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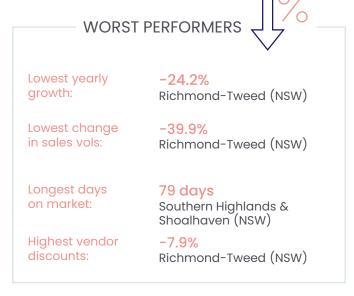


# Regional Market Performance

The latest quarterly regional report analyses 25 of Australia's largest non-capital city regions, examining performance across both house and unit markets over the 12 months to April 2023.

## Houses





Across Australia's largest 25 non-capital city regions, seven recorded an increase in house values over the year to April 2023, down from 13 over the year to January. South Australia's South East region was the best performing regional house market in terms of values, rising 10.8% over the year to April, followed by the New England and North West (NSW) and Bunbury (WA) regions, up 4.9% and 4.8% respectively. At the other end of the scale, NSW lifestyle markets, including the Richmond -Tweed (-24.2%), the Southern Highlands and Shoalhaven (-16.0%) and Illawarra (-13.7%) regions recorded some of the largest annual declines in house values.

The Richmond-Tweed region, which included areas such as Byron Bay, Lismore, Ballina and Tweed Heads, was once again the weakest performing regional market for houses. Not only did it record the largest annual decline in values, of all 25 regions analysed (-24.2%), but it also recorded the largest drop in annual sales activity (-39.9%) and highest vendor discounting rate (-7.9%). The weak conditions follow a dramatic cycle of growth where Richmond-Tweed house values surged 51%. Despite the sharp drop, values remain 14.4% above pre-COVID levels.

All 25 regions recorded an annual decrease in the number of house sales over the year to February 2023, with the three smallest decreases occurring in Queensland. Annual house sales across Townsville decreased by -1.5% over the year to February, followed by Central Queensland (-6.4%) and Mackay – Isaac – Whitsunday (-11.0%). In contrast, NSW recorded the three largest decreases in the number of house sales, including Richmond-Tweed (-39.9%), followed closely by Southern Highlands and Shoalhaven (-39.1%), and Mid North Coast (-33.3%)

Houses sold fastest in Toowoomba (Qld) over the three months to April, with a median time on market of 21 days, followed by WA's Bunbury region (27 days). These regions also recorded the lowest vendor discounting across the 25 regions, at -3.1% and -2.9% respectively. Houses across the Southern Highlands and Shoalhaven region took the longest to sell, with a median time on market of 79 days.



#### REGIONAL MARKET PERFORMANCE

## **Units**





Across Australia's regional unit markets, the Riverina region in NSW recorded the highest annual increase in values over the 12 months to April 2023, rising 19.8%, followed by Queensland's Cairns and Toowoomba, up 15.2% and 13.0% respectively. At the other end of the scale, Richmond-Tweed, NSW (-13.9%) and Geelong, Vic (-10.6%) recorded the largest yearly decline in unit values.

Mackay – Isaac – Whitsunday was the only region to see an increase in the volume of unit sales over the year to February, up 3.7% compared to the previous year. Seven regions saw the volume of sales fall by greater than -30% over the year to February, with the three largest year-on-year declines recorded across the Southern Highlands and Shoalhaven, NSW (-51.0%), Wide Bay, Qld (-37.5%) and Illawarra, NSW (-37.3%).

Units across Cairns (Qld) continued to sell quicker than any other region, recording a median time on market of 20 days over the three months to April 2023, down from 32 days over three months to January. Hume (Vic) recorded the second lowest days on market (27 days), followed closely by the Gold Coast and Newcastle & Lake Macquarie regions, at 28 days each. Ballarat units were the slowest selling across the regions, with a median time on market of 64 days, followed by Richmond-Tweed (NSW) at 60 days. Vendors in Geelong (Vic) were offering the largest discounts in order to secure a sale (-5.5%), while discounts were lowest across the Latrobe Gippsland region (-2.0%).

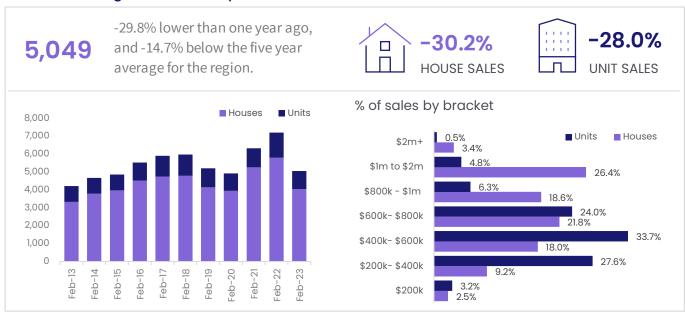




## Capital Region | NSW

Based on the Capital Region Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023



| HOUSES -7.2%                     | UNITS -3.2% |
|----------------------------------|-------------|
| Upper -10.0% quartile            | -5.9%       |
| Lower quartile -2.9%             | -0.4%       |
| Median<br>Value <b>\$758,363</b> | \$479,220   |



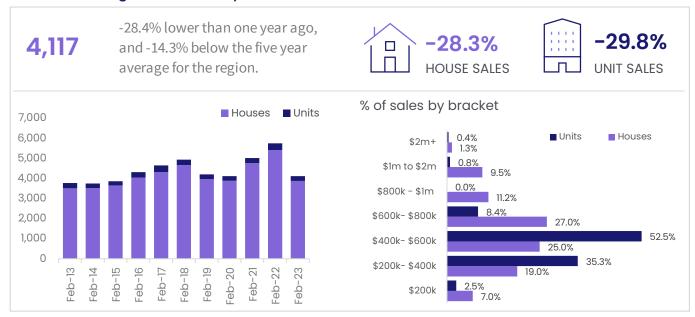
|            | Units —          |             |
|------------|------------------|-------------|
|            | VENDOR           | TIME ON     |
|            | DISCOUNTING (3M) | MARKET (3M) |
| Current    | -3.6%            | 53 days     |
| 1 year ago | -1.4%            | 42 days     |



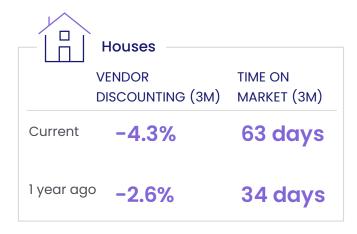


### Central West | NSW

Based on the Central West Statistical Area Level 4 region



| Home Value Index April 2023  |                          |                  |
|--|--------------------------|------------------|
| The change in house and unit values over the year to April 2023 is recorded at:      | HOUSES -6.1%             | UNITS 2.0%       |
| 36.0% -<br>30.0% -<br>24.0% -<br>18.0% -   | Upper -9.9% quartile     | 0.4%             |
| 6.0%<br>0.0%<br>-6.0%<br>-12.0%  | Lower quartile 4.9%      | 2.1%             |
| Apr-17 doct-17 Apr-18 Oct-18 Apr-20 Oct-20 Apr-21 Oct-21 Apr-22 Oct-22 Apr-23 Apr-23 | Median<br>Value \$554,57 | <b>\$442,927</b> |



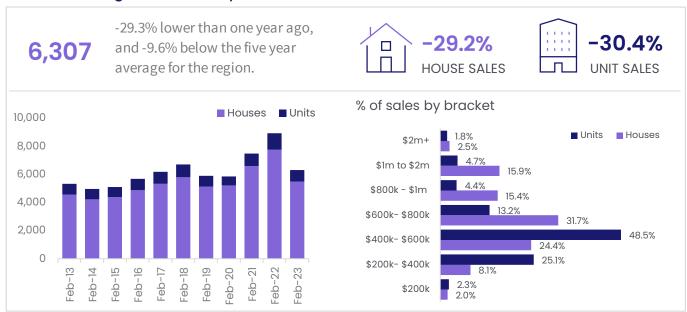
|            | Units —          |             |
|------------|------------------|-------------|
|            | VENDOR           | TIME ON     |
|            | DISCOUNTING (3M) | MARKET (3M) |
| Current    | -4.2%            | 47 days     |
| 1 year ago | -1.1%            | 37 days     |





## Hunter Valley exc Newcastle | NSW

Based on the Hunter Valley exc Newcastle Statistical Area Level 4 region



| Home Value Index April 2023  The change in house and unit values over the year to April 2023 is recorded at: | HOUSE -6.5%           | 1111      |
|--|-----------------------|-----------|
| 38.0% -<br>28.0% -<br>18.0% -  | Upper quartile -8.99  | % 3.4%    |
| 8.0%   | Lower quartile 0.1%   | 4.7%      |
| Apr-17 Apr-17 Apr-18 Oct-18 Apr-20 Oct-19 Apr-21 Oct-21 Apr-22 Apr-22 Apr-23                                 | Median<br>Value \$678 | \$494,078 |



|            | Units                   |                        |
|------------|-------------------------|------------------------|
|            | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | -4.8%                   | 45 days                |
| 1 year ago | -1.8%                   | 22 days                |

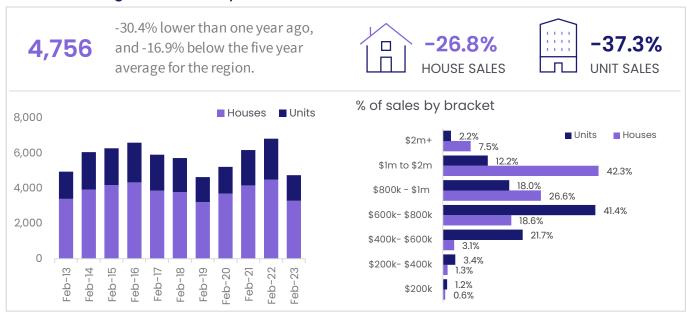




### Illawarra | NSW

Based on the Illawarra Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023



| HOUSES -13.7%           | UNITS -5.2% |
|-------------------------|-------------|
| Upper -14.5% quartile   | -7.4%       |
| Lower quartile -12.2%   | -3.3%       |
| Median <b>\$947,473</b> | \$678,601   |



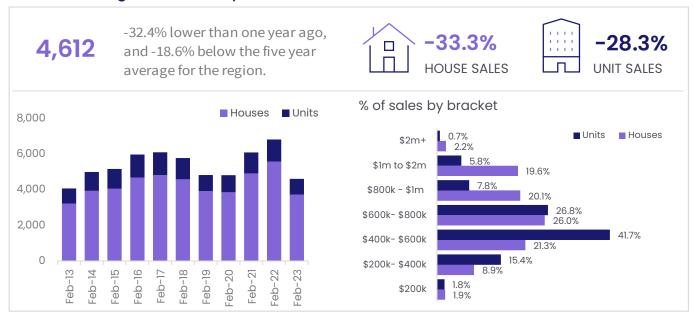
|            | Units ————VENDOR | TIME ON     |
|------------|------------------|-------------|
|            | DISCOUNTING (3M) | MARKET (3M) |
| Current    | -3.1%            | 42 days     |
| 1 year ago | -2.4%            | 23 days     |



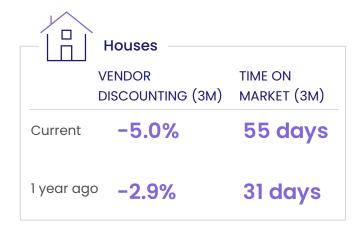


## Mid North Coast | NSW

Based on the Mid North Coast Statistical Area Level 4 region



| Home Value Index April 2023  The change in house and unit values over the year to April 2023 is recorded at: | HOUSES -7.4%         | UNITS -5.1% |
|--|----------------------|-------------|
| 32.0% -<br>26.0% -<br>20.0% -<br>14.0% -   | Upper -9.5% quartile | -3.0%       |
| 8.0%<br>2.0%<br>-4.0%<br>-10.0%  | Lower quartile -3.2% | -5.9%       |
| Apr-17 Oct-18 Apr-18 Apr-19 Oct-19 Apr-20 Oct-21 Apr-21 Oct-21 Apr-22  | Median               | \$535,265   |



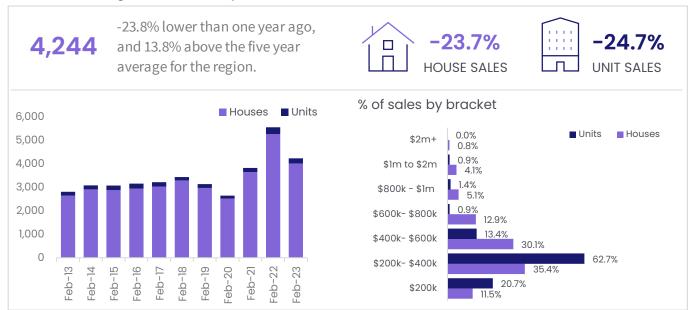
|            | Units  VENDOR  DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
|------------|---------------------------------|------------------------|
| Current    | <b>-4.2%</b>                    | 45 days                |
| 1 year ago | -2.2%                           | 29 days                |





## New England and North West | NSW

Based on the New England and North West Statistical Area Level 4 region



| Home Value Index April 2023  The change in house and unit values over the year to April 2023 is recorded at: | HOUSES UNITS n.a.                 |
|--|-----------------------------------|
| 30.0% - Houses   |                                   |
| 20.0% -  | Upper quartile n.a.               |
| 0.0%   | Lower quartile 8.8% n.a.          |
| Apr-17  Apr-18  Oct-18  Apr-19  Apr-20  Oct-20  Apr-21  Apr-22  Apr-22  Apr-22                               | Median Value <b>\$418,511 n.a</b> |



|            | Units                      |                        |
|------------|----------------------------|------------------------|
|            | VENDOR<br>DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | n.a.                       | n.a.                   |
| 1 year ago | n.a.                       | n.a.                   |

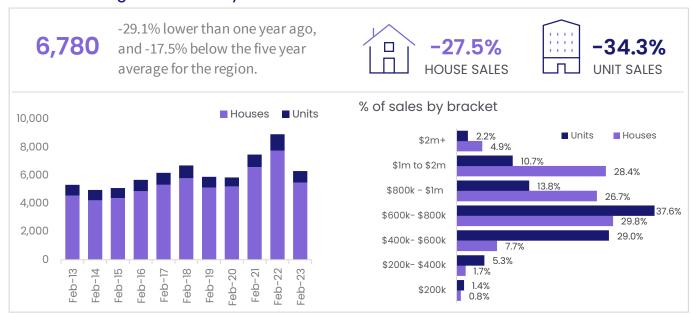




## Newcastle and Lake Macquarie | NSW

Based on the Newcastle and Lake Macquarie Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



## Home Value Index April 2023



| HOUSES -10.8%                    | UNITS -4.5% |
|----------------------------------|-------------|
| Upper -11.8% quartile            | -3.5%       |
| Lower quartile -8.9%             | -4.7%       |
| Median<br>Value <b>\$825,322</b> | \$643,994   |



|            | Units —          |             |
|------------|------------------|-------------|
|            | VENDOR           | TIME ON     |
|            | DISCOUNTING (3M) | MARKET (3M) |
| Current    | -3.6%            | 28 days     |
| 1 year ago | -2.2%            | 23 days     |

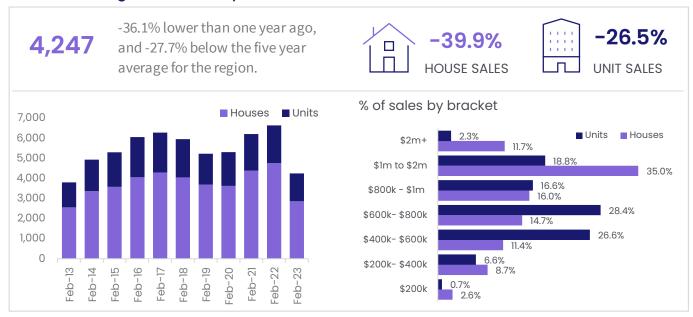




### Richmond - Tweed | NSW

Based on the Richmond – Tweed Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023



|                   | HOUSES -24.2% | UNITS -13.9% |
|-------------------|---------------|--------------|
| Upper<br>quartile | -27.7%        | -17.3%       |
| Lower<br>quartile | -18.9%        | -9.1%        |
| Median<br>Value   | \$875,592     | \$651,401    |



|            | Units —                 |                        |
|------------|-------------------------|------------------------|
|            | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | -4.5%                   | 60 days                |
| 1 year ago | -2.3%                   | 27 days                |

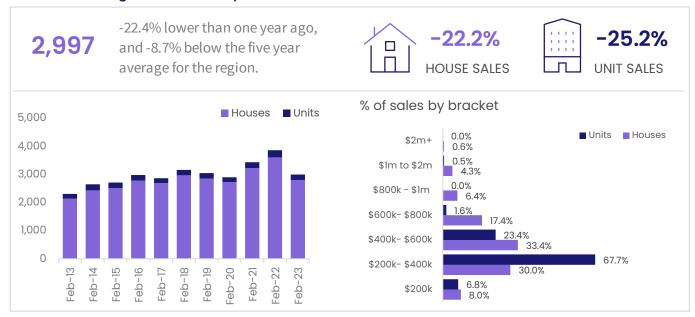




## Riverina | NSW

Based on the Riverina Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023



|                   | HOUSES 2.6% | UNITS 19.8% |
|-------------------|-------------|-------------|
| Upper<br>quartile | -1.6%       | 18.4%       |
| Lower<br>quartile | 7.7%        | 18.1%       |
| Median<br>Value   | \$446,660   | \$334,786   |



|            | Units —                    |                        |
|------------|----------------------------|------------------------|
|            | VENDOR<br>DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | -2.7%                      | 48 days                |
| 1 year ago | -2.6%                      | 29 days                |

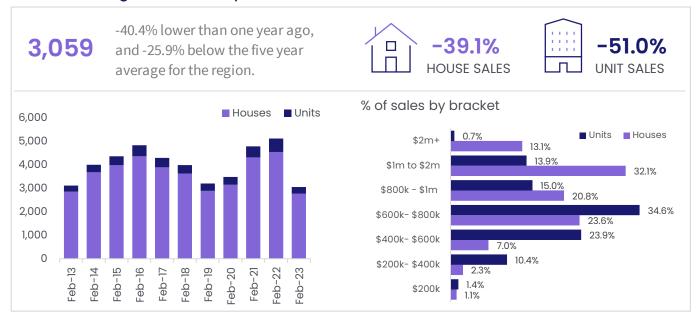




## Southern Highlands and Shoalhaven | NSW

Based on the Southern Highlands and Shoalhaven Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



Value

## Home Value Index April 2023







|            | Units —                 |                        |
|------------|-------------------------|------------------------|
|            | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | n.a.                    | n.a.                   |
| 1 year ago | n.a.                    | n.a.                   |

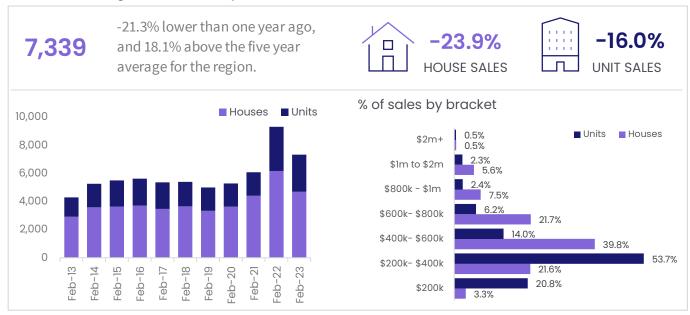




## Cairns | QLD

Based on the Cairns Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



### Home Value Index April 2023 The change in house and unit values over the year to April 2023 is recorded at:



|                    | OUSES   | UNITS 15.2% |
|--------------------|---------|-------------|
| Upper -3           | 8.1%    | 13.1%       |
| Lower quartile 1.0 | )%      | 18.8%       |
| Median<br>Value    | 520,811 | \$326,664   |

|           | Houses ———              |                        |
|-----------|-------------------------|------------------------|
|           | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current   | -4.0%                   | 31 days                |
| 1 year ag | · -3.5%                 | 19 days                |

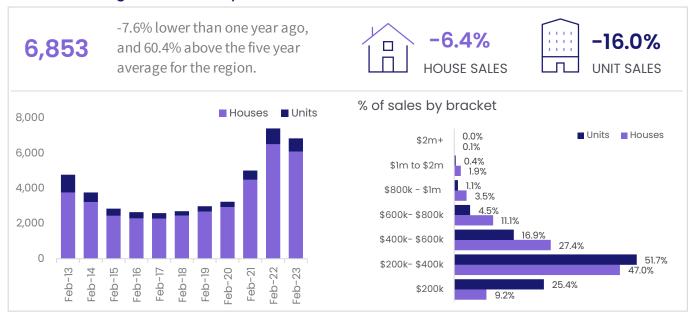
|            | Units —                 |                        |
|------------|-------------------------|------------------------|
|            | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | -3.1%                   | 20 days                |
| 1 year ago | -2.9%                   | 18 days                |

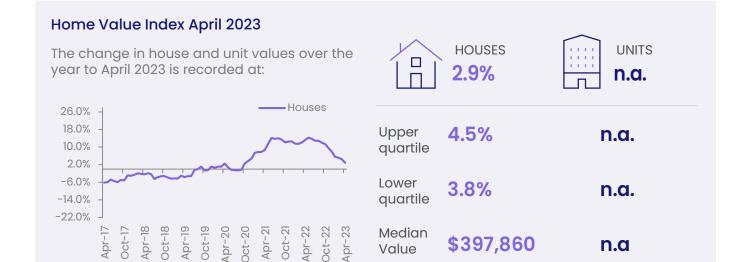




## Central Queensland | QLD

Based on the Central Queensland Statistical Area Level 4 region







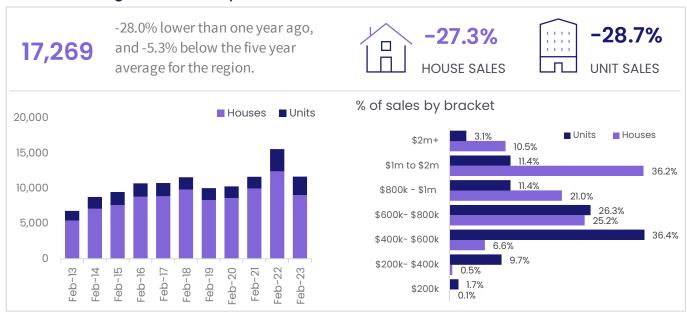
|            | Units —                    |                        |
|------------|----------------------------|------------------------|
|            | VENDOR<br>DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | n.a.                       | n.a.                   |
| 1 year ago | n.a.                       | n.a.                   |





## Gold Coast | QLD

Based on the Gold Coast Statistical Area Level 4 region



| Home Value Index April 2023  The change in house and unit values over the year to April 2023 is recorded at: | HOUSES -9.2%              | UNITS -3.5% |
|--|---------------------------|-------------|
| 38.0% -<br>30.0% -<br>22.0% -  | Upper -9.8% quartile      | -5.3%       |
| 14.0% -<br>6.0% -<br>-2.0% -   | Lower quartile -7.2%      | 0.5%        |
| Apr-17 Coct-18 Apr-18 Oct-18 Apr-19 Apr-20 Oct-20 Apr-21 Apr-22 Oct-22 Apr-22                                | Median<br>Value \$975,484 | \$653,921   |



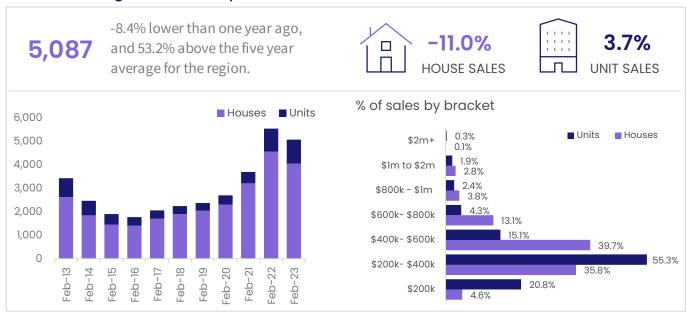
|            | Units ————VENDOR | TIME ON     |
|------------|------------------|-------------|
|            | DISCOUNTING (3M) | MARKET (3M) |
| Current    | -3.1%            | 28 days     |
| 1 year ago | -3.1%            | 15 days     |





## Mackay - Isaac - Whitsunday | QLD

Based on the Mackay – Isaac - Whitsunday Statistical Area Level 4 region







|            | Units —                    |                        |
|------------|----------------------------|------------------------|
|            | VENDOR<br>DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | n.a.                       | n.a.                   |
| 1 year ago | n.a.                       | n.a.                   |

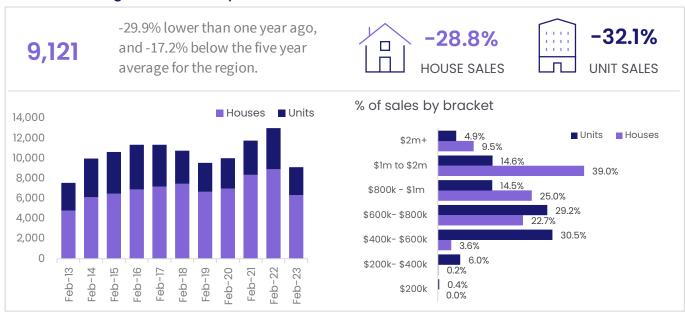




### Sunshine Coast | QLD

Based on the Sunshine Coast Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023



| HOUSES -13.3%             | UNITS -7.3% |
|---------------------------|-------------|
| Upper -15.4% quartile     | -9.2%       |
| Lower quartile -10.9%     | -3.8%       |
| Median<br>Value \$966,716 | \$716,031   |



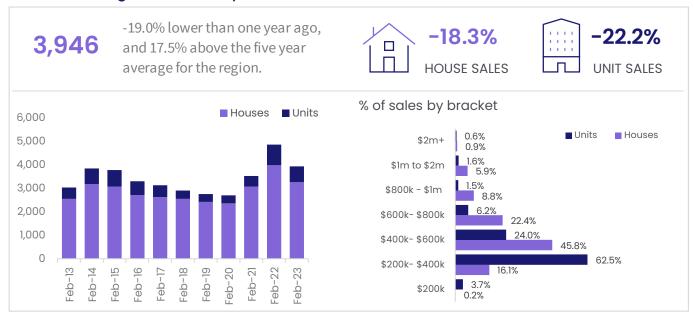
|            | Units —                 |                        |
|------------|-------------------------|------------------------|
|            | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | -4.0%                   | 42 days                |
| 1 year ago | -2.8%                   | 18 days                |





## Toowoomba | QLD

Based on the Toowoomba Statistical Area Level 4 region



| Home Value Index April 2023  The change in house and unit values over the year to April 2023 is recorded at: | HOUSES 1.3%             | UNITS 13.0% |
|--|-------------------------|-------------|
| 26.0% - Houses Units   | Upper quartile 0.4%     | 12.9%       |
| 2.0%<br>-6.0%<br>-14.0%  | Lower quartile 2.8%     | 13.8%       |
| Apr-17 Apr-18 Oct-18 Apr-19 Apr-20 Oct-20 Apr-21 Apr-22 Oct-22 Apr-23  | Median<br>Value \$560,7 | 9350,993    |

|           | Houses ———              |                        |
|-----------|-------------------------|------------------------|
|           | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current   | -3.1%                   | 21 days                |
| 1 year ag | ° -3.1%                 | 10 days                |

|       | TIME ON                   |
|-------|---------------------------|
| , ,   | MARKET (3M)               |
| -2.1% | 43 days                   |
|       | NDOR SCOUNTING (3M) -3.3% |

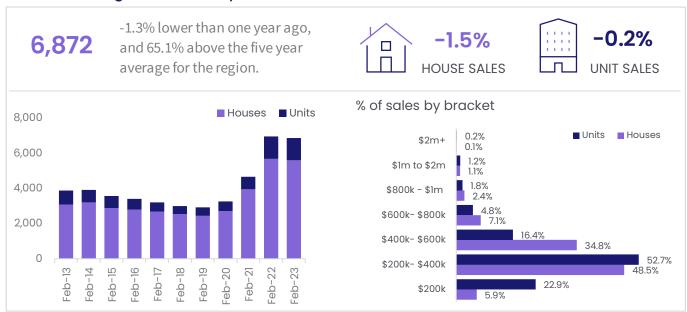




## Townsville | QLD

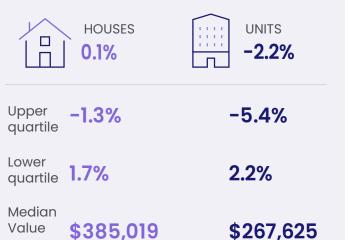
Based on the Townsville Statistical Area Level 4 region

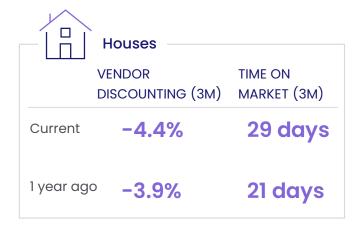
#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023







|            | Units —                 |                        |
|------------|-------------------------|------------------------|
|            | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| 0          | . ,                     |                        |
| Current    | -4.5%                   | 37 days                |
| 1 year ago | -4.5%                   | 38 days                |

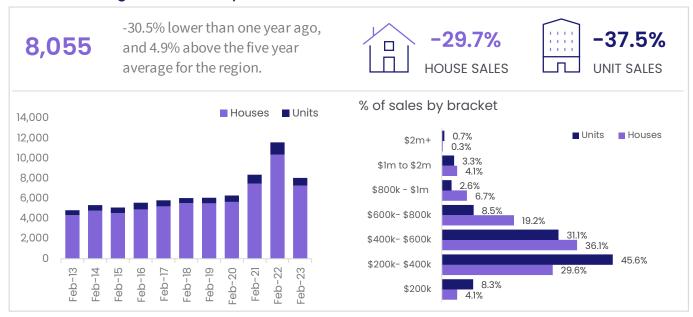




## Wide Bay | QLD

Based on the Wide Bay Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023

The change in house and unit values over the year to April 2023 is recorded at:



| HOUSES -2.6% |  |
|--------------|--|
|              |  |



Upper -5.5% quartile

Lower 3.6% quartile

0.8%

0.8%

Median \$499,092 Value

\$361,060

|           | Houses ———              |                        |
|-----------|-------------------------|------------------------|
|           | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current   | -4.1%                   | 41 days                |
| l year ag | ° -3.3%                 | 17 days                |

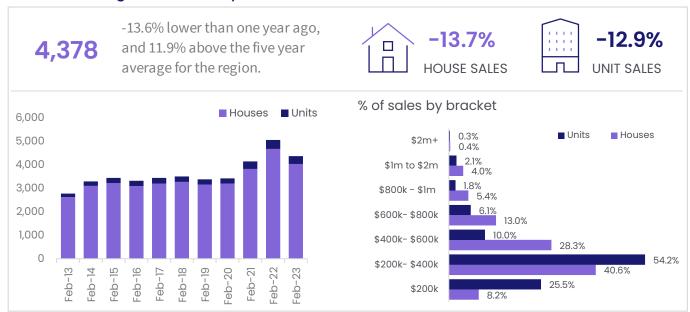
|            | Units —                    |                        |
|------------|----------------------------|------------------------|
|            | VENDOR<br>DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | -3.3%                      | 32 days                |
| 1 year ago | -2.3%                      | 23 days                |



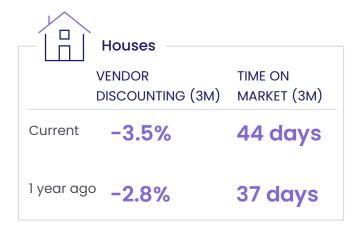


### South East | SA

Based on the South East Statistical Area Level 4 region



| Home Value Index April 2023  The change in house and unit values over the year to April 2023 is recorded at: |                   | HOUSES    | UNITS n.a. |
|--|-------------------|-----------|------------|
| 26.0% -<br>20.0% -<br>14.0% -  | Upper<br>quartile | 9.1%      | n.a.       |
| 8.0% -   | Lower<br>quartile | 14.8%     | n.a.       |
| Apr-17 Apr-18 Apr-19 Oct-19 Apr-20 Oct-20 Apr-22 Apr-22 Oct-21 Apr-22  | Median<br>Value   | \$444,798 | n.a        |



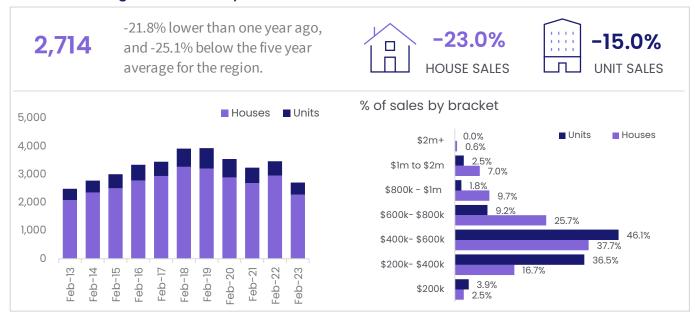
|            | Units —                    |                        |
|------------|----------------------------|------------------------|
|            | VENDOR<br>DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | n.a.                       | n.a.                   |
| 1 year ago | n.a.                       | n.a.                   |

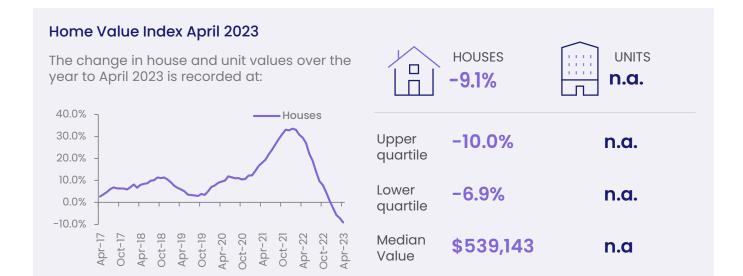




#### Launceston and North East | TAS

Based on the Launceston and North East Statistical Area Level 4 region







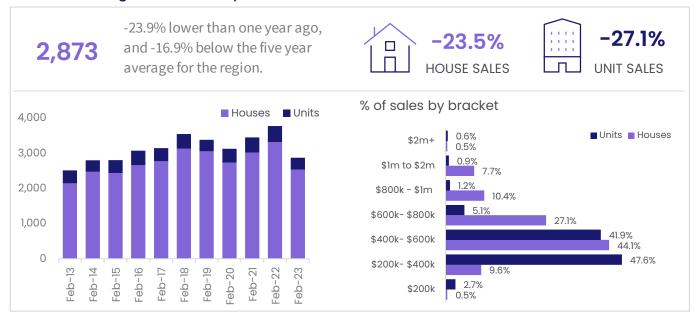
|            | Units  VENDOR  DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
|------------|---------------------------------|------------------------|
| Current    | n.a.                            | n.a.                   |
| 1 year ago | n.a.                            | n.a.                   |



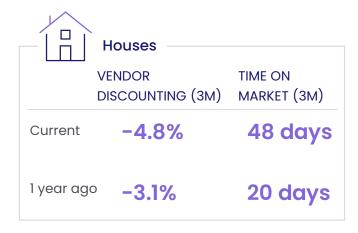


## Ballarat | VIC

Based on the Ballarat Statistical Area Level 4 region



| Home Value Index April 2023  The change in house and unit values over the year to April 2023 is recorded at: | HOUSES -11.3%             | UNITS -4.4% |
|--|---------------------------|-------------|
| 24.0% - Houses — Units 18.0% - 12.0% -   | Upper -13.3% quartile     | -3.7%       |
| 6.0%<br>0.0%<br>-6.0%  | Lower quartile -10.1%     | -2.2%       |
| Apr-17   | Median<br>Value \$604,011 | \$379,940   |



|            | Units —                    |                        |
|------------|----------------------------|------------------------|
|            | VENDOR<br>DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | -2.6%                      | 64 days                |
| 1 year ago | -3.6%                      | 15 days                |

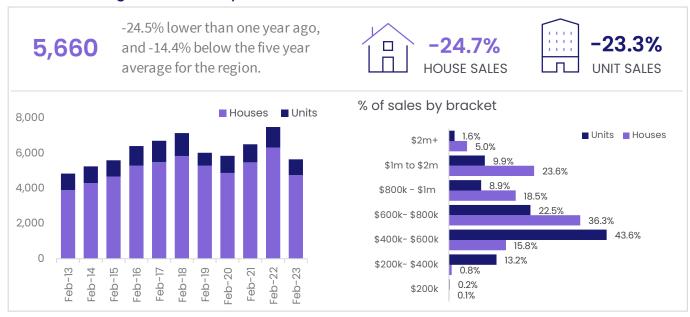




## Geelong | VIC

Based on the Geelong Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023

The change in house and unit values over the year to April 2023 is recorded at:







**UNITS** -10.6%

Upper -9.3% -9.9% quartile

Lower -11.3% -10.6% quartile

Median \$775,882 \$528,113 Value

|           | Houses ———              |                        |
|-----------|-------------------------|------------------------|
|           | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current   | -5.3%                   | 47 days                |
| 1 year ag | ° -3.1%                 | 23 days                |

|            | Units ———               |                        |
|------------|-------------------------|------------------------|
|            | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | -5.5%                   | 46 days                |
| 1 year ago | -1.9%                   | 21 days                |

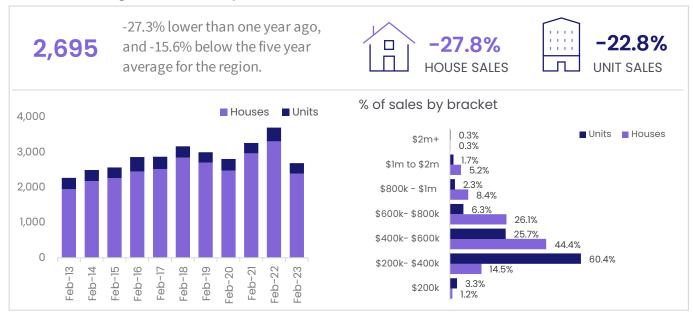




### Hume | VIC

Based on the Hume Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023



|                   | HOUSES -5.7% | UNITS <b>6.5%</b> |
|-------------------|--------------|-------------------|
| Upper<br>quartile | -10.1%       | 5.7%              |
| Lower<br>quartile | -1.3%        | 5.1%              |
| Median<br>Value   | \$582,171    | \$372,152         |



|            | Units ————VENDOR | TIME ON     |
|------------|------------------|-------------|
|            | DISCOUNTING (3M) | MARKET (3M) |
| Current    | -2.7%            | 27 days     |
| 1 year ago | -1.2%            | 21 days     |

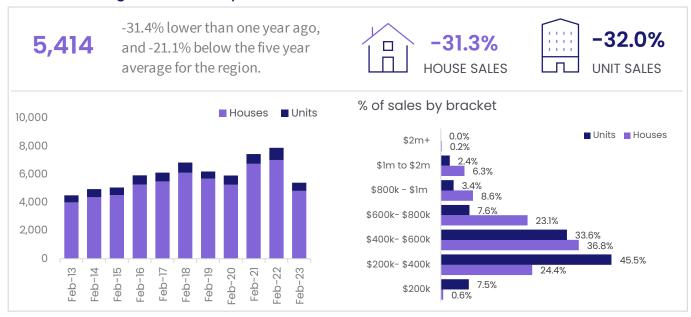




## Latrobe - Gippsland | VIC

Based on the Latrobe - Gippsland Statistical Area Level 4 region

#### **Annual Dwelling Sales February 2023**



#### Home Value Index April 2023

The change in house and unit values over the year to April 2023 is recorded at:







**UNITS** -5.6%

Upper -9.3% quartile

-10.0%

Lower -2.8% quartile

-1.5%

Median Value

\$581,438

\$368,969

|           | Houses ———              |                        |
|-----------|-------------------------|------------------------|
|           | VENDOR DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current   | -4.8%                   | 65 days                |
| 1 year ag | ° <b>-2.3</b> %         | 27 days                |

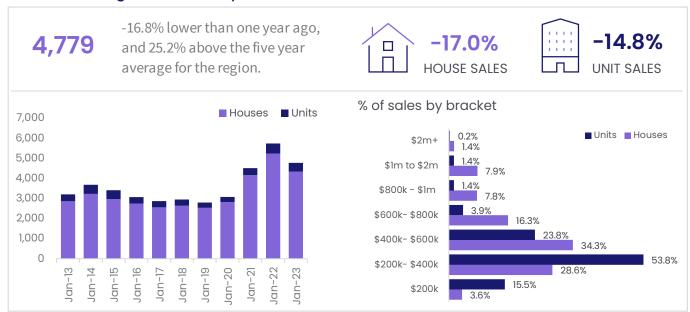
|            | Units —          |             |
|------------|------------------|-------------|
|            | VENDOR           | TIME ON     |
|            | DISCOUNTING (3M) | MARKET (3M) |
| Current    | -2.0%            | 39 days     |
| 1 year ago | -2.1%            | 34 days     |



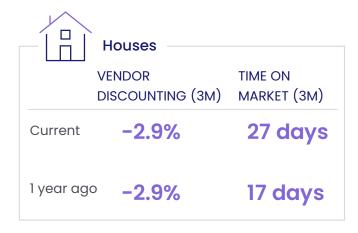


## Bunbury | WA

Based on the Bunbury Statistical Area Level 4 region



| Home Value Index April 2023   | ٠               |             |            |
|---|-----------------|-------------|------------|
| The change in house and unit values over the year to April 2023 is recorded at: |                 | HOUSES 4.8% | UNITS n.a. |
| 22.0% Thouses   |                 |             |            |
| 17.0% -   | Upper           | 1.7%        | n.a.       |
| 12.0% -   | quartile        |             |            |
| 2.0% -  | Lower           | 9.8%        | n.a.       |
| -3.0%   | quartile        | 3.0 %       | II.G.      |
| -8.0% J   |                 |             |            |
| Apr-17 Oct-17 Oct-18 Oct-19 Oct-19 Oct-20 Oct-21 Oct-22 Apr-22                  | Median<br>Value | \$523,479   | n.a        |
| 4 0 4 0 4 0 4 0 4 0 4   | Value           |             |            |



|            | Units —                    |                        |
|------------|----------------------------|------------------------|
|            | VENDOR<br>DISCOUNTING (3M) | TIME ON<br>MARKET (3M) |
| Current    | n.a.                       | n.a.                   |
| 1 year ago | n.a.                       | n.a.                   |



| State | Council Region         | Property<br>Type | Number of sales (12m)* | 12 month change in<br>sales volumes* | Median<br>Value | 12 month<br>change in<br>home value<br>index | Median days<br>on market<br>(3m) | Median<br>vendor<br>discounting<br>(3m) |
|-------|------------------------|------------------|------------------------|--------------------------------------|-----------------|--|----------------------------------|---|
| NSW   | Albury (C)             | Houses           | 949                    | -27.8%                               | \$575,145       | -2.2%  | 40                               | -3.6%                                   |
| NSW   | Albury (C)             | Units            | 246                    | -25.0%                               | \$307,559       | 3.5%   | 42                               | n.a                                     |
| NSW   | Armidale Regional (A)  | Houses           | 616                    | -28.3%                               | \$480,831       | 1.8%   | 49                               | -5.4%                                   |
| NSW   | Armidale Regional (A)  | Units            | 70                     | -28.6%                               | \$325,333       | 1.7%   | n.a                              | n.a                                     |
| NSW   | Ballina (A)            | Houses           | 445                    | -35.1%                               | \$996,003       | -27.0%                                       | 79                               | -8.1%                                   |
| NSW   | Ballina (A)            | Units            | 236                    | -37.2%                               | \$663,998       | -20.3%                                       | 73                               | n.a                                     |
| NSW   | Bathurst Regional (A)  | Houses           | 770                    | -34.9%                               | \$635,903       | -10.1%                                       | 65                               | -3.0%                                   |
| NSW   | Bathurst Regional (A)  | Units            | 94                     | -25.4%                               | \$398,717       | 6.4%   | n.a                              | n.a                                     |
| NSW   | Bega Valley (A)        | Houses           | 588                    | -32.3%                               | \$824,975       | -7.8%  | 89                               | -6.9%                                   |
| NSW   | Bega Valley (A)        | Units            | 215                    | -16.7%                               | \$512,593       | -1.1%  | 52                               | n.a                                     |
| NSW   | Bellingen (A)          | Houses           | 165                    | -39.6%                               | \$762,433       | -17.5%                                       | 110                              | -7.9%                                   |
| NSW   | Bland (A)              | Houses           | 113                    | -18.1%                               | \$259,001       | 5.7%   | n.a                              | n.a                                     |
| NSW   | Blayney (A)            | Houses           | 138                    | -13.2%                               | \$543,279       | -3.8%  | n.a                              | n.a                                     |
| NSW   | Byron (A)              | Houses           | 377                    | -46.1%                               | \$1,456,290     | -29.8%                                       | 73                               | -10.4%                                  |
| NSW   | Byron (A)              | Units            | 147                    | -30.7%                               | \$1,144,624     | -21.7%                                       | n.a                              | n.a                                     |
| NSW   | Cessnock (C)           | Houses           | 1,218                  | -36.5%                               | \$584,016       | -5.4%  | 35                               | -4.6%                                   |
| NSW   | Cessnock (C)           | Units            | 134                    | -35.9%                               | \$405,590       | 2.6%   | 39                               | n.a                                     |
| NSW   | Clarence Valley (A)    | Houses           | 914                    | -28.6%                               | \$566,282       | -6.7%  | 72                               | -6.7%                                   |
| NSW   | Clarence Valley (A)    | Units            | 108                    | -41.3%                               | \$520,691       | 5.9%   | n.a                              | n.a                                     |
| NSW   | Coffs Harbour (C)      | Houses           | 934                    | -29.8%                               | \$825,159       | -9.6%  | 94                               | -5.8%                                   |
| NSW   | Coffs Harbour (C)      | Units            | 346                    | -29.2%                               | \$546,575       | 0.2%   | 49                               | -5.1%                                   |
| NSW   | Coolamon (A)           | Houses           | 90                     | -18.9%                               | \$357,673       | 8.3%   | n.a                              | n.a                                     |
| NSW   | Cowra (A)              | Houses           | 272                    | -13.7%                               | \$371,303       | 6.2%   | 51                               | n.a                                     |
| NSW   | Cowra (A)              | Units            | 6                      | -68.4%                               | \$306,685       | 18.3%  | n.a                              | n.a                                     |
| NSW   | Dungog (A)             | Houses           | 161                    | -28.4%                               | \$646,365       | -5.2%  | 52                               | n.a                                     |
| NSW   | Edward River (A)       | Houses           | 175                    | -32.7%                               | \$296,461       | -2.9%  | n.a                              | n.a                                     |
| NSW   | Eurobodalla (A)        | Houses           | 762                    | -35.2%                               | \$836,761       | -6.8%  | 83                               | -6.0%                                   |
| NSW   | Eurobodalla (A)        | Units            | 188                    | -35.2%                               | \$531,396       | -2.9%  | 86                               | -5.8%                                   |
| NSW   | Federation (A)         | Houses           | 264                    | -19.0%                               | \$434,904       | -4.1%  | 83                               | n.a                                     |
| NSW   | Forbes (A)             | Houses           | 151                    | -30.4%                               | \$379,966       | 8.9%   | n.a                              | n.a                                     |
| NSW   | Forbes (A)             | Units            | 1                      | -75.0%                               | \$379,300       | -9.5%  | n.a                              | n.a                                     |
| NSW   | Gilgandra (A)          | Houses           | 77                     | -23.0%                               | \$198,727       | 3.9%   | n.a                              | n.a                                     |
| NSW   | Glen Innes Severn (A)  | Houses           | 218                    | -23.0%                               | \$324,066       | 9.9%   |                                  | n.a                                     |
| NSW   | Goulburn Mulwaree (A)  | Houses           | 610                    | -34.6%                               | \$581,822       | -5.8%  | n.a<br>67                        | -4.0%                                   |
|       | Goulburn Mulwaree (A)  | Units            | 51                     | -55.7%                               | \$360,139       | -12.3%                                       |                                  |   |
| NSW   | Greater Hume Shire (A) | Houses           | 183                    | -28.8%                               | \$364,227       | 2.6%   | n.a                              | n.a                                     |
| NSW   |                        |                  |                        | -23.0%                               |                 |  | n.a                              | n.a                                     |
| NSW   | Griffith (C)           | Houses           | 312                    |                                      | \$493,669       | 6.5%   | 38                               | n.a                                     |
| NSW   | Gundagai (A)           | Houses           | 204                    | -20.9%                               | \$345,370       | 0.9%   | n.a                              | n.a                                     |
| NSW   | Gunnedah (A)           | Houses           | 324                    | -15.0%                               | \$360,208       | 2.8%   | 60                               | -2.6%                                   |
| NSW   | Gunnedah (A)           | Units            | 15                     | -34.8%                               | \$336,951       | 18.2%  | n.a                              | n.a                                     |
| NSW   | Gwydir (A)             | Houses           | 120                    | -17.8%                               | \$255,951       | 5.4%   | n.a                              | n.a                                     |
| NSW   | Hay (A)                | Houses           | 71                     | 0.0%                                 | \$215,073       | 5.6%   | n.a                              | n.a                                     |
| NSW   | Hilltops (A)           | Houses           | 378                    | -17.8%                               | \$412,536       | 1.3%   | 47                               | -5.9%                                   |
| NSW   | Inverell (A)           | Houses           | 334                    | -32.0%                               | \$338,408       | 2.7%   | 55                               | -5.6%                                   |
| NSW   | Junee (A)              | Houses           | 103                    | -26.4%                               | \$339,209       | -0.9%  | n.a                              | n.a                                     |
| NSW   | Kempsey (A)            | Houses           | 450                    | -37.2%                               | \$577,824       | -5.2%  | 78                               | -5.6%                                   |
| NSW   | Kempsey (A)            | Units            | 49                     | -35.5%                               | \$458,501       | -6.2%  | n.a                              | n.a                                     |



| State | Council Region                   | Property<br>Type | Number of sales (12m)* | 12 month change in<br>sales volumes* | Median<br>Value | 12 month<br>change in<br>home value<br>index | Median days<br>on market<br>(3m) | Median<br>vendor<br>discounting<br>(3m) |
|-------|----------------------------------|------------------|------------------------|--------------------------------------|-----------------|--|----------------------------------|---|
| NSW   | Kiama (A)                        | Houses           | 290                    | -27.0%                               | \$1,429,116     | -15.7%                                       | 45                               | -6.4%                                   |
| NSW   | Kiama (A)                        | Units            | 88                     | -22.8%                               | \$868,640       | -6.0%  | n.a                              | n.a                                     |
| NSW   | Lachlan (A)                      | Houses           | 130                    | -20.2%                               | \$200,110       | 0.4%   | n.a                              | n.a                                     |
| NSW   | Lake Macquarie (C)               | Houses           | 3,022                  | -29.8%                               | \$808,737       | -11.2%                                       | 44                               | -5.0%                                   |
| NSW   | Lake Macquarie (C)               | Units            | 473                    | -37.9%                               | \$603,428       | -6.8%  | 27                               | -6.3%                                   |
| NSW   | Leeton (A)                       | Houses           | 201                    | -4.3%                                | \$339,064       | 12.9%  | n.a                              | n.a                                     |
| NSW   | Leeton (A)                       | Units            | 18                     | 0.0%                                 | \$323,010       | 33.0%  | n.a                              | n.a                                     |
| NSW   | Lismore (C)                      | Houses           | 542                    | -44.6%                               | \$548,727       | -20.6%                                       | 73                               | -8.9%                                   |
| NSW   | Lismore (C)                      | Units            | 74                     | -28.8%                               | \$443,585       | -5.1%  | n.a                              | n.a                                     |
| NSW   | Lithgow (C)                      | Houses           | 408                    | -26.9%                               | \$460,593       | -6.4%  | 93                               | -3.2%                                   |
| NSW   | Lithgow (C)                      | Units            | 24                     | 4.3%                                 | \$458,279       | 6.8%   | n.a                              | n.a                                     |
| NSW   | Liverpool Plains (A)             | Houses           | 208                    | -11.5%                               | \$286,925       | 6.5%   | 36                               | -4.1%                                   |
| NSW   | Lockhart (A)                     | Houses           | 53                     | -26.4%                               | \$332,289       | 4.1%   | n.a                              | n.a                                     |
| NSW   | Maitland (C)                     | Houses           | 1,588                  | -27.2%                               | \$706,839       | -8.9%  | 41                               | -4.2%                                   |
| NSW   | Maitland (C)                     | Units            | 182                    | -21.2%                               | \$457,021       | 0.7%   | 32                               | n.a                                     |
| NSW   | Mid-Coast (A)                    | Houses           | 1,729                  | -35.7%                               | \$710,693       | -7.2%  | 70                               | -6.5%                                   |
| NSW   | Mid-Coast (A)                    | Units            | 404                    | -31.2%                               | \$516,796       | -4.4%  | 67                               | -6.4%                                   |
| NSW   | Mid-Western Regional (A)         | Houses           | 569                    | -23.7%                               | \$680,615       | -4.3%  | 59                               | -3.5%                                   |
| NSW   | Mid-Western Regional (A)         | Units            | 18                     | -64.7%                               | \$452,899       | -2.5%  | n.a                              | n.a                                     |
| NSW   | Muswellbrook (A)                 | Houses           | 502                    | -22.3%                               | \$432,317       | 7.4%   | 53                               | -2.8%                                   |
| NSW   | Muswellbrook (A)                 | Units            | 77                     | -36.9%                               | \$280,667       | 5.1%   | n.a                              | n.a                                     |
| NSW   | Nambucca (A)                     | Houses           | 315                    | -29.7%                               | \$648,929       | -9.2%  | 83                               | -3.5%                                   |
| NSW   | Nambucca (A)                     | Units            | 34                     | -34.6%                               | \$495,775       | -10.3%                                       | n.a                              | n.a                                     |
| NSW   | Narrandera (A)                   | Houses           | 120                    | -32.6%                               | \$283,035       | 11.8%  | n.a                              | n.a                                     |
| NSW   | Narromine (A)                    | Houses           | 121                    | -20.9%                               | \$318,477       | 4.4%   | n.a                              | n.a                                     |
| NSW   | Newcastle (C)                    | Houses           | 2,193                  | -23.1%                               | \$856,197       | -10.4%                                       | 29                               | -4.8%                                   |
| NSW   | Newcastle (C)                    | Units            | 1,000                  | -32.8%                               | \$679,164       | -3.6%  | 28                               | -3.0%                                   |
| NSW   | Oberon (A)                       | Houses           | 84                     | -44.4%                               | \$471,339       | -8.7%  | n.a                              | n.a                                     |
| NSW   | Orange (C)                       | Houses           | 709                    | -27.7%                               | \$638,005       | -9.4%  | 69                               | -4.8%                                   |
| NSW   | Orange (C)                       | Units            | 74                     | -20.4%                               | \$470,177       | 0.8%   | n.a                              | n.a                                     |
| NSW   | Parkes (A)                       | Houses           | 294                    | -34.4%                               | \$380,097       | 5.0%   | 58                               | -6.7%                                   |
| NSW   | Port Macquarie-Hastings (A)      | Houses           | 1,360                  | -29.8%                               | \$833,642       | -7.4%  | 42                               | -3.9%                                   |
| NSW   | Port Macquarie-Hastings (A)      | Units            | 441                    | -26.7%                               | \$562,094       | -4.5%  | 32                               | -3.5%                                   |
| NSW   | Port Stephens (A)                | Houses           | 1,243                  | -26.1%                               | \$854,237       | -8.9%  | 58                               | -4.2%                                   |
| NSW   | Queanbeyan-Palerang Regional (A) | Houses           | 859                    | -32.7%                               | \$875,360       | -8.7%  | 74                               | -5.9%                                   |
| NSW   | Queanbeyan-Palerang Regional (A) | Units            | 440                    | -20.9%                               | \$418,418       | -3.7%  | 49                               | -2.9%                                   |
| NSW   | Richmond Valley (A)              | Houses           | 288                    | -40.5%                               | \$458,263       | -17.4%                                       | 98                               | -7.3%                                   |
| NSW   | Richmond Valley (A)              | Units            | 41                     | -34.9%                               | \$401,829       | -17.0%                                       | n.a                              | n.a                                     |
| NSW   | Shellharbour (C)                 | Houses           | 959                    | -31.1%                               | \$823,636       | -14.6%                                       | 49                               | -4.9%                                   |
| NSW   | Shellharbour (C)                 | Units            | 279                    | -28.8%                               | \$614,810       | -5.8%  | 55                               | -2.2%                                   |
| NSW   | Shoalhaven (C)                   | Houses           | 1,859                  | -38.9%                               | \$836,741       | -16.0%                                       | 85                               | -6.9%                                   |
| NSW   | Singleton (A)                    | Houses           | 415                    | -33.7%                               | \$632,996       | -3.7%  | 42                               | -2.5%                                   |
| NSW   | Singleton (A)                    | Units            | 74                     | -18.7%                               | \$356,993       | 4.1%   | n.a                              | n.a                                     |
| NSW   | Snowy Monaro Regional (A)        | Houses           | 437                    | -15.3%                               | \$488,428       | -10.3%                                       | 78                               | -4.3%                                   |
| NSW   | Snowy Monaro Regional (A)        | Units            | 94                     | -36.9%                               | \$695,749       | -4.5%  | n.a                              | n.a                                     |
| NSW   | Snowy Valleys (A)                | Houses           | 244                    | -26.9%                               | \$348,494       | -0.1%  | 52                               | -5.8%                                   |
| NSW   | Tamworth Regional (A)            | Houses           | 1,332                  | -24.9%                               | \$466,114       | 6.1%   | 46                               | -4.0%                                   |



| State | Council Region              | Property<br>Type | Number of sale:<br>(12m)* | s 12 month change in<br>sales volumes* | Median<br>Value | 12 month<br>change in<br>home value<br>index | Median days<br>on market<br>(3m) | Median<br>vendor<br>discounting<br>(3m) |
|-------|-----------------------------|------------------|---------------------------|--|-----------------|--|----------------------------------|---|
| NSW   | Tamworth Regional (A)       | Units            | 96                        | -8.6%                                  | \$331,073       | 13.4%  | n.a                              | n.a                                     |
| NSW   | Temora (A)                  | Houses           | 117                       | -8.6%                                  | \$318,208       | -7.4%  | n.a                              | n.a                                     |
| NSW   | Tenterfield (A)             | Houses           | 145                       | -42.5%                                 | \$397,348       | 12.0%  | n.a                              | n.a                                     |
| NSW   | Tweed (A)                   | Houses           | 1,024                     | -38.9%                                 | \$920,858       | -21.3%                                       | 59                               | -6.0%                                   |
| NSW   | Tweed (A)                   | Units            | 887                       | -21.5%                                 | \$662,079       | -9.2%  | 48                               | -4.7%                                   |
| NSW   | Upper Hunter Shire (A)      | Houses           | 314                       | -24.9%                                 | \$470,178       | 6.6%   | 36                               | n.a                                     |
| NSW   | Upper Lachlan Shire (A)     | Houses           | 153                       | -25.4%                                 | \$538,546       | -7.0%  | n.a                              | n.a                                     |
| NSW   | Uralla (A)                  | Houses           | 141                       | -19.9%                                 | \$508,920       | 4.7%   | n.a                              | n.a                                     |
| NSW   | Wagga Wagga (C)             | Houses           | 1,256                     | -25.2%                                 | \$518,615       | 1.1%   | 45                               | -3.8%                                   |
| NSW   | Wagga Wagga (C)             | Units            | 124                       | -30.3%                                 | \$333,836       | 19.3%  | 56                               | n.a                                     |
| NSW   | Walcha (A)                  | Houses           | 39                        | -22.0%                                 | \$360,459       | 0.2%   | n.a                              | n.a                                     |
| NSW   | Warrumbungle Shire (A)      | Houses           | 209                       | -22.6%                                 | \$228,939       | -1.8%  | n.a                              | n.a                                     |
| NSW   | Wentworth (A)               | Houses           | 125                       | -12.0%                                 | \$356,209       | -2.2%  | n.a                              | n.a                                     |
| NSW   | Western Plains Regional (A) | Houses           | 1,023                     | -22.5%                                 | \$476,364       | 1.1%   | 41                               | -3.1%                                   |
| NSW   | Wingecarribee (A)           | Houses           | 925                       | -39.3%                                 | \$1,176,769     | -15.8%                                       | 65                               | -6.8%                                   |
| NSW   | Wollongong (C)              | Houses           | 2,048                     | -24.6%                                 | \$962,466       | -13.1%                                       | 31                               | -5.1%                                   |
| NSW   | Wollongong (C)              | Units            | 1,093                     | -40.0%                                 | \$678,958       | -5.1%  | 42                               | -3.1%                                   |
| VIC   | Alpine (S)                  | Houses           | 164                       | -38.6%                                 | \$788,899       | -5.4%  | n.a                              | n.a                                     |
| VIC   | Ararat (RC)                 | Houses           | 185                       | -20.3%                                 | \$349,224       | 3.5%   | 72                               | -7.2%                                   |
| VIC   | Ballarat (C)                | Houses           | 1,881                     | -22.5%                                 | \$601,526       | -10.8%                                       | 42                               | -4.7%                                   |
| VIC   | Ballarat (C)                | Units            | 308                       | -21.0%                                 | \$380,119       | -4.6%  | 65                               | -2.5%                                   |
| VIC   | Bass Coast (S)              | Houses           | 744                       | -41.6%                                 | \$798,040       | -9.5%  | 81                               | -5.4%                                   |
| VIC   | Bass Coast (S)              | Units            | 128                       | -29.3%                                 | \$544,795       | -9.5%  | n.a                              | n.a                                     |
| VIC   | Baw Baw (S)                 | Houses           | 937                       | -17.6%                                 | \$638,628       | -12.3%                                       | 56                               | -4.9%                                   |
| VIC   | Baw Baw (S)                 | Units            | 103                       | -27.0%                                 | \$415,871       | -7.2%  | n.a                              | n.a                                     |
| VIC   | Benalla (RC)                | Houses           | 206                       | -20.8%                                 | \$436,316       | -3.2%  | 47                               | -3.0%                                   |
| VIC   | Benalla (RC)                | Units            | 20                        | -23.1%                                 | \$341,736       | -1.4%  | n.a                              | n.a                                     |
| VIC   | Campaspe (S)                | Houses           | 446                       | -28.6%                                 | \$461,795       | -8.6%  | 50                               | -3.1%                                   |
| VIC   | Central Goldfields (S)      | Houses           | 206                       | -31.6%                                 | \$363,922       | -8.3%  | 82                               | -5.4%                                   |
| VIC   | Central Goldfields (S)      | Units            | 11                        | -65.6%                                 | \$327,865       | -2.0%  | n.a                              | n.a                                     |
| VIC   | Colac-Otway (S)             | Houses           | 321                       | -17.7%                                 | \$604,201       | -1.4%  | 42                               | -4.8%                                   |
| VIC   | Corangamite (S)             | Houses           | 190                       | -32.6%                                 | \$408,312       | -1.5%  | 38                               | n.a                                     |
| VIC   | East Gippsland (S)          | Houses           | 778                       | -33.0%                                 | \$536,818       | -5.2%  | 74                               | -4.5%                                   |
| VIC   | East Gippsland (S)          | Units            | 65                        | -50.8%                                 | \$358,108       | -4.8%  | n.a                              | n.a                                     |
| VIC   | Glenelg (S)                 | Houses           | 272                       | -35.2%                                 | \$424,395       | 2.3%   | 82                               | -7.5%                                   |
| VIC   | Glenelg (S)                 | Units            | 27                        | -18.2%                                 | \$334,242       | 19.4%  | n.a                              | n.a                                     |
| VIC   | Golden Plains (S)           | Houses           | 188                       | -8.7%                                  | \$750,008       | -13.0%                                       | 64                               | -4.7%                                   |
| VIC   | Greater Bendigo (C)         | Houses           | 1,797                     | -23.6%                                 | \$565,575       | -9.7%  | 44                               | -4.2%                                   |
| VIC   | Greater Bendigo (C)         | Units            | 282                       | -21.0%                                 | \$408,730       | -1.2%  | 24                               | n.a                                     |
| VIC   | Greater Geelong (C)         | Houses           | 4,123                     | -24.5%                                 | \$753,006       | -9.8%  | 45                               | -5.4%                                   |
| VIC   | Greater Geelong (C)         | Units            | 801                       | -23.9%                                 | \$506,170       | -11.4%                                       | 45                               | -5.8%                                   |
| VIC   | Greater Shepparton (C)      | Houses           | 878                       | -24.9%                                 | \$482,273       | -4.5%  | 51                               | -3.8%                                   |
| VIC   | Hindmarsh (S)               | Houses           | 109                       | -26.4%                                 | \$216,504       | 5.4%   | n.a                              | n.a                                     |
| VIC   | Horsham (RC)                | Houses           | 338                       | -21.8%                                 | \$377,663       | -3.4%  | 34                               | -5.1%                                   |
| VIC   | Horsham (RC)                | Units            | 49                        | -23.4%                                 | \$308,709       | 1.6%   | n.a                              | n.a                                     |
| VIC   | Indigo (S)                  | Houses           | 175                       | -21.9%                                 | \$651,473       | -6.3%  | 41                               | n.a                                     |
|       | •                           |                  |                           |  |                 |  |                                  |   |
| VIC   | Latrobe (C) (Vic.)          | Houses           | 1,305                     | -28.6%                                 | \$414,494       | -3.8%  | 63                               | -5.2%                                   |



| State | · Council Region            | Property<br>Type | Number of sales (12m)* | 12 month change in<br>sales volumes* | Median<br>Value | 12 month<br>change in<br>home value<br>index | Median days<br>on market<br>(3m) | Median<br>vendor<br>discounting<br>(3m) |
|-------|-----------------------------|------------------|------------------------|--------------------------------------|-----------------|--|----------------------------------|---|
| VIC   | Latrobe (C) (Vic.)          | Units            | 172                    | -25.5%                               | \$285,457       | -2.7%  | n.a                              | n.a                                     |
| VIC   | Loddon (S)                  | Houses           | 68                     | -33.3%                               | \$276,492       | -12.3%                                       | n.a                              | n.a                                     |
| VIC   | Mansfield (S)               | Houses           | 154                    | -29.7%                               | \$771,569       | -9.2%  | 50                               | n.a                                     |
| VIC   | Mildura (RC)                | Houses           | 971                    | -13.2%                               | \$424,844       | -0.9%  | 26                               | -4.2%                                   |
| VIC   | Mildura (RC)                | Units            | 153                    | -13.1%                               | \$286,103       | -2.0%  | n.a                              | n.a                                     |
| VIC   | Mitchell (S)                | Houses           | 599                    | -25.4%                               | \$643,191       | -8.3%  | 65                               | -6.4%                                   |
| VIC   | Mitchell (S)                | Units            | 50                     | -27.5%                               | \$427,116       | 4.7%   | n.a                              | n.a                                     |
| VIC   | Moira (S)                   | Houses           | 454                    | -20.6%                               | \$497,982       | -2.8%  | 56                               | -4.0%                                   |
| VIC   | Mount Alexander (S)         | Houses           | 227                    | -30.4%                               | \$760,548       | -3.4%  | 76                               | -5.8%                                   |
| VIC   | Moyne (S)                   | Houses           | 150                    | -27.9%                               | \$858,622       | -1.7%  | 69                               | -6.5%                                   |
| VIC   | Murrindindi (S)             | Houses           | 152                    | -39.9%                               | \$645,084       | -8.2%  | 35                               | -3.6%                                   |
| VIC   | Northern Grampians (S)      | Houses           | 197                    | -4.4%                                | \$335,555       | 5.1%   | n.a                              | n.a                                     |
| VIC   | Queenscliffe (B)            | Houses           | 55                     | -40.9%                               | \$1,583,114     | -8.6%  | n.a                              | n.a                                     |
| VIC   | Queenscliffe (B)            | Units            | 14                     | -17.6%                               | \$747,776       | -9.4%  | n.a                              | n.a                                     |
| VIC   | South Gippsland (S)         | Houses           | 389                    | -33.4%                               | \$631,778       | -7.0%  | 62                               | -4.2%                                   |
| VIC   | South Gippsland (S)         | Units            | 33                     | -23.3%                               | \$436,723       | -1.7%  | n.a                              | n.a                                     |
| VIC   | Southern Grampians (S)      | Houses           | 245                    | -32.3%                               | \$373,879       | -2.5%  | 38                               | -6.1%                                   |
| VIC   | Strathbogie (S)             | Houses           | 146                    | -27.7%                               | \$544,150       | -7.4%  | 68                               | n.a                                     |
| VIC   | Surf Coast (S)              | Houses           | 445                    | -28.7%                               | \$1,418,614     | -9.8%  | 51                               | -4.4%                                   |
| VIC   | Surf Coast (S)              | Units            | 82                     | -15.5%                               | \$867,416       | -7.2%  | n.a                              | n.a                                     |
| VIC   | Towong (S)                  | Houses           | 86                     | -12.2%                               | \$359,798       | -6.2%  | n.a                              | n.a                                     |
| VIC   | Wangaratta (RC)             | Houses           | 358                    | -32.1%                               | \$533,750       | -2.3%  | 35                               | -4.7%                                   |
| VIC   | Wangaratta (RC)             | Units            | 57                     | -9.5%                                | \$366,563       | 8.8%   | n.a                              | n.a                                     |
| VIC   | Warrnambool (C)             | Houses           | 574                    | -12.6%                               | \$608,001       | -6.7%  | 35                               | -5.5%                                   |
| VIC   | Wellington (S)              | Houses           | 670                    | -35.5%                               | \$457,966       | -2.2%  | 63                               | -4.3%                                   |
| VIC   | Wellington (S)              | Units            | 88                     | -36.2%                               | \$324,497       | -0.6%  | n.a                              | n.a                                     |
| VIC   | Wodonga (C)                 | Houses           | 683                    | -25.8%                               | \$563,525       | -3.1%  | 39                               | -3.2%                                   |
| VIC   | Wodonga (C)                 | Units            | 111                    | -27.0%                               | \$340,150       | 8.7%   | n.a                              | n.a                                     |
| VIC   | Yarriambiack (S)            | Houses           | 139                    | -12.6%                               | \$203,099       | 8.4%   | n.a                              | n.a                                     |
| OLD   | Balonne (S)                 | Houses           | 100                    | 14.9%                                | \$203,033       | 2.6%   | n.a                              | n.a                                     |
| QLD   | Bundaberg (R)               | Houses           | 2,320                  | -28.3%                               | \$462,555       | 2.2%   | 26                               | -4.1%                                   |
|       | Bundaberg (R)               | Units            | 2,520                  | -37.7%                               | \$314,717       | 5.9%   | 22                               | n.a                                     |
| QLD   | Burdekin (S)                | Houses           | 322                    | -11.8%                               | \$220,707       | 2.1%   | 98                               | -7.9%                                   |
| QLD   | Cairns (R)                  | Houses           | 2,939                  | -21.4%                               | \$557,797       | -1.8%  | 24                               | -4.2%                                   |
| QLD   | Cairns (R)                  | Units            | 2,959                  | -14.7%                               | \$325,778       | 14.2%  | 18                               | -2.2%                                   |
| QLD   | Cassowary Coast (R)         |                  | 695                    | -23.1%                               | \$325,778       | -1.0%  | 85                               | -6.9%                                   |
| QLD   | , , ,                       | Houses           |                        | -27.7%                               |                 | 10.5%  |                                  |   |
| QLD   | Cassowary Coast (R)         | Units            | 102                    |                                      | \$261,833       |  | n.a                              | n.a                                     |
| QLD   | Central Highlands (R) (Qld) | Houses           | 663                    | 15.9%                                | \$284,947       | 2.0%   | 44                               | -5.1%                                   |
| QLD   | Central Highlands (R) (Qld) | Units            | 83                     | 9.2%                                 | \$179,748       | -15.4%                                       | n.a                              | n.a                                     |
| QLD   | Charters Towers (R)         | Houses           | 256                    | -16.9%<br>-40.8%                     | \$243,107       | 2.6%   | n.a                              | n.a                                     |
| QLD   | Douglas (S)                 | Houses           | 245                    |                                      | \$643,442       | 0.3%   | 53                               | -4.0%                                   |
| QLD   | Douglas (S)                 | Units            | 413                    | -20.3%                               | \$405,223       | 20.5%  | n.a                              | n.a                                     |
| QLD   | Fraser Coast (R)            | Houses           | 2,659                  | -28.8%                               | \$552,904       | -3.9%  | 48                               | -3.3%                                   |
| QLD   | Fraser Coast (R)            | Units            | 374                    | -37.6%                               | \$406,804       | -2.7%  | 33                               | n.a                                     |
| QLD   | Gladstone (R)               | Houses           | 1,765                  | -7.8%                                | \$411,868       | -2.9%  | 51                               | -4.7%                                   |
| QLD   | Gold Coast (C)              | Houses           | 8,752                  | -27.3%                               | \$975,007       | -9.3%  | 33                               | -4.4%                                   |
| QLD   | Gold Coast (C)              | Units            | 8,205                  | -28.7%                               | \$654,422       | -3.5%  | 28                               | -3.2%                                   |



| State | Council Region                        | Property<br>Type | Number of sales (12m)* | 12 month change in<br>sales volumes* | Median<br>Value        | 12 month<br>change in<br>home value<br>index | Median days<br>on market<br>(3m) | Median<br>vendor<br>discounting<br>(3m) |
|-------|---------------------------------------|------------------|------------------------|--------------------------------------|------------------------|--|----------------------------------|---|
| QLD   | Goondiwindi (R)                       | Houses           | 183                    | -10.7%                               | \$336,792              | 0.0%   | n.a                              | n.a                                     |
| QLD   | Gympie (R)                            | Houses           | 1,210                  | -30.6%                               | \$565,945              | -8.9%  | 50                               | -6.3%                                   |
| QLD   | Gympie (R)                            | Units            | 104                    | -32.5%                               | \$418,939              | 4.7%   | n.a                              | n.a                                     |
| QLD   | Hinchinbrook (S)                      | Houses           | 221                    | -21.6%                               | \$241,620              | 0.8%   | n.a                              | n.a                                     |
| QLD   | Isaac (R)                             | Houses           | 362                    | 10.4%                                | \$253,530              | 3.3%   | 107                              | -7.1%                                   |
| QLD   | Livingstone (S)                       | Houses           | 891                    | -29.7%                               | \$632,830              | 7.3%   | 31                               | -4.2%                                   |
| QLD   | Mackay (R)                            | Houses           | 2,747                  | -11.8%                               | \$447,492              | -0.5%  | 30                               | -3.6%                                   |
| QLD   | Maranoa (R)                           | Houses           | 261                    | -10.9%                               | \$255,393              | 0.5%   | n.a                              | n.a                                     |
| QLD   | Mareeba (S)                           | Houses           | 345                    | -23.0%                               | \$449,854              | 0.8%   | 83                               | n.a                                     |
| QLD   | Noosa (S)                             | Houses           | 976                    | -31.0%                               | \$1,231,401            | -17.3%                                       | 80                               | -9.4%                                   |
| QLD   | North Burnett (R)                     | Houses           | 274                    | -21.3%                               | \$223,565              | 1.4%   | n.a                              | n.a                                     |
| QLD   | Rockhampton (R)                       | Houses           | 2,459                  | -0.7%                                | \$367,813              | 5.0%   | 28                               | -4.5%                                   |
| QLD   | South Burnett (R)                     | Houses           | 824                    | -36.8%                               | \$324,906              | 4.6%   | 39                               | -3.1%                                   |
| QLD   | Southern Downs (R)                    | Houses           | 769                    | -39.3%                               | \$400,646              | 9.2%   | 56                               | -3.1%                                   |
| QLD   | Sunshine Coast (R)                    | Houses           | 5,363                  | -28.4%                               | \$942,019              | -12.2%                                       | 46                               | -4.8%                                   |
| QLD   | Sunshine Coast (R)                    | Units            | 2,332                  | -30.6%                               | \$684,970              | -5.9%  | 42                               | -4.2%                                   |
| QLD   | Tablelands (R)                        | Houses           | 538                    | -27.5%                               | \$449,443              | 2.0%   | 33                               | -2.2%                                   |
| QLD   | Tablelands (R)                        | Units            | 40                     | -11.1%                               | \$316,498              | 12.8%  | n.a                              | n.a                                     |
| QLD   | Toowoomba (R)                         | Houses           | 3,462                  | -19.0%                               | \$536,098              | 1.6%   | 23                               | -3.2%                                   |
| QLD   | Toowoomba (R)                         | Units            | 664                    | -22.8%                               | \$348,997              | 12.8%  | 42                               | -3.1%                                   |
| QLD   | Townsville (C)                        | Houses           | 4,803                  | 1.5%                                 | \$407,355              | -0.2%  | 27                               | -4.0%                                   |
| QLD   | Townsville (C)                        | Units            | 1,209                  | 1.1%                                 | \$273,301              | -2.2%  | 35                               | -4.3%                                   |
| QLD   | Western Downs (R)                     | Houses           | 869                    | -4.5%                                | \$266,749              | 1.7%   | 34                               | -2.4%                                   |
| QLD   | Whitsunday (R)                        | Houses           | 956                    | -15.2%                               | \$454,670              | -0.3%  | 48                               | -5.5%                                   |
| QLD   | Whitsunday (R)                        | Units            | 441                    | -13.7%                               | \$384,157              | 13.7%  | 35                               | -4.0%                                   |
| SA    | Alexandrina (DC)                      | Houses           | 639                    | -18.4%                               | \$627,943              | 9.3%   | 36                               | -3.1%                                   |
| SA    | Barossa (DC)                          | Houses           | 420                    | -5.2%                                | \$541,787              | 9.6%   | 35                               | -4.4%                                   |
| SA    | Berri and Barmera (DC)                | Houses           | 167                    | -15.7%                               | \$303,851              | 7.4%   | n.a                              | n.a                                     |
| SA    | Ceduna (DC)                           | Houses           | 56                     | 0.0%                                 | \$240,730              | 0.4%   | n.a                              | n.a                                     |
| SA    | Copper Coast (DC)                     | Houses           | 433                    | -27.3%                               | \$383,017              | 5.5%   | 47                               | -3.2%                                   |
| SA    | Grant (DC)                            | Houses           | 137                    | 0.7%                                 | \$522,143              | 11.1%  | 39                               | n.a                                     |
| SA    | Kangaroo Island (DC)                  | Houses           | 126                    | -15.4%                               | \$410,870              | 10.9%  | n.a                              | n.a                                     |
| SA    | Kingston (DC) (SA)                    | Houses           | 72                     | -34.5%                               | \$384,397              | -0.6%  | n.a                              | n.a                                     |
| SA    | Light (RegC)                          | Houses           | 225                    | -10.0%                               | \$537,343              | 11.6%  | 22                               | n.a                                     |
| SA    | Loxton Waikerie (DC)                  | Houses           | 186                    | -14.7%                               | \$337,723              | 18.0%  | 61                               | n.a                                     |
| SA    | Mid Murray (DC)                       | Houses           | 231                    | -23.3%                               | \$376,594              | 10.8%  | 70                               | n.a                                     |
| SA    | Mount Gambier (C)                     | Houses           | 537                    | -15.8%                               | \$386,052              | 7.9%   | 40                               | -4.1%                                   |
| SA    | Murray Bridge (RC)                    | Houses           | 490                    | -2.0%                                | \$392,699              | 19.1%  | 37                               | -2.3%                                   |
|       | Naracoorte and Lucindale (DC)         | Houses           | 153                    | -19.5%                               | \$331,867              | 15.2%  |                                  |   |
| SA    | , ,                                   |                  |                        |                                      |                        |  | n.a                              | n.a                                     |
| SA    | Port Lincoln (C) Renmark Paringa (DC) | Houses<br>Houses | 299<br>167             | -13.1%<br>21.0%                      | \$348,794<br>\$335,838 | 7.6%<br>10.0%                                | 47<br>60                         | -2.5%                                   |
| SA    | Robe (DC)                             |                  |                        |                                      |                        |  | 60<br>n a                        | n.a                                     |
| SA    | , ,                                   | Houses           | 49                     | -16.9%                               | \$563,645              | 3.4%   | n.a                              | n.a                                     |
| SA    | Southern Mallee (DC)                  | Houses           | 33                     | 65.0%                                | \$199,082              | 19.5%  | n.a                              | n.a                                     |
| SA    | Tatiara (DC)                          | Houses           | 119                    | 9.2%                                 | \$244,442              | 8.0%   | n.a                              | n.a                                     |
| SA    | The Coorong (DC)                      | Houses           | 119                    | -0.8%                                | \$297,190              | 10.6%  | n.a                              | n.a                                     |
| SA    | Victor Harbor (C)                     | Houses           | 426                    | -8.8%                                | \$633,506              | 10.7%  | 44                               | -4.0%                                   |
| SA    | Wattle Range (DC)                     | Houses           | 232                    | -29.3%                               | \$313,036              | 9.5%   | 39                               | n.a                                     |



| State      | Council Region               | Property<br>Type | Number of<br>sales (12m)* | 12 month change in sales volumes* | Median<br>Value | 12 month<br>change in<br>home value<br>index | Median days<br>on market<br>(3m) | Median<br>vendor<br>discounting<br>(3m) |
|------------|------------------------------|------------------|---------------------------|-----------------------------------|-----------------|--|----------------------------------|---|
| SA         | Whyalla (C)                  | Houses           | 550                       | 22.5%                             | \$218,358       | 9.6%   | 51                               | -4.0%                                   |
| SA         | Yankalilla (DC)              | Houses           | 148                       | -29.2%                            | \$634,586       | 14.1%  | 44                               | n.a                                     |
| WA         | Albany (C)                   | Houses           | 749                       | -18.8%                            | \$507,602       | 5.8%   | 34                               | -3.3%                                   |
| WA         | Augusta-Margaret River (S)   | Houses           | 392                       | -21.3%                            | \$717,067       | 1.5%   | 34                               | n.a                                     |
| WA         | Bridgetown-Greenbushes (S)   | Houses           | 166                       | -30.8%                            | \$499,276       | 4.7%   | n.a                              | n.a                                     |
| WA         | Broome (S)                   | Houses           | 379                       | 6.2%                              | \$578,170       | -10.3%                                       | 70                               | -6.2%                                   |
| WA         | Bunbury (C)                  | Houses           | 844                       | -0.2%                             | \$411,173       | 6.1%   | 22                               | -1.6%                                   |
| WA         | Bunbury (C)                  | Units            | 197                       | -3.4%                             | \$334,775       | -2.4%  | 89                               | n.a                                     |
| WA         | Busselton (C)                | Houses           | 986                       | -22.1%                            | \$716,688       | 2.6%   | 35                               | -3.4%                                   |
| WA         | Capel (S)                    | Houses           | 401                       | -15.4%                            | \$527,112       | 7.0%   | 26                               | n.a                                     |
| WA         | Carnarvon (S)                | Houses           | 60                        | -23.1%                            | \$249,717       | -0.7%  | n.a                              | n.a                                     |
| WA         | Chapman Valley (S)           | Houses           | 17                        | -22.7%                            | \$681,756       | -0.1%  | n.a                              | n.a                                     |
| WA         | Chittering (S)               | Houses           | 107                       | -23.0%                            | \$785,212       | 14.1%  | n.a                              | n.a                                     |
| WA         | Collie (S)                   | Houses           | 215                       | -20.7%                            | \$273,423       | 15.2%  | 21                               | n.a                                     |
| WA         | Coolgardie (S)               | Houses           | 139                       | 24.1%                             | \$141,181       | -2.9%  | n.a                              | n.a                                     |
| WA         | Dandaragan (S)               | Houses           | 114                       | -24.5%                            | \$451,792       | 16.1%  | n.a                              | n.a                                     |
| WA         | Dardanup (S)                 | Houses           | 312                       | -7.7%                             | \$504,583       | 6.2%   | 27                               | n.a                                     |
| WA         | Denmark (S)                  | Houses           | 127                       | -33.5%                            | \$599,271       | 4.6%   | n.a                              | n.a                                     |
| WA         | Donnybrook-Balingup (S)      | Houses           | 97                        | -21.8%                            | \$487,631       | 3.6%   | n.a                              | n.a                                     |
| WA         | Exmouth (S)                  | Houses           | 86                        | -30.1%                            | \$642,483       | 4.6%   | n.a                              | n.a                                     |
| WA         | Gingin (S)                   | Houses           | 182                       | -11.7%                            | \$491,117       | 11.8%  | 68                               | -6.8%                                   |
| WA         | Gnowangerup (S)              | Houses           | 29                        | 26.1%                             | \$155,599       | 9.3%   | n.a                              | n.a                                     |
| WA         | Greater Geraldton (C)        | Houses           | 1,012                     | 1.1%                              | \$359,435       | -0.1%  | 83                               | -6.4%                                   |
| WA         | Harvey (S)                   | Houses           | 565                       | -23.5%                            | \$505,840       | 8.0%   | 17                               | -4.8%                                   |
| WA         | Irwin (S)                    | Houses           | 91                        | -15.7%                            | \$389,720       | -1.6%  | n.a                              | n.a                                     |
| WA         | Kalgoorlie/Boulder (C)       | Houses           | 872                       | 14.3%                             | \$325,604       | -3.3%  | 31                               | -3.5%                                   |
| WA         | Karratha (C)                 | Houses           | 413                       | -14.3%                            | \$535,447       | -1.7%  | 22                               | -1.6%                                   |
| WA         | Katanning (S)                | Houses           | 93                        | 22.4%                             | \$191,820       | -1.0%  | n.a                              | n.a                                     |
| WA         | Kojonup (S)                  | Houses           | 25                        | -3.8%                             | \$203,936       | 8.9%   | n.a                              | n.a                                     |
| WA         | Manjimup (S)                 | Houses           | 163                       | -26.6%                            | \$299,905       | 3.4%   | n.a                              | n.a                                     |
| WA         | Merredin (S)                 | Houses           | 84                        | 2.4%                              | \$181,183       | 15.6%  | n.a                              | n.a                                     |
| WA         | Northam (S)                  | Houses           | 289                       | -10.0%                            | \$299,349       | 11.5%  | 27                               | n.a                                     |
| WA         | Northampton (S)              | Houses           | 99                        | -2.9%                             | \$325,102       | 6.8%   | n.a                              | n.a                                     |
| WA         | Plantagenet (S)              | Houses           | 101                       | -28.9%                            | \$314,560       | 16.0%  | n.a                              | n.a                                     |
| WA         | Port Hedland (T)             | Houses           | 329                       | -2.1%                             | \$438,648       | 4.2%   | 42                               | -2.3%                                   |
| WA         | Toodyay (S)                  | Houses           | 123                       | -24.5%                            | \$472,998       | 9.8%   | n.a                              | n.a                                     |
| WA         | Waroona (S)                  | Houses           | 140                       | 4.5%                              | \$404,696       | 8.1%   | 33                               | n.a                                     |
| WA         | Wongan-Ballidu (S)           | Houses           | 27                        | -6.9%                             | \$163,649       | 5.6%   | n.a                              | n.a                                     |
| WA         | York (S)                     | Houses           | 102                       | -17.7%                            | \$321,182       | 4.9%   | n.a                              | n.a                                     |
| TAS        | Burnie (C)                   | Houses           | 319                       | -34.0%                            | \$408,421       | 0.6%   | 60                               | -5.1%                                   |
| TAS        | Burnie (C)                   | Units            | 65                        | -18.8%                            | \$365,019       | 5.9%   | n.a                              | n.a                                     |
| TAS        | Central Coast (M) (Tas.)     | Houses           | 277                       | -33.9%                            | \$503,013       | -1.4%  | 54                               | -4.3%                                   |
| TAS        | Central Coast (M) (Tas.)     | Units            | 46                        | -27.0%                            | \$383,744       | -4.5%  | n.a                              | n.a                                     |
| TAS        | Central Highlands (M) (Tas.) | Houses           | 78                        | -30.4%                            | \$286,466       | -9.4%  | n.a                              | n.a                                     |
|            | Devonport (C)                | Houses           | 456                       | -17.2%                            | \$461,384       | -9.4%  | 49                               | -4.2%                                   |
| TAS        | Devonport (C)                | Units            | 96                        | -8.6%                             | \$368,575       | -2.1%  |                                  |   |
| TAS<br>TAS | Dorset (M)                   | Houses           | 129                       | -21.3%                            | \$469,187       | -7.9%  | n.a<br>94                        | n.a<br>n.a                              |



| State | Council Region           | Property<br>Type | Number of sales (12m)* | 12 month change<br>in sales<br>volumes* | Median<br>Value | 12 month<br>change in<br>home value<br>index | Median<br>days on<br>market<br>(3m) | Median<br>vendor<br>discounting<br>(3m) |
|-------|--------------------------|------------------|------------------------|---|-----------------|--|-------------------------------------|---|
| TAS   | George Town (M)          | Houses           | 144                    | -29.8%                                  | \$378,001       | -6.9%  | 76                                  | n.a                                     |
| TAS   | Glamorgan/Spring Bay (M) | Houses           | 118                    | -34.1%                                  | \$657,025       | -7.3%  | 98                                  | n.a                                     |
| TAS   | Kentish (M)              | Houses           | 99                     | -23.8%                                  | \$486,540       | -5.0%  | 70                                  | n.a                                     |
| TAS   | Latrobe (M) (Tas.)       | Houses           | 163                    | -35.6%                                  | \$627,512       | -3.8%  | 59                                  | -4.7%                                   |
| TAS   | Latrobe (M) (Tas.)       | Units            | 44                     | -30.2%                                  | \$401,645       | -2.0%  | n.a                                 | n.a                                     |
| TAS   | Launceston (C)           | Houses           | 985                    | -18.8%                                  | \$528,362       | -9.4%  | 51                                  | -5.5%                                   |
| TAS   | Meander Valley (M)       | Houses           | 273                    | -20.4%                                  | \$603,458       | -9.7%  | 51                                  | -5.2%                                   |
| TAS   | Meander Valley (M)       | Units            | 60                     | -4.8%                                   | \$436,785       | -3.3%  | n.a                                 | n.a                                     |
| TAS   | Northern Midlands (M)    | Houses           | 208                    | -22.4%                                  | \$498,197       | -12.4%                                       | 83                                  | -9.8%                                   |
| TAS   | Northern Midlands (M)    | Units            | 35                     | -14.6%                                  | \$382,982       | -4.8%  | n.a                                 | n.a                                     |
| TAS   | Southern Midlands (M)    | Houses           | 71                     | -42.7%                                  | \$507,969       | -9.1%  | n.a                                 | n.a                                     |
| TAS   | Tasman (M)               | Houses           | 65                     | -15.6%                                  | \$584,761       | -7.9%  | n.a                                 | n.a                                     |
| TAS   | Waratah/Wynyard (M)      | Houses           | 167                    | -35.3%                                  | \$469,103       | 1.1%   | 70                                  | n.a                                     |
| TAS   | Waratah/Wynyard (M)      | Units            | 32                     | -8.6%                                   | \$363,058       | -4.6%  | n.a                                 | n.a                                     |
| TAS   | West Tamar (M)           | Houses           | 396                    | -17.2%                                  | \$626,354       | -9.1%  | 72                                  | -5.7%                                   |
| NT    | Alice Springs (T)        | Houses           | 276                    | -22.5%                                  | \$535,463       | 5.3%   | 70                                  | -3.0%                                   |
| NT    | Barkly (R)               | Houses           | 39                     | 39.3%                                   | \$256,724       | 3.9%   | n.a                                 | n.a                                     |
| NT    | Katherine (T)            | Houses           | 124                    | 0.8%                                    | \$392,330       | 7.6%   | n.a                                 | n.a                                     |
| NT    | Unincorporated NT        | Units            | 25                     | 92.3%                                   | \$579,478       | 6.5%   | n.a                                 | n.a                                     |



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