$309	123	\$310	174	\$291	145
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$300	51	\$300	82	\$270	63
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$330	60	\$315	84	\$310	73
4021	Kippa-ring	\$295	8	\$300	8	\$280	9
	Pine Rivers Region	\$300	110	\$298	142	\$290	115
4055	Bunya/ Ferny Grove/ Ferny Hills/ Upper Kedron	N/A	1	N/A	1	N/A	3
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$300	16	\$295	16	\$290	33
4501	Lawnton	\$295	9	\$300	16	\$290	7
4502	Frenchs Forest/ Petrie	\$295	15	\$310	8	N/A	3
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$290	38	\$290	59	\$280	48
4509	Mango Hill	\$340	26	\$335	35	\$325	16
	Caboolture Region	\$290	199	\$280	212	\$260	192
4504	Narangba	N/A	2	N/A	2	N/A	1
4505	Burpengary	\$283	16	\$285	9	\$265	6
4506	Morayfield/ Moorina	\$290	45	\$278	38	\$260	22
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$335	35	\$310	53	\$280	42
4508	Deception Bay	\$330	11	\$310	20	\$290	12
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$280	83	\$270	82	\$260	104
	REDLAND CITY	\$360	67	\$351	85	\$340	75
4157	Capalaba/ Sheldon	\$365	12	\$350	13	\$345	17
4158	Thornside	\$333	6	N/A	3	N/A	3
4160	Ormiston/ Wellington Pt/ Erubin	N/A	4	\$340	5	N/A	4
4161	Alexandra Hills	\$355	9	\$350	19	N/A	4
4163	Cleveland/ Raby Bay	\$380	26	\$410	26	\$340	36
4165	Mount Cotton/ Redland Bay/ Victoria Point/ Victoria Point West	\$335	5	\$393	10	N/A	3

RENTAL MARKET - 2 BED UNITS (CONT'D)

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	LOCKYER VALLEY REGIONAL	\$263	14	\$258	28	\$218	14
4341	Blenheim/ Hatton Vale/ Kensington Grove/ Kentville/ Laidley/ Laidley Creek West/ Laidley Heights/ Laidley North/ Laidley South/ Mount Berryman/ Mulgowie/ Plainland/ Regency Downs/ Summerhold/ Thornton/ Townson	N/A	1	\$260	5	N/A	2
4343	Adare	\$263	12	\$260	21	\$235	8

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	IPSWICH CITY	\$330	201	\$320	234	\$315	154
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$380	54	\$350	64	\$370	60
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$333	60	\$330	75	\$320	25
4303	Dinnore/ Riverview	\$310	18	\$305	23	N/A	0
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$300	37	\$290	32	\$300	46
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$330	23	\$310	32	\$300	22
	LOGAN CITY	\$340	354	\$330	445	\$340	393
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$320	34	\$300	32	\$315	32
4117	Berrinba/ Karawatha	\$328	8	\$320	6	N/A	1
4118	Browns Plains/ Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$345	48	\$340	58	\$350	60
4119	Underwood	\$333	12	\$380	20	\$410	17
4123	Priests Gully/ Rochedale	\$500	5	\$350	15	N/A	4
4124	Boronia Hts/ Greenbank/ New Beith	\$350	7	\$340	5	\$345	15
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$323	26	\$343	36	\$330	37
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	N/A	4	\$390	14	\$340	12
4131	Loganlea/ Meadowbrook	\$350	22	\$350	31	\$350	36
4132	Crestmead/ Marsden	\$345	43	\$328	54	\$340	57
4133	Chambers Flat/ Logan Reserve/ Waterford	\$335	21	\$312	25	\$325	24
4205	Bethania	\$345	21	\$325	27	\$340	12
4207	Beenleigh/ Eagleby/ Mt Warren Pk	\$335	78	\$330	80	\$320	80
	MORETON BAY REGIONAL	\$360	734	\$350	811	\$340	583
	Caboolture Region	\$340	178	\$335	206	\$315	128
4504	Narangba	\$395	15	\$365	8	\$350	11
4505	Burpengary	\$345	37	\$345	65	\$315	34
4506	Morayfield/ Moorina	\$340	64	\$330	53	\$315	13
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	N/A	3	\$355	9	\$320	9
4508	Deception Bay	\$325	24	\$320	23	\$315	41
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$333	32	\$330	47	\$290	17
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	N/A	3	N/A	1	N/A	3
	Pine Rivers Region	\$365	516	\$355	542	\$350	383
4035	Albany Ck/ Bridgeman Downs/ Cashes Crossing	\$470	75	\$430	54	\$385	20
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$368	72	\$360	81	\$340	51
4501	Lawnton	\$350	18	\$345	25	\$345	11
4502	Frenchs Forest/ Petrie	N/A	4	\$335	18	\$340	17
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$360	229	\$350	238	\$345	157
4509	Mango Hill	\$365	117	\$360	121	\$355	124
	Redcliffe Region	\$350	40	\$345	63	\$335	72
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$375	9	\$380	11	\$350	12
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$453	12	\$370	20	\$385	18
4021	Kippa-Ring	\$343	18	\$328	30	\$330	38
	REDLAND CITY	\$410	172	\$405	194	\$400	178
4157	Capalaba/ Sheldon	\$398	12	\$420	29	\$380	20
4158	Thornside	\$395	8	\$380	11	\$380	16
4159	Birkdale	\$430	5	\$403	10	\$400	6
4160	Ormiston/ Wellington Pt/ Erubin	\$438	28	\$440	29	\$415	27
4163	Cleveland/ Raby Bay	\$435	23	\$415	28	\$415	49
4164	Thornlands/ Pinklands	\$413	70	\$400	52	\$395	40
4165	Mt Cotton/ Pt Halloran/ Pt Talburpin/ Redland Bay/ Victoria Pt	\$410	19	\$410	29	\$400	15



RENTAL MARKET

LOGAN



Vacancy Rates
1.2%



House Yields
4.5%



Unit Yields
6.9%

RENTAL MARKET

MORETON BAY



Vacancy Rates
0.8%



House Yields
4.1%



Unit Yields
4.5%

RENTAL MARKET

REDLAND



Vacancy Rates
0.7%



House Yields
3.9%



Unit Yields
5.1%

EMPLOYMENT MARKET
BRISBANE - EAST

Unemployment Rate
5.5%

Participation Rate
71.1%
EMPLOYMENT MARKET
BRISBANE - NORTH

Unemployment Rate
5.0%

Participation Rate
74.1%
EMPLOYMENT MARKET
BRISBANE - SOUTH

Unemployment Rate
6.4%

Participation Rate
68.4%
EMPLOYMENT MARKET
BRISBANE - WEST

Unemployment Rate
5.5%

Participation Rate
60.0%

“The main problem we have at the moment is lack of stock. There’s not as much coming to the market and the level of enquiries isn’t slowing down, so it’s busy out there,” said REIQ Brisbane South Zone Chair, Rebecca Herbst.

Brisbane LGA: From Hard Predictions to Hot Property Price Records

Brisbane’s property market stakeholders travelled anxiously through the start of 2020 chiefly because the uncertainty delivered by COVID-19 was expected to hit real estate prices hard. It was thought owners might sell off assets to buffer against potential unemployment, and that tenants could find themselves unable to pay rent.

Fast forward to the end of 2020, and the market feels like it’s turned 180 degrees. A mix of factors such as historic low interest rates, government subsidies and support and general positivity, as measured via consumer confidence, has resulted in a market that’s now geared firmly toward sellers.

“The main problem we have at the moment is lack of stock. There’s not as much coming to the market and the level of enquiries isn’t slowing down, so it’s busy out there,” said REIQ Brisbane South Zone Chair, Rebecca Herbst, adding that there’s one particular purchasing cohort she’s seen more of in recent months. “Older buyers who want to be in close proximity to services and facilities are picking up in the market again. During the pandemic it was 25 to 35-year-olds who were more active. We’re also still seeing a steady stream of enquiry from Sydney and some from Melbourne too.”

Of course, the stars are aligning in terms of infrastructure and the local economy. Major projects such as Queens Wharf and Cross River Rail are just some of the ventures set to reshape the city – and the flow-on benefits in terms of employment and spending are being welcomed. In short, among the eastern seaboard capitals, Brisbane and its property are viewed as a hot prospect in 2021 by many stakeholders, and the data provides no evidence to the contrary.

House Market <2400m2

Local industry sources said detached housing leads the market. Brisbane buyers do, traditionally, prefer houses over units, and they’ve been in hot demand of late. Established homes in near-city suburbs are always desirable, but in the current market they’re going under contract straight after their first open home. Reports are that most selling agents have been advertising houses with “offers over” listing prices to test buyer’s upper limits. This is a sure sign of a strong Brisbane market where each new sale re-benchmarks values.

Analysis of quarterly and annual median price movements indicates Brisbane housing has remained in the rising phase of the price cycle. The median house price

EMPLOYMENT MARKET

BRISBANE - INNER CITY



Unemployment Rate

4.4%



Participation Rate

74.0%

HOUSE MARKET (<2400M²)

BRISBANE



Quarter
median price ↑

\$752,222



Annual
median price ↑

\$725,000



Annual volume
of sales ↔

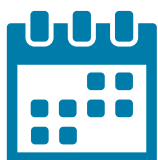
13,085



Annual median
price 5yrs ago ↑

\$615,000

HOUSE MARKET ALL



Median days on
market

28 Days



Median vendor
discount

-3.0%



Stock on market

5.3%



rose a very substantial 4.5% in the December 2020 quarter to record a result of \$752,222 across 3,369 transactions. On an annual basis, the detached house median price rose 5.8% to reach a new record high of \$725,000 across 13,085 transactions.

Tight supply and rising demand toward the end of 2020 is evident in the listing numbers too. Total annual listing numbers to November 2020 were 16,591 which is a notable fall of 13.2% compared to last year's figure of 19,114 listings. Median days on market dropped too. For the year to November 2020, the result was 28 days whereas at the same time last year it was 38 days. Median vendor discounting again demonstrated the swing toward sellers. The figure was -3.0% for the year to November 2020 as compared to -3.6% for the year to November 2019.

Unit and Townhouse Market

Attached housing continues to be a tale of two markets, however the good news is that the investment-unit oversupply issues of 2017 appear to be a thing of the past. According to local contacts, things began turning around just prior to the pandemic, as new unit construction slowed, and extra stock was absorbed. While the pandemic stifled the recovery, particularly for one-bedroom apartments during early 2020, some demand has returned. In addition, owner-occupier style apartments and townhouses remain keenly sought after.

Median price movements indicate unit values have passed through the bottom of their price cycle and are now in the recovering phase of their market. Unit and townhouse prices rose by 4.3% in the December 2020 quarter, recording a median of \$438,000 across 1,787 transactions. Over the past year, the annual median unit



UNIT MARKET



Quarter
median price ↑
\$438,000



Annual
median price ↔
\$420,000

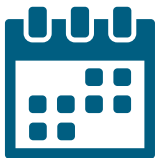


Annual volume
of sales ↔
6,894



Annual median
price 5 yrs ago ↓
\$450,000

UNIT MARKET



Median days on
market

40 Days



Median vendor
discount

-3.2%



Stock on market

5.5%

RENTAL MARKET



Vacancy Rates

2.4%

price remained flat, coming in at \$420,000 across 6,894 transactions.

The statistics tracking stock levels and demand also demonstrated a move toward sellers. Listing numbers over the year to November 2020 were 10,120 which was a 9.9% fall on the 2019 figure. Stock on market also fell, coming in at 5.5% for the year to November 2020 as compared to 6.2% in 2019. Median days on market dropped by 11 to reach 40 days to November 2020, while the median vendor discount fell by -0.5% to reach -3.2% in 2020.

Vacant Land Market

Demand for vacant land throughout the Brisbane LGA has been strong. Spurred on by government stimulus and the rise in first homeowners, construction activity has continued to ramp up. Within the bounds of the Brisbane LGA, however, there are few large-scale subdivision projects with most developments sitting in established growth corridors outside the city's borders. The majority of Brisbane's vacant land is infill and small-scale development.

For Brisbane itself, vacant land recorded a median sale price of \$462,000 in the December 2020 quarter, which is an impressive 10.8% increase on last quarter's figure. On an annual basis, the median reached \$405,000 which is a mild 0.1% softening in price for the year to December 2020.

Rental Market

Demand for rentals remains buoyant, with property managers reporting rising rents and multiple applications on most listings. Brisbane's overall rental vacancy rate came in at 2.4% for the December 2020 quarter, which indicates a balanced market. The Brisbane LGA three-bedroom house median was \$460 per week for the year to December 2020, which was \$15 per week more than in 2019. Two-bedroom units saw a \$5-per-week rise in median rent during the year to come in at \$425 per week. Median rent in the Brisbane LGA for a three-bedroom townhouse rose \$10 per week over the year, coming in at \$430 per week for the year to December 2020.

The detached housing gross rental yield of 3.2% for the December 2020 quarter was identical to the previous quarter's figure. Units in the Brisbane LGA saw their median gross yield fall to 5.0% in the December 2020 quarter which was 0.3% less than the previous quarter. This is indicative of the increasing value of attached housing after a long period of price stagnation.

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)	3369	\$752,222	4.5%	13085	\$725,000	\$685,000	5.8%	\$615,000	17.9%
BRISBANE (LGA) ^	66	\$1,225,000	11.9%	369	\$1,200,000	\$1,250,000	-4.0%	\$960,000	25.0%
ACACIA RIDGE	22	\$420,000	-2.3%	88	\$415,000	\$395,000	5.1%	\$367,500	12.9%
ALDERLEY	19	\$850,000	-2.9%	74	\$850,000	\$815,000	4.3%	\$710,500	19.6%
ALGESTER	27	\$547,750	1.4%	96	\$527,000	\$512,500	2.8%	\$481,235	9.5%
ANMERLEY	18	\$815,500	13.3%	94	\$782,500	\$727,500	7.6%	\$655,000	19.5%
ASCOT	26	\$2,005,000	41.7%	85	\$1,476,000	\$1,475,000	0.1%	\$1,360,000	8.5%
ASHGROVE	45	\$1,280,000	8.9%	180	\$1,172,500	\$970,000	20.9%	\$820,000	43.0%
ASPLEY	43	\$650,000	-1.7%	168	\$632,500	\$610,500	3.6%	\$546,500	15.7%
AUCHENFLOWER	12	\$1,245,000	44.3%	58	\$1,155,000	\$1,137,500	1.5%	\$918,000	25.8%
BALD HILLS	24	\$506,500	8.7%	96	\$485,000	\$458,000	5.9%	\$401,000	20.9%
BALMORAL	25	\$1,192,500	-0.6%	78	\$1,175,000	\$1,050,000	11.9%	\$923,000	27.3%
BANYO	12	\$618,000	2.1%	87	\$605,000	\$550,000	10.0%	\$475,000	27.4%
BARDON	40	\$1,270,000	29.6%	159	\$1,162,000	\$991,250	17.2%	\$839,000	38.5%
BELLBOWRIE	13	\$600,000	17.1%	60	\$584,000	\$562,500	3.8%	\$495,865	17.8%
BELMONT	7	N/A	N/A	57	\$715,000	\$700,000	2.1%	\$635,000	12.6%
BOONDALL	35	\$565,000	3.3%	133	\$545,000	\$522,500	4.3%	\$456,750	19.3%
BRACKEN RIDGE	49	\$539,418	7.5%	231	\$520,000	\$491,000	5.9%	\$450,000	15.6%
BRIDGEMAN DOWNS	31	\$845,000	6.0%	132	\$812,950	\$780,000	4.2%	\$730,000	11.4%
BRIGHTON	43	\$620,000	7.8%	195	\$575,000	\$550,000	4.5%	\$455,000	26.4%
BULIMBA	31	\$1,200,000	-10.1%	94	\$1,205,000	\$1,350,000	-10.7%	\$1,210,000	-0.4%
CALAMVALE	27	\$573,000	-7.6%	127	\$621,250	\$643,500	-3.5%	\$619,500	0.3%
CAMP HILL	59	\$997,500	7.8%	250	\$940,000	\$880,000	6.8%	\$748,000	25.7%
CANNON HILL	28	\$906,000	7.9%	91	\$800,000	\$720,000	11.1%	\$675,000	18.5%
CARINA	35	\$690,000	-3.2%	121	\$690,000	\$657,500	4.9%	\$607,000	13.7%
CARINA HEIGHTS	22	\$765,000	1.5%	79	\$760,000	\$661,013	15.0%	\$585,500	29.8%
CARINDALE	34	\$911,000	0.9%	173	\$905,000	\$868,000	4.3%	\$790,000	14.6%
CARSELDINE	27	\$665,000	-1.5%	103	\$642,000	\$640,000	0.3%	\$578,500	11.0%
CHAPEL HILL	29	\$924,000	8.5%	120	\$875,500	\$801,750	9.2%	\$733,500	19.4%
CHELMER	18	\$1,600,000	N/A	54	\$1,200,000	\$1,187,500	1.1%	\$983,000	22.1%
CHERMSIDE	15	\$645,000	2.0%	45	\$640,500	\$590,000	8.6%	\$534,000	19.9%
CHERMSIDE WEST	28	\$642,500	-1.9%	110	\$628,500	\$621,000	1.2%	\$525,000	19.7%
CLAYFIELD	27	\$1,225,000	11.6%	98	\$1,225,000	\$1,055,000	16.1%	\$1,070,000	14.5%
COOPERS PLAINS	19	\$575,000	-4.2%	62	\$594,250	\$537,050	10.7%	\$505,000	17.7%
COORPAROO	43	\$965,000	4.0%	186	\$932,500	\$952,000	-2.0%	\$780,000	19.6%
CORINDA	20	\$892,500	32.2%	57	\$893,500	\$816,500	9.4%	\$677,750	31.8%
DARRA	6	N/A	N/A	44	\$410,000	\$385,000	6.5%	\$430,000	-4.7%
DEAGON	17	\$530,000	5.7%	65	\$525,000	\$485,000	8.2%	\$434,500	20.8%
DOOLANDILLA	19	\$460,000	-9.1%	55	\$470,000	\$458,000	2.6%	\$430,000	9.3%
DREWVALE	17	\$655,000	10.4%	58	\$613,750	\$575,000	6.7%	\$541,000	13.4%
DURACK	18	\$450,000	0.0%	51	\$428,000	\$412,500	3.8%	\$389,000	10.0%
DUTTON PARK	6	N/A	N/A	14	N/A	\$880,500	N/A	N/A	N/A
EAST BRISBANE	18	\$990,000	23.7%	57	\$895,000	\$815,000	9.8%	\$790,000	13.3%
EIGHT MILE PLAINS	29	\$792,000	-0.8%	81	\$780,000	\$750,000	4.0%	\$735,000	6.1%
ELLEN GROVE	3	N/A	N/A	13	N/A	N/A	N/A	\$258,000	N/A
ENOGERA	18	\$797,500	11.9%	74	\$746,000	\$689,000	8.3%	\$630,000	18.4%
EVERTON PARK	36	\$655,000	-3.7%	141	\$650,000	\$613,750	5.9%	\$540,000	20.4%
FAIRFIELD	11	\$750,500	N/A	42	\$755,250	\$775,000	-2.5%	\$622,500	21.3%
FERNY GROVE	16	\$680,500	16.8%	74	\$640,000	\$620,000	3.2%	\$536,388	19.3%
FIG TREE POCKET	23	\$1,050,000	N/A	69	\$976,000	\$1,100,000	-11.3%	\$912,500	7.0%
FITZGIBBON	20	\$457,500	8.3%	87	\$475,000	\$468,750	1.3%	\$436,500	8.8%
FOREST LAKE	89	\$467,481	10.0%	331	\$435,000	\$440,000	-1.1%	\$416,000	4.6%
GAYTHORNE	5	N/A	N/A	30	\$725,000	\$725,750	-0.1%	\$642,000	12.9%
GEEBUNG	17	\$660,000	13.0%	71	\$610,000	\$575,000	6.1%	\$490,500	24.4%
GORDON PARK	13	\$861,750	N/A	49	\$850,000	\$841,000	1.1%	\$720,000	18.1%
GRACEVILLE	17	\$1,040,000	15.6%	79	\$1,012,500	\$897,500	12.8%	\$781,000	29.6%
GRANGE	13	\$1,043,000	-6.0%	58	\$1,017,500	\$960,000	6.0%	\$870,000	17.0%
GREENSLOPES	20	\$895,000	6.4%	71	\$830,000	\$759,000	9.4%	\$706,000	17.6%
GUNDALE	7	N/A	N/A	23	\$900,000	\$845,000	6.5%	\$741,250	21.4%

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	15	\$2,520,000	42.0%	64	\$1,600,000	\$1,525,000	4.9%	\$1,132,500	41.3%
HAWTHORNE	24	\$1,310,000	2.9%	98	\$1,150,000	\$1,185,000	-3.0%	\$1,070,050	7.5%
HEATHWOOD	14	\$630,000	7.7%	60	\$595,250	\$593,850	0.2%	\$564,750	5.4%
HEMMANT	7	N/A	N/A	39	\$549,000	\$510,000	7.6%	\$440,000	24.8%
HENDRA	23	\$1,240,000	16.7%	83	\$1,050,000	\$1,060,500	-1.0%	\$940,000	11.7%
HERSTON	5	N/A	N/A	26	\$885,000	N/A	N/A	N/A	N/A
HIGHGATE HILL	9	N/A	N/A	45	\$1,240,000	\$1,010,000	22.8%	\$1,022,500	21.3%
HOLLAND PARK	24	\$851,000	14.6%	101	\$825,000	\$713,500	15.6%	\$650,000	26.9%
HOLLAND PARK WEST	18	\$783,500	4.7%	80	\$750,000	\$720,000	4.2%	\$640,000	17.2%
INALA	22	\$360,000	5.3%	141	\$346,000	\$350,000	-1.1%	\$330,000	4.8%
INDOOROOPIILLY	41	\$880,000	-18.4%	115	\$945,270	\$930,000	1.6%	\$799,500	18.2%
JAMBOREE HEIGHTS	8	N/A	N/A	42	\$548,250	\$495,000	10.8%	\$438,000	25.2%
JINDALEE	27	\$620,000	3.3%	102	\$620,000	\$587,500	5.5%	\$527,500	17.5%
KALINGA	8	N/A	N/A	27	\$1,275,000	\$1,227,500	3.9%	\$950,000	34.2%
KARANA DOWNS	2	N/A	N/A	28	\$464,500	\$472,500	-1.7%	\$410,000	13.3%
KARANA DOWNS ^	6	N/A	N/A	40	\$631,500	\$580,000	8.9%	\$517,000	22.1%
KEDRON	19	\$850,000	9.9%	131	\$802,500	\$740,000	8.4%	\$600,000	33.8%
KELVIN GROVE	11	\$837,000	N/A	35	\$830,000	\$785,000	5.7%	\$747,750	11.0%
KENMORE	33	\$755,000	0.7%	142	\$745,000	\$710,000	4.9%	\$615,000	21.1%
KENMORE HILLS	7	N/A	N/A	22	\$905,000	\$854,000	6.0%	\$757,500	19.5%
KEPERRA	30	\$580,000	6.4%	113	\$570,500	\$547,500	4.2%	\$470,000	21.4%
KURABY	16	\$681,000	7.7%	77	\$685,000	\$705,000	-2.8%	\$625,000	9.6%
LOTA	16	\$606,500	N/A	55	\$690,000	\$600,000	15.0%	\$568,000	21.5%
LUTWYCHE	5	N/A	N/A	22	\$805,000	\$765,000	5.2%	\$745,000	8.1%
MACGREGOR	15	\$705,000	12.8%	53	\$720,000	\$736,000	-2.2%	\$728,400	-1.2%
MACKENZIE	9	N/A	N/A	28	\$806,500	N/A	N/A	\$732,000	10.2%
MANLY	29	\$980,000	-3.4%	80	\$895,500	\$880,000	1.8%	\$760,500	17.8%
MANLY WEST	39	\$702,500	9.3%	154	\$659,000	\$595,000	10.8%	\$545,000	20.9%
MANSFIELD	23	\$715,000	-5.9%	101	\$725,000	\$700,000	3.6%	\$600,000	20.8%
MCDOWALL	29	\$721,000	-1.1%	93	\$695,000	\$680,000	2.2%	\$600,000	15.8%
MIDDLE PARK	12	\$552,500	-15.6%	53	\$647,000	\$605,000	6.9%	\$576,000	12.3%
MILTON	1	N/A	N/A	16	N/A	N/A	N/A	\$720,000	N/A
MITCHELTON	36	\$743,000	3.2%	117	\$688,250	\$665,000	3.5%	\$588,944	16.9%
MOGGILL	15	\$530,000	-3.8%	89	\$552,000	\$545,000	1.3%	\$530,000	4.2%
MOOROOKA	37	\$750,000	11.1%	144	\$682,750	\$630,000	8.4%	\$570,000	19.8%
MORNINGSIDE	49	\$890,000	9.9%	140	\$820,000	\$800,000	2.5%	\$715,000	14.7%
MOUNT GRAVATT	9	N/A	N/A	47	\$670,000	\$630,000	6.3%	\$625,000	7.2%
MOUNT GRAVATT EAST	35	\$705,000	3.7%	167	\$685,000	\$639,000	7.2%	\$580,000	18.1%
MOUNT OMMANEY	7	N/A	N/A	24	\$862,000	\$890,000	-3.1%	\$795,000	8.4%
MURARREE	27	\$745,000	N/A	82	\$696,500	\$620,790	12.2%	\$612,500	13.7%
NEW FARM	26	\$1,917,000	4.2%	75	\$1,845,000	\$1,550,000	19.0%	\$1,475,000	25.1%
NEWMARKET	19	\$982,500	14.9%	50	\$900,000	\$900,000	0.0%	\$765,000	17.6%
NORMAN PARK	27	\$1,100,000	23.6%	98	\$982,500	\$907,500	8.3%	\$800,000	22.8%
NORTHGATE	22	\$630,500	-18.1%	71	\$660,000	\$692,500	-4.7%	\$629,000	4.9%
NUDGE	20	\$731,500	N/A	58	\$690,000	\$620,000	11.3%	\$565,000	22.1%
NUNDAH	22	\$780,000	1.0%	88	\$801,100	\$770,000	4.0%	\$665,000	20.5%
OXLEY	39	\$644,000	9.2%	142	\$593,750	\$580,000	2.4%	\$500,000	18.8%
PADDINGTON	32	\$1,246,250	6.9%	127	\$1,120,000	\$1,200,000	-6.7%	\$897,500	24.8%
PALLARA	2	N/A	N/A	42	\$551,000	\$543,500	1.4%	N/A	N/A
PARKINSON	35	\$689,000	-5.6%	119	\$685,000	\$648,000	5.7%	\$593,000	15.5%
PULLENVALE ^	7	N/A	N/A	52	\$1,217,500	\$1,100,000	10.7%	\$945,000	28.8%
RED HILL	24	\$980,000	7.7%	72	\$922,500	\$855,500	7.8%	\$820,000	12.5%
RIVERHILLS	18	\$561,000	N/A	64	\$517,250	\$495,000	4.5%	\$460,000	12.4%
ROBERTSON	11	\$932,000	N/A	34	\$957,500	\$1,010,000	-5.2%	\$874,000	9.6%
ROCHEDALE	16	\$944,944	1.1%	80	\$1,033,750	\$975,000	6.0%	\$918,000	12.6%
ROCKLEA	5	N/A	N/A	23	\$445,000	\$405,500	9.7%	\$390,000	14.1%
RUNCORN	17	\$659,000	16.6%	86	\$579,000	\$548,000	5.7%	\$525,000	10.3%
SALISBURY	18	\$594,250	-0.1%	87	\$625,000	\$605,500	3.2%	\$526,750	18.7%

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	16	\$765,000	-13.6%	53	\$771,000	\$712,500	8.2%	\$590,000	30.7%
SEVEN HILLS	18	\$1,175,000	44.2%	53	\$910,000	\$920,000	-1.1%	\$741,500	22.7%
SEVENTEEN MILE ROCKS	8	N/A	N/A	41	\$670,000	\$635,000	5.5%	\$619,000	8.2%
SHERWOOD	12	\$760,000	-25.1%	57	\$917,500	\$917,500	0.0%	\$840,000	9.2%
SHORNCLIFFE	4	N/A	N/A	22	\$870,500	\$802,500	8.5%	\$675,000	29.0%
SINNAMON PARK	21	\$840,000	22.6%	72	\$805,000	\$740,000	8.8%	\$620,500	29.7%
ST LUCIA	13	\$1,430,000	-7.7%	60	\$1,520,000	\$1,227,500	23.8%	\$1,080,000	40.7%
STAFFORD	30	\$697,000	9.4%	121	\$670,000	\$638,000	5.0%	\$556,000	20.5%
STAFFORD HEIGHTS	30	\$653,750	0.6%	119	\$651,750	\$620,000	5.1%	\$555,000	17.4%
STRETTON	11	\$1,003,500	N/A	33	\$910,000	\$861,250	5.7%	\$828,000	9.9%
SUNNYBANK	24	\$749,000	-1.4%	72	\$750,000	\$700,000	7.1%	\$680,000	10.3%
SUNNYBANK HILLS	35	\$646,250	4.2%	146	\$635,000	\$660,000	-3.8%	\$633,500	0.2%
TAIGUM	13	\$600,000	N/A	48	\$542,500	\$512,000	6.0%	\$482,000	12.6%
TARINGA	13	\$1,075,000	28.0%	57	\$950,000	\$900,000	5.6%	\$852,500	11.4%
TARRAGINDI	50	\$832,888	-5.4%	169	\$872,500	\$789,500	10.5%	\$692,500	26.0%
TENERIFFE	8	N/A	N/A	24	\$1,887,500	\$1,870,000	0.9%	\$1,475,000	28.0%
THE GAP	71	\$807,500	10.0%	235	\$750,000	\$720,000	4.2%	\$620,500	20.9%
TINGALPA	26	\$607,000	2.0%	92	\$596,000	\$535,000	11.4%	\$467,500	27.5%
TOOWONG	22	\$920,000	-6.4%	83	\$981,000	\$880,000	11.5%	\$730,000	34.4%
UPPER KEDRON	17	\$772,000	12.1%	68	\$700,000	\$645,500	8.4%	\$605,000	15.7%
UPPER MOUNT GRAVATT	24	\$659,500	0.7%	102	\$665,000	\$615,000	8.1%	\$580,944	14.5%
VIRGINIA	10	\$735,000	N/A	43	\$742,500	\$604,000	22.9%	\$560,000	32.6%
WAKERLEY	32	\$887,500	15.8%	127	\$792,500	\$763,174	3.8%	\$710,000	11.6%
WAVELL HEIGHTS	55	\$803,250	8.2%	209	\$762,500	\$717,500	6.3%	\$630,000	21.0%
WEST END	11	\$1,165,000	N/A	31	\$1,115,500	\$978,125	14.0%	\$1,000,000	11.6%
WESTLAKE	11	\$750,000	N/A	48	\$747,500	\$731,250	2.2%	\$650,250	15.0%
WILSTON	20	\$1,380,000	28.4%	53	\$1,162,500	\$1,042,500	11.5%	\$974,500	19.3%
WINDSOR	18	\$915,000	9.4%	68	\$897,500	\$991,000	-9.4%	\$767,875	16.9%
WISHART	26	\$812,750	-1.4%	92	\$785,000	\$724,000	8.4%	\$651,000	20.6%
WOOLLOONGABBA	11	\$861,337	-12.1%	37	\$870,000	\$757,500	14.9%	\$742,500	17.2%
WOOLOOWIN	12	\$1,032,500	N/A	38	\$863,000	\$808,000	6.8%	\$770,000	12.1%
WYNNUM	55	\$725,000	6.5%	216	\$683,250	\$645,000	5.9%	\$620,000	10.2%
WYNNUM WEST	51	\$620,000	3.3%	186	\$573,500	\$540,000	6.2%	\$485,000	18.2%
YERONGA	19	\$1,130,000	6.4%	69	\$1,085,000	\$847,500	28.0%	\$730,000	48.6%
ZILLMERE	19	\$492,500	-0.5%	91	\$485,000	\$466,250	4.0%	\$442,500	9.6%

SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BRISBANE (LGA)	1787	\$438,000	4.3%	6894	\$420,000	\$420,000	0.0%	\$450,000	-6.7%
ALBION	11	\$380,000	-28.4%	36	\$395,000	\$371,150	6.4%	\$440,000	-10.2%
ALDERLEY	10	\$519,000	21.9%	46	\$441,500	\$390,000	13.2%	\$475,000	-7.1%
ALGESTER	3	N/A	N/A	20	\$292,000	\$285,000	2.5%	\$304,000	-3.9%
ANNERLEY	18	\$421,250	2.1%	98	\$419,000	\$415,000	1.0%	\$390,000	7.4%
ASCOT	23	\$493,500	12.2%	99	\$448,000	\$482,500	-7.2%	\$426,000	5.2%
ASHGROVE	12	\$410,000	-2.4%	45	\$420,000	\$445,000	-5.6%	\$456,150	-7.9%
ASPLEY	7	N/A	N/A	30	\$380,250	\$385,000	-1.2%	\$385,000	-1.2%
AUCHENFLOWER	17	\$460,000	N/A	58	\$455,000	\$445,000	2.2%	\$481,000	-5.4%
BALMORAL	9	N/A	N/A	39	\$510,000	\$466,250	9.4%	\$532,500	-4.2%
BARDON	9	N/A	N/A	30	\$711,500	\$620,000	14.8%	\$574,000	24.0%
BOWEN HILLS	19	\$375,000	5.6%	63	\$375,000	\$381,500	-1.7%	\$433,000	-13.4%
BRACKEN RIDGE	6	N/A	N/A	29	\$315,000	\$315,000	0.0%	\$326,043	-3.4%
BRISBANE CITY	87	\$485,000	16.3%	353	\$463,000	\$495,000	-6.5%	\$499,000	-7.2%
BULIMBA	37	\$610,000	-16.4%	113	\$620,000	\$677,000	-8.4%	\$612,500	1.2%
CALAMVALE	15	\$345,000	-1.1%	95	\$352,000	\$335,000	5.1%	\$394,950	-10.9%
CAMP HILL	11	\$582,500	5.9%	43	\$467,500	\$480,000	-2.6%	\$463,625	0.8%
CANNON HILL	7	N/A	N/A	42	\$449,000	\$448,750	0.1%	\$455,900	-1.5%
CARINA	39	\$435,000	-0.4%	119	\$455,000	\$435,000	4.6%	\$465,000	-2.2%
CARINA HEIGHTS	26	\$475,000	9.4%	78	\$470,000	\$450,000	4.4%	\$478,000	-1.7%
CARINDALE	8	N/A	N/A	31	\$482,500	\$462,500	4.3%	\$540,000	-10.6%
CARSELDINE	23	\$405,000	6.6%	66	\$389,000	\$342,500	13.6%	\$396,500	-1.9%
CHERMESIDE	44	\$375,000	-4.5%	164	\$375,000	\$375,000	0.0%	\$440,143	-14.8%
CLAYFIELD	41	\$385,500	7.1%	146	\$373,750	\$350,000	6.8%	\$382,500	-2.3%
COORPAROO	43	\$395,000	-0.3%	171	\$390,000	\$370,000	5.4%	\$418,000	-6.7%
CORINDA	6	N/A	N/A	26	\$403,000	\$435,000	-7.4%	\$430,000	-6.3%
EAST BRISBANE	15	\$405,500	15.9%	45	\$375,000	\$400,000	-6.3%	\$424,000	-11.6%
EIGHT MILE PLAINS	13	\$388,000	3.5%	57	\$380,000	\$366,000	3.8%	\$429,000	-11.4%
ENOGERA	7	N/A	N/A	28	\$440,000	\$383,000	14.9%	\$394,250	11.6%
EVERTON PARK	27	\$389,000	-5.1%	86	\$394,500	\$375,000	5.2%	\$440,000	-10.3%
FAIRFIELD	6	N/A	N/A	27	\$440,000	N/A	N/A	N/A	N/A
FORTITUDE VALLEY	47	\$393,500	5.6%	163	\$385,000	\$390,000	-1.3%	\$450,000	-14.4%
GAYTHORNE	8	N/A	N/A	28	\$407,500	\$375,000	8.7%	\$441,500	-7.7%
GORDON PARK	0	N/A	N/A	25	\$352,500	\$314,166	12.2%	\$400,250	-11.9%
GREENSLOPES	17	\$397,500	8.2%	95	\$385,000	\$370,000	4.1%	\$410,000	-6.1%
HAMILTON	38	\$465,000	-8.4%	131	\$470,000	\$475,250	-1.1%	\$552,500	-14.9%
HAWTHORNE	8	N/A	N/A	43	\$458,000	\$500,000	-8.4%	\$561,000	-18.4%
HIGHGATE HILL	18	\$500,000	-2.5%	53	\$520,000	\$532,500	-2.3%	\$595,000	-12.6%
INDOOROOPIILLY	30	\$540,000	19.3%	100	\$475,000	\$455,000	4.4%	\$526,000	-9.7%
KANGAROO POINT	40	\$542,500	-2.7%	183	\$490,000	\$470,000	4.3%	\$515,900	-5.0%
KEDRON	20	\$415,000	10.0%	49	\$387,250	\$395,000	-2.0%	\$454,250	-14.7%
KELVIN GROVE	26	\$431,000	26.8%	91	\$395,000	\$412,500	-4.2%	\$485,000	-18.6%
LUTWYCHE	14	\$420,000	6.3%	46	\$400,000	\$422,500	-5.3%	\$480,000	-16.7%
MANLY WEST	7	N/A	N/A	41	\$391,800	\$395,000	-0.8%	\$392,500	-0.2%
MILTON	7	N/A	N/A	33	\$480,000	\$450,000	6.7%	\$579,000	-17.1%
MITCHELTON	5	N/A	N/A	21	\$393,000	\$406,000	-3.2%	\$426,500	-7.9%
MOOROOKA	24	\$345,000	-5.5%	87	\$359,000	\$350,000	2.6%	\$425,000	-15.5%
MORNINGSIDE	28	\$500,000	8.9%	126	\$472,500	\$455,000	3.8%	\$495,000	-4.5%
MOUNT GRAVATT EAST	22	\$399,000	-9.9%	73	\$415,000	\$396,100	4.8%	\$451,750	-8.1%
MURARRIE	6	N/A	N/A	23	\$537,000	\$552,500	-2.8%	\$548,750	-2.1%
NEW FARM	54	\$570,000	-6.6%	216	\$645,000	\$572,500	12.7%	\$570,000	13.2%
NEWMARKET	6	N/A	N/A	26	\$452,500	\$412,000	9.8%	\$430,250	5.2%
NEWSTEAD	38	\$640,000	-1.5%	122	\$650,000	\$619,000	5.0%	\$589,000	10.4%
NORMAN PARK	16	\$605,000	N/A	35	\$569,500	N/A	N/A	\$482,500	18.0%
NORTHGATE	11	\$355,000	-3.1%	41	\$362,500	N/A	N/A	\$412,000	-12.0%
NUNDAH	40	\$365,000	-0.7%	188	\$365,000	\$385,000	-5.2%	\$432,000	-15.5%

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
OXLEY	5	N/A	N/A	34	\$353,250	N/A	N/A	\$363,000	-2.7%
PADDINGTON	16	\$561,250	10.6%	60	\$505,000	\$452,000	11.7%	\$532,500	-5.2%
RED HILL	9	N/A	N/A	31	\$480,000	\$455,500	5.4%	\$485,000	-1.0%
RICHLANDS	13	\$305,000	N/A	37	\$285,000	\$277,000	2.9%	\$346,900	-17.8%
RUNCORN	18	\$330,000	6.5%	67	\$320,000	\$335,000	-4.5%	\$355,000	-9.9%
SHERWOOD	18	\$403,500	4.8%	61	\$395,000	\$410,000	-3.7%	\$456,500	-13.5%
SOUTH BRISBANE	46	\$502,500	-2.4%	167	\$460,000	\$500,500	-8.1%	\$510,000	-9.8%
SPRING HILL	47	\$394,500	3.0%	127	\$407,250	\$372,000	9.5%	\$452,533	-10.0%
ST LUCIA	27	\$460,000	2.2%	106	\$447,500	\$462,000	-3.1%	\$494,000	-9.4%
STAFFORD	5	N/A	N/A	46	\$351,000	\$361,250	-2.8%	\$447,750	-21.6%
SUNNYBANK HILLS	6	N/A	N/A	27	\$342,000	\$331,800	3.1%	\$350,000	-2.3%
TAIGUM	10	\$315,000	-3.1%	52	\$325,000	\$310,000	4.8%	\$338,000	-3.8%
TARINGA	33	\$440,000	2.6%	128	\$407,500	\$405,500	0.5%	\$436,500	-6.6%
TENERIFFE	54	\$577,500	-5.3%	190	\$586,250	\$565,000	3.8%	\$590,000	-0.6%
TINGALPA	4	N/A	N/A	35	\$361,500	\$357,500	1.1%	\$360,500	0.3%
TOOWONG	33	\$440,000	-1.1%	142	\$450,000	\$429,000	4.9%	\$465,500	-3.3%
UPPER MOUNT GRAVATT	14	\$385,000	-1.3%	51	\$385,000	\$378,000	1.9%	\$455,000	-15.4%
WAKERLEY	8	N/A	N/A	32	\$406,500	\$426,500	-4.7%	\$425,000	-4.4%
WEST END	43	\$590,000	15.2%	143	\$524,500	\$527,500	-0.6%	\$565,000	-7.2%
WINDSOR	8	N/A	N/A	40	\$384,000	\$396,500	-3.2%	\$483,400	-20.6%
WISHART	13	\$415,000	N/A	39	\$409,250	\$395,000	3.6%	\$390,000	4.9%
WOOLLOONGABBA	16	\$415,000	-2.5%	55	\$407,500	\$415,000	-1.8%	\$520,000	-21.6%
WOOLOOWIN	2	N/A	N/A	33	\$362,000	\$331,000	9.4%	\$469,000	-22.8%
WYNNUM	20	\$516,000	13.7%	61	\$470,000	\$414,250	13.5%	\$422,500	11.2%
WYNNUM WEST	5	N/A	N/A	46	\$343,500	\$345,250	-0.5%	\$345,000	-0.4%
YERONGA	17	\$500,000	N/A	55	\$440,000	\$435,000	1.1%	\$489,000	-10.0%
YEERONGPILLY	5	N/A	N/A	23	\$430,000	N/A	N/A	\$432,700	-0.6%
ZILLMERE	10	\$314,250	N/A	52	\$316,750	\$310,000	2.2%	\$362,250	-12.6%

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
BRISBANE (LGA)	140	\$462,000	10.8%	1289	\$405,000	\$409,000	-1.0%	\$370,000	9.5%
BRISBANE (LGA) ^	29	\$1,175,000	30.9%	65	\$910,000	\$932,500	-2.4%	\$870,000	4.6%
BRACKEN RIDGE	2	N/A	N/A	18	N/A	\$352,000	N/A	N/A	N/A
BRIDGEMAN DOWNS	3	N/A	N/A	60	\$449,000	\$425,000	5.6%	\$398,000	12.8%
DOOLANDILLA	3	N/A	N/A	30	\$324,000	\$272,000	19.1%	\$265,000	22.3%
ELLEN GROVE	2	N/A	N/A	34	\$282,700	\$282,900	-0.1%	N/A	N/A
HEMMANT	4	N/A	N/A	79	\$395,000	\$405,000	-2.5%	\$315,000	25.4%
OXLEY	1	N/A	N/A	18	N/A	\$389,000	N/A	N/A	N/A
PALLARA	13	\$334,900	5.3%	270	\$312,200	\$305,000	2.4%	N/A	N/A
ROCHEDALE	6	N/A	N/A	65	\$550,000	\$469,000	17.3%	\$445,000	23.6%
RUNCORN	2	N/A	N/A	17	N/A	N/A	N/A	N/A	N/A
UPPER KEDRON	2	N/A	N/A	79	\$375,000	\$412,500	-9.1%	\$341,500	9.8%
WAKERLEY	0	N/A	N/A	17	N/A	\$455,000	N/A	N/A	N/A
WYNNUM	3	N/A	N/A	22	\$402,500	N/A	N/A	N/A	N/A

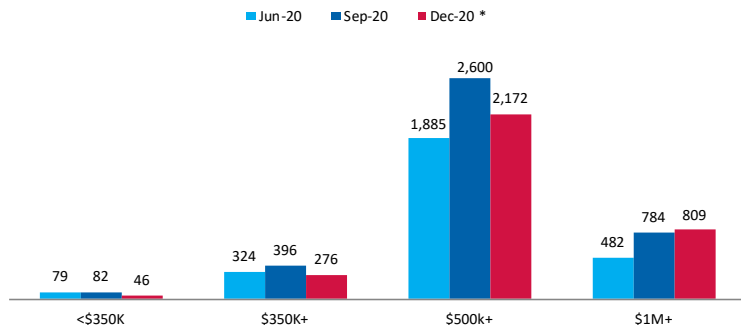
RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
BRISBANE CITY		\$460	2434	\$445	2937	\$420	2853
Bayside		\$460	126	\$440	149	\$415	144
4178	Lindum/Lytton/Wynnum	\$465	80	\$440	85	\$415	85
4179	Lota/Manly	\$455	46	\$440	64	\$420	59
City - Inner		\$583	232	\$550	230	\$550	228
4000	Brisbane City/Spring Hill	\$600	20	\$573	24	\$550	23
4005	New Farm/Teneriffe	\$620	19	\$560	20	\$750	21
4006	Bowen Hills/Valley/Herston/Newstead	\$480	11	\$473	12	\$550	5
4064	Milton/Paddington/Rosalie	\$610	43	\$610	55	\$570	51
4066	Auchenflower/MtCootha/Toowong	\$620	29	\$490	39	\$515	36
4067	Ironside/St Lucia	\$450	17	\$550	8	\$500	8
4101	Highgate Hill/South Bris/West End	\$600	34	\$575	30	\$570	31
4102	Buranda/Dutton Park/Woolloongabba	\$500	23	\$453	14	\$490	24
4169	East Bris/Kangaroo Point	\$578	36	\$550	28	\$500	29
North - Inner		\$510	249	\$485	320	\$470	292
4007	Ascot/Hamilton	\$640	18	\$550	17	\$560	19
4010	Albion/Breakfast Creek	\$515	10	\$485	8	\$450	5
4011	Clayfield/Hendra	\$575	31	\$580	23	\$545	30
4012	Nundah/Toombul/Wavell Heights	\$478	56	\$460	72	\$450	59
4030	Lutwyche/Windsor/Woolloowin	\$543	32	\$495	49	\$480	51
4031	Gordon Park/Kedron	\$488	46	\$490	61	\$450	44
4051	Alderley/Enoggera/Gaythorne/Grange/Newmarket/Wilston	\$490	55	\$475	90	\$480	84
North - Outer		\$430	325	\$415	432	\$400	412
4013	Northgate	\$465	13	\$440	10	\$395	13
4014	Banyo/Nudgee/Virginia	\$450	43	\$420	53	\$420	37
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$435	84	\$420	112	\$380	108
4018	Fitzgibbon/Taigum	\$400	28	\$400	36	\$400	39
4032	Chermside/Craigslea	\$430	49	\$400	61	\$410	54
4034	Aspley/Boondal/Geebung/Zillmere	\$440	91	\$420	136	\$395	142
4036	Bald Hills	\$410	17	\$390	24	\$380	19
North West - Inner		\$570	84	\$570	91	\$525	115
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$555	40	\$575	48	\$583	47
4060	Ashgrove/Darrington/St Johns Wood	\$550	23	\$530	22	\$500	38
4065	Bardon/Jubilee/Rainworth	\$580	21	\$625	21	\$485	30
North West - Outer		\$460	202	\$450	286	\$420	232
4053	Brookside/Everton Park/McDowall/Stafford	\$470	129	\$450	180	\$420	150
4054	Arana Hills/Kepperra	\$450	53	\$440	71	\$400	43
4061	The Gap	\$450	20	\$470	35	\$465	39
South - Inner		\$460	294	\$450	378	\$420	364
4103	Annerley/Fairfield	\$515	32	\$500	44	\$430	43
4104	Yeronga	\$630	7	\$548	12	\$440	18
4105	Clifton Hill/Moorooka/Tennyson	\$458	36	\$450	31	\$400	42
4120	Greenslopes/Stones Corner	\$498	22	\$520	17	\$450	20
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$475	78	\$460	107	\$450	89
4122	Mansfield/Mt Gravatt/Wishart	\$450	119	\$420	166	\$400	150
South - Outer		\$400	288	\$395	331	\$390	272
4106	Brisbane Market/Rocklea	\$385	9	\$380	12	\$370	5
4107	Salisbury	\$410	11	\$410	23	\$375	20
4108	Archerfield/Coopers Plains	\$390	31	\$375	31	\$400	28
4109	Altandi/Macgregor/Robertson/Sunnybank	\$415	90	\$400	92	\$395	95
4110	Acacia Ridge/Larapinta/Willawong	\$370	45	\$355	40	\$350	28
4112	Kuraby	\$400	11	\$380	15	\$380	6
4113	Eight Miles Plains/Runcorn	\$400	55	\$400	81	\$400	55
4115	Algester/Parkinson	\$410	21	\$410	16	\$410	21
4116	Calamvale/Drewvale/Stretton	\$425	15	\$415	21	\$420	14
South East - Inner		\$520	251	\$490	285	\$460	309
4151	Coorparoo	\$515	30	\$495	35	\$470	39
4152	Camp Hill/Carina/Carindale	\$510	83	\$470	102	\$440	112
4170	Cannon Hill/Morningside/Norman Park	\$520	84	\$500	86	\$470	93
4171	Balmoral/Bulimba/Hawthorne	\$540	37	\$590	44	\$510	40
4172	Murarie	\$520	17	\$425	18	\$420	25

RENTAL MARKET - 3 BED HOUSES (CONT'D)

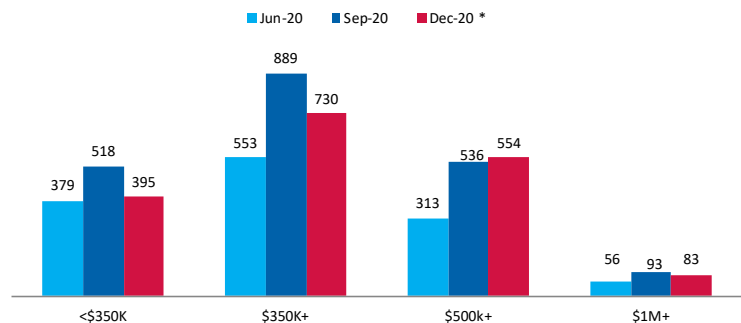
POST CODE	LOCALITY ^A	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	South East - Outer	\$460	31	\$445	43	\$420	60
4153	Belmont	\$500	8	\$480	9	\$420	8
4154	Gumdale/Ransome/Wakerley	\$510	9	N/A	4	\$435	10
4173	Tingalpa	\$445	10	\$435	18	\$420	31
4174	Doboy/Hemant	N/A	3	\$415	10	\$400	9
	South West - Inner	\$500	100	\$475	101	\$445	96
4068	Chelmer/Indooroopilly/Taringa	\$535	41	\$520	42	\$480	34
4075	Corinda/Graceville/Oxley/Sherwood	\$485	59	\$450	59	\$430	62
	South West - Outer	\$385	252	\$380	291	\$370	329
4069	Brookfield/Chapel Hill/Kenmore	\$480	37	\$490	47	\$465	34
4070	Anstead/Bellbowrie/Moggill	\$413	10	\$400	7	\$380	17
4073	Seventeen Mile Rocks/Sinnamon Park	\$400	11	\$430	11	\$425	12
4074	Jindalee/MtOmmaney/Sumner/Westlake	\$435	52	\$430	51	\$395	64
4076	Darra/Wacol	\$340	25	\$360	25	\$330	16
4077	Doolandella/Durack/Inala/Richlands	\$350	56	\$340	76	\$325	85
4078	Forest Lake/Carole Park	\$370	61	\$368	74	\$360	101

BRISBANE LGA HOUSE SALES



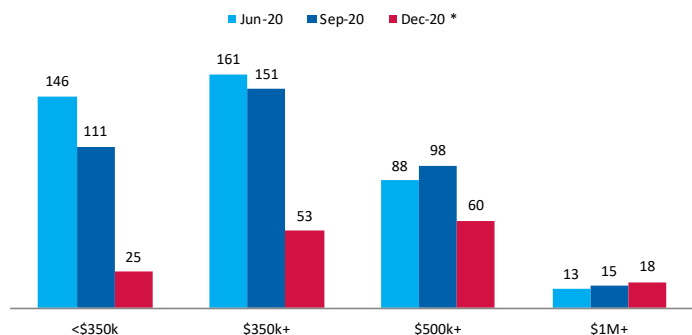
*Preliminary data
Houses<2400m²

BRISBANE LGA UNIT SALES



*Preliminary data

BRISBANE LGA LAND SALES



*Preliminary data

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ^A	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BRISBANE CITY	\$425	6237	\$420	5664	\$400	4523
	Bayside	\$400	61	\$370	65	\$345	51
4178	Lindum/Lytton/Wynnum	\$415	42	\$380	45	\$345	31
4179	Lota/Manly	\$380	19	\$370	20	\$320	20
	City - Inner	\$470	3139	\$500	2498	\$490	1846
4000	Brisbane City/Spring Hill	\$460	516	\$550	380	\$590	279
4005	New Farm/Teneriffe	\$500	254	\$500	221	\$500	301
4006	Bowen Hills/Valley/Herston/Newstead	\$460	733	\$500	639	\$483	273
4064	Milton/Paddington/Rosalie	\$500	107	\$450	90	\$430	63
4066	Auchenflower/MtCootha/Toowong	\$430	285	\$400	225	\$400	208
4067	Ironside/St Lucia	\$370	122	\$400	92	\$400	91
4101	Highgate Hill/South Bris/West End	\$500	648	\$535	467	\$530	331
4102	Buranda/Dutton Park/Wooloongabba	\$460	181	\$475	149	\$460	85
4169	East Bris/Kangaroo Point	\$475	293	\$470	235	\$470	215
	North - Inner	\$400	1041	\$385	1096	\$360	893
4007	Ascot/Hamilton	\$460	204	\$470	231	\$450	164
4010	Albion/Breakfast Creek	\$415	62	\$440	64	\$350	16
4011	Clayfield/Hendra	\$350	110	\$340	122	\$340	134
4012	Nundah/Toombul/Wavell Heights	\$380	215	\$380	206	\$385	206
4030	Lutwyche/Windsor/Wooloowin	\$410	249	\$400	212	\$340	125
4031	Gordon Park/Kedron	\$360	87	\$348	106	\$345	112
4051	Alderley/Enogerra/Gaythorne/Grange/ Newmarket/Wilston	\$378	114	\$365	154	\$349	136
	North - Outer	\$370	288	\$360	316	\$350	266
4013	Northgate	\$320	23	\$320	29	\$310	33
4014	Banyo/Nudgee/Virginia	N/A	4	N/A	4	\$350	11
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$330	11	\$320	12	\$320	10
4018	Fitzgibbon/Taigum	\$335	14	\$340	9	\$300	9
4032	Chermside/Craigslea	\$395	168	\$400	171	\$390	129
4034	Aspley/Boondal/Geebung/Zillmere	\$350	68	\$350	90	\$340	74
	North West - Inner	\$420	190	\$423	150	\$450	204
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$423	136	\$450	102	\$495	136
4060	Ashgrove/Dorrington/St Johns Wood	\$400	40	\$370	34	\$380	53
4065	Bardon/Jubilee/Rainworth	\$450	14	\$480	14	\$415	15
	North West - Outer	\$385	98	\$380	110	\$380	81
4053	Brookside/Everton Park/McDowall/Stafford	\$385	89	\$370	96	\$385	77
	South - Inner	\$380	499	\$370	500	\$350	449
4103	Annerley/Fairfield	\$360	98	\$350	112	\$345	125
4104	Yeronga	\$350	37	\$358	28	\$350	29
4105	Clifton Hill/Moorooka/Tennyson	\$350	69	\$350	63	\$340	64
4111	Nathan	N/A	4	N/A	2	N/A	4
4120	Greenslopes/Stones Corner	\$375	95	\$360	97	\$350	84
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$350	37	\$350	42	\$350	52
4122	Mansfield/Mt Gravatt/Wishart	\$405	159	\$410	156	\$410	91
	South - Outer	\$380	97	\$340	83	\$315	56
4106	Brisbane Market/Rocklea	N/A	3	N/A	4	\$250	8
4108	Archerfield/Coopers Plains	\$380	17	\$390	10	\$385	11
4109	Altandi/Macgregor/Robertson/Sunnybank	\$395	44	\$375	29	\$340	19
4113	Eight Miles Plains/Runcorn	\$400	23	\$320	18	N/A	3
4115	Algester/Parkinson	N/A	4	\$290	7	\$290	5
	South East - Inner	\$410	493	\$400	512	\$385	409
4151	Coorparoo	\$380	179	\$380	185	\$355	141
4152	Camp Hill/Carina/Carindale	\$395	48	\$385	49	\$370	40
4170	Cannon Hill/Morningside/Norman Park	\$420	158	\$413	152	\$400	97
4171	Balmoral/Bulimba/Hawthorne	\$450	99	\$425	117	\$455	128
4172	Murrarie	\$420	9	\$410	9	N/A	3
	South East - Outer	\$373	6	N/A	4	\$307	6
4173	Tingalpa	\$350	5	N/A	4	N/A	4
	South West - Inner	\$395	311	\$400	311	\$380	243
4068	Chelmer/Indooroopilly/Taringa	\$395	231	\$410	227	\$380	182
4075	Corinda/Graceville/Oxley/Sherwood	\$398	80	\$398	84	\$360	61
	South West - Outer	\$325	14	\$300	19	\$310	19
4069	Brookfield/Chapel Hill/Kenmore	N/A	3	N/A	2	N/A	4
4076	Darra/Wacol	N/A	3	\$273	8	N/A	3
4077	Doolandella/Durack/Inala/Richlands	N/A	1	N/A	1	N/A	4
4078	Forest Lake/Carole Park	N/A	4	\$328	6	\$340	7



RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BRISBANE CITY	\$430	1778	\$420	1939	\$415	1594
	Bayside	\$425	71	\$410	103	\$400	147
4178	Lindum/Lytton/Wynnum	\$420	44	\$410	73	\$400	107
4179	Lota/Manly	\$430	27	\$413	30	\$400	40
	City - Inner	\$573	84	\$600	78	\$600	65
4000	Brisbane City/Spring Hill	N/A	1	N/A	2	N/A	4
4005	New Farm/Teneriffe	\$710	10	\$860	13	\$600	5
4006	Bowen Hills/Valley/Herston/Newstead	\$533	16	\$585	8	\$650	6
4064	Milton/Paddington/Rosalie	\$545	8	\$550	9	\$600	7
4066	Auchenflower/MtCootha/Toowong	\$550	15	\$525	15	\$550	8
4067	Ironside/St Lucia	\$525	12	\$550	13	\$580	10
4101	Highgate Hill/South Bris/West End	\$710	12	\$750	13	\$670	14
4169	East Bris/Kangaroo Point	\$540	8	N/A	2	\$570	9
	North - Inner	\$520	134	\$500	143	\$480	123
4007	Ascot/Hamilton	\$623	20	\$650	19	\$520	17
4011	Clayfield/Hendra	\$560	17	\$600	17	\$520	11
4012	Nundah/Toombul/Wavell Heights	\$480	26	\$475	23	\$460	24
4030	Lutwyche/Windsor/Woolloowin	\$525	6	\$513	12	\$490	15
4031	Gordon Park/Kedron	\$480	21	\$500	23	\$450	22
4051	Alderley/Enoggera/Gaythorne/Grange/ Newmarket/Wilston	\$495	38	\$468	46	\$475	34
	North - Outer	\$400	229	\$400	236	\$390	178
4013	Northgate	\$435	10	\$498	10	\$430	10
4014	Banyo/Nudgee/Virginia	\$470	28	\$465	34	\$430	7
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$390	49	\$375	39	\$370	38
4018	Fitzgibbon/Taigum	\$400	43	\$400	46	\$395	43
4032	Chermside/Craiglea	\$430	19	\$430	31	\$430	19
4034	Aspley/Boondal/Geebung/Zillmere	\$395	75	\$395	71	\$385	54
4036	Bald Hills	\$360	5	\$370	5	\$365	7
	North West - Inner	\$560	19	\$550	23	\$530	15
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$600	7	\$550	11	\$500	7
4060	Ashgrove/Dorrington/St Johns Wood	N/A	4	\$548	6	N/A	4
4065	Bardon/Jubilee/Rainworth	\$555	8	\$575	6	N/A	4
	North West - Outer	\$500	116	\$470	135	\$420	58
4053	Brookside/Everton Park/McDowall/Stafford	\$500	99	\$475	117	\$420	50
4054	Arana Hills/Kepperra	\$405	8	\$415	8	N/A	4
4061	The Gap	\$600	9	\$543	10	N/A	4

RENTAL MARKET - 3 BED TOWNHOUSES (CONT'D)

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	South - Inner	\$460	169	\$450	172	\$450	139
4103	Annerley/Fairfield	\$500	28	\$525	29	\$520	23
4104	Yeronga	\$500	20	\$518	18	\$500	19
4105	Clifton Hill/Moorooka/Tennyson	\$460	19	\$423	24	\$420	19
4120	Greenslopes/Stones Corner	\$510	17	\$495	15	\$460	16
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$473	14	\$435	11	\$450	6
4122	Mansfield/Mt Gravatt/Wishart	\$440	71	\$440	74	\$425	56
	South - Outer	\$400	372	\$395	408	\$390	309
4107	Salisbury	\$435	9	\$400	7	\$485	5
4108	Archerfield/Coopers Plains	\$470	10	\$500	11	N/A	3
4109	Altandi/Macgregor/Robertson/Sunnybank	\$410	45	\$420	52	\$405	47
4110	Acacia Ridge/Larapinta/Willawong	\$370	20	\$355	34	\$350	19
4112	Kuraby	\$375	21	\$390	16	\$385	21
4113	Eight Miles Plains/Runcorn	\$405	126	\$405	127	\$410	95
4115	Algester/Parkinson	\$380	37	\$385	42	\$375	28
4116	Calamvale/Drewvale/Stretton	\$400	101	\$390	119	\$385	90
	South East - Inner	\$505	234	\$500	249	\$480	240
4151	Coorparoo	\$555	12	\$495	21	\$475	12
4152	Camp Hill/Carina/Carindale	\$475	113	\$480	111	\$450	103
4170	Cannon Hill/Morningside/Norman Park	\$515	62	\$505	68	\$490	88
4171	Balmoral/Bulimba/Hawthorne	\$645	36	\$600	31	\$600	26
4172	Murarie	\$520	11	\$518	18	\$540	11
	South East - Outer	\$433	32	\$420	37	\$410	45
4153	Belmont	N/A	3	\$438	6	\$430	5
4154	Gumdale/Ransome/Wakerley	\$445	13	\$420	17	\$415	24
4173	Tingalpa	\$423	10	\$410	12	\$385	14
4174	Doboy/Hemant	N/A	3	N/A	2	N/A	2
	South West - Inner	\$480	57	\$475	73	\$460	69
4068	Chelmer/Indooroopilly/Taringa	\$540	26	\$528	30	\$525	21
4075	Corinda/Graceville/Oxley/Sherwood	\$420	31	\$440	43	\$395	48
	South West - Outer	\$360	261	\$360	282	\$365	206
4069	Brookfield/Chapel Hill/Kenmore	\$588	14	\$650	13	\$445	5
4073	Seventeen Mile Rocks/Sinnamon Park	\$430	5	\$420	5	\$405	9
4074	Jindalee/MtOmmaney/Sumner/Westlake	\$435	9	\$400	13	\$520	19
4076	Darra/Wacol	\$378	10	\$390	13	\$380	15
4077	Doolandella/Durack/Inala/Richlands	\$360	171	\$355	190	\$365	114
4078	Forest Lake/Carole Park	\$350	50	\$354	47	\$365	43



EMPLOYMENT MARKET

GOLD COAST



Unemployment Rate

4.8%



Participation Rate

69.9%

HOUSE MARKET (<2400M²)



Quarter median price

\$700,000



Annual median price

\$658,250



Annual volume of sales

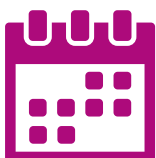
7,617



Annual median price 5yrs ago

\$545,000

HOUSE MARKET ALL



Median days on market

34 Days



Median vendor discount

-3.2%



Stock on market

7.8%

It's Hot, Hot, Hot on the Glitter Strip!

As one of the nation's leading lifestyle destinations, it's no surprise the Gold Coast is experiencing a surge in demand from new residents looking to 'escape the city.' As a result, it's translated into rising prices and stiff competition for real estate across the entire Gold Coast region.

"The Gold Coast market is super strong. There's a shortage of supply, while demand outstrips it, across all types of property," said REIQ Gold Coast Zone Chair, Andrew Henderson who points to a variety of factors driving the local market. "I think a lot of it is about more flexible working-from-home arrangements; interest rates at historic lows has led to a significant amount of the price increase; and, our relative affordability on a national basis has had a big bearing. The Gold Coast was potentially undervalued going into the pandemic – we were slipping behind Sydney and Melbourne year-on-year – and now we're experiencing the price catch up we've been due."

House Market <2400m²

Detached house demand is leading the way, and it's not restricted solely to near-beach addresses either. While the draw of the coastline certainly plays a major role in house appeal, established suburbs of all types are seeing plenty of buyers. When you crunch the numbers, it's easy to see the Gold Coast housing market is firmly entrenched in the 'rising' phase of its price cycle.

The Gold Coast's annual house price rose a substantial 6.1% for the year to December 2020, coming in at \$658,250 across 7,617 transactions. Prices rose at a fast clip in December Quarter 2020 too, reflecting a 7.7% gain for the three months to reach \$700,000 across 1,952 transactions. This was the second-best quarterly gain across all LGAs analysed this quarter.

The level of demand versus supply is evident in the figures too, with less available stock and tighter selling conditions. Total annual house listing numbers fell to 10,776 for the year ending December 2020 – a drop of 12.3% on the previous year's listings. Stock on market was also down to 7.8% for the year as well. Median days on market fell to 34 – this is a substantial drop of 16 days compared to last year's measure. And, the median vendor discount for the year of -3.2% reflected a tightening of the -3.8% discount recorded last year.

Unit Market

This quarter has revealed units and townhouses are moving into their price recovery phase – a premise supported by local sources. And it's not all about high rises on the beach. Units in three-story walk-up apartment blocks have traditionally offered an affordable alternative to those seeking a home in particular locations. They're also relatively rare with many of these projects having been redeveloped toward higher-density living.

"I think the next phase for the Gold Coast has to be infill development," continued Henderson. "We've been through the phase of just going up and up, and going high. You're now going to have people who don't want to live in a high rise and can't afford a freestanding house, but a duplex or a triplex with a bit of yard allows them to be closer in with less of the costs associated with a high rise."

Units had been underperforming pricewise for some years on the Gold Coast prior to the pandemic, but as demand continues to ramp up, it's expected many detached-home hunters will begin looking at apartments once more – particular those like sub-penthouses which are designed to appeal to homeowners. Most of the new projects that have seen excellent sale results are those marketing larger units that target owner occupiers.

The unit and townhouse median price rose a comprehensive 5.1% over the quarter, coming in at \$446,750 across 1,805 transactions. For the year to December 2020, the annual median rose a substantive 5.5% to \$433,500 across a total of 6,762 sales.



UNIT MARKET



Quarter
median price ↑

\$446,750



Annual
median price ↑

\$433,500



Annual volume
of sales ↔

6,762



Annual median
price 5 yrs ago ↑

\$379,000

Like their detached housing counterpart, units and townhouse saw stock levels squeezed in the face of improving demand. Listing numbers for the 12 months to November 2020 were 8,197 – a notable reduction of 13.1% on the previous year's result. Stock on market also decreased, coming in at 6.8% to November 2020 as compared to 8.0% in the 12 months prior. Median days on market fell to 50 in 2020 from 63 in 2019, while the median vendor discount also fell to -3.7% to November 2020 from -4.2% to November 2019.

Vacant Land Market

New estates are seeing a significant amount of extra demand for land on the Gold Coast, driven by government stimulus and a growing population. Vacant land saw its annual median improve 0.3% to reach \$290,000 to December 2020 across 1,083 transactions. On a quarterly basis, the vacant land median of \$340,000 reflected a whopping 13.7% increase in price over the December 2020 quarter.

Rental Market

Multiple factors were at play in driving rental demand to strong levels according to local sources. There's been a substantial amount of 'try before you buy' tenancies in recent months. This is where new residents are leasing property as a test of whether they want to relocate to the Gold Coast permanently. In addition, investors haven't been out in force during 2020, which has left the stock of available rentals somewhat depleted. The Gold Coast has traditionally seen decent numbers of overseas investors in its market, and this cohort all but dried up in 2020.

The December quarter vacancy rate came in at a very tight 0.6% – which is more than half the vacancy rate of the previous quarter. The annual median weekly rent for a three-bedroom house to December 2020 was \$540 across 770 new bonds – this was an increase of \$20 per week on the 2019 measure. The same comparisons for two-bedroom units saw a 2020 median of \$450 per week across 2,447 new bonds – a rental figure that's held steady from the same time last year. The December Quarter 2020 median yield for houses came in at 4.0% while units recorded a 5.2% median yield.



There's been a substantial amount of 'try before you buy' tenancies in recent months. This is where new residents are leasing property as a test of whether they want to relocate to the Gold Coast permanently.

RENTAL MARKET



Vacancy Rates

0.6%



House Yields

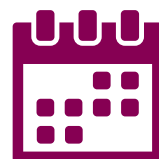
4.0%



Unit Yields

5.2%

UNIT MARKET



Median days on market

50 Days



Median vendor discount

-3.7%



Stock on market

6.8%



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)	1952	\$700,000	7.7%	7617	\$658,250	\$620,650	6.1%	\$545,000	20.8%
GOLD COAST (LGA) ^	148	\$950,000	-3.8%	674	\$930,000	\$855,000	8.8%	\$730,000	27.4%
ARUNDEL	39	\$655,000	13.9%	176	\$635,000	\$559,250	13.5%	\$525,000	21.0%
ASHMORE	59	\$640,000	2.4%	216	\$630,000	\$565,000	11.5%	\$511,500	23.2%
BENOWA	40	\$1,000,000	14.3%	148	\$900,000	\$890,000	1.1%	\$772,500	16.5%
BIGGERA WATERS	24	\$840,000	8.9%	75	\$765,000	\$710,000	7.7%	\$667,500	14.6%
BONOGIN ^	15	\$1,055,000	5.5%	87	\$935,000	\$795,000	17.6%	\$665,000	40.6%
BROADBEACH WATERS	77	\$1,349,000	3.4%	215	\$1,250,500	\$1,200,000	4.2%	\$841,250	48.6%
BUNDALL	32	\$997,500	-5.0%	115	\$1,045,000	\$1,000,000	4.5%	\$880,000	18.8%
BURLEIGH HEADS	32	\$1,160,000	27.5%	103	\$915,000	\$854,750	7.0%	\$655,000	39.7%
BURLEIGH WATERS	45	\$955,000	14.0%	201	\$850,000	\$787,500	7.9%	\$680,000	25.0%
CARRARA	63	\$703,000	20.8%	194	\$620,000	\$610,000	1.6%	\$486,250	27.5%
CLEAR ISLAND WATERS	16	\$1,200,000	-9.4%	73	\$1,250,000	\$1,137,500	9.9%	\$960,500	30.1%
COOLANGATTA	7	N/A	N/A	26	\$997,500	\$867,500	15.0%	\$750,000	33.0%
COOMBABAH	29	\$530,000	10.0%	140	\$490,000	\$472,500	3.7%	\$445,000	10.1%
COOMERA	94	\$550,500	4.1%	358	\$530,000	\$510,000	3.9%	\$446,000	18.8%
CURRUMBIN	9	N/A	N/A	31	\$1,100,000	\$880,000	25.0%	\$780,000	41.0%
CURRUMBIN VALLEY ^	11	\$1,260,000	N/A	34	\$1,250,000	\$875,000	42.9%	\$795,000	57.2%
CURRUMBIN WATERS	30	\$780,000	-9.2%	119	\$765,000	\$685,000	11.7%	\$575,000	33.0%
ELANORA	41	\$780,000	10.6%	157	\$750,000	\$710,000	5.6%	\$561,000	33.7%
GILSTON	6	N/A	N/A	23	\$653,000	\$568,000	15.0%	\$540,000	20.9%
HELENSVALE	71	\$638,750	-12.8%	303	\$675,000	\$637,500	5.9%	\$545,000	23.9%
HIGHLAND PARK	23	\$591,000	7.8%	82	\$570,000	\$526,000	8.4%	\$475,000	20.0%
HOLLYWELL	9	N/A	N/A	45	\$745,000	\$685,500	8.7%	\$650,000	14.6%
HOPE ISLAND	82	\$1,135,000	19.5%	278	\$1,087,500	\$940,000	15.7%	\$600,000	81.3%
JACOBS WELL	12	\$645,000	15.7%	52	\$587,500	\$532,500	10.3%	\$404,000	45.4%
LABRADOR	50	\$547,000	30.2%	197	\$475,000	\$448,000	6.0%	\$470,000	1.1%
MAUDSLAND	21	\$649,000	11.5%	106	\$583,500	\$565,000	3.3%	\$465,000	25.5%
MERMAID BEACH	15	\$1,562,500	19.0%	61	\$1,452,500	\$1,450,000	0.2%	\$1,224,375	18.6%
MERMAID WATERS	48	\$952,000	4.3%	184	\$930,000	\$940,000	-1.1%	\$766,250	21.4%

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	8	N/A	N/A	69	\$560,000	\$523,500	7.0%	\$472,500	18.5%
MIAMI	15	\$1,000,000	11.1%	78	\$850,000	\$750,000	13.3%	\$620,000	37.1%
MOLENDINAR	20	\$640,000	-4.8%	74	\$620,000	\$583,000	6.3%	\$555,000	11.7%
MUDGEERABA	38	\$650,000	2.4%	147	\$630,000	\$572,000	10.1%	\$500,000	26.0%
MUDGEERABA ^	11	\$1,015,000	-1.5%	45	\$1,000,000	\$860,000	16.3%	\$703,000	42.2%
NERANG	46	\$522,500	10.7%	206	\$477,000	\$440,000	8.4%	\$400,000	19.3%
NERANG ^	3	N/A	N/A	24	\$890,000	\$828,750	7.4%	\$775,000	14.8%
ORMEAU	54	\$489,500	-0.1%	209	\$485,000	\$467,000	3.9%	\$441,000	10.0%
ORMEAU ^	7	N/A	N/A	33	\$853,000	\$804,000	6.1%	\$712,500	19.7%
ORMEAU HILLS	17	\$550,000	5.3%	84	\$525,000	\$490,000	7.1%	\$485,000	8.2%
OXENFORD	49	\$526,500	-0.2%	215	\$520,000	\$498,750	4.3%	\$466,750	11.4%
PACIFIC PINES	72	\$590,000	4.4%	260	\$576,000	\$523,000	10.1%	\$480,500	19.9%
PALM BEACH	55	\$985,000	9.1%	227	\$925,000	\$880,000	5.1%	\$655,000	41.2%
PARADISE POINT	35	\$885,000	-14.1%	145	\$995,000	\$1,110,000	-10.4%	\$1,090,000	-8.7%
PARKWOOD	29	\$642,500	0.4%	118	\$621,000	\$610,500	1.7%	\$539,950	15.0%
PIMPAMA	68	\$472,500	3.8%	253	\$455,000	\$472,000	-3.6%	\$435,440	4.5%
REEDY CREEK	25	\$875,000	0.0%	92	\$872,500	\$795,000	9.7%	\$690,000	26.4%
ROBINA	92	\$750,000	6.4%	337	\$710,000	\$669,000	6.1%	\$565,000	25.7%
RUNAWAY BAY	36	\$1,102,500	-7.4%	139	\$1,035,000	\$990,000	4.5%	\$917,500	12.8%
SOUTHPORT	62	\$647,000	10.6%	257	\$600,000	\$574,000	4.5%	\$512,000	17.2%
SURFERS PARADISE	35	\$1,347,500	0.7%	130	\$1,512,500	\$1,377,500	9.8%	\$1,225,000	23.5%
TALLAI ^	7	N/A	N/A	47	\$1,026,000	\$987,500	3.9%	\$880,000	16.6%
TALLEBUDGERA ^	7	N/A	N/A	41	\$1,100,000	\$937,500	17.3%	\$786,500	39.9%
UPPER COOMERA	108	\$519,250	-0.1%	460	\$500,000	\$485,000	3.1%	\$432,750	15.5%
VARSITY LAKES	44	\$635,000	-2.3%	154	\$635,000	\$610,000	4.1%	\$550,000	15.5%
WONGAWALLAN ^	2	N/A	N/A	24	\$892,250	\$860,000	3.8%	\$616,000	44.8%
WORONGARY	10	\$619,500	N/A	39	\$552,000	\$545,000	1.3%	\$425,000	29.9%
WORONGARY ^	9	N/A	N/A	34	\$870,000	\$787,500	10.5%	\$730,000	19.2%



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
GOLD COAST (LGA)	1805	\$446,750	5.1%	6762	\$433,500	\$411,000	5.5%	\$379,000	14.4%
ARUNDEL	13	\$308,500	N/A	54	\$332,500	\$340,000	-2.2%	\$320,000	3.9%
ASHMORE	19	\$387,500	2.2%	57	\$355,500	\$329,000	8.1%	\$295,000	20.5%
BENOWA	19	\$542,500	-9.4%	84	\$545,000	\$480,000	13.5%	\$540,000	0.9%
BIGGERA WATERS	59	\$378,000	-0.5%	219	\$379,000	\$355,000	6.8%	\$436,000	-13.1%
BILINGA	17	\$725,000	N/A	51	\$635,000	\$672,500	-5.6%	\$492,000	29.1%
BROADBEACH	114	\$557,500	-2.2%	454	\$550,000	\$517,000	6.4%	\$435,000	26.4%
BROADBEACH WATERS	12	\$522,500	N/A	45	\$530,000	\$440,000	20.5%	\$440,000	20.5%
BUNDALL	9	N/A	N/A	31	\$472,500	\$394,000	19.9%	\$349,450	35.2%
BURLEIGH HEADS	61	\$585,000	11.4%	222	\$550,000	\$580,500	-5.3%	\$419,000	31.3%
BURLEIGH WATERS	23	\$520,000	15.6%	81	\$450,000	\$406,250	10.8%	\$370,000	21.6%
CARRARA	27	\$435,000	-7.1%	129	\$440,000	\$425,000	3.5%	\$433,000	1.6%
CLEAR ISLAND WATERS	8	N/A	N/A	34	\$477,500	\$502,000	-4.9%	\$442,500	7.9%
COOLANGATTA	51	\$605,000	-8.5%	203	\$605,000	\$600,000	0.8%	\$464,500	30.2%
COOMBABAH	21	\$377,500	-7.9%	99	\$383,500	\$355,000	8.0%	\$335,000	14.5%
COOMERA	26	\$332,500	10.8%	108	\$312,500	\$286,500	9.1%	\$342,450	-8.7%
CURRUMBIN	10	\$597,500	N/A	50	\$550,000	\$517,500	6.3%	\$425,000	29.4%
CURRUMBIN WATERS	14	\$543,500	24.9%	46	\$443,250	\$430,000	3.1%	\$359,000	23.5%
ELANORA	14	\$457,750	8.7%	60	\$432,500	\$390,000	10.9%	\$340,000	27.2%
HELENSVALE	15	\$319,500	-15.9%	49	\$325,000	\$340,000	-4.4%	\$413,750	-21.5%
HOPE ISLAND	52	\$510,000	2.0%	195	\$524,000	\$516,500	1.5%	\$540,000	-3.0%
LABRADOR	90	\$370,000	2.2%	317	\$359,000	\$345,000	4.1%	\$330,000	8.8%
MAIN BEACH	55	\$727,500	11.9%	214	\$740,000	\$750,000	-1.3%	\$636,000	16.4%
MERMAID BEACH	57	\$480,000	6.7%	201	\$463,750	\$435,000	6.6%	\$356,250	30.2%
MERMAID WATERS	26	\$443,000	11.4%	117	\$420,000	\$385,500	8.9%	\$359,500	16.8%
MERRIMAC	18	\$353,500	4.9%	75	\$355,000	\$357,500	-0.7%	\$364,500	-2.6%
MIAMI	37	\$580,000	31.8%	113	\$505,000	\$435,000	16.1%	\$402,500	25.5%
MOLENDINAR	5	N/A	N/A	30	\$317,500	\$291,500	8.9%	\$295,000	7.6%
MUDGEERABA	17	\$400,500	2.0%	75	\$408,000	\$382,500	6.7%	\$348,500	17.1%
NERANG	18	\$328,000	2.5%	88	\$325,000	\$305,000	6.6%	\$300,000	8.3%
OXENFORD	10	\$310,000	N/A	34	\$327,000	\$306,000	6.9%	\$290,000	12.8%
PACIFIC PINES	13	\$340,000	11.5%	66	\$332,500	\$327,500	1.5%	\$342,500	-2.9%
PALM BEACH	64	\$537,150	-2.6%	236	\$502,000	\$455,000	10.3%	\$343,750	46.0%
PARADISE POINT	22	\$682,500	-1.1%	84	\$820,000	\$742,500	10.4%	\$650,000	26.2%

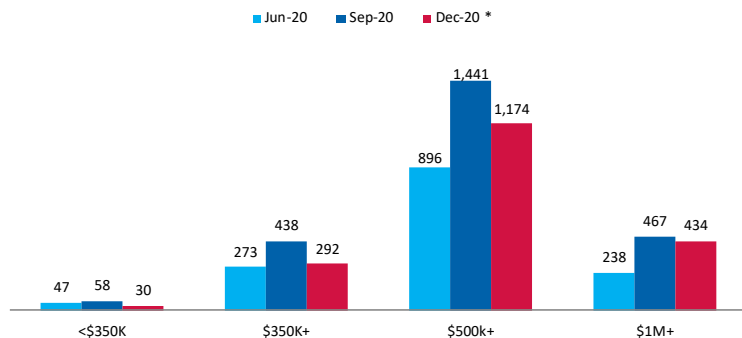
SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

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
PIMPAMA	6	N/A	N/A	26	\$335,000	\$335,000	0.0%	\$320,000	4.7%
REEDY CREEK	13	\$400,000	6.7%	52	\$380,000	\$362,000	5.0%	\$305,000	24.6%
ROBINA	87	\$489,000	18.3%	272	\$455,000	\$431,250	5.5%	\$430,000	5.8%
RUNAWAY BAY	38	\$580,000	27.2%	147	\$530,000	\$470,000	12.8%	\$452,500	17.1%
SOUTH STRADBROKE	7	N/A	N/A	26	\$116,000	\$142,000	-18.3%	N/A	N/A
SOUTHPORT	176	\$367,500	11.4%	565	\$360,000	\$350,000	2.9%	\$380,000	-5.3%
SURFERS PARADISE	323	\$400,000	0.0%	1245	\$392,250	\$370,000	6.0%	\$354,250	10.7%
TUGUN	30	\$587,500	23.7%	109	\$505,000	\$470,000	7.4%	\$372,000	35.8%
UPPER COOMERA	14	\$355,000	0.0%	84	\$350,000	\$327,500	6.9%	\$325,000	7.7%
VARSITY LAKES	68	\$470,000	4.2%	217	\$442,250	\$426,500	3.7%	\$400,000	10.6%

SALES MARKET - VACANT LAND <2400m²

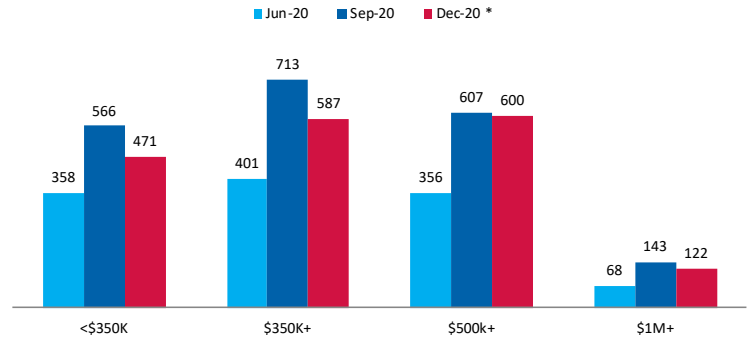
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GOLD COAST (LGA)	147	\$340,000	13.7%	1083	\$290,000	\$289,000	0.3%	\$239,000	21.3%
GOLD COAST (LGA) ^	34	\$750,000	34.2%	142	\$565,000	\$520,000	8.7%	\$385,000	46.8%
ARUNDEL	0	N/A	N/A	15	N/A	\$362,000	N/A	N/A	N/A
COOMERA	35	\$298,000	2.8%	219	\$290,000	\$285,450	1.6%	\$236,900	22.4%
HELENSVALE	16	\$444,950	N/A	97	\$399,900	\$389,900	2.6%	\$540,000	-25.9%
HOPE ISLAND	19	\$666,000	11.5%	53	\$650,000	\$695,000	-6.5%	N/A	N/A
JACOBS WELL	4	N/A	N/A	35	\$570,000	\$305,000	86.9%	N/A	N/A
MAUDSLAND ^	0	N/A	N/A	13	N/A	\$497,500	N/A	N/A	N/A
ORMEAU	7	N/A	N/A	91	\$260,000	\$255,950	1.6%	\$231,500	12.3%
PIMPAMA	37	\$273,500	1.3%	366	\$272,000	\$271,000	0.4%	\$239,000	13.8%
UPPER COOMERA	3	N/A	N/A	24	\$375,000	\$293,280	27.9%	\$240,000	56.3%

GOLD COAST HOUSE SALES



*Preliminary data
Houses<2400m²

GOLD COAST UNIT SALES



*Preliminary data

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$540	770	\$520	1010	\$450	909
4208	Gilberton/Jacobs Well/Ormeau	\$428	18	\$420	15	\$400	18
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$420	135	\$400	154	\$390	111
4210	Oxenford/Studio Village/Wongawallan	\$505	12	\$460	16	\$395	19
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$500	63	\$450	79	\$425	84
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$550	38	\$535	60	\$475	63
4213	Austinville/Mudgeeraba/Springbrook/ Tallai/ Worongary	\$570	23	\$540	35	\$450	37
4214	Arundel/Ashmore/Ernest/ Parkwood	\$505	58	\$480	70	\$435	76
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$500	100	\$480	117	\$440	112
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$500	39	\$500	61	\$460	66
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$665	32	\$630	33	\$595	36
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$700	45	\$630	56	\$580	57
4220	Andrews/Burleigh/Miami/Tally Valley	\$640	53	\$640	84	\$550	49
4221	Elanora/Palm Bch	\$685	30	\$620	72	\$530	53
4223	Currumbin/Currumbin Valley	\$620	25	\$593	28	\$480	31
4224	Tugun	N/A	3	\$565	12	\$460	8
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	N/A	3	\$550	5	\$440	8
4226	Kerrydale/Merrimac/Robina	\$563	60	\$545	68	\$480	48
4227	Reedy Ck/Stephens/Varsity Lakes	\$580	31	\$540	43	\$480	32
	Scenic Rim Regional	\$350	75	\$350	94	\$350	108
4270	Tamborine/ Biddaddaba/ Boyland/ Mundoolun/ Wanglepong	N/A	3	N/A	3	\$450	6
4272	Mt Tamborine	\$480	17	\$450	25	\$425	29
4275	Benobble/ Biddaddaba/ Boyland/ Canungra/ Ferny Glen/ Flying Fox/ Illinbah/ Lamington National Park/ Sarabah/ Witheren/ Wanglepong	N/A	3	N/A	3	\$420	9
4285	Beaudesert/ Cedar Vale/ Innisplain/ Kooralbyn/ Lamington	\$340	30	\$330	41	\$300	34
4309	Aratula/ Kalbar	N/A	1	\$320	8	\$280	8
4310	Boonah/ Duganden/ Mt Alford	\$310	17	\$280	13	\$280	14

RENTAL MARKET - 2 BED UNITS

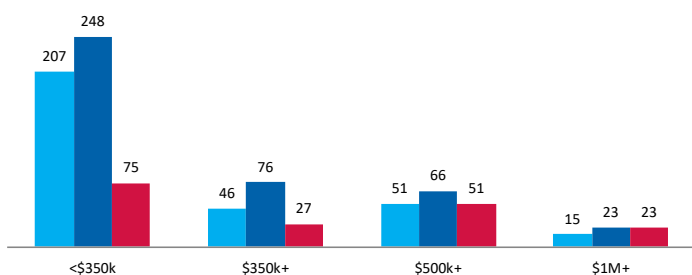
POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$450	2447	\$450	2701	\$380	2253
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$340	17	\$343	18	\$248	9
4210	Oxenford/Studio Village/Wongawallan	\$355	18	\$355	20	\$320	21
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$425	34	\$405	42	\$320	51
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$458	66	\$420	45	\$400	46
4213	Austinville/ Bonogin/ Mugeeraba/ Neranwood/ Springbrook/ Tallai/ Worongary	N/A	3	\$400	6	N/A	3
4214	Arundel/Ashmore/Ernest/ Parkwood	\$398	14	\$375	18	\$310	21
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$430	702	\$430	718	\$360	535
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$440	193	\$410	190	\$390	230
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$475	551	\$470	553	\$425	474
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$480	259	\$450	322	\$385	271
4220	Andrews/Burleigh/Miami/Tally Valley	\$460	171	\$460	175	\$410	185
4221	Elanora/Palm Bch	\$465	112	\$430	154	\$350	121
4223	Currumbin/Currumbin Valley	\$500	23	\$440	25	\$370	32
4224	Tugun	\$438	20	\$433	40	\$360	38
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	\$450	82	\$430	130	\$370	94
4226	Kerrydale/Merrimac/Robina	\$468	60	\$455	108	\$420	55
4227	Reedy Ck/Stephens/Varsity Lakes	\$490	120	\$475	136	\$400	64
	Scenic Rim Regional	\$270	37	\$265	24	\$220	36
4272	North Tamborine/ Tamborine Mountain	N/A	2	N/A	1	N/A	0
4285	Beaudesert/ Cedar Vale/ Innisplain/ Kooralbyn/ Lamington/ etc	\$265	34	\$260	22	\$220	29

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GOLD COAST CITY	\$470	961	\$450	1072	\$410	1056
4208	Gilberton/Jacobs Well/Ormeau	\$410	5	\$395	9	\$385	14
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$400	193	\$390	192	\$370	145
4210	Oxenford/Studio Village/Wongawallan	\$425	17	\$418	16	\$370	19
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$420	111	\$415	157	\$390	173
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$520	57	\$500	51	\$430	46
4213	Austinville/Mudgeeraba/Springbrook/ Tallai/ Worongary	\$460	23	\$438	26	\$375	36
4214	Arundel/Ashmore/Ernest/ Parkwood	\$430	32	\$440	38	\$385	34
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$480	127	\$450	97	\$400	113
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$450	58	\$450	76	\$420	88
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$550	36	\$545	40	\$470	41
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$600	21	\$630	26	\$495	23
4220	Andrews/Burleigh/Miami/Tally Valley	\$550	19	\$490	46	\$530	28
4221	Elanora/Palm Bch	\$600	25	\$600	33	\$450	27
4223	Currumbin/Currumbin Valley	\$490	14	\$465	17	\$420	15
4224	Tugun	\$540	6	\$543	14	\$440	19
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	\$610	6	\$640	5	N/A	1
4226	Kerrydale/Merrimac/Robina	\$550	160	\$530	165	\$480	169
4227	Reedy Ck/Stephens/Varsity Lakes	\$530	47	\$500	63	\$465	63

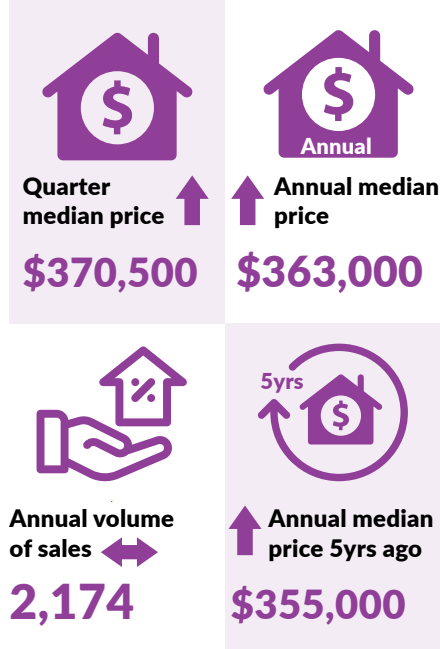
GOLD COAST LAND SALES

■ Jun-20 ■ Sep-20 ■ Dec-20 *

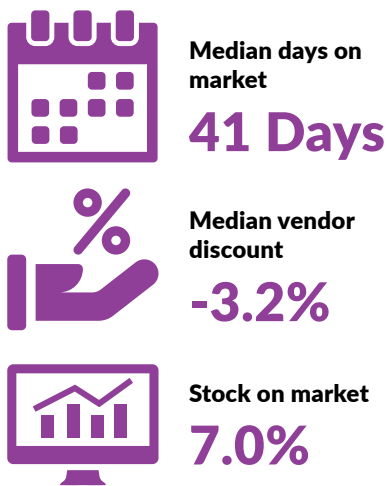


*Preliminary data

HOUSE MARKET (<2400M²)



HOUSE MARKET ALL



The Toowoomba house market finished last year with a continuation of its rising market conditions. The region's median house price increased 2.7% over the quarter to be \$370,500 over the quarter.

Toowoomba Prices Tracking North

The Toowoomba property market, like most other regional areas, is experiencing its best conditions for quite some time. Median house and unit prices are rising, with strong demand from local and interstate buyers pushing up sale prices. The Toowoomba median house price increased 2.7% over the quarter to be \$370,500 over the quarter and recorded price growth of 3.7% for the year.

However, the region's unit market was one of the best performing major regions in the state last year with the Toowoomba median unit price increasing by 9.7% in the December quarter, as well as a median increase of 9.6% over the year to \$285,000. Meanwhile, its vacant land market was under significant pressure from extraordinary demand last year with a staggering jump in sales of nearly 120% over the year. The supply of land in the region is drying up, which is expected to put even more pressure on prices.

Toowoomba's rental market continues to be in deep undersupply territory, with a vacancy rate of just 0.9% recorded in December. Weekly rents are correspondingly rising, with some tenants running the numbers on whether it's more affordable for them to become homeowners instead.

Indeed, many tenants are opting to buy a home or investment property, with the cost of borrowing so low, but rents rising fast. According to local experts, an interesting trend to watch this year will be the growing tree change movement that began in 2020. With lockdowns around the nation motivating many people to consider a tree change, it's expected that demand for lifestyle or rural properties will remain robust throughout the year ahead.

House Market <2400m²

The Toowoomba house market finished last year with a continuation of its rising market conditions. The region's median house price increased 2.7% over the quarter to be \$370,500 over the quarter. The volume of house sales was also up by 19% compared to the year before. According to local valuers, the market will continue to be buoyed by the ongoing interest from interstate buyers this year, with agents reporting strong enquiry levels.

A trend to watch this year will also be the demand for affordable inner-city product with renovation potential. This dwelling type can largely be found in suburbs such as Newtown, Toowoomba City, North Toowoomba and South Toowoomba.

Local valuers say the market generally should see strong demand for sub \$400,000 dwellings where buyers perceive an ability to value-add to their property post-purchase. Another driving factor is set to be the significant trend away from renting to owning for segments of the population, which is being underpinned by strong competition for rental properties and the very low cost of borrowing money.

Unit Market

The Toowoomba unit market was one of the best performing major regions in the state last year. With median unit price growth of 9.7% recorded in the December quarter as well as a median increase of 9.6% over the year, the region's unit market is in fine shape indeed.

Over the December quarter, the median unit price was \$299,000 with the most sales recorded in Kearneys Spring over the period. The volume of unit sales recorded a drop over the year, no doubt due to the paucity of stock hitting the market. But that didn't stop some significant median unit price increases being recorded over the year in suburbs such as East Toowoomba (which recorded the State's highest annual percentage price change of 79.1%), Newtown and South Toowoomba, however, new higher-priced unit stock is likely the reason for the price spike.

Vacant Land Market

Toowoomba has always had a healthy vacant land market, with last year being no exception. It's clear that buyers took advantage of government initiatives to buy vacant

EMPLOYMENT MARKET

TOOWOOMBA



Unemployment Rate

5.0%



Participation Rate

62.3%

UNIT MARKET



Quarter
median price ↑
\$299,000



Annual
median price ↑
\$285,000

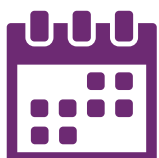


Annual volume
of sales ↔
349



↓ Annual median
price 5 yrs ago
\$307,500

UNIT MARKET



Median days on
market

72 Days



Median vendor
discount

-3.2%



Stock on market

5.7%



land with the volume of sales soaring an extraordinary 117% over the year. The median price of vacant land in Toowoomba finished the year at \$180,000 with the most sales recorded in Cotswold Hills, which had a median sale price of \$155,000.

According to local valuers, 2020 saw increased demand for vacant land in the region due to the well-publicised introduction of government stimulus packages. It's likely that 2021 will continue this trend with significant demand expected for both vacant land and established housing.

New construction activity across the Darling Downs region is expected to continue deep into this year as well, with a number of builders already reporting a full calendar of work for the next 12 months. It seems the biggest constraint facing the local market in 2021 is the availability of vacant land with fringe suburbs to both the north and south of Toowoomba presenting the highest availability of vacant land.

A variety of housing estates and new developments in locations such as Highfields, Kleinton, Kearneys Spring and Cotswold Hill contain the predominant parcels of new land supply in the region. But like many other regional areas in Queensland, with the strong uptick in new house and land sales over the past year, a skills shortage is also beckoning in the construction sector.

Rental market

The Toowoomba rental market has continued its serious undersupply of available rental properties with a vacancy rate of just 0.9% recorded in December. The situation is not new, however, with the region posting vacancy rates below 2.0% for more than two years now.

It's an understatement to say tenants are facing increased difficulty trying to find a suitable rental property with rents increasing at the same time. This tough situation is turning some tenants into homebuyers or investors probably sooner than would have previously been the case.

The median weekly rent of a two-bedroom unit in Toowoomba increased 8.0% to \$270 over the year to December while the median weekly rent for a three-bedroom house rose 3.1% to \$330 over the same period. Gross rental yields in Toowoomba are remaining solid with 4.6% recorded for houses and 4.7% for units.



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)	99	\$299,000	9.7%	349	\$285,000	\$260,000	9.6%	\$307,500	-7.3%
CENTENARY HEIGHTS	6	N/A	N/A	24	\$340,000	\$350,000	-2.9%	\$329,000	3.3%
EAST TOOWOOMBA	8	N/A	N/A	38	\$497,000	\$277,500	79.1%	\$359,000	38.4%
HARRISTOWN	5	N/A	N/A	21	\$242,500	\$207,500	16.9%	\$235,750	2.9%
KEARNEYS SPRING	23	\$281,500	N/A	46	\$283,000	\$285,000	-0.7%	\$311,750	-9.2%
NEWTOWN	8	N/A	N/A	31	\$252,500	\$220,000	14.8%	\$285,000	-11.4%
RANGEVILLE	9	N/A	N/A	33	\$336,000	N/A	N/A	\$345,000	-2.6%
SOUTH TOOWOOMBA	3	N/A	N/A	21	\$300,000	\$242,750	23.6%	\$313,450	-4.3%
SURROUNDS									
WESTERN DOWNS (LGA)	11	\$148,000	N/A	42	\$129,500	\$190,000	-31.8%	N/A	N/A

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
TOOWOOMBA (LGA)	48	\$165,000	-6.4%	523	\$180,000	\$190,000	-5.3%	\$170,000	5.9%
TOOWOOMBA (LGA) ^	52	\$332,500	67.5%	252	\$210,000	\$203,000	3.4%	\$210,000	0.0%
COTSWOLD HILLS	7	N/A	N/A	71	\$155,000	N/A	N/A	N/A	N/A
HIGHFIELDS	5	N/A	N/A	66	\$188,000	\$187,000	0.5%	N/A	N/A
HIGHFIELDS ^	4	N/A	N/A	21	\$218,000	N/A	N/A	N/A	N/A
KEARNEYS SPRING	2	N/A	N/A	36	\$200,500	N/A	N/A	\$189,500	5.8%
KLEINTON	3	N/A	N/A	53	\$191,000	N/A	N/A	\$181,500	5.2%
MIDDLE RIDGE	2	N/A	N/A	58	\$245,700	\$235,800	4.2%	\$240,000	2.4%
WITHCOTT ^	3	N/A	N/A	29	\$220,000	N/A	N/A	N/A	N/A
SURROUNDS									
GOONDIWINDI (LGA)	8	N/A	N/A	35	\$87,500	\$14,750	493.2%	N/A	N/A
SOUTHERN DOWNS (LGA)	21	\$83,000	-5.7%	88	\$83,500	\$100,000	-16.5%	\$87,750	-4.8%
SOUTHERN DOWNS (LGA) ^	21	\$210,000	55.6%	148	\$125,500	\$110,000	14.1%	\$132,500	-5.3%
WESTERN DOWNS (LGA)	7	N/A	N/A	33	\$29,000	\$35,000	-17.1%	N/A	N/A
WESTERN DOWNS (LGA) ^	33	\$37,500	32.7%	183	\$35,000	\$30,000	16.7%	\$35,000	0.0%

RENTAL MARKET

FOR RENT

Vacancy Rates

0.9%



House Yields

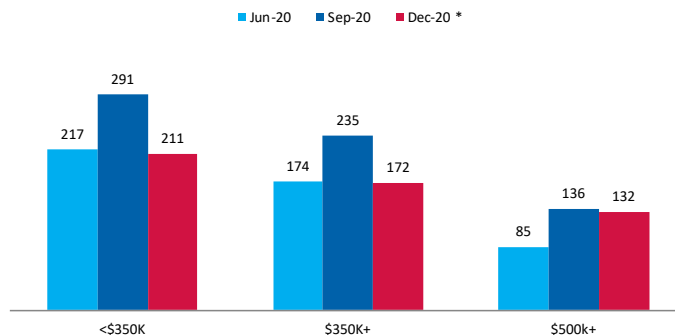
4.6%



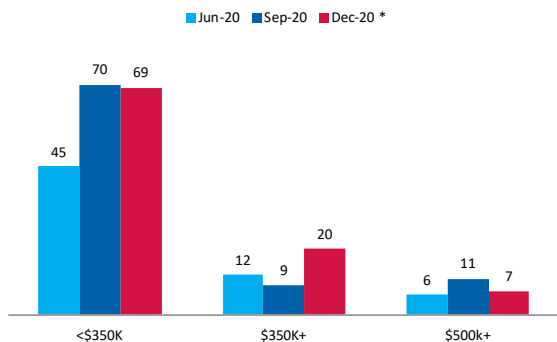
Unit Yields

4.7%

TOOWOOMBA HOUSE SALES

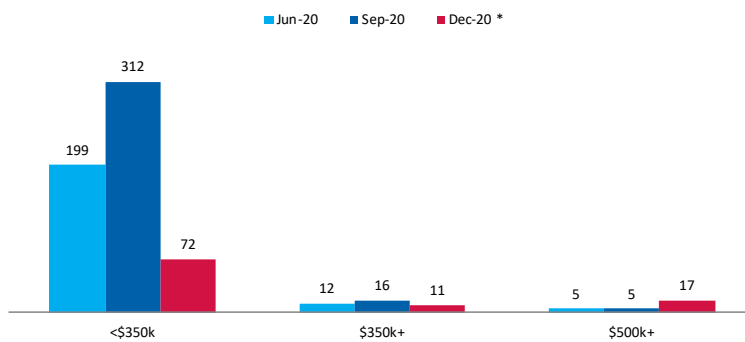
*Preliminary data
Houses<2400m²

TOOWOOMBA UNIT SALES



*Preliminary data

TOOWOOMBA LAND SALES



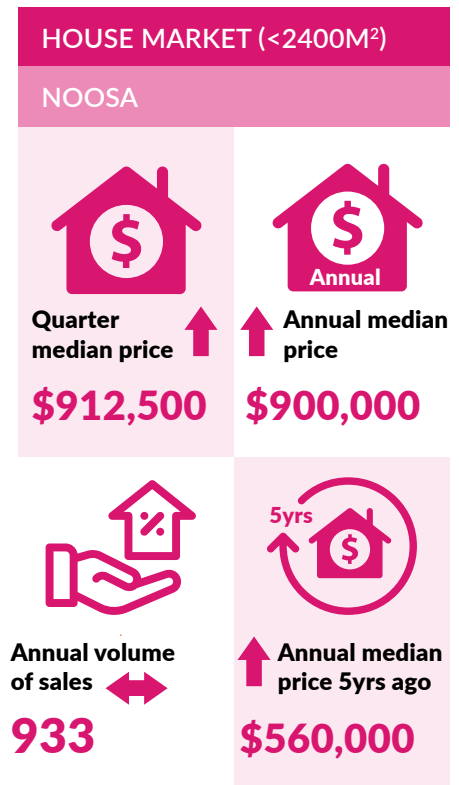
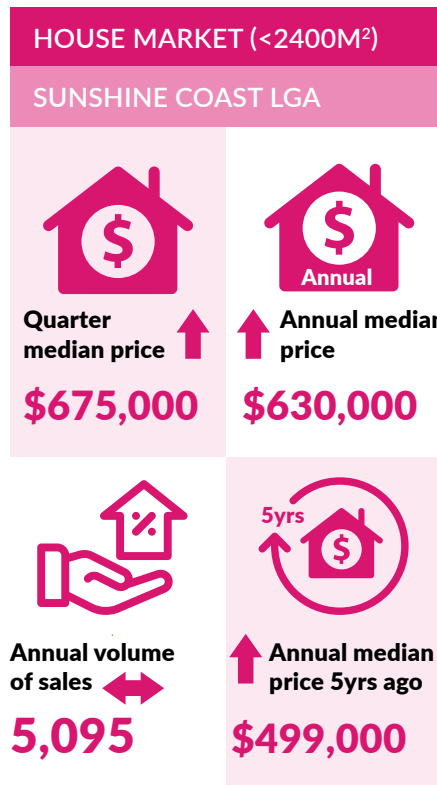
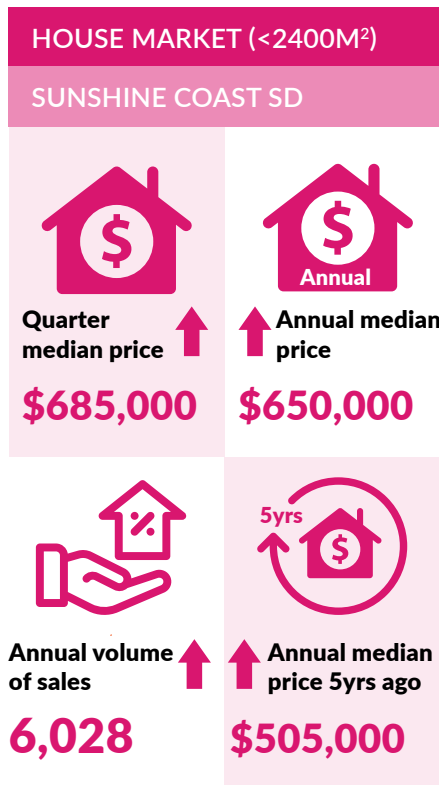
*Preliminary data

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
CROWS NEST	11	\$255,000	N/A	32	\$258,750	\$237,000	9.2%	\$240,000	7.8%
DARLING HEIGHTS	14	\$339,500	-6.5%	52	\$346,500	\$325,000	6.6%	\$350,000	-1.0%
EAST TOOWOOMBA	28	\$670,000	18.6%	101	\$560,000	\$500,000	12.0%	\$463,750	20.8%
GLENVALE	27	\$360,000	5.9%	90	\$350,000	\$355,500	-1.5%	\$370,000	-5.4%
GLENVALE ^	8	N/A	N/A	23	\$530,000	\$577,250	-8.2%	\$515,000	2.9%
HARLAXTON	7	N/A	N/A	40	\$292,000	\$290,000	0.7%	\$279,000	4.7%
HARRISTOWN	29	\$335,000	4.7%	128	\$321,250	\$301,000	6.7%	\$320,000	0.4%
HIGHFIELDS	18	\$545,000	7.3%	62	\$515,000	\$494,000	4.3%	\$460,000	12.0%
HIGHFIELDS ^	25	\$620,000	6.9%	101	\$577,000	\$549,500	5.0%	\$525,000	9.9%
KEARNEYS SPRING	37	\$440,000	6.0%	143	\$399,999	\$376,000	6.4%	\$368,000	8.7%
KLEINTON	8	N/A	N/A	47	\$549,000	\$530,000	3.6%	\$527,000	4.2%
MERINGANDAN WEST ^	7	N/A	N/A	27	\$390,000	\$380,000	2.6%	\$411,500	-5.2%
MIDDLE RIDGE	28	\$604,500	9.9%	106	\$581,000	\$549,500	5.7%	\$490,000	18.6%
MOUNT LOFTY	30	\$597,500	21.9%	106	\$492,500	\$465,000	5.9%	\$483,000	2.0%
NEWTOWN	42	\$317,500	N/A	185	\$309,000	\$302,500	2.1%	\$315,000	-1.9%
NORTH TOOWOOMBA	14	\$325,000	-25.3%	74	\$365,000	\$332,500	9.8%	\$321,000	13.7%
Oakey	7	N/A	N/A	42	\$230,000	\$207,500	10.8%	\$235,750	-2.4%
PITTSWORTH	12	\$292,500	N/A	45	\$298,000	\$297,500	0.2%	\$285,000	4.6%
RANGEVILLE	27	\$525,000	18.5%	152	\$460,500	\$447,500	2.9%	\$437,500	5.3%
ROCKVILLE	15	\$285,000	14.0%	51	\$285,000	\$265,000	7.5%	\$273,000	4.4%
SOUTH TOOWOOMBA	10	\$416,500	23.0%	83	\$345,000	\$336,000	2.7%	\$333,750	3.4%
TOOWOOMBA CITY	4	N/A	N/A	27	\$330,000	\$320,000	3.1%	\$342,500	-3.6%
WESTBROOK	11	\$470,000	N/A	48	\$465,000	\$466,000	-0.2%	\$450,500	3.2%
WILSONTON	23	\$317,500	-0.8%	97	\$315,000	\$290,000	8.6%	\$315,000	0.0%
WILSONTON HEIGHTS	13	\$285,000	1.2%	48	\$275,000	\$252,500	8.9%	\$284,000	-3.2%
WITHCOTT ^	6	N/A	N/A	37	\$450,000	\$429,750	4.7%	\$390,000	15.4%
WYREMA	7	N/A	N/A	32	\$339,500	\$325,000	4.5%	\$325,000	4.5%
SURROUNDS									
GOONDIWINDI (LGA)	22	\$195,000	-35.0%	94	\$265,000	\$295,000	-10.2%	\$243,500	8.8%
GOONDIWINDI (LGA) ^	9	N/A	N/A	35	\$380,000	\$345,000	10.1%	\$384,399	-1.1%
GOONDIWINDI	11	\$331,250	0.4%	64	\$326,250	\$340,000	-4.0%	\$305,000	7.0%
SOUTHERN DOWNS (LGA)	93	\$250,000	-12.0%	377	\$250,000	\$258,500	-3.3%	\$235,000	6.4%
SOUTHERN DOWNS (LGA) ^	49	\$365,000	-12.0%	200	\$375,000	\$380,500	-1.4%	\$350,000	7.1%
STANTHORPE	13	\$273,000	-2.7%	66	\$276,250	\$255,000	8.3%	\$235,000	17.6%
WARWICK	52	\$238,000	-17.4%	222	\$241,000	\$262,500	-8.2%	\$235,000	2.6%
WESTERN DOWNS (LGA)	60	\$235,000	9.3%	280	\$210,000	\$187,000	12.3%	\$240,000	-12.5%
WESTERN DOWNS (LGA) ^	33	\$250,000	-17.6%	163	\$303,500	\$320,000	-5.2%	\$325,000	-6.6%
CHINCHILLA	17	\$215,000	14.1%	83	\$210,000	\$195,000	7.7%	\$292,284	-28.2%
DALBY	32	\$258,750	10.5%	131	\$250,000	\$212,500	17.6%	\$243,500	2.7%
DALBY ^	10	\$380,000	N/A	62	\$415,000	\$400,000	3.8%	\$417,500	-0.6%
TARA ^	12	\$96,000	N/A	33	\$97,000	\$78,000	24.4%	\$70,000	38.6%

RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY^	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$340	35	\$338	38	\$315	29
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonsanton	\$340	35	\$338	38	\$315	29
SOUTHERN DOWNS REGIONAL		N/A	2	N/A	3	\$265	7
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	N/A	1	N/A	3	\$265	5
WESTERN DOWNS REGIONAL		\$240	6	\$225	12	\$200	16
4413	Chinchilla	N/A	2	\$230	6	\$200	10

RENTAL MARKET - 2 BED UNITS							
POST CODE	LOCALITY^	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$270	298	\$250	395	\$245	385
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonsanton	\$270	283	\$255	368	\$250	359
4352	Cabarlah/Gowrie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcott/Wyreema	\$250	8	\$270	9	\$280	5
4356	Bongeen/ Broxburn/ Evanslea/ Irongate/ Kincora/ Linthorpe/ Motley/ Mount Tyson/ North Branch/ Norwin/ Pittsworth/ Purrawunda/ Rossvale/ Scrubby Mountain/ Springside/ St Helens/ Stoneleigh/ Yarranlea	N/A	1	N/A	2	N/A	1
4401	Oakey	N/A	2	\$220	11	\$205	7
GOONDIWINDI REGIONAL		\$250	27	\$220	27	\$190	17
4390	Goondiwindi	\$248	26	\$220	23	\$190	16
SOUTHERN DOWNS REGIONAL		\$210	35	\$210	57	\$200	61
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$210	27	\$205	40	\$200	34
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$233	6	\$248	16	\$230	26
WESTERN DOWNS REGIONAL		\$205	43	\$185	53	\$165	65
4405	Dalby	\$195	23	\$190	31	\$190	31
4413	Chinchilla	\$230	13	\$180	16	\$150	28
4415	Miles	N/A	4	N/A	1	N/A	4
4419	Cookatao/ Grosmont/ Wandoan	N/A	2	N/A	1	N/A	0

RENTAL MARKET - 3 BED HOUSES							
POST CODE	LOCALITY^	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$330	441	\$320	578	\$300	551
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonsanton	\$340	359	\$325	445	\$300	455
4352	Cabarlah/Gowrie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcott/Wyreema	\$380	19	\$360	31	\$370	21
4355	Crows Nest/Emu Creek	\$278	10	\$273	10	\$265	13
4356	Pittsworth/Mount Tyson	\$283	8	\$288	14	\$285	6
4357	Millmerran	\$250	5	\$265	8	\$220	12
4358	Cambaoya/Ramsay	\$320	5	\$320	5	N/A	2
4361	Clifton	N/A	3	\$275	8	\$260	7
4400	Kingshorpe	N/A	3	N/A	4	N/A	3
4401	Oakey	\$260	15	\$270	37	\$270	18
GOONDIWINDI REGIONAL		\$300	44	\$308	40	\$265	35
4387	Inglewood	\$230	5	\$230	5	\$200	5
4390	Goondiwindi	\$320	34	\$328	32	\$290	27
SOUTHERN DOWNS REGIONAL		\$280	133	\$275	130	\$265	163
4362	Allora/Hendon/Talgai/Berat/Deuchar	N/A	4	\$315	6	N/A	4
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$278	58	\$275	68	\$255	87
4373	Killarney/ The Falls/ The Head	\$273	6	N/A	3	\$255	6
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$300	53	\$280	42	\$325	52
WESTERN DOWNS REGIONAL		\$260	95	\$240	101	\$215	123
4405	Dalby	\$270	52	\$250	56	\$230	67
4410	Jandowae	N/A	2	\$210	9	N/A	2
4413	Chinchilla	\$255	20	\$240	19	\$200	42
4415	Miles	\$210	9	\$185	11	\$180	6
4419	Cookatao/ Grosmont/ Wandoan	N/A	2	N/A	1	N/A	1



EMPLOYMENT MARKET SUNSHINE COAST



Unemployment Rate

6.4%



Participation Rate

62.2%

The Sunshine Coast's housing market continues to be the toast of the State with strong upward pressure on prices being recorded.

The Sun Shines Strong Over Sunshine Coast

It's likely to come as no surprise to anyone following the Queensland property market that the Sunshine Coast property and rental markets have again continued their super-strong run of results over the December quarter.

Indeed, the region's house market recorded price growth of 8.9% over the quarter and finished the year up 7.7% compared to the year before – making the Sunshine Coast LGA median house price now \$630,000.

Looking across other categories, the region's unit market has experienced robust market conditions as well, with price growth of 8.0% over the year ending December. Vacant land sales were also in hot demand from buyers last year, up more than 20% over the year, as first home buyers, investors and upgraders competed to secure their own slice of coastal land.

The Sunshine Coast's rental market has seemingly suffering from a significant undersupply of property as more new residents shift to the region than leave it for elsewhere. Investors also sold off some of their stock during the peak of the pandemic unease last year which has reduced supply even further. Recording a vacancy rate of just 0.4% in December, and with rents rising sharply, the dire rental situation for tenants is unfortunately not likely to improve for some time yet.

House Market <2400m²

The Sunshine Coast's housing market continues to be the toast of the State with strong upward pressure on prices being recorded. Over the December quarter, the median house price for the Sunshine Coast LGA increased a staggering 8.9% to \$675,000 and was 7.7% higher over the year. Price growth in the Noosa region appeared to be moderating at the tail end of last year with a median house price rise of 2.0% recorded. Over the year, though, Noosa continued to be the standout major region with an increase of 15.4%.

REIQ Sunshine Coast Zone Chair Matt Diesel said the usual timeframe of sales campaigns had evaporated. "You may not be doing as many open homes as you do



traditionally, because normally you'd have that property on the market for about four to six weeks, depending on what it is. Now it's literally gone in the first week. Even if it has no price, it's gone in the first two weeks," he further explained.

According to CoreLogic data, total property listings on the Sunshine Coast are at their lowest level for more than a decade. This shortage of stock is clearly playing its part in driving buyer activity and prices with a 23% increase in house sales on the coast over the year. And in Noosa, where the annual median house price is now \$910,000, the number of house sales grew by 22% over the same period. Investors have started to make a return to the coast market as well, partly driven by the region's very strong rental market.

Unit Market

The Sunshine Coast has always had a stellar unit market, courtesy of its myriad desirable locations including ocean, river and hinterland views stretching from Caloundra to Noosa. This is one of the reasons why its unit sector has continued to show price growth when other regional locations have recorded contradictory conditions over recent years.

This latest quarter is no exception, with the Sunshine Coast median unit price posting a median price increase of 2.2% and impressive growth of 8.0% over the year ending December. The volume of unit sales on the Sunshine Coast reduced over the past year, but this is more a reflection of the low stock levels available than anything. Indeed, according to CoreLogic data, there were fewer than 1,800 units for sale on the coast in February 2021 – the lowest number since at least 2010.

Vacant Land Market

The Sunshine Coast land market was in robust demand from buyers over the past year, with the volume of sales up by more than 21%. Over the December quarter, the median vacant land price jumped by more than 36%, however, such a result is mostly likely due to a higher than usual number of more expensive land parcels being sold over the period.

The vacant land price increased 1.1% over the year ending December. In fact, the suburb of Baringa recorded 15 land sales

over the December quarter with a median price of just shy of \$400,000. The median price of vacant land across the Sunshine Coast more generally was about \$358,500 over the quarter.

Rental Market

The Sunshine Coast has the lowest number of rental vacancies of any major region across the State. The region posted a vacancy rate of just 0.4% in December but within its boundaries some areas, such as Caloundra, Maroochydore, and Noosa, reported a vacancy rate of just 0.3%. In fact, the number of vacancies is the lowest of all publicly available data that goes back to 2005.

The Sunshine Coast has welcomed a number of new residents over the past year, with more people able to work remotely as well as seeking a lifestyle change, which the coast offers in comparatively affordable spades. However, like other major regional areas, its rental market had been suffering from more demand than supply before last year, due to a reduction in investment activity as well as well as new supply.

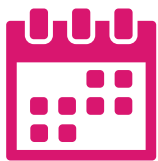
Unsurprisingly, weekly rents are increasing off the back of the undersupply of rental property. The median weekly rent of a two-bedroom unit on the Sunshine Coast increased 7.9% to \$410 between December last year and the year before while the median weekly rent for a three-bedroom house grew by 6.5% to \$490 over the same period.

Strong sales price growth is starting to impact yields, but most investors would be more than happy with the capital growth they are achieving in their portfolios. The gross rental yield for units is currently 4.7% and for houses it is 3.8% on the Sunshine Coast.



HOUSE MARKET ALL

SUNSHINE COAST SD

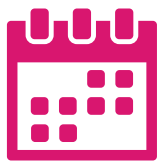
Median days on
market**39 Days**Median vendor
discount**-3.1%**

Stock on market

7.9%

HOUSE MARKET ALL

SUNSHINE COAST LGA

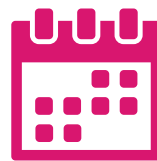
Median days on
market**37 Days**Median vendor
discount**-2.9%**

Stock on market

7.9%

HOUSE MARKET ALL

NOOSA

Median days on
market**50 Days**Median vendor
discount**-3.7%**

Stock on market

7.8%

UNIT MARKET

SUNSHINE COAST SD

Quarter
median price**\$490,000**

Annual

Annual median
price**\$475,000**Annual volume
of sales**2,973**Annual median
price 5 yrs ago**\$379,500**

UNIT MARKET

SUNSHINE COAST LGA

Quarter
median price**\$455,000**

Annual

Annual median
price**\$443,000**Annual volume
of sales**2,375**Annual median
price 5 yrs ago**\$370,000**

UNIT MARKET

NOOSA

Quarter
median price**\$735,000**

Annual

Annual median
price**\$710,000**Annual volume
of sales**598**Annual median
price 5 yrs ago**\$430,000**



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UNIT MARKET

SUNSHINE COAST LGA



Median days on market

47 Days



Median vendor discount

-2.9%

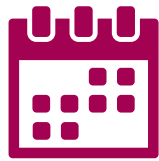


Stock on market

7.3%

UNIT MARKET

NOOSA



Median days on market

38 Days



Median vendor discount

-3.3%



Stock on market

6.0%

RENTAL MARKET

SUNSHINE COAST LGA



Vacancy Rates

0.4%



House Yields

3.8%



Unit Yields

4.7%

RENTAL MARKET

NOOSA



Vacancy Rates

0.3%



House Yields

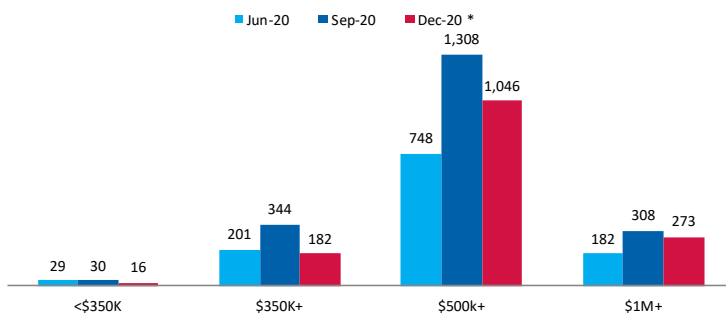
3.2%



Unit Yields

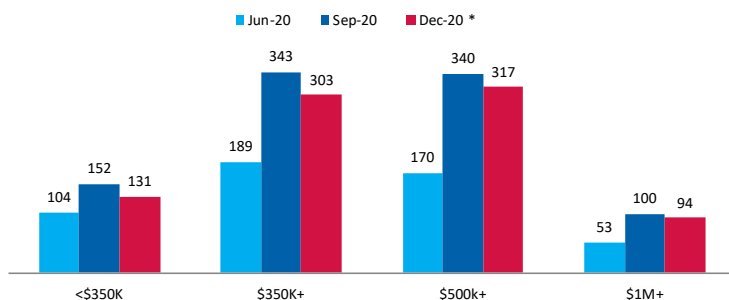
3.3%

SUNSHINE COAST & NOOSA HOUSE SALES



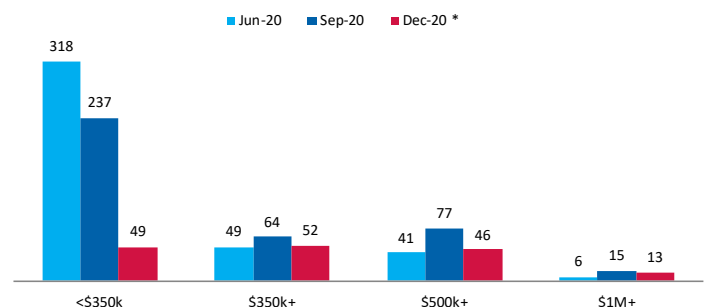
*Preliminary data
Houses<2400m²

SUNSHINE COAST & NOOSA UNIT SALES



*Preliminary data

SUNSHINE COAST & NOOSA 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
SUNSHINE COAST (SD)	1542	\$685,000	7.5%	6028	\$650,000	\$600,000	8.3%	\$505,000	28.7%
SUNSHINE COAST (SD) ^	336	\$830,000	8.2%	1376	\$780,000	\$730,000	6.8%	\$614,500	26.9%
SUNSHINE COAST (LGA)	1329	\$675,000	8.9%	5095	\$630,000	\$585,000	7.7%	\$499,000	26.3%
SUNSHINE COAST (LGA) ^	255	\$832,500	6.7%	1044	\$795,000	\$735,000	8.2%	\$620,000	28.2%
ALEXANDRA HEADLAND	15	\$1,385,000	N/A	42	\$1,210,000	\$1,050,000	15.2%	\$955,000	26.7%
AROONA	17	\$660,000	-0.4%	79	\$610,000	\$587,500	3.8%	\$467,500	30.5%
BARINGA	35	\$532,000	5.3%	126	\$499,500	\$510,000	-2.1%	N/A	N/A
BATTERY HILL	12	\$670,000	N/A	32	\$626,500	\$577,000	8.6%	\$466,500	34.3%
BEERWAH	30	\$525,000	5.4%	139	\$481,250	\$445,075	8.1%	\$396,000	21.5%
BEERWAH ^	8	N/A	N/A	38	\$675,250	\$620,000	8.9%	\$475,000	42.2%
BIRTINYA	20	\$702,500	-14.1%	60	\$730,000	\$646,000	13.0%	\$589,000	23.9%
BLI BLI	55	\$620,000	8.8%	197	\$580,000	\$547,000	6.0%	\$453,250	28.0%
BOKARINA	13	\$925,000	5.2%	59	\$879,000	\$820,000	7.2%	\$597,500	47.1%
BUDDINA	12	\$980,000	23.3%	57	\$895,000	\$845,000	5.9%	\$645,500	38.7%
BUDERIM	161	\$797,000	8.4%	560	\$740,000	\$655,000	13.0%	\$560,000	32.1%
BUDERIM ^	20	\$990,000	N/A	47	\$900,000	\$1,175,000	-23.4%	\$886,000	1.6%
BURNSIDE	9	N/A	N/A	64	\$491,000	\$460,000	6.7%	\$415,000	18.3%
CALOUNDRA	10	\$677,500	N/A	37	\$575,000	\$525,000	9.5%	N/A	N/A
CALOUNDRA WEST	39	\$530,000	16.5%	142	\$508,500	\$475,000	7.1%	\$440,000	15.6%
COES CREEK	4	N/A	N/A	26	\$502,075	\$482,000	4.2%	\$383,255	31.0%
COOLUM BEACH	40	\$865,000	21.4%	156	\$750,000	\$669,000	12.1%	\$530,000	41.5%
CURRIMUNDI	26	\$660,500	17.9%	113	\$595,000	\$542,250	9.7%	\$469,500	26.7%
DICKY BEACH	7	N/A	N/A	27	\$870,000	\$865,500	0.5%	\$750,000	16.0%
EUMUNDI	9	N/A	N/A	32	\$625,000	\$600,000	4.2%	\$517,500	20.8%
EUMUNDI ^	7	N/A	N/A	42	\$903,500	\$806,000	12.1%	\$710,000	27.3%
GLASS HOUSE MOUNTAINS	25	\$530,000	-5.8%	69	\$527,500	\$491,000	7.4%	\$415,000	27.1%
GLASS HOUSE MOUNTAINS ^	13	\$678,000	6.8%	47	\$609,000	\$578,000	5.4%	\$515,000	18.3%
GOLDEN BEACH	24	\$730,000	14.1%	96	\$642,000	\$600,000	7.0%	\$470,000	36.6%
KULUIN	5	N/A	N/A	27	\$565,000	\$502,500	12.4%	\$445,000	27.0%
LANDSBOROUGH	9	N/A	N/A	48	\$475,768	\$435,000	9.4%	\$365,000	30.3%
LANDSBOROUGH ^	8	N/A	N/A	26	\$602,500	\$620,000	-2.8%	\$532,500	13.1%
LITTLE MOUNTAIN	44	\$652,500	6.7%	146	\$610,000	\$575,000	6.1%	\$520,000	17.3%
MALENY	11	\$575,000	-5.3%	53	\$620,000	\$555,000	11.7%	\$459,000	35.1%
MALENY ^	8	N/A	N/A	42	\$907,500	\$695,000	30.6%	\$597,500	51.9%
MAPLETON	9	N/A	N/A	25	\$580,000	\$480,000	20.8%	\$413,000	40.4%
MARCOOLA	11	\$660,000	-15.2%	38	\$716,250	\$540,000	32.6%	\$523,500	36.8%
MAROOCHY RIVER^	4	N/A	N/A	31	\$842,500	\$775,000	8.7%	\$650,000	29.6%
MAROOCHYDORE	55	\$710,000	4.4%	226	\$690,000	\$641,250	7.6%	\$520,000	32.7%
MERIDAN PLAINS	26	\$525,250	1.8%	73	\$525,000	\$520,000	1.0%	\$429,500	22.2%
MINYAMA	8	N/A	N/A	39	\$1,275,000	\$1,060,000	20.3%	\$990,000	28.8%
MOFFAT BEACH	19	\$900,000	N/A	52	\$937,500	\$787,500	19.0%	\$580,000	61.6%
MOOLOOLABA	23	\$915,000	-3.9%	102	\$920,000	\$829,500	10.9%	\$655,000	40.5%
MOOLOOLAH VALLEY	2	N/A	N/A	37	\$515,000	\$455,000	13.2%	\$420,000	22.6%
MOOLOOLAH VALLEY ^	14	\$770,000	1.3%	51	\$702,500	\$680,000	3.3%	\$525,000	33.8%
MOUNT COOLUM	16	\$780,750	8.0%	61	\$740,000	\$625,000	18.4%	\$525,000	41.0%
MOUNTAIN CREEK	48	\$652,250	9.6%	208	\$620,000	\$590,000	5.1%	\$540,000	14.8%
MUDJIMBA	7	N/A	N/A	40	\$785,000	\$777,500	1.0%	\$640,000	22.7%

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	63	\$455,000	4.0%	223	\$430,000	\$409,500	5.0%	\$350,500	22.7%
NINDERRY ^	4	N/A	N/A	23	\$690,000	\$735,000	-6.1%	\$599,000	15.2%
NIRIMBA	13	\$525,000	-0.6%	67	\$525,000	\$501,650	4.7%	N/A	N/A
PACIFIC PARADISE	7	N/A	N/A	26	\$531,000	\$495,000	7.3%	\$397,500	33.6%
PALMVIEW	20	\$501,000	-8.9%	89	\$570,000	\$512,500	11.2%	N/A	N/A
PALMVIEW ^	11	\$1,016,000	N/A	28	\$837,250	\$915,000	-8.5%	N/A	N/A
PALMWOODS	38	\$610,000	14.3%	132	\$572,000	\$538,251	6.3%	\$448,750	27.5%
PARREARRA	21	\$790,000	-7.1%	91	\$790,000	\$760,000	3.9%	\$600,000	31.7%
PELICAN WATERS	54	\$839,000	6.9%	175	\$825,000	\$760,000	8.6%	\$660,000	25.0%
PEREGIAN BEACH	23	\$833,000	-1.4%	100	\$820,000	\$817,500	0.3%	\$710,000	15.5%
PEREGIAN SPRINGS	61	\$744,500	9.1%	238	\$697,500	\$645,000	8.1%	\$568,000	22.8%
ROSEMOUNT ^	4	N/A	N/A	24	\$875,000	\$744,491	17.5%	\$640,000	36.7%
SIPPY DOWNS	52	\$560,000	5.7%	185	\$535,000	\$520,000	2.9%	\$455,000	17.6%
TWIN WATERS	14	\$987,500	7.3%	64	\$922,500	\$812,000	13.6%	\$718,000	28.5%
WARANA	11	\$775,000	7.6%	61	\$770,000	\$740,500	4.0%	\$555,000	38.7%
WITTA ^	5	N/A	N/A	27	\$695,000	\$677,000	2.7%	\$499,000	39.3%
WOOMBYE	19	\$537,500	-0.8%	64	\$538,000	\$510,000	5.5%	\$433,000	24.2%
WURTULLA	24	\$772,500	7.9%	101	\$650,000	\$650,000	0.0%	\$535,000	21.5%
YANDINA	13	\$521,100	2.7%	44	\$510,000	\$441,250	15.6%	\$362,000	40.9%
YAROOMBAA	12	\$972,000	15.0%	51	\$882,000	\$820,000	7.6%	\$572,500	54.1%
NOOSA (LGA)	213	\$912,500	2.0%	933	\$900,000	\$780,000	15.4%	\$560,000	60.7%
NOOSA (LGA) ^	81	\$800,000	10.7%	332	\$749,500	\$695,000	7.8%	\$579,000	29.4%
BLACK MOUNTAIN ^	6	N/A	N/A	38	\$656,500	\$725,000	-9.4%	\$571,250	14.9%
COORAN	6	N/A	N/A	21	\$470,000	\$388,000	21.1%	N/A	N/A
COORAN ^	6	N/A	N/A	25	\$610,000	\$565,000	8.0%	\$447,500	36.3%
COOROIBAH ^	8	N/A	N/A	34	\$792,500	\$741,250	6.9%	\$590,000	34.3%
COOROY	19	\$617,500	17.8%	64	\$595,000	\$532,500	11.7%	\$426,000	39.7%
COOROY ^	6	N/A	N/A	29	\$749,000	\$695,000	7.8%	\$587,500	27.5%
DOONAN ^	25	\$1,070,000	-4.0%	86	\$1,065,000	\$887,000	20.1%	\$690,000	54.3%
LAKE MACDONALD ^	9	N/A	N/A	28	\$743,500	\$580,000	28.2%	\$614,000	21.1%
NOOSA HEADS	30	\$1,412,000	31.3%	127	\$1,337,500	\$1,245,000	7.4%	\$812,500	64.6%
NOOSAVILLE	36	\$1,175,000	-10.6%	178	\$1,210,000	\$1,000,000	21.0%	\$770,000	57.1%
PEREGIAN BEACH	23	\$833,000	-1.4%	100	\$820,000	\$817,500	0.3%	\$710,000	15.5%
POMONA	10	\$565,000	N/A	27	\$545,000	\$500,000	9.0%	\$387,500	40.6%
POMONA ^	18	\$857,500	18.3%	51	\$770,000	\$610,000	26.2%	\$490,000	57.1%
SUNRISE BEACH	12	\$1,465,000	41.5%	86	\$1,100,000	\$835,000	31.7%	\$622,500	76.7%
SUNSHINE BEACH	12	\$2,067,500	1.6%	79	\$2,000,000	\$1,550,000	29.0%	\$975,000	105.1%
TEWANTIN	62	\$695,000	4.5%	222	\$665,000	\$595,000	11.8%	\$460,000	44.6%



SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SUNSHINE COAST (SD)	858	\$490,000	3.2%	2973	\$475,000	\$430,000	10.5%	\$379,500	25.2%
SUNSHINE COAST (LGA)	689	\$455,000	2.2%	2375	\$443,000	\$410,000	8.0%	\$370,000	19.7%
ALEXANDRA HEADLAND	46	\$527,500	33.5%	148	\$477,500	\$390,000	22.4%	\$355,000	34.5%
BIRTINYA	32	\$470,000	N/A	67	\$455,000	\$430,000	5.8%	\$455,290	-0.1%
BUDDINA	11	\$676,000	N/A	32	\$580,000	\$550,000	5.5%	\$425,000	36.5%
BUDERIM	55	\$439,000	8.4%	195	\$413,250	\$390,000	6.0%	\$385,000	7.3%
CALOUNDRA	36	\$446,250	4.3%	129	\$455,000	\$450,000	1.1%	\$375,500	21.2%
COOLUM BEACH	44	\$500,000	2.5%	116	\$450,000	\$427,500	5.3%	\$351,150	28.2%
CURRIMUNDI	11	\$410,000	N/A	31	\$435,000	\$395,000	10.1%	\$372,500	16.8%
GOLDEN BEACH	16	\$567,500	12.9%	82	\$512,250	\$435,500	17.6%	\$377,500	35.7%
KINGS BEACH	62	\$475,250	-5.9%	183	\$485,000	\$435,000	11.5%	\$380,000	27.6%
MARCOOLA	26	\$457,500	4.0%	85	\$434,000	\$376,250	15.3%	\$315,000	37.8%
MAROOCHYDORE	119	\$478,000	3.2%	427	\$460,000	\$435,000	5.7%	\$360,000	27.8%
MINYAMA	2	N/A	N/A	22	\$393,750	\$362,500	8.6%	\$320,000	23.0%
MOOLOOLABA	60	\$466,000	4.4%	258	\$445,000	\$410,000	8.5%	\$380,000	17.1%
MOUNT COOLUM	14	\$455,000	-1.0%	63	\$456,500	\$394,000	15.9%	\$375,000	21.7%
MOUNTAIN CREEK	13	\$385,000	N/A	41	\$393,000	\$382,500	2.7%	\$377,500	4.1%
MUDJIMBA	3	N/A	N/A	28	\$494,000	\$471,000	4.9%	\$352,500	40.1%
NAMBOUR	22	\$317,000	6.2%	71	\$301,000	\$260,000	15.8%	\$247,000	21.9%
PARREARRA	27	\$460,000	-4.2%	89	\$480,000	\$495,000	-3.0%	\$435,000	10.3%
PELICAN WATERS	8	N/A	N/A	33	\$575,200	\$403,000	42.7%	\$490,625	17.2%
PEREGIAN BEACH	11	\$560,000	N/A	32	\$556,250	\$570,000	-2.4%	\$391,500	42.1%
NOOSA (LGA)	169	\$735,000	4.3%	598	\$710,000	\$621,000	14.3%	\$430,000	65.1%
NOOSA HEADS	59	\$1,013,000	15.8%	209	\$925,000	\$845,000	9.5%	\$545,000	69.7%
NOOSAVILLE	59	\$593,000	5.0%	196	\$565,000	\$529,750	6.7%	\$405,000	39.5%
PEREGIAN BEACH	11	\$560,000	N/A	32	\$556,250	\$570,000	-2.4%	\$391,500	42.1%
SUNRISE BEACH	9	N/A	N/A	40	\$557,500	\$525,000	6.2%	\$345,000	61.6%
SUNSHINE BEACH	21	\$895,000	4.4%	74	\$892,500	\$771,000	15.8%	\$515,000	73.3%
TEWANTIN	5	N/A	N/A	32	\$402,500	\$362,500	11.0%	\$292,500	37.6%

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY:	DEC-20 \$/ WEEK	NEW BONDS	DEC-19 \$/ WEEK	NEW BONDS	DEC-15 \$/ WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$460	241	\$450	318	\$405	220
4519	Beerwah/ Peachester	N/A	2	N/A	1	\$325	10
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$450	50	\$440	57	\$380	31
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$440	50	\$430	57	\$405	42
4557	Bundilla/ Kawana Is/ Mooloolaba/ Mountain Ck	\$470	25	\$455	42	\$410	50
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$460	39	\$450	43	\$425	21
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulang/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$430	9	\$400	11	\$320	15
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$490	11	\$440	12	\$410	13
4572	Alexandra Headland	N/A	1	N/A	2	N/A	N/A
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregian Bch/ Pt Arkwright/ Yaroomba	\$570	30	\$478	60	\$470	26
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$498	8	\$470	20	\$480	5
	NOOSA SHIRE	\$750	12	\$600	19	\$480	14
4566	Munna Pt/ Noosaville	\$750	7	\$560	7	\$450	7
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$750	5	\$600	11	\$510	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)	121	\$377,500	39.8%	1099	\$275,500	\$274,500	0.4%	\$250,500	10.0%
SUNSHINE COAST (SD) ^	43	\$536,250	-0.7%	236	\$521,000	\$500,000	4.2%	\$321,750	61.9%
SUNSHINE COAST (LGA)	107	\$358,500	36.6%	1043	\$272,977	\$270,000	1.1%	\$248,950	9.7%
SUNSHINE COAST (LGA) ^	38	\$547,500	3.5%	214	\$520,000	\$516,250	0.7%	\$320,000	62.5%
BARINGA	15	\$399,595	N/A	59	\$348,850	\$225,000	55.0%	N/A	N/A
BOKARINA	1	N/A	N/A	19	N/A	\$450,000	N/A	N/A	N/A
BUDERIM	8	N/A	N/A	21	\$430,000	\$492,000	-12.6%	\$357,000	20.4%
BURNSIDE	2	N/A	N/A	24	\$232,500	\$236,500	-1.7%	N/A	N/A
GLASS HOUSE MOUNTAINS	1	N/A	N/A	44	\$262,500	\$267,500	-1.9%	\$198,000	32.6%
LANDSBOROUGH	1	N/A	N/A	31	\$290,000	\$270,000	7.4%	N/A	N/A
MOOLOOLAH VALLEY	0	N/A	N/A	51	\$304,000	\$299,000	1.7%	N/A	N/A
NAMBOUR	3	N/A	N/A	53	\$255,000	\$249,000	2.4%	\$183,500	39.0%
NIRIMBA	17	\$137,500	-12.7%	284	\$216,000	\$239,866	-9.9%	N/A	N/A
PALMVIEW	9	N/A	N/A	194	\$254,900	\$255,500	-0.2%	N/A	N/A
PALMVIEW ^	2	N/A	N/A	21	\$497,500	N/A	N/A	\$312,500	59.2%
PALMWOODS	5	N/A	N/A	36	\$320,000	\$312,000	2.6%	N/A	N/A
PELICAN WATERS	5	N/A	N/A	38	\$500,000	\$442,500	13.0%	\$268,000	86.6%
PEREGIAN SPRINGS	3	N/A	N/A	32	\$437,000	\$423,875	3.1%	\$380,000	15.0%
WOOMBYE	0	N/A	N/A	12	N/A	\$320,000	N/A	N/A	N/A
NOOSA (LGA)	14	\$621,750	11.0%	56	\$620,000	\$330,500	87.6%	\$315,000	96.8%
NOOSA (LGA) ^	5	N/A	N/A	22	\$557,500	\$450,000	23.9%	\$370,000	50.7%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY:	DEC-20 \$/ WEEK	NEW BONDS	DEC-19 \$/ WEEK	NEW BONDS	DEC-15 \$/ WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$490	638	\$460	890	\$420	742
4518	Glass House Mountains	\$423	6	\$390	11	\$380	9
4519	Beerwah/ Peachester	\$410	17	\$398	24	\$360	14
4550	Landsborough/ Mt Mellum	\$420	8	\$390	16	\$335	7
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$470	165	\$450	213	\$420	166
4552	Bald Knob/ Baroon Pocket/ Boorobin/ Conondale/ Maleny/ Mountain View/ Reesville/ Witta	\$460	17	\$425	13	\$370	17
4553	Glenview/ Mooloolah/ Mooloolah Valley/ Palmview	\$485	16	\$460	23	\$380	13
4555	Chevallum/ Hunchy/ Landers Shoot/ Palmwoods	\$470	9	\$450	19	\$410	7
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$500	51	\$473	72	\$435	76
4557	Bundilla/ Kawana Is/ Mooloolaba/ Mountain Ck	\$518	34	\$500	54	\$460	51
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$515	61	\$490	83	\$430	41
4559	Diddillibah/ Kiels Mountain/ West Woombye/ Woombye	\$480	9	\$430	12	\$400	16
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulang/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$450	60	\$410	89	\$380	72
4561	Bridges/ Maroochy River/ Ninderry/ Nth Arm/ Valdora/ Yandina/ Yandina Ck	\$475	10	\$420	20	\$400	19
4562	Belli Pk/ Doonan/ Eerwah Vale/ Eumundi/ Verrierdale/ Weba Downs	\$493	10	\$458	10	\$420	11
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$540	18	\$480	25	\$440	24
4572	Alexandra Headland	N/A	3	N/A	4	N/A	4
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregian Bch/ Pt Arkwright/ Yaroomba	\$530	67	\$485	96	\$440	93
4574	Coolabine/ Gheerulla/ Kenilworth/ Kidaman Creek/ May Pocket/ Obi Obi	\$350	5	N/A	3	N/A	4
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$510	69	\$480	103	\$430	95



RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	NOOSA SHIRE	\$570	84	\$495	136	\$450	124
4563	Black Mountain/ Carters Ridge/ Cooroy/ Tinbeerwah	\$500	15	\$450	15	\$435	9
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$550	22	\$490	45	\$445	54
4566	Munna Pt/ Noosaville	\$563	10	\$600	13	\$550	16
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$850	27	\$650	35	\$490	30
4568	Pomona	\$500	7	\$448	18	\$360	8
4569	Cooran	N/A	3	\$430	7	N/A	4

Recording a vacancy rate of just 0.4% in December, and with rents rising sharply, the dire rental situation for tenants is unfortunately not likely to improve for some time yet.

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$410	617	\$380	862	\$345	795
4518	Glasshouse Mountains			N/A	1	N/A	1
4519	Beerwah/ Peachester	\$370	6	\$330	9	\$270	10
4550	Landsborough/ Mount Mellum	\$290	5	N/A	3	N/A	2
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$400	114	\$370	149	\$330	136
4555	Chevallum/ Hunchy/ Landers Shoot/ Palmwoods	N/A	3	\$355	8	N/A	0
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$395	55	\$390	124	\$320	56
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$450	51	\$380	88	\$340	101
4558	Cotton Tree/ Kuluin/ Maroochydoore/ Sunshine Plaza	\$410	119	\$390	134	\$360	168
4559	Diddillibah/ Kiels Mountain/ West Woombye/ Woombye	\$300	9	\$300	13	\$280	7
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulang/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$310	33	\$310	44	\$260	34
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$420	24	\$370	46	\$360	55
4572	Alexandra Headland	\$425	33	\$430	42	\$360	38
4573	Centenary Heights/ Coolool Bch/ Marcus Bch/ Mt Coolool/ Peregrine Bch/ Pt Arkwright/ Yaroomba	\$450	54	\$410	74	\$350	61
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$450	100	\$420	111	\$400	121
	NOOSA SHIRE	\$473	66	\$420	80	\$370	99
4563	Black Mountain/ Carters Ridge/ Cooroy/ Cooroy Mountain/ Lake Macdonald/ Ridgewood/ Tinbeerwah	N/A	1	N/A	2	N/A	3
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$415	10	\$380	14	\$270	5
4566	Munna Pt/ Noosaville	\$470	27	\$423	30	\$360	35
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$500	27	\$450	32	\$380	56



EMPLOYMENT MARKET

WIDE BAY



Unemployment Rate

7.5%



Participation Rate

49.6%

HOUSE MARKET (<2400M²)Quarter
median price ↑

\$350,000

Annual median
price ↑

\$336,250

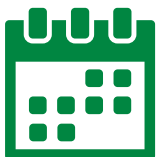
Annual volume
of sales ↔

1,947

Annual median
price 5yrs ago ↑

\$305,000

HOUSE MARKET ALL

Median days on
market

58 Days

Median vendor
discount

-3.8%



Stock on market

8.8%

Fraser Coast Market Finally Fires Up

The Fraser Coast region has seen buyer demand gain serious momentum in recent months. And now purchasers have taken up the slack of unsold stock from recent years, the market is likely to experience even more growth, according to REIQ Fraser Coast Zone Chair Kim Carter.

"We've cleared all that backlog. All the stock that we couldn't sell is now selling, and the market has risen to meet seller expectations for things that were, until recently, overpriced," revealed Carter. "As a result, we're getting a real cross section of buyers – many from Melbourne and a lot from Darwin as well as buyers locally. I think COVID-19 had some people thinking that while they can't travel, they'll do something else like downsize or upsize their home instead."

Local economic growth and employment opportunities are elements worth tracking as the Fraser Coast moves through to a post-pandemic phase. Confidence in travel and open trade look set to grow, but the return of tourism dollars is vital to the region. Most of the buzz around major infrastructure relates to the Hinkler Regional Deal – which is a five-year commitment between the Federal Government, Bundaberg Regional Council and Fraser Coast Regional Council. Under the agreement, the Australian Government has committed \$172.9 million towards the deal, supported by over \$90 million in investment from Bundaberg and Fraser Coast Regional Councils and other key implementation partners. This will fund road upgrades, training facilities and other major infrastructure works, helping bring jobs and economic benefits to the region.

House Market <2400m²

Analysis of both quarterly and annual median house price movements up to the December 2020 quarter indicate Fraser Coast is still within the rising sector of the price cycle – a position maintained from the previous quarterly report. These results agree with the anecdotal evidence coming from local sources who say there's been a noticeable uptick in both values and sale numbers for detached home. Some suggest both have risen by as much as 10-15% in recent months.

The annual median sale price for houses was \$336,250 across 1,947 transaction to December 2020 – a rise of 3.5% on last year's median value. The quarterly median house price to December 2020 was \$350,000 across 481 transactions and reflected an increase of 4.5% over the period for the median house price. This was a robust increase in transactions and values compared to the previous quarter.

Fraser Coast housing's listing numbers continued to tighten throughout 2020. The region saw 3,528 listings for the year to November 2020, a substantial 12.9% drop on last year's number of 4050. Fraser Coast's stock on market figure fell by -1.4% to reach 8.8% for the year to November 2020. Median days on market for houses fell to 58 as compared to 66 for the same measure in 2019 and the median vendor discount 0.7% lower over the year too. This all points to ongoing tight supply for detached homes.

Unit Market

Close examination of this quarter's data shows Fraser Coast's unit market is currently in the recovering phase of its price cycle. This reflected some striking gains in value across the quarter and the year. Local sources suggest any listed stock that had been sitting idle in the \$180,000 to \$220,000 bracket has now sold, and the active price point is currently closer to \$250,000. This matches closely to what this quarter's data reveals – an annual median unit sale price at \$263,000 across 351 transactions, reflecting a notable 3.1% increase on the previous year's measure.

The quarterly median unit price to December 2020 was \$285,000 across 109 transactions, which reflected a 11.2% increase on last quarter's result. This is a substantial gain in both transaction numbers and values and was the third highest value rise for units across all LGAs this quarter. This result is quite likely bolstered by increased sales of top-end apartments, particularly those close to shorelines.

UNIT MARKET



Quarter
median price ↑
\$285,000



Annual
↑ Annual median
price
\$263,000

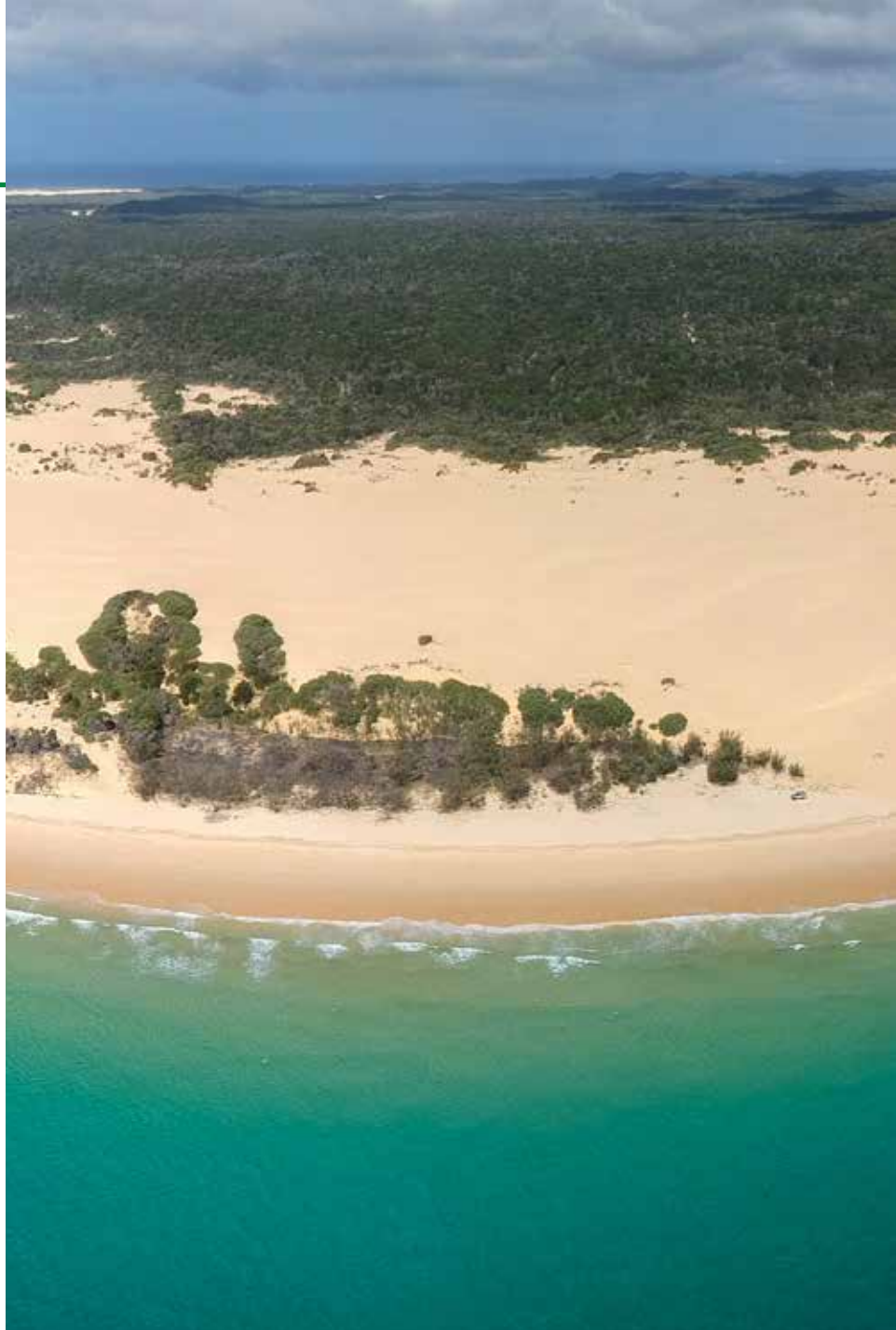


Annual volume
of sales ↔
351



↑ Annual median
price 5 yrs ago
\$243,000

“We've cleared all that backlog. All the stock that we couldn't sell is now selling, and the market has risen to meet seller expectations for things that were, until recently, overpriced,” revealed Carter.



Total listing numbers for units fell over the year by 7.8% while stock on market was down 0.8%. Median days on market rose by four which is a modest outcome while vendor discounting increased slightly by 0.4%.

Vacant Land Market

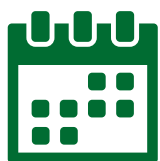
Vacant land values rose over the year to reach a median value of \$170,000 across 543 transactions which was a 3.0% increase on last year's figure. On a quarterly comparison land values have remained steady. Our numbers show the median of \$170,000 for the December Quarter 2020 remains unchanged from the previous period. Many of the buyers in this sector are first homebuyers taking advantage of the various grants and rebates on offer. Local sources also believe that this younger generation prefer new construction, so they're among the most active in the vacant land market.

Rental Market

The Fraser Coast is enjoying the regional boost of lifestyle migration. Capital city dwellers capable of working remotely are choosing to head away from the big smokes so they can enjoy the relaxed lifestyle and increased affordability and liveability in regions such as the Fraser Coast. This is translating into good demand for rental properties. Local agents report 30-40 applicants for many of their listed rentals. There are also reports of prospective tenants offering to pay rent six months in advance to beat out their competition and secure a lease.



UNIT MARKET



Median days on market

86 Days



Median vendor discount

-4.6%



Stock on market

8.0%

RENTAL MARKET



Vacancy Rates

0.6%



House Yields

5.1%



Unit Yields

5.1%

The December 2020 vacancy rate was a very low 0.6% – coming off the previous record low of 0.8% recorded for the September 2020 quarter. When it came to rent levels, three-bedroom houses recorded an annual median weekly rent of \$340 to December 2020, which was \$20 more per week compared to 2019's result. Two-bedroom units had a median of \$280 per week. This was an increase of \$10 per week compared to the same time last year. And, three-bedroom townhouses came in at \$355 per week across 41 new rental bonds. This was a \$13 per week increase on last year's result.

Gross rental yields for detached houses of 5.1% for the December 2020 quarter is a slight tightening on the previous period, reflecting the possible rise in house values. The unit gross yield also tightened over the quarter, coming in at 5.1% to December 2020 as compared to 5.6% in the previous quarter.

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)	109	\$285,000	11.2%	351	\$263,000	\$255,000	3.1%	\$243,000	8.2%
MARYBOROUGH	6	N/A	N/A	27	\$195,000	N/A	N/A	N/A	N/A
PIALBA	12	\$282,000	8.5%	53	\$245,000	\$255,000	-3.9%	\$240,000	2.1%
SCARNES	17	\$310,000	37.8%	55	\$260,000	\$300,000	-13.3%	\$270,000	-3.7%
TORQUAY	22	\$233,750	1.1%	62	\$236,250	\$230,000	2.7%	\$213,750	10.5%
URANGAN	42	\$298,750	1.7%	115	\$280,000	\$258,750	8.2%	\$263,440	6.3%

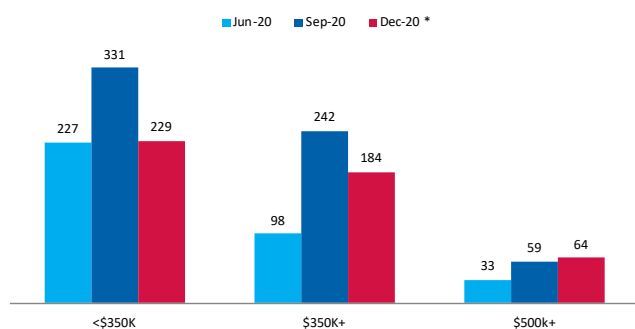
SURROUNDS

GYMPIE (LGA)	34	\$257,500	-10.4%	117	\$255,000	\$265,000	-3.8%	\$250,000	2.0%
GYMPIE	8	N/A	N/A	25	\$263,700	\$265,000	-0.5%	\$239,000	10.3%
RAINBOW BEACH	15	\$315,000	1.6%	52	\$247,500	\$341,250	-27.5%	\$205,000	20.7%
TIN CAN BAY	2	N/A	N/A	20	\$307,500	N/A	N/A	N/A	N/A

RENTAL MARKET - 3 BED TOWNHOUSES

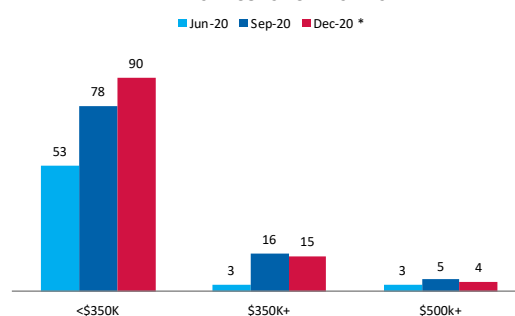
POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
FRASER COAST REGIONAL		\$355	41	\$343	42	\$330	51
4655	Hervey Bay/Pialba/Scarnes/Urangan	\$355	41	\$343	42	\$330	48
GYMPIE REGIONAL		\$595	9	\$300	11	N/A	4
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$595	9	\$320	7	N/A	3

FRASER COAST HOUSE SALES



*Preliminary data
Houses<2400m²

FRASER COAST UNIT SALES

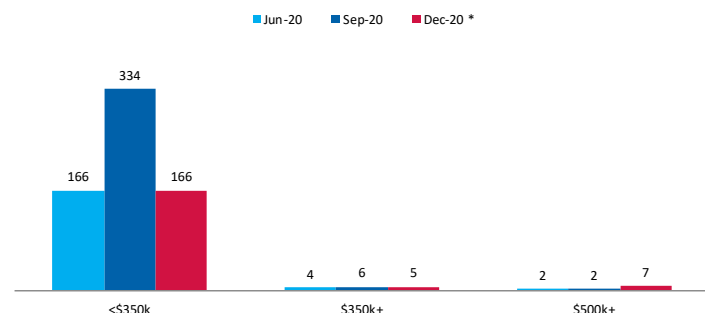


*Preliminary data

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)	481	\$350,000	4.5%	1947	\$336,250	\$325,000	3.5%	\$305,000	10.2%	
FRASER COAST (LGA) ^	99	\$449,500	7.0%	468	\$438,000	\$400,000	9.5%	\$374,500	17.0%	
BURRUM HEADS	19	\$445,000	0.0%	86	\$421,000	\$387,500	8.6%	\$356,000	18.3%	
CRAIGNISH	11	\$475,000	N/A	33	\$465,000	\$436,000	6.7%	N/A	N/A	
CRAIGNISH ^	7	N/A	N/A	28	\$545,000	\$515,000	5.8%	\$436,500	24.9%	
DUNDOWRAN BEACH	5	N/A	N/A	27	\$630,000	\$530,000	18.9%	\$555,000	13.5%	
DUNDOWRAN BEACH ^	3	N/A	N/A	29	\$625,000	\$572,500	9.2%	\$547,000	14.3%	
ELI WATERS	23	\$403,000	11.0%	91	\$342,500	\$325,000	5.4%	\$330,000	3.8%	
GRANVILLE	6	N/A	N/A	41	\$228,000	\$211,250	7.9%	\$210,000	8.6%	
HOWARD	4	N/A	N/A	24	\$245,000	\$239,000	2.5%	\$197,500	24.1%	
KAWUNGAN	20	\$435,000	10.1%	112	\$359,000	\$350,000	2.6%	\$330,000	8.8%	
MARYBOROUGH	72	\$225,000	4.7%	344	\$215,000	\$203,000	5.9%	\$195,000	10.3%	
NIKENBAH	6	N/A	N/A	24	\$424,000	N/A	N/A	N/A	N/A	
OAKHURST ^	4	N/A	N/A	24	\$372,500	\$399,000	-6.6%	N/A	N/A	
PIALBA	26	\$389,500	25.6%	78	\$355,000	\$313,500	13.2%	\$286,500	23.9%	
POINT VERNON	37	\$344,500	-6.8%	136	\$339,000	\$335,000	1.2%	\$308,000	10.1%	
RIVER HEADS	14	\$329,500	8.2%	49	\$340,000	\$365,000	-6.8%	\$300,000	13.3%	
SCARNESS	18	\$363,500	13.6%	80	\$322,500	\$302,500	6.6%	\$270,500	19.2%	
TINANA	24	\$275,000	N/A	65	\$287,000	\$267,500	7.3%	\$300,000	-4.3%	
TINANA ^	4	N/A	N/A	33	\$420,000	\$377,500	11.3%	N/A	N/A	
TOOGOOM	32	\$372,000	-2.4%	101	\$380,000	\$335,000	13.4%	\$310,000	22.6%	
TORQUAY	28	\$397,500	13.6%	99	\$360,000	\$325,000	10.8%	\$305,000	18.0%	
URANGAN	49	\$400,000	8.8%	229	\$365,000	\$349,000	4.6%	\$311,500	17.2%	
URRAWEE	40	\$399,500	11.7%	151	\$365,000	\$368,900	-1.1%	\$353,500	3.3%	
WONDUNNA	16	\$484,000	N/A	52	\$410,000	\$430,000	-4.7%	\$410,000	0.0%	

SURROUNDS										
GYMPIE (LGA)	180	\$328,000	-0.6%	721	\$322,500	\$292,500	10.3%	\$275,000	17.3%	
GYMPIE (LGA) ^	105	\$420,000	0.7%	462	\$415,000	\$399,000	4.0%	\$350,000	18.6%	
COOLOOLA COVE	25	\$370,000	7.2%	86	\$338,000	\$305,000	10.8%	\$280,750	20.4%	
CURRA ^	11	\$346,000	4.8%	51	\$325,000	\$325,000	0.0%	\$266,000	22.2%	
GYMPIE	78	\$297,500	2.6%	294	\$295,000	\$270,000	9.3%	\$240,000	22.9%	
JONES HILL	5	N/A	N/A	26	\$375,000	\$370,000	1.4%	N/A	N/A	
MONKLAND	1	N/A	N/A	27	\$277,000	\$243,000	14.0%	N/A	N/A	
PIE CREEK ^	3	N/A	N/A	26	\$482,500	\$436,000	10.7%	N/A	N/A	
RAINBOW BEACH	10	\$549,000	N/A	36	\$474,000	\$500,000	-5.2%	\$397,500	19.2%	
SOUTHSIDE	31	\$367,500	-8.4%	134	\$367,750	\$332,500	10.6%	\$320,000	14.9%	
TIN CAN BAY	18	\$360,000	10.8%	65	\$330,000	\$335,000	-1.5%	\$295,000	11.9%	
VETERAN ^	1	N/A	N/A	19	N/A	N/A	N/A	\$417,500	N/A	
SOUTH BURNETT (LGA)	103	\$206,500	8.7%	339	\$205,000	\$200,000	2.5%	\$187,250	9.5%	
SOUTH BURNETT (LGA) ^	73	\$255,000	-10.2%	279	\$288,000	\$280,000	2.9%	\$240,000	20.0%	
KINGAROY	47	\$255,000	9.4%	157	\$240,000	\$236,750	1.4%	\$230,000	4.3%	
KINGAROY ^	12	\$357,500	N/A	40	\$365,000	\$362,000	0.8%	\$370,000	-1.4%	
MURGON	14	\$120,000	N/A	36	\$145,000	\$120,000	20.8%	\$132,500	9.4%	
NANANGO	16	\$201,500	15.1%	57	\$180,000	\$180,000	0.0%	\$172,500	4.3%	
NANANGO ^	7	N/A	N/A	29	\$295,000	\$260,000	13.5%	N/A	N/A	
WONDAI	12	\$142,500	N/A	30	\$142,500	\$185,000	-23.0%	\$180,000	-20.8%	

FRASER COAST LAND SALES



*Preliminary data

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)	97	\$170,000	3.0%	543	\$170,000	\$165,000	3.0%	\$150,000	13.3%	
FRASER COAST (LGA) ^	83	\$140,000	27.3%	320	\$127,500	\$90,500	40.9%	\$91,000	40.1%	
BURRUM HEADS	5	N/A	N/A	41	\$155,000	\$139,000	11.5%	\$103,500	49.8%	
GLENWOOD ^	20	\$74,000	-5.7%	89	\$76,000	\$74,000	2.7%	\$66,000	15.2%	
NIKENBAH	1	N/A	N/A	45	\$190,000	\$190,000	0.0%	N/A	N/A	
PIALBA	1	N/A	N/A	27	\$190,000	\$185,000	2.7%	N/A	N/A	
RIVER HEADS	20	\$128,000	42.2%	78	\$110,000	\$100,000	10.0%	\$105,500	4.3%	
URANGAN	8	N/A	N/A	33	\$190,000	\$175,000	8.6%	\$171,000	11.1%	
URRAWEE	6	N/A	N/A	44	\$175,000	N/A	N/A	\$154,750	13.1%	
WONDUNNA	0	N/A	N/A	23	\$175,000	N/A	N/A	\$155,000	12.9%	
SURROUNDS										
GYMPIE (LGA)	41	\$149,000	7.2%	200	\$140,995	\$134,498	4.8%	\$129,000	9.3%	
GYMPIE (LGA) ^	55	\$185,000	-5.1%	277	\$185,000	\$177,000	4.5%	\$127,000	45.7%	
CHATSWORTH ^	11	\$188,000	0.3%	53	\$187,000	N/A	N/A	\$129,000	45.0%	
CURRA ^	15	\$128,000	N/A	36	\$135,000	\$129,000	4.7%	\$99,950	35.1%	
COOLOOLA COVE	8	N/A	N/A	51	\$114,000	\$105,000	8.6%	\$104,500	9.1%	
GYMPIE	13	\$147,500	N/A	43	\$140,000	\$131,000	6.9%	\$134,000	4.5%	
PIE CREEK ^	7	N/A	N/A	38	\$190,000	N/A	N/A	N/A	N/A	
SOUTHSIDE	2	N/A	N/A	34	\$145,000	\$140,000	3.6%	N/A	N/A	
SOUTH BURNETT (LGA)	23	\$41,000	-15.9%	109	\$40,000	\$37,000	8.1%	\$39,500	1.3%	
SOUTH BURNETT (LGA) ^	45	\$100,000	5.3%	198	\$89,000	\$80,000	11.3%	\$83,000	7.2%	

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
FRASER COAST REGIONAL		\$340	224	\$320	266	\$290	303
4650	Maryborough region	\$300	72	\$280	95	\$270	127
4655	Hervey Bay/Pialba/Scarness/Urangan	\$360	137	\$340	158	\$310	160
4659	Burrum/Burrum Heads/Howard	\$290	13	\$300	13	\$255	14
GYMPIE REGIONAL		\$325	87	\$300	157	\$275	135
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$328	64	\$300	126	\$275	110
4580	Cooloola/Tin Can Bay	\$335	14	\$320	17	\$280	15
4601	Barahmbah/Boonara/Boobyjan/Goomeri/Goomeribong/Kimbombi/Manumbar/Tansey/Wrattens Forest	N/A	4	\$225	7	N/A	3
SOUTH BURNETT REGIONAL		\$270	75	\$270	137	\$240	125
4605	Barlil	\$255	13	\$250	21	\$220	24
4606	MP Creek	\$250	5	\$270	8	\$210	19
4608	Charlestown	N/A	1	N/A	4	N/A	2
4610	Alice Creek	\$285	38	\$280	76	\$250	58
4615	Barker Creek Flat	\$260	15	\$250	25	\$235	20

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
FRASER COAST REGIONAL		\$280	114	\$270	140	\$240	168
4650	Aldershot	\$210	21	\$205	30	\$190	44
4655	Hervey Bay/Pialba/Scarness/Urangan	\$298	88	\$280	108	\$255	120
GYMPIE REGIONAL		\$255	33	\$235	47	\$210	43
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	\$250	26	\$220	28	\$199	28
4580	Cooloola/Tin Can Bay	N/A	3	\$270	6	\$220	7
4581	Rainbow Beach/Inskip	N/A	4	\$260	12	\$260	7
SOUTH BURNETT REGIONAL		\$230	37	\$220	53	\$185	50
4605	Barlil	N/A	4	N/A	3	\$170	7
4610	Alice Creek	\$230	25	\$220	42	\$200	36

EMPLOYMENT MARKET

WIDE BAY



Unemployment Rate
7.5%



Participation Rate
49.6%

HOUSE MARKET (<2400m²)



Quarter median price
\$295,000



Annual median price
\$290,000



Annual volume of sales
1,347



Annual median price 5yrs ago
\$280,000

HOUSE MARKET ALL



Median days on market
50 Days



Median vendor discount
-3.5%



Stock on market
7.8%

A Buyer's Bonanza in Bundaberg... But at a Price

Like many regional centres across Queensland, Bundaberg is enjoying a long-awaited uptick in demand. With stock levels remaining tight, the inevitable rise in property values – particularly for detached housing – has arrived. The reopening of borders and rollout of the vaccine have yet to take full effect on the market, but positivity has returned and it's fuelling growth.

According to REIQ Bundaberg Zone Chair, Le-Anne Allan, local agents are being run off their feet, with demand from a variety of buyers. "Out of town buyers – whether they're in Brisbane, Sunshine Coast, Gold Coast or the southern states – are coming. Some southern-state purchasers were even buying sight unseen only a couple of months ago," Ms Allan said. "It's also good to see young buyers are now getting into property. I've heard of stories where rentals are so tight here that there can be 20 or 30 prospective tenants at an open home for a rental. So, when they miss out, what are they doing? They're buying properties instead."

In terms of the economy, locals are looking forward to tourists coming back to the region. Local operators are gearing up via a number of projects, including one who has opened an on-water hotel for those looking to eat, sleep and stay on the Great Barrier Reef. In addition, the opening of a new RV park at Burnett Heads will help bring the nomadic set to Bundaberg. Locals say many tourists come to the area and then, once the natural joys of the region are discovered, settle in and become residents. It's yet another source of purchasers for local property.

House Market <2400m²

Analysis of both quarterly and annual median price movement indicate Bundaberg's housing is in the steady sector of the rising phase of its price cycle. Bundaberg's median house price rose 5.5% in the year to December 2020, coming in at \$290,000 based on 1,347 transactions. This was more transactions than at the same time last year which is somewhat surprising in the wake of the pandemic shutdowns. The region's December quarter 2020 median price was \$295,000 based on 341 sales. This was a 0.6% increase on the median price as compared to the previous quarter.

These gains are supported by what's been reported on the ground, with available stock falling while demand remains strong. Total annual house listing numbers fell by 11.7% for the year to November 2020, which continued on from the previous fall of 13.4% for the year to September 2020. Stock on market decreased from 8.9% in 2019 to 7.8% in 2020. And median days on market fell by 8 for the year. This again, continued the downwards trend indicating demand for housing is good to strong.

Given these outcomes, there's little surprise sellers discounted their asking prices by less. The median vendor discount figure fell from -4.6% for the year to November 2019, to -3.5% for the year to November 2020. These numbers mirrored the opinion of local sources who said agents are having trouble getting enough stock to satisfy buyer demand, with increasing incidence of houses achieving above price expectations.

Unit Market

Analysis of all available data revealed an unusual short-term result for units and townhouses, but the numbers could reflect a rise in demand for prestige apartments in beachside suburbs. The quarterly median price to December 2020 was \$307,000, which is a staggering 49.8% increase on last quarter's result. This indicates Bundaberg units had the strongest quarterly median sale price gain of any jurisdiction by an extraordinarily big margin.

Among the most recent data were a number of sales of \$1-million-plus, esplanade-front units in Bargara. Given the relatively limited number of actual unit transactions in Bundaberg over the quarter, these standout sales could well have caused the dramatic rise in the median price. Importantly, if you were to adopt the longer-term annual analysis, the annual median for units to December 2020 was \$240,000 based on 251 transactions. This reflected a 3.6% fall on last year's result.



UNIT MARKET



Quarter
median price ↑
\$307,000



Annual
median price ↓
\$240,000



Annual volume
of sales ↔
251



Annual median
price 5 yrs ago ↓
\$265,000

Total listings for the year to November 2020 was 324 representing a whopping 25.3% reduction on last year's total figure of 434 listings. This result shows why prices have remained buoyant. A dramatic fall in listed days revealed demand outstripped the region's dwindling supply. Median Days on market for the year to November 2020 was 98 days – a massive 45 days lower than last year's result. Not surprisingly, vendors firmed on their discounting as well. The year to November 2020 revealed a median discount of -4.4%, compared to the 2019 result of -5.2%.

Vacant Land Market

Vacant land has grown in appeal across multiple LGAs in 2020 as government stimulus helped drive demand for new-home construction. Local agents report that a backlog of once-unwanted stock has now sold out, and estates are seeing pre-commitments for new releases.

Despite this strong anecdotal evidence, Bundaberg saw the largest quarterly fall in land values across all jurisdiction. This may reflect the volume of older stock recently sold at their original list prices. Now that's cleared, land values are likely to improve in the near future. Nonetheless, annual land values rose 1.3% to reach \$151,000 across 456 sales for the year to December 2020. On the quarterly basis however, the vacant land median fell -12.6% to \$135,000 across 95 sales.

Rental Market

The November quarter 2020 vacancy rates came in at an extraordinarily low 0.4% which is the same as the previous quarter's result and is tighter than June 2020 quarter's vacancy rate of 0.7%. This is the tightest vacancy outcome among the data since at least September 2008. And this low vacancy is being reflected in median rental figures as well. Median annual rent for a three-bedroom house to



UNIT MARKET



Median days on market

98 Days



Median vendor discount

-4.4%



Stock on market

5.8%

RENTAL MARKET



Vacancy Rates

0.4%



House Yields

5.7%



Unit Yields

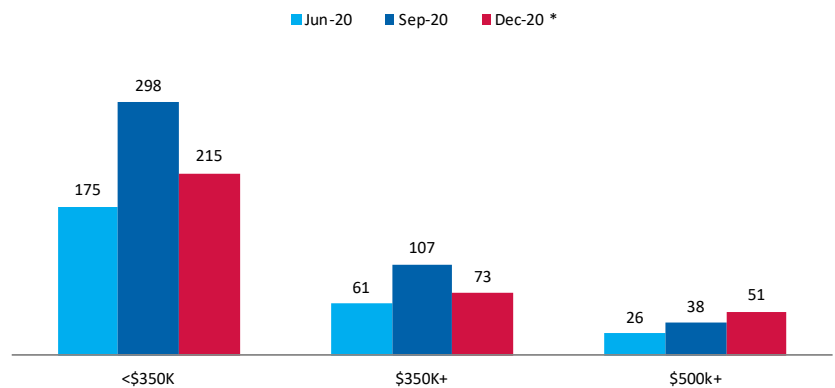
4.3%

“Out of town buyers – whether they’re in Brisbane, Sunshine Coast, Gold Coast or the southern states – are coming. Some southern-state purchasers were even buying site unseen only a couple of months ago,” Ms Carter said.

December 2020 was \$325 per week. This was \$15 per week higher than the median for the 12-months to September 2020, and \$25 more than for the year to December 2019. The median annual rent to December 2020 for a two-bedroom unit was \$255 per week which was \$15 more per week compared to last year’s median.

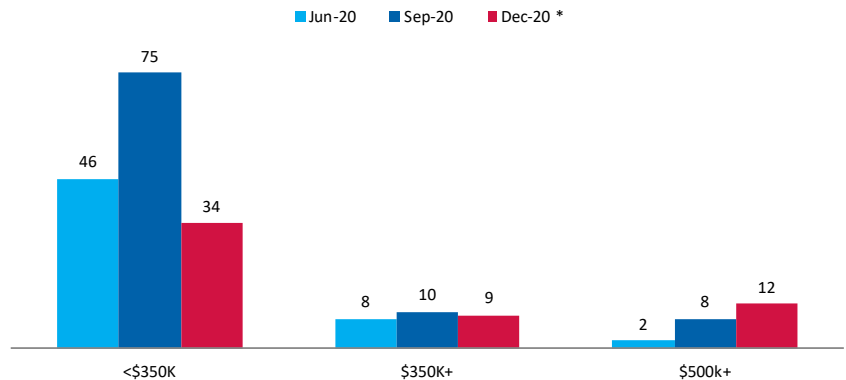
Median rental yields for houses changed marginally with the November 2020 quarterly yield coming in at 5.7% as compared to the 5.5% result for the previous quarter. In contrast, unit yields tightened dramatically coming back from a 6.6% result in September 2020 quarter to reach 4.3% for the December 2020 quarter.

BUNDABERG HOUSE SALES



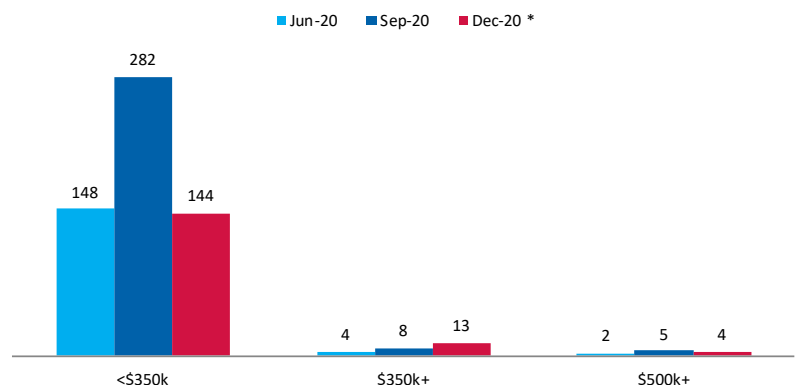
*Preliminary data
Houses <2400m²

BUNDABERG UNIT SALES



*Preliminary data

BUNDABERG 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
BUNDABERG (LGA)	341	\$295,000	0.6%	1347	\$290,000	\$275,000	5.5%	\$280,000	3.6%
BUNDABERG (LGA) ^	92	\$392,500	7.5%	423	\$365,000	\$355,000	2.8%	\$333,000	9.6%
AVENELL HEIGHTS	13	\$250,000	-3.5%	73	\$252,000	\$265,000	-4.9%	\$280,000	-10.0%
AVOCA	15	\$292,500	0.0%	65	\$292,000	\$287,000	1.7%	\$302,000	-3.3%
BARGARA	36	\$442,000	15.4%	187	\$402,500	\$389,500	3.3%	\$385,000	4.5%
BRANYAN	4	N/A	N/A	26	\$298,500	N/A	N/A	N/A	N/A
BRANYAN ^	6	N/A	N/A	44	\$440,000	\$448,250	-1.8%	\$370,000	18.9%
BUCCA ^	7	N/A	N/A	26	\$345,000	N/A	N/A	N/A	N/A
BUNDABERG EAST	10	\$325,000	N/A	38	\$262,500	\$255,000	2.9%	\$246,250	6.6%
BUNDABERG NORTH	15	\$247,000	-0.8%	65	\$237,000	\$226,500	4.6%	\$220,000	7.7%
BUNDABERG SOUTH	13	\$215,000	8.3%	53	\$230,000	\$211,000	9.0%	\$246,000	-6.5%
BUNDABERG WEST	9	N/A	N/A	27	\$242,000	\$226,250	7.0%	\$247,250	-2.1%
BURNETT HEADS	19	\$358,000	2.1%	62	\$345,000	\$288,500	19.6%	\$290,000	19.0%
CHILDERS	10	\$213,750	N/A	35	\$227,500	N/A	N/A	N/A	N/A
CORAL COVE	14	\$405,500	4.0%	42	\$420,500	\$381,000	10.4%	\$399,750	5.2%
ELLIOTT HEADS	9	N/A	N/A	28	\$305,500	\$320,000	-4.5%	\$293,250	4.2%
INNES PARK	9	N/A	N/A	35	\$350,000	\$365,000	-4.1%	\$353,000	-0.8%
KALKIE	9	N/A	N/A	48	\$367,500	\$330,000	11.4%	\$360,000	2.1%
KEPNOCK	16	\$296,500	-2.8%	75	\$265,000	\$261,500	1.3%	\$263,500	0.6%
MILLBANK	9	N/A	N/A	36	\$242,750	\$227,500	6.7%	\$240,000	1.1%
MOORE PARK BEACH	10	\$300,000	N/A	36	\$298,750	\$300,000	-0.4%	\$272,500	9.6%
MOORE PARK BEACH ^	7	N/A	N/A	31	\$455,000	\$383,750	18.6%	N/A	N/A
NORVILLE	20	\$250,000	N/A	59	\$250,000	\$230,000	8.7%	\$219,500	13.9%
SVENSSON HEIGHTS	11	\$264,000	-0.4%	59	\$250,000	\$235,000	6.4%	\$259,000	-3.5%
THABEBAN	12	\$272,000	N/A	42	\$269,000	\$238,300	12.9%	\$269,000	0.0%
WALKERVALE	14	\$218,000	1.2%	53	\$218,000	\$210,000	3.8%	\$228,000	-4.4%
WOODGATE	24	\$441,250	5.7%	72	\$420,000	\$385,000	9.1%	\$385,000	9.1%

SURROUNDS									
NORTH BURNETT (LGA)	21	\$135,000	9.3%	96	\$127,500	\$125,000	2.0%	\$150,000	-15.0%
NORTH BURNETT (LGA) ^	8	N/A	N/A	41	\$250,000	\$250,000	0.0%	\$249,000	0.4%

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)	55	\$307,000	49.8%	251	\$240,000	\$249,000	-3.6%	\$265,000	-9.4%
BARGARA	20	\$448,750	70.6%	83	\$343,500	\$367,500	-6.5%	\$317,500	8.2%
BUNDABERG NORTH	7	N/A	N/A	34	\$168,500	\$188,750	-10.7%	N/A	N/A

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)	95	\$135,000	-12.6%	456	\$151,000	\$149,000	1.3%	\$145,000	4.1%
BUNDABERG (LGA) ^	70	\$157,250	16.5%	270	\$140,000	\$150,000	-6.7%	\$149,000	-6.0%
BARGARA	8	N/A	N/A	52	\$164,000	\$175,000	-6.3%	\$172,500	-4.9%
BRANYAN	1	N/A	N/A	51	\$150,000	\$155,000	-3.2%	\$145,000	3.4%
INNES PARK	6	N/A	N/A	55	\$165,000	\$167,000	-1.2%	\$130,000	26.9%
MOORE PARK BEACH	10	\$110,000	-17.8%	35	\$126,500	N/A	N/A	\$144,000	-12.2%
WOODGATE	23	\$140,000	12.4%	59	\$148,000	N/A	N/A	N/A	N/A
SURROUNDS									
NORTH BURNETT (LGA)	7	N/A	N/A	35	\$15,500	\$20,000	-22.5%	N/A	N/A
NORTH BURNETT (LGA) ^	11	\$89,000	54.8%	42	\$72,500	N/A	N/A	N/A	N/A

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY:	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BUNDABERG REGIONAL	\$325	219	\$300	293	\$280	368
4660	Apple Tree Creek/Childers/Woodgate	\$300	27	\$300	21	\$280	34
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$330	182	\$310	256	\$285	318
4671	Gin Gin/Mount Perry	\$300	9	\$280	16	\$240	16
	NORTH BURNETT REGIONAL	\$250	31	\$240	29	\$220	47
4625	Aranbanga	\$255	16	\$250	14	\$250	15
4626	Beeran	\$250	5	\$258	6	\$220	11
4630	Bancroft	N/A	3	\$185	6	\$200	13

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY:	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BUNDABERG REGIONAL	\$255	123	\$240	151	\$230	157
4670	Bundaberg, Avoca, Bargara, Burnett Heads, Innes Park, Kepnock, Millbank, Thabeban	\$258	118	\$240	143	\$230	147

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY:	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BUNDABERG REGIONAL	\$360	5	\$330	9	\$290	9
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$360	5	\$330	8	\$290	9

EMPLOYMENT MARKET

FITZROY



Unemployment Rate

5.6%



Participation Rate

68.9%

HOUSE MARKET (<2400M²)



Quarter median price

\$325,000



Annual median price

\$300,000



Annual volume of sales

836



Annual median price 5yrs ago

\$365,000

The Gladstone median house price has skyrocketed 9.1% over the year ending December 2020 – second only to Noosa for house price growth over the period.

Gladstone Market Kicks Up Another Gear

It wasn't that long ago that the Gladstone property market was seen as one that was best to give a wide berth for everyone but local residents. As they say, what a difference a year makes.

That is, over the past 12 months, property prices in the region have kicked up a couple of gears in quick succession to be one of the best performing in the State. Indeed, local agents say that market conditions are the best they have experienced since about 2012.

The Gladstone median house price has skyrocketed 9.1% over the year ending December 2020 – second only to Noosa for house price growth over the period. Likewise, the region's unit market is also showing signs of recovery, with prices starting to increase as well as demand. Sales of vacant land as well as prices have also skyrocketed over the past year, recording a median price increase of 18% over the period. And what about Gladstone's rental market? Like the rest of the state, it's also struggling with a significant undersupply of properties that's resulting in weekly rents jumping up by more than 20% over the year in some instances.

House Market <2400m²

There's no question that the Gladstone housing market is well into its next market cycle with its fourth quarter of median price growth recorded at the end of last year. Not only did the region record a median house price increase of 9.1% over the year ending December 2020 – the second highest in the state behind Noosa – it was also one of the top performers over the quarter as well. In fact, the Gladstone median house price soared 7.1% over the December quarter to be \$325,000.

Supply remains a major problem in Gladstone with most properties selling very quickly. But, even with an undersupply of listings, time-poor locals are still being selective about what they purchase, according to REIQ Gladstone Zone Chair Alicia Williams, who commented, "There is a property that is probably the cheapest on the market in Gladstone, but no one's looking at it. They don't want to do the work because they're so time-poor."

The region's economy is strong with low unemployment as well as new hydrogen and aluminium projects recently announced. However, the construction sector, and many industries generally, are crying out for workers because many residents had moved into the resources and other sectors when times were less economically favourable.

Unit Market

With the most affordable unit market of any major region in the state, it was only a matter of time before this much maligned segment of the market started to make some improvements. Well, it's certainly achieved that over the December 2020 quarter, with the Gladstone median unit price increasing 20% to \$210,000. Over the year, the median unit price posted a marginal price fall of -1.0%, with the next round of data very likely to show a positive result over the year.

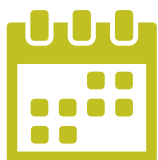
Homebuyers and investors are starting to see value in the region's unit market from an affordable price point as well as yield perspective. Some buyers are tipping their cash into unit stock rather than leaving it in the bank, with interest rates so low. Some recent unit sales in Gladstone had been above agent price expectations, which is a fairly novel turn of affairs over recent years.

Vacant Land Market

If vacant land had legs in Gladstone, it would have worked itself out the door over the past year with sales soaring over the period! The number of vacant land sales in Gladstone has literally skyrocketed by a staggering 165% over the year ending December 2020. This massive jump in volume has also pushed the median price of vacant land up by 18% over the year to land at \$120,990 – a price that still remains below what was being achieved five years ago.



HOUSE MARKET ALL



Median days on market

60 Days



Median vendor discount

-4.5%



Stock on market

7.8%

One challenge with vacant land has been the reluctance of buyers to purchase sloping blocks due to the skills shortage in the region. With the construction sector running at full speed, finding the trades to complete a building project is difficult at the best of times, let alone when the site may be seen as a bit warty. Given the sharp increase in demand for vacant land, there are very few lots still available for sale, with only one estate listed for sale on online property portals at present.

Rental Market

The Gladstone rental market is experiencing the tightest conditions for the best part of 10 years. Its residential vacancy rate for December was just 0.9% – a result that is reflective of a critical undersupply of rental properties. With the region having welcomed plenty of new residents over the past year, the rental sector has not been able to keep up with demand. That said, the region's less than impressive property market over recent years meant investor activity was subdued as well as building approvals. The pandemic is just another element to add to the undersupply of rental property in the region, which unfortunately is not a situation that's likely to reverse anytime soon.

The lack of supply is causing rents to significantly increase across the region with the weekly rent for a two-bedroom unit jumping 22.2% to \$220 over the year ending December. The median weekly rent for a three-bedroom house soared 18.8% to \$285 per week over the same period. These types of sharp increases in rents are resulting in healthy gross rental yields for investors with the gross rental yield for a house in Gladstone at 4.6% in December. However, the gross rental yield of a unit reduced to 5.4% at the same time – the reason being the spike in the median unit price over the quarter.



UNIT MARKET



Quarter
median price ↑
\$210,000



Annual
↓ Annual median
price
\$178,200

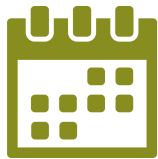


Annual volume
of sales ↔
158



5yrs
↓ Annual median
price 5 yrs ago
\$253,000

UNIT MARKET



Median days on
market
86 Days



Median vendor
discount
-5.4%



Stock on market
6.0%

RENTAL MARKET



Vacancy Rates
0.9%



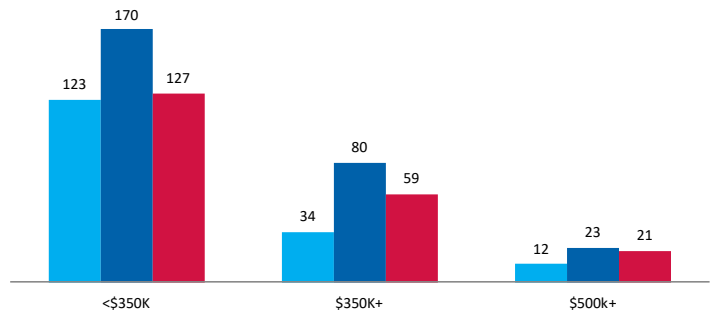
House Yields
4.6%



Unit Yields
5.4%

GLADSTONE HOUSE SALES

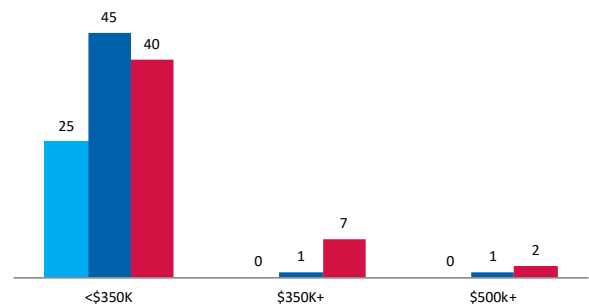
Jun-20 Sep-20 Dec-20 *



*Preliminary data
Houses<2400m²

GLADSTONE UNIT SALES

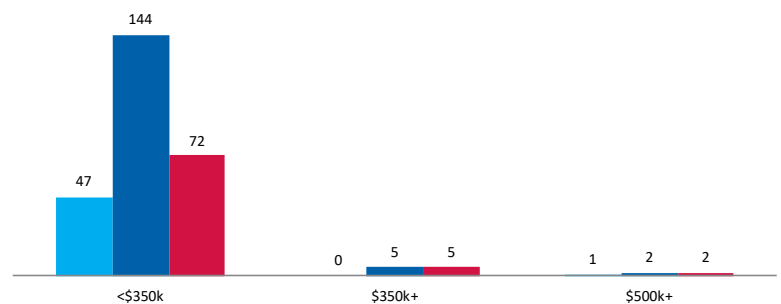
Jun-20 Sep-20 Dec-20 *



*Preliminary data

GLADSTONE LAND SALES

Jun-20 Sep-20 Dec-20 *



*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
GLADSTONE (LGA)	209	\$325,000	7.1%	836	\$300,000	\$275,000	9.1%	\$365,000	-17.8%
GLADSTONE (LGA) ^	50	\$398,500	3.5%	235	\$389,000	\$406,000	-4.2%	\$442,500	-12.1%
AGNES WATER	23	\$380,000	-5.0%	71	\$410,000	\$412,500	-0.6%	\$412,500	-0.6%
AGNES WATER ^	12	\$292,500	-24.0%	56	\$335,500	\$310,000	8.2%	\$325,000	3.2%
BOYNE ISLAND	19	\$355,000	18.3%	81	\$335,000	\$285,000	17.5%	\$385,000	-13.0%
CALLIOPE	4	N/A	N/A	45	\$273,000	\$255,000	7.1%	\$360,000	-24.2%
CLINTON	19	\$300,000	11.5%	79	\$295,000	\$257,000	14.8%	\$349,000	-15.5%
GLEN EDEN	10	\$268,500	N/A	38	\$277,000	\$269,250	2.9%	\$362,000	-23.5%
KIN KORA	15	\$290,000	7.4%	38	\$262,500	\$250,000	5.0%	\$329,000	-20.2%
KIRKWOOD	5	N/A	N/A	51	\$345,000	\$310,000	11.3%	\$424,000	-18.6%
NEW AUCKLAND	28	\$343,000	-0.6%	88	\$333,500	\$292,500	14.0%	\$388,250	-14.1%
SOUTH GLADSTONE	7	N/A	N/A	49	\$268,000	\$258,000	3.9%	\$338,500	-20.8%
TANNUM SANDS	29	\$380,000	8.0%	81	\$373,000	\$370,000	0.8%	\$430,000	-13.3%
TELINA	10	\$310,500	N/A	31	\$290,000	\$280,000	3.6%	\$410,000	-29.3%
WEST GLADSTONE	12	\$289,500	31.6%	72	\$220,000	\$209,500	5.0%	\$270,000	-18.5%

SURROUNDS									
BANANA (LGA)	39	\$170,000	6.6%	133	\$170,000	\$165,000	3.0%	\$239,000	-28.9%
BANANA (LGA) ^	4	N/A	N/A	20	\$447,500	\$285,000	57.0%	N/A	N/A
BILOELA	22	\$205,000	-18.7%	70	\$225,500	\$240,000	-6.0%	\$285,000	-20.9%
MOURA	7	N/A	N/A	28	\$155,000	\$120,000	29.2%	N/A	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
GLADSTONE (LGA)	50	\$210,000	20.0%	158	\$178,200	\$180,000	-1.0%	\$253,000	-29.6%
AGNES WATER	20	\$317,500	27.0%	40	\$292,500	\$285,000	2.6%	\$275,000	6.4%
GLADSTONE CENTRAL	6	N/A	N/A	23	\$165,000	N/A	N/A	N/A	N/A

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)	49	\$118,490	-6.0%	167	\$120,990	\$102,500	18.0%	\$185,000	-34.6%
GLADSTONE (LGA) ^	31	\$185,000	31.2%	140	\$160,000	\$155,000	3.2%	\$165,000	-3.0%
AGNES WATER	16	\$157,500	15.4%	58	\$136,500	N/A	N/A	N/A	N/A
AGNES WATER ^	8	N/A	N/A	48	\$155,000	N/A	N/A	N/A	N/A
KIRKWOOD	7	N/A	N/A	26	\$105,000	N/A	N/A	\$191,000	-45.0%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GLADSTONE REGIONAL	\$285	141	\$240	217	\$260	231
4677	Agnes Water/Miriam Vale	\$340	6	\$330	20	\$300	20
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$283	132	\$240	193	\$260	206
	BANANA SHIRE	\$275	40	\$280	43	\$300	47
4715	Biloela	\$340	16	\$305	20	\$310	25
4718	Bouhinia	\$240	18	\$280	19	\$250	20
4719	Camboon/ Crocow/ Glemoral/ Isla/ Lonesome Creek/ Theodore	N/A	1	N/A	3	N/A	1

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GLADSTONE REGIONAL	\$220	162	\$180	205	\$200	198
4677	Agnes Water/Miriam Vale	\$270	9	\$270	5	\$153	10
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$220	153	\$180	199	\$200	187
	BANANA SHIRE	\$250	11	\$265	18	\$250	13
4715	Biloela	\$275	8	\$270	17	\$270	9

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	GLADSTONE REGIONAL	\$280	78	\$240	94	\$280	89
4677	Agnes Water/Miriam Vale	N/A	1	N/A	4	N/A	1
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$280	76	\$240	90	\$280	88

EMPLOYMENT MARKET
FITZROY

Unemployment Rate
5.6%

Participation Rate
68.9%
HOUSE MARKET (<2400M²)

**Quarter
median price**
\$287,250

**Annual
median price**
\$275,000

**Annual volume
of sales**
1,301

**Annual median
price 5yrs ago**
\$290,000

The machinations of post-pandemic supply and demand combined with infrastructure projects, job opportunities and lifestyle factors have all resulted in driving the market to new heights in Rockhampton.

Rockhampton's Riding High!

When we last spoke with REIQ Rockhampton Zone Chair Noel Livingston in the previous issue of the Queensland Market Monitor, he could barely contain his enthusiasm for Rockhampton's real estate in the pandemic year.

Back then he informed us, "2020 is the best property year we've had in ages... I hope 2021 is the same." Well, it looks like Livingston got his wish. The machinations of post-pandemic supply and demand combined with infrastructure projects, job opportunities and lifestyle factors have all resulted in driving the market to new heights in Rockhampton.

"A lot of jobs have been created here. A significant upgrade of the *Shoalwater Bay Army Base* is having had a major impact. The ring road has just started, and the first stage of the Rookwood Weir water project is about to kick off next month," explained Livingston more recently. "We've also got a strong cattle market – and we're the beef capital of the country, so we're getting significant investment from out west as well. And, the beach has a fair bit to do with it too. We have migration to our coast here from southerners looking to resettle."

Livingston further commented that the buyer base for Rockhampton real estate was diverse and included 'out of towners,' local upgraders and downsizers, first homebuyers and investors. "There's low stock in both sales and rentals right across the board at the moment."

House Market <2400m²

Rockhampton's house market continued to strengthen in 2020 with a rise in both annual and quarterly median values. The December 2020 quarterly median house price rose 4.5% to reach \$287,250 across 302 sales. For the 12-months to December 2020, houses recorded a median sale price of \$275,000 – which is a 3.8% increase on the previous year – across 1,301 transactions.

But while Rockhampton home values are improving, they have potential to go further based on historic results. Five years ago, the median house price sat at \$290,000. That means the current house price is 5.2% lower than it was in 2015. The data also indicated while stock levels remained fairly constant throughout 2020, there was a slight increase in demand that led to less negotiation on price by sellers and lower days on the market before sale.

The total number of house listings in Rockhampton for the 12 months to September 2020 was 2,110, which was a minor -1.3% drop on the previous year's 2,138 listings. Stock on market for the period was 7.1% which was only just lower than last year's 7.2% result. The median vendor discount for the 12 months to November 2020 was 4.9% which is less than the 6.7% outcome to November 2019. Median days on market for the 12-month period was 55 – a small fall on the previous year's result of 66.

Unit Market

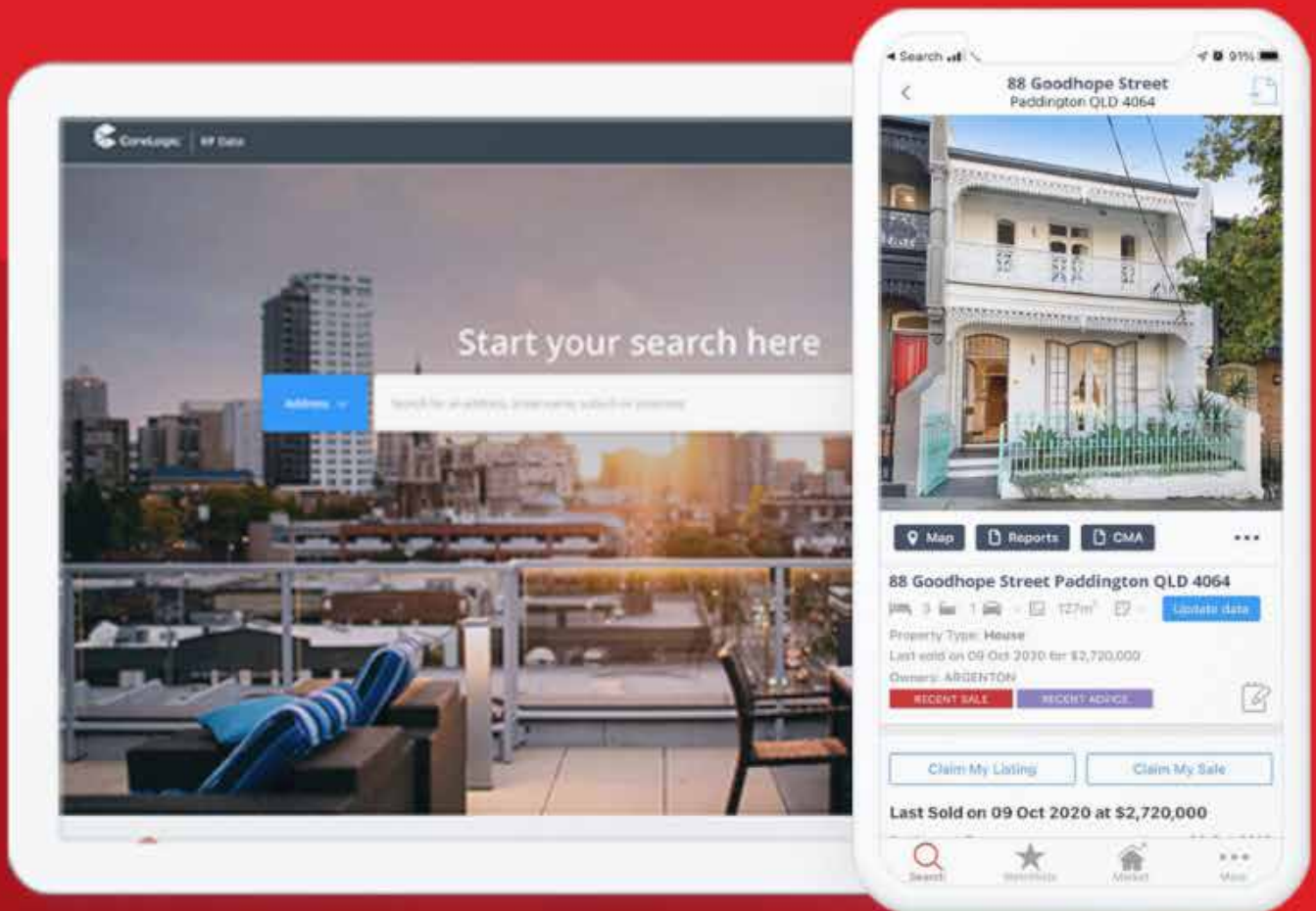
Attached housing in Rockhampton is relatively rare. There are a few developments, but it lacks comprehensive volume of stock so very few transactions each quarter can make the short-term stats unreliable. That said, industry sources suggest unit stock is quickly sold when it hits the market at present. But increases in values are yet to substantially filter through to the analysis.

The data reveals that the 12-month median unit price dropped by -5.6% to \$249,000 across 122 sales while the data also showed supply tightened, which bodes well for future price increases in attached housing. The total number of unit listings in Rockhampton for the 12 months to November 2020 was 238 – a minor -2.1% decrease on the previous 12-month period, which had 243 listings. Stock on Market for the period was 5.0% which was mildly tighter than the 5.1% result for the year to November 2019.

Meanwhile, median days on market fell across the year. The 12 months to November 2020 recorded a 101-day median, while the previous year saw 135 days. The annual median vendor discount to May 2020 was -6.0%, which was substantially tighter than the previous year's figure of -9.8%.



GET A HEAD START ON YOUR 2021 LISTINGS PIPELINE

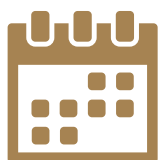


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HOUSE MARKET ALL



Median days on market

55 Days



Median vendor discount

-4.9%



Stock on market

7.1%

Vacant Land Market

Vacant land prices strengthened throughout the year, although the region isn't really known for large-scale subdivision, so transaction numbers are limited. Despite this, anecdotal evidence is positive. Livingston highlighted a couple of smaller thirty-to-forty lot subdivisions in Rockhampton recently sold out prior to titles being issued. This indicates demand is outstripping the vacant land supply.

The vacant land median of \$163,500 to December 2020 was a 2.2% increase on the previous year's result while on a quarterly measure, the \$119,000 median to December 2020 is a massive -23.7% fall on the previous quarter's median price. That said, this median was recorded across only 17 transactions and, as such, would be considered statistically unreliable.

Rental Market

Rising property prices have resulted in lower available rental stock and long-term investors who had rented out homes while waiting for the market to improve were now cashing in their assets. As such, there's a shrinking supply of rental stock at a time when demand is strong. The inevitable outcome is rising rents and multiple applications when property becomes available.

The vacancy rate for the December 2020 quarter was an extraordinarily tight 0.3%. This followed on from the previous quarter's figure of 0.3%, and the quarter prior which was 0.4%. This run demonstrates how entrenched low vacancy is in Rockhampton.

Median rent for a three-bedroom house in the year to December 2020 was \$330 per week – up a substantial \$40 on the previous year's result, while for two-bedroom units, the annual median was \$250 per week – a rise of \$28 per week based on the previous year's result. These improved conditions could, of course, stimulate further investor demand. Given the low interest rates and excellent economic prospects for Rockhampton, relatively affordable property with good rental potential could see even more demand over the coming months.

RENTAL MARKET



Vacancy Rates

0.3%



House Yields

6.0%



Unit Yields

5.2%

UNIT MARKET



Quarter
median price ↓
\$248,000



Annual
median price ↓
\$249,000



Annual volume
of sales ↔
122



Annual median
price 5 yrs ago ↓
\$347,750

UNIT MARKET



Median days on
market

101 Days



Median vendor
discount

-6.0%

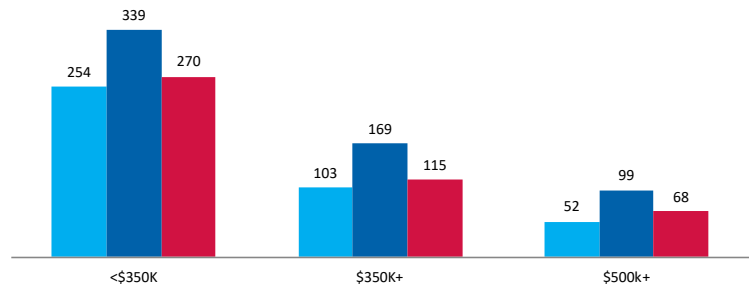


Stock on market

5.0%

ROCKHAMPTON & LIVINGSTONE HOUSE SALES

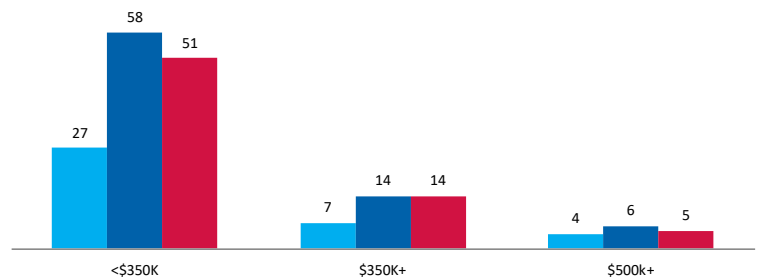
■ Jun-20 ■ Sep-20 ■ Dec-20 *



*Preliminary data
Houses <2400m²

ROCKHAMPTON & LIVINGSTONE UNIT SALES

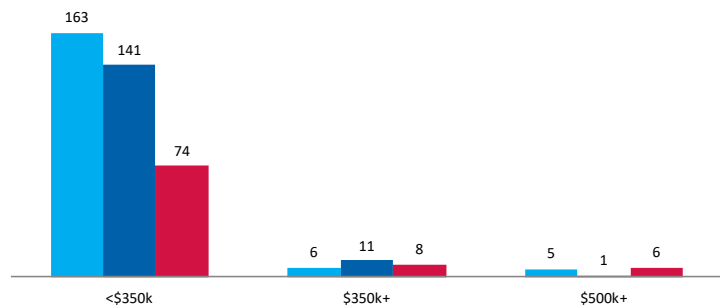
■ Jun-20 ■ Sep-20 ■ Dec-20 *



*Preliminary data

ROCKHAMPTON & LIVINGSTONE LAND SALES

■ Jun-20 ■ Sep-20 ■ Dec-20 *



*Preliminary data



ROCKHAMPTON

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)	302	\$287,250	4.5%	1301	\$275,000	\$265,000	3.8%	\$290,000	-5.2%
ROCKHAMPTON (LGA) ^	21	\$380,000	3.4%	119	\$380,000	\$355,000	7.0%	\$382,500	-0.7%
ALLENSTOWN	15	\$238,000	-11.0%	54	\$237,000	\$210,000	12.9%	\$260,000	-8.8%
BERSEKER	35	\$245,000	3.2%	130	\$219,000	\$185,000	18.4%	\$217,500	0.7%
DEPOT HILL	4	N/A	N/A	26	\$132,500	N/A	N/A	N/A	N/A
FRENCHVILLE	27	\$325,000	-0.6%	157	\$325,000	\$316,000	2.8%	\$318,000	2.2%
GRACEMERE	47	\$290,000	5.5%	183	\$270,000	\$255,000	5.9%	\$311,000	-13.2%
GRACEMERE ^	5	N/A	N/A	22	\$455,000	N/A	N/A	N/A	N/A
KAWANA	15	\$296,500	-3.3%	61	\$292,750	\$281,000	4.2%	\$315,000	-7.1%
KOONGAL	24	\$245,000	-16.9%	73	\$246,500	\$208,750	18.1%	\$230,000	7.2%
MOUNT MORGAN	12	\$114,500	N/A	54	\$112,000	\$88,000	27.3%	\$107,500	4.2%
NORMAN GARDENS	36	\$410,000	5.1%	164	\$395,000	\$375,000	5.3%	\$389,000	1.5%
PARK AVENUE	15	\$265,000	26.9%	77	\$220,000	\$233,500	-5.8%	\$253,000	-13.0%
PARKHURST	10	\$443,750	25.4%	49	\$445,000	\$342,500	29.9%	N/A	N/A
ROCKHAMPTON CITY	8	N/A	N/A	31	\$154,000	\$160,000	-3.8%	\$215,000	-28.4%
ROCKYVIEW ^	6	N/A	N/A	28	\$588,500	\$508,000	15.8%	N/A	N/A
THE RANGE	21	\$336,500	-12.6%	102	\$375,000	\$375,000	0.0%	\$365,000	2.7%
WANDAL	20	\$340,000	19.3%	93	\$320,000	\$265,000	20.8%	\$300,000	6.7%
WEST ROCKHAMPTON	8	N/A	N/A	27	\$240,000	\$235,000	2.1%	\$241,000	-0.4%

SURROUNDS

CENTRAL HIGHLANDS (LGA)	68	\$260,000	2.0%	305	\$260,000	\$237,000	9.7%	\$206,000	26.2%
CENTRAL HIGHLANDS (LGA) ^	8	N/A	N/A	58	\$462,000	\$497,500	-7.1%	\$370,000	24.9%
BLACKWATER	13	\$125,000	-7.4%	67	\$130,000	\$130,000	0.0%	\$150,000	-13.3%
EMERALD	52	\$295,000	-9.2%	213	\$320,000	\$290,000	10.3%	\$250,000	28.0%
EMERALD	5	N/A	N/A	35	\$500,000	\$535,000	-6.5%	\$445,000	12.4%
LIVINGSTONE (LGA)	157	\$420,000	8.5%	618	\$400,000	\$380,000	5.3%	\$382,500	4.6%
LIVINGSTONE (LGA) ^	34	\$505,000	-1.0%	179	\$540,000	\$470,000	14.9%	\$473,750	14.0%
BARLOWS HILL	1	N/A	N/A	18	N/A	N/A	N/A	N/A	N/A
COOEE BAY	4	N/A	N/A	27	\$380,000	\$355,000	7.0%	N/A	N/A
EMU PARK	9	N/A	N/A	44	\$340,000	\$320,000	6.3%	\$361,250	-5.9%
LAMMERMOOR	15	\$491,500	11.7%	69	\$472,000	\$425,000	11.1%	\$412,500	14.4%
MULAMBIN	4	N/A	N/A	24	\$431,000	N/A	N/A	N/A	N/A
PACIFIC HEIGHTS	8	N/A	N/A	29	\$507,000	N/A	N/A	N/A	N/A
TARANGANBA	22	\$420,000	16.3%	62	\$380,000	\$376,000	1.1%	\$426,500	-10.9%
TAROOMBALL	2	N/A	N/A	30	\$459,500	\$414,500	10.9%	N/A	N/A
YEPPON	41	\$405,000	13.8%	143	\$390,000	\$365,000	6.8%	\$380,000	2.6%
ZILZIE	27	\$355,000	-2.3%	88	\$345,000	\$330,000	4.5%	\$375,000	-8.0%

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
ROCKHAMPTON (LGA)	32	\$248,000	-0.1%	122	\$249,000	\$263,750	-5.6%	\$347,750	-28.4%
SURROUNDS									
CENTRAL HIGHLANDS (LGA)	6	N/A	N/A	27	\$177,500	\$180,000	-1.4%	N/A	N/A
LIVINGSTONE (LGA)	39	\$305,000	22.5%	115	\$258,000	\$212,500	21.4%	\$345,000	-25.2%
YEPPON	15	\$340,000	24.5%	53	\$307,000	\$247,500	24.0%	\$355,000	-13.5%

SALES MARKET - VACANT LAND <2400M²

ROCKHAMPTON (LGA)	17	\$119,000	-23.7%	151	\$163,500	\$160,000	2.2%	\$164,500	-0.6%
ROCKHAMPTON (LGA) ^	13	\$185,000	42.3%	56	\$185,000	\$147,000	25.9%	\$202,500	-8.6%
NORMAN GARDENS	3	N/A	N/A	56	\$167,500	\$157,000	6.7%	\$170,000	-1.5%
PARKHURST	4	N/A	N/A	44	\$183,400	\$183,450	0.0%	\$165,000	11.2%
SURROUNDS									
LIVINGSTONE (LGA)	42	\$180,000	5.6%	208	\$174,000	\$169,750	2.5%	\$170,000	2.4%
LIVINGSTONE (LGA) ^	16	\$232,500	3.3%	114	\$235,000	\$240,000	-2.1%	\$215,000	9.3%
INVERNESS ^	0	N/A	N/A	20	\$255,000	N/A	N/A	N/A	N/A
LAMMERMOOR	3	N/A	N/A	33	\$189,000	\$182,000	3.8%	\$165,000	14.5%
PACIFIC HEIGHTS	5	N/A	N/A	27	\$140,000	\$140,000	0.0%	N/A	N/A
YEPPON	10	\$237,500	N/A	41	\$184,000	\$183,000	0.5%	\$176,950	4.0%
ZILZIE	11	\$110,000	N/A	32	\$107,000	N/A	N/A	\$159,000	-32.7%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20 \$/ WEEK	NEW BONDS	DEC-19 \$/ WEEK	NEW BONDS	DEC-15 \$/ WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$330	182	\$290	243	\$290	238
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$325	84	\$300	85	\$275	81
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/Rockhampton	\$350	89	\$290	143	\$300	146
4714	Mount Morgan	\$220	8	\$220	15	\$230	10
	LIVINGSTONE SHIRE	\$370	79	\$310	131	\$300	166
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$328	28	\$280	55	\$280	62
4703	Bayfield/Bungundarra/Byfield/Cooe Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	\$380	43	\$360	56	\$330	81
4710	Emu park/Zilzie	\$360	7	\$310	19	\$300	23
	CENTRAL HIGHLANDS REGIONAL	\$298	116	\$273	156	\$200	140
4717	Blackwater	\$280	60	\$210	70	\$200	93
4720	Emerald	\$350	39	\$300	69	\$250	32

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	DEC-20 \$/ WEEK	NEW BONDS	DEC-19 \$/ WEEK	NEW BONDS	DEC-15 \$/ WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$250	148	\$223	138	\$220	183
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$270	41	\$245	48	\$235	48
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/Rockhampton	\$250	107	\$220	88	\$220	135
	LIVINGSTONE SHIRE	\$305	36	\$300	74	\$269	79
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$273	6	N/A	4	\$200	13
4703	Bayfield/Bungundarra/Byfield/Cooe Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	\$315	28	\$300	69	\$300	64
	CENTRAL HIGHLANDS REGIONAL	\$240	62	\$220	62	\$175	66
4717	Blackwater	\$198	10	\$165	9	\$150	12
4720	Emerald	\$250	50	\$220	48	\$180	49
4722	Springsure			N/A	3	N/A	3



RENTAL MARKET - 3 BED TOWNHOUSES							
POST CODE	LOCALITY ^a	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$375	8	\$350	5	\$300	9
4701	Central Qld Uni, Frenchville, Kalka, Koongal, Lakes Ck, Nerimbera, Nth Rockhampton, Oasis Gardens, Pk Avenue PO, Rockhampton	\$340	7	N/A	4	\$260	5
	LIVINGSTONE SHIRE	\$400	18	\$400	22	\$350	5
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$450	8	\$400	18	N/A	3
4703	Bayfield/Bungundarra/Byfield/Cooee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	\$385	10	N/A	3	N/A	2
	CENTRAL HIGHLANDS REGIONAL	\$330	15	\$350	15	\$250	9
4720	Emerald	\$335	10	\$350	13	N/A	4

EMPLOYMENT MARKET

MACKAY



Unemployment Rate

4.3%



Participation Rate

68.9%

HOUSE MARKET (<2400M²)



Quarter
median price ↑

\$385,000



Annual median
price ↑

\$370,000



Annual volume
of sales ↔

1,669



Annual median
price 5yrs ago ↑

\$358,500

Mackay has continued its run of property price growth with another median house price increase recorded in the December quarter.

Mackay Musters Up More Momentum

The strong market conditions in Mackay have continued in the December 2020 quarter with median house prices higher than the previous period. Over the year ending December, the region posted growth of 4.5% to push its median house price to the highest level in five years. Interestingly, an undersupply of listings is creating significant competition for stock with most properties selling within 10 days.

Meanwhile, Mackay's unit market has yet to experience any substantial uptick in conditions, but with very affordable price points that situation is likely to start changing soon while the volume of land sales has jumped more than 70% over the year. As a result, it's created a skills shortage in the construction sector.

The region's rental market is also struggling with a critical undersupply of property, with weekly rents increasing sharply as a result. However, the good news is that Mackay's economy continues to be in healthy shape with a very low percentage of residents on government subsidies.

House Market <2400m²

Mackay has continued its run of property price growth with another median house price increase recorded in the December quarter. The Mackay median house price rose 1.6% over the quarter and was up 4.5% over the year ending December to be \$370,000. After a number of years of fairly average market conditions, the Mackay median house price is now the highest it has been for five years.

REIQ Mackay Zone Chair Allison Cunningham agreed, further saying that the sales market was the best it had been for many years with low stock levels a part of the equation. "There are under 1,000 properties for sale across the entire district, so it's a very tight market. When stock does become available, it's only there for seven to 10 days before it has a contract," she added.

According to CoreLogic, the last time Mackay had a significant undersupply of property for sale was way back in 2011. Demand for houses is being predominantly driven by local buyers, however, with most properties selling soon after listing, they're becoming increasingly frustrated when they miss out – especially first home buyers.

The Mackay market remained buoyant right up to the Christmas period and then took a breather for only a week or so before continuing with its strong market conditions. The strength of the housing market is reflected in the sales volume figures, which recorded a 30% jump over the year ending December 2020.

Unit Market

The strong market conditions for houses have yet to really flow through to the region's unit sector, which is still recording soft results. Over the December quarter, the median unit price recorded a -16.2% reduction in price, but this is most likely due to more affordable unit stock selling over the same period. A more reliable barometer of the unit market is what happened over the year ending December 2020 with a small reduction of in median price of -1.3% recorded to finish the year on \$221,000.

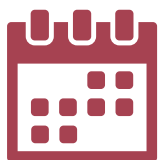
The median price of units in Mackay is now one of most affordable of all major regions across the State, behind Gladstone, and is a situation that's likely to become more attractive to local buyers and investors as the housing market continues to heat up. Meanwhile, the region's commercial property sector is also performing strongly, especially industrial, with robust demand from buyers and tenants.

Vacant Land Market

It seems that local buyers were slower than many other areas across Queensland to take up the Federal Government's *HomeBuilder* initiative with land sales taking a while to pick up last year. However, as available listings in the established market started to tighten, this situation started to change. That said, the number of new land estates and building approvals in the region were at low levels prior to the pandemic, meaning there wasn't a huge supply of options instantly available. The situation has since changed with building approvals increasing significantly over recent months – albeit still well below what they were during the peak of the boom several years ago.



HOUSE MARKET ALL



Median days on market

41 Days



Median vendor discount

-4.1%



Stock on market

7.2%

The median price of vacant land in Mackay recorded a marginal increase over the year, up 0.6% to \$180,000. The most telling figure in the region's land data, though, is the sharp uptick in the volume of sales, which posted a jump of 71% compared to the year prior. This significant increase in demand has put a strain on the local construction pipeline with a shortage of qualified trades now common.

Rental Market

The woeful rental market conditions of a few years ago in Mackay are now a distant Mackay's rental market started to move into undersupply territory a few years ago, so the pandemic has just added to a situation that was already under way. The region's vacancy rate is now just 0.9% with strong weekly rent increases being recorded.

Local landlords who held on to their properties during soft sales and rental market conditions are now welcoming some much-needed rent and property price growth. The stronger market conditions may see some investors offload their portfolio over coming months, keen to claw back some positive results after a very long wait.

The median weekly rent for a two-bedroom unit in Mackay has jumped 9.3% over the year to \$295 while the median weekly rent for a three-bedroom house has increased 6.8% to \$395 over the same period. These robust rises in weekly rents have resulted in gross rental yields also firming – the gross rental yield for houses increased from 5.1% in the September quarter to 5.3% in December. The result is even more pronounced for unit yields, which have soared from 6.9% to 8.1% over the same period.

RENTAL MARKET



Vacancy Rates

0.9%



House Yields

5.3%



Unit Yields

8.1%



UNIT MARKET



Quarter
median price ↓
\$188,500



Annual
median price ↓
\$221,000

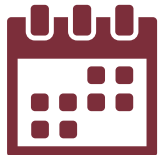


Annual volume
of sales ↔
224



Annual median
price 5 yrs ago ↓
\$275,000

UNIT MARKET



Median days on
market

61 Days



Median vendor
discount

-5.2%



Stock on market

4.8%

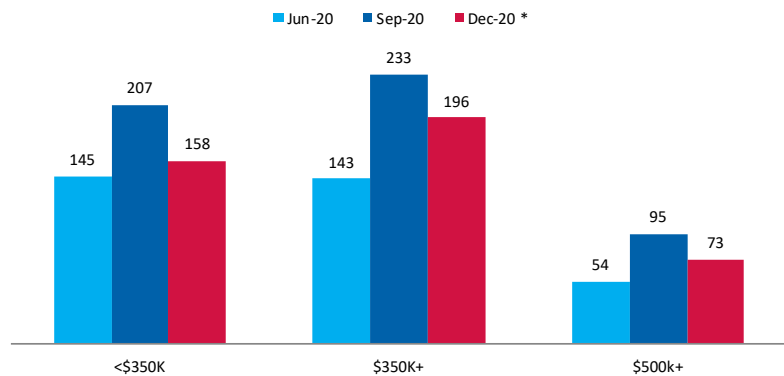
SALES MARKET - VACANT LAND <2400M²

MACKAY (LGA)	44	\$134,000	-23.4%	295	\$180,000	\$179,000	0.6%	\$180,000	0.0%
MACKAY (LGA) ^	22	\$277,500	26.1%	136	\$212,500	\$230,000	-7.6%	\$228,000	-6.8%
ANDERGROVE	0	N/A	N/A	29	\$155,000	\$164,900	-6.0%	N/A	N/A
BAKERS CREEK	1	N/A	N/A	14	N/A	\$193,000	N/A	N/A	N/A
BEACONSFIELD	4	N/A	N/A	39	\$188,000	\$179,495	4.7%	N/A	N/A
RICHMOND	4	N/A	N/A	43	\$228,000	\$217,500	4.8%	N/A	N/A
RURAL VIEW	2	N/A	N/A	28	\$169,000	\$160,000	5.6%	\$158,500	6.6%

SURROUNDS

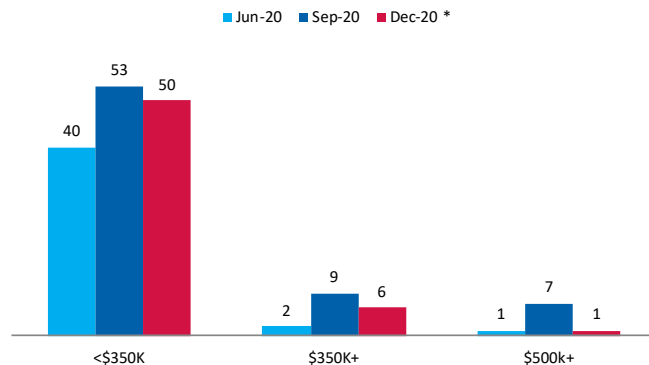
WHITSUNDAY (LGA)	28	\$170,000	13.3%	138	\$162,500	\$150,000	8.3%	\$174,000	-6.6%
WHITSUNDAY (LGA) ^	13	\$210,000	7.7%	73	\$195,000	\$228,500	-14.7%	\$189,000	3.2%
BOWEN	5	N/A	N/A	30	\$103,500	\$120,000	-13.8%	\$119,000	-13.0%
CANNON VALLEY	3	N/A	N/A	25	\$220,000	N/A	N/A	N/A	N/A
CANNONVALE	6	N/A	N/A	26	\$150,000	\$160,000	-6.3%	\$174,000	-13.8%

MACKAY HOUSE SALES



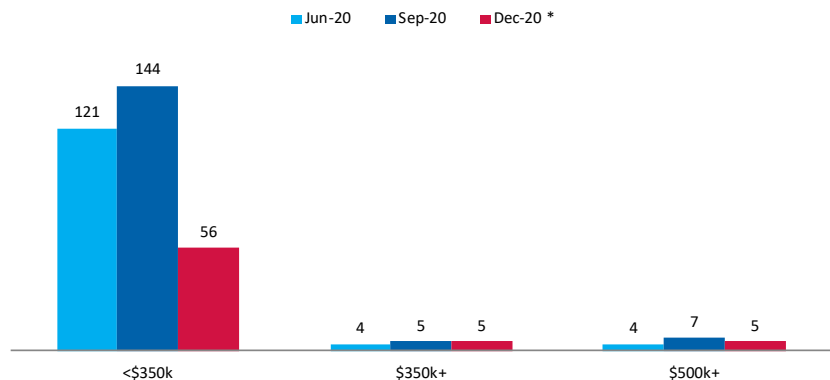
*Preliminary data
Houses<2400m²

MACKAY UNIT SALES



*Preliminary data

MACKAY 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
MACKAY (LGA)	432	\$385,000	1.6%	1669	\$370,000	\$354,000	4.5%	\$358,500	3.2%
MACKAY (LGA) ^	55	\$452,000	-13.1%	254	\$480,000	\$478,500	0.3%	\$450,000	6.7%
ANDERGROVE	41	\$365,000	-1.4%	146	\$361,000	\$335,000	7.8%	\$317,500	13.7%
BEACONSFIELD	23	\$364,000	-10.5%	81	\$365,000	\$380,000	-3.9%	\$350,000	4.3%
BLACKS BEACH	16	\$400,000	23.1%	68	\$372,500	\$333,000	11.9%	\$365,000	2.1%
BUCASIA	24	\$409,000	16.9%	88	\$391,000	\$375,000	4.3%	\$350,000	11.7%
EAST MACKAY	20	\$442,000	21.9%	59	\$410,000	\$345,000	18.8%	\$408,750	0.3%
EIMEO	18	\$420,500	-3.9%	58	\$406,250	\$355,000	14.4%	\$385,000	5.5%
GLENELLA	22	\$489,500	3.1%	94	\$481,500	\$470,000	2.4%	\$495,000	-2.7%
MARIAN	15	\$510,000	23.8%	76	\$445,000	\$422,500	5.3%	\$420,000	6.0%
MOUNT PLEASANT	24	\$354,250	-17.6%	75	\$366,000	\$365,000	0.3%	\$387,500	-5.5%
NORTH MACKAY	25	\$297,000	1.1%	106	\$303,750	\$258,000	17.7%	\$260,000	16.8%
ORALEA	17	\$445,000	-5.3%	63	\$455,000	\$445,000	2.2%	\$420,000	8.3%
RURAL VIEW	34	\$450,000	1.1%	104	\$428,750	\$445,000	-3.7%	\$384,000	11.7%
SARINA	9	N/A	N/A	39	\$276,000	\$230,000	20.0%	\$220,000	25.5%
SARINA ^	7	N/A	N/A	26	\$527,500	\$420,000	25.6%	N/A	N/A
SHOAL POINT	5	N/A	N/A	26	\$487,000	N/A	N/A	N/A	N/A
SLADE POINT	14	\$312,500	-9.4%	51	\$300,000	\$358,000	-16.2%	\$320,000	-6.3%
SOUTH MACKAY	39	\$327,500	9.5%	120	\$318,000	\$315,000	1.0%	\$288,750	10.1%
WALKERSTON	14	\$340,000	-8.7%	64	\$385,000	\$375,000	2.7%	\$370,250	4.0%
WEST MACKAY	21	\$380,000	7.0%	95	\$355,000	\$335,000	6.0%	\$338,000	5.0%

SURROUNDS

ISAAC (LGA)	42	\$250,000	-8.8%	204	\$250,000	\$200,000	25.0%	\$185,000	35.1%
ISAAC (LGA) ^	3	N/A	N/A	18	N/A	N/A	N/A	N/A	N/A
MORANBAH	23	\$297,500	6.3%	120	\$282,500	\$235,000	20.2%	\$200,000	41.3%
WHITSUNDAY (LGA)	128	\$362,000	6.9%	448	\$350,000	\$359,500	-2.6%	\$380,000	-7.9%
WHITSUNDAY (LGA) ^	26	\$550,000	4.3%	111	\$510,000	\$490,000	4.1%	\$455,000	12.1%
BOWEN	37	\$275,000	0.0%	140	\$275,000	\$245,000	12.2%	\$281,250	-2.2%
CANNONVALE	33	\$459,000	2.0%	110	\$455,000	\$428,000	6.3%	\$425,000	7.1%
PROSERPINE	16	\$257,500	8.0%	58	\$252,500	\$287,500	-12.2%	\$250,000	1.0%

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
MACKAY (LGA)	57	\$188,500	-16.2%	224	\$221,000	\$224,000	-1.3%	\$275,000	-19.6%
MACKAY	11	\$170,000	N/A	44	\$210,000	\$232,000	-9.5%	\$310,000	-32.3%
NORTH MACKAY	5	N/A	N/A	19	N/A	\$192,000	N/A	N/A	N/A
SOUTH MACKAY	5	N/A	N/A	23	\$185,000	N/A	N/A	N/A	N/A
WEST MACKAY	3	N/A	N/A	23	\$225,000	N/A	N/A	N/A	N/A

SURROUNDS

ISAAC (LGA)	4	N/A	N/A	17	N/A	\$160,000	N/A	N/A	N/A
WHITSUNDAY (LGA)	65	\$300,000	10.6%	181	\$275,000	\$259,750	5.9%	\$286,000	-3.8%
AIRLIE BEACH	32	\$309,000	-8.1%	66	\$330,000	\$310,000	6.5%	\$361,500	-8.7%
CANNONVALE	21	\$215,000	-1.1%	69	\$215,000	\$222,500	-3.4%	\$269,000	-20.1%

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
MACKAY REGIONAL		\$395	224	\$370	343	\$280	366
4737	Sarina/Sarina Beach/Armstrong Beach	\$375	13	\$370	27	\$280	29
4740	Mackay	\$400	172	\$370	275	\$290	291
4741	Various Islands/Clairview/Eton/Farleigh/Flaggy Rock/Gargett/Mt Christian/Mt Ossa/Oakenden/Pinnacle/Pleystowe/Seaforth/Yalbaroo	\$370	8	\$300	8	\$250	5
4750	Bucasia/Seaview Heights/Shoal Pt	\$390	15	\$360	13	\$290	13
4751	Palmyra/Walkerston	N/A	3	\$380	5	\$280	15
ISAAC REGIONAL		\$320	115	\$300	158	\$225	125
4721	Clermont	\$320	7	\$275	8	\$250	10
4730	Longreach /Stonehenge	\$250	11	\$270	21	\$215	24
4742	Nebo	\$260	5	\$265	6	N/A	3
4744	Moranbah	\$400	53	\$350	94	\$240	74
4745	Dysart	\$250	39	\$220	35	\$150	25
4746	Middlemount	\$375	7	\$350	11	\$240	13
WHITSUNDAY REGIONAL		\$380	100	\$360	117	\$300	136
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdieckie/Wilson Bch	\$385	12	\$320	27	\$300	35
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$460	45	\$420	45	\$360	57
4804	Collinsville	\$263	10	\$250	9	N/A	3
4805	Bowen	\$320	33	\$295	36	\$250	41

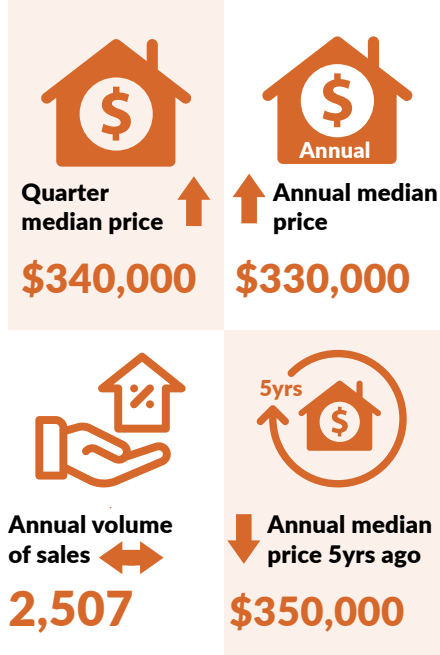
RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
MACKAY REGIONAL		\$295	209	\$270	242	\$200	287
4737	Sarina/Sarina Beach/Armstrong Beach	\$220	13	\$225	12	\$175	6
4740	Mackay	\$300	189	\$270	215	\$200	260
4750	Bucasia/Seaview Heights/Shoal Pt	N/A	4	\$250	9	N/A	4
4751	Greenmount/ Palmyra/ Victoria Plains/ Walkerston	N/A	3	\$265	6	\$210	14
ISAAC REGIONAL		\$225	39	\$260	38	\$170	29
4721	Clermont	\$223	6	N/A	3	\$165	5
4744	Moranbah	\$190	15	\$280	25	\$250	10
4746	Middlemount	\$310	9	\$280	5	\$200	7
WHITSUNDAY REGIONAL		\$300	133	\$300	148	\$270	144
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdieckie/Wilson Bch	\$248	18	\$220	15	\$200	9
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$350	84	\$330	100	\$285	108
4805	Bowen	\$280	25	\$225	31	\$211	22

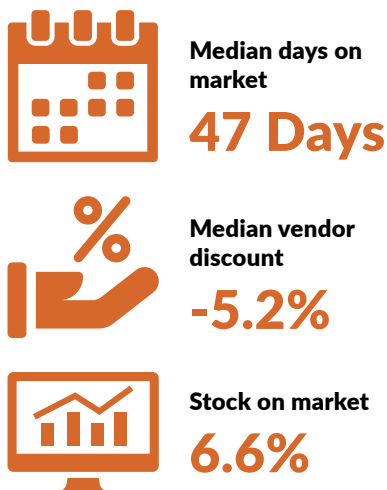
RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
MACKAY REGIONAL		\$375	21	\$370	34	\$290	53
4740	Mackay	\$375	19	\$370	31	\$290	50
ISAAC REGIONAL		\$480	14	\$360	23	\$300	18
4744	Moranbah	\$480	14	\$410	13	\$280	16
WHITSUNDAY REGIONAL		\$405	20	\$380	15	\$280	23
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$405	14	\$380	11	\$300	13
4805	Bowen	\$450	5	N/A	1	N/A	4

HOUSE MARKET (<2400M²)



HOUSE MARKET ALL



The Townsville median house price increased 3.8% over the year ending December. The region's unit market has also seen some love from buyers, with its median price up by 7.9% over the December quarter.

Townsville Prices on the Up & Up

Based on the latest data, the Townsville property and rental markets are going only one way – and that's up. Property and rental prices have been firming since the middle of last year with more demand than supply for both markets. And sales volumes for both houses and units have soared over the past year as buyers compete to secure a home or investment.

The Townsville median house price increased 3.8% over the year ending December. The region's unit market has also seen some love from buyers, with its median price up by 7.9% over the December quarter. Likewise, buyers have flocked to vacant land as well, with sales up nearly 90% compared to the year prior with holdings in affordable locations particularly popular.

And just as we're seeing elsewhere around the State, the Townsville rental market is critically undersupplied with a vacancy rate of just 1%. Rents are starting to rise rapidly which is forcing some tenants to move to more affordable locations, including rural areas.

House Market <2400m²

The Townsville house market was perhaps a little slower out of the gates than other regions last year, but that situation has now changed. While the region posted a negligible result over the December quarter, achieving a 0.6% increase, its median house price grew by 3.8% over the year with the Townsville median house price at \$330,000. Moreover, the quarterly percentage result is most likely a reflection of more affordable stock selling over the period, with activity and sales prices picking up even more in recent months (0.6%).

REIQ Townsville Zone Chair Ben Kingsberry said an influx of interstate migrants was adding to the demand for properties, but also adding wealth to the region too.

"They're coming into town, where they're all taking a rental or buying a property, but they're also bringing whatever money they've got with them too. The exciting part is they're also bringing a job with them, so, they're actually bringing a whole new job to the economy," explained Kingsberry.

New residents are flocking to the region due to its lifestyle factors as well as housing affordability, compared to Sydney and Melbourne in particular. The volume of house sales in Townsville has increased significantly over the past year, with 34% more sales recorded over the period. Ultimately, the region's strong market conditions appear to only be beginning with more price growth set to take place over the coming months, given the demand versus supply imbalance.

Unit Market

With a median unit price of just \$245,000, it was only a matter of time before this dwelling type started to experience rising market conditions as well. That has certainly been the case over the December quarter, with the median unit price increasing an impressive 7.9% over the period. Over the year ending December, 2020 its median unit price posted a modest -2.7% drop in price.

The region's unit market continues to be hampered by sky-high insurance premiums, which is a situation that stops some buyers from purchasing an attached dwelling. That said, with house prices rising rapidly, it's likely that the lower price points and affordability of units will motivate more buyers into the unit market – even with higher than necessary insurance premiums. Over the year, the volume of unit sales increased by more than 11%.

Vacant Land Market

Similar to many other locations, buyers made a run on vacant land in Townsville over the second half of last year. However, the median price result shows a reduction in price over the quarter and the year, which is mostly due to more affordable land stock being sold.

For example, the top three locations for vacant land sales over the year were in Bohle Plains, Burdell and Bushland Beach, with the latter two suburbs both having median land prices below the Townsville median price of \$155,000. The *HomeBuilder*

EMPLOYMENT MARKET

TOWNSVILLE



Unemployment Rate

7.9%



Participation Rate

62.7%

UNIT MARKET



Quarter median price ↑

\$245,000



Annual median price ↓

\$237,500



Annual volume of sales ↔

554



Annual median price 5 yrs ago ↓

\$285,000

UNIT MARKET



Median days on market

74 Days



Median vendor discount

-6.9%



Stock on market

5.5%



initiative created an influx of demand from buyers, with the volume of land sales up a staggering 89% over the year. With deadlines around the purchase and construction of new properties needing to be met under the grant conditions, developers have mostly run out of land stock as well as the capacity to build more dwellings.

Rental Market

Four years ago, the Townsville vacancy rate was sitting at 6.4% with far more supply than demand from tenants. From that moment on, however, the tide started to turn with the rate edging down with each consecutive quarter until it hit more demand than supply the year before the pandemic.

In December 2020, the vacancy rate in Townsville was just 1.0%, with rents starting to rise sharply as a result. Unfortunately, the critical undersupply of rental properties is starting to cause problems for tenants with some people having to move to more affordable areas, including more rural areas where rent is cheaper.

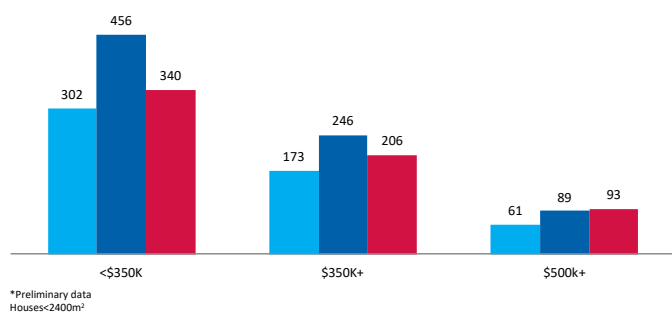
The region's rental market is also under strain from its rising population but from a lack of investment activity and new builds over recent years a well. The robust Townsville economy has also resulted in fewer people leaving the region for jobs in other parts of the State or nation, which is reducing the supply of rental properties even further.

The median weekly rent for a two-bedroom unit has increased 7.1% to \$300 over the year. The median weekly rent for a three-bedroom house in Townsville has jumped 6.1% to \$350 over the same period. And, gross rental yields are on the rise in the district as well with 5.4 % recorded for houses and 6.4% for units in December.



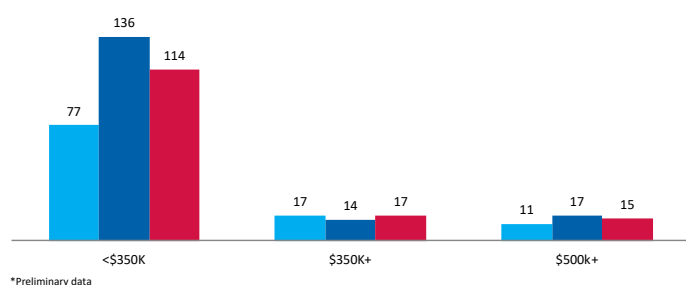
TOWNSVILLE HOUSE SALES

■ Jun-20 ■ Sep-20 ■ Dec-20 *



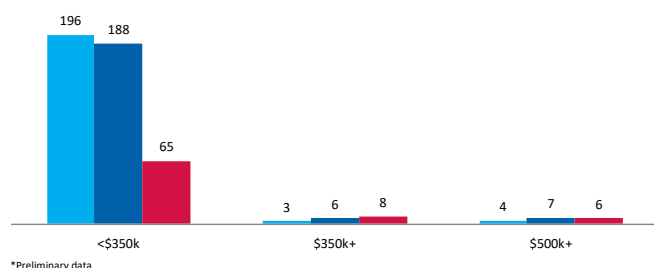
TOWNSVILLE UNIT SALES

■ Jun-20 ■ Sep-20 ■ Dec-20 *



TOWNSVILLE LAND SALES

■ Jun-20 ■ Sep-20 ■ Dec-20 *

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)	649	\$340,000	0.6%	2507	\$330,000	\$318,000	3.8%	\$350,000	-5.7%
TOWNSVILLE (LGA) ^	62	\$464,500	5.6%	276	\$455,000	\$429,000	6.1%	\$435,000	4.6%
AITKENVALE	12	\$264,000	-4.0%	65	\$265,000	\$280,000	-5.4%	\$323,500	-18.1%
ALICE RIVER ^	8	N/A	N/A	31	\$517,000	\$487,500	6.1%	\$508,500	1.7%
ALLIGATOR CREEK	8	N/A	N/A	28	\$540,000	\$525,000	2.9%	N/A	N/A
ANNANDALE	33	\$455,000	17.4%	131	\$395,000	\$400,000	-1.3%	\$422,000	-6.4%
BALGAL BEACH	7	N/A	N/A	31	\$247,000	\$285,000	-13.3%	N/A	N/A
BELGIAN GARDENS	6	N/A	N/A	19	N/A	\$420,000	N/A	\$446,500	N/A
BLUEWATER PARK ^	4	N/A	N/A	24	\$388,000	N/A	N/A	N/A	N/A
BOHLE PLAINS	8	N/A	N/A	53	\$375,000	\$375,000	0.0%	\$415,000	-9.6%
BURDELL	36	\$348,000	-9.6%	122	\$365,000	\$335,000	9.0%	\$416,300	-12.3%
BUSHLAND BEACH	35	\$420,000	6.5%	145	\$400,000	\$368,250	8.6%	\$390,000	2.6%
CONDON	16	\$282,500	7.0%	67	\$258,000	\$240,000	7.5%	\$290,000	-11.0%
CRANBROOK	17	\$285,000	N/A	62	\$253,000	\$264,250	-4.3%	\$286,250	-11.6%
CURRAJONG	13	\$299,000	N/A	42	\$258,500	\$242,500	6.6%	\$298,500	-13.4%
DEERAGUN	14	\$260,000	6.3%	53	\$241,000	\$255,000	-5.5%	\$323,500	-25.5%
DOUGLAS	34	\$362,500	7.0%	113	\$355,000	\$355,500	-0.1%	\$390,000	-9.0%
GARBUTT	6	N/A	N/A	27	\$275,000	\$235,000	17.0%	\$275,000	0.0%
GULLIVER	12	\$272,500	N/A	42	\$273,000	\$246,000	11.0%	\$281,000	-2.8%
HEATLEY	9	N/A	N/A	56	\$230,000	\$215,000	7.0%	\$253,750	-9.4%
HERMIT PARK	16	\$335,000	-11.4%	63	\$340,000	\$277,000	22.7%	\$369,500	-8.0%
IDALIA	16	\$489,100	6.9%	85	\$430,000	\$410,000	4.9%	\$525,000	-18.1%
KELSO	31	\$260,000	3.8%	105	\$242,750	\$221,250	9.7%	\$271,000	-10.4%
KELSO ^	10	\$520,000	N/A	34	\$457,500	N/A	N/A	\$390,000	17.3%
KIRWAN	87	\$317,500	-3.8%	299	\$316,000	\$310,000	1.9%	\$340,000	-7.1%
MOUNT LOUISA	43	\$372,500	2.1%	161	\$372,000	\$339,000	9.7%	\$385,000	-3.4%
MOUNT LOW	20	\$346,500	0.4%	65	\$325,000	\$330,000	-1.5%	\$408,000	-20.3%
MUNDINGBURRA	15	\$370,000	-12.9%	45	\$360,000	\$330,000	9.1%	\$355,000	1.4%
NELLY BAY	7	N/A	N/A	29	\$360,000	\$352,000	2.3%	\$295,000	22.0%
NORTH WARD	12	\$700,000	N/A	37	\$720,000	\$550,000	30.9%	\$685,000	5.1%
OONONBA	3	N/A	N/A	24	\$260,000	N/A	N/A	\$302,500	-14.0%
PIMLICO	4	N/A	N/A	25	\$326,000	N/A	N/A	\$322,000	1.2%
RAILWAY ESTATE	25	\$360,000	19.2%	59	\$320,000	\$285,000	12.3%	\$345,000	-7.2%
RANGEWOOD ^	0	N/A	N/A	16	N/A	N/A	N/A	N/A	N/A
RASMUSSEN	12	\$217,750	-1.0%	50	\$217,500	\$210,000	3.6%	\$384,500	-43.4%
SOUTH TOWNSVILLE	7	N/A	N/A	36	\$333,000	\$312,000	6.7%	\$350,000	-4.9%
THURINGOWA CENTRAL	7	N/A	N/A	22	\$265,000	\$270,000	-1.9%	\$300,000	-11.7%
VINCENT	8	N/A	N/A	27	\$235,000	N/A	N/A	\$259,000	-9.3%
WEST END	20	\$351,250	N/A	58	\$359,000	\$350,000	2.6%	\$377,000	-4.8%
WULGURU	9	N/A	N/A	55	\$262,000	\$250,000	4.8%	\$292,250	-10.4%

SURROUNDS

BURDEKIN (LGA)	41	\$195,000	14.7%	187	\$175,000	\$160,000	9.4%	\$182,000	-3.8%
BURDEKIN (LGA) ^	6	N/A	N/A	34	\$332,500	N/A	N/A	\$337,500	-1.5%
AYR	27	\$220,000	23.9%	116	\$195,000	\$169,000	15.4%	\$195,000	0.0%
HOME HILL	9	N/A	N/A	38	\$138,329	\$121,000	14.3%	N/A	N/A
CHARTERS TOWERS (LGA)	23	\$165,000	117.1%	78	\$147,000	\$187,500	-21.6%	\$175,000	-16.0%
CHARTERS TOWERS (LGA) ^	13	\$330,000	10.0%	57	\$340,000	\$340,000	0.0%	\$420,000	-19.0%
CHARTERS TOWERS CITY	9	N/A	N/A	31	\$105,000	N/A	N/A	\$152,500	-31.1%
HINCHINBROOK (LGA)	25	\$180,000	2.9%	115	\$210,000	\$182,500	15.1%	\$220,000	-4.5%
HINCHINBROOK (LGA) ^	6	N/A	N/A	34	\$292,000	\$270,000	8.1%	N/A	N/A
FORREST BEACH	8	N/A	N/A	30	\$232,500	N/A	N/A	N/A	N/A
INGHAM	7	N/A	N/A	50	\$145,000	\$142,500	1.8%	\$197,500	-26.6%

RENTAL MARKET

FOR RENT

Vacancy Rates

1.0%

House Yields

5.4%

Unit Yields

6.4%

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)	146	\$245,000	7.9%	554	\$237,500	\$244,000	-2.7%	\$285,000	-16.7%
HERMIT PARK	10	\$167,625	N/A	35	\$157,000	\$115,000	36.5%	\$170,000	-7.6%
KIRWAN	5	N/A	N/A	27	\$245,000	\$199,000	23.1%	\$252,500	-3.0%
NELLY BAY	9	N/A	N/A	32	\$185,000	\$380,000	-51.3%	\$125,000	48.0%
NORTH WARD	28	\$300,000	-11.1%	120	\$285,000	\$275,000	3.6%	\$321,000	-11.2%
TOWNSVILLE CITY	23	\$315,000	0.5%	85	\$345,000	\$366,875	-6.0%	\$417,500	-17.4%
WEST END	10	\$230,000	-55.1%	38	\$215,000	\$216,000	-0.5%	\$205,000	4.9%

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOWNSVILLE CITY	\$300	549	\$280	648	\$260	729
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$330	269	\$300	289	\$285	329
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$360	53	\$350	60	\$355	64
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$260	111	\$250	153	\$230	153
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$270	58	\$275	82	\$260	93
4815	Candon/Kelso/Pinnacles/Rasmussen	\$258	18	\$290	17	\$230	22
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$280	24	\$250	33	\$240	46
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	N/A	3	N/A	2	\$240	10
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$360	13	\$315	12	\$300	12
	BURDEKIN SHIRE	\$220	22	\$210	35	\$200	31
4807	Airville	\$220	19	\$220	29	\$210	26
	CHARTERS TOWERS REGIONAL	\$220	11	\$200	22	\$170	7
4820	Richmond Hill	\$220	11	\$200	22	\$170	7
	HINCHINBROOK SHIRE	\$180	28	\$168	18	\$200	15
4850	Abergowrie	\$180	28	\$168	18	\$200	15

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOWNSVILLE CITY	\$350	36	\$330	47	\$300	38
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$380	12	\$480	11	\$300	8
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$350	6	\$300	15	\$300	8
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	N/A	4	\$390	5	N/A	4
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	N/A	2	\$320	7	\$320	9
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	\$330	7	\$330	6	N/A	3

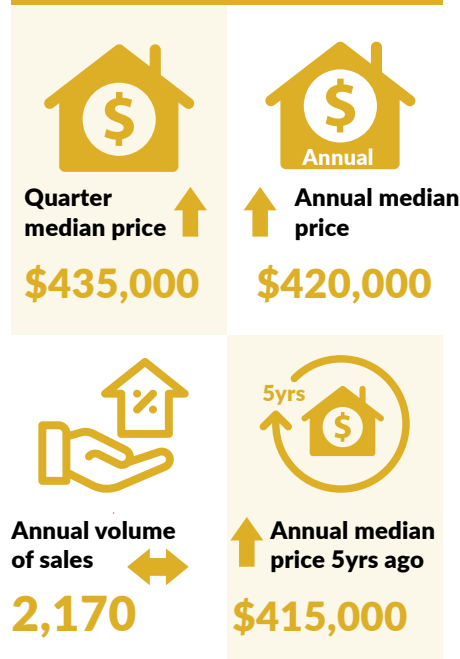
SALES MARKET - VACANT LAND <2400M²

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)	62	\$149,000	-6.9%	510	\$155,000	\$164,000	-5.5%	\$160,900	-3.7%
TOWNSVILLE (LGA) ^	18	\$220,000	2.3%	85	\$207,000	\$239,000	-13.4%	\$205,000	1.0%
BOHLE PLAINS	5	N/A	N/A	60	\$182,000	\$169,000	7.7%	\$166,000	9.6%
BURDELL	2	N/A	N/A	59	\$154,000	N/A	N/A	\$154,800	-0.5%
BUSHLAND BEACH	4	N/A	N/A	50	\$137,500	N/A	N/A	\$165,000	-16.7%
JENSEN	3	N/A	N/A	31	\$225,000	\$219,000	2.7%	N/A	N/A
JULAGO	0	N/A	N/A	28	\$138,000	\$158,000	-12.7%	N/A	N/A
MOUNT LOUISA	1	N/A	N/A	33	\$168,500	N/A	N/A	\$180,000	-6.4%
SURROUNDS									
HINCHINBROOK (LGA)	14	\$54,000	20.0%	38	\$50,500	N/A	N/A	\$60,500	-16.5%

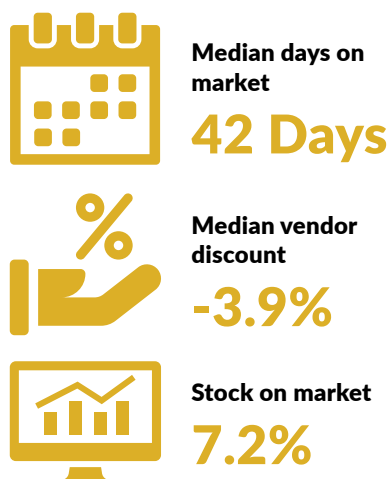
RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20		DEC-19		DEC-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	TOWNSVILLE CITY	\$350	477	\$330	695	\$310	689
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$380	35	\$330	46	\$340	55
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$400	45	\$360	56	\$320	35
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$350	37	\$340	71	\$330	76
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$340	124	\$330	184	\$320	168
4815	Candon/Kelso/Pinnacles/Rasmussen	\$310	77	\$300	100	\$290	119
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	\$308	10	\$330	9	\$260	10
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$360	84	\$340	118	\$320	99
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	\$368	60	\$340	100	\$295	116
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$380	5	\$320	11	\$350	11
	BURDEKIN SHIRE	\$265	40	\$270	55	\$260	43
4806	Arkendeith	\$240	10	\$240	15	\$250	15
4807	Airville	\$270	28	\$280	36	\$260	26
	CHARTERS TOWERS REGIONAL	\$290	22	\$260	36	\$250	41
4820	Richmond Hill	\$290	22	\$260	36	\$250	41
	HINCHINBROOK SHIRE	\$270	20	\$240	27	\$250	27
4850	Abergowrie	\$270	20	\$240	27	\$250	27

HOUSE MARKET (<2400M²)



HOUSE MARKET



The region's property market has seen strengthening prices in its housing and vacant land stock over consecutive quarters, with its unit sector even showing encouraging signs of price pressure.

Cairns: The Curveball Nobody Saw Coming

One of the locations that was expected to bear the brunt of the pandemic was Cairns with its heavy reliance on tourists, especially from overseas. However, its economy and property market has performed far better over the past year than anyone could have forecast back then.

The region's property market has seen strengthening prices in its housing and vacant land stock over consecutive quarters, with its unit sector even showing encouraging signs of price pressure. While there is no question that the halting of international tourists continues to be an economic headwind for the region, the influx of domestic tourists from near and far has gone some way to fill the gap.

The median house price in Cairns finished the year 1.2% higher than the year before – a result few could have predicted. Its vacant land market has skyrocketed with sales up 120% over the year and its median price soaring 22.7% over the quarter. And like elsewhere in the State, the Cairns rental market continues to be severely undersupplied with a vacancy rate of just 1.2% and rents increasing about 5% over the past year. With little investment activity over recent years, that situation is not likely to change anytime soon either.

House Market <2400m²

One year on from the start of the pandemic, and the halting of all international tourism, and the Cairns median house price is higher than it was at that time. If you can believe it, the Cairns median house price actually increased 1.2% over the quarter and the year to be \$420,000 at the end of 2020.

REIQ Cairns Zone Chair Thomas Quaid said the market was the best he had seen it in many years. "It's been the best 12 months I think I've ever had by a significant margin. There's no way that we would have thought that would be the case," he said.

According to CoreLogic data, total property listings on the market in Cairns in February 2021 was the lowest since about 2014. The lack of stock is forcing house prices higher, with sales prices often 10% above what they could have achieved a year ago with multiple offers on listings becoming common. What's more, most properties are selling within the first week of the sales campaign as well.

This lack of supply is not a situation that's likely to change anytime soon with many homeowners reluctant to sell, even with strong market conditions, because they're worried about buying another property to live in. That said, investors are beginning to sell down their holdings, keen to take advantage of the price growth after a number of years of rather underwhelming results.

Unit Market

The Cairns unit market is showing early signs of price recovery, off the back of the strong housing market. The Cairns median unit price was flat at \$220,000 over the December quarter and posted a -2.0% reduction over the year making it currently the second most affordable unit market of all major regions in State, behind Gladstone.

It's this affordability that's likely to see the sector start to strengthen further with buyers opting to purchase a unit over a house, especially if house prices continue to grow rapidly. Some buyers may need to purchase a unit over a house simply because of the lack of supply of dwellings currently available. With investors making a return to markets more generally, and with a strong rental market in Cairns, it's likely that units will become more popular given their affordable buy in price points and healthy yields.

Vacant Land Market

It appears the Federal Government's *HomeBuilder* initiative has set off a price rocket in vacant land prices across the Cairns region. With the potential to secure \$25,000 towards building a new dwelling from the grant, the volume of land sales has soared nearly 120% over the year ending December. On top of that sales surge, the vacant median land price increased by an impressive 22.7% over the December quarter.

EMPLOYMENT MARKET

CAIRNS



Unemployment Rate

4.8%



Participation Rate

62.9%

UNIT MARKET



Quarter median price ↑

\$220,000



Annual median price ↓

\$220,000



Annual volume of sales ↔

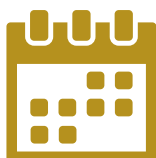
1,089



Annual median price 5 yrs ago ↓

\$225,000

UNIT MARKET



Median days on market

57 Days



Median vendor discount

-4.8%



Stock on market

7.0%



Indeed, local agents say that the price of land parcels steadily increased throughout last year, with some areas seeing sale prices strengthen from about \$150,000 to more than \$200,000 by the end of the year.

Developers are reportedly selling land parcels as much as a year before they will be titled, with sale prices generally not being negotiated with buyers as well. With the deadline for the *HomeBuilder* program looming, sales have continued to be strong, but there isn't a lot of supply left for buyers at any rate. However, even with the sharp jump in median price over the quarter, the median price of land still remains slightly below what it was five years ago.

Rental Market

The Cairns rental market continues to be critically undersupplied with a vacancy rate of just 1.2% recorded in December. The region's vacancy rate has been in undersupply territory for a number of years now, with the pandemic just adding to a steadily worsening problem for tenants.

Local agents say that of the rental stock still available, some of it is prestige properties with high weekly rents, while others are in poor condition or inferior locations. With available rental properties thin on the ground, it seen rent levels start to increase significantly. The median weekly rent for a two-bedroom unit in Cairns has increased 4.8% over the year to December to be \$330 per week. Likewise, the median weekly rent for a three-bedroom house has risen by 5% to \$420 per week over the same period.

Gross rental yields for investors in Cairns are recording healthy returns. The gross rental yield for houses in Cairns was 5% in December, while unit investors were enjoying impressive yields of 7.8% courtesy of the affordability of units in the region.



CAIRNS

RENTAL MARKET

FOR RENT



Vacancy Rates

1.2%

House Yields

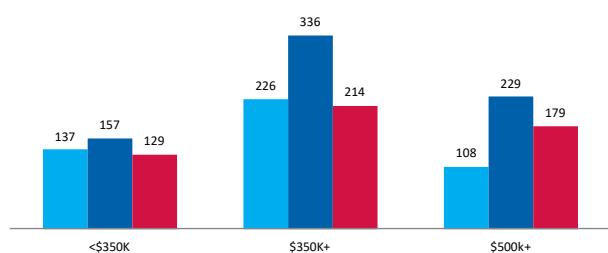
5.0%

Unit Yields

7.8%

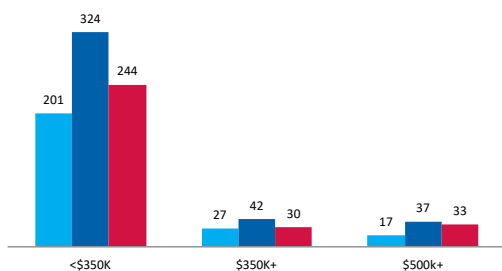
CAIRNS & DOUGLAS HOUSE SALES

■ Jun-20 ■ Sep-20 ■ Dec-20 *

*Preliminary data
Houses<2400m²

CAIRNS & DOUGLAS UNIT SALES

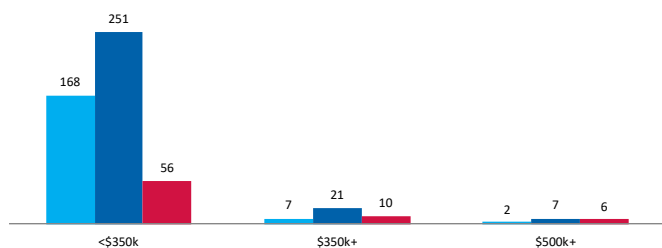
■ Jun-20 ■ Sep-20 ■ Dec-20 *



*Preliminary data

CAIRNS & DOUGLAS LAND SALES

■ Jun-20 ■ Sep-20 ■ Dec-20 *



*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)	487	\$435,000	1.2%	2170	\$420,000	\$415,000	1.2%	\$415,000	1.2%
CAIRNS (LGA) ^	25	\$849,000	34.3%	154	\$690,000	\$700,000	-1.4%	\$700,000	-1.4%
BAYVIEW HEIGHTS	21	\$455,750	4.2%	65	\$445,250	\$421,000	5.8%	\$421,000	5.8%
BENTLEY PARK	26	\$355,000	0.7%	143	\$350,000	\$355,000	-1.4%	\$355,000	-1.4%
BRINSMEAD	16	\$545,000	12.4%	73	\$478,750	\$475,000	0.8%	\$475,000	0.8%
CARAVONICA	7	N/A	N/A	39	\$470,000	\$381,500	23.2%	\$381,500	23.2%
CLIFTON BEACH	14	\$637,500	N/A	41	\$585,000	\$520,000	12.5%	\$520,000	12.5%
EARLVILLE	7	N/A	N/A	35	\$380,000	\$380,000	0.0%	\$380,000	0.0%
EDGE HILL	15	\$600,000	8.1%	56	\$538,015	\$545,000	-1.3%	\$545,000	-1.3%
EDMONTON	29	\$345,000	2.2%	158	\$340,000	\$345,000	-1.4%	\$345,000	-1.4%
FRESHWATER	9	N/A	N/A	30	\$482,000	\$565,000	-14.7%	\$565,000	-14.7%
GORDONVALE	16	\$338,000	-15.5%	89	\$329,000	\$320,000	2.8%	\$320,000	2.8%
GORDONVALE ^	2	N/A	N/A	26	\$656,250	\$575,000	14.1%	\$575,000	14.1%
HOLLOWAYS BEACH	4	N/A	N/A	35	\$435,000	\$392,000	11.0%	\$392,000	11.0%
KANIMBLA	10	\$552,500	11.1%	54	\$524,500	\$500,000	4.9%	\$500,000	4.9%
KEWARRA BEACH	28	\$465,000	8.9%	147	\$445,000	\$447,750	-0.6%	\$447,750	-0.6%
MANOORA	8	N/A	N/A	49	\$307,000	\$310,000	-1.0%	\$310,000	-1.0%
MANUNDA	8	N/A	N/A	37	\$320,000	\$350,000	-8.6%	\$350,000	-8.6%
MOOROOBOOL	28	\$340,000	N/A	91	\$372,500	\$357,500	4.2%	\$357,500	4.2%
MOUNT SHERIDAN	20	\$390,000	5.7%	133	\$380,000	\$370,000	2.7%	\$370,000	2.7%
PALM COVE	17	\$745,000	11.2%	46	\$675,000	\$605,000	11.6%	\$605,000	11.6%
PARRAMATTA PARK	7	N/A	N/A	34	\$433,500	\$400,000	8.4%	\$400,000	8.4%
REDLYNCH	37	\$470,000	-7.8%	146	\$490,000	\$491,500	-0.3%	\$491,500	-0.3%
SMITHFIELD	28	\$476,250	5.8%	102	\$435,000	\$438,750	-0.9%	\$438,750	-0.9%
TRINITY BEACH	19	\$440,000	-10.2%	113	\$450,000	\$480,000	-6.3%	\$480,000	-6.3%
TRINITY PARK	19	\$450,000	2.4%	93	\$445,000	\$439,000	1.4%	\$439,000	1.4%
WESTCOURT	7	N/A	N/A	18	N/A	\$350,000	N/A	\$350,000	N/A
WHITE ROCK	14	\$342,500	N/A	51	\$330,000	\$305,000	8.2%	\$305,000	8.2%
WHITFIELD	15	\$509,500	-9.6%	65	\$563,500	\$525,000	7.3%	\$525,000	7.3%
WOREE	16	\$382,500	N/A	40	\$340,000	\$304,500	11.7%	\$304,500	11.7%
YORKEYS KNOB	3	N/A	N/A	22	\$414,250	\$385,000	7.6%	\$385,000	7.6%

SURROUNDS

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
CARPENTARIA (LGA) ^	0	N/A	N/A	0	N/A	\$-	N/A	\$-	N/A
CASSOWARY COAST (LGA)	73	\$250,000	11.1%	281	\$230,000	\$255,000	-9.8%	\$255,000	-9.8%
CASSOWARY COAST (LGA) ^	26	\$375,000	9.6%	105	\$350,000	\$312,500	12.0%	\$312,500	12.0%
DOUGLAS (LGA)	51	\$497,000	1.4%	150	\$435,000	\$450,000	-3.3%	\$450,000	-3.3%
DOUGLAS(LGA) ^	16	\$472,500	-26.7%	54	\$522,500	\$500,000	4.5%	\$500,000	4.5%
PORT DOUGLAS	19	\$670,000	-16.5%	50	\$700,000	\$628,000	11.5%	\$628,000	11.5%
MAREEBA (LGA)	22	\$290,000	-0.9%	126	\$290,000	\$295,000	-1.7%	\$295,000	-1.7%
MAREEBA (LGA) ^	35	\$495,000	11.2%	157	\$484,408	\$460,000	5.3%	\$460,000	5.3%
KURANDA ^	16	\$521,000	N/A	50	\$499,000	\$480,000	4.0%	\$480,000	4.0%
MAREEBA	20	\$290,000	10.7%	105	\$290,000	\$305,000	-4.9%	\$305,000	-4.9%
MAREEBA ^	10	\$464,375	N/A	43	\$463,750	\$460,000	0.8%	\$460,000	0.8%
TABLELANDS (LGA)	60	\$322,000	17.4%	233	\$290,000	\$300,000	-3.3%	\$300,000	-3.3%
TABLELANDS (LGA) ^	48	\$437,500	-1.1%	212	\$423,500	\$432,000	-2.0%	\$432,000	-2.0%
ATHERTON	25	\$346,000	19.3%	114	\$295,000	\$318,500	-7.4%	\$318,500	-7.4%
MILLSTREAM ^	8	N/A	N/A	29	\$260,000	\$255,000	2.0%	\$255,000	2.0%
TOLGA ^	5	N/A	N/A	37	\$465,000	\$467,500	-0.5%	\$467,500	-0.5%



SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
CAIRNS (LGA)	269	\$220,000	2.3%	1089	\$220,000	\$224,500	-2.0%	\$225,000	-2.2%
BUNGALOW	7	N/A	N/A	32	\$150,000	\$154,000	-2.6%	\$187,500	-20.0%
CAIRNS CITY	23	\$485,000	14.1%	79	\$400,000	\$332,500	20.3%	\$370,000	8.1%
CAIRNS NORTH	41	\$210,000	-4.5%	144	\$212,500	\$240,000	-11.5%	\$238,500	-10.9%
CLIFTON BEACH	12	\$252,000	N/A	48	\$235,000	\$260,000	-9.6%	N/A	N/A
EARLVILLE	7	N/A	N/A	34	\$208,000	\$226,000	-8.0%	\$218,500	-4.8%
EDGE HILL	7	N/A	N/A	26	\$158,750	\$205,000	-22.6%	\$187,000	-15.1%
FRESHWATER	9	N/A	N/A	31	\$280,000	\$238,750	17.3%	\$315,000	-11.1%
HOLLOWAYS BEACH	3	N/A	N/A	16	N/A	\$127,750	N/A	\$180,000	N/A
MANOORA	17	\$160,000	-5.6%	88	\$159,000	\$158,000	0.6%	\$169,500	-6.2%
MANUNDA	14	\$132,250	2.5%	59	\$132,500	\$145,000	-5.2%	\$143,000	-3.8%
MOOROOBOOL	5	N/A	N/A	30	\$202,500	\$195,000	3.8%	\$213,000	-4.9%
PALM COVE	27	\$308,500	46.9%	102	\$306,000	\$265,000	15.5%	\$271,750	12.6%
PARRAMATTA PARK	8	N/A	N/A	24	\$251,900	\$230,000	9.5%	\$242,500	3.9%
REDLYNCH	7	N/A	N/A	37	\$235,000	\$234,000	0.4%	\$231,000	1.7%
TRINITY BEACH	18	\$270,000	-14.3%	82	\$279,944	\$275,000	1.8%	\$259,500	7.9%
WESTCOURT	7	N/A	N/A	45	\$218,250	\$235,000	-7.1%	\$222,000	-1.7%
WHITE ROCK	4	N/A	N/A	23	\$240,000	\$220,000	9.1%	\$243,500	-1.4%
WOREE	17	\$140,000	29.6%	52	\$135,000	\$142,750	-5.4%	\$125,000	8.0%
YORKEYS KNOB	14	\$205,000	8.2%	53	\$212,000	\$228,250	-7.1%	\$215,000	-1.4%
SURROUNDS									
CASSOWARY COAST (LGA)	7	N/A	N/A	49	\$235,000	\$206,550	13.8%	\$130,000	80.8%
DOUGLAS (LGA)	44	\$260,000	-11.1%	188	\$262,500	\$235,500	11.5%	\$215,000	22.1%
PORT DOUGLAS	38	\$256,000	-12.5%	166	\$265,000	\$235,500	12.5%	\$215,250	23.1%
TABLELANDS (LGA)	9	N/A	N/A	33	\$215,500	\$284,000	-24.1%	\$206,000	4.6%

SALES MARKET - VACANT LAND <2400M²

CAIRNS (LGA)	51	\$235,000	22.7%	504	\$207,500	\$225,500	-8.0%	\$212,500	-2.4%
CAIRNS (LGA) ^	4	N/A	N/A	53	\$240,000	\$253,750	-5.4%	\$280,000	-14.3%
BENTLEY PARK	7	N/A	N/A	48	\$178,000	\$160,000	11.3%	\$169,000	5.3%
EDMONTON	3	N/A	N/A	59	\$168,000	N/A	N/A	\$154,950	8.4%
GOLDSBOROUGH ^	0	N/A	N/A	25	\$220,000	\$216,000	1.9%	N/A	N/A
GORDONVALE	3	N/A	N/A	53	\$159,000	N/A	N/A	\$140,500	13.2%
KEWARRA BEACH	4	N/A	N/A	34	\$192,250	N/A	N/A	\$262,500	-26.8%
PALM COVE	6	N/A	N/A	25	\$399,000	\$359,000	11.1%	N/A	N/A
REDLYNCH	0	N/A	N/A	48	\$281,000	\$268,500	4.7%	\$242,000	16.1%
SMITHFIELD	1	N/A	N/A	34	\$217,500	\$210,000	3.6%	\$225,000	-3.3%

SURROUNDS

CASSOWARY COAST (LGA)	23	\$135,000	106.1%	90	\$90,000	\$105,000	-14.3%	\$88,000	2.3%
CASSOWARY COAST (LGA) ^	16	\$180,000	71.4%	73	\$140,000	\$152,500	-8.2%	\$128,500	8.9%
DOUGLAS (LGA)	13	\$145,750	N/A	33	\$150,000	N/A	N/A	\$124,500	20.5%
DOUGLAS (LGA) ^	4	N/A	N/A	21	\$110,000	\$107,500	2.3%	\$170,000	-35.3%
MAREEBA (LGA)	7	N/A	N/A	50	\$114,000	\$114,250	-0.2%	\$95,750	19.1%
MAREEBA (LGA) ^	13	\$142,500	1.8%	81	\$147,500	\$137,500	7.3%	\$210,000	-29.8%
MAREEBA	5	N/A	N/A	44	\$114,250	N/A	N/A	\$95,750	19.3%
TABLELANDS (LGA)	21	\$114,000	-10.2%	109	\$115,000	\$111,500	3.1%	\$102,500	12.2%
TABLELANDS (LGA) ^	18	\$365,000	135.5%	79	\$187,000	\$175,000	6.9%	\$185,000	1.1%
ATHERTON	8	N/A	N/A	43	\$118,000	N/A	N/A	\$100,000	18.0%

RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
CAIRNS REGIONAL		\$380	15	\$390	20	\$350	21
4870	Cairns & suburbs of Cairns	\$385	7	\$378	10	\$340	8
DOUGLAS SHIRE		\$410	10	\$460	7	\$400	17
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$450	9	\$460	7	\$400	17

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
CAIRNS REGIONAL		\$420	266	\$400	434	\$365	390
4865	Gordonvale	\$400	9	\$350	10	\$330	12
4868	Mt Sheridan/Bayview Hts/Tarrowarra/White Rock/Woree	\$400	58	\$380	96	\$350	72
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$370	25	\$370	65	\$340	55
4870	Cairns & suburbs of Cairns	\$420	96	\$400	141	\$375	137
4878	Caravanica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$445	28	\$430	44	\$390	47
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$450	50	\$450	74	\$395	63
DOUGLAS SHIRE		\$400	31	\$380	34	\$350	29
4873	Mossman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$350	16	\$350	23	\$340	26
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$475	15	\$450	11	N/A	3
CASSOWARY COAST REGIONAL		\$320	57	\$300	87	\$285	84
4849	Cardwell	N/A	1	\$265	8	\$290	7
4852	Bingil Bay	\$410	13	\$370	19	\$320	13
4854	Bilyana	\$300	18	\$300	19	\$290	11
4858	Comoon Loop	N/A	2	\$285	6	\$300	6
4860	Bamboo Creek	\$305	20	\$298	28	\$280	41
TABLELANDS REGIONAL		\$330	61	\$320	79	\$280	86
4872	Dimbulah/Kairi/Mt Garnett/Tinaroo/Walkamin	N/A	3	\$308	6	\$310	9
4882	Tolga	N/A	4	\$360	7	\$305	6
4883	Atherton/Upper Baron	\$340	26	\$325	38	\$290	31
4884	Yungaburra/Lake Eacham	N/A	4	\$330	7	\$300	9
4885	Malanda/Tarzali/Jaggan	\$340	10	\$320	7	\$280	17
4887	Herberton/Wondecla	N/A	1	N/A	3	\$280	6
4888	Ravenshoe/Evelyn/Millstream	\$295	11	\$275	10	\$250	8
MAREEBA SHIRE		\$360	46	\$320	51	\$300	45
4880	Mareeba/Biboohra	\$360	37	\$320	42	\$300	41
4881	Kuranda/Koah/Speeewah	\$475	9	\$430	9	N/A	4

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
CAIRNS REGIONAL		\$330	594	\$315	726	\$290	840
4868	Mt Sheridan/Bayview Hts/Tarrowarra/White Rock/Woree	\$290	59	\$275	65	\$265	88
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$285	15	\$280	14	\$250	21
4870	Cairns & suburbs of Cairns	\$330	371	\$310	478	\$290	522
4878	Caravanica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$340	57	\$340	76	\$290	92
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$358	86	\$340	84	\$310	112
DOUGLAS SHIRE		\$305	51	\$328	68	\$290	52
4873	Mossman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$268	10	\$250	13	\$215	8
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$320	41	\$330	55	\$290	44
CASSOWARY COAST REGIONAL		\$250	57	\$240	93	\$200	79
4849	Cardwell	N/A	3	\$205	8	\$210	12
4852	Bingil Bay	\$270	17	\$260	27	\$215	19
4854	Bilyana	\$250	15	\$225	12	\$140	20
4860	Bamboo Creek	\$250	21	\$220	46	\$190	27
TABLELANDS REGIONAL		\$260	25	\$240	28	\$220	30
4883	Atherton/Upper Baron	\$260	18	\$250	21	\$230	21
MAREEBA SHIRE		\$280	27	\$250	41	\$250	31
4880	Mareeba/Biboohra	\$270	23	\$248	36	\$250	30



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									
BALONNE (LGA)	9	N/A	N/A	26	\$183,500	\$195,000	-5.9%	\$195,000	-5.9%
BALONNE (LGA) ^	0	N/A	N/A	8	N/A	\$-	N/A	\$-	N/A
MURWEIH (LGA)	9	N/A	N/A	43	\$88,000	\$67,500	30.4%	\$67,500	30.4%
MURWEIH (LGA) ^	1	N/A	N/A	11	N/A	\$-	N/A	\$-	N/A
MARANOVA (LGA)	21	\$203,750	14.0%	101	\$195,000	\$217,500	-10.3%	\$217,500	-10.3%
MARANOVA (LGA) ^	5	N/A	N/A	26	\$385,000	\$329,000	17.0%	\$329,000	17.0%
ROMA	13	\$277,500	32.1%	80	\$240,000	\$236,250	1.6%	\$236,250	1.6%
CHARLEVILLE	6	N/A	N/A	34	\$100,000	\$75,000	33.3%	\$75,000	33.3%
FAR NORTH									
PAROO (LGA) ^	2	N/A	N/A	5	N/A	\$-	N/A	\$-	N/A
QUILPPE (LGA) ^	0	N/A	N/A	2	N/A	\$-	N/A	\$-	N/A
CENTRAL-WEST									
BARCALDINE (LGA)	7	N/A	N/A	24	\$88,500	\$85,000	4.1%	\$85,000	4.1%
BARCALDINE (LGA) ^	2	N/A	N/A	15	N/A	\$70,000	N/A	\$70,000	N/A
BLACKALL TAMBO (LGA) ^	0	N/A	N/A	7	N/A	\$-	N/A	\$-	N/A
LONGREACH (LGA)	9	N/A	N/A	35	\$135,000	\$157,500	-14.3%	\$157,500	-14.3%
LONGREACH (LGA) ^	0	N/A	N/A	6	N/A	\$-	N/A	\$-	N/A
NORTH-WEST									
CLONCURRY (LGA)	10	\$180,000	N/A	31	\$150,000	\$110,100	36.2%	\$110,100	36.2%
CLONCURRY (LGA) ^	5	N/A	N/A	15	N/A	\$-	N/A	\$-	N/A
FLINDERS (LGA) ^	1	N/A	N/A	5	N/A	\$-	N/A	\$-	N/A
MCKINLAY (LGA) ^	0	N/A	N/A	2	N/A	\$-	N/A	\$-	N/A
MOUNT ISA (LGA)	43	\$310,275	33.5%	206	\$255,000	\$240,000	6.3%	\$240,000	6.3%
MOUNT ISA (LGA) ^	1	N/A	N/A	10	N/A	\$-	N/A	\$-	N/A
FAR NORTH									
BARCALDINE (LGA) ^	2	N/A	N/A	15	N/A	\$70,000	N/A	\$70,000	N/A
WEIPA (LGA)	5	N/A	N/A	31	\$475,000	\$460,000	3.3%	\$460,000	3.3%
WEIPA (LGA) ^	0	N/A	N/A	0	N/A	\$-	N/A	\$-	N/A

RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
SOUTH WEST							
	BALONNE SHIRE	\$170	6	N/A	3	\$180	7
4487	St George	N/A	4	N/A	3	\$180	6
	MARANOVA REGIONAL	\$175	14	\$174	19	\$185	26
4455	Roma	\$175	14	\$182	18	\$200	24
NORTH WEST							
	CLONCURRY SHIRE	\$250	5	\$278	10	\$280	5
4824	Cloncurry	\$250	5	\$278	10	\$280	5
	MOUNT ISA CITY	\$255	54	\$220	72	\$250	65
4825	Alexandria	\$255	54	\$220	72	\$250	65
FAR NORTH							
	COOK SHIRE	N/A	3	\$240	5	\$200	13
4895	Bloomfield	N/A	2	N/A	2	\$280	5

RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY ¹	DEC-20 \$ / WEEK	NEW BONDS	DEC-19 \$ / WEEK	NEW BONDS	DEC-15 \$ / WEEK	NEW BONDS
SOUTH WEST							
	BALONNE SHIRE	\$250	15	\$245	12	\$220	12
4487	St George	\$260	11	\$250	11	\$220	10
	MARANOVA REGIONAL	\$260	42	\$250	55	\$250	53
4455	Roma	\$280	33	\$250	47	\$250	46
	MURWEH SHIRE	\$230	15	\$220	18	\$210	18
4470	Charleville	\$235	13	\$220	17	\$230	17
CENTRAL WEST							
	LONGREACH REGIONAL	\$250	11	\$270	21	\$215	25
4730	Brixton	\$250	11	\$270	21	\$215	24
	BLACKALL-TAMBO REGIONAL	\$250	5	\$175	10	\$150	5
4472	Blackwall	N/A	3	\$190	7	\$150	5
NORTH WEST							
	CLONCURRY SHIRE	\$305	20	\$320	23	\$300	19
4824	Cloncurry	\$305	20	\$320	23	\$300	19
	MOUNT ISA CITY	\$425	71	\$390	119	\$400	91
4825	Alexandria	\$425	71	\$390	119	\$400	91
FAR NORTH							
	COOK SHIRE	\$320	19	\$375	15	\$270	23
4871	Almaden	\$280	14	\$293	6	\$250	15
4895	Bloomfield	\$350	5	\$400	9	\$270	8

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