

QUEENSLAND MARKET MONITOR

YOUR SUBURB BY SUBURB PROPERTY GUIDE

MARCH 2019 | ISSUE 41
Reporting on the December Quarter 2018



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Editor: Felicity Moore





REIQ RESEARCH EXPLANATORY NOTES

SALES MARKET DATA

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

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

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

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

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

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

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

(LGA) Local Government Area

(SD) Brisbane Statistical Division comprising the LGA of Brisbane City, Ipswich City, Logan City, Moreton Bay Regional and Redland City.

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

Figures based upon the new council boundaries

^ Indicates acreage sales only (with land size greater than 2400m²). All other data is based upon sales with a land size of less than 2400m²

#¹ Smallest stock on market refers to all houses for the year to November 2018. The annual median house prices refer to houses <2400m² and for the year to December 2018.

ON THE MARKET INDICATORS

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

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

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

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

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

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

Source: REIQ, data supplied by CoreLogic

PRICE POINT GRAPHS

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

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

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

Source: REIQ, data supplied by CoreLogic

DEMOGRAPHICS INFOGRAPHICS

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

EMPLOYMENT INFOGRAPHICS

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

HOUSE AND UNIT MARKET INFOGRAPHICS

Arrows denote annual trend for the relevant indicator.

RENTAL MARKET DATA

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

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

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

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

Source: Residential Tenancies Authority, rental bond lodgements

GROSS RENTAL YIELDS

House yields are based upon median house prices and RTA median weekly rent for three-bedroom houses.

Unit yields are based upon median unit and townhouse sale prices and RTA median weekly rent for two-bedroom units.

Rental Yield Trend:

Steady = +/- 0 to 0.3%pts

Up = + 0.3%pts or more

Down = - 0.3%pts or more

VACANCY RATES

All figures are based upon all residential rentals as at the end of each quarterly period, as submitted by real estate agents.

N/A Due to insufficient information received no vacancy rate has been calculated.

Source: REIQ Residential Rental Survey

The REIQ classes rental markets into three categories, weak, healthy, or tight. These markets are classified according to vacancy rates:

0 - 2.5% = tight

2.6 - 3.5% = healthy

3.6% - plus = weak



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EMPLOYMENT MARKET



Unemployment Rate

6.1%



Participation Rate

66%

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

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

Editor Felicity Moore

Data: Sandra Stuckey

Analysis: Nicola McDougall, Kieran Clair, James Webber

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

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

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

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

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

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

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

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

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

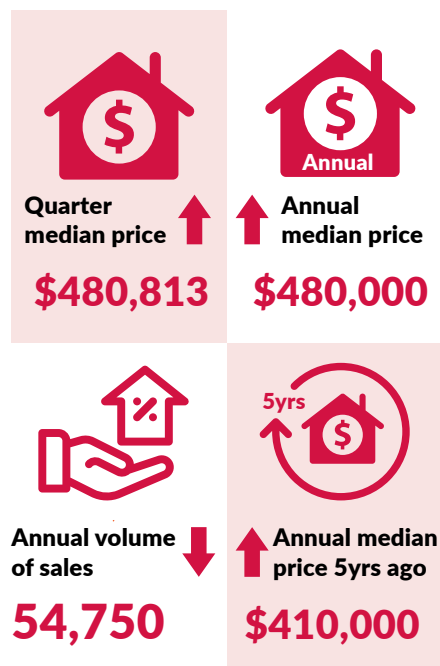
As the federal election draws closer (scheduled for May), real estate markets are slowing. This is typical, however, we are seeing added nervousness in the market attributable to the negative gearing debate which is fueling investor concerns about entitlements should a Labor Government prevail.

Key findings:

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



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

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

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

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

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

GENERAL ACTIVITY

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

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

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

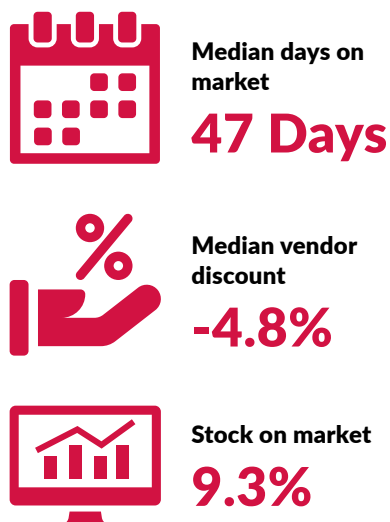
UNIT MARKET

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

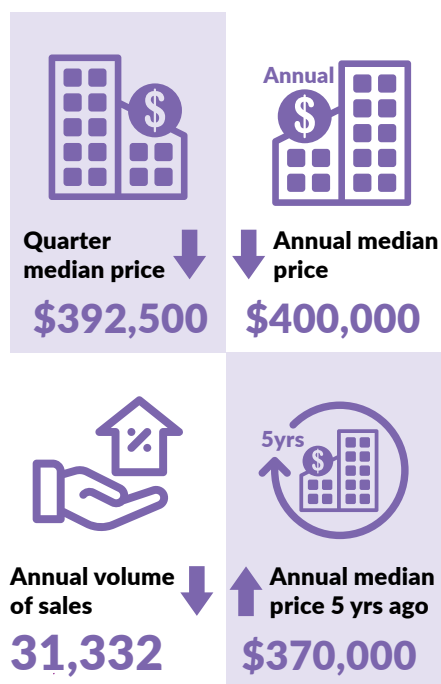
The majority of units featured in the QMM performed poorly for the past year however some outshone the market – namely Mackay, Noosa and the Sunshine Coast SD. The Mackay unit market posted a strong performance for the past year, with annual median unit price increasing 11 per cent to a median of \$233,00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

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

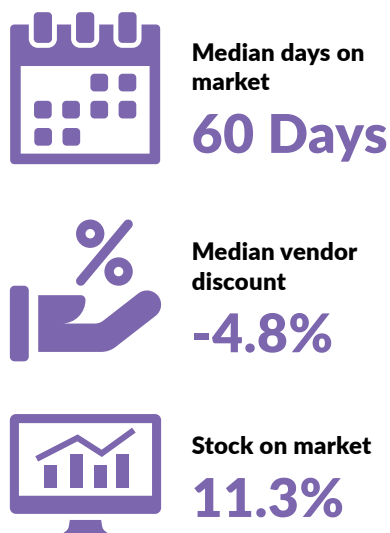
HOUSE MARKET ALL



UNIT MARKET



UNIT MARKET ALL



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

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

RENTAL MARKET

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

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

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

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

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

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

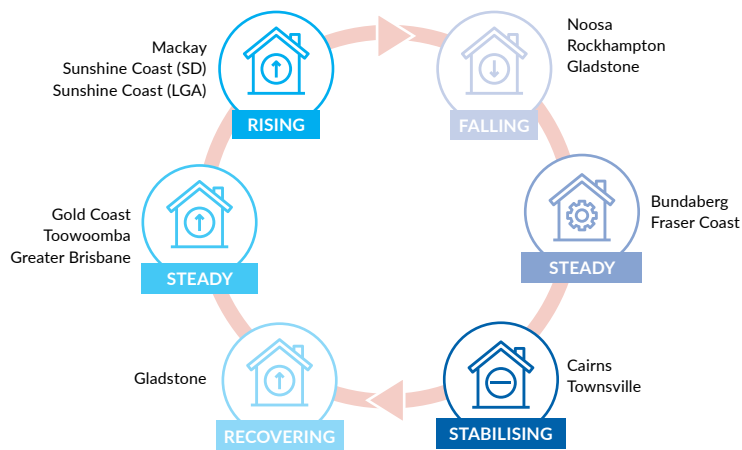


Statewide Statistics

| REGION | PROPERTY TYPE | QTRLY NUMBER OF SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NUMBER OF SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1 YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|------------|---------------|-----------------------|-------------------|--------------|------------------------|--------------------|------------------------------|-------------|-------------------------------|------------|
| Queensland | Houses | 10156 | \$480,813 | 0.2% | 54750 | \$480,000 | \$475,500 | 1.0% | \$410,000 | 17.1% |
| Queensland | Houses ^ | 1447 | \$545,000 | -0.9% | 8876 | \$549,999 | \$530,000 | 3.8% | \$470,000 | 17.0% |
| Queensland | Units | 4717 | \$392,500 | -0.6% | 31332 | \$400,000 | \$405,000 | -1.2% | \$370,000 | 8.1% |
| Queensland | Land | 877 | \$199,500 | -12.1% | 10629 | \$228,500 | \$226,500 | 0.9% | \$194,500 | 17.5% |
| Queensland | Land ^ | 219 | \$210,000 | -12.3% | 1880 | \$225,000 | \$250,000 | -10.0% | \$200,000 | 12.5% |

QUEENSLAND HOUSE MARKETS

Dec Qtr 2018

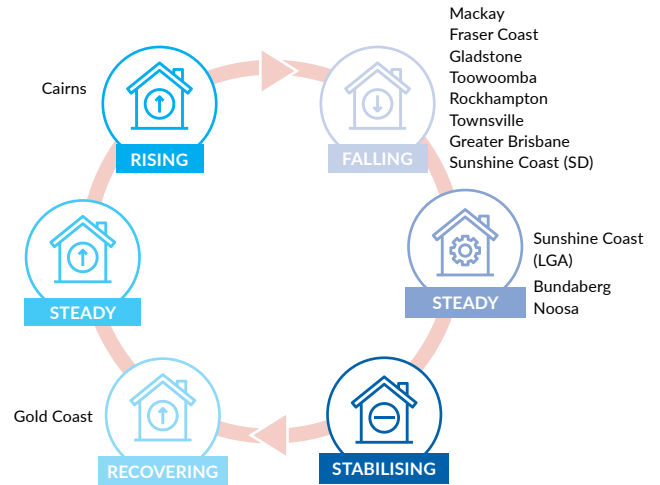


Source: REIQ

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

QUEENSLAND UNIT MARKETS

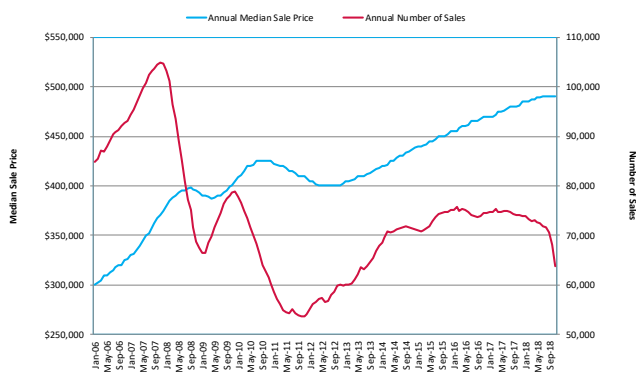
Dec Qtr 2018



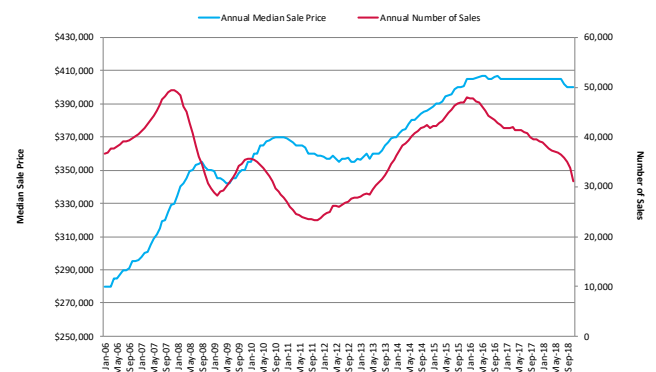
Source: REIQ

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

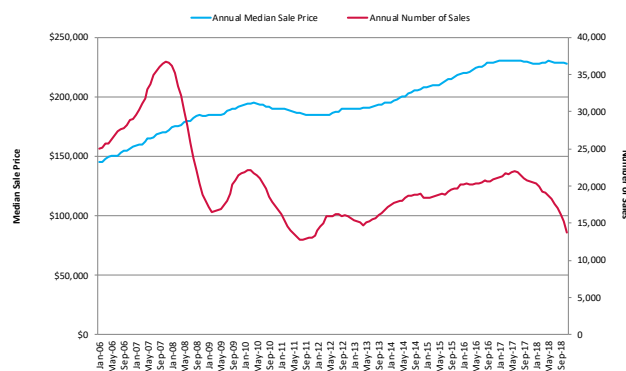
QUEENSLAND HOUSE MARKET



QUEENSLAND UNIT MARKET



QUEENSLAND LAND MARKET





HOUSE MARKET COMPARISON



Best performer for the year

Greater Hobart
12.8%



Fastest selling capital city

Greater Hobart
12 Days



Smallest discount capital city

Canberra
-2.0%

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

Greater Hobart claims title of strongest performer

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

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

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

House Market

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

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

Annual Performance

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

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

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

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

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

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

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

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

UNIT MARKET COMPARISON



Best performer for the year

Greater Hobart
11.9%



Fastest selling capital city

Greater Hobart
9 Days



Smallest discount capital city

Greater Hobart
-1.7%

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

On The Market Trends

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

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

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

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

Hold Periods

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

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

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

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

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

Unit Market

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

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

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

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

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



On The Market Trends

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

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

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

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

Hold Periods

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

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

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

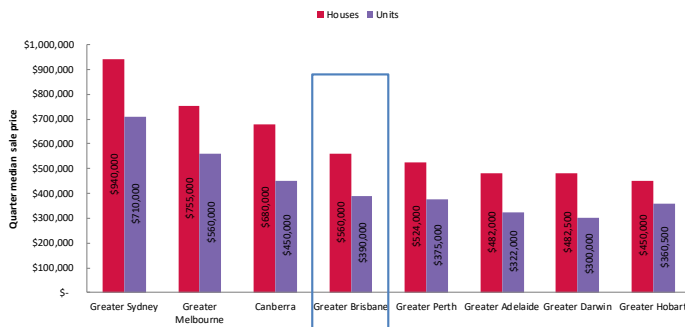
Capital Cities Comparison



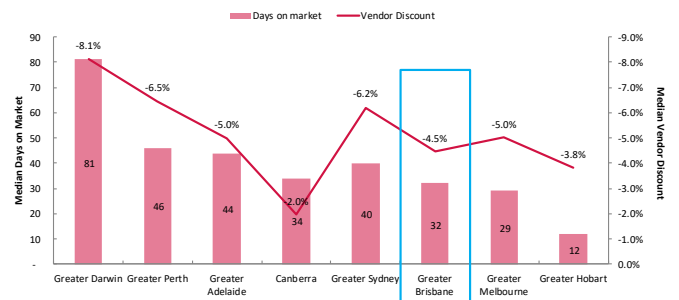
| HOUSES | | | | | | | | | | UNITS | | | | | | | | |
|---------------------|------------------------------|---------------------------|---------------------------|------------------------|------------------------------------|-----------------|------------------------------|------------------------|-----------------------------|------------------------------|----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

* All figures for 12 months, ending Aug 2018

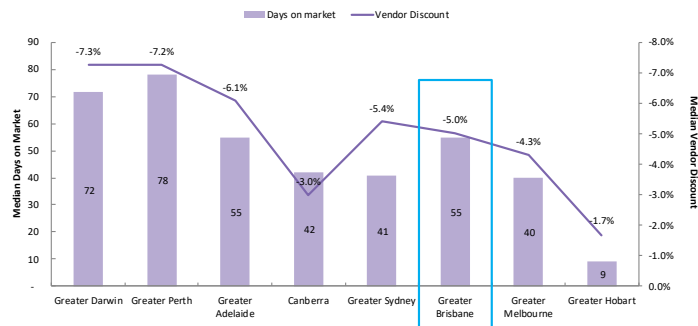
Median Sale Price
(Aug 2018)



House Market Trend Indicators
(Aug 2018)



Unit Market Trend Indicators
(Aug 2018)





SALES MARKET SUMMARY

QUARTER STATISTICS SUMMARY

| HOUSES (<2400m²) | | | | UNITS & TOWNHOUSES | | | VACANT LAND (<2400m²) | | |
|-------------------|-----------------|-------------------------|--------------|--------------------|-------------------------|--------------|-----------------------|-------------------------|--------------|
| LGA/REGION | QTRLY NO. SALES | QTRLY MEDIAN SALE PRICE | QTRLY CHANGE | QTRLY NO. SALES | QTRLY MEDIAN SALE PRICE | QTRLY CHANGE | QTRLY NO. SALES | QTRLY MEDIAN SALE PRICE | QTRLY CHANGE |
| QUEENSLAND | | | | | | | | | |
| QUEENSLAND | 10,156 | \$480,813 | 0.2% | 4,717 | \$392,500 | -0.6% | 877 | \$199,500 | -12.1% |
| GREATER BRISBANE | | | | | | | | | |
| GREATER BRISBANE | 5,227 | \$530,000 | -0.9% | 2,007 | \$400,000 | -1.2% | 469 | \$209,900 | -10.7% |
| BRISBANE LGA | 2,544 | \$678,000 | -0.6% | 1,523 | \$430,000 | -2.1% | 75 | \$424,000 | -1.4% |
| IPSWICH | 530 | \$348,000 | 2.4% | 55 | \$300,000 | -5.2% | 89 | \$180,500 | -8.5% |
| LOGAN | 643 | \$400,000 | 1.7% | 118 | \$262,000 | -4.7% | 105 | \$219,000 | -1.4% |
| MORETON BAY | 1,069 | \$440,000 | -2.5% | 237 | \$335,000 | 1.5% | 87 | \$240,000 | -5.1% |
| REDLAND | 441 | \$520,000 | -2.8% | 74 | \$371,250 | -7.2% | 113 | N/D | N/D |
| TOURISM CENTRES | | | | | | | | | |
| GOLD COAST | 1,070 | \$630,000 | 0.8% | 1,427 | \$427,500 | 0.6% | 52 | \$292,500 | 1.0% |
| SUNSHINE COAST SD | 882 | \$590,000 | -3.1% | 569 | \$417,500 | -4.0% | 68 | \$271,650 | -1.3% |
| SUNSHINE COAST | 747 | \$584,000 | -1.0% | 438 | \$406,000 | -1.8% | 59 | \$261,500 | -3.8% |
| NOOSA | 135 | \$680,000 | -8.2% | 131 | \$530,000 | -10.9% | 9 | N/A | N/A |
| FRASER COAST | 297 | \$313,500 | -3.2% | 61 | \$238,000 | -15.8% | 53 | \$160,000 | -3.0% |
| CAIRNS | 382 | \$400,500 | 0.1% | 218 | \$238,500 | 8.4% | 35 | \$250,000 | 6.4% |
| REGIONAL CENTRES | | | | | | | | | |
| BUNDABERG | 171 | \$271,250 | -1.4% | 36 | \$262,000 | 6.9% | 22 | \$157,500 | 6.1% |
| GLADSTONE | 112 | \$278,185 | 5.0% | 22 | \$140,000 | -9.7% | 8 | N/A | N/A |
| MACKAY | 223 | \$350,000 | 2.2% | 53 | \$225,000 | -4.2% | 9 | N/A | N/A |
| ROCKHAMPTON | 158 | \$235,000 | -7.8% | 12 | N/A | N/A | 4 | N/A | N/A |
| TOOWOOMBA | 353 | \$371,000 | 6.0% | 68 | \$287,000 | -7.4% | 20 | \$174,500 | 4.3% |
| TOWNSVILLE | 367 | \$321,000 | 0.3% | 72 | \$255,000 | 15.9% | 20 | \$140,400 | -14.7% |

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

QUARTER STATISTICS SUMMARY

| STRONGEST PERFORMER FOR THE QUARTER | | | | | |
|-------------------------------------|------------|--------------|------------|--------------------------|------------|
| HOUSES <2400m ² | | UNITS | | LAND <2400m ² | |
| QTRLY CHANGE | LGA/REGION | QTRLY CHANGE | LGA/REGION | QTRLY CHANGE | LGA/REGION |
| 6.0% | TOOWOOMBA | 15.9% | TOWNSVILLE | 6.4% | CAIRNS |
| 5.0% | GLADSTONE | 8.4% | CAIRNS | 6.1% | BUNDABERG |
| 2.4% | IPSWICH | 6.9% | BUNDABERG | 4.3% | TOOWOOMBA |



ANNUAL STATISTICS SUMMARY

| HOUSES (<2400m²) | | | | UNITS & TOWNHOUSES | | | VACANT LAND (<2400m²) | | |
|-------------------|------------------|--------------------------|---------------|--------------------|--------------------------|---------------|-----------------------|--------------------------|---------------|
| LGA/REGION | ANNUAL NO. SALES | ANNUAL MEDIAN SALE PRICE | ANNUAL CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE PRICE | ANNUAL CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE PRICE | ANNUAL CHANGE |
| QUEENSLAND | | | | | | | | | |
| QUEENSLAND | 54,750 | \$480,000 | 1.0% | 31,332 | \$400,000 | -1.2% | 10,629 | \$228,500 | 0.9% |
| GREATER BRISBANE | | | | | | | | | |
| GREATER BRISBANE | 27,780 | \$528,000 | 2.0% | 13,545 | \$407,000 | -1.9% | 5,759 | \$235,000 | 2.2% |
| BRISBANE LGA | 12,935 | \$675,000 | 1.1% | 9,525 | \$440,000 | -2.2% | 1,257 | \$420,000 | 2.6% |
| IPSWICH | 2,941 | \$343,000 | 0.9% | 516 | \$319,900 | -2.4% | 1,240 | \$195,000 | 0.3% |
| LOGAN | 3,309 | \$400,000 | 2.4% | 988 | \$285,000 | 0.7% | 1,285 | \$220,000 | 5.3% |
| MORETON BAY | 6,216 | \$446,000 | 2.5% | 1,912 | \$335,000 | -6.0% | 1,236 | \$247,450 | -1.8% |
| REDLAND | 2,379 | \$532,250 | 1.4% | 604 | \$407,000 | -1.9% | 741 | N/D | N/D |
| TOURISM CENTRES | | | | | | | | | |
| GOLD COAST | 5,881 | \$625,500 | 1.4% | 9,650 | \$430,000 | -1.2% | 885 | \$290,000 | 7.4% |
| SUNSHINE COAST SD | 4,940 | \$600,000 | 5.3% | 3,693 | \$430,000 | 1.2% | 1,263 | \$265,000 | 3.9% |
| SUNSHINE COAST | 4,140 | \$585,000 | 4.9% | 2,936 | \$415,000 | 0.0% | 1,157 | \$261,200 | 4.4% |
| NOOSA | 800 | \$739,500 | 11.7% | 757 | \$570,000 | 10.0% | 106 | \$352,500 | 15.6% |
| FRASER COAST | 1,744 | \$319,000 | 0.5% | 370 | \$247,750 | -0.9% | 355 | \$155,000 | 2.7% |
| CAIRNS | 2,042 | \$405,000 | -1.2% | 1,409 | \$230,000 | 0.0% | 315 | \$212,000 | -0.8% |
| REGIONAL CENTRES | | | | | | | | | |
| BUNDABERG | 1,028 | \$281,000 | -1.4% | 209 | \$252,500 | -1.0% | 245 | \$150,000 | 2.7% |
| GLADSTONE | 520 | \$270,000 | -3.6% | 124 | \$165,000 | -10.8% | 64 | \$135,000 | -10.0% |
| MACKAY | 1,156 | \$343,000 | 3.9% | 225 | \$233,000 | 11.0% | 180 | \$169,000 | 2.4% |
| ROCKHAMPTON | 788 | \$260,000 | -1.9% | 86 | \$275,000 | -8.3% | 52 | \$150,000 | 3.5% |
| TOOWOOMBA | 1,916 | \$352,000 | -0.9% | 449 | \$305,000 | -0.6% | 297 | \$179,500 | 2.9% |
| TOWNSVILLE | 1,823 | \$320,000 | -3.0% | 506 | \$250,000 | -9.1% | 266 | \$161,000 | -1.5% |

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

STRONGEST PERFORMER FOR THE PAST 12 MONTHS

| HOUSES <2400m ² | | UNITS | | LAND <2400m ² | |
|----------------------------|-------------------|---------------|-------------------|--------------------------|------------|
| ANNUAL CHANGE | LGA/REGION | ANNUAL CHANGE | LGA/REGION | ANNUAL CHANGE | LGA/REGION |
| 11.7% | NOOSA | 11.0% | MACKAY | 15.6% | NOOSA |
| 5.3% | SUNSHINE COAST SD | 10.0% | NOOSA | 7.4% | GOLD COAST |
| 4.9% | SUNSHINE COAST | 1.2% | SUNSHINE COAST SD | 5.3% | LOGAN |

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QUEENSLAND ALL LGAs ANNUAL STATISTICS

| PERFORMANCE BY LGA* | HOUSES (<2400m ²) | | | HOUSES (>2400m ²) | | | UNITS | | | LAND (<2400m ²) | | | LAND (>2400m ²) | | |
|-------------------------|-------------------------------|--------------------|------------|-------------------------------|--------------------|------------|--------------|--------------------|------------|-----------------------------|--------------------|------------|-----------------------------|--------------------|------------|
| SUBURB/LGA | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE |
| BALONE (LGA) | 28 | \$150,000 | -16.7% | 9 | N/A | N/A | 1 | N/A | N/A | 4 | N/A | N/A | 4 | N/A | N/A |
| BANANA (LGA) | 100 | \$157,500 | -7.4% | 21 | \$380,000 | 5.6% | 0 | N/A | N/A | 5 | N/A | N/A | 4 | N/A | N/A |
| BARCALDINE (LGA) | 13 | N/A | N/A | 8 | N/A | N/A | 0 | N/A | N/A | 4 | N/A | N/A | 2 | N/A | N/A |
| BARCOO (LGA) | 6 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A |
| BLACKALL TAMBO (LGA) | 15 | N/A | N/A | 7 | N/A | N/A | 0 | N/A | N/A | 2 | N/A | N/A | 2 | N/A | N/A |
| BOULIA (LGA) | 3 | N/A | N/A | 1 | N/A | N/A | 0 | N/A | N/A | 1 | N/A | N/A | 0 | N/A | N/A |
| BRISBANE (LGA) | 12,935 | \$675,000 | 1.1% | 383 | \$1,202,500 | -0.2% | 9,525 | \$440,000 | -2.2% | 1257 | \$420,000 | 2.6% | 42 | \$1,128,963 | 50.0% |
| BULLOO (LGA) | 1 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 1 | N/A | N/A | 1 | N/A | N/A |
| BUNDABERG (LGA) | 1,028 | \$281,000 | -1.4% | 316 | \$353,750 | -0.4% | 209 | \$252,500 | -1.0% | 245 | \$150,000 | 2.7% | 49 | \$149,500 | -0.3% |
| BURDEKIN (LGA) | 106 | \$176,550 | 0.9% | 19 | N/A | N/A | 15 | N/A | N/A | 21 | \$105,000 | 68.0% | 5 | N/A | N/A |
| BURKE (LGA) | 1 | N/A | N/A | 1 | N/A | N/A | 0 | N/A | N/A | 1 | N/A | N/A | 0 | N/A | N/A |
| CAIRNS (LGA) | 2,042 | \$405,000 | -1.2% | 120 | \$657,500 | 5.2% | 1,409 | \$230,000 | 0.0% | 315 | \$212,000 | -0.8% | 30 | \$275,000 | -11.0% |
| CARPENTARIA (LGA) | 8 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 3 | N/A | N/A | 0 | N/A | N/A |
| CASSOWARY COAST (LGA) | 201 | \$214,000 | -10.8% | 80 | \$335,000 | 4.4% | 56 | \$165,000 | -17.1% | 62 | \$76,000 | -10.6% | 15 | N/A | N/A |
| CENTRAL HIGHLANDS (LGA) | 279 | \$175,000 | 12.9% | 49 | \$450,000 | 22.0% | 43 | \$182,000 | 30.1% | 21 | \$75,000 | 12.8% | 14 | N/A | N/A |
| CHARTERS TOWERS (LGA) | 71 | \$140,000 | -1.8% | 47 | \$395,000 | 19.7% | 4 | N/A | N/A | 7 | N/A | N/A | 5 | N/A | N/A |
| CLONCURRY (LGA) | 18 | N/A | N/A | 3 | N/A | N/A | 0 | N/A | N/A | 1 | N/A | N/A | 0 | N/A | N/A |
| COOK (LGA) | 28 | \$295,000 | 0.0% | 15 | N/A | N/A | 0 | N/A | N/A | 11 | N/A | N/A | 4 | N/A | N/A |
| CROYDON (LGA) | 4 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 1 | N/A | N/A | 0 | N/A | N/A |
| DIAMANTINA (LGA) | 1 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A |
| DOUGLAS (LGA) | 147 | \$450,000 | 4.9% | 37 | \$370,000 | -8.3% | 269 | \$235,000 | -8.2% | 21 | \$160,000 | 8.5% | 16 | N/A | N/A |
| ETHERIDGE (LGA) | 2 | N/A | N/A | 3 | N/A | N/A | 0 | N/A | N/A | 2 | N/A | N/A | 4 | N/A | N/A |
| FLINDERS (LGA) | 21 | \$85,000 | -10.5% | 3 | N/A | N/A | 0 | N/A | N/A | 4 | N/A | N/A | 2 | N/A | N/A |
| FRASER COAST (LGA) | 1,744 | \$319,000 | 0.5% | 431 | \$390,000 | -1.0% | 370 | \$247,750 | -0.9% | 355 | \$155,000 | 2.7% | 219 | \$75,000 | 0.0% |
| GLADSTONE (LGA) | 520 | \$270,000 | -3.6% | 138 | \$380,000 | 2.7% | 124 | \$165,000 | -10.8% | 64 | \$135,000 | -10.0% | 27 | \$157,000 | 15.0% |
| GOLD COAST (LGA) | 5,881 | \$625,500 | 1.4% | 617 | \$870,000 | 5.5% | 9,650 | \$430,000 | -1.2% | 885 | \$290,000 | 7.4% | 109 | \$485,000 | 5.4% |
| GOONDIWINDI (LGA) | 84 | \$291,250 | 9.9% | 28 | \$300,000 | -35.9% | 9 | N/A | N/A | 23 | \$115,000 | 98.3% | 5 | N/A | N/A |
| GYMPIE (LGA) | 638 | \$290,000 | 1.8% | 428 | \$395,000 | 8.2% | 91 | \$258,000 | 4.9% | 143 | \$126,000 | 0.8% | 110 | \$149,000 | 7.6% |
| HINCHINBROOK (LGA) | 85 | \$198,000 | 7.0% | 18 | N/A | N/A | 9 | N/A | N/A | 14 | N/A | N/A | 6 | N/A | N/A |
| IPSWICH (LGA) | 2,941 | \$343,000 | 0.9% | 248 | \$537,000 | 3.3% | 516 | \$319,900 | -2.4% | 1240 | \$195,000 | 0.3% | 61 | \$320,000 | -3.0% |
| ISAAC (LGA) | 170 | \$171,000 | 23.5% | 16 | N/A | N/A | 18 | N/A | N/A | 4 | N/A | N/A | 4 | N/A | N/A |
| LIVINGSTONE (LGA) | 414 | \$365,000 | 1.7% | 138 | \$485,000 | 1.0% | 88 | \$262,500 | 1.0% | 123 | \$180,000 | 1.7% | 36 | \$220,000 | -8.3% |
| LOCKYER VALLEY (LGA) | 217 | \$250,000 | -2.7% | 342 | \$375,000 | 0.0% | 13 | N/A | N/A | 37 | \$120,000 | -9.1% | 87 | \$155,000 | 0.0% |
| LOGAN (LGA) | 3,309 | \$400,000 | 2.4% | 777 | \$613,250 | 2.2% | 988 | \$285,000 | 0.7% | 1285 | \$220,000 | 5.3% | 177 | \$312,000 | 2.0% |
| LONGREACH (LGA) | 30 | \$135,000 | -21.7% | 2 | N/A | N/A | 3 | N/A | N/A | 0 | N/A | N/A | 3 | N/A | N/A |
| MACKAY (LGA) | 1,156 | \$343,000 | 3.9% | 205 | \$440,000 | 13.1% | 225 | \$233,000 | 11.0% | 180 | \$169,000 | 2.4% | 45 | \$170,000 | 13.3% |
| MARANOA (LGA) | 48 | \$190,000 | 2.7% | 24 | \$361,250 | -23.1% | 2 | N/A | N/A | 2 | N/A | N/A | 1 | N/A | N/A |
| MAREEBA (LGA) | 134 | \$292,000 | 9.7% | 119 | \$450,000 | -4.3% | 19 | N/A | N/A | 33 | \$110,000 | 1.4% | 27 | \$154,000 | 10.0% |
| MCKINLAY (LGA) | 5 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A |
| MORETON BAY (LGA) | 6,216 | \$446,000 | 2.5% | 877 | \$685,000 | 6.2% | 1,912 | \$335,000 | -6.0% | 1236 | \$247,450 | -1.8% | 163 | \$300,000 | 1.7% |
| MOUNT ISA (LGA) | 113 | \$260,000 | -1.9% | 5 | N/A | N/A | 11 | N/A | N/A | 2 | N/A | N/A | 0 | N/A | N/A |
| MURWEIH (LGA) | 34 | \$125,000 | 4.2% | 7 | N/A | N/A | 0 | N/A | N/A | 2 | N/A | N/A | 0 | N/A | N/A |
| NOOSA (LGA) | 800 | \$739,500 | 11.7% | 385 | \$717,500 | 7.8% | 757 | \$570,000 | 10.0% | 106 | \$352,500 | 15.6% | 19 | N/A | N/A |
| NORTH BURNETT (LGA) | 69 | \$143,000 | 5.7% | 33 | \$236,000 | 9.0% | 1 | N/A | N/A | 15 | N/A | N/A | 5 | N/A | N/A |
| PAROO (LGA) | 13 | N/A | N/A | 6 | N/A | N/A | 0 | N/A | N/A | 2 | N/A | N/A | 3 | N/A | N/A |

QUEENSLAND ALL LGAs ANNUAL STATISTICS (CONT'D)

| PERFORMANCE BY LGA* | HOUSES (<2400m²) | | | HOUSES (>2400m²) | | | UNITS | | | LAND (<2400m²) | | | LAND (>2400m²) | | |
|----------------------------|------------------|--------------------|------------|------------------|--------------------|------------|--------------|--------------------|------------|----------------|--------------------|------------|----------------|--------------------|------------|
| SUBURB/LGA | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE | ANNUAL SALES | ANNUAL MEDIAN SALE | 1YR CHANGE |
| QUILPIE (LGA) | 4 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 1 | N/A | N/A | 0 | N/A | N/A |
| REDLAND (LGA) | 2,379 | \$532,250 | 1.4% | 149 | \$950,000 | 1.1% | 604 | \$407,000 | -1.9% | 741 | \$42,500 | -83.7% | 2 | N/A | N/A |
| RICHMOND (LGA) | 7 | N/A | N/A | 4 | N/A | N/A | 0 | N/A | N/A | 1 | N/A | N/A | 1 | N/A | N/A |
| ROCKHAMPTON (LGA) | 788 | \$260,000 | -1.9% | 62 | \$360,000 | -2.7% | 86 | \$275,000 | -8.3% | 52 | \$150,000 | 3.5% | 12 | N/A | N/A |
| SCENIC RIM (LGA) | 371 | \$421,000 | 5.3% | 308 | \$560,000 | 3.7% | 64 | \$316,250 | -6.9% | 54 | \$185,000 | -2.6% | 46 | \$187,500 | 0.8% |
| SOMERSET (LGA) | 200 | \$257,500 | 6.4% | 244 | \$401,709 | 5.7% | 12 | N/A | N/A | 50 | \$100,000 | -29.8% | 39 | \$171,500 | -2.0% |
| SOUTH BURNETT (LGA) | 278 | \$200,000 | 2.6% | 217 | \$270,000 | 4.3% | 22 | \$180,000 | -5.3% | 45 | \$43,500 | 24.3% | 25 | \$80,000 | 33.3% |
| SOUTHERN DOWNS (LGA) | 361 | \$250,000 | 0.0% | 164 | \$340,000 | -5.6% | 30 | \$225,000 | 0.0% | 62 | \$94,000 | 4.4% | 30 | \$77,500 | 1.0% |
| SUNSHINE COAST (LGA) | 4,140 | \$585,000 | 4.9% | 770 | \$720,000 | 7.5% | 2,936 | \$415,000 | 0.0% | 1157 | \$261,200 | 4.4% | 157 | \$410,000 | 12.3% |
| TABLELANDS (LGA) | 214 | \$288,000 | -4.3% | 143 | \$405,000 | 3.2% | 33 | \$222,500 | -10.0% | 46 | \$113,500 | 1.3% | 51 | \$165,000 | 10.0% |
| TOOWOOMBA (LGA) | 1,916 | \$352,000 | -0.9% | 458 | \$530,000 | 1.9% | 449 | \$305,000 | -0.6% | 297 | \$179,500 | 2.9% | 114 | \$230,500 | 7.2% |
| TORRES (LGA) | 2 | N/A | N/A | 0 | N/A | N/A | 1 | N/A | N/A | 2 | N/A | N/A | 1 | N/A | N/A |
| TORRES STRAIT ISLAND (LGA) | 1 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 2 | N/A | N/A | 0 | N/A | N/A |
| TOWNSVILLE (LGA) | 1,823 | \$320,000 | -3.0% | 214 | \$400,000 | 1.0% | 506 | \$250,000 | -9.1% | 266 | \$161,000 | -1.5% | 34 | \$196,000 | -2.0% |
| WEIPA (LGA) | 10 | N/A | N/A | 0 | N/A | N/A | 5 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A |
| WESTERN DOWNS (LGA) | 256 | \$192,500 | 1.1% | 90 | \$305,000 | 1.7% | 29 | \$150,000 | -25.7% | 16 | N/A | N/A | 19 | N/A | N/A |
| WHITSUNDAY (LGA) | 307 | \$355,000 | 3.7% | 86 | \$435,000 | -6.0% | 218 | \$240,000 | 4.4% | 97 | \$150,000 | -4.0% | 42 | \$191,000 | -2.1% |
| WINTON (LGA) | 14 | N/A | N/A | 1 | N/A | N/A | 0 | N/A | N/A | 0 | N/A | N/A | 1 | N/A | N/A |

* All figures are for 12 months to Dec-18 *
N/A Not available due to insufficient sales numbers

STRONGEST PERFORMER BY LGA FOR THE PAST 12 MONTHS

| HOUSES (<2400m²) | | HOUSES (>2400m²) | | UNITS | | LAND (<2400m²) | | LAND (>2400m²) | |
|------------------|-------------------|------------------|-------------------|---------------|-------------------|----------------|---------------|----------------|---------------|
| ANNUAL CHANGE | LGA/REGION | ANNUAL CHANGE | LGA/REGION | ANNUAL CHANGE | LGA/REGION | ANNUAL CHANGE | LGA/REGION | ANNUAL CHANGE | LGA/REGION |
| 23.5% | ISAAC | 22.0% | CENTRAL HIGHLANDS | 30.1% | CENTRAL HIGHLANDS | 98.3% | GOONDIWINDI | 50.0% | BRISBANE |
| 12.9% | CENTRAL HIGHLANDS | 19.7% | CHARTERS TOWERS | 11.0% | MACKAY | 68.0% | BURDEKIN | 33.3% | SOUTH BURNETT |
| 11.7% | NOOSA | 13.1% | MACKAY | 10.0% | NOOSA | 24.3% | SOUTH BURNETT | 15.0% | GLADSTONE |

MOST EXPENSIVE LGAs FOR THE PAST 12 MONTHS

| HOUSES (<2400m²) | | HOUSES (>2400m²) | | UNITS | | LAND (<2400m²) | | LAND (>2400m²) | |
|--------------------------|------------|--------------------------|------------|--------------------------|------------|--------------------------|------------|--------------------------|----------------|
| ANNUAL MEDIAN SALE PRICE | LGA/REGION | ANNUAL MEDIAN SALE PRICE | LGA/REGION | ANNUAL MEDIAN SALE PRICE | LGA/REGION | ANNUAL MEDIAN SALE PRICE | LGA/REGION | ANNUAL MEDIAN SALE PRICE | LGA/REGION |
| \$739,500 | NOOSA | \$1,202,500 | BRISBANE | \$570,000 | NOOSA | \$420,000 | BRISBANE | \$1,128,963 | BRISBANE |
| \$675,000 | BRISBANE | \$950,000 | REDLAND | \$440,000 | BRISBANE | \$352,500 | NOOSA | \$485,000 | GOLD COAST |
| \$625,500 | GOLD COAST | \$870,000 | GOLD COAST | \$430,000 | GOLD COAST | \$290,000 | GOLD COAST | \$410,000 | SUNSHINE COAST |

MOST AFFORDABLE LGAs FOR THE PAST 12 MONTHS

| HOUSES (<2400m²) | | HOUSES (>2400m²) | | UNITS | | LAND (<2400m²) | | LAND (>2400m²) | |
|--------------------------|------------|--------------------------|---------------|--------------------------|-----------------|--------------------------|-------------------|--------------------------|----------------|
| ANNUAL MEDIAN SALE PRICE | LGA/REGION | ANNUAL MEDIAN SALE PRICE | LGA/REGION | ANNUAL MEDIAN SALE PRICE | LGA/REGION | ANNUAL MEDIAN SALE PRICE | LGA/REGION | ANNUAL MEDIAN SALE PRICE | LGA/REGION |
| \$85,000 | FLINDERS | \$236,000 | NORTH BURNETT | \$150,000 | WESTERN DOWNS | \$42,500 | REDLAND | \$75,000 | FRASER COAST |
| \$125,000 | MURWEIH | \$270,000 | SOUTH BURNETT | \$165,000 | CASSOWARY COAST | \$43,500 | SOUTH BURNETT | \$77,500 | SOUTHERN DOWNS |
| \$135,000 | LONGREACH | \$300,000 | GOONDIWINDI | \$165,000 | CASSOWARY COAST | \$75,000 | CENTRAL HIGHLANDS | \$80,000 | SOUTH BURNETT |

LARGEST SALES MARKET BY LGA FOR THE PAST 12 MONTHS

| HOUSES (<2400m²) | | HOUSES (>2400m²) | | UNITS | | LAND (<2400m²) | | LAND (>2400m²) | |
|------------------|-------------|------------------|----------------|--------------|----------------|----------------|------------|----------------|--------------|
| ANNUAL SALES | LGA/REGION | ANNUAL SALES | LGA/REGION | ANNUAL SALES | LGA/REGION | ANNUAL SALES | LGA/REGION | ANNUAL SALES | LGA/REGION |
| 12,935 | BRISBANE | 877 | MORETON BAY | 9,650 | GOLD COAST | 1,285 | LOGAN | 219 | FRASER COAST |
| 6,216 | MORETON BAY | 777 | LOGAN | 9,525 | BRISBANE | 1,257 | BRISBANE | 177 | LOGAN |
| 5,881 | GOLD COAST | 770 | SUNSHINE COAST | 2,936 | SUNSHINE COAST | 1,240 | IPSWICH | 163 | MORETON BAY |



ON THE MARKET INDICATORS

| LGA / REGION | HOUSES (ALL) | | | | | | | | CHANGE OVER YEAR | | | |
|-------------------|----------------|--------|-----------------|-------|-------------------------|------|--------------------------|-------|------------------|-----------------|----------------|-----------------|
| | TOTAL LISTINGS | | STOCK ON MARKET | | MEDIAN DAYS ON MARKET** | | MEDIAN VENDOR DISCOUNT** | | TOTAL LISTINGS | STOCK ON MARKET | DAYS ON MARKET | VENDOR DISCOUNT |
| 12MTHS ENDING AUG | 2018* | 2017 | 2018* | 2017 | 2018* | 2017 | 2018* | 2017 | CHANGE OVER YEAR | | | |
| | | | | | | | | | % PTS | | % PTS | |
| QUEENSLAND | 132,797 | 98,861 | 9.3% | 6.9% | 47 | 43 | -4.8% | -4.7% | 34.3% | 2.4% | 4 | 0.2% |
| GREATER BRISBANE | | | | | | | | | | | | |
| GREATER BRISBANE | 48,405 | 43,685 | 7.4% | 6.6% | 37 | 34 | -4.2% | -4.0% | 10.8% | 0.7% | 3 | 0.2% |
| BRISBANE LGA | 21,022 | 17,980 | 6.8% | 5.9% | 29 | 31 | -4.4% | -3.9% | 16.9% | 0.9% | -2 | 0.5% |
| IPSWICH | 5,903 | 4,899 | 8.4% | 7.1% | 44 | 40 | -4.4% | -4.4% | 20.5% | 1.3% | 4 | -0.1% |
| LOGAN | 7,609 | 6,708 | 8.0% | 7.1% | 45 | 37 | -4.6% | -4.0% | 13.4% | 0.9% | 8 | 0.6% |
| MORETON BAY | 11,210 | 9,931 | 8.1% | 7.3% | 35 | 33 | -4.0% | -3.6% | 12.9% | 0.8% | 2 | 0.4% |
| REDLAND | 4,505 | 4,167 | 8.7% | 8.1% | 36 | 38 | -4.7% | -4.1% | 8.1% | 0.7% | -2 | 0.6% |
| TOURISM CENTRES | | | | | | | | | | | | |
| GOLD COAST | 13,368 | 9,806 | 10.1% | 7.3% | 46 | 35 | -5.3% | -4.3% | 36.3% | 2.8% | 11 | 1.0% |
| SUNSHINE COAST SD | 9,734 | 9,073 | 9.1% | 8.5% | 44 | 43 | -3.9% | -3.8% | 7.3% | 0.6% | 1 | 0.1% |
| SUNSHINE COAST | 8,074 | 7,073 | 8.9% | 8.1% | 39 | 42 | -3.9% | -3.7% | 14.2% | 0.8% | -3 | 0.1% |
| NOOSA | 1,858 | 2,000 | 10.1% | 10.0% | 49 | 51 | -5.7% | -4.3% | -7.1% | 0.1% | -2 | 1.4% |
| FRASER COAST | 4,088 | 3,957 | 10.6% | 10.3% | 53 | 74 | -6.3% | -5.4% | 3.3% | 0.3% | -22 | 0.9% |
| CAIRNS | 3,822 | 3,738 | 8.3% | 8.1% | 56 | 56 | -5.8% | -5.3% | 2.2% | 0.2% | 0 | 0.4% |
| REGIONAL QLD | | | | | | | | | | | | |
| BUNDABERG | 3,281 | 3,521 | 9.7% | 10.4% | 64 | 69 | -6.8% | -5.6% | -6.8% | -0.7% | -5 | 1.3% |
| GLADSTONE | 1,860 | 1,857 | 8.3% | 8.2% | 74 | 92 | -9.2% | -8.9% | 0.2% | 0.1% | -18 | 0.3% |
| MACKAY | 2,873 | 2,808 | 7.3% | 7.2% | 41 | 58 | -6.7% | -7.5% | 2.3% | 0.1% | -18 | -0.8% |
| ROCKHAMPTON | 2,313 | 2,264 | 8.0% | 8.1% | 51 | 72 | -9.1% | -8.5% | 2.2% | -0.1% | -21 | 0.6% |
| TOOWOOMBA | 4,331 | 4,162 | 8.4% | 8.1% | 48 | 52 | -5.5% | -4.6% | 4.1% | 0.3% | -4 | 0.8% |
| TOWNSVILLE | 4,661 | 4,212 | 7.5% | 6.8% | 57 | 64 | -8.1% | -7.3% | 10.7% | 0.7% | -7 | 0.7% |

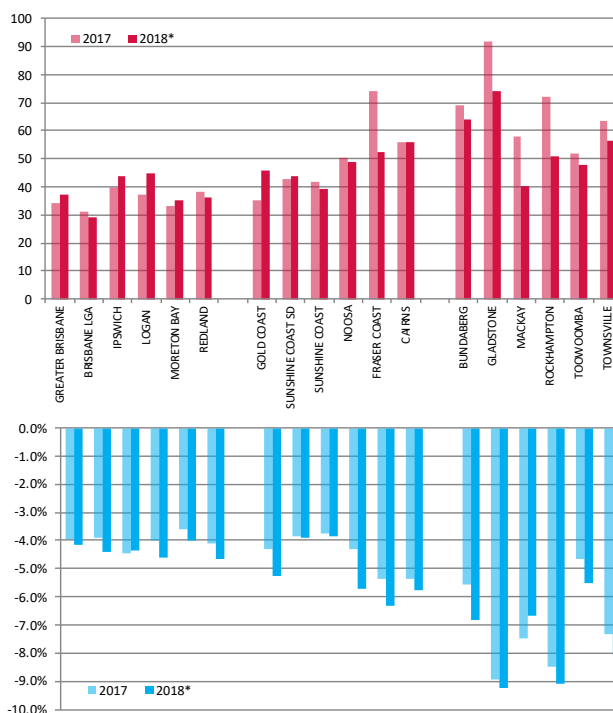
* Figures are preliminary

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

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

MEDIAN DAYS ON MARKET - HOUSES

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



MEDIAN VENDOR DISCOUNTING - HOUSES

ON THE MARKET INDICATORS

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

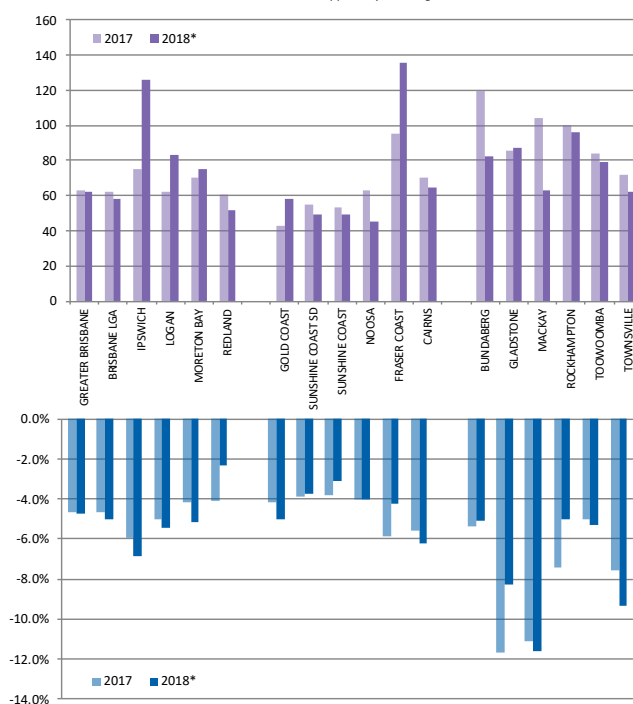
* Figures are preliminary

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

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

MEDIAN DAYS ON MARKET- UNITS

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



MEDIAN VENDOR DISCOUNTING - UNITS



RENTAL MARKET SUMMARY

QUARTER STATISTICS SUMMARY

| Rental Trends | | Median Weekly Rent | | | | | | Gross Rental Yields | | | |
|------------------|--|--------------------|--------|-----------------|--------|-----------------|--------|---------------------|--------|-----------------|--------|
| LGA/Region | | 3-Bed House | | 2-Bed Flat | | 3-Bed Townhouse | | Houses | | Units | |
| Greater Brisbane | | Quarterly Trend | | Quarterly Trend | | Quarterly Trend | | Quarterly Trend | | Quarterly Trend | |
| Brisbane LGA | | \$435 | UP | \$420 | STEADY | \$420 | STEADY | 3.3% | STEADY | 5.1% | STEADY |
| Ipswich | | \$310 | STEADY | \$260 | STEADY | \$320 | UP | 4.6% | STEADY | 4.5% | STEADY |
| Logan | | \$345 | STEADY | \$290 | STEADY | \$335 | STEADY | 4.5% | STEADY | 5.8% | STEADY |
| Moreton Bay | | \$365 | UP | \$290 | STEADY | \$345 | STEADY | 4.3% | STEADY | 4.5% | STEADY |
| Redland | | \$400 | STEADY | \$355 | UP | \$410 | UP | 4.0% | STEADY | 5.0% | UP |
| Tourism Centres | | | | | | | | | | | |
| Gold Coast | | \$500 | STEADY | \$440 | UP | \$450 | STEADY | 4.1% | STEADY | 5.4% | STEADY |
| Sunshine Coast | | \$450 | STEADY | \$370 | STEADY | \$430 | STEADY | 4.0% | STEADY | 4.7% | STEADY |
| Noosa | | \$493 | UP | \$410 | UP | \$640 | UP* | 3.8% | STEADY | 4.0% | STEADY |
| Fraser Coast | | \$310 | UP | \$263 | UP | \$330 | DOWN | 5.1% | STEADY | 5.7% | UP* |
| Cairns | | \$390 | UP | \$310 | STEADY | \$395 | UP | 5.1% | STEADY | 6.8% | DOWN* |
| Regional QLD | | | | | | | | | | | |
| Bundaberg | | \$295 | STEADY | \$245 | UP | n.a. | n.a | 5.7% | STEADY | 4.9% | DOWN* |
| Gladstone | | \$220 | STEADY | \$170 | UP | \$215 | UP | 4.1% | DOWN* | 6.3% | UP* |
| Mackay | | \$340 | UP | \$250 | STEADY | \$335 | UP | 5.1% | STEADY | 5.8% | DOWN* |
| Rockhampton | | \$280 | UP | \$210 | STEADY | \$330 | DOWN | 6.2% | UP* | N/A | N/A |
| Toowoomba | | \$310 | STEADY | \$250 | STEADY | \$325 | DOWN | 4.3% | DOWN | 4.5% | UP |
| Townsville | | \$300 | UP | \$250 | UP | \$300 | DOWN | 4.9% | STEADY | 5.1% | DOWN* |

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

N/A Not available





RESIDENTIAL VACANCY RATES

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

* Noosa Hinterland included in Sunshine Coast Hinterland

Vacancy trend

steady = between -0.3% to 0.3%
up = +0.3% or more
down = -0.3% or more

Market Status

Tight <2.5%
Healthy 2.5-3.5%
Weak >3.5%

Source: REIQ Residential Rental Survey

GROSS YIELDS

HOUSES¹UNITS²

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

Yields comparison based on preliminary data for Dec-2018

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

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

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

Rental Yield Trend:

Steady = +/- 0 to 0.3%pts

Up = + 0.3%pts or more

Down = - 0.3%pts or more



RENTAL MARKET SUMMARY



ANNUAL STATISTICS SUMMARY

| RENTAL TRENDS | | | MEDIAN WEEKLY RENT | | | | GROSS RENTAL YIELDS | | | |
|------------------|--|--|--------------------|--------|--------------|--------|---------------------|--------|--------------|--------|
| LGA/REGION | | | 3-BED HOUSE | | 2-BED FLAT | | 3-BED TOWNHOUSE | | HOUSES | |
| GREATER BRISBANE | | | ANNUAL TREND | | ANNUAL TREND | | ANNUAL TREND | | ANNUAL TREND | |
| BRISBANE LGA | | | \$435 | UP | \$420 | UP* | \$420 | UP | 3.3% | STEADY |
| IPSWICH | | | \$310 | STEADY | \$260 | STEADY | \$320 | STEADY | 4.6% | STEADY |
| LOGAN | | | \$345 | DOWN | \$290 | UP | \$335 | UP | 4.5% | STEADY |
| MORETON BAY | | | \$365 | UP | \$290 | STEADY | \$345 | UP | 4.3% | STEADY |
| REDLAND | | | \$400 | STEADY | \$355 | UP | \$410 | UP | 4.0% | STEADY |
| TOURISM CENTRES | | | | | | | | | | |
| GOLD COAST | | | \$500 | UP | \$440 | UP | \$450 | UP* | 4.1% | STEADY |
| SUNSHINE COAST | | | \$450 | STEADY | \$370 | UP | \$430 | UP | 4.0% | STEADY |
| NOOSA | | | \$493 | UP* | \$410 | UP* | \$640 | UP* | 3.8% | STEADY |
| FRASER COAST | | | \$310 | UP | \$263 | UP | \$330 | UP | 5.1% | STEADY |
| CAIRNS | | | \$390 | UP | \$310 | UP | \$395 | UP* | 5.1% | STEADY |
| REGIONAL QLD | | | | | | | | | | |
| BUNDABERG | | | \$295 | UP | \$245 | UP | n.a. | n.a. | 5.7% | UP |
| GLADSTONE | | | \$220 | UP* | \$170 | UP* | \$215 | UP* | 4.1% | UP* |
| MACKAY | | | \$340 | UP* | \$250 | UP* | \$335 | UP* | 5.1% | STEADY |
| ROCKHAMPTON | | | \$280 | UP | \$210 | UP | \$330 | UP* | 6.2% | STEADY |
| TOOWOOMBA | | | \$310 | UP | \$250 | UP | \$325 | UP | 4.3% | STEADY |
| TOWNSVILLE | | | \$300 | UP | \$250 | UP | \$300 | STEADY | 4.9% | UP |

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

N/A Not available



| SIZE OF RENTAL MARKET | | TOTAL BONDS - ANNUAL TREND | | | | | | | | | | | | | | |
|-----------------------|---------|----------------------------|----------|--------------|---------|---------|----------|--------------|------------|--------|----------|--------------|---------|---------|----------|--------------|
| LGA/REGION | HOUSES | | | | UNITS | | | | TOWNHOUSES | | | | TOTAL | | | |
| QUEENSLAND | 309,232 | 302,443 | 2.2% | UP | 221,417 | 210,374 | 5.2% | UP | 61,920 | 59,005 | 4.9% | UP | 592,569 | 571,822 | 3.6% | UP |
| GREATER BRISBANE | DEC-18 | DEC-17 | % CHANGE | ANNUAL TREND | DEC-18 | DEC-17 | % CHANGE | ANNUAL TREND | DEC-18 | DEC-17 | % CHANGE | ANNUAL TREND | DEC-18 | DEC-17 | % CHANGE | ANNUAL TREND |
| BRISBANE | 60,220 | 59,144 | 1.8% | STEADY | 90,827 | 83,292 | 9.0% | UP | 21,435 | 20,375 | 5.2% | UP | 172,482 | 162,811 | 5.9% | UP |
| IPSWICH | 22,603 | 21,254 | 6.3% | UP | 4,692 | 4,242 | 10.6% | UP | 2,059 | 1,823 | 12.9% | UP | 29,354 | 27,319 | 7.4% | UP |
| LOGAN | 24,174 | 22,827 | 5.9% | UP | 5,565 | 5,067 | 9.8% | UP | 5,817 | 5,541 | 5.0% | UP | 35,556 | 33,435 | 6.3% | UP |
| MORETON BAY | 31,421 | 30,242 | 3.9% | UP | 9,871 | 9,400 | 5.0% | UP | 7,677 | 6,910 | 11.1% | UP | 48,969 | 46,552 | 5.2% | UP |
| REDLAND | 8,720 | 8,642 | 0.9% | STEADY | 1,665 | 1,656 | 0.5% | STEADY | 1,738 | 1,621 | 7.2% | UP | 12,123 | 11,919 | 1.7% | STEADY |
| TOURISM CENTRES | | | | | | | | | | | | | | | | |
| GOLD COAST | 29,741 | 29,228 | 1.8% | STEADY | 35,543 | 35,333 | 0.6% | STEADY | 13,552 | 13,517 | 0.3% | STEADY | 78,836 | 78,078 | 1.0% | STEADY |
| SUNSHINE COAST | 18,120 | 17,708 | 2.3% | UP | 12,457 | 12,076 | 3.2% | UP | 3,105 | 2,874 | 8.0% | UP | 33,682 | 32,658 | 3.1% | UP |
| NOOSA | 2,521 | 2,581 | -2.3% | DOWN | 1,271 | 1,295 | -1.9% | STEADY | 367 | 364 | 0.8% | STEADY | 4,159 | 4,240 | -1.9% | STEADY |
| FRASER COAST | 7,102 | 7,192 | -1.3% | STEADY | 2,758 | 2,655 | 3.9% | UP | 554 | 554 | 0.0% | STEADY | 10,414 | 10,401 | 0.1% | STEADY |
| CAIRNS | 9,584 | 9,524 | 0.6% | STEADY | 11,171 | 11,179 | -0.1% | STEADY | 959 | 995 | -3.6% | DOWN | 21,714 | 21,698 | 0.1% | STEADY |
| REGIONAL QLD | | | | | | | | | | | | | | | | |
| BUNDABERG | 6,495 | 6,542 | -0.7% | STEADY | 2,840 | 2,739 | 3.7% | UP | 131 | 135 | -3.0% | DOWN | 9,466 | 9,416 | 0.5% | STEADY |
| GLADSTONE | 5,544 | 5,447 | 1.8% | STEADY | 2,084 | 1,976 | 5.5% | UP | 796 | 778 | 2.3% | UP | 8,424 | 8,201 | 2.7% | UP |
| MACKAY | 8,149 | 8,099 | 0.6% | STEADY | 4,292 | 4,148 | 3.5% | UP | 489 | 488 | 0.2% | STEADY | 12,930 | 12,735 | 1.5% | STEADY |
| ROCKHAMPTON | 4,719 | 4,536 | 4.0% | UP | 2,612 | 2,527 | 3.4% | UP | 134 | 115 | 16.5% | UP | 7,465 | 7,178 | 4.0% | UP |
| TOOWOOMBA | 11,546 | 11,435 | 1.0% | STEADY | 7,380 | 6,951 | 6.2% | UP | 486 | 465 | 4.5% | UP | 19,412 | 18,851 | 3.0% | UP |
| TOWNSVILLE | 14,990 | 14,634 | 2.4% | UP | 9,107 | 8,913 | 2.2% | UP | 834 | 786 | 6.1% | UP | 24,931 | 24,333 | 2.5% | UP |

Bonds Trend:

Steady = - 2% to + 2% change

Up = + 2% change or more

Down = - 2% change or more

QUEENSLAND ALL LGAS - WEEKLY MEDIAN RENTS BY DWELLING TYPE

| LGA | FLAT 1-BED | | | FLAT 2-BED | | | FLAT 3-BED | | | HOUSE 2-BED | | |
|------------------------------------|------------|--------|----------|------------|--------|----------|------------|--------|----------|-------------|--------|----------|
| | DEC-17 | DEC-18 | % CHANGE | DEC-17 | DEC-18 | % CHANGE | DEC-17 | DEC-18 | % CHANGE | DEC-17 | DEC-18 | % CHANGE |
| Balonne Shire Council | N/A | N/A | N/A | \$182 | \$175 | -3.8% | N/A | N/A | N/A | N/A | N/A | N/A |
| Banana Shire Council | 180 | N/A | N/A | 235 | \$238 | 1.1% | N/A | N/A | N/A | 200 | N/A | N/A |
| Barcaldine Regional Council | 160 | N/A | N/A | 230 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Barcoo Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Blackall-Tambo Regional Council | N/A | N/A | N/A | 95 | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Boulia Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Brisbane City Council | 350 | \$360 | 2.9% | 400 | \$420 | 5.0% | 500 | \$500 | 0.0% | 380 | \$395 | 3.9% |
| Bundaberg Regional Council | 200 | \$250 | 25.0% | 230 | \$245 | 6.5% | \$283 | \$295 | 4.2% | 250 | \$260 | 4.0% |
| Burdekin Shire Council | \$161 | \$158 | -2.0% | 205 | \$215 | 4.9% | N/A | N/A | N/A | 210 | \$220 | 4.8% |
| Cairns Regional Council | 220 | \$230 | 4.5% | 300 | \$310 | 3.3% | 375 | \$370 | -1.3% | \$328 | \$320 | -2.4% |
| Carpentaria Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Cassowary Coast Regional Council | 205 | \$200 | -2.4% | 220 | \$215 | -2.3% | 245 | \$230 | -6.1% | 260 | \$250 | -3.8% |
| Central Highlands Regional Council | 175 | \$200 | 14.3% | 185 | \$200 | 8.1% | 250 | \$260 | 4.0% | 195 | \$220 | 12.8% |
| Charters Towers Regional Council | 160 | N/A | N/A | 170 | \$220 | 29.4% | N/A | N/A | N/A | 200 | \$220 | 10.0% |
| Cloncurry Shire Council | N/A | \$170 | N/A | 250 | \$250 | 0.0% | N/A | N/A | N/A | N/A | N/A | N/A |
| Cook Shire Council | 61 | N/A | N/A | 240 | \$240 | 0.0% | 75 | N/A | N/A | 250 | \$253 | 1.0% |
| Diamantina Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Douglas Shire Council | 220 | \$240 | 9.1% | 300 | \$320 | 6.7% | 370 | N/A | N/A | 280 | N/A | N/A |
| Flinders Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Fraser Coast Regional Council | 200 | \$210 | 5.0% | 250 | \$263 | 5.0% | 320 | \$330 | 3.1% | 265 | \$263 | -0.9% |
| Gladstone Regional Council | \$128 | \$180 | 40.6% | 140 | \$170 | 21.4% | 190 | \$220 | 15.8% | 165 | \$190 | 15.2% |
| Gold Coast City Council | 340 | \$345 | 1.5% | 430 | \$440 | 2.3% | 490 | \$490 | 0.0% | 400 | \$400 | 0.0% |
| Goondiwindi Regional Council | 175 | \$155 | -11.4% | 205 | \$240 | 17.1% | N/A | N/A | N/A | 210 | \$280 | 33.3% |
| Gympie Regional Council | 200 | \$180 | -10.0% | \$228 | \$235 | 3.1% | 285 | \$290 | 1.8% | 250 | \$263 | 5.0% |
| Hinchinbrook Shire Council | 140 | N/A | N/A | \$164 | \$195 | 18.9% | N/A | N/A | N/A | \$208 | \$220 | 5.8% |
| Ipswich City Council | 240 | \$230 | -4.2% | 260 | \$260 | 0.0% | 305 | \$300 | -1.6% | 270 | \$275 | 1.9% |
| Isaac Regional Council | 275 | \$400 | 45.5% | 160 | \$170 | 6.3% | 60 | \$195 | 225.0% | N/A | N/A | N/A |
| Livingstone Shire Council | 204 | \$200 | -2.0% | 270 | \$260 | -3.7% | 285 | \$330 | 15.8% | 280 | \$280 | 0.0% |
| Lockyer Valley Regional Council | N/A | N/A | N/A | 250 | \$240 | -4.0% | 280 | \$315 | 12.5% | 250 | \$268 | 7.0% |
| Logan City Council | 260 | \$255 | -1.9% | \$288 | \$290 | 0.7% | 340 | \$340 | 0.0% | 295 | \$295 | 0.0% |
| Longreach Regional Council | N/A | N/A | N/A | 170 | \$180 | 5.9% | N/A | N/A | N/A | 215 | \$210 | -2.3% |
| Mackay Regional Council | \$183 | \$215 | 17.5% | 210 | \$250 | 19.0% | 295 | \$325 | 10.2% | 245 | \$280 | 14.3% |
| Maranoa Regional Council | N/A | N/A | N/A | \$153 | \$190 | 24.2% | \$218 | \$238 | 8.9% | 140 | N/A | N/A |
| Mareeba Shire Council | \$173 | \$230 | 32.9% | 240 | \$255 | 6.3% | 335 | \$320 | -4.5% | 295 | \$315 | 6.8% |
| Moreton Bay Regional Council | 240 | \$250 | 4.2% | 290 | \$290 | 0.0% | 330 | \$330 | 0.0% | 300 | \$300 | 0.0% |
| Mount Isa City Council | 150 | \$180 | 20.0% | 210 | \$220 | 4.8% | \$308 | \$300 | -2.6% | 260 | \$250 | -3.8% |
| Murweh Shire Council | N/A | N/A | N/A | 170 | N/A | N/A | N/A | N/A | N/A | 145 | N/A | N/A |
| Noosa Shire Council | 320 | \$300 | -6.3% | 380 | \$410 | 7.9% | 505 | \$635 | 25.7% | 390 | \$393 | 0.6% |
| North Burnett Regional Council | N/A | N/A | N/A | N/A | \$200 | N/A | N/A | N/A | N/A | 190 | \$200 | 5.3% |
| Paroo Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Quilpie Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Redland City Council | \$248 | \$212 | -14.4% | 350 | \$355 | 1.4% | \$398 | \$393 | -1.4% | 245 | \$263 | 7.1% |
| Richmond Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Rockhampton Regional Council | 150 | \$160 | 6.7% | 200 | \$210 | 5.0% | 270 | \$270 | 0.0% | 220 | \$240 | 9.1% |
| Scenic Rim Regional Council | 230 | \$250 | 8.7% | \$253 | \$280 | 10.7% | 305 | \$320 | 4.9% | 290 | \$300 | 3.4% |
| Somerset Regional Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | 240 | \$270 | 12.5% |
| South Burnett Regional Council | 155 | \$158 | 1.6% | 185 | \$215 | 16.2% | 250 | \$260 | 4.0% | 220 | \$215 | -2.3% |
| Southern Downs Regional Council | 150 | \$160 | 6.7% | \$201 | \$230 | 14.4% | 270 | \$295 | 9.3% | 250 | \$235 | -6.0% |
| Sunshine Coast Regional Council | 280 | \$290 | 3.6% | 355 | \$370 | 4.2% | 430 | \$435 | 1.2% | 370 | \$388 | 4.7% |
| Tablelands Regional Council | N/A | \$160 | N/A | 230 | \$230 | 0.0% | 300 | N/A | N/A | 250 | \$270 | 8.0% |
| Toowoomba Regional Council | 190 | \$185 | -2.6% | 245 | \$250 | 2.0% | 300 | \$310 | 3.3% | 260 | \$253 | -2.9% |
| Torres Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |
| Townsville City Council | 200 | \$210 | 5.0% | 240 | \$250 | 4.2% | 340 | \$340 | 0.0% | 250 | \$250 | 0.0% |
| Weipa - part of Cook | N/A | N/A | N/A | 575 | \$525 | -8.7% | \$598 | N/A | N/A | N/A | N/A | N/A |
| Western Downs Regional Council | 140 | \$150 | 7.1% | 170 | \$185 | 8.8% | 190 | \$210 | 10.5% | 200 | \$200 | 0.0% |
| Whitsunday Regional Council | 200 | \$235 | 17.5% | \$288 | \$300 | 4.2% | 300 | \$320 | 6.7% | 250 | \$265 | 6.0% |
| Winton Shire Council | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A | N/A |

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

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



EMPLOYMENT MARKET

IPSWICH SA4



Unemployment Rate

8.5%



Participation Rate

65.8%

EMPLOYMENT MARKET

LOGAN - BEAUDESERT SA4



Unemployment Rate

6.7%



Participation Rate

64.9%

EMPLOYMENT MARKET

MORETON BAY - NORTH SA4



Unemployment Rate

8.8%



Participation Rate

61.2%

EMPLOYMENT MARKET

MORETON BAY - SOUTH SA4



Unemployment Rate

5.2%



Participation Rate

70.9%

Steady sailing in the southeast

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

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

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

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

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

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

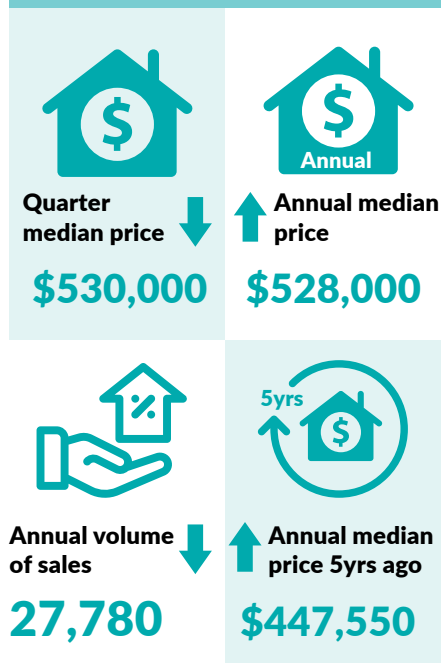
The Greater Brisbane rental market operated within a tight range. Vacancies held steady at 2.3 per cent for the December quarter. All sub-region LGAs vacancies also fell within a tight range during the September quarter.

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

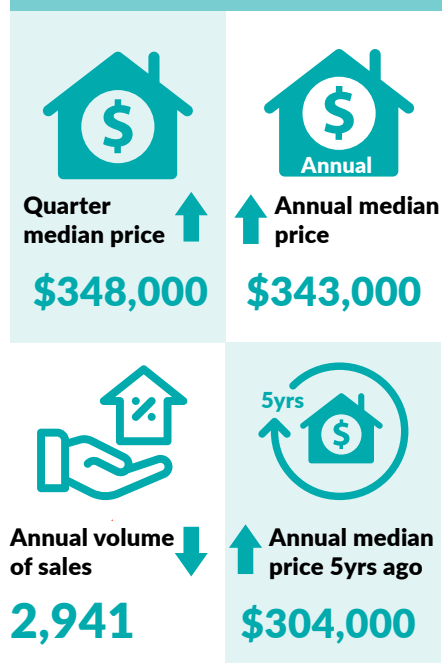
The result suggests available rental stock – including apartments – were still readily available close to town, but well-serviced centres with good access routes experienced strong demand from tenants.



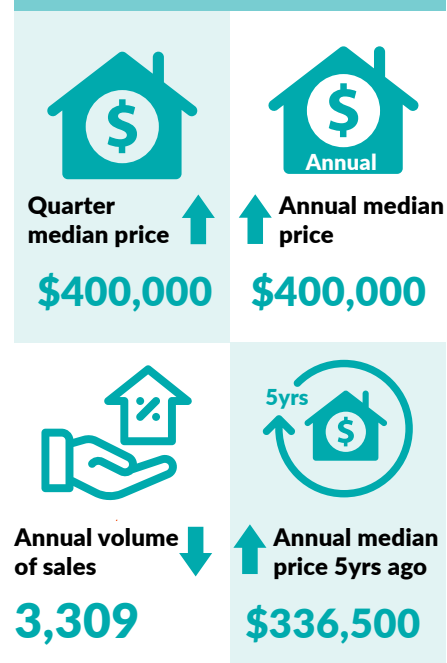
HOUSE MARKET (<2400M²) GREATER BRISBANE



HOUSE MARKET (<2400M²) IPSWICH



HOUSE MARKET (<2400M²) LOGAN



HOUSE MARKET (<2400M²)

MORETON BAY



Quarter
median price ↓
\$440,000



↑ Annual median
price
\$446,000



Annual volume
of sales ↓
6,216



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

HOUSE MARKET (<2400M²)

REDLAND



Quarter
median price ↓
\$520,000



↑ Annual median
price
\$532,250



Annual volume
of sales ↓
2,379



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

Regional Economy and Infrastructure Investment

Logan

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

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

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

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

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

Ipswich

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

Moreton Bay

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

Market Outlook

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

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

HOUSE MARKET (<2400m²)

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

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

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

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

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

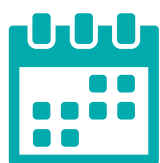
Nineteen suburbs in outer Brisbane reported double-digit annual median house price growth to December 2018 although some were based on small transaction numbers.

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

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

HOUSE MARKET ALL

GREATER BRISBANE



Median days on market

37 Days



Median vendor discount

-4.2%



Stock on market

7.4%

HOUSE MARKET ALL

IPSWICH



Median days on market

44 Days



Median vendor discount

-4.4%

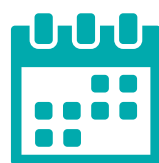


Stock on market

8.4%

HOUSE MARKET ALL

LOGAN



Median days on market

45 Days



Median vendor discount

-4.6%

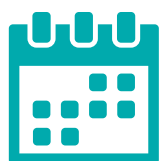


Stock on market

8.0%

HOUSE MARKET ALL

MORETON BAY



Median days on market

35 Days



Median vendor discount

-4.0%

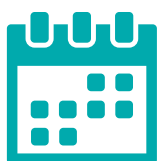


Stock on market

8.1%

HOUSE MARKET ALL

REDLAND



Median days on market

38 Days



Median vendor discount

-4.7%



Stock on market

8.7%

General Activity

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

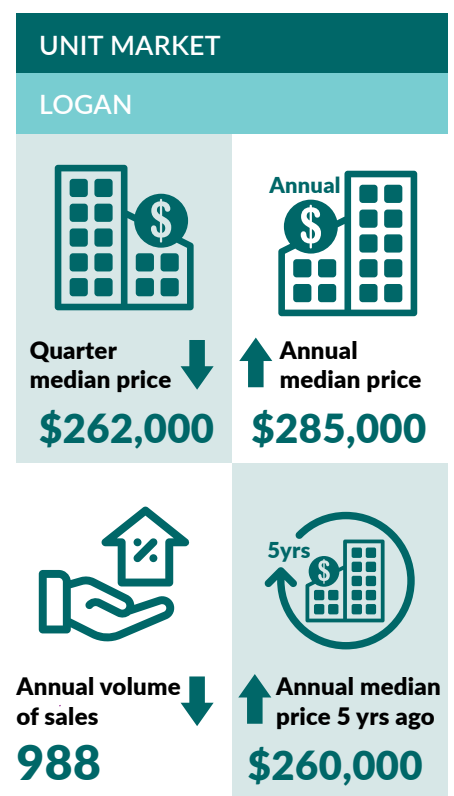
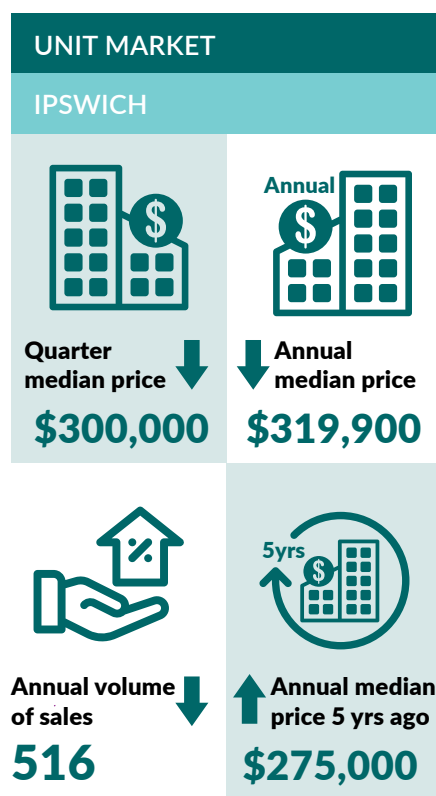
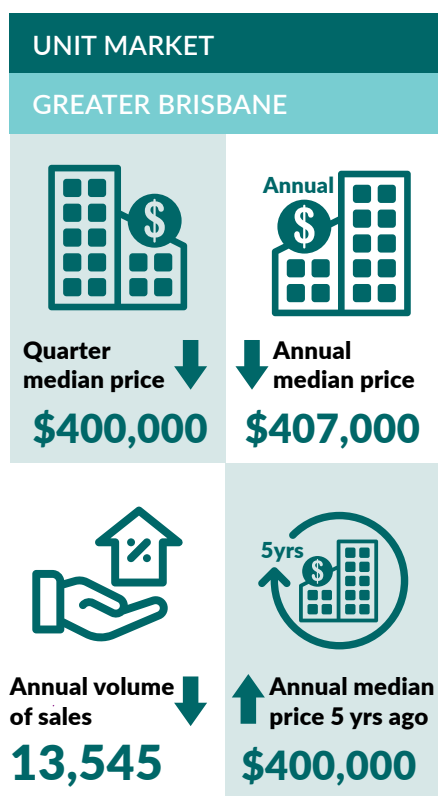
For Greater Brisbane, annual total listing volume rose 10.8 per cent for the year, from 43,685 sales in December 2017 to 48,0503 sales in December 2018.

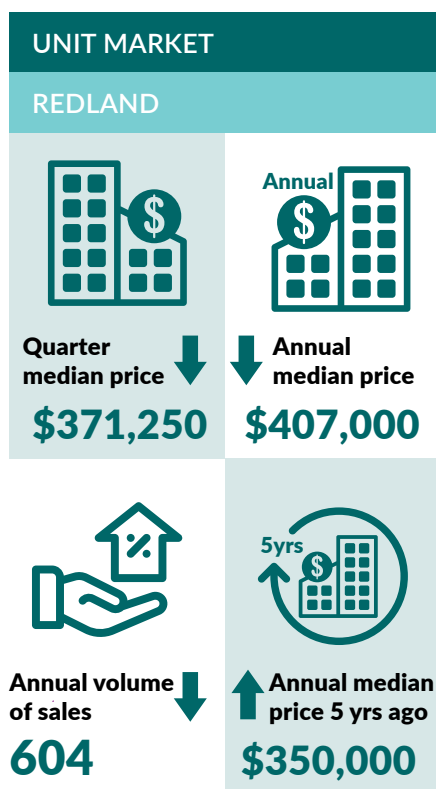
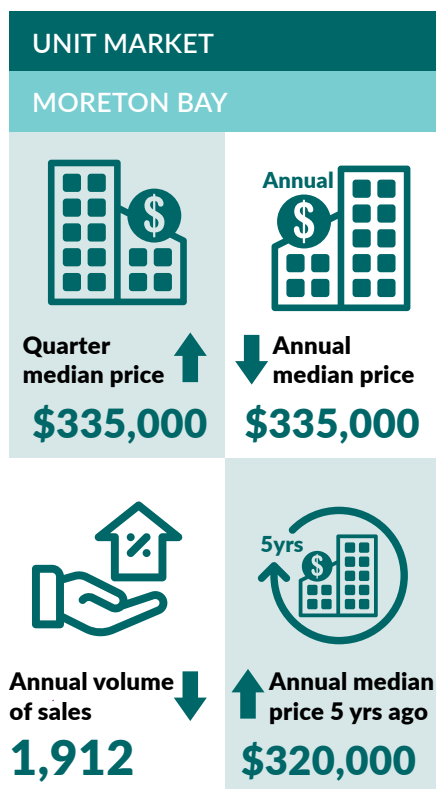
Stock on markets was up 0.7 per cent for the year coming in at 7.4 per cent.

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

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

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





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

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

UNIT MARKET

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

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

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

RENTAL MARKET

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

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

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

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

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

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

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

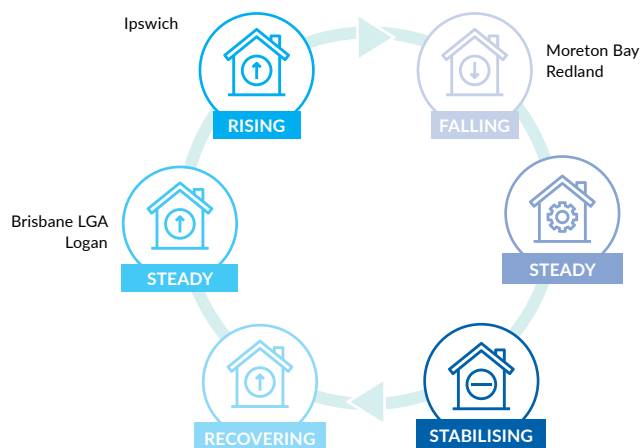
The largest rise in vacancies occurred in the Pine Rivers locations of the Moreton Shire. Its number increased just 0.5 per cent to record a 1.7 per cent vacancy rate in December.

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



GREATER BRISBANE HOUSE MARKETS

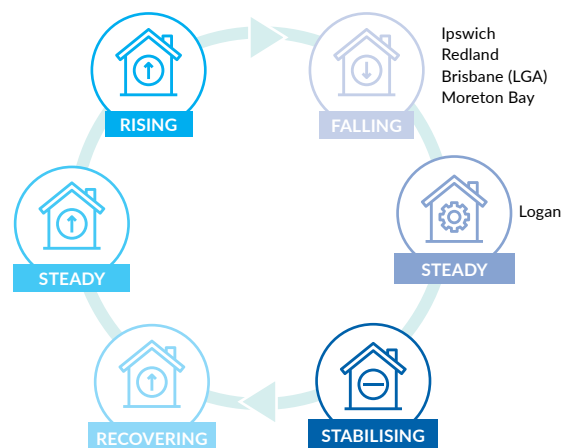
Dec Qtr 2018



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

GREATER BRISBANE UNIT MARKETS

Dec Qtr 2018

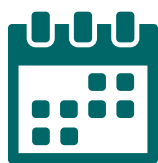


Source: REIQ
Based on the previous 4 quarters median sale price change and the annual change



UNIT MARKET

GREATER BRISBANE



Median days on market

62 Days

Median vendor discount

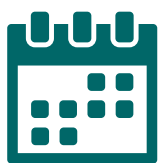
-4.8%

Stock on market

8.9%

UNIT MARKET

IPSWICH



Median days on market

126 Days

Median vendor discount

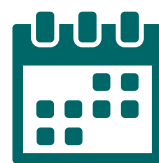
-6.8%

Stock on market

5.1%

UNIT MARKET

LOGAN



Median days on market

83 Days

Median vendor discount

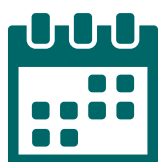
-5.5%

Stock on market

6.9%

UNIT MARKET

MORETON BAY



Median days on market

75 Days

Median vendor discount

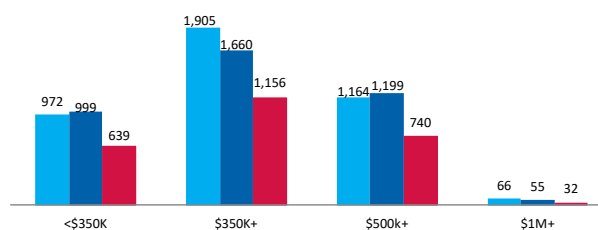
-5.1%

Stock on market

7.6%

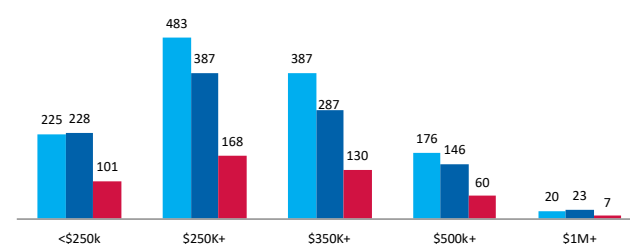
OUTER BRISBANE HOUSE SALES

Jun-18 Sep-18 Dec-18 *

*Preliminary data
Houses<2400m²

OUTER BRISBANE UNIT SALES

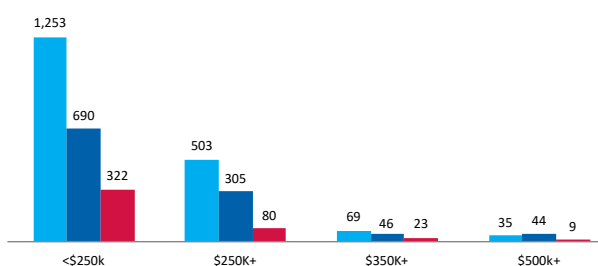
Jun-18 Sep-18 Dec-18 *



*Preliminary data

OUTER BRISBANE LAND SALES

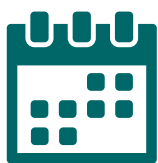
Jun-18 Sep-18 Dec-18 *



*Preliminary data

UNIT MARKET

REDLAND



Median days on market

52 Days

Median vendor discount

-2.3%

Stock on market

7.8%

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

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

| SALES MARKET - HOUSES <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 |
| ELIMBAH ^ | 12 | N/A | N/A | 55 | \$615,000 | \$620,000 | -0.8% | \$507,500 | 21.2% |
| EVERTON HILLS | 24 | \$572,699 | -9.9% | 80 | \$588,500 | \$568,750 | 3.5% | \$461,000 | 27.7% |
| FERNY HILLS | 30 | \$563,750 | 0.0% | 120 | \$557,500 | \$543,250 | 2.6% | \$449,500 | 24.0% |
| GRIFFIN | 24 | \$447,500 | -6.8% | 136 | \$460,000 | \$470,000 | -2.1% | \$415,000 | 10.8% |
| JOYNER | 3 | N/A | N/A | 39 | \$500,000 | \$501,000 | -0.2% | \$487,000 | 2.7% |
| KALLANGUR | 57 | \$391,250 | -3.4% | 338 | \$400,000 | \$383,000 | 4.4% | \$325,000 | 23.1% |
| KIPPA-RING | 24 | \$418,000 | -10.1% | 138 | \$435,000 | \$420,000 | 3.6% | \$350,000 | 24.3% |
| LAWNTON | 16 | N/A | N/A | 75 | \$417,000 | \$400,000 | 4.3% | \$325,000 | 28.3% |
| MANGO HILL | 30 | \$500,000 | -11.0% | 159 | \$536,000 | \$515,000 | 4.1% | \$424,500 | 26.3% |
| MARGATE | 20 | \$485,107 | 1.1% | 120 | \$449,000 | \$446,000 | 0.7% | \$350,000 | 28.3% |
| MORAYFIELD | 59 | \$345,000 | -1.4% | 316 | \$348,250 | \$340,750 | 2.2% | \$295,000 | 18.1% |
| MORAYFIELD ^ | 8 | N/A | N/A | 71 | \$615,000 | \$615,000 | 0.0% | \$500,000 | 23.0% |
| MURRUMBA DOWNS | 29 | \$522,500 | -14.7% | 134 | \$542,500 | \$525,000 | 3.3% | \$425,000 | 27.6% |
| NARANGBA | 51 | \$479,500 | -1.1% | 287 | \$480,250 | \$464,250 | 3.5% | \$425,000 | 13.0% |
| NARANGBA ^ | 5 | N/A | N/A | 30 | \$732,500 | \$690,000 | 6.2% | \$602,500 | 21.6% |
| NEWPORT | 12 | N/A | N/A | 85 | \$830,000 | \$770,000 | 7.8% | \$712,500 | 16.5% |
| NINGI | 9 | N/A | N/A | 47 | \$395,000 | \$380,000 | 4.0% | \$340,000 | 16.2% |
| NINGI ^ | 5 | N/A | N/A | 25 | \$572,500 | \$580,000 | -1.3% | \$475,000 | 20.5% |
| NORTH LAKES | 70 | \$485,000 | 0.4% | 413 | \$488,500 | \$490,000 | -0.3% | \$438,700 | 11.4% |
| PETRIE | 21 | \$446,350 | -3.3% | 130 | \$447,700 | \$421,250 | 6.3% | \$362,000 | 23.7% |
| REDCLIFFE | 32 | \$439,000 | 0.0% | 153 | \$439,250 | \$445,000 | -1.3% | \$357,000 | 23.0% |
| ROTHWELL | 14 | N/A | N/A | 85 | \$419,500 | \$427,250 | -1.8% | \$355,000 | 18.2% |
| SAMFORD VALLEY ^ | 9 | N/A | N/A | 38 | \$940,500 | \$1,000,000 | -6.0% | \$820,000 | 14.7% |
| SANDSTONE POINT | 10 | N/A | N/A | 80 | \$450,500 | \$420,000 | 7.3% | \$373,500 | 20.6% |
| SCARBOROUGH | 25 | \$560,000 | -4.6% | 136 | \$542,500 | \$537,500 | 0.9% | \$445,000 | 21.9% |
| STRATHPINE | 24 | \$415,000 | -9.2% | 190 | \$440,000 | \$400,000 | 10.0% | \$335,000 | 31.3% |
| TOORBUL | 3 | N/A | N/A | 24 | \$335,000 | \$361,500 | -7.3% | \$287,000 | 16.7% |
| UPPER CABOOLTURE | 10 | N/A | N/A | 43 | \$378,000 | \$357,500 | 5.7% | \$319,950 | 18.1% |
| UPPER CABOOLTURE ^ | 1 | N/A | N/A | 34 | \$605,000 | \$560,000 | 8.0% | \$497,500 | 21.6% |
| WAMURAN ^ | 4 | N/A | N/A | 31 | \$622,500 | \$580,000 | 7.3% | \$460,000 | 35.3% |
| WARNER | 42 | \$520,650 | 2.1% | 190 | \$520,000 | \$503,000 | 3.4% | \$460,000 | 13.0% |
| WARNER ^ | 7 | N/A | N/A | 26 | \$853,750 | \$742,250 | 15.0% | \$676,500 | 26.2% |
| WOODY POINT | 8 | N/A | N/A | 70 | \$467,500 | \$455,000 | 2.8% | \$385,000 | 21.4% |
| | | | | | | | | | |
| REDLAND (LGA) | 441 | \$520,000 | -2.8% | 2379 | \$532,250 | \$525,000 | 1.4% | \$455,000 | 17.0% |
| REDLAND (LGA) ^ | 28 | \$912,500 | -7.1% | 149 | \$950,000 | \$940,000 | 1.1% | \$760,000 | 25.0% |
| | | | | | | | | | |
| ALEXANDRA HILLS | 43 | \$475,250 | 0.1% | 274 | \$470,000 | \$465,000 | 1.1% | \$395,000 | 19.0% |
| BIRKDALE | 31 | \$515,000 | -12.8% | 153 | \$567,000 | \$557,500 | 1.7% | \$463,000 | 22.5% |
| CAPALABA | 41 | \$472,713 | -0.9% | 188 | \$475,000 | \$475,000 | 0.0% | \$410,000 | 15.9% |
| CAPALABA ^ | 11 | N/A | N/A | 42 | \$957,500 | \$970,000 | -1.3% | \$810,000 | 18.2% |
| CLEVELAND | 44 | \$565,000 | -13.1% | 243 | \$635,000 | \$590,000 | 7.6% | \$518,800 | 22.4% |
| MACLEAY ISLAND | 19 | N/A | N/A | 104 | \$220,000 | \$241,000 | -8.7% | \$220,000 | 0.0% |
| MOUNT COTTON | 22 | \$540,000 | 1.9% | 137 | \$550,000 | \$520,000 | 5.8% | \$460,000 | 19.6% |
| ORMISTON | 14 | N/A | N/A | 93 | \$668,000 | \$675,000 | -1.0% | \$570,000 | 17.2% |
| REDLAND BAY | 54 | \$561,000 | -0.5% | 280 | \$560,000 | \$548,600 | 2.1% | \$475,238 | 17.8% |
| RUSSELL ISLAND | 25 | \$210,000 | 0.0% | 129 | \$208,000 | \$192,500 | 8.1% | \$190,000 | 9.5% |
| THORNESIDE | 8 | N/A | N/A | 38 | \$500,000 | \$485,000 | 3.1% | \$375,000 | 33.3% |
| THORNLANDS | 44 | \$608,500 | 4.9% | 238 | \$610,000 | \$592,000 | 3.0% | \$509,000 | 19.8% |
| THORNLANDS ^ | 7 | N/A | N/A | 28 | \$1,117,500 | \$1,050,000 | 6.4% | \$905,000 | 23.5% |
| VICTORIA POINT | 42 | \$540,000 | 0.9% | 214 | \$533,500 | \$525,000 | 1.6% | \$458,500 | 16.4% |
| WELLINGTON POINT | 34 | \$587,500 | -5.2% | 198 | \$621,000 | \$615,000 | 1.0% | \$520,000 | 19.4% |
| | | | | | | | | | |
| SURROUNDS | | | | | | | | | |
| LOCKYER VALLEY (LGA) | 33 | \$244,500 | -2.6% | 217 | \$250,000 | \$257,000 | -2.7% | \$240,000 | 4.2% |
| LOCKYER VALLEY (LGA) ^ | 57 | \$368,000 | -2.9% | 342 | \$375,000 | \$375,000 | 0.0% | \$320,000 | 17.2% |

| SALES MARKET - HOUSES <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 | | | | | | | | | |
| GATTON | 9 | N/A | N/A | 96 | \$251,000 | \$258,000 | -2.7% | \$253,750 | -1.1% |
| KENSINGTON GROVE ^ | 9 | N/A | N/A | 46 | \$389,000 | \$386,000 | 0.8% | \$312,000 | 24.7% |
| LAIDLEY | 15 | N/A | N/A | 65 | \$232,000 | \$245,000 | -5.3% | \$215,000 | 7.9% |
| LAIDLEY HEIGHTS ^ | 5 | N/A | N/A | 26 | \$336,500 | \$337,500 | -0.3% | \$375,000 | -10.3% |
| REGENCY DOWNS ^ | 3 | N/A | N/A | 30 | \$333,500 | \$335,000 | -0.5% | \$287,750 | 15.9% |
| | | | | | | | | | |
| SCENIC RIM (LGA) | 61 | \$392,500 | -8.7% | 371 | \$421,000 | \$400,000 | 5.3% | \$340,000 | 23.8% |
| SCENIC RIM (LGA) ^ | 47 | \$542,000 | -5.7% | 308 | \$560,000 | \$540,000 | 3.7% | \$450,000 | 24.4% |
| BEAUDESERT | 18 | N/A | N/A | 105 | \$330,000 | \$327,000 | 0.9% | \$306,000 | 7.8% |
| BOONAH | 7 | N/A | N/A | 34 | \$282,750 | \$307,750 | -8.1% | \$280,000 | 1.0% |
| KOORALBYN ^ | 4 | N/A | N/A | 35 | \$365,000 | \$355,000 | 2.8% | \$313,500 | 16.4% |
| TAMBORINE ^ | 10 | N/A | N/A | 58 | \$610,000 | \$622,500 | -2.0% | \$495,000 | 23.2% |
| TAMBORINE MOUNTAIN | 22 | \$555,000 | -2.8% | 150 | \$560,000 | \$488,750 | 14.6% | \$400,000 | 40.0% |
| TAMBORINE MOUNTAIN ^ | 7 | N/A | N/A | 44 | \$910,000 | \$860,000 | 5.8% | \$649,000 | 40.2% |
| | | | | | | | | | |
| SOMERSET (LGA) | 36 | \$266,250 | 5.5% | 200 | \$257,500 | \$242,000 | 6.4% | \$262,500 | -1.9% |
| SOMERSET (LGA) ^ | 40 | \$400,000 | -4.8% | 244 | \$401,709 | \$380,000 | 5.7% | \$345,000 | 16.4% |
| FERNVALE | 7 | N/A | N/A | 35 | \$358,000 | \$328,000 | 9.2% | \$337,500 | 6.1% |
| KILCOY | 7 | N/A | N/A | 38 | \$265,000 | \$256,000 | 3.5% | \$256,000 | 3.5% |
| LOWOOD | 9 | N/A | N/A | 47 | \$240,000 | \$239,000 | 0.4% | \$320,000 | -25.0% |

| SALES MARKET - UNITS & TOWNHOUSES | | | | | | | | | |
|-----------------------------------|--------------------|-------------------------|-----------------|---------------------|--------------------------|--|---------------|---|---------------|
| SUBURB/ LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
| GREATER BRISBANE | | | | | | | | | |
| | 2007 | \$400,000 | -1.2% | 13545 | \$407,000 | \$415,000 | -1.9% | \$400,000 | 1.8% |
| | | | | | | | | | |
| IPSWICH (LGA) | 55 | \$300,000 | -5.2% | 516 | \$319,900 | \$327,750 | -2.4% | \$275,000 | 16.3% |
| BRASSALL | 4 | N/A | N/A | 20 | \$273,500 | \$279,500 | -2.2% | \$250,000 | 9.4% |
| BROOKWATER | 9 | N/A | N/A | 90 | \$645,000 | \$485,000 | 33.0% | \$325,000 | 98.5% |
| BUNDAMBA | 2 | N/A | N/A | 15 | N/A | \$250,000 | N/A | \$275,000 | N/A |
| GOODNA | 0 | N/A | N/A | 18 | N/A | \$207,000 | N/A | \$217,500 | N/A |
| REDBANK PLAINS | 5 | N/A | N/A | 41 | \$309,900 | \$319,900 | -3.1% | \$226,500 | 36.8% |
| SPRINGFIELD LAKES | 3 | N/A | N/A | 18 | N/A | \$387,000 | N/A | \$357,400 | N/A |
| | | | | | | | | | |
| LOGAN (LGA) | 118 | \$262,000 | -4.7% | 988 | \$285,000 | \$283,000 | 0.7% | \$260,000 | 9.6% |
| BEENLEIGH | 7 | N/A | N/A | 51 | \$239,000 | \$236,500 | 1.1% | \$170,000 | 40.6% |
| BORONIA HEIGHTS | 5 | N/A | N/A | 25 | \$253,500 | \$329,000 | -23.0% | \$251,000 | 1.0% |
| DAISY HILL | 3 | N/A | N/A | 28 | \$311,500 | \$309,000 | 0.8% | \$270,000 | 15.4% |
| EAGLEBY | 15 | N/A | N/A | 103 | \$242,000 | \$250,000 | -3.2% | \$299,500 | -19.2% |
| EDENS LANDING | 2 | N/A | N/A | 13 | N/A | \$225,000 | N/A | \$200,000 | N/A |
| HILLCREST | 3 | N/A | N/A | 34 | \$286,500 | \$301,250 | -4.9% | \$227,000 | 26.2% |
| KINGSTON | 2 | N/A | N/A | 27 | \$245,000 | \$282,500 | -13.3% | \$238,250 | 2.8% |
| LOGAN CENTRAL | 1 | N/A | N/A | 14 | N/A | \$185,694 | N/A | \$165,000 | N/A |
| MARSDEN | 7 | N/A | N/A | 43 | \$343,900 | \$343,900 | 0.0% | \$331,000 | 3.9% |
| MEADOWBROOK | 2 | N/A | N/A | 27 | \$250,000 | \$261,500 | -4.4% | \$245,000 | 2.0% |
| MOUNT WARREN PARK | 2 | N/A | N/A | 24 | \$232,500 | \$215,000 | 8.1% | \$200,000 | 16.3% |
| ROCHEDALE SOUTH | 5 | N/A | N/A | 21 | \$303,748 | \$284,000 | 7.0% | \$263,139 | 15.4% |
| SHAILER PARK | 7 | N/A | N/A | 34 | \$314,500 | \$341,000 | -7.8% | \$275,000 | 14.4% |
| SLACKS CREEK | 6 | N/A | N/A | 43 | \$206,000 | \$215,000 | -4.2% | \$186,000 | 10.8% |
| SPRINGWOOD | 7 | N/A | N/A | 48 | \$267,500 | \$396,000 | -32.5% | \$250,000 | 7.0% |
| UNDERWOOD | 2 | N/A | N/A | 35 | \$406,720 | \$405,000 | 0.4% | \$384,000 | 5.9% |
| WATERFORD WEST | 4 | N/A | N/A | 30 | \$205,000 | \$212,500 | -3.5% | \$185,000 | 10.8% |
| WOODRIDGE | 14 | N/A | N/A | 83 | \$180,000 | \$201,000 | -10.5% | \$178,000 | 1.1% |

SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

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

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

SALES MARKET - VACANT LAND <2400m²

| SUBURB/ LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|--------------------|-----------------------|-------------------------|-----------------|------------------------|--------------------------|--|---------------|---|---------------|
| GREATER BRISBANE | 469 | \$209,900 | -10.7% | 5759 | \$235,000 | \$230,000 | 2.2% | \$210,000 | 11.9% |
| GREATER BRISBANE ^ | 46 | \$325,000 | 0.0% | 445 | \$318,000 | \$310,000 | 2.6% | \$260,000 | 22.3% |
| IPSWICH (LGA) | 89 | \$180,500 | -8.5% | 1240 | \$195,000 | \$194,500 | 0.3% | \$175,000 | 11.4% |
| IPSWICH (LGA) ^ | 5 | N/A | N/A | 61 | \$320,000 | \$330,000 | -3.0% | \$240,000 | 33.3% |
| BELBIRD PARK | 2 | N/A | N/A | 70 | \$230,000 | \$231,000 | -0.4% | \$195,000 | 17.9% |
| BRASSALL | 3 | N/A | N/A | 56 | \$195,000 | \$194,500 | 0.3% | \$170,000 | 14.7% |
| BROOKWATER | 0 | N/A | N/A | 0 | N/A | \$845,000 | N/A | \$- | N/A |
| DEEBING HEIGHTS | 14 | N/A | N/A | 70 | \$189,425 | \$187,175 | 1.2% | \$150,000 | 26.3% |
| KARALEE ^ | 5 | N/A | N/A | 29 | \$315,000 | \$323,500 | -2.6% | \$250,000 | 26.0% |
| LEICHHARDT | 1 | N/A | N/A | 9 | N/A | \$175,500 | N/A | \$153,000 | N/A |
| REDBANK PLAINS | 6 | N/A | N/A | 123 | \$183,000 | \$177,500 | 3.1% | \$142,000 | 28.9% |
| SPRINGFIELD LAKES | 0 | N/A | N/A | 5 | N/A | \$277,250 | N/A | \$179,000 | N/A |
| LOGAN (LGA) | 105 | \$219,000 | -1.4% | 1285 | \$220,000 | \$208,900 | 5.3% | \$175,625 | 25.3% |
| LOGAN (LGA) ^ | 19 | N/A | N/A | 177 | \$312,000 | \$306,000 | 2.0% | \$247,500 | 26.1% |
| BUCCAN ^ | 0 | N/A | N/A | 1 | N/A | \$355,000 | N/A | \$287,500 | N/A |
| CORNUBIA | 0 | N/A | N/A | 7 | N/A | \$307,000 | N/A | \$340,000 | N/A |
| CRESTMead | 0 | N/A | N/A | 5 | N/A | \$233,000 | N/A | \$175,000 | N/A |
| HOLMVIEw | 12 | N/A | N/A | 65 | \$223,000 | \$220,000 | 1.4% | \$179,990 | 23.9% |
| JIMBOOMBA | 0 | N/A | N/A | 2 | N/A | \$207,750 | N/A | \$175,500 | N/A |
| JIMBOOMBA ^ | 0 | N/A | N/A | 32 | \$318,000 | \$302,000 | 5.3% | \$209,000 | 52.2% |

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

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

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

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

SURROUNDS

| | | | | | | | | | |
|------------------------|----|-----|-----|----|-----------|-----------|-------|-----------|-------|
| LOCKYER VALLEY (LGA) | 2 | N/A | N/A | 37 | \$120,000 | \$132,000 | -9.1% | \$99,000 | 21.2% |
| LOCKYER VALLEY (LGA) ^ | 3 | N/A | N/A | 87 | \$155,000 | \$155,000 | 0.0% | \$118,900 | 30.4% |
| KENSINGTON GROVE ^ | 0 | N/A | N/A | 9 | N/A | \$168,500 | N/A | \$115,000 | N/A |
| SCENIC RIM (LGA) | 6 | N/A | N/A | 54 | \$185,000 | \$190,000 | -2.6% | \$179,500 | 3.1% |
| SCENIC RIM (LGA) ^ | 12 | N/A | N/A | 46 | \$187,500 | \$186,000 | 0.8% | \$200,000 | -6.3% |
| GLENEAGLE | 0 | N/A | N/A | 5 | N/A | \$184,000 | N/A | \$179,500 | N/A |

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

RENTAL MARKET - 3 BED HOUSES

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

RENTAL MARKET - 3 BED HOUSES (CONT'D)

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

RENTAL MARKET

GREATER BRISBANE

FOR RENT

Vacancy Rates

↓ **2.3%**

RENTAL MARKET

IPSWICH

FOR RENT

Vacancy Rates

↓ **1.8%**



House Yields

↓ **4.6%**



Unit Yields

↑ **4.5%**



RENTAL MARKET - 2 BED UNITS

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

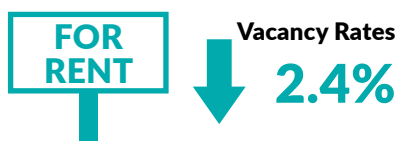
RENTAL MARKET - 3 BED TOWNHOUSES

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



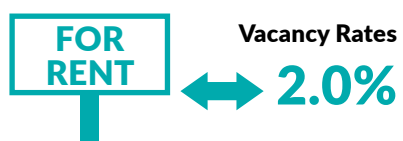
RENTAL MARKET

LOGAN



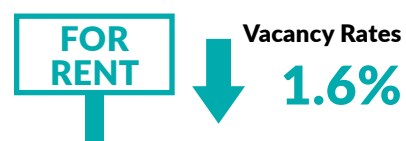
RENTAL MARKET

MORETON BAY



RENTAL MARKET

REDLAND



EMPLOYMENT MARKET
BRISBANE - EAST SA4

Unemployment Rate
5%

Participation Rate
69.9%
EMPLOYMENT MARKET
BRISBANE - NORTH SA4

Unemployment Rate
5.4%

Participation Rate
73.1%
EMPLOYMENT MARKET
BRISBANE - SOUTH SA4

Unemployment Rate
5.5%

Participation Rate
69.4%
EMPLOYMENT MARKET
BRISBANE - WEST SA4

Unemployment Rate
5.8%

Participation Rate
63.4%
EMPLOYMENT MARKET
BRISBANE - INNER CITY SA4

Unemployment Rate
4.1%

Participation Rate
72.6%

Reliable growth

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

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

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

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

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

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

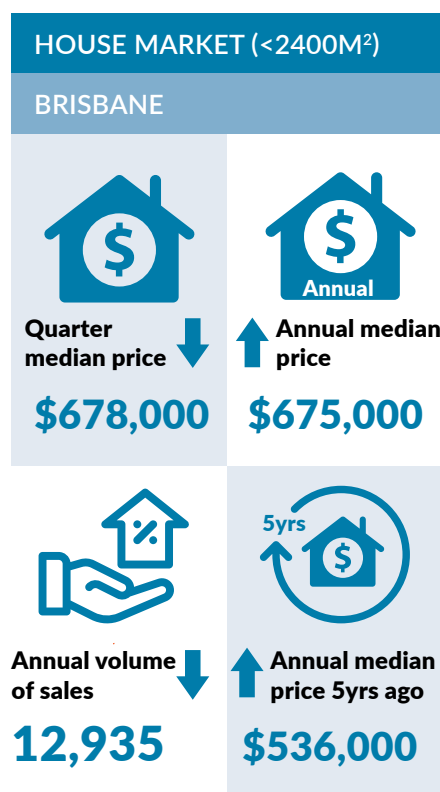
The rental market in Brisbane's LGA delivered a healthy result for investors in relation to returns considering the vacancy measure softened slightly in the December quarter. Vacancies increased from two per cent in September 2018, to 2.5 per cent in December 2018.

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

Local Economy and Infrastructure Investment

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

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



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

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

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

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

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

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

Market Outlook

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

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

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

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

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

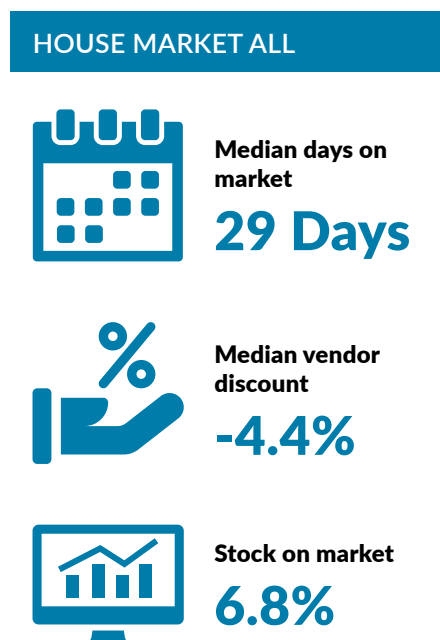
"International visitor expenditure grew 11.5 per cent - more than double the Australian rate. We also saw record highs in international visitor numbers, with 2,762,000 visitors spending \$5.9 billion in Queensland," said Minister Jones.

HOUSE MARKET (<2400m²)

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

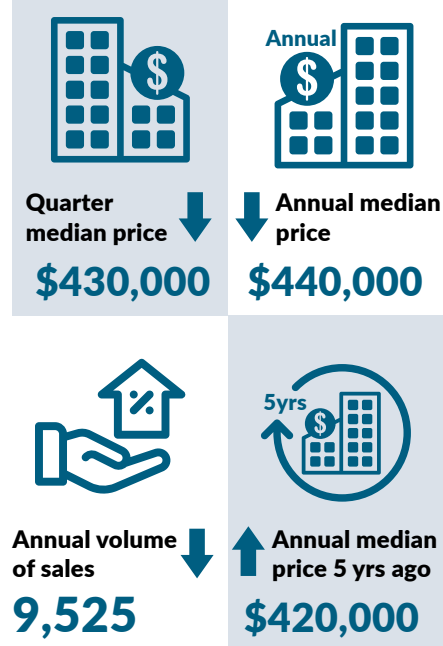
The median house price rose moderately over the December quarter to reach \$678,000; reflecting an annual gain of 1.1 per cent – an enviable outcome compared to other major centres.

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





UNIT MARKET



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

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

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

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

General activity

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

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

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

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

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

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

UNIT AND TOWNHOUSE MARKET

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

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

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

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

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

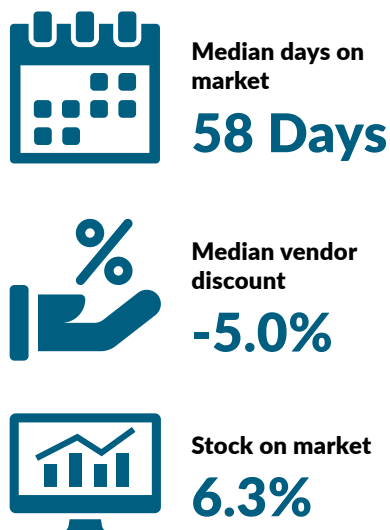
Over the past year, the annual median unit price fell 2.2 per cent to \$440,000.

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

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

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

UNIT MARKET





RENTAL MARKET



Vacancy Rates

↑ **2.5%**



House Yields

↔ **3.3%**



Unit Yields

↔ **5.1%**

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

RENTAL MARKET

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

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

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

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

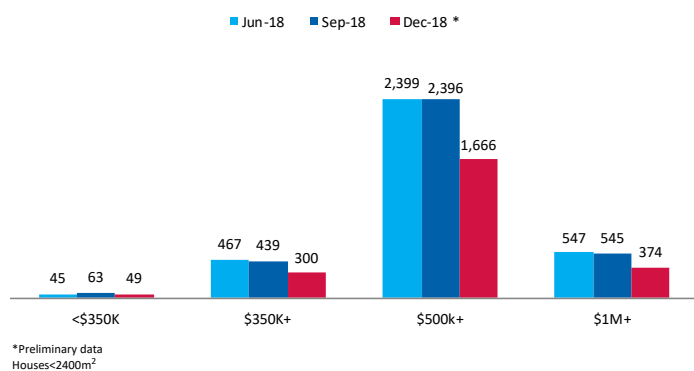
Performance remains varied across all markets. The availability of new rental units within close proximity of CBD remains high, and managing agents report difficulty in finding tenants for older units within close proximity.

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

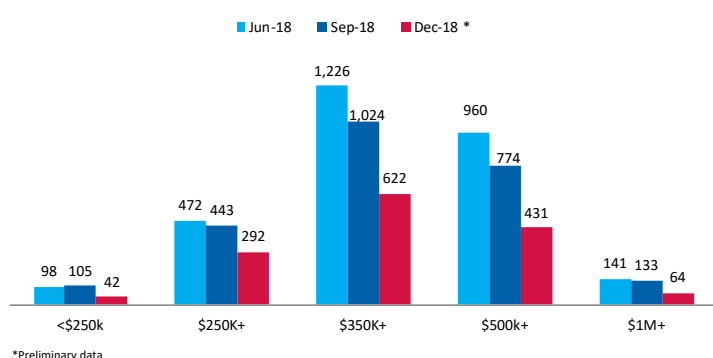
Anecdotal evidence from property managers supports the notion that location



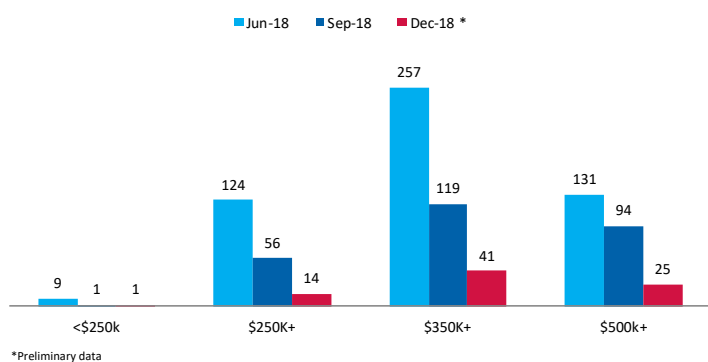
BRISBANE LGA HOUSE SALES



BRISBANE LGA UNIT SALES



BRISBANE LGA LAND SALES



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

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

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

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

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

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

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

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

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

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

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

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

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

Overall, house and unit yields held steady this quarter. House yields of 3.3 per cent remained the smallest across the state.

Units in Brisbane LGA reached higher yields compared to other regions in the southeast corner, sitting at 5.1 per cent in December 2018.

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

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

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

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

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

SALES MARKET - UNITS & TOWNHOUSES

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|-------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|------------|-------------------------------|------------|
| BRISBANE (LGA) | 1523 | \$430,000 | -2.1% | 9525 | \$440,000 | \$450,000 | -2.2% | \$420,000 | 4.8% |
| ACACIA RIDGE | 3 | N/A | N/A | 21 | \$444,017 | \$325,000 | 36.6% | \$327,500 | 35.6% |
| ALBION | 11 | N/A | N/A | 73 | \$421,500 | \$482,000 | -12.6% | \$509,500 | -17.3% |
| ALDERLEY | 11 | N/A | N/A | 49 | \$421,000 | \$385,000 | 9.4% | \$442,500 | -4.9% |
| ALGESTER | 4 | N/A | N/A | 40 | \$309,500 | \$410,000 | -24.5% | \$300,000 | 3.2% |
| ANNERLEY | 28 | \$390,500 | -19.8% | 139 | \$443,000 | \$430,000 | 3.0% | \$387,500 | 14.3% |
| ASCOT | 13 | N/A | N/A | 104 | \$520,000 | \$525,000 | -1.0% | \$385,000 | 35.1% |
| ASHGROVE | 13 | N/A | N/A | 56 | \$447,500 | \$473,000 | -5.4% | \$420,000 | 6.5% |
| ASPLEY | 10 | N/A | N/A | 40 | \$379,000 | \$398,000 | -4.8% | \$363,750 | 4.2% |
| AUCHENFLOWER | 12 | N/A | N/A | 59 | \$445,000 | \$425,000 | 4.7% | \$475,000 | -6.3% |
| BALMORAL | 7 | N/A | N/A | 30 | \$501,250 | \$520,000 | -3.6% | \$510,000 | -1.7% |
| BANYO | 6 | N/A | N/A | 28 | \$430,000 | \$537,000 | -19.9% | \$450,000 | -4.4% |
| BARDON | 3 | N/A | N/A | 28 | \$634,250 | \$619,000 | 2.5% | \$530,000 | 19.7% |
| BOWEN HILLS | 10 | N/A | N/A | 96 | \$401,750 | \$480,750 | -16.4% | \$427,500 | -6.0% |
| BRACKEN RIDGE | 2 | N/A | N/A | 32 | \$320,000 | \$336,500 | -4.9% | \$315,000 | 1.6% |
| BRIDGEMAN DOWNS | 5 | N/A | N/A | 53 | \$520,000 | \$485,000 | 7.2% | \$290,000 | 79.3% |
| BRISBANE CITY | 72 | \$490,000 | -4.8% | 487 | \$500,000 | \$505,850 | -1.2% | \$465,000 | 7.5% |
| BULIMBA | 21 | \$521,000 | 1.0% | 113 | \$539,000 | \$635,175 | -15.1% | \$575,000 | -6.3% |
| CALAMVALE | 14 | N/A | N/A | 170 | \$395,000 | \$405,450 | -2.6% | \$368,950 | 7.1% |
| CAMP HILL | 5 | N/A | N/A | 31 | \$520,000 | \$577,500 | -10.0% | \$427,000 | 21.8% |
| CANNON HILL | 3 | N/A | N/A | 50 | \$440,000 | \$494,500 | -11.0% | \$442,000 | -0.5% |
| CARINA | 26 | \$510,500 | 12.4% | 198 | \$480,000 | \$478,500 | 0.3% | \$420,000 | 14.3% |
| CARINA HEIGHTS | 10 | N/A | N/A | 75 | \$452,846 | \$461,000 | -1.8% | \$445,000 | 1.8% |
| CARINDALE | 3 | N/A | N/A | 23 | \$490,000 | \$509,000 | -3.7% | \$404,500 | 21.1% |
| CARSELDINE | 12 | N/A | N/A | 59 | \$375,000 | \$325,000 | 15.4% | \$390,000 | -3.8% |
| CHERMESIDE | 19 | N/A | N/A | 213 | \$410,000 | \$425,000 | -3.5% | \$395,000 | 3.8% |
| CLAYFIELD | 17 | N/A | N/A | 141 | \$393,500 | \$361,500 | 8.9% | \$375,000 | 4.9% |
| COOPERS PLAINS | 4 | N/A | N/A | 24 | \$407,500 | \$412,500 | -1.2% | \$413,915 | -1.5% |
| COORPAROO | 31 | \$370,000 | -12.4% | 202 | \$400,000 | \$419,000 | -4.5% | \$377,000 | 6.1% |
| CORINDA | 6 | N/A | N/A | 51 | \$439,500 | \$478,250 | -8.1% | \$375,000 | 17.2% |
| DARRA | 0 | N/A | N/A | 17 | N/A | \$430,000 | N/A | \$279,000 | N/A |
| DOOLANDELLA | 6 | N/A | N/A | 52 | \$358,000 | \$349,000 | 2.6% | \$347,750 | 2.9% |
| EAST BRISBANE | 9 | N/A | N/A | 65 | \$395,000 | \$430,000 | -8.1% | \$415,000 | -4.8% |
| EIGHT MILE PLAINS | 12 | N/A | N/A | 84 | \$385,000 | \$419,000 | -8.1% | \$370,500 | 3.9% |
| ELLEN GROVE | 0 | N/A | N/A | 6 | N/A | \$349,500 | N/A | \$346,000 | N/A |
| ENOGGERA | 6 | N/A | N/A | 37 | \$345,000 | \$445,000 | -22.5% | \$415,000 | -16.9% |
| EVERTON PARK | 18 | N/A | N/A | 107 | \$385,000 | \$457,500 | -15.9% | \$400,000 | -3.8% |
| FAIRFIELD | 2 | N/A | N/A | 35 | \$445,000 | \$470,000 | -5.3% | \$355,000 | 25.4% |
| FITZGIBBON | 2 | N/A | N/A | 17 | N/A | \$370,000 | N/A | \$305,000 | N/A |
| FORTITUDE VALLEY | 33 | \$400,000 | 2.3% | 214 | \$402,500 | \$426,500 | -5.6% | \$425,000 | -5.3% |
| GAYTHORNE | 8 | N/A | N/A | 42 | \$377,000 | \$400,000 | -5.8% | \$410,000 | -8.0% |
| GORDON PARK | 7 | N/A | N/A | 40 | \$382,500 | \$325,000 | 17.7% | \$366,250 | 4.4% |
| GREENSLOPES | 20 | \$460,000 | -2.7% | 128 | \$470,000 | \$455,000 | 3.3% | \$365,000 | 28.8% |
| HAMILTON | 29 | \$456,000 | -12.4% | 172 | \$495,000 | \$540,000 | -8.3% | \$496,000 | -0.2% |
| HAWTHORNE | 7 | N/A | N/A | 36 | \$480,000 | \$480,000 | 0.0% | \$472,500 | 1.6% |
| HENDRA | 3 | N/A | N/A | 28 | \$571,250 | \$675,000 | -15.4% | \$502,500 | 13.7% |
| HIGHGATE HILL | 7 | N/A | N/A | 47 | \$549,500 | \$513,500 | 7.0% | \$544,500 | 0.9% |
| HOLLAND PARK WEST | 6 | N/A | N/A | 41 | \$402,500 | \$435,000 | -7.5% | \$380,500 | 5.8% |
| INDOOROPILLY | 32 | \$430,500 | -7.0% | 168 | \$466,500 | \$535,000 | -12.8% | \$435,000 | 7.2% |
| KANGAROO POINT | 46 | \$535,000 | -4.5% | 246 | \$538,300 | \$520,000 | 3.5% | \$485,000 | 11.0% |
| KEDRON | 9 | N/A | N/A | 61 | \$412,800 | \$409,500 | 0.8% | \$355,000 | 16.3% |
| KELVIN GROVE | 22 | \$421,000 | -2.8% | 83 | \$415,000 | \$421,250 | -1.5% | \$474,500 | -12.5% |
| LUTWYCHE | 11 | N/A | N/A | 65 | \$465,000 | \$460,000 | 1.1% | \$447,000 | 4.0% |
| MANLY | 4 | N/A | N/A | 13 | N/A | \$550,000 | N/A | \$365,500 | N/A |
| MANLY WEST | 6 | N/A | N/A | 44 | \$411,500 | \$479,749 | -14.2% | \$355,000 | 15.9% |
| MCDOWALL | 3 | N/A | N/A | 20 | \$380,000 | \$415,500 | -8.5% | \$390,000 | -2.6% |
| MILTON | 11 | N/A | N/A | 63 | \$415,000 | \$415,000 | 0.0% | \$490,000 | -15.3% |
| MITCHELTON | 6 | N/A | N/A | 32 | \$426,750 | \$433,750 | -1.6% | \$348,500 | 22.5% |
| MOOROOKA | 12 | N/A | N/A | 62 | \$385,000 | \$396,500 | -2.9% | \$378,000 | 1.9% |

SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|---------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|------------|-------------------------------|------------|
| MORNINGSIDE | 32 | \$460,000 | -7.7% | 188 | \$494,000 | \$473,500 | 4.3% | \$453,000 | 9.1% |
| MOUNT GRAVATT | 4 | N/A | N/A | 23 | \$449,000 | \$460,000 | -2.4% | \$435,000 | 3.2% |
| MOUNT GRAVATT EAST | 13 | N/A | N/A | 91 | \$413,000 | \$467,500 | -11.7% | \$425,000 | -2.8% |
| MURARRIE | 9 | N/A | N/A | 73 | \$508,500 | \$520,000 | -2.2% | \$570,000 | -10.8% |
| NEW FARM | 30 | \$635,000 | 15.5% | 180 | \$630,000 | \$586,648 | 7.4% | \$542,000 | 16.2% |
| NEWMARKET | 6 | N/A | N/A | 45 | \$468,500 | \$410,000 | 14.3% | \$400,500 | 17.0% |
| NEWSTEAD | 47 | \$643,625 | -3.2% | 243 | \$650,000 | \$630,000 | 3.2% | \$650,000 | 0.0% |
| NORMAN PARK | 7 | N/A | N/A | 43 | \$485,000 | \$510,000 | -4.9% | \$481,000 | 0.8% |
| NORTHGATE | 10 | N/A | N/A | 57 | \$383,935 | \$380,000 | 1.0% | \$355,000 | 8.2% |
| NUNDAH | 44 | \$375,425 | -3.4% | 246 | \$395,000 | \$430,000 | -8.1% | \$420,000 | -6.0% |
| OXLEY | 14 | N/A | N/A | 60 | \$410,000 | \$459,000 | -10.7% | \$343,100 | 19.5% |
| PADDINGTON | 12 | N/A | N/A | 59 | \$530,000 | \$533,250 | -0.6% | \$510,000 | 3.9% |
| RED HILL | 9 | N/A | N/A | 28 | \$487,500 | \$576,000 | -15.4% | \$418,000 | 16.6% |
| RICHLANDS | 9 | N/A | N/A | 111 | \$370,000 | \$367,900 | 0.6% | \$335,000 | 10.4% |
| ROCHEDALE | 6 | N/A | N/A | 44 | \$747,500 | \$557,500 | 34.1% | \$389,000 | 92.2% |
| ROCKLEA | 2 | N/A | N/A | 8 | N/A | \$500,000 | N/A | \$356,000 | N/A |
| RUNCORN | 16 | N/A | N/A | 94 | \$359,000 | \$348,000 | 3.2% | \$337,000 | 6.5% |
| SALISBURY | 0 | N/A | N/A | 4 | N/A | \$459,315 | N/A | \$367,000 | N/A |
| SHERWOOD | 16 | N/A | N/A | 109 | \$430,000 | \$460,000 | -6.5% | \$432,550 | -0.6% |
| SOUTH BRISBANE | 67 | \$511,200 | -2.4% | 371 | \$545,000 | \$597,500 | -8.8% | \$495,000 | 10.1% |
| SPRING HILL | 22 | \$430,000 | 21.1% | 137 | \$381,000 | \$415,000 | -8.2% | \$390,000 | -2.3% |
| ST LUCIA | 27 | \$545,000 | 23.6% | 154 | \$510,000 | \$495,000 | 3.0% | \$470,000 | 8.5% |
| STAFFORD | 4 | N/A | N/A | 43 | \$380,000 | \$420,000 | -9.5% | \$400,000 | -5.0% |
| SUNNYBANK HILLS | 6 | N/A | N/A | 48 | \$405,000 | \$440,000 | -8.0% | \$322,500 | 25.6% |
| TAIGUM | 11 | N/A | N/A | 57 | \$301,000 | \$331,000 | -9.1% | \$366,000 | -17.8% |
| TARINGA | 35 | \$371,000 | -11.9% | 135 | \$410,000 | \$427,500 | -4.1% | \$408,500 | 0.4% |
| TENERIFFE | 29 | \$550,000 | -6.0% | 146 | \$562,500 | \$590,500 | -4.7% | \$560,000 | 0.4% |
| THE GAP | 3 | N/A | N/A | 34 | \$520,000 | \$591,250 | -12.1% | \$448,000 | 16.1% |
| TINGALPA | 6 | N/A | N/A | 44 | \$346,000 | \$375,000 | -7.7% | \$327,800 | 5.6% |
| TOOWONG | 33 | \$385,000 | -21.8% | 220 | \$463,500 | \$447,250 | 3.6% | \$498,500 | -7.0% |
| UPPER MOUNT GRAVATT | 16 | N/A | N/A | 106 | \$432,000 | \$455,000 | -5.1% | \$363,000 | 19.0% |
| WAKERLEY | 11 | N/A | N/A | 43 | \$407,000 | \$435,000 | -6.4% | \$431,900 | -5.8% |
| WEST END | 40 | \$564,000 | 0.7% | 227 | \$579,000 | \$535,000 | 8.2% | \$510,000 | 13.5% |
| WINDSOR | 7 | N/A | N/A | 41 | \$410,000 | \$492,000 | -16.7% | \$452,000 | -9.3% |
| WISHART | 11 | N/A | N/A | 40 | \$402,500 | \$445,000 | -9.6% | \$358,000 | 12.4% |
| WOOLLOONGABBA | 15 | N/A | N/A | 124 | \$483,700 | \$452,000 | 7.0% | \$439,000 | 10.2% |
| WYNNUM | 18 | N/A | N/A | 102 | \$441,500 | \$410,000 | 7.7% | \$370,000 | 19.3% |
| WYNNUM WEST | 9 | N/A | N/A | 52 | \$345,500 | \$335,000 | 3.1% | \$375,000 | -7.9% |
| YERONGA | 15 | N/A | N/A | 86 | \$525,000 | \$432,500 | 21.4% | \$420,000 | 25.0% |
| YEERONGPILLY | 4 | N/A | N/A | 24 | \$442,500 | \$450,000 | -1.7% | \$375,000 | 18.0% |
| ZILLMERE | 10 | N/A | N/A | 89 | \$339,000 | \$330,000 | 2.7% | \$362,500 | -6.5% |

SALES MARKET - VACANT LAND <2400m²

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|------------|-------------------------------|------------|
| BRISBANE (LGA) | 75 | \$424,000 | -1.4% | 1257 | \$420,000 | \$409,500 | 2.6% | \$300,000 | 40.0% |
| BRISBANE (LGA) ^ | 6 | N/A | N/A | 42 | \$1,128,963 | \$752,500 | 50.0% | \$570,000 | 98.1% |
| BRIDGEMAN DOWNS | 11 | N/A | N/A | 116 | \$417,500 | \$418,000 | -0.1% | \$369,500 | 13.0% |
| CARINDALE | 2 | N/A | N/A | 24 | \$515,000 | \$560,000 | -8.0% | \$495,000 | 4.0% |
| FITZGIBBON | 2 | N/A | N/A | 2 | N/A | \$170,000 | N/A | \$168,900 | N/A |
| HEATHWOOD | 2 | N/A | N/A | 80 | \$307,500 | \$305,000 | 0.8% | \$267,000 | 15.2% |
| KENMORE | 0 | N/A | N/A | 7 | N/A | \$450,000 | N/A | \$345,000 | N/A |
| KURABY | 0 | N/A | N/A | 5 | N/A | \$419,500 | N/A | \$327,500 | N/A |
| ROCHEDALE | 6 | N/A | N/A | 221 | \$475,000 | \$485,000 | -2.1% | \$394,000 | 20.6% |
| UPPER KEDRON | 1 | N/A | N/A | 35 | \$365,000 | \$381,500 | -4.3% | \$299,950 | 21.7% |

RENTAL MARKET - 3 BED HOUSES

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



RENTAL MARKET - 3 BED HOUSES (CONT'D)

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

RENTAL MARKET - 2 BED UNITS

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

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

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

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

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

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

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



EMPLOYMENT MARKET

GOLD COAST SA4



Unemployment Rate

4.3%



Participation Rate

68.6%

HOUSE MARKET (<2400M²)



Quarter median price

\$630,000



Annual median price

\$625,500



Annual volume of sales

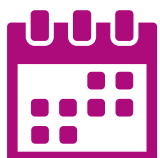
5,881



Annual median price 5yrs ago

\$480,000

HOUSE MARKET ALL



Median days on market

46 Days



Median vendor discount

-5.3%



Stock on market

10.1%

Economic upswing for firming market

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

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

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

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

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

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

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

Regional Economy and Investment

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

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

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

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

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

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

HOUSE MARKET (<2400m²)

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

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

UNIT MARKET



Quarter
median price ↑
\$427,500



Annual
median price ↓
\$430,000

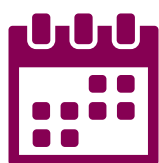


Annual volume
of sales ↓
9,650



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

UNIT MARKET



Median days on
market
59 Days



Median vendor
discount
-5.0%



Stock on market
8.4%

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

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

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

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

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

General Activity

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

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

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

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

LAND

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

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

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

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

UNIT MARKET

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

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

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

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

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

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

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



RENTAL MARKET



Vacancy Rates



4.8%



House Yields



4.1%



Unit Yields



5.4%

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

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

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

RENTAL MARKET

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

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

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

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

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

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

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

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



SALES MARKET - HOUSES <2400m²

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|---------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|-------------|-------------------------------|--------------|
| GOLD COAST (LGA) | 1070 | \$630,000 | 0.8% | 5881 | \$625,500 | \$617,000 | 1.4% | \$480,000 | 30.3% |
| GOLD COAST (LGA) ^ | 89 | \$835,000 | -4.0% | 617 | \$870,000 | \$825,000 | 5.5% | \$650,000 | 33.8% |
| ARUNDEL | 17 | N/A | N/A | 124 | \$592,500 | \$600,000 | -1.3% | \$465,000 | 27.4% |
| ASHMORE | 33 | \$610,000 | 4.3% | 166 | \$590,000 | \$587,500 | 0.4% | \$435,000 | 35.6% |
| BENOWA | 28 | \$825,000 | 3.1% | 112 | \$900,000 | \$885,000 | 1.7% | \$685,000 | 31.4% |
| BIGGERA WATERS | 8 | N/A | N/A | 48 | \$701,500 | \$648,000 | 8.3% | \$485,000 | 44.6% |
| BONOGIN ^ | 12 | N/A | N/A | 57 | \$817,000 | \$812,500 | 0.6% | \$586,250 | 39.4% |
| BROADBEACH WATERS | 32 | \$1,056,000 | -15.5% | 179 | \$1,160,000 | \$1,120,000 | 3.6% | \$740,000 | 56.8% |
| BUNDALL | 22 | \$1,060,000 | 6.0% | 92 | \$1,020,000 | \$1,027,500 | -0.7% | \$740,000 | 37.8% |
| BURLEIGH HEADS | 14 | N/A | N/A | 79 | \$870,000 | \$822,500 | 5.8% | \$580,000 | 50.0% |
| BURLEIGH WATERS | 36 | \$740,000 | -11.4% | 186 | \$800,000 | \$787,500 | 1.6% | \$542,500 | 47.5% |
| CARRARA | 29 | \$606,500 | 2.8% | 130 | \$587,500 | \$575,000 | 2.2% | \$427,000 | 37.6% |
| CLEAR ISLAND WATERS | 10 | N/A | N/A | 71 | \$1,054,950 | \$1,135,000 | -7.1% | \$768,500 | 37.3% |
| COOLANGATTA | 4 | N/A | N/A | 22 | \$801,000 | \$830,000 | -3.5% | \$585,000 | 36.9% |
| COOMBABAH | 13 | N/A | N/A | 77 | \$525,000 | \$492,750 | 6.5% | \$392,000 | 33.9% |
| COOMERA | 27 | \$449,250 | -0.2% | 115 | \$442,000 | \$465,000 | -5.0% | \$359,500 | 22.9% |
| CURRUMBIN | 5 | N/A | N/A | 19 | N/A | \$840,000 | N/A | \$637,500 | N/A |
| CURRUMBIN VALLEY ^ | 3 | N/A | N/A | 20 | \$920,000 | \$875,000 | 5.1% | \$753,000 | 22.2% |
| CURRUMBIN WATERS | 18 | N/A | N/A | 90 | \$663,500 | \$670,000 | -1.0% | \$490,000 | 35.4% |
| ELANORA | 37 | \$685,000 | -2.0% | 184 | \$685,000 | \$665,000 | 3.0% | \$485,000 | 41.2% |
| GILSTON | 7 | N/A | N/A | 41 | \$590,000 | \$610,000 | -3.3% | \$465,000 | 26.9% |
| HELENSVALE | 50 | \$614,500 | 4.2% | 245 | \$613,500 | \$580,000 | 5.8% | \$459,167 | 33.6% |
| HIGHLAND PARK | 32 | \$513,500 | -7.3% | 110 | \$570,000 | \$550,000 | 3.6% | \$407,500 | 39.9% |
| HOLLYWELL | 7 | N/A | N/A | 45 | \$770,000 | \$736,000 | 4.6% | \$540,000 | 42.6% |
| HOPE ISLAND | 18 | N/A | N/A | 64 | \$690,000 | \$657,500 | 4.9% | \$492,500 | 40.1% |
| JACOBS WELL | 3 | N/A | N/A | 30 | \$500,000 | \$460,000 | 8.7% | \$357,500 | 39.9% |
| LABRADOR | 11 | N/A | N/A | 89 | \$550,000 | \$540,875 | 1.7% | \$389,500 | 41.2% |
| LOWER BEECHMONT | 1 | N/A | N/A | 19 | N/A | \$459,000 | N/A | \$295,000 | N/A |
| MAUDSLAND | 13 | N/A | N/A | 60 | \$550,500 | \$530,000 | 3.9% | \$440,000 | 25.1% |
| MERMAID BEACH | 5 | N/A | N/A | 60 | \$1,375,000 | \$1,650,000 | -16.7% | \$862,500 | 59.4% |

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

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



SALES MARKET - UNITS & TOWNHOUSES

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|-------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|--------------|-------------------------------|--------------|
| GOLD COAST (LGA) | 1427 | \$427,500 | 0.6% | 9650 | \$430,000 | \$435,000 | -1.2% | \$352,900 | 21.8% |
| ARUNDEL | 14 | N/A | N/A | 86 | \$351,500 | \$361,000 | -2.6% | \$300,000 | 17.2% |
| ASHMORE | 14 | N/A | N/A | 88 | \$341,500 | \$329,500 | 3.6% | \$259,000 | 31.9% |
| BENOWA | 29 | \$694,000 | 24.3% | 131 | \$620,000 | \$640,000 | -3.1% | \$542,000 | 14.4% |
| BIGGERA WATERS | 36 | \$330,500 | -11.9% | 264 | \$381,000 | \$459,000 | -17.0% | \$395,000 | -3.5% |
| BILINGA | 8 | N/A | N/A | 51 | \$685,000 | \$565,000 | 21.2% | \$395,000 | 73.4% |
| BROADBEACH | 62 | \$572,500 | 1.3% | 449 | \$550,000 | \$550,000 | 0.0% | \$455,000 | 20.9% |
| BROADBEACH WATERS | 6 | N/A | N/A | 72 | \$562,500 | \$433,500 | 29.8% | \$380,000 | 48.0% |
| BUNDALL | 5 | N/A | N/A | 50 | \$395,000 | \$448,203 | -11.9% | \$350,000 | 12.9% |
| BURLEIGH HEADS | 54 | \$523,500 | 0.7% | 337 | \$514,000 | \$495,178 | 3.8% | \$365,375 | 40.7% |
| BURLEIGH WATERS | 27 | \$439,000 | -2.3% | 113 | \$455,000 | \$442,000 | 2.9% | \$325,500 | 39.8% |
| CARRARA | 33 | \$429,000 | -4.5% | 201 | \$450,000 | \$468,000 | -3.9% | \$410,000 | 9.8% |
| CLEAR ISLAND WATERS | 5 | N/A | N/A | 39 | \$447,000 | \$441,000 | 1.4% | \$470,000 | -4.9% |
| COOLANGATTA | 45 | \$621,750 | -6.2% | 269 | \$625,500 | \$520,000 | 20.3% | \$390,000 | 60.4% |
| COOMBABAH | 23 | \$325,000 | -12.2% | 155 | \$355,000 | \$357,000 | -0.6% | \$298,500 | 18.9% |
| COOMERA | 42 | \$510,000 | -3.3% | 276 | \$510,000 | \$429,000 | 18.9% | \$438,000 | 16.4% |
| CURRUMBIN | 8 | N/A | N/A | 78 | \$560,000 | \$555,000 | 0.9% | \$417,500 | 34.1% |
| CURRUMBIN WATERS | 13 | N/A | N/A | 62 | \$410,000 | \$460,000 | -10.9% | \$290,000 | 41.4% |
| ELANORA | 15 | N/A | N/A | 80 | \$421,150 | \$381,750 | 10.3% | \$288,000 | 46.2% |
| HELENSVALE | 16 | N/A | N/A | 171 | \$495,000 | \$561,500 | -11.8% | \$326,000 | 51.8% |
| HIGHLAND PARK | 4 | N/A | N/A | 35 | \$310,000 | \$306,750 | 1.1% | \$276,000 | 12.3% |
| HOLLYWELL | 3 | N/A | N/A | 33 | \$710,000 | \$685,000 | 3.7% | \$621,000 | 14.3% |
| HOPE ISLAND | 52 | \$680,000 | 6.3% | 417 | \$717,500 | \$685,000 | 4.7% | \$425,000 | 68.8% |
| LABRADOR | 70 | \$370,000 | 1.4% | 449 | \$357,000 | \$360,000 | -0.8% | \$308,750 | 15.6% |
| MAIN BEACH | 35 | \$750,000 | 2.5% | 241 | \$700,000 | \$727,000 | -3.7% | \$557,500 | 25.6% |
| MERMAID BEACH | 33 | \$424,000 | -3.6% | 252 | \$430,000 | \$420,000 | 2.4% | \$330,000 | 30.3% |
| MERMAID WATERS | 16 | N/A | N/A | 150 | \$401,100 | \$383,250 | 4.7% | \$297,500 | 34.8% |
| MERRIMAC | 20 | \$339,000 | -10.3% | 119 | \$365,000 | \$395,000 | -7.6% | \$380,000 | -3.9% |
| MIAMI | 23 | \$477,500 | -18.3% | 206 | \$505,000 | \$500,500 | 0.9% | \$336,000 | 50.3% |
| MUDGEERABA | 18 | N/A | N/A | 116 | \$422,500 | \$412,000 | 2.6% | \$322,000 | 31.2% |
| NERANG | 23 | \$318,500 | -5.8% | 156 | \$325,000 | \$330,000 | -1.5% | \$265,000 | 22.6% |
| ORMEAU | 12 | N/A | N/A | 67 | \$380,000 | \$375,000 | 1.3% | \$305,000 | 24.6% |
| OXENFORD | 13 | N/A | N/A | 90 | \$330,000 | \$325,000 | 1.5% | \$261,000 | 26.4% |
| PACIFIC PINES | 17 | N/A | N/A | 101 | \$369,000 | \$360,000 | 2.5% | \$365,000 | 1.1% |
| PALM BEACH | 51 | \$442,500 | -2.2% | 311 | \$475,000 | \$445,000 | 6.7% | \$332,500 | 42.9% |
| PARADISE POINT | 15 | N/A | N/A | 126 | \$707,500 | \$700,500 | 1.0% | \$560,000 | 26.3% |

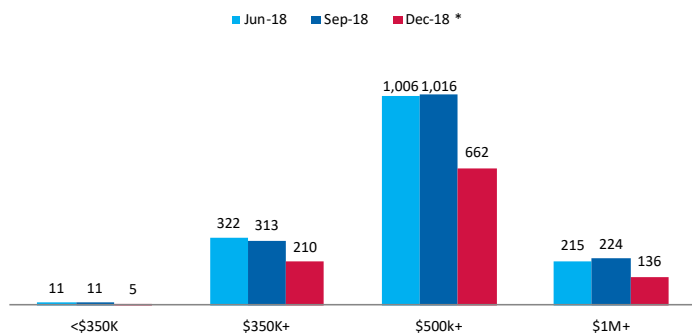
SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|------------|-------------------------------|------------|
| PARKWOOD | 3 | N/A | N/A | 19 | N/A | \$347,000 | N/A | \$300,000 | N/A |
| PIMPAMA | 22 | \$396,000 | -2.9% | 216 | \$401,900 | \$373,000 | 7.8% | \$385,000 | 4.4% |
| REEDY CREEK | 14 | N/A | N/A | 65 | \$390,000 | \$365,000 | 6.9% | \$268,500 | 45.3% |
| ROBINA | 55 | \$449,000 | -1.6% | 348 | \$460,000 | \$463,000 | -0.7% | \$431,500 | 6.6% |
| RUNAWAY BAY | 29 | \$490,000 | -17.0% | 179 | \$529,000 | \$470,000 | 12.6% | \$448,750 | 17.9% |
| SOUTHPORT | 115 | \$376,500 | 3.7% | 786 | \$375,000 | \$392,000 | -4.3% | \$315,000 | 19.0% |
| SURFERS PARADISE | 220 | \$377,500 | 0.7% | 1311 | \$380,000 | \$380,000 | 0.0% | \$355,000 | 7.0% |
| TUGUN | 24 | \$467,500 | -8.3% | 133 | \$469,000 | \$470,000 | -0.2% | \$357,500 | 31.2% |
| UPPER COOMERA | 20 | \$350,000 | 1.4% | 144 | \$352,000 | \$390,000 | -9.7% | \$293,000 | 20.1% |
| VARSITY LAKES | 38 | \$448,800 | 7.5% | 319 | \$442,250 | \$448,000 | -1.3% | \$366,000 | 20.8% |

SALES MARKET - VACANT LAND <2400m²

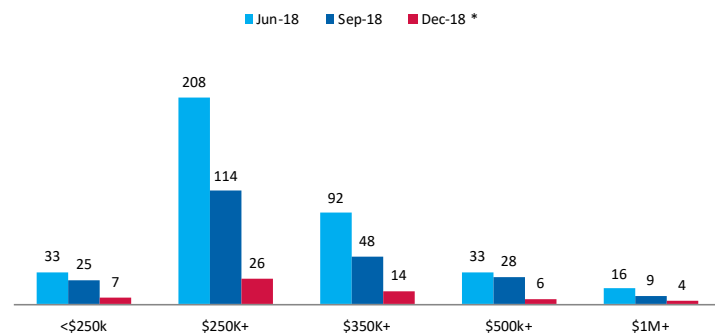
| POST CODE | LOCALITY ¹ | | | SEP-18 | | SEP-17 | | SEP-13 | |
|--------------------|-----------------------|-----------|------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | | | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS |
| GOLD COAST (LGA)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

GOLD COAST HOUSE SALES



*Preliminary data
Houses<2400m²

GOLD COAST LAND SALES



*Preliminary data

RENTAL MARKET - 3 BED HOUSES

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

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

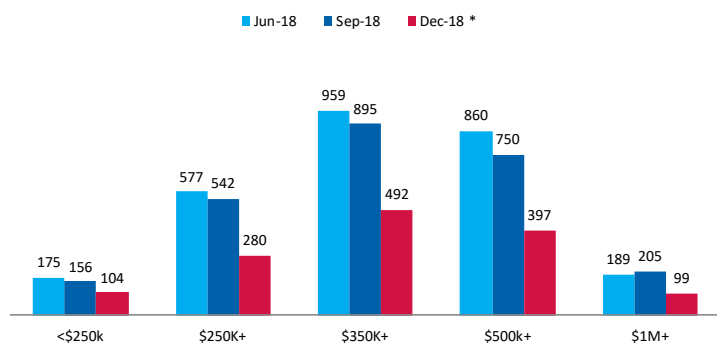
RENTAL MARKET - 3 BED TOWNHOUSES

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

RENTAL MARKET - 2 BED UNITS

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

GOLD COAST UNIT SALES



*Preliminary data

EMPLOYMENT MARKET

TOOWOOMBA SA4



Unemployment Rate

5.5%



Participation Rate

64.7%

HOUSE MARKET (<2400M²)



Quarter median price

\$371,000



Annual median price

\$352,000



Annual volume of sales

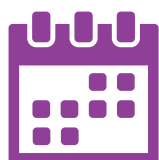
1,916



Annual median price 5yrs ago

\$322,000

HOUSE MARKET ALL



Median days on market

48 Days



Median vendor discount

-5.5%



Stock on market

8.4%

Holding steady

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

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

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

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

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

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

Regional Economy and Infrastructure Investment

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

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

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

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

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

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

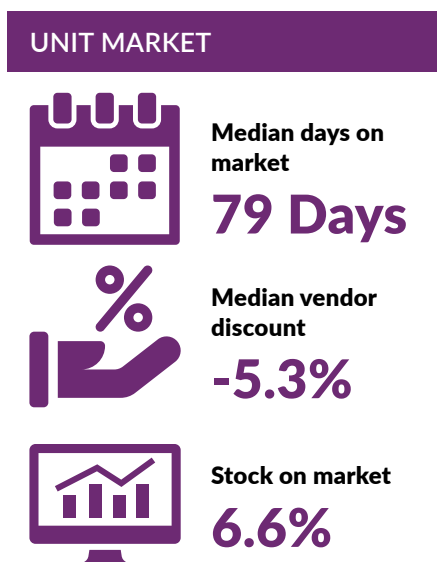
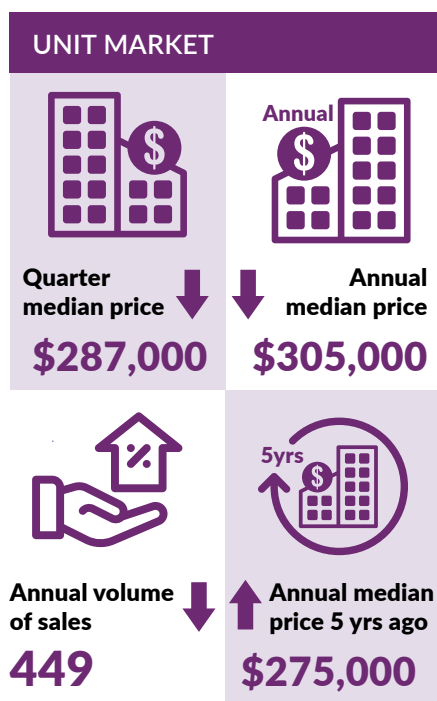
Outside of Toowoomba, Warwick and Goondiwindi will benefit from almost \$2.8 million in funding that will ensure the delivery of vital infrastructure for both towns.

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

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

Market Outlook

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



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

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

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

House Market

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

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

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

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

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

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

Unit Market

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

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

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

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



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

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

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

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

Rental Market

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

Median are increasing marginally due to low vacancies.

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

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

RENTAL MARKET



Vacancy Rates

↔ 1.8%



House Yields

↑ 4.3%



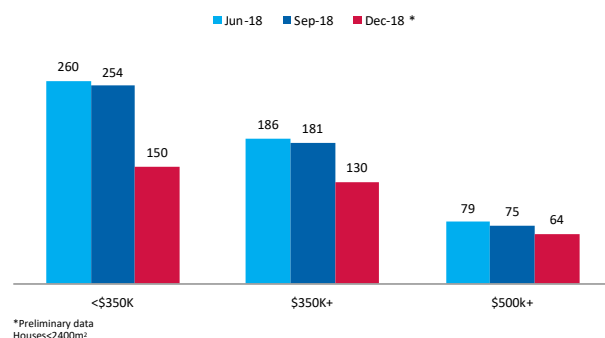
Unit Yields

↔ 4.5%

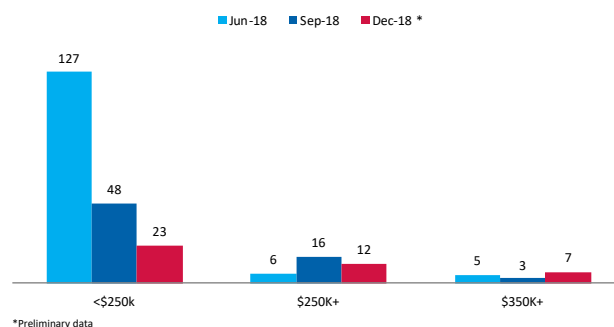
RENTAL MARKET - 2 BED UNITS

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

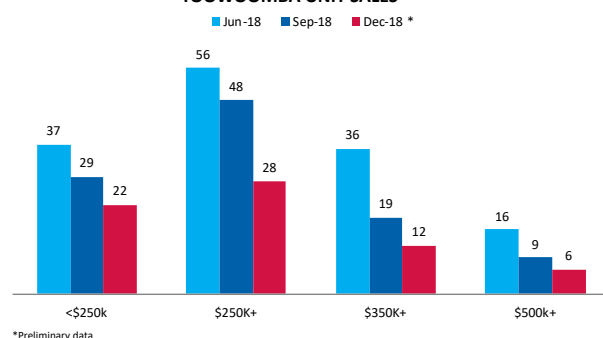
TOOWOOMBA HOUSE SALES



TOOWOOMBA LAND SALES



TOOWOOMBA UNIT SALES



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

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

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

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

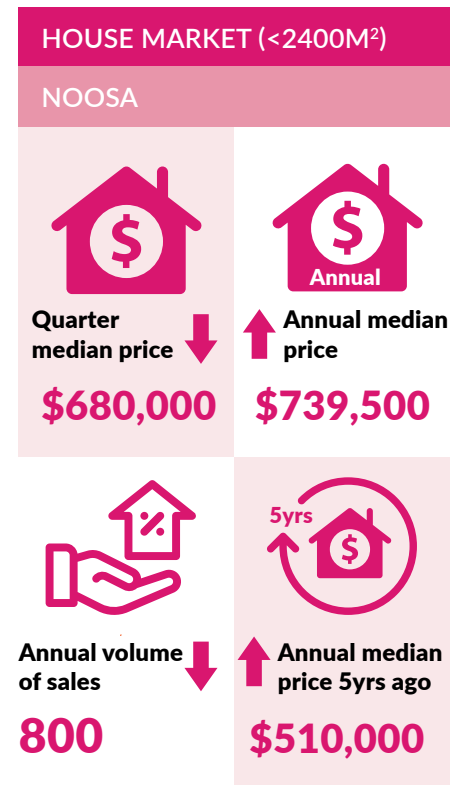
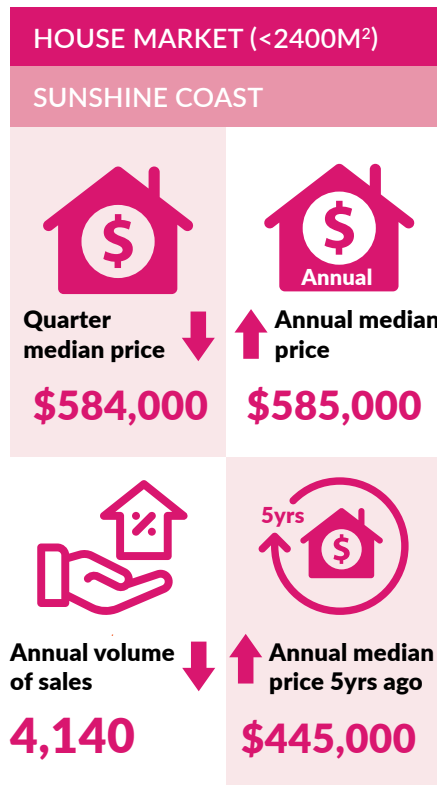
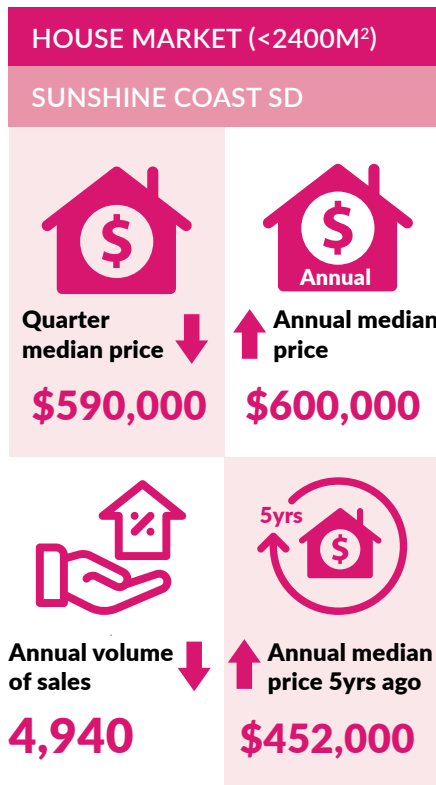
| RENTAL MARKET - 3 BED TOWNHOUSES | | | | | | | |
|----------------------------------|---|--------------|-----------|--------------|-----------|--------------|-----------|
| POST CODE | LOCALITY^ | SEP-18 | | SEP-17 | | SEP-13 | |
| | | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW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

| SALES MARKET - UNITS & TOWNHOUSES | | | | | | | | | |
|-----------------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|--------------|-------------------------------|--------------|
| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
| TOOWOOMBA (LGA) | 68 | \$287,000 | -7.4% | 449 | \$305,000 | \$306,750 | -0.6% | \$275,000 | 10.9% |
| CENTENARY HEIGHTS | 8 | N/A | N/A | 30 | \$326,250 | \$369,500 | -11.7% | \$322,798 | 1.1% |
| EAST TOOWOOMBA | 7 | N/A | N/A | 61 | \$380,000 | \$330,000 | 15.2% | \$230,750 | 64.7% |
| HARRISTOWN | 8 | N/A | N/A | 30 | \$300,000 | \$305,000 | -1.6% | \$244,000 | 23.0% |
| HIGHFIELDS | 3 | N/A | N/A | 9 | N/A | \$385,500 | N/A | \$304,500 | N/A |
| KEARNEYS SPRING | 9 | N/A | N/A | 41 | \$289,000 | \$294,000 | -1.7% | \$279,250 | 3.5% |
| NEWTOWN | 9 | N/A | N/A | 60 | \$240,000 | \$299,950 | -20.0% | \$265,000 | -9.4% |
| RANGEVILLE | 4 | N/A | N/A | 29 | \$365,000 | \$360,500 | 1.3% | \$319,000 | 14.4% |
| SOUTH TOOWOOMBA | 8 | N/A | N/A | 46 | \$319,250 | \$320,000 | -0.2% | \$265,000 | 20.5% |
| WILSONTON | 1 | N/A | N/A | 25 | \$299,500 | \$294,975 | 1.5% | \$242,500 | 23.5% |

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

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

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



EMPLOYMENT MARKET

SUNSHINE COAST SA4



Unemployment Rate

6.4%



Participation Rate

62.2%

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

Market sunshine dims somewhat

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

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

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

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

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

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

Regional Economy and Infrastructure Investment

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

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

International and National Visitor Survey data showed that Queensland experienced



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

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

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

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

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

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

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

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

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

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

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

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

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

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

House Market

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

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

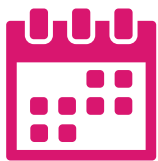
Noosa posted annual median house price growth of 11.7 per cent to record \$739,500 while the Sunshine Coast SD increased by 5.3 per cent to hit an even \$600,000.

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



HOUSE MARKET ALL

SUNSHINE COAST SD

Median days on
market

44 Days

Median vendor
discount

-3.9%

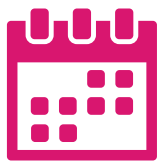


Stock on market

9.1%

HOUSE MARKET ALL

SUNSHINE COAST

Median days on
market

39 Days

Median vendor
discount

-3.9%

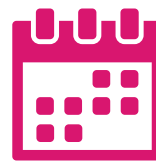


Stock on market

8.9%

HOUSE MARKET ALL

NOOSA

Median days on
market

49 Days

Median vendor
discount

-5.7%



Stock on market

10.1%

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

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

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

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

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

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

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

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

General Activity

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

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

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

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

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

Unit Market

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

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

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

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

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

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

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



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

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

Rental Market

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

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

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

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

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

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

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

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

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

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

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

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

UNIT MARKET

NOOSA



Quarter
median price ↓
\$530,000



Annual
median price ↑
\$570,000



Annual volume
of sales ↓
757



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

UNIT MARKET

SUNSHINE COAST LGA



Quarter
median price ↓
\$406,000



Annual
median price ↔
\$415,000



Annual volume
of sales ↓
2,936

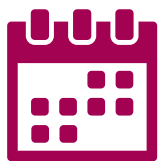


Annual median
price 5 yrs ago ↑
\$341,000



UNIT MARKET

SUNSHINE COAST LGA



Median days on market

50 Days



Median vendor discount

-3.1%

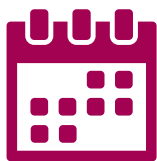


Stock on market

8.5%

UNIT MARKET

NOOSA



Median days on market

45 Days



Median vendor discount

-4%



Stock on market

8.5%

RENTAL MARKET

SUNSHINE COAST LGA



Vacancy Rates

↓ 1.7%



House Yields

↔ 4.0%



Unit Yields

↔ 4.7%

RENTAL MARKET

NOOSA



Vacancy Rates

↓ 1.5%



House Yields

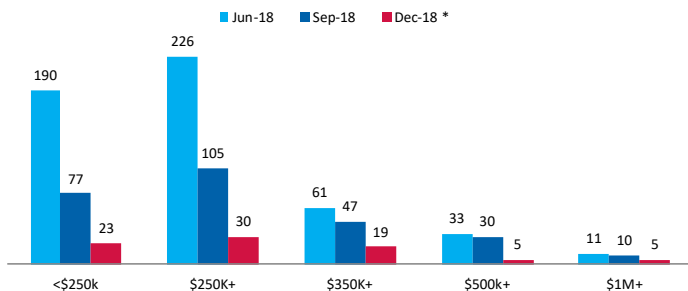
↓ 3.8%



Unit Yields

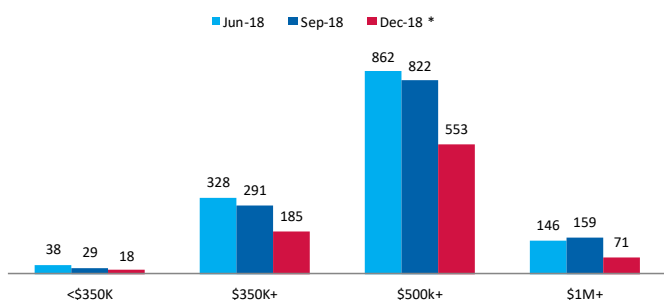
↑ 4.0%

SUNSHINE COAST & NOOSA LAND SALES

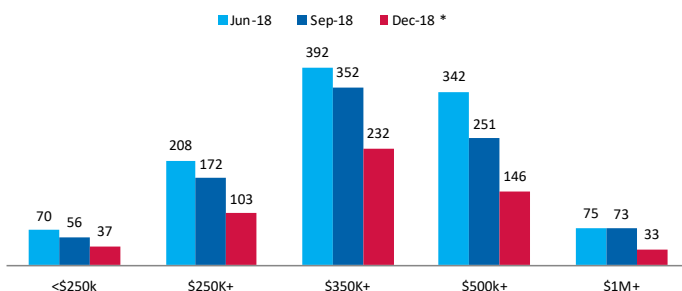


*Preliminary data

SUNSHINE COAST & NOOSA HOUSE SALES

*Preliminary data
Houses<2400m²

SUNSHINE COAST & NOOSA UNIT SALES



*Preliminary data

SALES MARKET - HOUSES <2400m²

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|-------------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|-------------|-------------------------------|--------------|
| SUNSHINE COAST (SD) | 882 | \$590,000 | -3.1% | 4940 | \$600,000 | \$570,000 | 5.3% | \$452,000 | 32.7% |
| SUNSHINE COAST (SD) ^ | 185 | \$720,000 | -2.7% | 1155 | \$720,000 | \$670,000 | 7.5% | \$522,000 | 37.9% |
| SUNSHINE COAST (LGA) | 747 | \$584,000 | -1.0% | 4140 | \$585,000 | \$557,500 | 4.9% | \$445,000 | 31.5% |
| SUNSHINE COAST (LGA) ^ | 130 | \$737,000 | -0.4% | 770 | \$720,000 | \$670,000 | 7.5% | \$520,000 | 38.5% |
| ALEXANDRA HEADLAND | 9 | N/A | N/A | 30 | \$1,125,000 | \$1,010,000 | 11.4% | \$825,000 | 36.4% |
| AROONA | 8 | N/A | N/A | 66 | \$560,000 | \$562,500 | -0.4% | \$427,500 | 31.0% |
| BATTERY HILL | 3 | N/A | N/A | 41 | \$577,000 | \$536,250 | 7.6% | \$408,500 | 41.2% |
| BEERWAH | 22 | \$435,000 | -5.4% | 104 | \$450,000 | \$448,500 | 0.3% | \$370,000 | 21.6% |
| BIRTINYA | 7 | N/A | N/A | 55 | \$659,000 | \$638,000 | 3.3% | \$630,000 | 4.6% |
| BLI BLI | 31 | \$562,250 | 2.5% | 130 | \$546,000 | \$535,000 | 2.1% | \$410,000 | 33.2% |
| BOKARINA | 4 | N/A | N/A | 24 | \$702,000 | \$681,000 | 3.1% | \$482,500 | 45.5% |
| BUDDINA | 9 | N/A | N/A | 67 | \$825,000 | \$750,000 | 10.0% | \$560,000 | 47.3% |
| BUDERIM | 83 | \$672,500 | 4.7% | 482 | \$660,500 | \$640,000 | 3.2% | \$515,000 | 28.3% |
| BUDERIM ^ | 6 | N/A | N/A | 36 | \$1,160,000 | \$1,035,000 | 12.1% | \$840,000 | 38.1% |
| BURNSIDE | 8 | N/A | N/A | 52 | \$445,750 | \$415,000 | 7.4% | \$344,000 | 29.6% |
| CALOUNDRA | 7 | N/A | N/A | 29 | \$555,000 | \$545,000 | 1.8% | \$435,250 | 27.5% |
| CALOUNDRA WEST | 20 | \$470,000 | -1.1% | 119 | \$497,750 | \$469,950 | 5.9% | \$400,000 | 24.4% |
| COES CREEK | 5 | N/A | N/A | 48 | \$446,000 | \$438,000 | 1.8% | \$350,000 | 27.4% |
| COOLUM BEACH | 30 | \$689,750 | -9.6% | 133 | \$690,000 | \$660,000 | 4.6% | \$439,500 | 57.0% |
| CURRIMUNDI | 19 | N/A | N/A | 81 | \$550,000 | \$522,750 | 5.2% | \$429,500 | 28.1% |
| DICKY BEACH | 1 | N/A | N/A | 24 | \$783,000 | \$749,000 | 4.5% | \$558,000 | 40.3% |
| EUMUNDI | 6 | N/A | N/A | 22 | \$554,500 | \$500,500 | 10.8% | \$424,000 | 30.8% |
| EUMUNDI ^ | 5 | N/A | N/A | 41 | \$958,000 | \$795,000 | 20.5% | \$659,500 | 45.3% |
| GLASS HOUSE MOUNTAINS | 17 | N/A | N/A | 68 | \$487,500 | \$477,000 | 2.2% | \$387,500 | 25.8% |
| GLASS HOUSE MOUNTAINS ^ | 6 | N/A | N/A | 34 | \$553,756 | \$504,500 | 9.8% | \$393,500 | 40.7% |
| GOLDEN BEACH | 22 | \$581,000 | -6.3% | 94 | \$595,000 | \$565,000 | 5.3% | \$420,000 | 41.7% |
| KULUIN | 8 | N/A | N/A | 40 | \$503,750 | \$490,000 | 2.8% | \$386,150 | 30.5% |
| LANDSBOROUGH | 13 | N/A | N/A | 53 | \$425,000 | \$413,000 | 2.9% | \$345,000 | 23.2% |
| LITTLE MOUNTAIN | 37 | \$560,500 | 0.3% | 160 | \$560,000 | \$541,000 | 3.5% | \$452,500 | 23.8% |
| MALENY | 9 | N/A | N/A | 44 | \$552,000 | \$535,000 | 3.2% | \$422,000 | 30.8% |
| MALENY ^ | 5 | N/A | N/A | 30 | \$760,000 | \$710,000 | 7.0% | \$651,250 | 16.7% |
| MARCOOLA | 3 | N/A | N/A | 30 | \$610,000 | \$601,000 | 1.5% | \$479,000 | 27.3% |
| MAROOCHYDORE | 27 | \$652,500 | -3.3% | 171 | \$660,000 | \$603,000 | 9.5% | \$455,000 | 45.1% |
| MERIDAN PLAINS | 10 | N/A | N/A | 54 | \$528,500 | \$504,950 | 4.7% | \$452,000 | 16.9% |
| MINYAMA | 6 | N/A | N/A | 53 | \$1,413,500 | \$1,020,000 | 38.6% | \$697,500 | 102.7% |
| MOFFAT BEACH | 9 | N/A | N/A | 46 | \$795,500 | \$725,000 | 9.7% | \$567,500 | 40.2% |
| MOOLOOLABA | 9 | N/A | N/A | 75 | \$840,000 | \$735,000 | 14.3% | \$565,000 | 48.7% |
| MOOLOOLAH VALLEY | 5 | N/A | N/A | 24 | \$505,000 | \$465,000 | 8.6% | \$361,250 | 39.8% |
| MOOLOOLAH VALLEY ^ | 4 | N/A | N/A | 30 | \$635,000 | \$587,500 | 8.1% | \$505,000 | 25.7% |
| MOUNT COOLUM | 10 | N/A | N/A | 70 | \$601,500 | \$650,000 | -7.5% | \$439,000 | 37.0% |
| MOUNTAIN CREEK | 34 | \$595,000 | -1.2% | 193 | \$622,500 | \$595,000 | 4.6% | \$490,830 | 26.8% |
| MUDJIMBA | 12 | N/A | N/A | 40 | \$721,000 | \$695,000 | 3.7% | \$470,000 | 53.4% |

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

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

SALES MARKET - UNITS & TOWNHOUSES

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|----------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|------------|-------------------------------|------------|
| SUNSHINE COAST (SD) | 569 | \$417,500 | -4.0% | 3693 | \$430,000 | \$425,000 | 1.2% | \$346,000 | 24.3% |
| SUNSHINE COAST (LGA) | 438 | \$406,000 | -1.8% | 2936 | \$415,000 | \$415,000 | 0.0% | \$341,000 | 21.7% |
| ALEXANDRA HEADLAND | 30 | \$392,500 | 3.3% | 135 | \$397,500 | \$392,000 | 1.4% | \$306,083 | 29.9% |
| BATTERY HILL | 6 | N/A | N/A | 31 | \$285,000 | \$272,500 | 4.6% | \$220,000 | 29.5% |
| BIRTINYA | 9 | N/A | N/A | 78 | \$449,500 | \$462,500 | -2.8% | \$400,000 | 12.4% |
| BUDDINA | 6 | N/A | N/A | 28 | \$430,000 | \$495,000 | -13.1% | \$350,000 | 22.9% |
| BUDERIM | 36 | \$440,000 | 6.8% | 205 | \$416,000 | \$414,500 | 0.4% | \$374,000 | 11.2% |
| CALOUNDRA | 22 | \$429,750 | -8.6% | 139 | \$425,000 | \$430,000 | -1.2% | \$350,000 | 21.4% |
| CALOUNDRA WEST | 2 | N/A | N/A | 32 | \$382,500 | \$379,750 | 0.7% | \$310,000 | 23.4% |
| COOLUM BEACH | 17 | N/A | N/A | 174 | \$390,000 | \$382,500 | 2.0% | \$339,000 | 15.0% |
| CURRIMUNDI | 10 | N/A | N/A | 32 | \$435,000 | \$420,000 | 3.6% | \$339,500 | 28.1% |
| GOLDEN BEACH | 13 | N/A | N/A | 91 | \$430,000 | \$395,000 | 8.9% | \$335,000 | 28.4% |
| KINGS BEACH | 25 | \$412,000 | -8.4% | 181 | \$450,000 | \$444,000 | 1.4% | \$329,000 | 36.8% |
| LITTLE MOUNTAIN | 1 | N/A | N/A | 15 | N/A | \$335,000 | N/A | \$290,000 | N/A |
| MARCOOLA | 17 | N/A | N/A | 88 | \$375,000 | \$372,500 | 0.7% | \$312,000 | 20.2% |
| MAROOCHYDORE | 63 | \$420,000 | 5.0% | 424 | \$423,874 | \$425,752 | -0.4% | \$354,000 | 19.7% |
| MINYAMA | 11 | N/A | N/A | 32 | \$377,500 | \$355,000 | 6.3% | \$289,000 | 30.6% |
| MOFFAT BEACH | 3 | N/A | N/A | 27 | \$412,500 | \$432,500 | -4.6% | \$440,000 | -6.3% |
| MOOLOOLABA | 42 | \$380,000 | -17.4% | 276 | \$415,000 | \$425,000 | -2.4% | \$340,000 | 22.1% |
| MOUNT COOLUM | 11 | N/A | N/A | 67 | \$410,000 | \$415,000 | -1.2% | \$263,000 | 55.9% |
| MOUNTAIN CREEK | 4 | N/A | N/A | 61 | \$419,000 | \$445,000 | -5.8% | \$379,000 | 10.6% |
| NAMBOUR | 11 | N/A | N/A | 96 | \$283,500 | \$300,000 | -5.5% | \$260,000 | 9.0% |
| PARREARRA | 9 | N/A | N/A | 58 | \$520,000 | \$485,250 | 7.2% | \$400,000 | 30.0% |
| PELICAN WATERS | 3 | N/A | N/A | 35 | \$490,000 | \$522,180 | -6.2% | \$420,000 | 16.7% |
| PEREGIAN SPRINGS | 13 | N/A | N/A | 140 | \$550,000 | \$435,000 | 26.4% | \$240,000 | 129.2% |
| TWIN WATERS | 4 | N/A | N/A | 18 | N/A | \$577,500 | N/A | \$470,000 | N/A |
| WARANA | 15 | N/A | N/A | 50 | \$377,500 | \$350,000 | 7.9% | \$308,000 | 22.6% |
| WURTULLA | 1 | N/A | N/A | 25 | \$350,000 | \$355,000 | -1.4% | \$301,500 | 16.1% |
| NOOSA (LGA) | 131 | \$530,000 | -10.9% | 757 | \$570,000 | \$518,000 | 10.0% | \$385,308 | 47.9% |
| COOROY | 3 | N/A | N/A | 24 | \$357,500 | \$382,500 | -6.5% | \$292,000 | 22.4% |
| NOOSA HEADS | 42 | \$772,500 | -18.9% | 232 | \$810,000 | \$695,000 | 16.6% | \$447,500 | 81.0% |
| NOOSAVILLE | 45 | \$475,000 | -6.4% | 271 | \$491,500 | \$420,000 | 17.0% | \$343,500 | 43.1% |
| PEREGIAN BEACH | 3 | N/A | N/A | 30 | \$536,250 | \$600,000 | -10.6% | \$377,500 | 42.1% |
| SUNRISE BEACH | 11 | N/A | N/A | 54 | \$540,000 | \$515,000 | 4.9% | \$349,500 | 54.5% |
| SUNSHINE BEACH | 12 | N/A | N/A | 73 | \$705,500 | \$675,000 | 4.5% | \$491,250 | 43.6% |
| TEWANTIN | 13 | N/A | N/A | 62 | \$380,000 | \$350,000 | 8.6% | \$350,000 | 8.6% |

SALES MARKET - VACANT LAND <2400M²

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|------------|-------------------------------|------------|
| SUNSHINE COAST (SD) | 68 | \$271,650 | -1.3% | 1263 | \$265,000 | \$255,000 | 3.9% | \$234,000 | 13.2% |
| SUNSHINE COAST (SD) ^ | 14 | N/A | N/A | 176 | \$412,500 | \$365,000 | 13.0% | \$295,000 | 39.8% |
| SUNSHINE COAST (LGA) | 59 | \$261,500 | -3.8% | 1157 | \$261,200 | \$250,100 | 4.4% | \$230,000 | 13.6% |
| SUNSHINE COAST (LGA) ^ | 13 | N/A | N/A | 157 | \$410,000 | \$365,000 | 12.3% | \$295,000 | 39.0% |
| BEERWAH | 0 | N/A | N/A | 3 | N/A | \$241,750 | N/A | \$199,000 | N/A |
| BIRTINYA | 0 | N/A | N/A | 32 | \$263,000 | \$284,000 | -7.4% | \$280,000 | -6.1% |
| BLI BLI | 1 | N/A | N/A | 18 | N/A | \$315,500 | N/A | \$228,500 | N/A |
| CALOUNDRA WEST | 1 | N/A | N/A | 4 | N/A | \$122,000 | N/A | \$179,200 | N/A |
| FOREST GLEN | 0 | N/A | N/A | 0 | N/A | \$- | N/A | \$235,500 | N/A |
| GLASS HOUSE MOUNTAINS | 1 | N/A | N/A | 9 | N/A | \$255,000 | N/A | \$186,000 | N/A |
| LITTLE MOUNTAIN | 1 | N/A | N/A | 7 | N/A | \$305,500 | N/A | \$226,500 | N/A |
| MALENY | 0 | N/A | N/A | 1 | N/A | \$290,000 | N/A | \$190,000 | N/A |
| MAROOCHYDORE | 5 | N/A | N/A | 36 | \$285,000 | \$255,000 | 11.8% | \$200,000 | 42.5% |
| MERIDIAN PLAINS | 0 | N/A | N/A | 2 | N/A | \$218,200 | N/A | \$205,900 | N/A |
| MOUNTAIN CREEK | 0 | N/A | N/A | 0 | N/A | \$415,000 | N/A | \$248,500 | N/A |
| NAMBOUR | 4 | N/A | N/A | 25 | \$230,000 | \$214,950 | 7.0% | \$165,000 | 39.4% |
| PELICAN WATERS | 3 | N/A | N/A | 63 | \$400,000 | \$365,000 | 9.6% | \$292,000 | 37.0% |
| PEREGIAN SPRINGS | 6 | N/A | N/A | 36 | \$412,000 | \$398,500 | 3.4% | \$240,250 | 71.5% |
| SIPPY DOWNS | 0 | N/A | N/A | 0 | N/A | \$310,000 | N/A | \$213,000 | N/A |
| YAROOMBA | 0 | N/A | N/A | 3 | N/A | \$359,000 | N/A | \$315,000 | N/A |
| NOOSA (LGA) | 9 | N/A | N/A | 106 | \$352,500 | \$305,000 | 15.6% | \$275,000 | 28.2% |
| NOOSAVILLE | 2 | N/A | N/A | 11 | N/A | \$678,300 | N/A | \$280,000 | N/A |
| PEREGIAN BEACH | 6 | N/A | N/A | 44 | \$355,000 | \$310,000 | 14.5% | \$510,000 | -30.4% |

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



RENTAL MARKET - 3 BED HOUSES (CONT'D)

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

RENTAL MARKET - 2 BED UNITS

| POST CODE | LOCALITY ¹ | SEP-18 | | SEP-17 | | SEP-13 | |
|-----------|--|-----------|-----------|-----------|-----------|-----------|-----------|
| | | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS |
| | SUNSHINE COAST REGIONAL | \$370 | 786 | \$355 | 754 | \$320 | 981 |
| 4519 | Beerwah/ Peachester | \$330 | 13 | \$315 | 12 | n.a. | 1 |
| 4551 | Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch | \$360 | 119 | \$350 | 152 | \$310 | 159 |
| 4556 | Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha | \$368 | 80 | \$350 | 57 | \$320 | 40 |
| 4557 | Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck | \$365 | 91 | \$350 | 82 | \$300 | 102 |
| 4558 | Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza | \$380 | 121 | \$360 | 119 | \$320 | 188 |
| 4560 | Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulang/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelipa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn | \$305 | 58 | \$280 | 26 | \$240 | 44 |
| 4564 | Marcoola/ Mudjimba/ Pacific Paradise | \$385 | 49 | \$385 | 42 | \$300 | 52 |
| 4572 | Alexandra Headland | \$400 | 26 | \$380 | 41 | \$330 | 51 |
| 4573 | Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrin Bch/ Pt Arkwright/ Yaroomba | \$360 | 47 | \$360 | 60 | \$330 | 82 |
| 4575 | Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla | \$420 | 143 | \$420 | 130 | \$360 | 116 |
| | NOOSA SHIRE | \$410 | 65 | \$380 | 80 | \$340 | 114 |
| 4565 | Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin | \$350 | 5 | \$340 | 9 | \$300 | 11 |
| 4566 | Munna Pt/ Noosaville | \$398 | 20 | \$380 | 28 | \$330 | 35 |
| 4567 | Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch | \$420 | 39 | \$410 | 37 | \$360 | 68 |

RENTAL MARKET - 3 BED TOWNHOUSES

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



EMPLOYMENT MARKET

WIDE BAY SA4



Unemployment Rate

8.8%



Participation Rate

50.9%

HOUSE MARKET (<2400M²)



Quarter median price ↓

\$313,500



↑ Annual median price

\$319,000



Annual volume of sales ↓

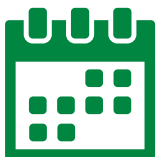
1,744



↑ Annual median price 5yrs ago

\$295,000

HOUSE MARKET ALL



Median days on market

53 Days



Median vendor discount

-6.3%



Stock on market

10.6%

Slow and steady

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

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

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

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

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

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

Regional Economy and Infrastructure Investment

The regional economy is forged in tourism and agriculture.

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

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

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

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

On the manufacturing front, there was another recent announcement.

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

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

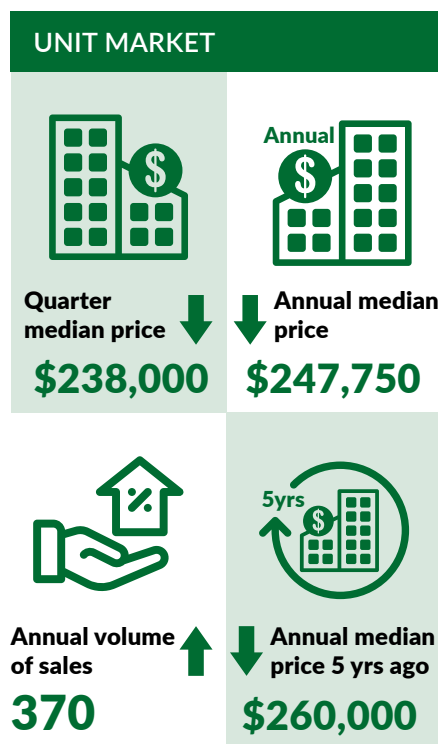
Hyne Timber CEO Jon Kleinschmidt said there's been a lack of competitive Australia supply of glue laminated timber.

Market Outlook

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

HOUSE MARKET (<2400m²)

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



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

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

UNIT MARKET

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

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

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

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

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

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

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

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

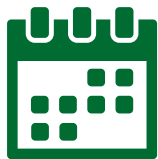
Median days on market across the last 12-month period to December 2018 was 136 – up 40 days on December 2017.

Market conditions

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



UNIT MARKET



Median days on market

136 Days

Median vendor discount

-4.3%

Stock on market

8.6%

RENTAL MARKET



Vacancy Rates

1.2%

House Yields

5.1%

Unit Yields

5.7%

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

RENTAL MARKET

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

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

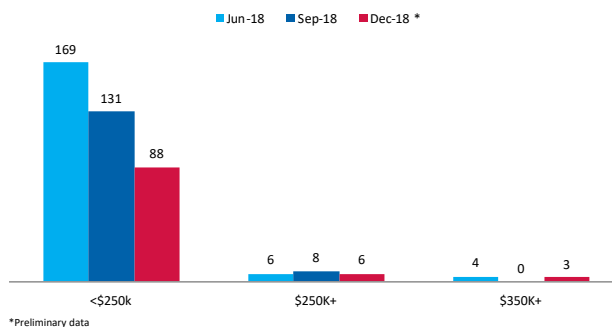
House yields held relatively steady at 5.1 per cent this quarter – up 0.2 per cent from the previous quarter.

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

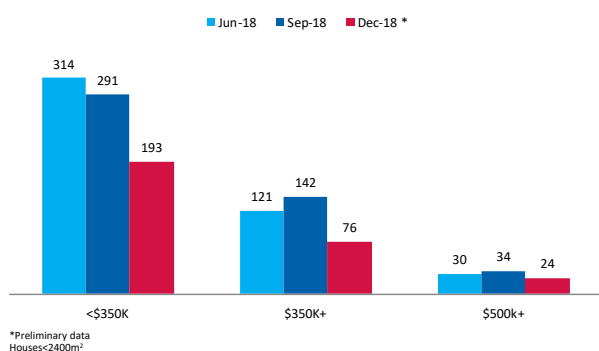
Two-bedroom units saw mixed results in the new rental bonds numbers for the year to December 2018 when compared to the same time in 2017. Alice Creek saw the largest rise in bond numbers, up 65 per cent whilst the Hervey Bay/Pialba/Scarness/Urangan region saw the number fall by 12 per cent.

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

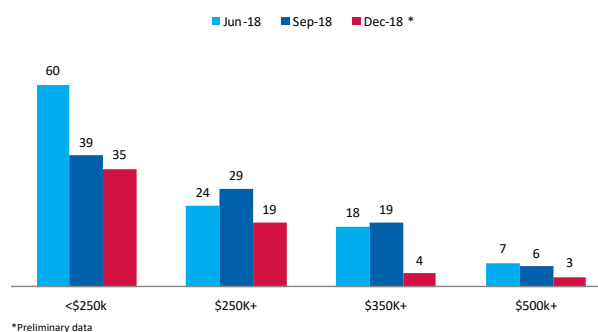
FRASER COAST LAND SALES



FRASER COAST HOUSE SALES



FRASER COAST UNIT SALES



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

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

| SALES MARKET - UNITS & TOWNHOUSES | | | | | | | | | |
|-----------------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|------------|-------------------------------|------------|
| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
| FRASER COAST (LGA) | 61 | \$238,000 | -15.8% | 370 | \$247,750 | \$250,000 | -0.9% | \$260,000 | -4.7% |
| PIALBA | 7 | N/A | N/A | 41 | \$240,000 | \$250,000 | -4.0% | \$260,750 | -8.0% |
| SCARNESS | 6 | N/A | N/A | 39 | \$260,000 | \$265,750 | -2.2% | \$257,500 | 1.0% |
| TORQUAY | 15 | N/A | N/A | 82 | \$246,500 | \$250,000 | -1.4% | \$210,000 | 17.4% |
| URANGAN | 21 | \$242,500 | -15.5% | 120 | \$260,000 | \$260,000 | 0.0% | \$284,000 | -8.5% |

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

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

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

| RENTAL MARKET - 3 BED HOUSES | | | | | | | |
|------------------------------|--|-----------|-----------|-----------|-----------|-----------|-----------|
| POST CODE | LOCALITY ¹ | SEP-18 | | SEP-17 | | SEP-13 | |
| | | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS |
| | FRASER COAST REGIONAL | \$310 | 239 | \$300 | 268 | \$275 | 348 |
| 4650 | Maryborough region | \$270 | 87 | \$270 | 103 | \$254 | 128 |
| 4655 | Hervey Bay/Pialba/Scarness/Urangan | \$330 | 136 | \$320 | 150 | \$285 | 201 |
| 4659 | Burrum/Burrum Heads/Howard | \$300 | 13 | \$310 | 11 | \$260 | 12 |
| | GYMPIE REGIONAL | \$300 | 125 | \$280 | 132 | \$260 | 188 |
| 4570 | Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights | \$300 | 97 | \$280 | 105 | \$255 | 141 |
| 4580 | Cooloola/Tin Can Bay | \$300 | 18 | \$280 | 22 | \$265 | 30 |
| | SOUTH BURNETT REGIONAL | \$255 | 109 | \$250 | 121 | \$230 | 148 |
| 4605 | Barlil | \$223 | 20 | \$220 | 18 | \$200 | 27 |
| 4606 | MP Creek | \$208 | 6 | \$228 | 8 | \$215 | 13 |
| 4608 | Charlestown | n.a. | 3 | n.a. | 4 | \$230 | 5 |
| 4610 | Alice Creek | \$270 | 61 | \$265 | 64 | \$250 | 71 |
| 4615 | Barker Creek Flat | \$240 | 15 | \$240 | 25 | \$220 | 29 |

| RENTAL MARKET - 2 BED UNITS | | | | | | | |
|-----------------------------|--|-----------|-----------|-----------|-----------|-----------|-----------|
| POST CODE | LOCALITY ¹ | SEP-18 | | SEP-17 | | SEP-13 | |
| | | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS |
| | FRASER COAST REGIONAL | \$263 | 132 | \$250 | 157 | \$220 | 156 |
| 4650 | Aldershot | \$195 | 31 | \$200 | 40 | \$185 | 51 |
| 4655 | Hervey Bay/Pialba/Scarness/Urangan | \$283 | 100 | \$270 | 114 | \$240 | 101 |
| | GYMPIE REGIONAL | \$235 | 46 | \$228 | 50 | \$200 | 63 |
| 4570 | Gympie/Amamoor/Curra/Imbil/Kandanga/ Monkland/Southside/Victory Heights | \$220 | 26 | \$223 | 32 | \$200 | 41 |
| 4580 | Cooloola/Tin Can Bay | \$250 | 7 | \$220 | 6 | \$200 | 6 |
| 4581 | Rainbow Beach/Inskip | \$260 | 13 | \$260 | 10 | \$200 | 15 |
| | SOUTH BURNETT REGIONAL | \$215 | 39 | \$185 | 37 | \$195 | 47 |
| 4605 | Barlil | n.a. | 3 | \$175 | 9 | n.a. | 2 |
| 4610 | Alice Creek | \$220 | 33 | \$195 | 20 | \$200 | 36 |

| RENTAL MARKET - 3 BED TOWNHOUSES | | | | | | | |
|----------------------------------|--|-----------|-----------|-----------|-----------|-----------|-----------|
| POST CODE | LOCALITY ¹ | SEP-18 | | SEP-17 | | SEP-13 | |
| | | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS |
| | FRASER COAST REGIONAL | \$330 | 41 | \$328 | 54 | \$310 | 63 |
| 4655 | Hervey Bay/Pialba/Scarness/Urangan | \$330 | 39 | \$330 | 48 | \$310 | 61 |
| | GYMPIE REGIONAL | \$295 | 15 | \$293 | 10 | \$300 | 13 |
| 4570 | Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights | \$295 | 13 | \$378 | 6 | \$330 | 8 |

EMPLOYMENT MARKET

WIDE BAY SA4



Unemployment Rate

8.8%



Participation Rate

50.9%

HOUSE MARKET (<2400M²)



Quarter median price

\$271,250



Annual median price

\$281,000



Annual volume of sales

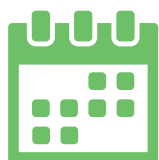
1,028



Annual median price 5yrs ago

\$280,000

HOUSE MARKET ALL



Median days on market

64 Days



Median vendor discount

-6.8%



Stock on market

9.7%

Modest market movement

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

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

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

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

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

Local Economy and Infrastructure Investment

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

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

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

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

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

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

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

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

Market Outlook

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

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

HOUSE MARKET (<2400m²)

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

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



UNIT MARKET



Quarter
median price ↑
\$262,000



Annual
median price ↓
\$252,500

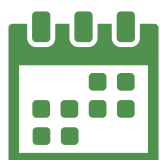


Annual volume
of sales ↑
209



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

UNIT MARKET



Median days on
market
82 Days



Median vendor
discount
-5.1%



Stock on market
8.3%

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

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

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

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

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

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

General Activity

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

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

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

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

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

UNIT MARKET

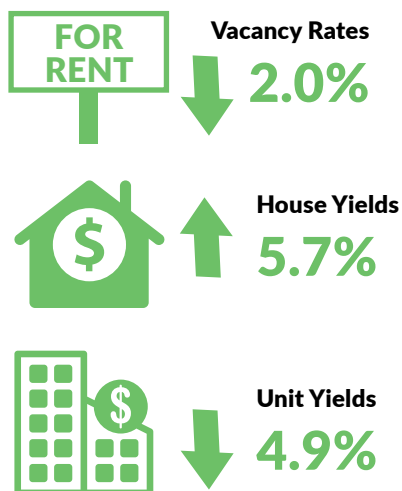
The unit median price rose 6.9 per cent over the December quarter to \$262,000 based on a total of 36 sales for the period.

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

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



RENTAL MARKET



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

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

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

RENTAL MARKET

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

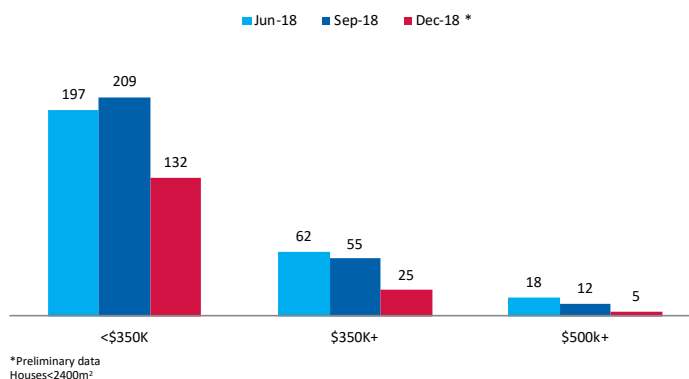
Similar to the previous quarter, bonds data revealed a very modest increase in the number of regional rental properties, from 9416 in December 2017 to 9466 in December 2018.

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

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

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

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

BUNDABERG HOUSE SALES

SALES MARKET - HOUSES <2400m²

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

SURROUNDS

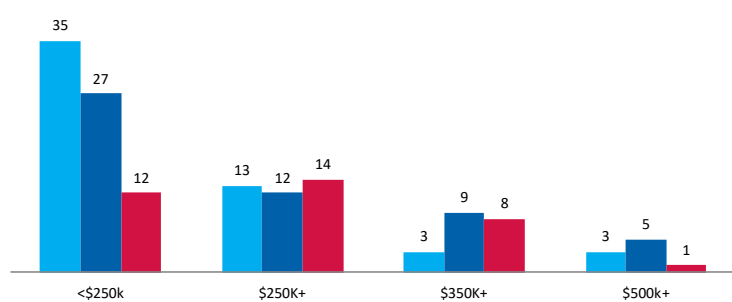
| | | | | | | | | | |
|---------------------|----|-----|-----|----|-----------|-----------|------|-----------|-------|
| NORTH BURNETT (LGA) | 12 | N/A | N/A | 69 | \$143,000 | \$135,250 | 5.7% | \$157,500 | -9.2% |
|---------------------|----|-----|-----|----|-----------|-----------|------|-----------|-------|

SALES MARKET - UNITS & TOWNHOUSES

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|--------------|-------------------------------|-------------|
| BUNDABERG (LGA) | 36 | \$262,000 | 6.9% | 209 | \$252,500 | \$255,000 | -1.0% | \$240,000 | 5.2% |
| AVENELL HEIGHTS | 2 | N/A | N/A | 15 | N/A | \$225,000 | N/A | \$235,000 | N/A |
| BARGARA | 11 | N/A | N/A | 65 | \$353,000 | \$368,500 | -4.2% | \$265,000 | 33.2% |

BUNDABERG UNIT SALES

■ Jun-18 ■ Sep-18 ■ Dec-18 *



*Preliminary data

SALES MARKET - VACANT LAND <2400M²

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|--------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|--------------|-------------------------------|-------------|
| BUNDABERG (LGA) | 22 | \$157,500 | 6.1% | 245 | \$150,000 | \$146,000 | 2.7% | \$144,000 | 4.2% |
| BUNDABERG (LGA) ^ | 4 | N/A | N/A | 49 | \$149,500 | \$150,000 | -0.3% | \$139,750 | 7.0% |
| BRANYAN | 1 | N/A | N/A | 25 | \$148,000 | \$129,000 | 14.7% | \$138,250 | 7.1% |

RENTAL MARKET - 3 BED HOUSES

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

RENTAL MARKET - 2 BED UNITS

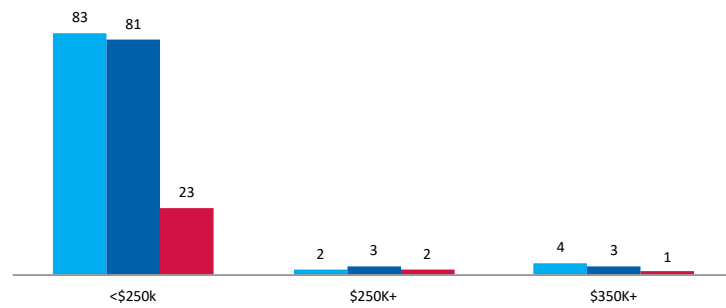
| POST CODE | LOCALITY ¹ | SEP-18 \$ / WEEK | NEW BONDS | SEP-17 \$ / WEEK | NEW BONDS | SEP-13 \$ / WEEK | NEW BONDS |
|---------------------------|---|------------------|------------|------------------|------------|------------------|------------|
| BUNDABERG REGIONAL | | \$245 | 175 | \$230 | 165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

RENTAL MARKET - 3 BED TOWNHOUSES

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

BUNDABERG LAND SALES

■ Jun-18 ■ Sep-18 ■ Dec-18 *



*Preliminary data

EMPLOYMENT MARKET

FITZROY SA4



Unemployment Rate

6.7%



Participation Rate

67.6%

HOUSE MARKET (<2400M²)



**Quarter
median price** ↑

\$278,185



**Annual median
price** ↓

\$270,000



**Annual volume
of sales** ↑

520



**Annual median
price 5yrs ago** ↓

\$430,000

Volatility continues

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

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

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

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

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

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

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

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

Regional Economy and Infrastructure Investment

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

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

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

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

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

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

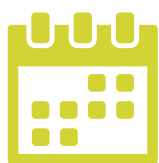
US company Mercurius has commenced detailed design of the pilot biorefinery and will begin construction in months.

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

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



HOUSE MARKET ALL

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

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

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

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

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

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

Market Outlook

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

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

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

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

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

House Market

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

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

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

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

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

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



UNIT MARKET

Quarter
median price

\$140,000

Annual median
price

\$165,000

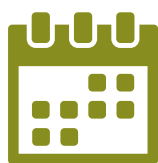
Annual volume
of sales

124

Annual median
price 5 yrs ago

\$418,000

UNIT MARKET

Median days on
market

87 Days

Median vendor
discount

-8.3%



Stock on market

7.0%

RENTAL MARKET



Vacancy Rates

4.2%



House Yields

4.1%



Unit Yields

6.3%

term.

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

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

Unit Market

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

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

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

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

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

Rental Market

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

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

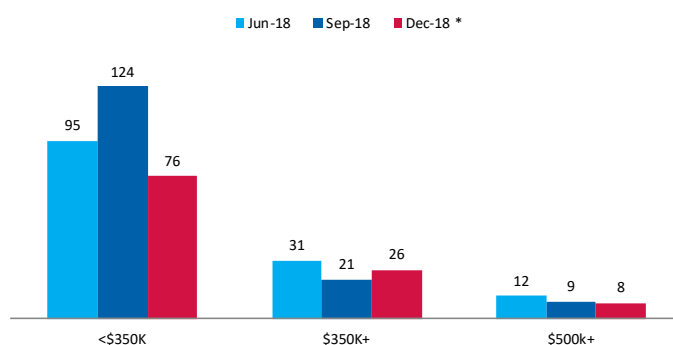
While still sitting outside the market equilibrium point of three per cent, most investors would be happy with the downward trend in vacancies in the region. In more good news for the rental sector, stronger demand from tenants is seeing rents rise.

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

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

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

GLADSTONE HOUSE SALES



*Preliminary data
Houses <2400m²

SALES MARKET - HOUSES <2400m²

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

SURROUNDS

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

SALES MARKET - UNITS & TOWNHOUSES

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|---------------|-------------------------------|---------------|
| GLADSTONE (LGA) | 22 | \$140,000 | -9.7% | 124 | \$165,000 | \$185,000 | -10.8% | \$418,000 | -60.5% |

SALES MARKET - VACANT LAND <2400M²

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|---------------|-------------------------------|---------------|
| GLADSTONE (LGA) | 8 | N/A | N/A | 64 | \$135,000 | \$150,000 | -10.0% | \$210,500 | -35.9% |
| KIRKWOOD | 2 | N/A | N/A | 6 | N/A | \$120,000 | N/A | \$249,500 | N/A |

RENTAL MARKET - 3 BED HOUSES

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

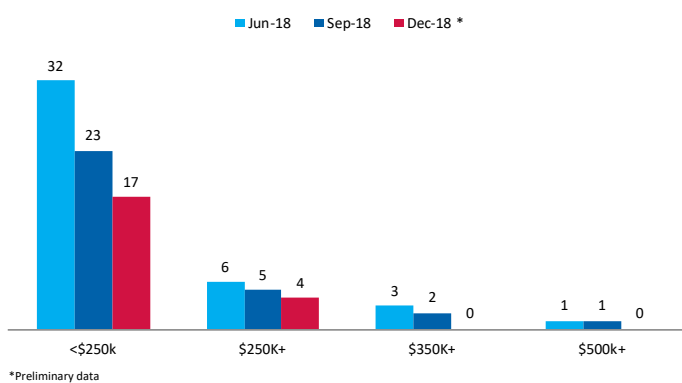
RENTAL MARKET - 2 BED UNITS

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

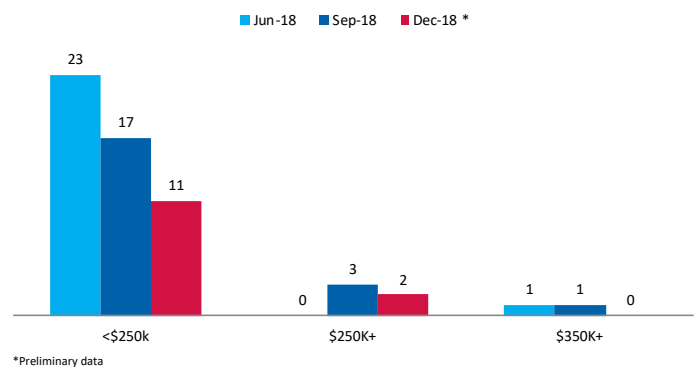
RENTAL MARKET - 3 BED TOWNHOUSES

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

GLADSTONE UNIT SALES



GLADSTONE LAND SALES



EMPLOYMENT MARKET

FITZROY SA4



Unemployment Rate

6.7%



Participation Rate

67.6%

HOUSE MARKET (<2400M²)



**Quarter
median price**

\$235,000



**Annual
median price**

\$260,000



**Annual volume
of sales**

788



**Annual median
price 5yrs ago**

\$306,250

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

Slow-down slowing

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

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

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

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

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

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

Regional Economy and Infrastructure Investment

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

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

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

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

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

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

Market Outlook

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

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

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

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



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Residex provides a wide range of reports to assist in identifying the right price for a property and the areas which most likely to provide quality rent and capital growth returns.



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HOUSE MARKET ALL



Median days on market

51 Days



Median vendor discount

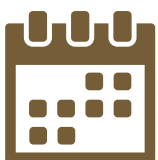
-9.1%



Stock on market

8.0%

UNIT MARKET



Median days on market

96 Days



Median vendor discount

-5.1%



Stock on market

5.3%

HOUSE MARKET (<2400m²)

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

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

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

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

General Activity

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

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

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

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

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

UNIT MARKET

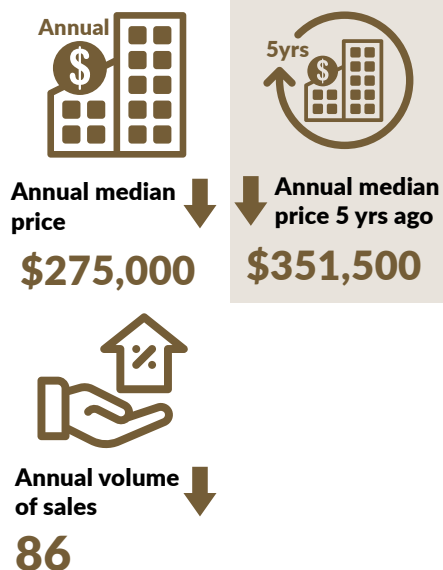
The unit market in Rockhampton continues to show little improvement.

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

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



UNIT MARKET



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

RENTAL MARKET

The rental market in Rockhampton continues to strengthen.

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

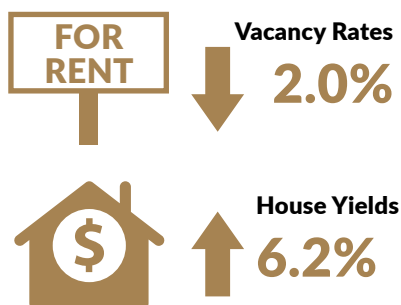
Median rent across 12-months for a three-bedroom house was \$280 per week in 2018, a rise of \$10 on the 2017 figure. For units, the median in 2018 was \$210 per week which was also a \$10 increase.

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

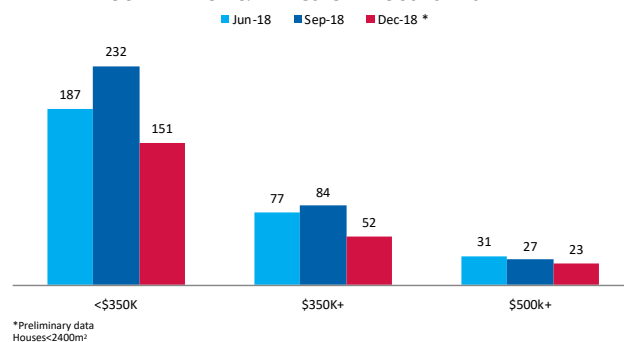
The December quarter median rent for a two-bedroom unit was \$210 per week, which was no change from the previous quarter's result.

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

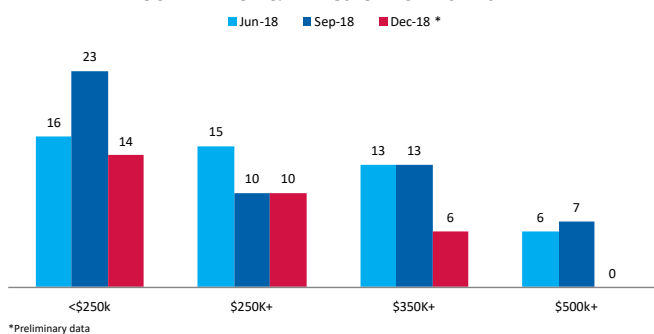
RENTAL MARKET



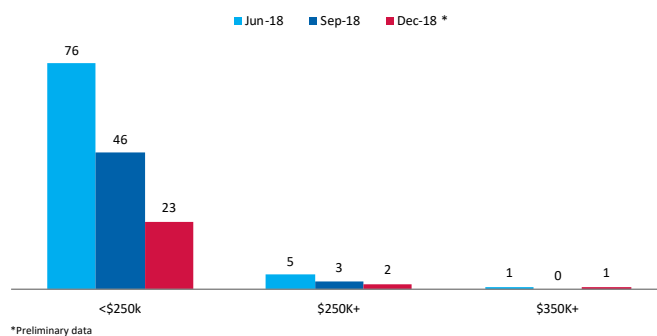
ROCKHAMPTON & LIVINGSTONE HOUSE SALES



ROCKHAMPTON & LIVINGSTONE UNIT SALES



ROCKHAMPTON & LIVINGSTONE LAND SALES



SALES MARKET - HOUSES <2400m²

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

SURROUNDS

| | | | | | | | | | |
|-------------------------|----|-----------|--------|-----|-----------|-----------|--------|-----------|--------|
| CENTRAL HIGHLANDS (LGA) | 47 | \$200,000 | 5.3% | 279 | \$175,000 | \$155,000 | 12.9% | \$400,000 | -56.3% |
| BLACKWATER | 10 | N/A | N/A | 109 | \$90,000 | \$38,000 | 136.8% | \$340,000 | -73.5% |
| EMERALD | 34 | \$224,250 | -25.9% | 147 | \$275,000 | \$220,000 | 25.0% | \$415,000 | -33.7% |

| | | | | | | | | | |
|---------------------|----|-----------|------|-----|-----------|-----------|-------|-----------|--------|
| LIVINGSTONE (LGA) | 78 | \$370,000 | 2.2% | 414 | \$365,000 | \$359,000 | 1.7% | \$390,000 | -6.4% |
| LIVINGSTONE (LGA) ^ | 24 | \$492,000 | 4.7% | 138 | \$485,000 | \$480,000 | 1.0% | \$490,000 | -1.0% |
| EMU PARK | 9 | N/A | N/A | 40 | \$302,500 | \$310,000 | -2.4% | \$318,750 | -5.1% |
| LAMMERMOOR | 11 | N/A | N/A | 41 | \$435,000 | \$424,500 | 2.5% | \$438,000 | -0.7% |
| YEPPON | 18 | N/A | N/A | 93 | \$327,250 | \$359,000 | -8.8% | \$405,000 | -19.2% |
| ZILZIE | 12 | N/A | N/A | 50 | \$340,000 | \$337,500 | 0.7% | \$377,500 | -9.9% |

SALES MARKET - UNITS & TOWNHOUSES

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|-------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|------------|-------------------------------|------------|
| ROCKHAMPTON (LGA) | 12 | N/A | N/A | 86 | \$275,000 | \$300,000 | -8.3% | \$351,500 | -21.8% |
| ROCKHAMPTON CITY | 3 | N/A | N/A | 29 | \$395,000 | \$432,754 | -8.7% | \$448,185 | -11.9% |

SURROUNDS

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

SALES MARKET - VACANT LAND <2400M²

| | | | | | | | | | |
|-------------------|---|-----|-----|----|-----------|-----------|-------|-----------|-------|
| ROCKHAMPTON (LGA) | 4 | N/A | N/A | 52 | \$150,000 | \$145,000 | 3.5% | \$159,500 | -6.0% |
| GRACEMERE | 0 | N/A | N/A | 9 | N/A | \$145,000 | N/A | \$147,889 | N/A |
| NORMAN GARDENS | 1 | N/A | N/A | 23 | \$164,900 | \$166,900 | -1.2% | \$179,900 | -8.3% |

SURROUNDS

| | | | | | | | | | |
|-------------------|----|-----|-----|-----|-----------|-----------|------|-----------|-------|
| LIVINGSTONE (LGA) | 15 | N/A | N/A | 123 | \$180,000 | \$177,000 | 1.7% | \$169,000 | 6.5% |
| HIDDEN VALLEY | 0 | N/A | N/A | 1 | N/A | \$176,000 | N/A | \$- | N/A |
| PARKHURST | 2 | N/A | N/A | 41 | \$188,900 | \$186,900 | 1.1% | \$168,000 | 12.4% |
| ZILZIE | 3 | N/A | N/A | 14 | N/A | \$190,000 | N/A | \$172,000 | N/A |

RENTAL MARKET - 3 BED HOUSES

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

RENTAL MARKET - 2 BED UNITS

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

RENTAL MARKET - 3 BED TOWNHOUSES

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



EMPLOYMENT MARKET

MACKAY SA4



Unemployment Rate

3.3%



Participation Rate

74.3%

HOUSE MARKET (<2400M²)



**Quarter
median price**

\$350,000



**Annual
median price**

\$343,000



**Annual volume
of sales**

1,156



**Annual median
price 5yrs ago**

\$425,000

Mackay recovery continues

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

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

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

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

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

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

Regional Economy and Infrastructure Investment

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

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

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

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

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

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

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

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

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

Market Outlook

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

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

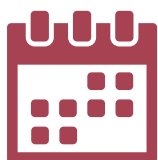
The unit market remains a small proportion of sales activity in the region, however, with a quarterly median price of just \$225,000 it remains an affordable option for first home buyers and investors.

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

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



HOUSE MARKET ALL



Median days on market

41 Days



Median vendor discount

-6.7%



Stock on market

7.3%

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

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

House Market

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

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

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

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

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

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



UNIT MARKET



Quarter
median price ↓
\$225,000



Annual
median price ↑
\$233,000



Annual volume
of sales ↑
225



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

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

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

Unit Market

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

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

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

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

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

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

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

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

Rental Market

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

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

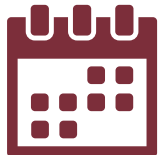
The increased demand from renters over the past year has resulted in Mackay recording some of the strongest rental growth rates in the State.

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

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

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

UNIT MARKET



Median days on
market
63 Days

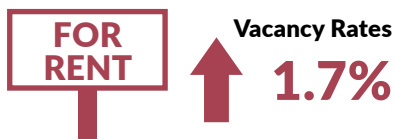


Median vendor
discount
-11.6%



Stock on market
5.1%

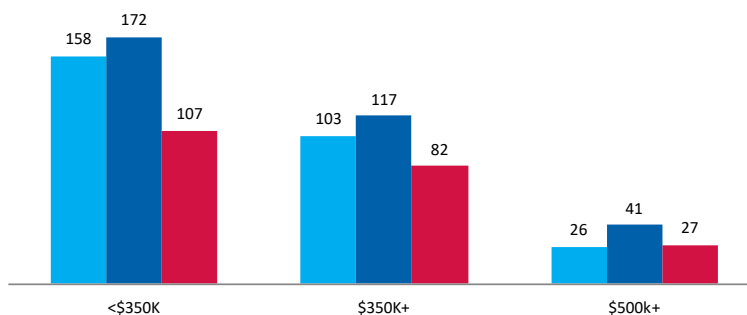
RENTAL MARKET



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

MACKAY HOUSE SALES

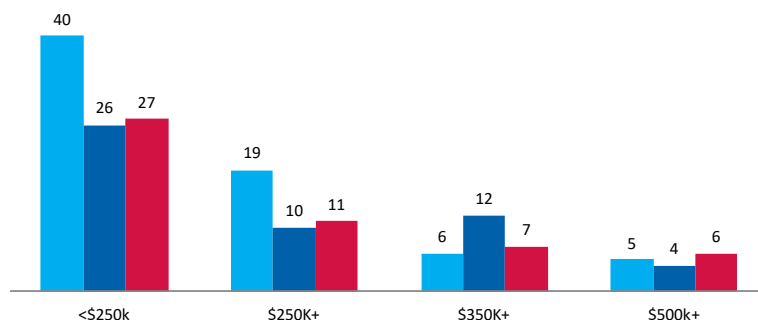
■ Jun-18 ■ Sep-18 ■ Dec-18 *



*Preliminary data
Houses <2400m²

MACKAY UNIT SALES

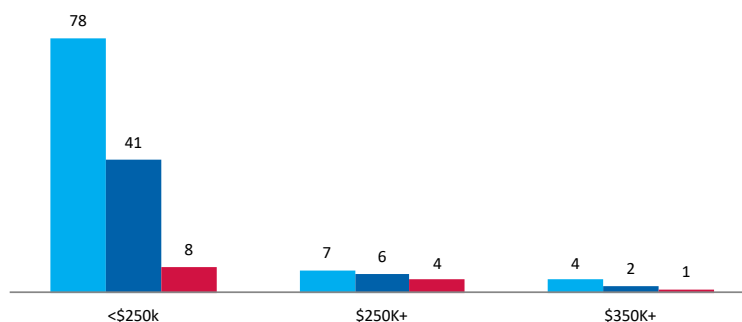
■ Jun-18 ■ Sep-18 ■ Dec-18 *



*Preliminary data

MACKAY LAND SALES

■ Jun-18 ■ Sep-18 ■ Dec-18 *



*Preliminary data



SALES MARKET - HOUSES <2400m²

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

SURROUNDS

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

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

SALES MARKET - UNITS & TOWNHOUSES

| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
|---------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|------------|-------------------------------|------------|
| MAC KAY (LGA) | 53 | \$225,000 | -4.2% | 225 | \$233,000 | \$210,000 | 11.0% | \$362,575 | -35.7% |
| MAC KAY | 8 | N/A | N/A | 47 | \$249,000 | \$240,000 | 3.8% | \$402,601 | -38.2% |

SURROUNDS

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

SALES MARKET - VACANT LAND <2400M²

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

SURROUNDS

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

RENTAL MARKET - 3 BED HOUSES

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

RENTAL MARKET - 2 BED UNITS

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

RENTAL MARKET - 3 BED TOWNHOUSES

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



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EMPLOYMENT MARKET

TOWNSVILLE SA4



Unemployment Rate

9.1%



Participation Rate

64.9%

HOUSE MARKET (<2400M²)



Quarter median price ↑

\$321,000



Annual median price ↓

\$320,000



Annual volume of sales ↓

1,823



Annual median price 5yrs ago ↓

\$365,000

HOUSE MARKET ALL



Median days on market

57 Days



Median vendor discount

-8.1%



Stock on market

7.5%

Market change afoot

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

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

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

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

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

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

Regional Economy and Infrastructure Investment

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

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

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

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

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

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

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

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

House Market

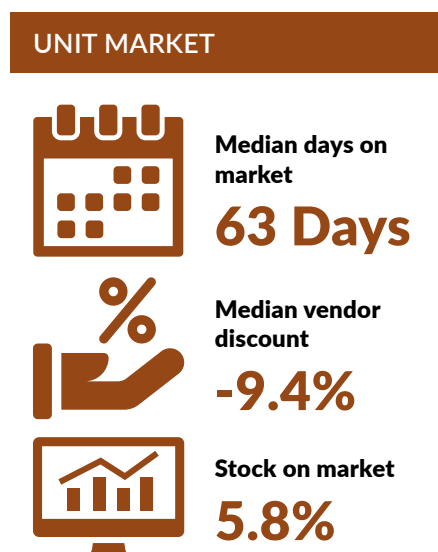
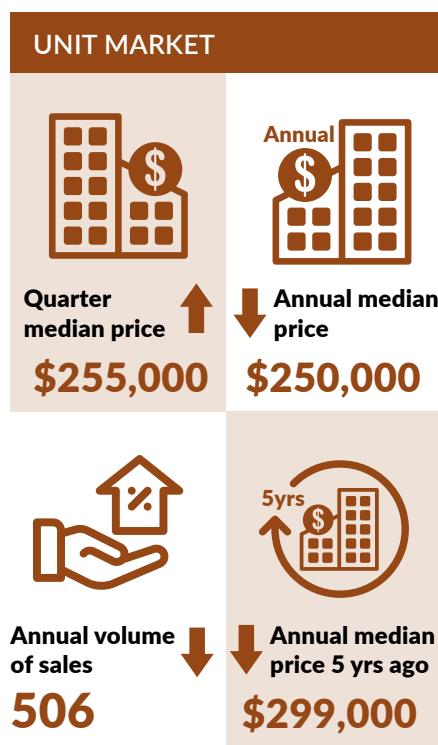
The Townsville house market ended 2018 with prices still contracting somewhat.

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

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

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

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



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

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

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

General Activity

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

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

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

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

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

Unit Market

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

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

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

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

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

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

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

Rental Market

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

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



down from 4.6 per cent the year before.

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

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

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

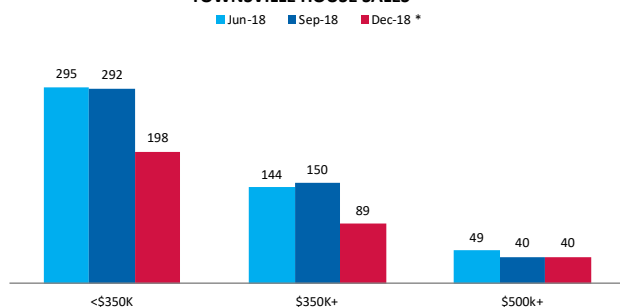
The affordability of Townsville property compared to five years ago means that investors are earning healthy yields.

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

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

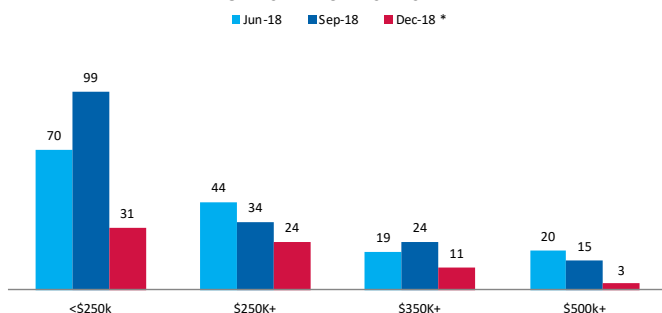
"The next round of quarterly data will be too soon to reflect the impact of Cyclone Oma."

TOWNSVILLE HOUSE SALES



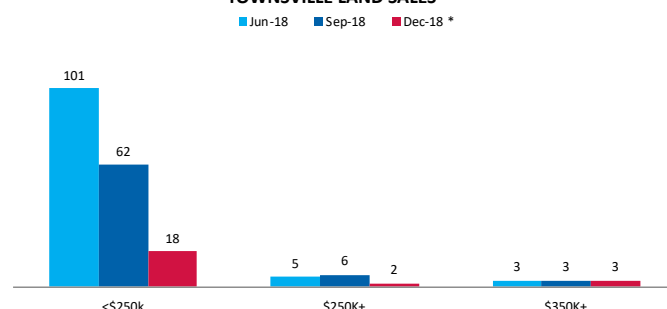
*Preliminary data
Houses <2400m²

TOWNSVILLE UNIT SALES



*Preliminary data

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

SURROUNDS

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

| SALES MARKET - UNITS & TOWNHOUSES | | | | | | | | | |
|-----------------------------------|-----------------|-------------------|--------------|------------------|--------------------|------------------------------|--------------|-------------------------------|---------------|
| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
| TOWNSVILLE (LGA) | 72 | \$255,000 | 15.9% | 506 | \$250,000 | \$275,000 | -9.1% | \$299,000 | -16.4% |
| BELGIAN GARDENS | 3 | N/A | N/A | 24 | \$237,000 | \$605,000 | -60.8% | \$372,500 | -36.4% |
| DOUGLAS | 4 | N/A | N/A | 9 | N/A | \$240,000 | N/A | \$333,750 | N/A |
| NORTH WARD | 13 | N/A | N/A | 101 | \$290,000 | \$295,500 | -1.9% | \$315,000 | -7.9% |
| PIMLICO | 0 | N/A | N/A | 5 | N/A | \$224,500 | N/A | \$229,000 | N/A |
| SOUTH TOWNSVILLE | 3 | N/A | N/A | 30 | \$367,500 | \$285,000 | 29.0% | \$353,750 | 3.9% |
| TOWNSVILLE CITY | 12 | N/A | N/A | 58 | \$322,500 | \$375,000 | -14.0% | \$380,000 | -15.1% |
| WEST END | 7 | N/A | N/A | 33 | \$205,000 | \$230,000 | -10.9% | \$191,500 | 7.0% |

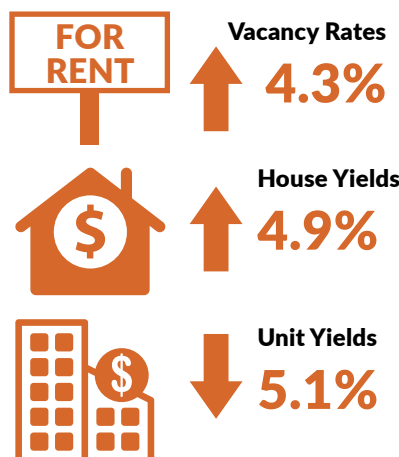
| RENTAL MARKET - 2 BED UNITS | | | | | | | |
|-----------------------------|--|--------------|------------|--------------|------------|--------------|------------|
| POST CODE | LOCALITY ¹ | SEP-18 | | SEP-17 | | SEP-13 | |
| | | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS |
| | TOWNSVILLE CITY | \$250 | 623 | \$240 | 713 | \$280 | 648 |
| 4810 | Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga | \$265 | 296 | \$260 | 353 | \$300 | 311 |
| 4811 | Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru | \$300 | 56 | \$300 | 49 | \$320 | 26 |
| 4812 | Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea | \$220 | 124 | \$200 | 137 | \$260 | 174 |
| 4814 | Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent | \$250 | 71 | \$245 | 91 | \$270 | 70 |
| 4815 | Candon/Kelso/Pinnacles/Rasmussen | \$220 | 20 | \$250 | 28 | \$260 | 13 |
| 4817 | Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/Thuringowa Central | \$230 | 33 | \$213 | 32 | \$265 | 34 |
| 4818 | Beach Holm/Black River/Blue Hills/Bluewater/Bohle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu | \$235 | 6 | n.a. | 4 | n.a. | 4 |
| 4819 | Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay | \$300 | 16 | \$265 | 19 | \$320 | 16 |
| | BURDEKIN SHIRE | \$215 | 26 | \$205 | 28 | \$210 | 55 |
| 4807 | Airville | \$215 | 25 | \$200 | 24 | \$210 | 46 |
| | CHARTERS TOWERS REGIONAL | \$220 | 15 | \$170 | 17 | \$165 | 15 |
| 4820 | Richmond Hill | \$220 | 15 | \$170 | 17 | \$165 | 15 |
| | HINCHINBROOK SHIRE | \$195 | 19 | \$164 | 13 | \$190 | 15 |
| 4850 | Abergowrie | \$195 | 19 | \$164 | 13 | \$190 | 15 |

| RENTAL MARKET - 3 BED TOWNHOUSES | | | | | | | |
|----------------------------------|--|--------------|-----------|--------------|-----------|--------------|-----------|
| POST CODE | LOCALITY ¹ | SEP-18 | | SEP-17 | | SEP-13 | |
| | | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS |
| | TOWNSVILLE CITY | \$300 | 46 | \$300 | 39 | \$350 | 34 |
| 4810 | Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga | \$305 | 16 | \$335 | 12 | \$365 | 9 |
| 4812 | Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea | \$280 | 12 | \$270 | 12 | \$340 | 5 |
| 4814 | Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent | \$330 | 5 | n.a. | 4 | n.a. | 2 |
| 4817 | Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/Thuringowa Central | n.a. | 3 | n.a. | 2 | \$355 | 12 |
| 4818 | Beach Holm/Black River/Blue Hills/Bluewater/Bohle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu | \$310 | 5 | n.a. | 4 | n.a. | 2 |

| SALES MARKET - VACANT LAND <2400M ² | | | | | | | | | |
|--|-----------------|-------------------|---------------|------------------|--------------------|------------------------------|--------------|-------------------------------|--------------|
| SUBURB/LGA | QTRLY NO. SALES | QTRLY MEDIAN SALE | QTRLY CHANGE | ANNUAL NO. SALES | ANNUAL MEDIAN SALE | ANNUAL MEDIAN SALE (1YR AGO) | 1YR CHANGE | ANNUAL MEDIAN SALE (5YRS AGO) | 5YR CHANGE |
| TOWNSVILLE (LGA) | 20 | \$140,400 | -14.7% | 266 | \$161,000 | \$163,500 | -1.5% | \$161,500 | -0.3% |
| TOWNSVILLE (LGA) ^ | 3 | N/A | N/A | 34 | \$196,000 | \$200,000 | -2.0% | \$195,000 | 0.5% |
| BOHLE PLAINS | 3 | N/A | N/A | 37 | \$172,000 | \$165,000 | 4.2% | \$165,000 | 4.2% |
| BURDELL | 5 | N/A | N/A | 33 | \$156,525 | \$165,000 | -5.1% | \$153,200 | 2.2% |
| BUSHLAND BEACH | 0 | N/A | N/A | 25 | \$150,000 | \$149,500 | 0.3% | \$165,000 | -9.1% |
| KELSO | 0 | N/A | N/A | 4 | N/A | \$115,000 | N/A | \$145,000 | N/A |
| MOUNT LOUISA | 1 | N/A | N/A | 15 | N/A | \$175,500 | N/A | \$174,500 | N/A |
| MOUNT LOW | 1 | N/A | N/A | 24 | \$147,000 | \$156,300 | -6.0% | \$160,000 | -8.1% |
| OONONBA | 0 | N/A | N/A | 25 | \$161,000 | \$158,500 | 1.6% | \$142,000 | 13.4% |
| SHAW | 0 | N/A | N/A | 1 | N/A | \$165,500 | N/A | \$167,375 | N/A |

| RENTAL MARKET - 3 BED HOUSES | | | | | | | |
|------------------------------|--|--------------|------------|--------------|------------|--------------|------------|
| POST CODE | LOCALITY ¹ | SEP-18 | | SEP-17 | | SEP-13 | |
| | | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS | \$ / WEEK | NEW BONDS |
| | TOWNSVILLE CITY | \$300 | 636 | \$295 | 658 | \$340 | 708 |
| 4810 | Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga | \$340 | 47 | \$323 | 46 | \$350 | 62 |
| 4811 | Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru | \$330 | 29 | \$295 | 34 | \$320 | 33 |
| 4812 | Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea | \$330 | 63 | \$300 | 52 | \$330 | 60 |
| 4814 | Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent | \$300 | 172 | \$295 | 211 | \$340 | 205 |
| 4815 | Candon/Kelso/Pinnacles/Rasmussen | \$270 | 108 | \$260 | 97 | \$315 | 135 |
| 4816 | Alligator Ck/Dunk Is/Greenvale/Hidden Valley/Homestead/Julago/Macrossan/Majors Ck/Mingela/Mutarnee/Nelia/Nome/Palm Is/Paluma/Pentland/Praire/Ravenswood/Rollingstone/Sellheim/Toonpan/Torrens Ck/Woodstock | \$300 | 12 | \$250 | 11 | \$335 | 8 |
| 4817 | Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/Thuringowa Central | \$320 | 103 | \$300 | 105 | \$360 | 103 |
| 4818 | Beach Holm/Black River/Blue Hills/Bluewater/Bohle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu | \$320 | 88 | \$300 | 96 | \$340 | 88 |
| 4819 | Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay | \$338 | 14 | \$328 | 6 | \$320 | 14 |
| | BURDEKIN SHIRE | \$250 | 56 | \$250 | 39 | \$260 | 60 |
| 4806 | Arkenideith | \$270 | 11 | \$240 | 8 | \$255 | 14 |
| 4807 | Airville | \$245 | 38 | \$250 | 27 | \$260 | 35 |
| | CHARTERS TOWERS REGIONAL | \$265 | 24 | \$240 | 37 | \$280 | 41 |
| 4820 | Richmond Hill | \$265 | 24 | \$240 | 37 | \$280 | 41 |
| | HINCHINBROOK SHIRE | \$250 | 22 | \$240 | 29 | \$250 | 20 |
| 4850 | Abergowrie | \$250 | 22 | \$240 | 29 | \$250 | 20 |

RENTAL MARKET



EMPLOYMENT MARKET

CAIRNS SA4



Unemployment Rate

6.5%



Participation Rate

61.1%

HOUSE MARKET (<2400M²)



Quarter median price

\$400,500



Annual median price

\$405,000



Annual volume of sales

2,042



Annual median price 5yrs ago

\$361,000

HOUSE MARKET



Median days on market

56 Days



Median vendor discount

-5.8%



Stock on market

8.3%

Holding ground

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

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

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

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

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

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

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

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

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

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

Regional Economy and Infrastructure Investment

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

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

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

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

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

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

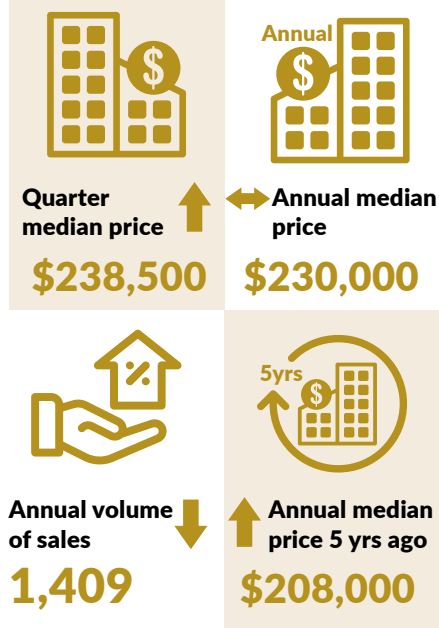
Market Outlook

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

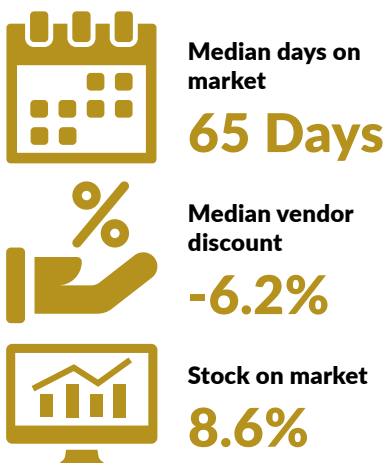
It is a different, and far more positive story for its unit market, where prices have grown over the past quarter and are classified as being in a rising market.

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

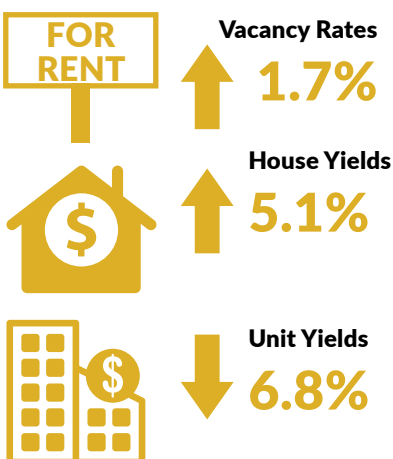
UNIT MARKET



UNIT MARKET



RENTAL MARKET



growth on the horizon.

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

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

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

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

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

General Activity

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

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

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

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

Unit market

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

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

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

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

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

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

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

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

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

Rental Market

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

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

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



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

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

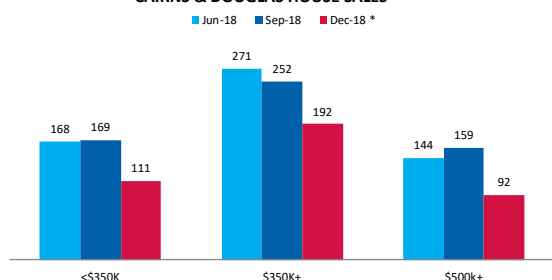
Bonds data for the December quarter was steady compared to the same period last year – increasing marginally from 21,698 to 21,714.

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

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

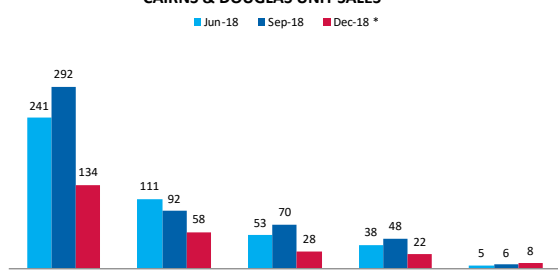
"The population of Cairns is expected to hit nearly 175,000 in 2021, according to the ABS, which augurs well for its economic future."

CAIRNS & DOUGLAS HOUSE SALES



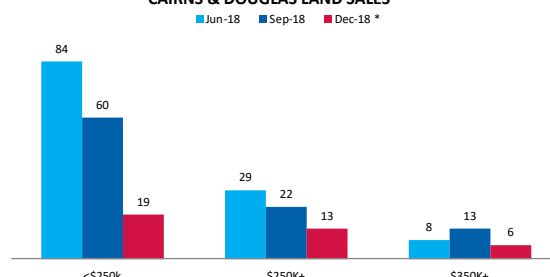
*Preliminary data
Houses<2400m²

CAIRNS & DOUGLAS UNIT SALES



*Preliminary data

CAIRNS & DOUGLAS LAND SALES



*Preliminary data

SALES MARKET - HOUSES <2400m²

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

SURROUNDS

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

SALES MARKET - UNITS & TOWNHOUSES

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

SURROUNDS

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

SALES MARKET - VACANT LAND <2400M²

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

SURROUNDS

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

RENTAL MARKET - 3 BED TOWNHOUSES

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

RENTAL MARKET - 3 BED HOUSES

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

RENTAL MARKET - 2 BED UNITS

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



OTHER REGIONAL

SALES MARKET - HOUSES <2400m²

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

RENTAL MARKET - 3 BED HOUSES

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

RENTAL MARKET - 2 BED UNITS

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

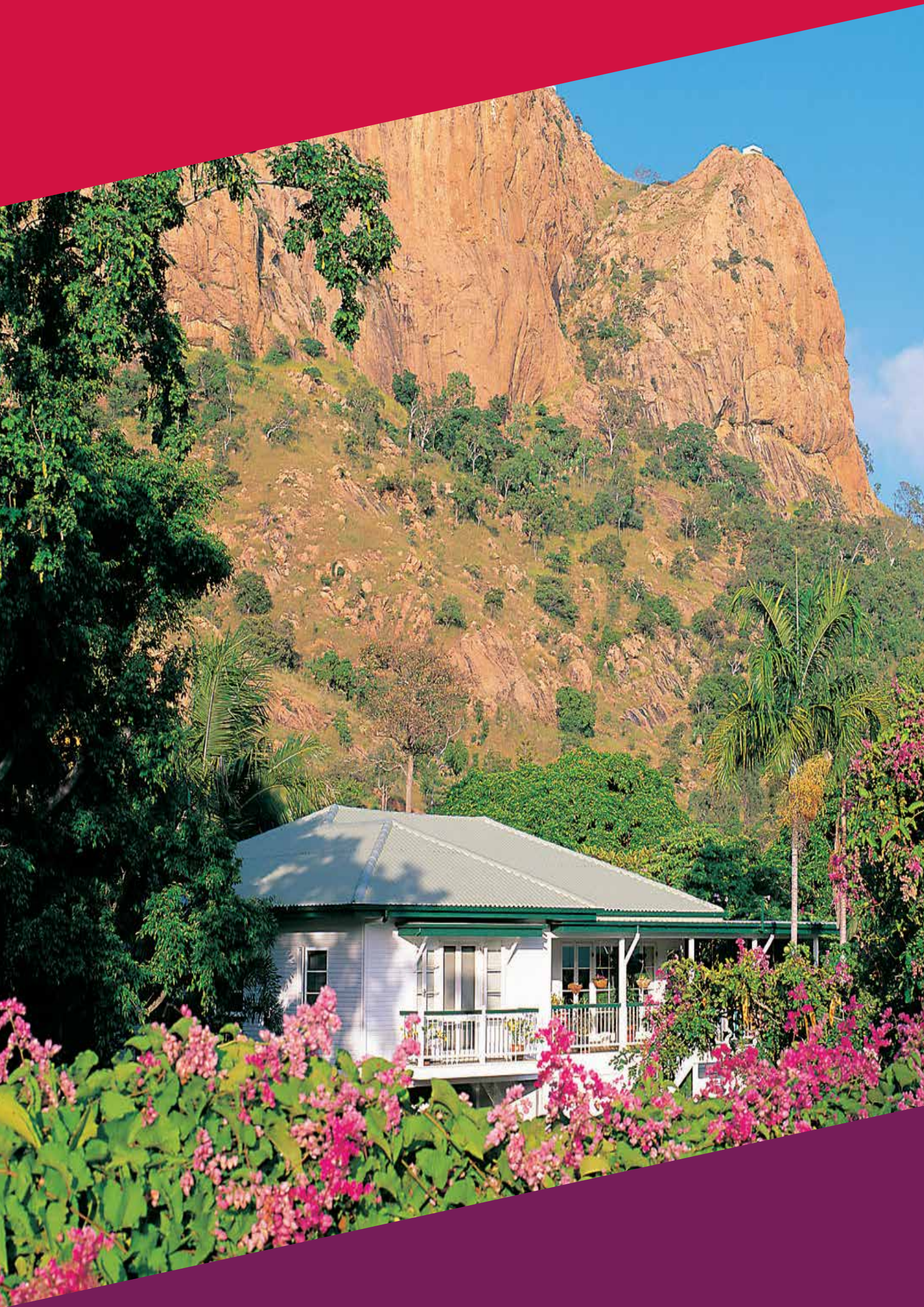
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