Month in Review

May 2024

The Month in Review identifies the latest movements and trends for property markets across Australia.

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Disclaimer
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Herron Todd White accepts no responsibility for any reliance placed on the commentary and generalised information. Contact Herron Todd White to obtain formal, specific property advice on any matters of interest arising from this publication.

CEO's Address

Welcome to our May edition of Month in Review

Price relativity between property types and locations can be an interesting indicator when discussing national property market performance. Comparing one datapoint to another is something that analysts do constantly of course, but this year it's the broader concept of relativity that's being tested across Australia and, as a measure, it has some potency as a predictive tool.

For example, relative price movements between our major capital cities tell the story of rebalancing markets in post-covid Australia. One recent report, for instance, reveals that Brisbane and Melbourne are running at parity on house price for the first time in around 15 years.

While there are many drivers of property price, it's likely Victoria's economic challenges along with Queensland's high net interstate migration are manifesting in this distortion of long-term relative property prices.

Of course, price differential can be a lead indicator of opportunity too. For example, a quick look at this month's national property clocks for houses and units show Melbourne positioned in the Rising Market sector.

But relativity measures aren't restricted to geography. They can be applied to other delineations too, such as property types within localities.

For instance, there have been recent reports about the surge in apartment price growth, with some jurisdictions even seeing units gain value faster than detached houses.

This is a reversal of a long-held belief among some commentators that houses will always outperform units for capital gain in each market. I suspect that the desire to enjoy more space during COVID-19 lockdowns resulted in the house vs unit differential widening.

However, we now see this growth gap narrow as limited unit supply, rising rents, affordability challenges and the return to city living from the regions increase the demand for units. I believe we could be in the throes of the apartment rebound with prices recovering back to long term norms rather than being actively driven higher by economic levers and buyer sentiment about the market.

The relativity discussion extends to the commercial sector as well. In this month's submissions on the office markets, generous incentives for Prime and A-Grade space are attracting tenants back to the nation's CBDs.

As such, B-Grade office stock on the fringe and in the suburbs is languishing. I can't help but wonder if in the middle of this housing crisis we might see more of this secondary office space repurposed to the relatively lucrative residential market?

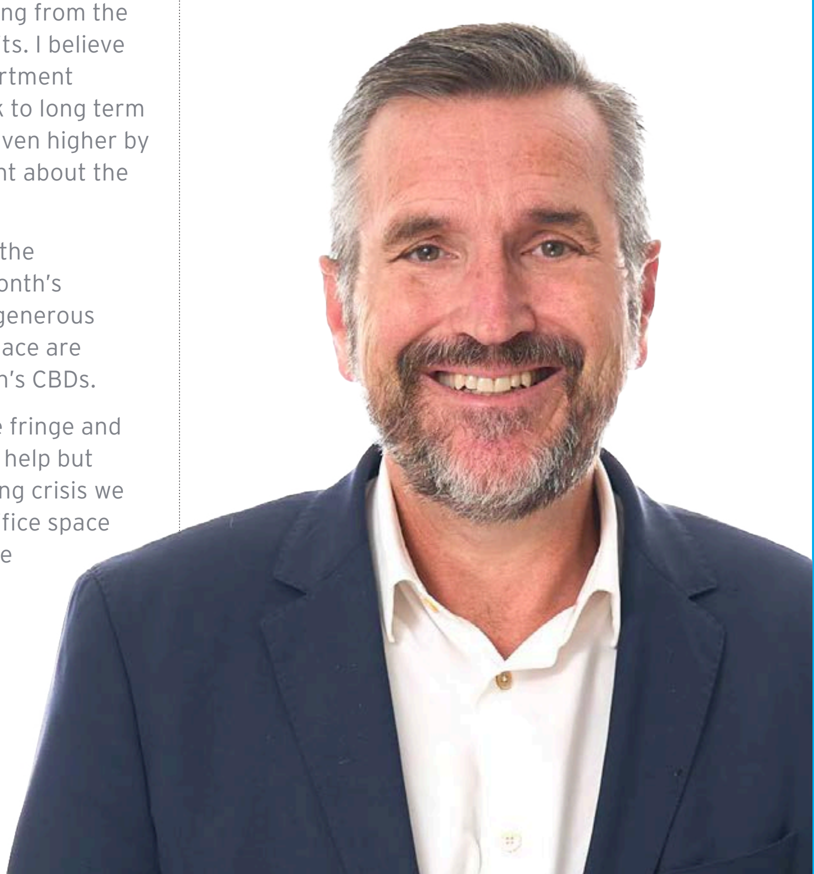
Finally, in our rural section this month, we have a study on Australian cotton production and the drivers compelling property values in this foundational sector. As you'll see, consolidation of broadacre holdings across the nation is having a marked impact on market outcomes.

Please enjoy our May edition of Month In Review.

Gary Brinkworth

CEO

Price differential can be a lead indicator of opportunity.



HERRON TODD WHITE

Commercial

May 2024

National Office Overview

In the context of the Australian office sector, the year 2024 marks a significant juncture in the evolution of office buildings. As businesses adapt to changing work patterns, technological advancements and sustainability imperatives, the construction and refurbishment of office spaces in Australia is undergoing a transformative phase, characterised by innovation, flexibility and environmental consciousness.

Greg Mullins,
Director

In response to the rising popularity of remote and flexible work arrangements, developers are incorporating versatile layouts and amenities that accommodate both in-person and virtual collaboration.

One of the most notable trends shaping the construction of new office buildings is the emphasis on multifunctional spaces that cater to diverse work styles and collaborative needs. In response to the rising popularity of remote and flexible work arrangements, developers are incorporating versatile layouts and amenities that accommodate both in-person and virtual collaboration. Open-plan designs, modular furniture and adaptable partitions are becoming staples, fostering creativity and interaction among employees while allowing for transitions between individual tasks and group activities. As with a number of recent trends, this phenomenon has been strongly influenced by working experiences during the COVID-19 pandemic.

Furthermore, sustainability has emerged as a central focus in the construction industry, driven by growing awareness of environmental concerns and regulatory pressures, in particular for major corporations (banks, legal firms, accountants and miners) which have stringent ESG policies. In 2024, green building practices have become standard, with developers integrating energy-efficient systems, recycled materials and renewable energy sources into their projects. From solar panels adorning rooftops to rainwater harvesting systems and passive design principles, new office buildings in Australia are striving to minimize their ecological footprint while enhancing occupant comfort and well-being. There are also benefits in terms of operating expenses associated with heating and cooling as a result of these sustainability measures.

In parallel with new constructions, refurbishment projects are also on the rise as property owners seek to revitalize existing office spaces to meet contemporary demands. By repurposing existing structures, developers not only reduce construction waste but also contribute to the preservation of cultural heritage while meeting the evolving needs of businesses and communities. However, the significant escalation in construction costs in recent times is undermining the viability of such refurbishments in a number of Australian CBDs.

Moreover, technology is playing an increasingly integral role in the design and operation of office buildings, revolutionising the way people interact with their work environments. Smart building solutions equipped with IoT sensors, automation systems and advanced analytics are enabling greater efficiency, safety and user experience. From intelligent lighting and climate control to occupancy monitoring and space utilisation optimisation, these technologies allow occupants to customise their surroundings while at the same

As the built environment continues to evolve, collaboration, creativity and forward-thinking will remain essential in shaping the office spaces of tomorrow.

time providing facility managers with observable insights for better decision-making.

Nevertheless, the future of office construction and refurbishment in Australia is not without its challenges. Economic uncertainties, regulatory complexities, persistently high construction costs and evolving market dynamics continue to influence decision-making processes, requiring developers and stakeholders to remain agile and adaptive in their approach. Additionally, the ongoing COVID-19 pandemic has reshaped perceptions of workspace design, health and safety, prompting a re-evaluation of spatial layouts, hygiene protocols and remote work policies.

In conclusion, the construction and refurbishment of office buildings in Australia in 2024 is characterised by a blend of innovation, sustainability and flexibility. From cutting-edge technologies to adaptive reuse strategies, developers are embracing diverse approaches to meet the evolving needs of businesses and occupants while addressing environmental and societal imperatives. As the built environment continues to evolve, collaboration, creativity and forward-thinking will remain essential in shaping the office spaces of tomorrow.

National Property Clock: *Office*

Entries coloured purple indicate positional change from last month.

Peak of Market: Dubbo, Port Macquarie

Starting to Decline: Coffs Harbour, Geelong, Gold Coast, Hobart, Launceston, Mid North Coast, Sunshine Coast, Townsville

Declining Market: Adelaide, Ballina/Byron Bay, Echuca, Illawarra, Newcastle, Sydney

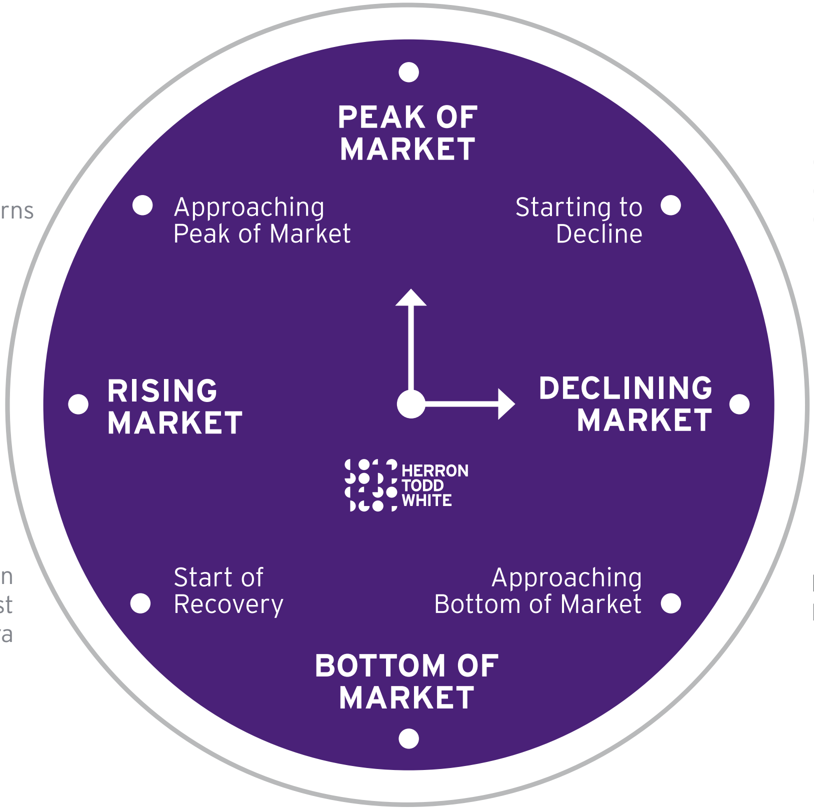
Approaching Bottom of Market: Brisbane, Ipswich, Lismore, South West WA

Bottom of Market: Alice Springs, Darwin, Melbourne, Perth, Toowoomba, Wide Bay

Start of Recovery: Canberra/ Queanbeyan, Central Coast, Mildura

Rising Market: Ballarat, Bundaberg, Emerald, Fraser Coast, Gladstone, Mackay, Rockhampton

Approaching Peak of Market: Cairns



New South Wales - Office 2024

Sydney

The office market in Sydney is in a phase of decline with softening demand from both owner-occupiers and investors. Demand in the rental sector is also very subdued with incentives remaining high. This however has not dampened the construction of new office buildings.

We have seen new construction predominantly in the premium grade space, most of which has been pre-committed. In 2023 new supply was limited to a handful of smaller office developments.

There are more new buildings planned for the CBD in the next few years, most of which will also be premium grade office space. The focus of both the construction and design of these buildings is sustainability, flexible working arrangements, adaptive workspaces, office user experience and amenities.

The most prominent new supply will include the development of Martin Place station, being two towers with a combined lettable area of more than 100,000 square metres. Work is nearing completion on this project with most of this space already pre-committed.

Also of high importance is the location and proximity to infrastructure. In the Sydney CBD, new metro stations are under construction which will eventually provide seamless transportation options across the city.

Martin Place tower Source: NSW Government

In exciting news, the metro station at Martin Place is reportedly 95 per cent complete as of March 2024. Testing of the metro lines has also commenced. This major project is set to transform how people move about the Sydney CBD and will provide greater access options to the suburbs. Walking around the CBD, it is obvious that the streetscape is changing.

Outside of the CBD, there is some new construction in Parramatta which is also following a similar trend as the CBD, focusing on premium product, particularly as occupiers see Parramatta as the second CBD and being closer to the new Western Sydney Airport. The Parramatta Light Rail project is due to be completed this year with testing also underway. This will provide a significant improvement to transport options into Parramatta.

The strong investment in infrastructure will mean Sydney is well placed in the future as a global business centre. The months and years ahead will be important as we build new and more efficient buildings ready for the future and the infrastructure that is needed to support a global city.

Angeline Mann
Commercial Director

Demand in the rental sector is also very subdued with incentives remaining high. This however has not dampened the construction of new office buildings.

Hunter Region

In 2023 and early 2024 there has been a lower level of activity in the commercial office development space. There have been limited office developments proposed for the Newcastle CBD and increased uncertainty about the future of the office sector. We have also seen a lower level of good quality office property offered to the market for sale. Local agents have reported that the office sales that did occur had a lower level of enquiry and a strong preference towards investment properties with strong tenants and longer lease terms. The sales that did occur in 2023 showed a softening of yields from the peak in early 2022. The rental market has had plenty of supply with diminished demand. This has led to longer letting up periods and higher incentives offered to secure tenants.

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A number of factors have led to the uncertainty of the office market. There has been a continuation of employees working from home and a decrease in the floor plate requirement of both government and corporate entities. This trend is expected to continue in 2024. High inflation and increased interest rates have also increased uncertainty in the market.

The A grade office development at Swift on Hunter is currently under construction in Newcastle West and is due to be completed by September 2024. The property has been marketed as a boutique office development with smaller floor plates on offer. The development is a nine-storey building offering 24 office suites ranging from 50 square metres to 636 square metres. 19 suites have been presold or leased. It has been reported that the majority of the interest has come from the owner-occupied market.

There are a couple of large tenanted office buildings currently offered for sale via expressions of interest within the Newcastle CBD. The results of these sales will be a good indicator of the strength of the Newcastle office market.

Karen Wise
Valuer

Wollongong

Leasing conditions have broadly improved after a challenging few years as most companies and government agencies have staff returning to the office, providing certainty about space requirements. Tenant incentives are prevalent and tenancies with an existing fitout and functional layout are viewed far more favourably than office suites that present as a shell.

A new benchmark has been set in the Wollongong office market with Lang's Corner setting the standard in the A grade segment as additional new construction is proposed on the adjoining site. Further development is approved for 76 Crown Street and 82 Market Street, in addition to commercial space contained in many of the city's mixed-use projects taking place, such as WIN Grand. However, time will tell whether all projects proceed to the construction stage.

Space in dated and tired office buildings remains challenging to lease, while the feasibility of undertaking a refurbishment is likely questionable due to construction costs and market rents, while ample new supply is forecast.

Scott Russell
Director

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Victoria - Office 2024

Melbourne

There are a number of elements influencing the construction and refurbishment of office buildings throughout the Melbourne CBD. High interest rates, elevated construction costs and lack of tenant pre-commitments are limiting the extent of supply with only 68,000 square metres of new supply due for completion in 2024 as reported by Knight Frank. However new construction appears to be on the rebound post 2024 with 81,500 square metres committed for 2025 and 117,000 square metres committed for 2026 and beyond.

Melbourne Quarter Tower located at 693 Collins Street is the sole development that will be completed in 2024. Due for completion in quarter 2, Melbourne Quarter Tower will comprise a 34-level building with approximately 68,000 square metres of NLA providing curated retail and wellness experiences. The development is targeting a five-star NABERS energy rating with renewable electricity to the base building. There are a number of other projects proposed for the Melbourne CBD office market which have had development approval including 300 Lonsdale Street, 383 La Trobe Street, 600 Collins Street and Stage 2 of 555 Collins Street. The expected completion of these development is 2028 and beyond.

In addition to new construction, there are a number of major refurbishments which have been pushed back to 2025/2026 including 85 Spring Street, 720 Bourke Street, 111 Bourke Street and 235 Bourke Street, totalling 110,000 square metres.

While the PCA vacancy rate for all grades has risen to 16.4 per cent across the Melbourne CBD office market as at 1 January 2024, levels which have not been seen since 1997, it has forced many B grade buildings to be refurbished with the hope of enticing new tenants and retaining existing tenants during this flight to quality phase. Refurbishment is happening for a number of reasons, one of which is keeping up with the needs and demands of the tenant by reconfiguring layouts, integrating smart building technologies and enhancing sustainability features. Upgrading building class is also another key reason for refurbishment as its been reported that 85 per cent of new stock in 2024 will be premium grade office space, which will reduce demand for secondary grade assets.

Overall, Melbourne's office property market is dynamic, driven by a combination of economic, social, and regulatory factors. Developers and landlords must adapt to changing demands and market conditions to remain competitive and attract tenants.

Jason Stevens
Director

Developers and landlords must adapt to changing demands and market conditions to remain competitive and attract tenants.

Queensland - Office 2024

Brisbane

Despite some rental growth, the feasibility of new office developments in Brisbane remains difficult given the rapidly escalating construction cost environment, increased debt costs, softer yields, higher land values and the volatility of the construction industry.

The uncertainty in new development is occurring despite the steady influx of interstate and overseas migration into Queensland. The latest ABS statistics revealed that Queensland had a net overseas migration of circa 88,000 people and a net interstate migration of circa 32,000 people in the 12 months ending 30 September 2023. The majority of this net migration is moving to south-east Queensland and as a result, Brisbane office vacancy rates have stabilised in most office sectors and broadly speaking, are now back to pre-COVID levels.

Whilst the unemployment rate has eased, it is still relatively low and employers still have to compete for the best talent and retention of staff in what has become a tight labour market. Accordingly, employers are opting for high quality work environments to entice employees back to the office. The flight to quality theme is still very much at the forefront of most tenant requirements and landlords will have to continually improve building services and fitouts if they are to compete. Older style buildings that defer capital upgrades will see increased building vacancy and downward pressure on face and effective rents.

As vacancy rates stabilise, we will continue to see face rental growth for prime, A grade and B grade buildings across the CBD and prime fringe markets. Effective rents have also increased as incentive levels stabilise.

There are three major office projects currently under construction in the CBD and a few that have recently been completed in fringe areas. With this limited supply, vacancy rates are likely to contract over the next two to three years which will place upward pressure on rents and improve capital values. This being said, there are also a number of mooted or approved projects across the CBD and fringe precincts that are ready to go, however these will require a substantial pre-commitment and further rental growth in order to improve feasibilities.

As construction costs and economic issues impact the feasibility of new development, existing office buildings remain attractive simply because they are selling at a level increasingly below replacement cost. Hence there is a desire to buy and reposition older office buildings if the fundamentals are there (good location, good car parking, flexible floor plates and the ability to retrofit building services such as end of trip facilities).

Moving forward, we are likely to see the continuation of building upgrades in and around the CBD as landlords vigorously compete for tenants. There is still an ongoing move to prime and A grade high quality buildings, however the looming problem in these markets is the growing level of secondary accommodation that needs to be backfilled.

For suburban markets, whilst there is an abundance of development sites, new development is entirely dependent upon need, with virtually no development occurring outside of major pre-commitments. Speculative development is rare.

Edward Cox
Associate Director

With this limited supply, vacancy rates are likely to contract over the next two to three years which will place upward pressure on rents and improve capital values.

Gold Coast

Vacancy remains tight within the central Gold Coast core office precincts of Bundall (5.5 per cent), Surfers Paradise (eight per cent) and Southport (6.4 per cent). There is still a flight to quality, with A grade buildings continuing to have the lowest vacancy (3.3 per cent), also noting that there is still a shortage of larger floor plate options.

Outside of the Proxima Development in Southport, there is no significant new supply expected in these markets during 2024 as elevated

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construction costs continue to put pressure on new project feasibilities. However, astute investors are beginning to identify older, well located office buildings that can be refurbished and repositioned to meet the demand for higher grade accommodation and larger tenancy sizes. For example, 91 Upton Street, Bundall was purchased in November 2023 for $5.5 million and we understand that the new owners intend to gradually refurbish and reposition this asset.

Another similar project is Kaybank Plaza at 33 Scarborough Street, Southport, which is a dated, 1990 built, five-storey office building, with a further two levels of basement parking. It was purchased in 2016 for $5.8 million and has more recently sat vacant for a period of time. There have been various proposals for the building, however it is now being significantly refurbished and upgraded to provide high quality modern office space. While refurbishment costs have increased substantially, increased rental rates have assisted to justify the works.

Kaybank Plaza Source: realcommercial.com.au

There have been very limited new office developments recently in the southern Gold Coast, with Vicinity Robina being one of the only finished projects in 2023. The building is of modern two-level design above an under-croft car park, providing commercial accommodation (office and medical) generally ranging from 60 to 120 square metres with some larger units.

The building was completed in late 2023 and has had a reasonable market reception with eight of 12 lots having sold and settled to date. The sale rates generally display premium levels around circa $8000 to $8500 per square metre for smaller units and $7000 to $7500 per square metre for medium size units. The sale results so far would appear to indicate strong market dynamics for new product, particularly of a smaller complex nature, which is unsurprising given the current low office vacancy rate and limited supply pipeline on the Gold Coast.

Ryan Kohler
Director

Sunshine Coast

The Sunshine Coast office market is relatively dispersed, with the main specific precincts located in Maroochydore, Birtinya, Nambour and Noosa and a number of smaller office precincts spread throughout the Sunshine Coast. There has been limited new office construction across the Sunshine Coast apart from the emerging Maroochydore CBD. The Maroochydore CBD will provide the majority of future supply for the Sunshine Coast region. Although the CBD is a 15 to 20 year vision, a number of buildings have recently been completed, offering A grade space with ESG credentials and end of trip amenity. We do note this supply is largely tenant-led with very little supply to purchase available in the short to medium term. Occupants attracted to the Maroochydore CBD include the Sunshine Coast Council, major banks and various other corporates.

The major developments within the Maroochydore CBD include:

- **Sunshine Coast Council City Hall** providing a NLA of 9600 square metres, comprising over 7000 square metres of council office plus additional office space and ground floor retail;
- **A1 Building providing** 2,677 square metres of NLA with ground floor retail, three levels of commercial office, rooftop terrace; and
- **Foundation Place** providing over 4500 square metres of NLA including 780 square metres of ground floor retail, five levels of commercial office and rooftop garden.

Coast City Hall – Council's Headquarters Source: McNab.com.au

A1 Maroochydore Source: Realcommercial.com.au

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The newest building currently under construction is 50 First Avenue which will comprise over 10,000 square metres of NLA comprising office space, ground floor retail and rooftop garden terrace. The building is estimated to be completed in 2025.

The Maroochydore CBD is expected to comprise over 120,000 square metres of commercial gross floor area and approximately 4000 residential apartments over the next 15 to 20 years.

The current vacancy rate on the Sunshine Coast is circa five per cent (as at January 2024), according to the Property Council of Australia, remaining one of the tightest markets in the country. Most vacancies noted appear to be within older buildings in secondary locations.

We have seen limited refurbishment works completed over the past few years. This appears to be a result of the level of new supply coming out of the Maroochydore CBD. Most refurbishment works have been by owner-occupiers or in other regional centres such as Nambour. Landlords do not appear to be willing to undertake significant capital works unless they have secured a tenant on a long-term lease. As vacancy rates remain extremely tight and limited new development is occurring outside of Maroochydore, we may begin to see refurbishment works become more common across the region.

Katie O'Connor
Valuer

Rockhampton

The construction of new office accommodation has been limited over the preceding years due to adequate supply, however due to an improving local economy, tightening vacancy rates and a desire for more modern office accommodation by occupants, we are starting to see some development of new office accommodation in non CBD locations.

These developments are primarily owner-occupiers and government entities that are unable to source properties which are fit for purpose in the desired location, however are typically smaller in scale and unlikely to add significant supply to the market. In the absence of large-scale new developments, we are primarily seeing the renovation of existing buildings, which is primarily being undertaken by owner-occupiers or for tenants as a condition of lease.

In summary, we are unlikely to see any significant changes to the office market in Rockhampton, which remains a relatively stable market.

Richard Dunbar
Valuer

Gladstone

The Gladstone office market has seen limited recent development of any new office accommodation, with most changes coming from the renovation of existing buildings. Whilst vacancy rates are tightening, the high construction costs and extended building time frames is resulting in a preference for existing buildings, particularly the better quality and better condition buildings. In the short term, we do not see any significant changes to the supply and makeup of office accommodation in the Gladstone office market.

Richard Dunbar
Valuer

Townsville

The construction of new offices has been limited throughout Townsville over the past five years.

Local developers have been active within the C and D grade office market over the past two years. Their whole purpose is to purchase, renovate, secure a tenant and sell to the investor market. This has been evident in a number of older buildings within Flinders Street (including an old restaurant) that have been purchased, renovated and leased within a number of months and sold to southern investors.

In regard to new construction, the Townsville CBD fringe will welcome a state-of-the-art office and warehouse complex known as Telstra's Our Hub which will be tailored to the needs of the telecommunications giant. The building has a reported build contract price of circa $20 millon and will be developed by Honeycombes Property Group with a completion date set to be late 2024. The building will provide three stories and approximately 2300 square metres of office space along with a large distribution warehouse. The building will be leased by Telstra for an initial term of 10 years with options.

The Townsville office market represents a relatively shallow sector. Although there are still a number of refurbishment opportunities available throughout the CBD, construction costs will continue to place pressure on the overall feasibility of any project.

Jamison Sayce
Associate Director

Although there are still a number of refurbishment opportunities available throughout the CBD, construction costs will continue to place pressure on the overall feasibility of any project.

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Mackay

An older style office building at 34 East Gordon Street, Mackay sold in February this year at $2 million to show an analysed market yield of 6.4%. This building has a net lettable area of 429 square metres across two tenancies and has six on-site carparks. It is in a secondary CBD fringe locality and was originally constructed in the 1980s. It was fully refurbished in 2017 to provide an A-grade standard office accommodation, including government standard disabled access.

34 East Gordon Street, Mackay Source: commercialrealestate.com.au

The property was fully leased to Life Without Barriers and Health First Group. The yield is relatively low and has demonstrated no appreciable softening since interest rates began rising. This sale also demonstrated that older renovated buildings are well accepted in the market for investment purposes in Mackay.

Gregory Williams
Director

Cairns

The Cairns office market is relatively shallow and has experienced limited new development. The last major office development was the State Government office tower completed in 2010. There have been several smaller (sub 2500 square metre) tenant-initiated design and construct projects completed, however there are no known significant new developments in the pipeline.

The recent redevelopment of the old Masters building into the new Centrelink premises has made available some larger areas in different buildings within the CBD.

Quality green star and NABERS/BEEC rated premises of which there are only a handful in Cairns achieve high levels of occupancy and higher rental levels with these appealing primarily to state and federal government entities. Rentals for A grade offices are strong and have been increasing in line with holding and fit out costs as lessors try to maintain a base yield. This rental market is considered somewhat reactive to asking rentals with government tenants more often deal takers rather than negotiating asking levels.

The rental market for B grade office accommodation has been reasonably strong in recent years, appearing to be fuelled largely by a substantial pool of NDIS funding and a surge in NDIS providers establishing in the region. Demand for lesser quality space in the CBD remains limited however this is typically a result of buildings being very dated and offering poor quality accommodation or having very limited or no onsite parking. Non-inner CBD and well exposed secondary space appears to be moderately strong however demand begins to fall away above circa 500 square metres.

There have been limited quality office properties presented to the market in recent years which has resulted in very limited sales activity. Many of the larger inner city office complexes are held by long term established families and are very seldom released to the open market.

Local and southern investor demand remains strong but activity is once again limited by a severe shortage of quality investment stock. Overall the market is considered stable.

Shane Quinn
Director

Toowoomba

There has been very limited development of new offices in Toowoomba over the past four years. The lack of new development is likely the result of low tenant demand, relatively static rentals and increased construction costs. To date, tenants have been hesitant to pay the significantly higher rental rate needed to make a new development feasible.

Recently the preference appears to be to refurbish existing buildings. These include the following office refurbishment projects:

- **259 Ruthven Street** – This is the conversion/ refurbishment of the former Toowoomba

There have been limited quality office properties presented to the Cairns market in recent years which has resulted in very limited sales activity. Many of the larger inner city office complexes are held by long term established families and are very seldom released to the open market.

Foundry building into commercial offices. Major tenants include Clifford Gouldson Lawyers & Namoi Cotton.

- **122 Margaret Street** – Refurbishment of the former Suncorp Call Centre for the Department of Main Roads & Transport.
- **1B Kitchener Street** - Office building refurbished for Hutchinson Builders.
- **367 Ruthven Street** - Refurbishment of the former ANZ Bank branch for the Department of Main Roads & Transport (Service Centre).
- **Corner Russell & Victoria Streets** - This is the conversion/refurbishment of the Rowes Furniture building into commercial offices. Toowoomba Chronicle is the major tenant secured for the building.
- **171 Hume Street** – Office building refurbished for Colliers Toowoomba.
- **160 Hume Street** - Office building refurbished for McConachie Stedman Accountants.
- **174 Hume Street** – Former NAB Business Banking Centre refurbished for Ventia (formerly Easternwell Group).

367 Ruthven Street, Toowoomba City Source: realcommercial.com.au

These projects appear to be feasible subject to strong lease covenants (although less feasible when treating owner-occupied properties as vacant). There is also an increasing amount of older secondary quality office space now becoming available on the market as tenants move into these refurbished buildings; longer vacancy periods and a potential decline in rentals may result.

Ian Douglas
Director

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South Australia - Office 2024

Adelaide

It is no surprise that the Adelaide office market has again recorded a further increase in vacancy rates, with recent PCA data suggesting that we now sit at 19.3 per cent (Figure 1). However this increase is not attributable to a lack of demand but solely based on an influx of office accommodation introduced to the market. This dynamic is an imperative part of revitalising the Adelaide skyline, with data suggesting that approximately 60 per cent or more of Adelaide's office stock profile is over 30 years of age. Prominent developments, including the Festival Tower, 60 King William and 83 Pirie Street, have introduced significant levels of prime-grade accommodation, attracting strong demand demonstrated by positive net absorption figures and high pre-commitment levels. Whilst Adelaide saw record supply levels in 2023, we anticipate a significant reduction in future developments as construction and financing costs have drastically increased, requiring substantial pre-commitment levels to get projects up and running.

Adelaide CBD Vacancy Source: PCA, 2024

Landlords are forced to rejuvenate their existing premises, undertaking either partial or full refurbishments, to compete with the new stock being brought to market.

Landlords are forced to rejuvenate their existing premises, undertaking either partial or full refurbishments, to compete with the new stock being brought to market. This is identifiable at 150 Grenfell Street, which underwent a complete reconstruction and expansion of two previously detached office buildings, removing the existing services, fit-out and façade to meet changing tenant demands.

Refurbishments aim to achieve tenants' demand for state-of-the-art facilities, hybrid workforce environments, end-of-trip facilities and ESG goals, with the new stock at the forefront of these changing demands. This provides opportunities for developers to take over from landlords unwilling to tackle these challenges, as observed at 45 Pirie Street being purchased in 2023 at $76.5 million, a 27 per cent discount from its original purchase in late 2017 at $105 million.

The Adelaide skyline is experiencing a backlog of dated, less efficient and undesirable offices becoming vacant as flight-to-quality continues to become a prominent trend. Office space not being upgraded also presents an opportunity for tenants and occupiers to seek space with more affordable rental rates. Tenant centralisation is also aiding with the backlog as suburban office occupiers realise the benefits of a CBD locality.

Metropolitan Development Activity Tracker Source: PlanSA, 2024

Past and future developments within the Adelaide CBD are identifiable in the picture above, showing a vast spread across core and frame precincts. Blue buildings are complete, orange buildings have commenced works and green are approved but yet to commence.

Chris Winter
Commercial Director

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Western Australia - Office 2024

Perth

The most recent PCA Office Market Report indicates Perth's CBD total vacancy rate was 14.9 per cent for the six months to January 2024, a pleasing reduction from that recorded in July 2023 (15.9 per cent).

The West Perth vacancy rate however softened slightly, recording a total vacancy rate of 12.1 per cent, up from 11.1 per cent over the same period.

Both districts recorded additional stock levels above the long-term average.

Nonetheless there remains a visible vacancy factor in Perth's traditional office districts, particularly for non-premium grade accommodation. The level of occupancy, as opposed to vacancy, is proving to be a key statistical distinction in the performance of the office property sector given the work from home phenomenon. The hybrid working model appears to be here to stay and we expect companies to continue to reduce their workspace footprints.

So, while the need for office space is almost certain to endure, building owners and landlords will have to be creative to entice employees back to the workplace in greater numbers.

Refurbishment of existing space is an obvious solution however it is also a costly exercise.

Many buildings were refurbished on a speculative basis by Perth CBD landlords even prior to the COVID-19 pandemic as a way to entice tenants during those subdued market conditions. Now that the new normal for office demand appears to have been established, we can expect further instances of landlords embarking on full refurbishment programs.

There has also been considerable pressure on the local construction industry. Labour shortages and construction material supply chain disruptions have contributed to a pronounced and rapid escalation in building and refurbishment costs during the past two years across all real estate sectors, while also delaying project time-lines.

Although signs are emerging that material supply costs are perhaps beginning to stabilise, a shortage of skilled labour is likely to keep upward pressure on costs. As expressed in Rawlinsons April 2024 Quarterly Update, there are multiple sectors within the construction industry competing for a limited pool of trades people and professional consultants. The mining sector and to a lesser extent, government infrastructure projects are winning this contest due to the higher wages on offer.

Nevertheless, refurbished offices are expected to take on a different appearance than the traditional blend of partitioned offices and open plan work stations. Such space is likely to be designed for the hybrid worker with a focus on providing space for professional development, supporting company culture and encouraging social connection.

Features such as increased natural air circulation are also likely to be high on the agenda in a post-pandemic environment. Bespoke fit-outs for large work forces that adhere to the entity's Environmental, Social and Governance policies are expected to become more prevalent. A building's NABERS rating perhaps takes on greater significance than in previous years.

From a leasing perspective, a two-tier market is clear as companies take advantage of the considerable incentives on offer to relocate to premium and A grade accommodation whilst lesser grades are presumed to languish, particularly in the fringe CBD markets.

Tenant demand for large-scale floor plates greater than say 500 square metres is soft as prospective occupants demonstrate a preference for securing smaller premises, citing the resilience of the work from home movement. Positively there was an uptick in activity in the smaller sub 500 square metremmarket segment during 2023 and we expect demand for tenancies between 250 and 350 square metres to remain buoyant. Availability of this stock in certain fringe CBD locations is however constrained and likely to exert upward pressure on achievable rental rates in this segment with limited supply additions in the short term.

While the need for office space is almost certain to endure, building owners and landlords will have to be creative to entice employees back to the workplace in greater numbers.

There was very limited stock put to market during 2023 and we anticipate owners will continue to hold-tight in the short term.

Construction of new office space in Perth has been minimal in recent times. A quick glance towards Perth's CBD skyline reveals a handful of major projects are underway in Elizabeth Quay including Brookfield's One The Esplanade comprising some 57,000 square metres of floor space over 29 levels, of which 85 per cent is leased to Chevron for their new corporate headquarters. Other adjacent projects include a combination of apartment, short stay and mixed use accommodation in addition to smaller office components. At the western end of the CBD, AAIG's Capital Square precinct has also taken shape on the site of the former Emu Brewery.

Greg Lamborn
Director

HERRON TODD WHITE

Northern Territory - Office 2024

Darwin

The Darwin CBD office vacancy rate in January 2024 (the latest Property Council estimate) stood at 14.4 per cent. The net absorption for the 12 months to January 2024 was -3664 square metres.

However, it is important to note that the vacancy rate for A grade and Premium space is significantly lower than the overall vacancy rate. A prospective tenant would have difficulty locating say 1000 square metres of quality space within the CBD itself. Consequently, in recent months, we have seen rents reach rates as high as $750 per square metre per annum (gross) in Darwin's premier office buildings.

On the other hand, lower B grade and C grade space is very difficult to lease in the current market without significant investment and upgrade. It is therefore natural to expect that owners will look to upgrade their existing buildings to a higher standard rather than have them vacant. However, we have only seen this occurring to a very limited extent across the CBD and certainly there are no new projects currently being undertaken.

The main reason remains cost. The conversion of an older building to a higher standard remains prohibitive in most cases. Secondly, unless a significant pre-commitment to lease is made, the risk profile of this type of expense is, understandably, well above the appetite of almost all owners.

Unless the NT Government, which is the dominant tenant in the CBD office market, or possibly the Commonwealth Government, steps up with a lease requirement, any project is unlikely to proceed. Private businesses in Darwin simply do not have the space requirements to justify an entire new building.

We are aware of at least three development proposals which could be activated if these requirements are met. Until rents reach even higher levels or a significant pre-commitment is made, these proposals are unlikely to proceed.

Terry Roth
Director

The conversion of an older building to a higher standard remains prohibitive in most cases.

Residential

May 2024

National Residential Overview

Interest rates are in the headlines again as a key driver of the residential property market, affecting both values and market activity. This time last year, the story was about consecutive increases in the cash rate by the Reserve Bank of Australia (RBA) in order to rein in inflation. The first quarter of this year generally saw an increase in market activity due to a growing perception that the next cash rate change would be downwards. An increase in buyer activity was observed as purchasers moved to get in early before any anticipated interest rate cut placed upward pressure on residential property prices.

Kevin Brogan,
Head of Group Risk and Compliance

An increase in buyer activity was observed as purchasers moved to get in early before any anticipated interest rate cut placed upward pressure on residential property prices.

Owners who had been contemplating a sale reacted to the increased number of active buyers and this resulted in a significant increase in residential property listings.

The April ABS data has revealed that inflation remains stubbornly high and is still uncomfortably above the RBA's desired target range. On 7 May, the RBA decided to keep the cash rate on hold at 4.35 per cent. Market sentiment will likely be affected by the prospect of the cash rate being higher for longer but as highlighted regularly in the Herron Todd White Month in Review, the residential property market is made up of many market segments that are impacted differently.

Brisbane, Adelaide and Perth all have record high median dwelling prices. Of the other capital cities where values peaked in the first half of 2022, Sydney's median dwelling price is closest to the record high, followed by Canberra and Hobart. It is worth noting that the residential property market in Tasmania has been the most significantly affected by interest rate increases. A surge in interest in Tasmanian residential real estate from interstate purchasers was influenced by the context of COVID and resulted in a significant increase in dwelling prices that set a benchmark that remains well above the current median dwelling price.

Darwin is set apart from the other capital cities as its market peak was all the way back in 2014 and dwelling prices are still generally well below that level.

The regional markets in each state have broadly followed a similar pattern to their respective capital cities over the past twelve months, noting that the overall increase in dwelling values is slightly lower.

These trends can be seen at a glance in our residential Property Clocks that break down markets further by dwelling type – a clock each for units and houses.

Even breaking down the national trends by capital city and state requires aggregating trends that mask some significant differences between suburbs and regional towns.

While the median house price for Melbourne overall is less than five per cent below the peak in March 2022, suburbs such as Flinders, Kingsville and Kew East have performed much less strongly.

This month's report provides detailed analysis of market activity. Our local experts, who are active in their respective market segments, provide insights into local activity that may be overlooked by reviewing only aggregated data.

HERRON TODD WHITE

National Property Clock: *Houses*

Entries coloured orange indicate positional change from last month.

Albany
Bundaberg
Canberra
Darwin
Dubbo
Fraser Coast
Mildura
Mount Gambier
South West WA
Tamworth
Toowoomba

Alice Springs
Bathurst
Burnie/Devonport
Launceston
Shepparton

Broome
Port Macquarie

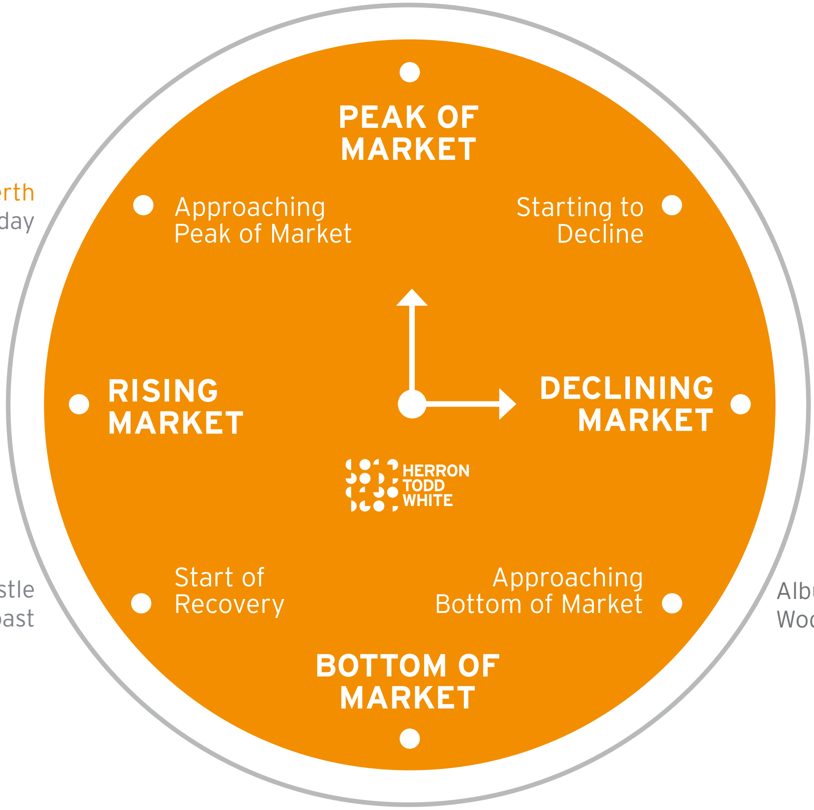
Albury
Wodonga

Ballina/Byron Bay
Coffs Harbour
Geelong
Hobart
Lismore
Southern Highlands

Central Coast
Illawarra
Newcastle
Sunshine Coast

Adelaide
Adelaide Hills
Barossa Valley
Brisbane
Emerald
Esperance
Gladstone
Gold Coast
Ipswich
Kalgoorlie
Karratha
Mackay
Melbourne
Port Hedland
Rockhampton
Sydney
Townsville

Cairns
Geraldton
Perth
Whitsunday



RESIDENTIAL

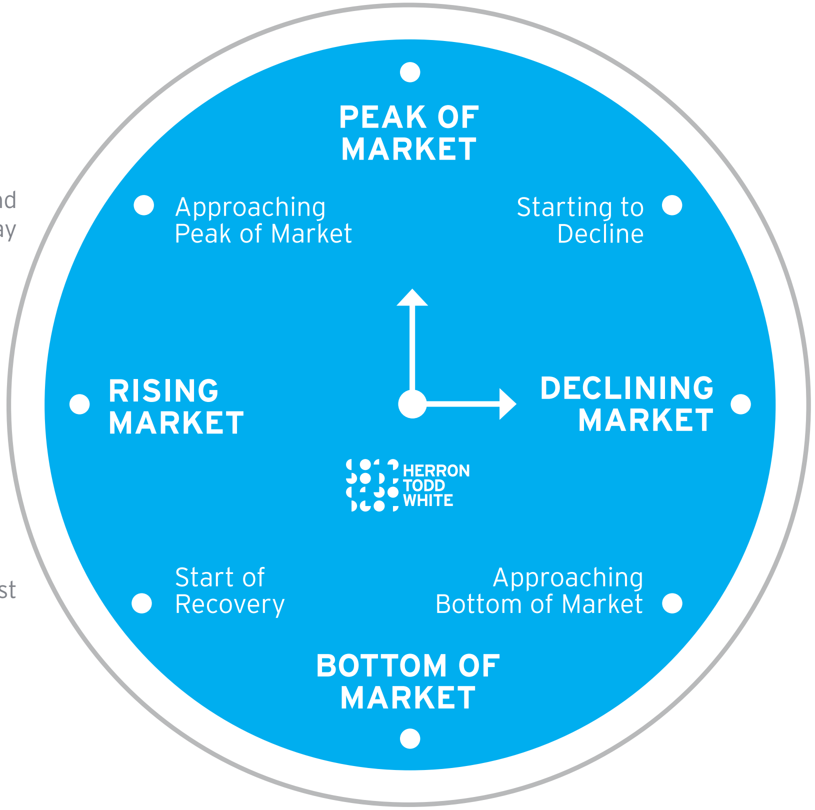
National Property Clock: *Units*

Entries coloured blue indicate positional change from last month.

Albany
Broome
Bundaberg
Burnie/Devonport
Fraser Coast
Mildura
Mount Gambier
Shepparton
South West WA
Tamworth
Toowoomba

Port Hedland
Whitsunday

Alice Springs
Bathurst
Launceston
Newcastle



Adelaide
Adelaide Hills
Barossa Valley
Brisbane
Cairns
Darwin
Dubbo
Emerald
Esperance
Geraldton
Gladstone
Gold Coast
Ipswich
Kalgoorlie
Karratha
Mackay
Melbourne
Perth
Rockhampton
Sydney
Townsville

Canberra
Port Macquarie

Central Coast
Illawarra
Sunshine Coast

Albury
Wodonga

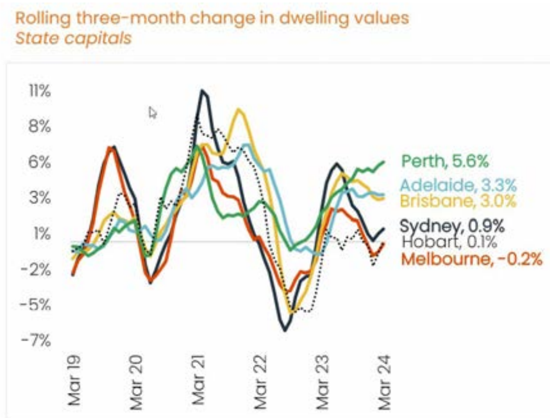
Ballina/Byron Bay
Coffs Harbour
Geelong
Hobart
Lismore
Southern Highlands

RESIDENTIAL

New South Wales - Residential 2024

Sydney

The Sydney median value across all residential dwellings sat at $1,139,375 at the end of March 2024, according to CoreLogic's Hedonic Home Value Index. While median value growth slowed in the second half of 2023 and had leveled off by the end of the year, there has been an increasing trend again to start 2024.



Source: CoreLogic

The median house price is up 0.9 per cent since the start of the year to $1,414,229. Units have started 2024 marginally better, up one per cent to $839,344.

Median values vary significantly across Sydney. In this edition, we take a look at various suburbs to show how the median value compares to the Sydney-wide median and provide examples of the type of properties being sold around the median price for the suburb.

Western Sydney

The year is flying by and with the first quarter locked away, it's time to highlight what the median price can get you.

South Wentworthville's median price for a dwelling is currently $1.15 million which is up 9.5 per cent over the past year but only up 4.5 per cent from September 2022, highlighting a drop in values in late 2022 and a slow recovery since.

For $1.15 million, you can buy a modern four-bedroom, two-bathroom, single garage duplex, as did the buyers of 13a Friend Street, South Wentworthville.


13a Friend Street, South Wentworthville Source: realestate.com.au

Duplexes are quite common these days as older dwellings on larger blocks are being demolished to make way for an attached duplex pair. Some of these properties have a high level of luxury inclusions and can achieve strong results as many people steer towards low maintenance property but do not want to live in an apartment complex or larger townhouse complex.

At the upper end of the scale is Glenhaven with a current median price of $2,439,900 (realestate.com.au). This price has had limited growth over the past 12 months with an uplift of 1.1 per cent over this time.

An example of what you can get is the recent sale of 12 Badenoch Avenue, Glenhaven, selling for $2,480,000 in February. For this price you get a renovated five-bedroom three-bathroom dwelling with a double garage on 1000 square metres of land.


12 Badenoch Avenue, Glenhaven Source: realestate.com.au

A more affordable option is a unit in Penrith. Currently the median price is $535,000 and the market out there has been stable for the past 12 months with no growth during this time (realestate.com.au).

The recent sale at 42/83-85 Union Road, Penrith is right in the median value range. This is a modern two-bedroom two-bathroom unit with a single car space and sold for $549,000 in April.

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42/83-85 Union Road, Penrith Source: realestate.com.au

In Penrith if you own a dwelling around the median value, the story is vastly different. Currently the median price for a house is $882,500 with the past 12 months seeing a 6.2 per cent uplift in values. This difference can be mostly attributed to a larger supply of units compared to the current demand. It is not unusual in the west to have units performing well below that of dwellings.

The median price in the Penrith LGA can get you a renovated brick dwelling with four bedrooms, two bathrooms and a double carport as is the case for 5 Mozart Place, Cranebrook, selling for $900,000 in April.

5 Mozart Place, Cranebrook Source: realestate.com.au

Our tip for savvy buying is to purchase a three-bedroom dwelling and renovate or extend to create a four-bedroom dwelling. By adding an extra bedroom and bathroom you will be not only increasing the overall size of the dwelling but the property will now be compared to other four-bedroom dwellings rather than being stuck competing with the three-bedroom dwellings in the area. As is the case in many suburbs, there is a large gap between the two dwelling types. If this can be completed whilst keeping the costs under control, you can be confident of truly adding value while enjoying a more comfortable home.

A good example is in Northmead. The median price for a three-bedroom dwelling is $1,385,000 which has seen 5.7 per cent growth over the past 12 months, whereas the median price for a four-bedroom dwelling is $1,595,000 which has seen a whopping 13.9 per cent growth over the past 12 months.

South Western Sydney

The south-west covers multiple LGAs and offers a wide variety of assets and living experiences from basic to expansive lifestyle properties. The median price range varies from suburb to suburb and estate to estate. We have identified three suburbs which represent the top, middle and lower tier of the median price range. These suburbs are a snapshot of the opportunities first home owners, upsizers, downsizers and investors have in the south-west market.

Airds is an outer suburb within the local government area of Campbelltown. The suburb is approximately three kilometres south-east of Campbelltown town centre and Campbelltown railway station. With a median price recorded of $750,288 (CoreLogic) the subject represents the lower tier of median prices in south-west Sydney.

The outer Campbelltown suburbs have historically been known for their government housing. Urban renewal projects are underway to revitalise the suburb and take advantage of its close proximity to the Campbelltown CBD. As per CoreLogic, house values rose 10.8 per cent over the past 12 months.

An example of what you can buy around the median price range is this basic three-bedroom , one-bathroom home on 517 square metres which sold for $730,000 in March.

A recent Airds sale Source: realestate.com.au

Value for money in these outer suburbs provides great opportunities for first home buyers and investors to enter the market. Whilst in most areas you would struggle to buy land for this median price, these areas are considered to provide great medium to long term investment as the area undergoes growth and improved services.

There is a range of middle tier suburbs, however we put the spotlight on Austral, a developing estate well connected by the M7 and within close proximity to the Aerotropolis and upcoming Western Sydney International Airport.

With a median price recorded of $915,325 (CoreLogic) the subject represents the lower end of the middle tier of median prices in south-west Sydney.

Whist this suburb does provide a great opportunity for investors and first home owners to get into the market, the lack of infrastructure and services has really put a stop on growth in value in the past 12 months. Investors need to be aware of the constant supply of competing rental stock whilst home owners need to weigh up a lack of infrastructure versus an affordable means of getting into the market with a new and modern product.

An example of what you can buy around the median price range is this modern four-bedroom, two-bathroom dwelling with one-car garage on 339 square metres, which sold in April for $910,000.

A recent Austral sale Source: realestate.com.au

Harrington Park is seen as the pick of the crop for south-west living due to its quiet tree lined streets and generally generous land sizes in comparison to surrounding suburbs. With a median price recorded of $1,352,586 (CoreLogic) the subject represents the higher tier of median prices in south-west Sydney.

The suburb is popular with upsizers and downsizers as it is centrally located to schools, shops and parklands. As per CoreLogic, house values rose 4.1 per cent over the past 12 months due to strong buyer demand and we consider this demand will continue.

An example of what you can buy around the median price range is this nicely presented four-bedroom, two-bathroom dwelling with a three-car garage on 616 square metres of land which sold in January for $1,325,000.

A recent Harrington Park sale Source: realestate.com.au

North Shore

The inner ring suburb of Lane Cove, nestled within the lower North Shore, currently boasts a median house price of $3,140,000. The suburb has had a 6.5 per cent increase in value over the past year according to realestate.com.au. Lane Cove North, situated in the outer ring, boasts a more affordable median house price of $2,410,000. Given this comparison, Lane Cove North emerges as an attractive option given the current market dynamics, particularly when juxtaposed with its pricier neighbour, Lane Cove. Even though it is relatively affordable, Lane Cove North is within close proximity to the CBD, is accessible via efficient bus services and has an array of shopping amenities, parks and schools.

A notable transaction that underscores the appeal of Lane Cove North is the recent sale of 28 Roslyn Street, fetching $2.4 million. This property comprises a three-bedroom freestanding brick dwelling featuring one bathroom and a single lock-up garage. Noteworthy features include a renovated kitchen and bathroom and elegant polished timber floors. The property is positioned on a 575 square metre allotment which invites the possibility of a knock down rebuild (subject to council approval). Despite its falling topography, the property presents exceptional value, especially considering its proximity to Lane Cove, where similar properties command prices upwards of $3 million.

Looking ahead, both Lane Cove North and its neighbouring suburbs exhibit promising outlooks, with the market showing continued upward momentum in the early months of 2024.

28 Roslyn Street, Lane Cove North Source: realestate.com.au

Harrington Park is seen as the pick of the crop for south-west living due to its quiet tree lined streets and generally generous land sizes in comparison to surrounding suburbs.

In the prestigious North Shore enclave of Mosman, robust price growth has been evident. As reported by realestate.com.au, the current median house price stands impressively at $5,387,500, reflecting a notable 9.9 per cent increase over the past 12 months. Delving deeper into the suburb profile, it's intriguing to observe that while the median price for a four-bedroom property reaches $5.33 million three-bedroom homes appear relatively more affordable at $3,655,000, presenting a substantial difference of $1,675,000.

This price variance prompts consideration of the potential value proposition inherent in three-bedroom residences with the opportunity for expansion. An option worth exploring is the prospect of extending a property or adding an upper level to accommodate an additional fourth or even fifth bedroom, thus capitalising on the differential in pricing.

A recent transaction that exemplifies this strategy is the sale of 112 Awaba Street in Mosman, which changed hands for $3.8 million. This freestanding single-level bungalow sits on a 479 square metre land parcel and currently comprises three bedrooms and two bathrooms, along with two off-street parking spots and an inviting in ground swimming pool in the rear yard.

The property's floor plan offers flexibility for reconfiguration into a four-bedroom layout, or alternatively, for those with a more substantial budget, the possibility of adding a second storey to the structure. Despite prevailing high construction costs, undertaking such enhancements could be achieved for significantly less than the $1,675 million price discrepancy between three-bedroom and four-bedroom homes in the area. This strategic investment stands to yield a substantial uplift in property value while also creating a more spacious and accommodating residence for a growing family.

112 Awaba Street, Mosman Source: realestate.com.au

Northern Beaches

As of quarter 1, 2024, median property prices in the Northern Beaches LGA stand at $2.51 million for dwellings and $1.1 million for units, remaining noticeably lower than the peak prices recorded previously at $2.85 million for dwellings in Quarter 1, 2022 and $1.3 million for units in Quarter 3, 2021 (source: PriceFinder.com.au).

It's understandable that the available property type at this price range varies based on location. Properties along the eastern side of Pittwater Road and closer to local amenities and the coastline naturally command a premium, given the higher underlying land value compared to properties on the western side or those affected by environmental factors.

61 Mona Vale Road, Mona Vale provides a good illustration of the associated discount for properties in less-preferred or busier locations.

61 Mona Vale Road, Mona Vale Source: realestate.com.au

The property comprises a modern circa 2021, two-storey, five-bedroom, two-bathroom dwelling with two-car garage situated on 750 square metres and sold in April for $2.45 million. The result is at a similar value level to that of 31 Emma Street, Mona Vale, which sold in April for $2.41 million, comprising a smaller and older, circa 1970s three-bedroom, one-bathroom dwelling on approximately 854 square metres of land.

These transactions highlight the significance of location in determining property value and emphasize the importance of understanding local market dynamics. While 61 Mona Vale Road presents a promising investment opportunity, it's worth noting that properties in less desirable locations typically exhibit weaker performance compared to the broader market and may not be ideal for those seeking strong capital growth prospects.

As reported by realestate.com.au, Mosman's current median house price stands impressively at $5,387,500, reflecting a notable 9.9 per cent increase over the past 12 months.

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31 Emma Street, Mona Vale Source: CoreLogic

When it comes to units, the choices at the median price point can vary significantly based on location. In Dee Why and Brookvale, there are limited options for three-bedroom, two-bathroom units. Meanwhile, two-bedroom, two-bathroom units are available in Wheeler Heights, Warriewood, Avalon Beach and Collaroy. Additionally, older-style two-bedroom, one-bathroom units can be found across most suburbs. Yields tend to be higher in Dee Why (four per cent) and Brookvale (3.9 per cent) compared to Manly (three per cent) and Freshwater (3.5 per cent), albeit potentially at the expense of capital growth (source: realestate.com.au).

Inner Sydney

Sydney is obsessed with all things property, with one of the most regularly quoted property statistics being median prices. The median is the middle value in an ordered set of data and whilst having its flaws as a price barometer, generally provides an idea of what the average price buys you in a suburb.

The most recent Sydney metropolitan median property price is reported to be $1,139,375 (as per CoreLogic), with further statistics from Domain showing a median of $795,994 for units and a median of $1,595,310 for houses. So what does an average property in Sydney's inner city look like?

With a median unit price of $746,784 (as per CoreLogic), Ultimo is the only suburb in central Sydney with a median unit price below that of the city wide median. Ultimo is less than two kilometres from the city centre on the western side of the CBD and is home to a large student demographic due to its proximity to the University of Technology, University of Sydney and multiple other higher education institutions. The suburb is set to benefit from the metro station under construction in Pyrmont, the large-scale fish markets redevelopment and the touted upcoming investment in a tech precinct surrounding Central Station. However the suburb is home to significant road infrastructure and a highly urbanised environment which can detract from its overall appeal.

714/99 Jones Street, Ultimo, a one-bedroom, one-bathroom unit with secure parking with 60 square metres of internal area was sold in March for $755,000. It is situated in a large scale building with recently refreshed common areas, having extensive common amenities, including a building manager, pool and gym. This unit represents good buying with a potential rental return of $700 to $750 per week and scope for updates to enhance future capital growth returns. However, large scale buildings such as this can often have a strong tenant demographic leading to increased wear and tear and above average maintenance levies. Furthermore units in large scale complexes are unlikely to result in rapid short term capital growth due to the consistent number for sale at any given time.

714/99 Jones Street, Ultimo Source: realestate.com.au

It is well known that house and land values within inner Sydney far exceed the broader metropolitan median. With a median house price of $1,911,955, Newtown is around five kilometres south-west of the Sydney CBD and is known for its eclectic demographic mix, appealing to students, young professionals and families alike with proximity to educational institutions, the CBD and a bustling high street with diverse shopping and a foodie scene. The suburb has an established train station and is set to benefit from ongoing gentrification.

However Newtown is known for its traffic, with the area's high street being notoriously choked during peak hours. Furthermore the area has above ground rail lines running through parts of the suburb, causing visual and noise pollution in parts.

17 Mary Street, Newtown is a four-bedroom, one-bathroom double-fronted Victorian cottage on a 154 square metre block opposite a popular park and within a very short walk of the main street. This property recently sold for $2 million – a touch above the area's median.

After spending around six weeks on the market, this sale is considered to represent good buying due to its wide frontage and prime position next to a park in the sought-after northern section of the suburb. However, internally it presents in neat but dated condition with faux brick archways, a brightly coloured bathroom and deep orange carpets.

The property presents a great opportunity for someone savvy to complete a cosmetic renovation or extensive additions and capitalise on the brilliant position within a suburb that has consistent demand and broad appeal.

17 Mary Street, Newtown Source: realestate.com.au

Inner West

The inner west of Sydney comprises a mixture of different strata titled property including low, medium and high density apartment buildings as well as townhouse and villa unit developments offering a mix of one-, two- and three-bedroom accommodation.

Median Unit Values Source: CoreLogic

The map below is based on data sourced from CoreLogic and provides a snapshot of the median unit prices across the region. As illustrated below, most suburbs in the area have a median unit price above $800,000.

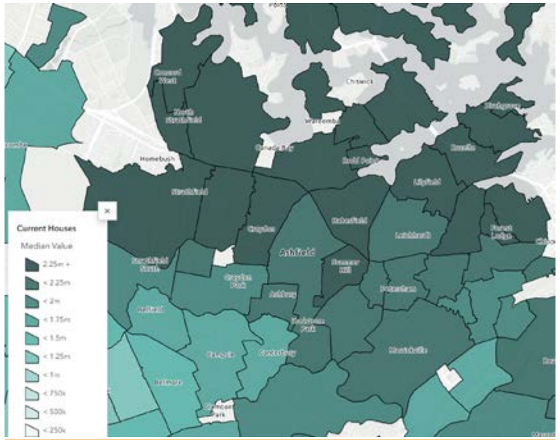
The median price appears to vary based on the desirability of the suburb as well as the proportion of one-bedroom units within the area. For example, comparing the suburbs of Annandale and Leichhardt, the median unit prices recorded are $1,024,150 and $1,082,068 respectively. Annandale has a lower median unit price, however is generally considered more desirable than Leichhardt. This may indicate a higher proportion of one-bedroom sales in comparison to Leichhardt over the course of the past 12 months.

Looking further into Leichhardt and Annandale, according to CoreLogic there were 45 sales of properties with sale prices between $900,000 and $1.25 million over the twelve months to April 2024. The sales indicate that within Annandale the median house price of $1.025 million could secure a circa 1960s or 1970s, two-bedroom, one-bathroom flat with a car space or garage.

In Leichhardt, the same money could secure a more modern two-bedroom, two-bathroom apartment with parking within a higher density complex. Generally speaking, lower density flats offer a better prospect of capital growth over the medium to long term, as homebuyers generally prefer less common areas and they also command lower strata levies.

In saying this, the general overall lack of properties on the market for sale within these areas would indicate that their values will remain stable or experience moderate growth over the short to medium term. The two-bedroom market in these suburbs is dominated by investors and young professionals seeking to enter the inner west market.

As for freehold and Torrens Title housing, the CoreLogic map below indicates that the majority of suburbs within the inner west have a median house price of above $2 million.



Median House Values Source: CoreLogic

As was the case with the data for median unit prices, the median house price is determined by a number of factors apart from the desirability of the suburb including the median land parcel size and the mixture of accommodation from the houses which have sold over the past 12 months.

As such, an area such as Newtown has a lower recorded median house price of $1,911,955 in comparison to a less desirable suburb such as Marrickville at $2,045,161.

Looking into what the median house price can afford in these suburbs, CoreLogic data indicates 50 houses have sold over the 12 months between April 2023 and April 2024 in Newtown and Marrickville within the $1.9 million to $2.1 million price range.

In Marrickville, the sale at 4 South Street comprised a single-fronted Edwardian era dwelling, with three-bedroom and two-bathroom accommodation and no parking provision, situated on approximately 259 square metres of land. The property sold for $2.035 million on 21 February 2024.

4 South Street, Marrickville Source: realestate.com.au

Comparatively, the sale at 35 Rawson Street, Newtown also comprised a single-fronted Edwardian era dwelling, providing similar three-bedroom and two-bathroom accommodation with no onsite parking provisions, however situated on a smaller land parcel of approximately 167 square metres of land. The property sold for $2.02 million on 24 February 2024.

35 Rawson Street, Newtown Source: realestate.com.au

This showcases the options that active home buyers are weighing up in the market, that being whether to compromise less land for a more desirable location. Three-bedroom dwellings are considered the most attractive option in these locations (in the current market), due to the strong demand from young families and investors. Given the general lack of supply of this type of housing, prospects for capital growth in these markets is more likely over the short to medium term.

Eastern Suburbs

In the well-regarded beachside suburb of Bondi Beach, the median house price was $4.085 million as at March 2024, with an annual growth rate of 11.9 per cent (CoreLogic).

An example of a house at around the suburb median is 13 Rickard Avenue, which comprises a semi-detached Californian Bungalow dwelling with three beds, one bath and no car accommodation on a 209 square metre allotment. The dwelling presents in a semi-modern condition internally with no views available. It sold for $4.055 million in March.

Another is 10 Roscoe Street, which comprises a semi-detached Californian Bungalow dwelling with three beds, one bath, single carport and a lower level self-contained studio on a 298 square metre block. The dwelling presents in a basic condition internally affording local and restricted district views. It sold for $4.2 million in March.

10 Roscoe Street, Bondi Beach Source: realestate.com.au

Properties in Bondi Beach are highly desirable as is reflected in the relatively high prices for limited accommodation, parking and land size, as buyer demand continues to outstrip supply. Caution should be taken when buying in this location as prices appear to have moved higher than their previous market peak.

A reduction in interest rates is likely to fuel further price growth in the Bondi Beach market, in addition to limited stock levels, low unemployment and a prolonged period of the official cash rate being below the historical average which has provided the opportunity for local buyers to upgrade their primary residence in recent years.

The median house and unit price in the eastern suburbs has seen month on month growth according to Domain's house price report which was last released in December 2023 and is prepared quarterly. The median price suggests house prices in the eastern suburbs are sitting around $3,542,500 and units $1,300,000 as at

Given the general lack of supply of this type of housing, prospects for capital growth in these markets is more likely over the short to medium term.

December 2023. Let's look at a suburb in which you can purchase a house or unit below the median value of eastern suburbs' prices.

Maroubra which is located 10 kilometres from the Sydney CBD and has good proximity to schools, universities, public transport, shopping and beaches is considered a less expensive location in the eastern suburbs with a median house price of $2,902,500 and median unit price of $970,000, well below the median price for the eastern suburbs.

An example of a house that sold for around the median price for Maroubra is 3 Haig Street, which sold in March for $2.9 million. The part renovated four-bedroom two-bathroom house with off street parking has a land area of 460 square metres and is positioned close to Maroubra Junction shopping precinct.

3 Haig Street, Maroubra Source: CoreLogic

An example of a unit for around the median price for Maroubra is 9/128A Garden Street, which sold for $980,000 in March. Constructed in 2019, the two-bedroom, two-bathroom, two-car basement car space unit originally sold off the plan in 2018 for $1.18 million.

Unit price growth has been flat since 2022 and has been lagging significantly behind house price growth so the market is showing potential to pick up properties like this example for reduced prices. It also highlights how some newer units purchased off the plan prior to Covid are still struggling to resell at a profit.

9/128A Garden Street, Maroubra Source: CoreLogic

Southern Sydney

In the Sutherland Shire, median house prices vary between $1.15 million and early $3 million. This trend of higher medium prices is evident along the peninsula and waterfront areas. The trend peaks in Cronulla and Burraneer, where the current median house price according to CoreLogic stands at around $3.15 million. These suburbs are popular due to their proximity to beaches and waterways.

In the Sutherland Shire, median house prices vary between $1.15 million and early $3 million.

13 Gunnamatta Road, Cronulla sold in March for $3.135 million
Source: realestate.com.au

However, recent data from CoreLogic indicates a 3.5 per cent increase in Cronulla's house prices over the past 12 months, contrasted by a 2.3 per cent decrease in the past three months, marking a notable shift within the suburb.

Renovation and redevelopment activities are prevalent, indicating a dynamic real estate market. Despite this, Cronulla's growth percentage remains smaller compared to many other suburbs in the shire, such as Miranda, with a median value of $1.711 million and boasting an annual growth rate of around 13.9 per cent. This difference may reflect a growing preference for more affordable suburbs within the Sutherland Shire.

Moving across to the St George region, Oatley is a leafy suburb within the Georges River Council where the median house price is $2.2 million and the median unit price is $940,000.

Oatley is desirable for its local village style shopping, location on the train line and its several boat ramps and waterfront parks. It boasts 25 parks which covers nearly 18.5 per cent of its total area.

Demand largely comes from owner-occupiers wanting larger leafy blocks of land. Given there was a 12.4 per cent change in median value over the past 12 months and 58.7 per cent in the past five years, Oatley represents a solidly performing suburb within Georges River Council with the outlook being positive.

21 Waterfall Road, Oatley sold in April for $2.155 million
Source: realestate.com.au

Zoning can be quite restrictive in Oatley with limited R3 Medium Density only covering several streets and many properties classified as Foreshore Scenic Protection Area, which requires more stringent building requirements.

Shaun Thomas
Director

Lismore / Casino / Kyogle

When a statistician walks into a room, they bring all their knowledge with them.

They have a million reasons for being anywhere. Just ask them.

If you listen, they'll tell you how they got there,

how they forgot where they were going and then they woke up.

If you listen, they'll tell you about the time they thought the median price was everything or dreamt of it being perfect.

And then they'll smile with wisdom,

content that they'd realized that the statistic isn't perfect.

It is, at times, flawed because as consumers we want so much more.

We're confused, because we get these things and wish for what we already had.

(Wisdom of Ron, real estate investor step-brother of advertising titan Don Draper – Mad Men)

The Lismore/Casino/Kyogle region has experienced a reasonably subdued 2024 thus far. Following the tumultuous "year of the flood" in 2022, the property market softened from there until the later months of 2023 when activity began to recover, albeit at a less frenetic pace than in years past.

Current CoreLogic data from March 2023 to March 2024 indicates rather soft median price gains in the largest suburb of Lismore City, Goonellabah, over the 12-month period. Goonellabah improved ever so slightly from $630,000 to $638,000 for a house. For this price, a property owner or investor could acquire an established, possibly part-renovated three or four-bedroom dwelling with one or two bathrooms and double garage. However, the median price for units dipped from $441,000 to $426,000. For this, an original, two or three-bedroom brick and tile duplex unit with a single garage would suffice.

Other suburbs experiencing similar trends include East Lismore and Girards Hill. Within the heritage suburb of Girards Hill, the median price for houses limped from $396,000 to $401,000 whereas units fell from $397,000 to $385,000. East Lismore did not fare much better with houses improving from $425,000 to $443,000 and units falling from $421,000 to $392,000.

The biggest take away from these statistics is to remember that parts of East Lismore and Girards Hill were impacted severely by the major flooding events of February and March 2022, the repercussions of which are still being felt today. The floods resulted in a wide variety in sale price ranges from flood-impacted property on the flat to well renovated, flood-free heritage homes on the elevated hill areas. These figures have undoubtedly skewed the data analytics and only closer analysis on a street-by-street basis would give a more accurate median price statistic.

And don't even bother looking at the median price of North Lismore and South Lismore. The vast majority of the residential property sales occurring in these two flood-impacted suburbs over the past 12 months were purchased by the NSW Reconstruction Authority/Northern Rivers Reconstruction Corporation as part of the NRRC Buy Back Scheme, a payment package which considers the market value of the property immediately prior to the February and March 2022 floods. Therefore, in reality, the median price is NOT refined to a point to eliminate these fabricated property sales from the data analytics.

Current CoreLogic data from March 2023 to March 2024 indicates rather soft median price gains in the largest suburb of Lismore City, Goonellabah, over the 12-month period.

The smaller regional and rural towns of Casino and Kyogle have proven resilient with the median price for a house rising from $424,000 to $441,000 in Casino and $455,000 to $476,000 in Kyogle. For this price range, semi-modern brick homes or updated older homes can be sourced. In regard to units for which the sales volume is significantly lower, Casino units also had a lift in median price from $319,000 to $332,000. Kyogle had little to no change in the median price for units in the same 12 month period.

For all its uses and application to property market analysis, the median price is an oft touted indicator of truth. However, without a carefully framed context and in-depth investigation on a more precise basis, a lot of this truth can be misconstrued – North and South Lismore as a case in point. Rarely do the generalised statistics give a clue to the micro factors of the locality being analysed.

Then again, some just want the DATA and not the story behind it....

Vaughan Bell
Property Valuer

Clarence Valley

In the Clarence Valley's regional centre of Grafton, the median price for houses over the past 12 months was $482,000 according to realestate.com.au. For a unit, $360,000 was the median price over the same period.

Of course, all properties in Grafton have the benefit of proximity to shopping centres, schools, sporting amenities and a variety of commercial enterprises. On the negative side, Grafton is surrounded by the floodable Clarence River but is protected by a levy wall flood mitigation system.

Generally, Australia's environmental issues are becoming more extreme, and Grafton is certainly susceptible to possible flooding. This of course negatively impacts insurance, development and other costs.

In considering the returns, a three-bedroom Grafton house can expect to rent for $470 per week at an annual yield of 5.2 per cent. This return is solid and considering Grafton houses have a 3.7 per cent annual growth rate, could be an attractive investment option. Units would rent at around $395 per week for a 5.9 per cent yield plus an annual growth rate of 1.4 per cent.

What's the outlook like? Very positive. Realestate.com.au notes 50 houses have become available for sale over the past month with over 1000 noted prospective purchasers. Also, eight units have become available over the same period with over 150 noted prospective purchasers. Traditionally Grafton has been very consistent in terms of providing a solid return while providing a steady base of increased growth and this likely can be expected to continue moving forward.

Simon Evans
Property Valuer

Coffs Harbour

A search of realestate.com.au shows the median property price for Coffs Harbour at April 2024 is sitting around $750,000 for homes which is down 7.4 per cent over the past 12 months. Conversely, units are up 3.9 per cent, sitting at the $536,500 mark. This is probably not unexpected as high interest rates force potential buyers to reduce their expectations of what they can afford and naturally gravitate towards the lower end of the market which is the unit product.

Interestingly, if we look back to April 2022 which was the start of the interest rate rises, the median house price for homes was $750,000 and units $535,000, which are identical to today's median values. This is an indicator that the interest rates have resulted in stabilising the market without any loss in value, however no equity has been gained over this period.

What do you get today for $750,000 in Coffs Harbour? Well, you will be looking in the suburban locations (away from the beach) and the age of home will vary from 1980 to 2010 with land areas from 500 to 1000 square metres with three to four bedrooms, one or two bathrooms plus one or two-car accommodation. This is fairly entry level property which is suited to a variety of family needs but probably not the first home buyer's territory given they would require 20 per cent deposit (circa $150,000) plus would potentially be borrowing $600,000 at an interest rate of seven per cent, setting them back circa $950 per week. The first home buyer will be more in tune with the median unit price of $536,500 which buys you a variety of styles from duplex, villa, townhouse to low-rise unit developments and typically being two or three bedrooms, one bathroom with single car accommodation. The only advantage to this sector

A search of realestate.com.au shows the median property price for Coffs Harbour at April 2024 is sitting around $750,000 for homes which is down 7.4 per cent over the past 12 months.

of the market is you can move closer to the beach whereas a house will see you in the back benches.

This price point makes for good buying opportunities as properties are still relatively affordable and well located to schools and shopping and nowhere in Coffs Harbour is ever far from the beach which is why we see the most activity in this sector.

On the investor side of the coin, what does the median rental market look like? Coffs Harbour has a median weekly rental of $640 which is up 6.7 per cent over the past 12 months which shows a gross yearly return on the median house price ($750,000) of 4.43 per cent. Unit market median rental value is $480 per week which is up 2.1 per cent over 12 months, indicating a gross return on $536,500 of 4.65 per cent.

If we look back to April 2022, we see a totally different result to property values with houses at $565 per week and units $445 per week. Again, it will be no surprise to anyone that rentals have increased whilst values have remained stagnant.

Moving to a more upmarket location like Sawtell (11 kilometres south of Coffs Harbour CBD) we see a totally different median price with homes sitting at a respectable $1,167,500, up 7.6 per cent from the previous 12 months and units $760,000, up 18.8 per cent. In relation to April 2022, the median house price was $1,111,500 and units $690,000. As can be seen, the difference of 11 kilometres means the world when it comes to property values. Sawtell is one of the blue-chip locations with limited product available and regardless of interest rates, buyers will pay what they need to pay to secure a property.

Expectations of the quality of home should also be lowered; depending on the street location here you will find the renovator's delight for the median price being a 1960 to 1980 vintage brick or fibrous cement home set on typically a 500 to 700 square metre site. Often the best plan of attack for these homes is to detonate rather than renovate. Again the unit will be an older style lowrise unit of 1970 to 1990 vintage with two bedrooms, one bathroom and single car accommodation.

Now turning to the Sawtell rental market, it is interesting to note we do not see the same correlation as property values with the median house rental at $655 per week, up 0.8 per cent over 12 months and units $470 per week, up 4.4 per cent. These rentals are similar to Coffs Harbour, however the price of property is significantly higher which will see gross returns a lot lower, homes at 2.9 per cent and units 3.2 per cent. This is an indication of the higher land values as the majority of the properties are older modest cottages which require upgrade work and achieve a lower rental. So, although as an investor you might not achieve the same return, long term capital gain will be higher.

As can be seen, the median house price varies significantly depending on the suburb location. Coffs Harbour City Council encompasses many different locational aspects which directly affect the price you will pay for property, typically the closer to the beach the more you will pay which is not rocket science.

Grant Oxenford
Director

Central Coast

Value for money is just one element at the forefront of minds when purchasing a property in the Central Coast region. The median price of property in the region will differ from suburb to suburb. The property type, overall size and condition contribute to the differing median values, however it is predominantly the underlying land values in each location that drive the median value variations.

A report released by CoreLogic showed the current median house price across the Central Coast region sits at $900,000 and the current median unit price at $650,000. The median house price for the region fell 5.7 per cent from November 2022 to November 2023 and the median unit price decreased by 1.5 per cent over the same 12-month period. These falls in prices are supported from valuations completed over this period and discussions with local agents.

Interestingly though, the data released in the three months between September 2023 and November 2023 showed that median house prices for the region increased by 0.6 per cent. There was no change in the unit median price. Broadly speaking, this data indicates the property market across the Central Coast region reached the bottom of the market cycle at some point in 2023 and there are early signs of positive growth.

So what can we expect to buy when looking at median prices in different suburbs across the region?

In the northern areas, particularly Woongarrah, CoreLogic records show the median house price to be $870,000. This figure is below the region's median house price at $900,000 and therefore on face value you would expect to buy a more substantial dwelling compared to other suburbs that sit above the median house price for the region. You could purchase a freestanding, single-storey dwelling that accommodates four bedrooms, two bathrooms and a two-car garage that is a couple of years old and on a smaller land size lot of less than 500 square metres, or a dwelling built in the early 2000s in some of the initial residential land stage releases for the suburb on a larger land size lot of between 700 and 800 square metres.

Properties located in Woongarrah are conveniently located to the M1 Motorway with local schools, shopping and public open space areas also close by. The suburb has been a popular choice for many homeowners relocating from Sydney and other regional areas due to its affordability prospects.

Noraville, a suburb on the coastal fringe in the northern area of the Central Coast region is also considered good value for money buying based on the suburb's median house price of $820,000. For similar money, you can buy an older style (circa 1960 to 1980) freestanding dwelling with at least three bedrooms and one bathroom that has been recently renovated with garaging for at least one car on a land size lot of between 500 and 700 square metres.

Looking further into suburbs in coastal areas, Terrigal has a significantly higher median house price ($1.5 million) compared to the average median price for the region ($900,000). If you only had a budget that stretched to $900,000, you would most likely take more interest in the unit market with the median unit price for the suburb sitting at $1.075 million. This would mean a townhouse or villa set away from Terrigal Beach in the back streets with accommodation that may include three bedrooms and one bathroom in a basic overall condition. If a property with good overall condition was at the top of your priority list, then a smaller unit in a multi-storey complex close to the town centre of Terrigal with at least two bedrooms and one bathroom could be an option.

Another suburb that may have limited options for purchasers with a budget of the region's median house price is Umina Beach, located in the southern area of the Central Coast. CoreLogic indicates a median house price of $1.025 million and $780,000 for units. Based on the latest data, prices for houses appear not to have reached the bottom with prices falling 2.8 per cent in the three months from September 2023 to November 2023 after price growth figures of 10.6 per cent over the twelve months between November 2022 and November 2023.

Across the region there are plenty of options for buyers that will tick a lot of boxes when you have a budget at or near the median price for units or houses.

The unit market performed relatively well over the same period with growth figures of 4.6 per cent in the same three-month period and replicated at 4.6 per cent over the same twelve month period. You can buy a substantial villa or townhouse for around $900,000, generally with three bedrooms, two bathrooms and at least one car accommodation. Villas and townhouses are a product of redevelopment in the area and have been since the early 1980s. They are usually located in pockets around the suburb, conveniently within easy commuting distance of local shopping, schools, parks and the railway corridor, with the nearest train station located in Woy Woy.

Across the region there are plenty of options for buyers that will tick a lot of boxes when you have a budget at or near the median price for units or houses. Personal circumstances and motivations behind buying property drives us where to look. Whether you are an owner-occupier or investor wanting to purchase that next investment property, then it is fair to say the Central Coast region is an attractive prospect and affordable location compared to other metropolitan areas surrounding the region.

Todd Beckman
Associate Director

Newcastle

The Newcastle Greater region consists of three general areas when considering where to live: coastal; inner Newcastle; and outer Newcastle. This could be exemplified by the suburbs of Newcastle West (coastal), Hamilton (inner Newcastle) and Fletcher (outer Newcastle).

From this we can consider the average cost to live there, known as the median price:

Suburb	Median house price	Median unit price
Newcastle West	$1,397,046	$760,345
Hamilton	$1,077,764	$671,652
Fletcher	$956,210	$723,597

As expected from the above data, the closer the suburb is to the coast, the higher the price for the property.

Newcastle West, only a stone's throw from the beach and foreshore provides generally older houses normally consisting of two and three bedrooms and predominantly terraced in nature. Larger houses in the surrounding area can have sale prices up to $8 million.

There has been an influx of new unit buildings in the suburb over the past 10 years consisting of one and

Overall, the greater Newcastle region has a wide variety of property price ranges for all types of buyers and the three selected locations demonstrate there is a property type and budget for everyone.

two bedrooms with the average price per unit rising sharply over the past five years. A one-bedroom may start around $550,000 with two bedrooms selling for up to $850,000 and above depending on views and location.

Hamilton is well located and very desirable with a good selection of older homes, federation style and new builds. Again, the median house price reflects the wide variety of properties sold in the area from older unrenovated homes to fully renovated. The average home has three bedrooms and one car garage with the spectrum of price varying considerably by $1 million depending on condition.

The unit market in the area is somewhat varied between older poor-quality units to new builds. The median unit price is more affordable than its neighbours in Newcastle West, just a few kilometers away and therefore more appealing toyoung buyers and investors.

Fletcher, approximately 15 kilometres from the coast, is a modern suburb primarily providing three- and four-bedroom detached houses, with some two- and three-bedroom strata villas recently being built as semi-detached and complex type construction. The median house price of $956,210 provides a modern four-bedroom, two-car garage home ideal for the family and investor. The villa has proved very popular in recent years amongst young people and investors due to affordability compared to the inner Newcastle and coastal regions.

Overall, the greater Newcastle region has a wide variety of property price ranges for all types of buyers and the three selected locations demonstrate there is a property type and budget for everyone.

Over the past five years, all three example locations have demonstrated a good level of property value growth and opportunity to improve the buyer's investment. Property cycles also show values can decrease or stabilise for lengthy periods, therefore choice of location and type of property in addition to assessing market conditions is important when considering a property price in comparison to the median house price.

Darren Sims
Property Valuer

Illawarra

According to CoreLogic's Home Value Index, the median dwelling value (houses and units combined) across the Illawarra at the end of April 2024 was $967,324. Now we take a look around our region for what type of properties can be purchased at the median price.

The northern suburbs of the Illawarra have some of the highest values in the region, with the area popular for its close proximity to Sydney and access to some amazing beaches. In Helensburgh, three-bedroom strata units or villas are available and in some cases even older freestanding houses can be picked up for under $960,000.

One example is 4A Walker Lane, Helensburgh recently sold for 935,000. This is a three-bedroom townhouse

4A Walker Lane, Helensburgh Source: realestate.com.au

It is down through Stanwell Park, Wombarra and Coledale that it becomes difficult to purchase a property for the Illawarra's median price. In the past 12 months there haven't been any residential sales in this area under $1 million. When we get to Austinmer and Thirroul, things open up a bit more and there is access to units and villas close to the median price. One example is 3/18 Ocean Street, Thirroul which recently sold. It's a two-bedroom unit that achieved $985,000.

3/18 Ocean Street, Thirroul Source: realestate.com.au

HERRON TODD WHITE

Bulli and Woonona start to offer three-bedroom properties within the median price range, mostly townhouses and villas and when we get into Corrimal, Balgownie and Fairy Meadow, it is again possible to purchase an older freestanding home on a 550 square metre block.

In the Wollongong CBD, the unit market has a broad offering at the median price. If you like an ocean view, semi-modern two-bedroom units are available in areas such as around the Wollongong Golf Course. It is possible to buy a three-bedroom property at this price point and while the majority of two-bedroom units are priced well below the median price, some of the modern, high spec, well positioned complexes can reach this price for their two-bedroom range.

Family homes at the Illawarra's median price of $967,324 are available in many of the region's older established residential suburbs with Figtree, Unanderra, Lake Heights, Dapto, Albion Park, Oak Flats and Mount Warrigal featuring heavily in this segment. In the area's new subdivisions such as Calderwood, Wongawilli and Stream Hill, the median price can purchase a new three or four-bedroom home. For example, 98 Bushranger Parade, Calderwood recently sold for $940,000 and is a four-bedroom home.

98 Bushranger Parade, Calderwood Source: realestate.com.au

Kiama starts to get a bit trickier again at this price point. We're mostly back to townhouses and villas being available, although from time to time there is a basic freestanding dwelling in the mid-$900,000s.

With the property market showing signs of strengthening during 2024, the median price market is performing well with properties that are well presented, well priced and well positioned being snapped up quickly.

Chris McKenna
Region Director

Shoalhaven

The Shoalhaven residential property market performs differently depending on the suburb, area and price bracket of each property. There seems to be some renewed confidence in the market overall, however uncertainty for many buyers and sellers is still evident due to the recent debate by economists as to what will occur in the next 12 months in relation to interest rates. There is talk that rates might be paused for longer than previously expected rather than a potential rate cut any time soon. Some experts are also noting a potential rate rise towards the end of the year due to stubbornly high inflation.

Let's take a look at what can be purchased around the median property price for different suburbs.

Properties in suburbs such as Nowra, Bomaderry, Worrigee and South Nowra seem to be showing an uptick in demand, with more prospective purchasers attending open homes, fewer days on the market and good sale results. It's evident that first home buyers are influencing this price bracket. The median house price for Nowra 2541 was $665,000 from May 2023 to April 2024 according to realestate.com.au. The median house price has seen a 0.8 per cent increase in the past 12 months with 151 properties sold in the past 12 months and a median time on the market of 60 days. The website also notes that Worrigee also saw its median house price increase 0.7 per cent to $750,000 between May 2023 and April 2024.

This strong demand could not be said for some of the coastal suburbs which are generally utilised for holiday homes. Agents advise that these properties are generally taking longer to sell and show less demand. Suburbs such as Vincentia 2540 has seen the median price of $1,177,500 (from May 2023 to April 2024) decrease 3.6 per cent with 82 properties sold and a median time of 77 days on the market. Huskisson is another example of a coastal suburb where demand has dropped off, with the median house price declining by 15.4 per cent between May 2023 and April 2024 to $1.325 million.

It will be interesting to see how the Shoalhaven residential property market reacts to the year ahead and the impact the Reserve Bank of Australia will have in relation to any changes in interest rates.

Joshua Devitt
Associate Director

Victoria - Residential 2024

Melbourne

Most people have strong feelings about which areas they'd like to buy property in and of course, we all want to strike a deal delivering great value. So, with that in mind, this month we explore what types of property can be purchased for the median price in various areas across Melbourne and Geelong.

We take a look at examples of both houses and units that can be purchased around the median price across the inner city, mid ring and outer suburbs, whether they represent value and good buying and their prospects and outlook for growth.

Melbourne CBD

In Melbourne's CBD, the median unit price is $526,000 according to the REIV. Although the majority of the CBD is very accessible via public transport, it does come at a cost to live more centrally.

Many of the apartments around this price tend to be two bedrooms, one bathroom and potentially one car spot and are situated towards the northern end of the city, closer to Carlton.

For example, the property below which is listed for $535,000 features two bedrooms and one bathroom with a fully modern fit out. There are some premium inclusions and amenities such as a gym and courtyard in the building.

301/151 Berkeley Street, Melbourne Source: realestate.com.au

The positive aspect for Melbourne CBD property owners is if they don't want to occupy, rents are very high at the moment. The median rent is $600 per week, which when compared to the rest of metropolitan Melbourne at $500 per week is a 20 per cent premium.

At this point in time, if a purchaser is aiming for property price growth whilst they are occupying, purchasing in the CBD would arguably not be the best investment as apartments and units tend to not grow as much as properties with land. REIV data suggests that buyers are purchasing property in Melbourne's CBD is mostly for investment purposes, so we suggest if purchasing, it is potentially more beneficial as an investment to reap the benefits of attractive rental yields.

The Melbourne CBD median rent is $600 per week, which when compared to the rest of metropolitan Melbourne at $500 per week is a 20 per cent premium.

South East & Mornington Peninsula

Dromana is on the less expensive side to buy houses with a median price of just over $1 million compared to its neighbours in Portsea and Sorrento, with a median of $3.5 million.

It still maintains the beach feel however and the median price has decreased by 1.4 per cent in the past 12 months in line with other Melbourne trends.

20 Atunga Terrace, Dromana Source: realestate.com.au

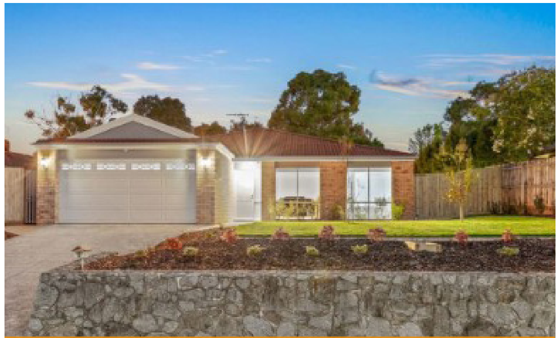
This property at 20 Atunga Terrace fits in with the average price, selling in late 2023 for $1.045 million. The two-storey dwelling is over 700 square metres with five bedrooms, making it a comfortable family home.

It's in a great location within 500 metres of Dromana Primary School, and one kilometre from the beachfront, while having easy access to the freeway, however the 1980 house has an outdated style that doesn't immediately catch the eye of a buyer compared to the higher end houses in the area.

RESIDENTIAL

HERRON TODD WHITE

33 Kent Street, Dromana Source: realestate.com.au



6 Boston Court, Narre Warren Source: realestate.com.au

If you're looking for anything on the cheaper side you will have to settle for dated builds. This large two storey dwelling at 33 Kent Street has a one-bedroom self-contained flat on the bottom level. Sitting on a hillside block it elevates to offer great views to the mountains and ocean.

This could be considered a great investment property with its self-contained living space, or could be updated to create the perfect coastal house. Alternatively, with its large land size a purchaser could choose to extend or add a second dwelling to this property.

If you're looking for less expensive areas, look inland as Narre Warren South offers a median price of $840,000 and has increased 3.8 per cent in the past 12 months, while rent has increased 14.6 per cent up to $550 per week.

This demonstrates the influx of buyers to these regions, looking to escape the inner suburbs of Melbourne to a more natural environment.

The house at 6 Boston Court sold for $850,000 in 2024 and is set in a fantastic spot for those looking at a family home, located a short drive away from both high schools and primary schools and large shopping centres. It offers a great mix of being near the countryside, backing onto Brennan's Bushland Reserve, while having access to the Monash Freeway, making travel to the inner suburbs much easier.

18 Avisha Way, Narre Warren Source: realestate.com.au

A more modern 2014 build, this four-bedroom, three-bathroom house is set at $875,000. What it lacks in the size of the other dwellings, it makes up for in its quality fixtures and fittings and interior layout with its open living style, making it less of an investment property and more of a long-term home.

The Clayton median house price of $1,152,500 represents a decrease of 0.6 per cent over the past year, however rent has gone up significantly by 17 per cent to $550 per week over the same period, proving there is a high demand for housing in the area, particularly with students utilising its proximity to Monash University.

2/14 Alice Street, Clayton Source: realestate.com.au

This Alice Street property is a townhouse unit with a smaller living space, but it has two stories, four bedrooms and three bathrooms making it feel bigger, with open style living.

The property fits in with the average price, selling at $1,136,000 in late 2023 with the limited land size, however while it is situated close to parklands and the university, it is around 100 metres from the railway line.

The Clayton median house price of $1,152,500 represents a decrease of 0.6 per cent over the past year.

HERRON TODD WHITE

3 Colonel Street, Clayton Source: realestate.com.au

With a similar price of $1,188,000, this 1970s-built house offers a larger, more open style of living, with added features including a studio and a workshop in the backyard. While it has close proximity to schools and public transport among other features, it lacks the updated style, however it's a trade-off many buyers will take.

Eastern Suburbs

Hawthorn is one of Melbourne's most desirable and affluent inner suburbs in Melbourne's east with a median house price of $2.8 million. While this figure increased 13.8 per cent in the past 12 months, it is still down from the height of the 2021/22 boom, when it peaked at $2,927,500 in January 2022.

If you're aiming to purchase a property around the median price in Hawthorn, you're likely to have to settle for a smaller dwelling on a smaller block east of Glenferrie Road. The renovated Victorian property at 5 Henrietta Street which sold in November 2023 for $2.71 million fits this profile. The property is on a 366 square metre block with a three-bedroom, 152 square metre dwelling.

5 Henrietta St, Hawthorn Source: realestate.com.au

Hawthorn offers many new style modern apartments around the suburb's median price of $550,000. The apartment at 501/17 Lynch Street is a prime example, selling in March 2024 for $520,000. It has a northern aspect and offers great value in the heart of the suburb, the Glenferrie Road shops, tram and train. It possibly reflects the 4.6 per cent drop in median unit price over the past 12 months as the market has adapted to higher interest rates.

501/17 Lynch Street, Hawthorn Source: realestate.com.au

Hawthorn offers many new style modern apartments around the suburb's median price of $550,000.

Located 16 kilometres east of Melbourne, Blackburn is home to thousands of families and is well serviced by rail and nearby amenities and beautiful parklands. With a median house price of $1,571,000, up 10.2 per cent in the past 12 months, it also hasn't reached the highs of the 2021/22 boom when it peaked at $1,639,500.

Interestingly, the $735,500 Blackburn unit median price is well down from its peak of $898,750 in March 2022. While Blackburn offers many older style 1950s weatherboards on large blocks around the median price, there are also many new townhouses at a similar price, such as 1B Dewrang Crescent which sold in December 2023 for $1.562 million. It's within walking distance of the railway station providing good access to the CBD, as well as a recently built, comfortable, three-bedroom, two-bathroom dwelling requiring low maintenance.

1B Dewrang Crescent, Blackburn Source: realestate.com.au

Blackburn also contains a range of two-bed apartments around the median price and if you're prepared to live on a busy main road, you can also find a sizeable two-bedroom townhouse with a living area of 133 square metres such as 1/21 Canterbury Road.


1/21 Canterbury Road, Blackburn Source: realestate.com.au


5/60 Taylor Road, Mooroolbark Source: realestate.com.au


58 Clifton Street, Northcote Source: CoreLogic

At the foot of the Dandenongs in the east, 36 kilometres from the CBD, is Mooroolbark. With a median house price of $810,000, it is an affordable area, particularly attractive for those looking to be closer to nature.

The property at 3 Landara Court sold in March 2024 for $810,000 and is typical of the area that is dominated by three-bedroom, two-bathroom weatherboard and brick dwellings built in the 1970s.


3 Landara Court, Mooroolbark Source: realestate.com.au

The unit at 5/60 Taylor Road offers a generous sized living area of 127 square metres, close to the railway, parks and amenities. It sold in December 2023 just above the median price at $661,000 delivering good value for the buyer.

The leafy eastern suburbs of Melbourne are often viewed as blue-chip buying and with inflation now coming down and the potential for interest rates to come back down in the near future, the outlook for growth in these properties appears to be strong in the medium to long term.

Northern Suburbs
The inner ring of Melbourne's north can be well represented by the suburb of Northcote. The median price for Northcote is $1.71 million (reiv.com.au) for houses and $705,000 for units.

Northcote is currently one of the most sought-after locations in the northern suburbs and it is easy to see why. Basing a house purchase on the median price, it would give someone the opportunity to purchase something like the property below.

Built in 1980 and having a slight facelift internally, this property comprises three bedrooms, two bathrooms and has a two-car built-in garage.

Purchasing in Northcote would be beneficial as there are still reasonable land areas for properties, therefore allowing for potential growth in the future.

Thomastown is a good representation of the middle ring of the northern suburbs, with a median house price of $696,000 and $461,000 for units. A vast area of Thomastown was developed in the 1960s and 1970s, therefore many of the properties in this area were built around that time, unless they have already been knocked down and rebuilt.


187 Main Street, Thomastown Source: CoreLogic

Thomastown is a good representation of the middle ring of the northern suburbs, with a median house price of $696,000 and $461,000 for units.

Many properties are similar to the one above with older facades, fixtures and fittings. For younger families who would like more land relative to the inner suburbs on average, a middle ring suburb such as Thomastown would be a very good purchase.

There is continued development and demand in the northern suburbs and outer north so even for investment purposes, capital growth could be expected. Also, for investors it would be likely that eventually permits would be issued for multiple dwelling developments as some parts of Thomastown have had zoning changes to encourage further development.

Lastly, Mickleham provides a good representation of the outer ring of the northern suburbs, recording a median house price of $681,000. As a highly developing suburb with large investment, Mickleham has attracted a lot of attention in the outer north of Melbourne. With so many new estates being developed such as the Merrifield Estate, it is very attractive to young families as there are quite well sized blocks of land and newer houses available.

114 Alexo Road, Mickleham sold for $692,500 Source: CoreLogic

With further development of not only residential but commercial properties to service the ever-growing outer north, it is an exciting place to purchase. Investors may also consider purchasing properties as capital growth is expected to occur and also the rental yield for Mickleham is 3.7 per cent, compared to the rest of metropolitan Melbourne at 3.1 per cent.

Western Suburbs

In the inner-western suburb of Maribyrnong, situated eight kilometres north-west of Melbourne's CBD, the median house price stands at $1,110,000, reflecting a notable 13 per cent increase over the past 12 months (realestate.com.au, 2024).

Illustrating this market is the sale of 17 River Street, Maribyrnong at $1,125,000 in November 2023.

This weatherboard home, retaining its original interior, boasts three bedrooms, one bathroom and ample space for three cars, all nestled on a 582 square metre block. Such properties in this coveted locale not only exemplify a solid investment, but also historically demonstrate robust capital growth, particularly compared to inner-city counterparts.

17 River Street, Maribyrnong Source: realestate.com.au

Meanwhile, units in Maribyrnong present a different narrative, with a median price of $475,500, marking a decline of 12 per cent over the past 12 months (realestate.com.au, 2024).

At this price point, prospective buyers can expect to secure a two-bedroom, two-bathroom unit with a single parking space and approximately 60 to 80 square metres of living space. While not offering the same potential for capital appreciation as houses, these units provide attractive rental yields amidst soaring rental prices, making them an enticing option for investors seeking steady returns.

Venturing further into Melbourne's western outskirts, the suburb of Sunshine, approximately 12 kilometres west of the CBD has a median house price of $805,000, despite reaching a peak of $875,000 in June 2021.

The housing market in Sunshine has regressed to levels of the latter part of 2020. This trajectory suggests a unique market dynamic, characterised by lower market elasticity influenced by factors such as fluctuating interest rates.

On the urban fringe of Melbourne lies Wyndham Vale, situated 31 kilometres south-east of the CBD, where the average house price is $580,000. Exemplifying this price point is the sale of 10 Dianchi Drive, Wyndham Vale for $580,000 in February.

While not offering the same potential for capital appreciation as houses, these units provide attractive rental yields amidst soaring rental prices, making them an enticing option for investors seeking steady returns.

Median house price - Sunshine Source: realestate.com.au


10 Dianchi Drive, Wyndham Vale Source: CoreLogic

This newly constructed four-bedroom, two-bathroom home with a two-car garage occupies a 300 square metre block, representing an attractive proposition for homebuyers seeking affordability without compromising on modern amenities.

Geelong

Highton is a desirable suburb to live in the Geelong area, near the Geelong CBD and close to walking trails along the Barwon River.

According to realestate.com.au, the median house price in Highton is $930,000, an increase of just 0.8 per cent over the past 12 months, indicating flat price growth in the Highton housing market.

If you're looking to buy in Highton, the median price generally offers a well renovated house on a block of around 750 square metres. For example, 10 Floreat Avenue, Highton sold for $900,000 in February 2024. This 2019-built property has four bedrooms and two bathrooms with a spacious back garden on a 723 square metre block, perfect for a family home.


10 Floreat Avenue, Highton Source: CoreLogic

Unit median prices in Highton have reduced over the past 12 months according to realestate.com.au data. The median price has decreased by 1.9 per cent, reducing to $520,000, indicating slowing demand for units in the area.

The property at 2/60 Glastonbury Drive, Highton fits the profile of the standard unit you will find. This property offers two bedrooms with dated features and sold for $512,000 in February 2024.

The median house price in Highton is $930,000, an increase of just 0.8 per cent over the past 12 months.


2/60 Glastonbury Drive Highton Source: CoreLogic

Highton is one of the main inner Geelong suburbs with stable house prices. The attractiveness of its properties and the location has stabilised its housing market growth.

This is promising for Highton as its neighbouring suburbs such as Belmont have seen a 4.2 per cent decrease in overall median house price in the past 12 months (realestate.com.au).

The flat growth in the Highton housing market can create some uncertainty in its market direction, but Highton's great location and surrounding amenities including schools, parks and shopping centres is attractive for more potential buyers to purchase in the area, increasing demand for houses, to then increase the median housing price.

Leopold is located approximately a 20-minute drive from central Geelong. In what can be described as the gateway to the Bellarine Peninsula, it can be an easy commute to the Geelong CBD or a surf escape in Point Lonsdale.

Median house prices in Leopold have dropped 3.8 per cent in the past 12 months according to realestate.com.au data. The price drop to $680,000 has provided a more affordable option for aspiring homeowners.

This dwelling at 14 Lochlan Court, Leopold is a good example of a standard home you can purchase at the median price. Sold for $675,000 in December 2023, this property offers a renovated interior on a 576 square metre block. It accommodates three bedrooms and two bathrooms and is a quick five-minute drive to the nearest shopping centre in Leopold.

14 Lochlan Court, Leopold Source: CoreLogic

The median unit price in Leopold has followed a similar downward trend as the house median price. Prices decreased by 10.9 per cent in the past 12 months to a median unit price of $480,000. This decrease is likely a product of the higher interest rates reducing people's ability to borrow money.

A good example of the type of unit you can purchase in the area is 2/100 Kensington Road, Leopold. The property has a fresh interior with two bedrooms and one bath. It sold for $495,000 in December of 2023.

2/100 Kensington Road, Leopold Source: CoreLogic

Located on the outer ring of the Geelong CBD, Corio is the first suburb when entering Geelong CBD from Melbourne. The affordability of the area is attractive to many, with a median house price of $480,000. This figure has reduced by 6.3 per cent over the past 12-month period, with the peak of the market.

If you're looking to purchase a property in Corio around the median price, the area offers many 1960s style houses with three bedrooms on blocks of around 550 square metres. 13 Vermont Avenue is a typical example of the type of Corio property that can be purchased at the median house price.

13 Vermont Avenue, Corio Source: CoreLogic

The median unit price in Corio is $400,000. The market for units in Corio is steady with no variation in price over the past 12 months. There have been limited sales over the past six months for units in Corio, with only seven properties sold since December.

The standard unit that can be purchased for the median price is a two-bedroom, one bathroom with a small back garden. 1/116-120 Cox Road, Corio sold for $411,000 in January 2024.

1/116-120 Cox Road, Corio Source: CoreLogic

The Leopold and Corio housing markets have shifted downwards. Their median house and unit prices have both decreased over the past 12 months according to realestate.com.au data.

This downward trend is also happening in the unit market in Highton. This can be due to the pressures of higher interest rates, reducing borrowing power for homeowners. Less people borrowing money for a home loan decreases the demand for properties, reducing housing prices.

Perron King
Director

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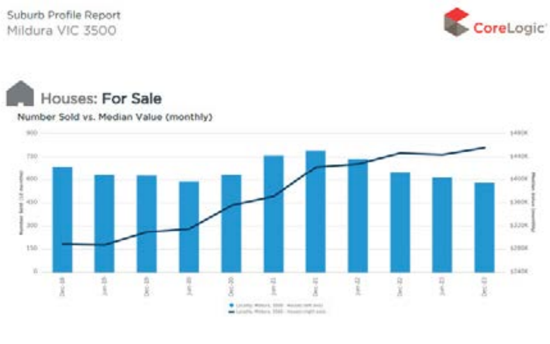
Mildura

The current median house price in Mildura is $450,000, showing an approximate 50 per cent increase over the past five years, with the December 2018 median house price sitting at around $300,000. The majority of this increase was experienced between 2020 and late 2021 with the median price showing moderate growth during 2022 and 2023.



Mildura value vs. volume Source: CoreLogic

In the local Sunraysia market, $450,000 can accommodate a number of different property types including older inner-city properties through to rural lifestyle properties and newer established dwellings on smaller allotments within surrounding towns. Some recent evidence of these property sectors includes 26 Magnolia Avenue, Mildura (sold for $445,000 in January 2024) which comprised an older, three-bedroom, one-bathroom weatherboard dwelling close to the Mildura CBD.

26 Magnolia Avenue, Mildura Source: CoreLogic

An example of a modern home in a surrounding town is 45 Betty Krake Drive, Red Cliffs which comprised a three-bedroom, two-bathroom brick veneer dwelling built circa 2012. This property sold for $455,000 in February 2024.

45 Betty Krake Drive, Red Cliffs Source: CoreLogic

Irymple, which includes numerous rural lifestyle properties, produced a sale at 112 Ginquam Avenue of $425,000 in February 2024. This property is an older three-bedroom, one-bathroom conite dwelling on a 4,000 square metre allotment.

Purchasers at this price point comprise a mix of both owner-occupiers and investors, however the number of investors appears to be slowing, which we attribute to rising interest rates and also the higher land tax regime now applying in Victoria. Both of these factors are eating into rental returns, notwithstanding the increase in rents over recent years.

Fortunately demand from owner-occupiers remains quite good, which combined with a reduction in supply, has seen values hold up over the past year.

Jake Garraway
Valuer

Purchasers at this price point comprise a mix of both owner-occupiers and investors, however the number of investors appears to be slowing.

Warrnambool

As reported by CoreLogic, the median house and unit prices for Warrnambool currently sit at $593,000 and $425,000 respectively.

As far as detached housing is concerned, the median price will afford purchasers a circa 1980 to 1990 house, maybe a little younger if you're lucky, generally comprising three or four bedrooms. The houses will be situated in a secondary location and will likely feature some degree of cosmetic update. The sale at 34 Swan Street typifies these attributes.

34 Swan Street Warrnambool Source: realestate.com.au

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34 Swan Street Warrnambool Source: realestate.com.au

We would view these median priced detached dwellings as having limited upside at present. These properties are most favourable to buyers looking to upgrade their size of residence, perceived location or feel able to continue the process of modernising the home. Median level 1980s properties are not especially beneficial to the home flipping crowd.

Potential investors with a budget around the median level would be better served searching out more modern, albeit smaller, townhouses or dwellings. The sale of 8 Andrews Avenue, Warrnambool at $620,000 at the start of February is an example of what to look for.

8 Andrews Avenue, Warrnambool Source: realestate.com.au

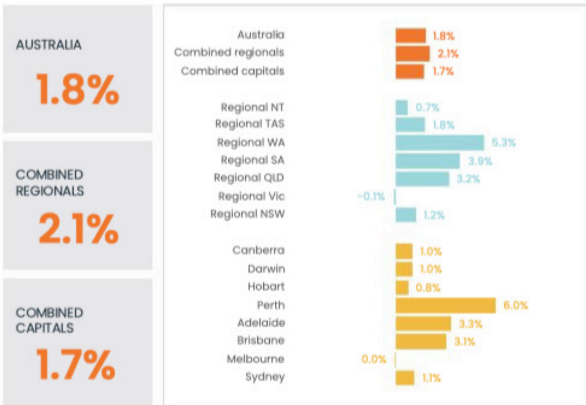
Jordan Mowbray
Valuer

Queensland - Residential 2024

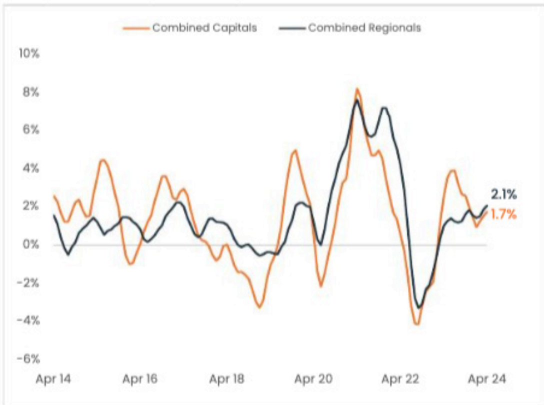
Brisbane

Our city is certainly shining on the property front as the year progresses. Demand is robust and listings tight. For property with the right fundamentals, we've seen spirited sales results.

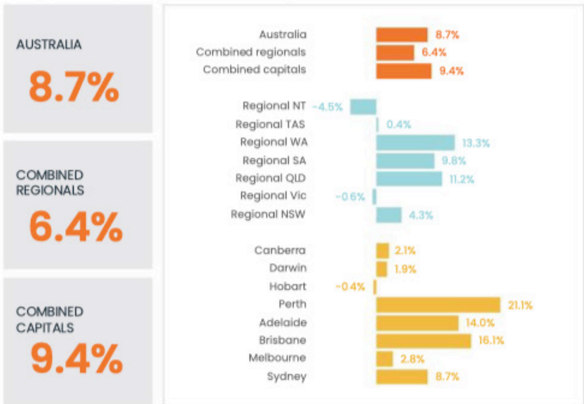
Change in dwelling values, three months to April 2024



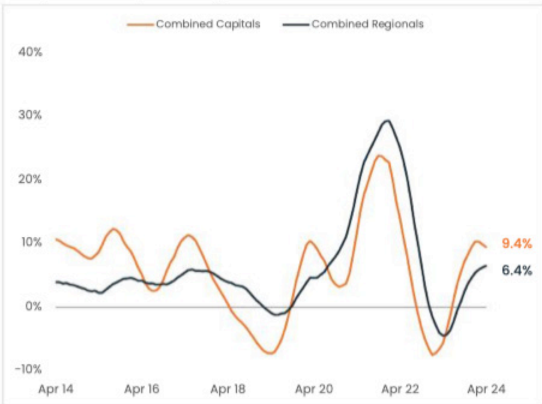
Rolling quarterly change in dwelling values



Change in dwelling values, twelve months to April 2024



Rolling annual change in dwelling values



National three- and 12-month dwelling value changes Source: CoreLogic

A look at CoreLogic's data tells the story.

Their tables to April show Brisbane house prices have risen 3.1 per cent in three months and 16.1 per cent in the 12 months. Brisbane is positioned in the top three locations for growth across all capital cities for both timeframes.

Of course, this demonstrates the challenge for buyers. Fast rising markets make it difficult to get a foot in the door. Bigger deposits are required, and you must be ready to act fast if you find a home that meets your needs.

CoreLogic's Hedonic Home Value Index indicates Brisbane's median price is currently $827,822, positioning it below Sydney and Canberra, but above Melbourne. This is a telling statistic as, historically, Victoria's capital has seen a higher median than Brisbane.

Index results as at 30 April, 2024	Change in dwelling values				
	Month	Quarter	Annual	Total return	Median value
Sydney	0.4%	1.1%	8.7%	11.9%	$1,145,931
Melbourne	-0.1%	0.0%	2.8%	6.5%	$783,261
Brisbane	0.9%	3.1%	16.1%	20.8%	$827,822
Adelaide	1.3%	3.3%	14.0%	18.7%	$747,732
Perth	2.0%	6.0%	21.1%	26.8%	$721,278
Hobart	0.3%	0.8%	-0.4%	3.7%	$648,074
Darwin	0.6%	1.0%	1.9%	8.5%	$496,228
Canberra	0.2%	1.0%	2.1%	6.2%	$847,604
Combined capitals	**0.6%**	**1.7%**	**9.4%**	**13.3%**	**$857,139**
Combined regional	**0.8%**	**2.1%**	**6.4%**	**11.2%**	**$622,781**
National	**0.6%**	**1.8%**	**8.7%**	**12.9%**	**$779,817**

Hedonic Home Value Index to 30 April Source: CoreLogic

Of course, this median value does encompass the full gamut of dwelling types. Most houses will invariably sit above this figure, while units will be priced below. It will also capture a range of properties in terms of quality, size, condition and so on. Put another way, there will be properties available to purchase well below and above the median, it just depends on what compromises you're willing to make as a buyer.

Let's look at some locations and what both the Brisbane median value and their specific suburban medians might buy.

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North

In Greater Brisbane's far northern suburbs – i.e. those on the fringe – you'll spend around $600,000 to $850,000 on a detached house, and $350,000 to $500,000 on a townhouse. As such, the Brisbane median of $850,000 to $900,000 will secure a substantial piece of real estate. It will almost certainly be a detached home and could be a new house on a smaller block, or a more generous but older dwelling on a large site.

An example would be this property at 24 Moorhen Court, Narangba which sold for $860,000 recently. This is a near-new, four-bedroom, two-bathroom, two-car garage, lowset brick home on an 800 square metre site.

24 Moorhen Court, Narangba Source: realestate.com.au

In comparison, this property at 10-12 Hawthorn Road, Burpengary sold for $845,000 in May. The property provides for a neat and tidy, four-bedroom, one-bathroom, four-car 1980s home on a 3655 square metre site. Ancillary improvements include an inground pool, storage shed and established landscaping.

10-12 Hawthorn Road, Burpengary Source: realestate.com.au

Still to the north, but a little closer to the city, sits the outer suburbs exemplified by Strathpine and Lawnton. The average detached home here sells for between $700,000 and $850,000, while townhouses and other attached product achieve $450,000 to $550,000 at sale. The overall Brisbane median price of $850,000 to $900,000 would obviously secure a comprehensive home in these suburbs.

According to our valuers, stock numbers remain tight in these and similar locations. These suburbs are driven by first homebuyers and investors (predominantly local) so competition is fierce – particularly because of the tight rental market pushing tenants towards purchasing an affordable home. As an example, our valuer recently assessed a home on Brays Road, Lawton where the agent advised they had over 60 groups through on the first open and received eight offers on auction day. The home sold above expectation at $740,000 to a local owner-occupier. In fact, our valuer suggests that there is a risk some buyers are overpaying for renovatable property here. Given costs to construct are still elevated, paying too much for a home that needs work is generally a bad idea.

Moving toward our near- and inner-city suburbs and you'll see the Brisbane median priced options are becoming thin. Houses in the near city regularly exceed $1 million, so buyers really are looking at units as an option for their $850,000 to $900,000. You could pick up a good quality unit in the inner city or surrounds with suburbs including Newstead and South Brisbane on your radar.

An example is this reasonably new apartment at 3033/36 Evelyn Street, Newstead which has two-bedroom, two-bathroom, one-car accommodation, and which sold for $900,000 in March. A well-presented unit in a great location, but with only 100 square metres total floor area.

3033/36 Evelyn Street, Newstead Source: realestate.com.au

In comparison, 4/45 Cordelia Street, South Brisbane sold for $900,000 in February and provides a substantially larger floor area at 183 square metres. This older apartment has three bedrooms, two bathrooms, large balcony and one-car garage.

The Brisbane median of $850,000 to $900,000 will secure a substantial piece of real estate.


4/45 Cordelia Street, South Brisbane Source: realestate.com.au

South
Mid-ring locations in the south somewhat mirror the north in that distance from the CBD tends to dictate relative values.

Let's look at Rochedale South as an example. Here, a figure in the early $900,000s will secure a three-bed, circa 1980s home. This isn't far off the Brisbane median home price.

To illustrate, this home at 3 Quantock Court, Rochedale South sold in April for $901,000. It provides three-bedroom, two-bathroom, two-car accommodation on a 605 square metre site. The home has an internal living area of 95 square metres, an external area of 63 square metres, and appears in generally good condition.


3 Quantock Court, Rochedale South Source: realestate.com.au

According to our team, this location and suburbs a similar distance from the CBD are popular with buyers priced out of more expensive addresses nearby.

Of course, attached housing is also an option here for those on a tighter budget. For around $600,000 you can acquire a three-bed townhouse with the potential to add a little value through renovation. This could be a good choice for those looking to escape the rental crisis or get into their first home.

Parkinson is positioned approximately 19 kilometres directly south of Brisbane's CBD and comprises a mix of residential property types. The suburb's median price of $1.13 million seems a little surprising given its distance from the city centre, but it does have strong appeal to the Asian community, particularly those priced out of areas such as Sunnybank and Robertson. In many cases, premiums are paid for homes throughout the area. A property at the $1.1 million price point will be a circa 1990s or 2000s dwelling on roughly 600 to 700 square metres of land.

52 Mapelton Circuit, Parkinson sold in March for $1.11 million. This presents a lowset rendered concrete home on 601 square metres with four-bedroom, two-bathroom, two-car accommodation.


52 Mapelton Circuit, Parkinson Source: realestate.com.au

Another property type available to Parkinson buyers is townhouses. The suburb's median price of $621,000 will acquire a modern (circa 2014 to 2017) three-bedroom, two-bathroom townhouse. Townhouses in this suburb have shown strong capital growth over the past six months given four-bedroom townhouses were previously selling at this price point towards the end of 2023.

Heading a bit further out in the southern suburbs and areas such as Marsden might fit the bill if you have less than the Brisbane median to spend. In these addresses it's possible to acquire a good quality, four-bedroom detached house on a standard size allotment for around $700,000. That's pretty good buying relative to the prices being achieved close in.

A great example is this home at 16 Robur Street, Marsden. This is a well-presented, lowset brick-and-tile home with four bedrooms, two bathrooms and a two-car garage all on 600 square metres of land.


16 Robur Street, Marsden Source: realestate.com.au

Another location to the south that we can look at for relativity is Browns Plains which comprises a mix of detached houses and attached townhouses. It is a very good option for both investors and first homebuyers with comprehensive facilities, particularly retail at the Grand Plaza Shopping Centre.

Here, the median price of a house is $636,000. For that figure you'll acquire a circa 1990, unrenovated, three-bedroom, one-bathroom home on around 600 to 800 square metres of land. For investors, this type of asset should achieve a gross yield in the order of 4.5%.

Attached housing is an option as well with a median price of $476,000. This will see you buy a circa 2000, basic three-bedroom, two-bathroom, one-car townhouse. Most investors will be pleased to know that gross yields of around 5.0% to 5.5% are on hand for this property type.

Remaining in the south and we check out Greenbank which has a median house price of approximately $980,000. This may seem surprisingly high for a suburb located well away from the CBD, but the locality is riddled with acreage property. As such, the median price is higher.

For example, a basic, detached four-bed, two-bath, two-car dwelling on around 300 to 400 square metres will trade for somewhere between $650,000 and $750,000 depending on the usual factors such as age, land size, floor area, features and so on. In comparison, rural lifestyle properties range from $900,000 to $1.4 million encompassing good quality homes on site areas from 4000 square metres to three hectares. A rural property at the suburb's $980,000 median house price would comprise of a relatively basic house or a large shed only.

Mid- to inner-west and Centenary corridor

The mid-inner west is an appealing area for family homebuyers. Good size allotments in leafy surrounds with comprehensive local facilities and great school options all add up to the right kind of address for these purchasers. Throw in their easy access to the Centenary Highway and major connecting roadways, and you are boosting the appeal.

The challenge here is price. The Brisbane home median won't get you much in the way of a detached house in suburbs like Graceville or Sherwood. Here, the median sits at around $1.2 million... and that's not necessarily a premium property. At that price point you could find an unrenovated post-war house or an unrenovated 1990 to 2000 brick home on a small allotment of say 400 square metres. That $1.2 million will get you a similar sized property that's fully renovated a bit further out in suburbs such as Oxley and Corinda. It will even secure a 10-year-old semi-modern two-level residence with a pool.

An entry point to these desirable suburbs would be attached housing. The median unit price in the inner-mid west is around $550,000. That figure could buy a good quality two-bedroom unit in a solid location with easy access to quality schools in areas like Sherwood and Corinda. For smaller households, $550,000 would secure a new one-bedroom unit in a block with amenities such as a pool and BBQ facilities.

If the house buyer was looking in the Centenary suburbs of Jindalee, Mount Ommaney, Jamboree Heights, Middle Park, Westlake, Riverhills and Sumner, they would likely find a property at the Brisbane home median of approximately $830,000 given the very broad range of property types and quality on offer here.

For example, 64 Paluna Street, Riverhills sold in March for $835,000. This is a lowset, brick circa 1980s home on 549 square metres. It provides three-bedroom, one-bathroom, two-car accommodation and is well maintained but has some original fit out.

64 Paluna Street, Riverhills Source: realestate.com.au

Our valuers suggest that extending your budget power beyond the Brisbane home median and more toward the $1.2 million mark will deliver the best buying in this cohort of suburbs. It affords you a home with longevity that can grow with a family, and also deliver strong capital growth potential.

One more element to consider in these addresses is flooding. Sections of Centenary and the inner-west have been heavily affected by Brisbane flood events throughout the past decade and before. Unfortunately for some under-informed buyers, these flood-affected homes can present as a bit of a bargain. For example, blue chip addresses can have older highset dwellings neighbouring very good quality property, however the property's individual

Our valuers suggest that extending your budget power beyond the Brisbane home median and more toward the $1.2 million mark will deliver the best buying in this cohort of suburbs.

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flood impact could discount its value by around 30 per cent. Put another way, a flood-affected property that sells for $1.2 million would achieve $1.8 million in a non-flood area. Given the risk and insurance challenges, buying a flood-affected home in Brisbane is not a great choice if you hope to see capital gains and avoid any future flood events, even if the price seems right at the time.

If you have a tight budget, attached housing is again your friend. Oxley and some Centenary suburbs allow you to pick up a three-bedroom, two-bathroom, one-car townhouse around the $550,000 to $600,000 mark.

We note the attached housing market in the inner-mid west and through the Centenary corridor has seen very strong price growth off the back of limited supply and limited future development pipelines. With the increase in rental returns of late, units and townhouses have strengthened as an investment option. In addition, many owner-occupiers are buying them as a stepping stone into the detached market sometime in the future. It means they can live locally and utilise nearby facilities while they wait to graduate into a larger, detached home.

Our caveat is this – construction quality in some attached housing developments has been sub-par, particularly stock built specifically to attract investors. The low quality of these properties is being masked somewhat by high buyer demand and strong rental returns at present. Purchasers are overlooking this important element in order to secure a home or asset, but there is a risk that long-term maintenance issues will eat into the property's performance.

Our overall outlook for property purchased in Centenary remains positive. Land supply is limited, and older property owners aren't downsizing as rapidly some predicted, so buyers are having to meet seller expectations in many instances.

Ipswich and the western corridor

Springfield Lakes is a multi-stage, master-planned development that has been growing rapidly to the west of Brisbane. The establishment of comprehensive services, facilities and infrastructure – including major road and rail links – has helped build this into a vast mega-community. The area comprises predominantly detached housing with some townhouse complexes dotted throughout the suburb.

The median house price in Springfield Lakes is $769,000 – a solid $100,000 below the Brisbane home median. This level of affordability and amenity are what has made it so attractive to family buyers. At that median, you can purchase a circa 2000, four-bedroom, two-bathroom, two-car dwelling on around 600 square metres of land. There are also some newer homes of similar configuration, but on 300 square metres of land, at about that $769,000 median.

An example is this home at 21 McGregor Place, Springfield Lakes which is four-bed, two-bath, two-car accommodation on a 424 square metre site that sold for $781,000 in April.

21 McGregor Place, Springfield Lakes Source: realestate.com.au

Moving further out along the corridor and Ripley is the area many buyers are flocking to for newer homes with excellent highway access. In Ripley, the median house price sits at $680,000 to $720,000. Again, this is well below the Brisbane median. At this Ripley price you can secure a five-year-old, four-bedroom, two-bathroom dwelling on 375 to 400 square metres of land.

Attached housing is also on offer here. In Ripley you'll find townhouses with a median price of $500,000 to $540,000. They'll be three-to-five years old and will comprise three-bed, two-bath, single-garage accommodation. In addition, freehold terrace houses in these estates can be purchased for around $510,000 to $550,00 with three-bed, two-bath, one-car accommodation.

An example is this one at 181A Panorama Circuit, Ripley, which is a near-new, three-bed, two-bath terrace. It's a well presented home with good access to Ripley town centre.

181A Panorama Circuit, Ripley Source: realestate.com.au

Now, looking toward the more established suburbs in and around Ipswich's city centre and the Brisbane median would secure a buyer some seriously good real estate in Ipswich. While the city has been gentrifying in recent years, it continues to be viewed as the more affordable "second capital"

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Ipswich itself has a very affordable median price by south-east Queensland standards with detached homes priced around $575,000 and townhouses at $425,000.

by many locals. Ipswich itself has a very affordable median price by south-east Queensland standards with detached homes priced around $575,000 and townhouses at $425,000.

Detached housing is far and away the most popular and plentiful residential property type in Ipswich. At the city's median price, you could secure something like 7 Hargreaves Street, Eastern Heights which sold in March for $588,900. This lowset three-bedroom, one-bathroom home is on a 911 square metre site in a central and relatively desirable suburb. The home is renovated and of neat and tidy presentation.

7 Hargreaves Street, Eastern Heights Source: realestate.com.au

Townhouses are also an option with three- to five-year-old properties of three-bedroom, two-bathroom configuration achieving $400,000 to $450,000, a very affordable option for those priced away from Brisbane City.

Another real estate type gaining plenty of interest in and around Ipswich is dual occupancy homes. These properties encompass structures containing accommodation such as a three-bedroom, two-bathroom, single-car unit adjoined to another one-bed, one-bath, one-car unit. This opens possibilities for investors or multi-generational families. Expect to pay around $700,000 to $720,000 for one of these. We do note that gross yields on dual living homes have softened of late, with many now achieving around 6.0%.

The market in Ipswich remains robust with the expectation that values will continue to grow across all areas. Planned infrastructure works throughout the western growth corridor will only bolster capital gains potential. Our valuers do caution however that you should buy the right types of properties with good fundamentals. It's well worth seeking professional advice before committing to a purchase to mitigate any risks and ensure the home meets your specific needs.

David Notley
Director

Gold Coast

Earlier this year the median house price for the Gold Coast region hit the $1 million mark for the first time off the back of reasonable price growth over the past twelve months. The median price for a unit has now climbed to around $750,000, which is not that far behind the median price for apartments in Sydney, according to recent data from SQM Research. Both markets have enjoyed price growth since mid-2023, but growth in the unit market has been noticeably stronger which could be merely put down to the persistent issue of housing affordability.

Whilst our economy appears to be softening, confidence in the local property market appears to have improved in the past few months with the thought that interest rates have peaked and that there could even be some interest rate cuts soon on the horizon. As we continue to experience lower than average listings, a strong rental market and high migration levels to the south-east region, these key factors may just keep property prices robust for a period longer than expected.

In this month's edition, we're going to cherry pick a handful of well-known suburbs across the Gold Coast, investigate the current median price for that specific locality and explore the buying opportunities available to homeowners and investors within the vicinity of that price point.

Southern Gold Coast and Tweed Area

Firstly, let's take a look at the popular beachside suburb of Palm Beach which continues to attract strong buyer interest at the southern end of town. The latest data from Proptrack indicates that the median house price in Palm Beach has now jumped to around $1.63 million, whereas only twelve months ago the median was sitting at around $1.455 million.

Being a desirable location close to the beach, it's no surprise that house and unit prices here are well above the current Gold Coast median price. Lately, the common transactions at the current median house price appear to be the circa 1970s to 1990s built houses which have been updated over recent years. These properties will generally be within one kilometre of the beachfront, provide three- or four-bedroom accommodation and may even feature a swimming pool.

To provide you with a recent example, 61 Fifth Avenue, Palm Beach sold in March for $1.6 million. The property is a partly refurbished, circa 1970 built, low-set dwelling providing four-bedroom, two-bathroom accommodation, set on a 508 square metre allotment approximately 650 metres from the beach. The property features an updated kitchen and ensuite, double carport, swimming pool and outdoor cabana. The resultant price for this property appears to be reasonable buying on face value, but it should be noted that the property did need some immediate attention, as the fitout within the main bathroom had been completely stripped out.

61 Fifth Avenue, Palm Beach Source: realestate.com.au

A recently refurbished two-bedroom duplex unit in Third Avenue, Palm Beach also reportedly sold earlier this year for $930,000.

Third Avenue, Palm Beach Source: realestate.com.au

At the time of writing, a quick online search of available listings showed that there were about half a dozen or so detached house properties advertised on the familiar real estate websites in the circa $1.6 million to $1.75 million price range, mostly comprising non-waterfront dwellings on 500 to 610 square metre lots.

Our valuers have noted that given the very strong interest for this trendy location, when this type of stock hits the market it doesn't tend to sit around for very long!

Taking a look at unit product within Palm Beach and the median unit price in the suburb currently stands at around $950,000. This figure should continue to climb in the near future as much of the new unit stock coming to market in this suburb appears to be catered towards cashed-up luxury buyers at the higher end of the market.

With this type of budget in mind, there are a small number of options available. The main choices appear to be a modern style, two- or three-bedroom apartment or an older style duplex residence that provides two-bedroom accommodation. A typical apartment in this price range will generally feature modern, good quality finishes throughout, having two bathrooms, and one basement car park and should offer reasonable ocean views.

Alternatively, if you would prefer what duplex living offers, opportunities do pop up occasionally but are usually hard to come by, particularly under $1 million. Taking into consideration the recent duplex unit sales, we noted that 2/26 Third Avenue, Palm Beach sold for $930,000. This attached single storey residence has been freshly renovated, providing two-bedroom, one-bathroom accommodation, with one car garage and is currently rented at $850 per week. Many of these duplex properties, like this one in Third Avenue, are often located within close walking distance to trendy cafes and restaurants and the beach, which is a major drawcard for buyers.

Construction of the light-rail extension commenced along the Gold Coast Highway earlier this year and with associated construction activity causing further traffic congestion within the suburb, it will be interesting to see if this has any impact on demand for property over the remainder of the year.

Now let's turn our attention to the localities just south of the border. At present, the median house prices in Tweed Heads and Banora Point are $994,750 and $995,000 respectively. So, what type of house can you buy for around $1 million dollars in these localities? Well, what you would typically expect to find in the central part of the Tweed Heads area is an older style dwelling built in the circa 1970s or 1980s on an allotment of 600 to 650 square metres. These homes will generally provide a modest standard of accommodation with three bedrooms (but may also need a bit of TLC).

Upon viewing the latest sales data from Corelogic, it appears that there have been very few detached house transactions circa $1 million in Tweed Heads so far this year, but at the same time there has been very little stock put on the market.

One notable example of a recent house sale which transacted fairly close to the median price was 1 Meridian Way, Tweed Heads which was marketed as a renovator's dream. This 1975 built, low-set dwelling on a 658 square metre allotment is in a quiet, tightly held pocket within the suburb which has good access to the M1. The property comprises a modest standard of three-bedroom and one-bathroom accommodation featuring a very dated interior, with one car garage and basic ancillary improvements.

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1 Meridian Way, Tweed Heads Source: realestate.com.au

Just a little further inland, west of the M1 Motorway, the same budget of around $1 million will likely land you a similar or marginally better quality house on a slightly larger block, like 11 Anconia Avenue, Tweed Heads West for instance, which settled in April this year for $950,500. The property comprises a circa 1987 built, high-set brick and tile roof dwelling providing four-bedroom and two-bathroom accommodation with one car garage on 748 square metres of land. Whilst the residence may be a little tired in appearance, this property has the advantage of views overlooking the Cobaki Nature Reserve.

11 Anconia Avenue, Tweed Heads West Source: realestate.com.au

So what are the detached housing buying options like at the median price point right now?

At the time of writing, a quick search of the well-known real estate websites shows that there is virtually no stock of detached houses listed on the market within the central pockets of Tweed Heads near the current median house price level. However, by slightly broadening the search parameters, you will find a couple of houses listed in the neighbouring area of Tweed Heads West as well as some opportunities in nearby Banora Point and Bilambil Heights.

Sales activity in Banora Point around the $1 million level has been a lot stronger than in central Tweed this year, largely due to there being a lot more stock available for buyers. More modern housing options can be found at this price point. The dwellings in this location are usually on larger blocks as well.

At present, the median unit price in Tweed Heads is $783,750 according to Proptrack, so for those looking to target a more affordable residential property that offers reasonable value, your best bet is townhouse style product. On a side note, interestingly, in the neighbouring suburb of Coolangatta, the median price for a unit is far greater at $1.01 million.

We note that 58/20 Binya Avenue, Tweed Heads a three-bedroom townhouse unit, changed hands in March 2024 for $785,000 which is the current median price.The property comprises a circa 1990 built, brick and fibrous cement clad and tile roof townhouse unit featuring a recently renovated kitchen, one bathroom, split cycle air-conditioning and fresh internal paint. Located within the Kirra Shores security gated complex, the development offers various facilities including two swimming pools, two tennis courts and on-site management. Three-bedroom townhouses within this development typically rent for between $700 and $800 per week depending on the condition of the property.

58/20 Binya Avenue, Tweed Heads Source: domain.com.au

58/20 Binya Avenue, Tweed Heads Source: domain.com.au

Central Gold Coast

Shifting our attention towards the central Gold Coast now, we will spotlight a number of the more family orientated suburban areas. Robina, for example, is a popular suburb approximately five kilometres west of the coastline of Burleigh Heads. It currently has a median price of $1.125 million for houses and $732,000 for units. This locality is very well serviced and features the Robina Town Centre, Robina Train Station, Gold Coast Hospital (Robina Campus), as well as various schools and golf courses. Along with Varsity Lakes, this area is sought after by young families and professional couples with medium income where the size of land is not much of an issue for them. Single storey

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homes mostly of standard design, layout and quality of inclusions are good to buy. There has been an abundance of market activity around this price point in the past few months. A detached house with a $1.125 million price tag will typically get you a 1990s or early 2000s built, single storey, brick dwelling providing three-bedroom, two-bathroom accommodation on a block of land which would likely be under 500 square metres. Apart from the odd golf course front villa residence, there are not many alternative house type options at this price level at the moment.

It was recently reported that 4 Glenferrie Drive, Robina sold in April for $1.135 million. This well-presented property comprises a circa 1995 built, single storey, face brick and tile roof residence with double lock-up garage on a 461 square metre block. Centrally located within the suburb, the residence provides three-bedroom, two-bathroom accommodation and has been updated internally, featuring a modern kitchen and bathrooms, plantation shutters, split cycle air-conditioning and a neat covered patio area with electric blinds.

4 Glenferrie Drive, Robina Source: realestate.com.au

4 Glenferrie Drive, Robina Source: realestate.com.au

At the time of writing, there were only two listings of detached houses advertised below or at the current median price range in Robina and both were three-bedroom houses on smaller sized allotments and were in reasonable, partly renovated condition. At this price range there is a critical shortage of stock and the high demand from both owner-occupiers and investors is resulting in these being snapped up rather quickly.

Our valuers who service this area note that you can sometimes still find buying opportunities between $950,000 and $1.05 million but these houses will likely be in very original or tired condition and will need some attention. Subsequently, due to the limited options, there is a growing number of buyers considering houses in the outer suburbs according to some local agents.

For those with attached units in their sights, and with the median unit price in Robina currently at $732,000, this kind of money presents you with largely townhouse unit options and units within medium density developments. But for owner-occupiers in particular, the relative affordability of units in this prime location versus the cost of a house in the same spot is proving attractive within the market.

For owner-occupiers in particular, the relative affordability of units in this prime location versus the cost of a house in the same spot is proving attractive within the market.

Currently there are only a small number of units in Robina listed for sale online with an advertised price of circa $730,000. A couple of these properties are good quality two-bedroom apartments with either golf course views or distant city skyline views, and the others are original three-bedroom townhouses with a one-car garage. The low vacancy levels for rentals and increasing rents within the area are driving buyer demand for this type of product.

Moving a little further north-west, in the locality of Carrara you'll find the median house price at $965,000 and $720,000 for a unit, according to the latest Proptrack data. Carrara is bounded by the Nerang River to the east and the M1 Pacific Motoraway to the west and is known for providing a wide range of sports complexes and facilities. The quality and age of detached housing within the suburb is rather mixed.

Local agents have advised that demand remains very strong for detached housing around the $1 million mark, but stock is very tightly held at the moment. A quick search online yielded no houses currently for sale in Carrara between $900,000 and $1 million, further emphasising the overall stock shortage around most parts of the Gold Coast.

But with a budget of just under $1 million, a buyer who perseveres in this market could potentially expect to acquire a three-bedroom house of modest size built in the early 1990s and set on a 600 to 700 square metre block in the older (more established) sections of the suburb. Some of these properties might even feature a swimming pool.

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And if you're lucky enough to snap up a house within the Boonooroo Park estate, we would say you have done really well.

At the low $700,000s price point for unit product in Carrara, you're looking at a limited mix of established attached housing types generally built post the 1990s. This includes circa 2000 built three-bedroom townhouses within the Palm Meadows estate and better quality, more modern two-bedroom townhouses or apartments within the Emerald Lakes estate.

It is particularly evident in this locality that the market appears to be firming rapidly from the bottom up, where the issue of housing affordability and the simple need to secure a roof over your head as they say, are both driving up demand and prices for lower cost or entry level housing, which then also results in a firming middle tier housing market.

The lack of detached housing and unit stock in this locality and very strong demand means finding a good buy is becoming very difficult. To give you an example of the current predicament, we are aware that a refurbished three-bedroom townhouse on Alison Road reportedly went under contract last month for $712,000. The property was listed for sale with the vendor seeking offers over $650,000. The selling agent advised that the property sold on the first open home inspection with 93 families or groups attending and 21 written offers received!

Travelling a bit further north-west to the outer suburbs and in Pacific Pines you'll have more choice and greater availability of property. Pacific Pines is an established residential suburb situated just west of the M1 Pacific Motorway, mostly consisting of medium to good quality detached housing and townhouse developments dating from 1992 to present. There is district shopping, a range of schools and recreational reserves within the area and readily accessible. The Westfield regional shopping centre can also be found in the neighbouring suburb of Helensvale. The prospect of capital gains in this market is a bit more subdued than say Robina or Carrara, however you can expect values to increase over the long term.

The latest Proptrack figures note that the median house price for this suburb is $910,000 which is up 5.8 per cent from twelve months ago. Overall, market activity for both houses and units has been quite strong so far in 2024.

Currently, the median house price will allow you to secure a circa 2000 to 2010 built modern dwelling with standard inclusions, providing four-bedroom and two-bathroom accommodation on a block that can potentially vary in size from say 500 square metres to 1000 square metres depending on the sloping nature of the land.

One such recent example is 13 Pandora Crescent, Pacific Pines which settled in April for $910,000. Built in 2002, the single storey face brick dwelling provides four bedrooms and two bathrooms with a two-car garage and features a swimming pool. Inside, the residence is largely original in condition but has tidy presentation. The house sits on a level corner lot and the land size is fairly standard for the area at 648 square metres.

13 Pandora Crescent, Pacific Pines Source: realestate.com.au

Our online searches revealed that there is a reasonable amount of detached housing on offer in the vicinity of the median price. Pacific Pines is one of the larger outer suburbs of the Gold Coast by population, housing over 17,000 people, therefore you would imagine there to be ample buying opportunities available.

Putting the focus on units for a moment and the median unit price is $617,500, which is up 13.3 per cent in the past twelve months. The relative affordability of units has seen them being snapped up incredibly quickly and subsequently, prices are on the rise. Townhouses are really the only type of unit product available at this price point in the suburb and these are popular with first home buyers.

At the time of writing, there were just over half a dozen townhouse style units in Pacific Pines advertised online at or near the median price, however upon further investigation, we noted that three of those property listings were already under offer.

The lack of detached housing and unit stock in this locality and very strong demand means finding a good buy is becoming very difficult.

M1 Northern Corridor

Now, let's drive a little further north and take a closer look at some northern suburbs such as Coomera, Upper Coomera and Ormeau. This area forms part of the northern growth corridor where suburban housing stock is predominantly freestanding or attached dwellings with some duplex units and townhouse unit complexes and very limited low-rise unit development.

For the Coomera and Upper Coomera to Ormeau and Ormeau Hills region, the median house price currently ranges between $795,000 and $825,000. According to Proptrack, the suburb of Coomera has seen the largest spike in house price growth in the past twelve months, with prices rising 10.8 per cent.

Recently built houses can be purchased in this suburb with a budget in the low $800,000s and these homes typically provide four-bedroom, two-bathroom accommodation, but buyers must be willing to compromise on having a smaller sized block. Older style houses are also falling within this price level but are generally built on bigger suburban lots, say over 600 square metres.

Our investigations revealed that at the time of writing, 17 Altair Street, Coomera was for sale with an asking price of offers over $829,000. This neat and tidy single storey dwelling of modern design was built in 2017 and occupies a 400 square metre lot. The residence provides four bedrooms and two bathrooms and features mostly standard inclusions. Situated within close proximity to a number of schools, the property also benefits from being only a four-minute drive from Westfield Coomera.

17 Altair Street, Coomera Source: realestate.com.au

Over in the Jacobs Ridge estate at Ormeau, where the landscape is more dominated by freestanding homes, we noted that a similar quality house fronting Lynbrook Avenue is currently listed on the market with JMO Property Group. The vendor is seeking offers over $790,000. This four-bedroom home on 500 square metres previously sold in March 2022 for $710,000.

Lynbrook Avenue, Ormeau Source: realestate.com.au

What we have observed so far in the northern corridor this year is that demand is far outstripping supply, so it appears that property prices are on the rise again.

Once again, we are seeing some developers and builders offering house-and-land packages where there are new land releases at inflated prices, trying to cash in on the high demand and acute shortage of new houses and units. Buyers of turnkey housing product should be cautious as inflated building costs often result in a total land and building price that is much higher than current re-sale market value. Also, local agents are reporting that the fear of missing out has re-emerged with some eager buyers willing to offer exorbitant prices just to keep other buyers away, but ultimately they could potentially be paying a price that is well above market.

At this time we note that there are new civil works being carried out to create more house sites and these will eventually come onto the market in the second half of the year. This new stock will be mostly situated in Coomera and Pimpama as well as some parts of Ormeau.

On the unit front, it's a similar picture. The traditional townhouse market in this region has never been so strong with three-bedroom townhouse units doubling in value since 2021/2022. The current median unit prices in Coomera and Upper Coomera are $550,000 and $592,222 respectively. Recent sales of units around these price points are almost exclusively townhouses which offer three-bedroom, two-bathroom accommodation. Buyers in the market for this type of product should seek out the post 2000 built townhouses and villas that provide garage

For the Coomera and Upper Coomera to Ormeau and Ormeau Hills region, the median house price currently ranges between $795,000 and $825,000.

accommodation for two vehicles in Coomera which are popular with investors. For those on a slightly tighter budget, there are a number of older style townhouses on the market in the vicinity of Beattie Road which is just south of the Dreamworld theme park. There are a small number of townhouses in this pocket with list prices ranging between $550,000 and $600,000. Given the lack of quality stock on the market, we would expect these to sell quite quickly.

41/17 Yaun Street, Coomera Source: realestate.com.au

41/17 Yaun Street, Coomera Source: realestate.com.au

As an example, 41/17 Yaun Street, Coomera which comprises a typical older style three-bedroom townhouse is on the market, advertised at interest above $575,000 (source: realestate.com.au).

As prices continue to trend upwards, the relative affordability of the M1 northern corridor region compared to other parts of the Gold Coast will continue to influence buyer participation within the entry level and medium price ranges.

Sam Gray
Associate Director

Sunshine Coast

When looking at purchasing properties at the median values in particular areas, it's pretty straight forward. You are not going to get the best house nor are you going to get the worst house. It is interesting that when looking at the recent median trends they can be varied depending on their makeup. However, a good test of the market is when we look at one of our largest suburbs (Maroochydore) that has a broad range of dwelling types. This trend appears to be reflective of what we are seeing on the ground.

When looking at your options, it's best to provide some examples, so to that end, we have cherry picked some areas, identified the current median price for houses and units and identified what is available.

Maroochydore
Median sale prices:

- Dwelling - $1.035 million
- Unit - $800,000

13 Hilltop Crescent, Maroochydore. Sold on 21 February 2024 for $1.035 million. A circa 1988, two level, five-bedroom, three-bathroom, semi-modern, rendered brick dwelling with a two-car garage, on a 678 square metre corner allotment with no significant views.

13 Hilltop Crescent, Maroochydore Source: realestate.com.au

1/7 Cotton Tree Parade, Maroochydore. Sold on 19 January 2024 for $800,000. A circa 1979, two-bedroom, two-bathroom, older style unit on the ground level of a three-level complex comprising nine units in total with brick walls and 1 car space. The living and outdoor areas total 80 square metres. The unit is in Cotton Tree, a sought after area of Maroochydore, with no significant views and no common ancillary improvements.

1/7 Cotton Tree Parade, Maroochydore Source: realestate.com.au

You are not going to get the best house nor are you going to get the worst house.

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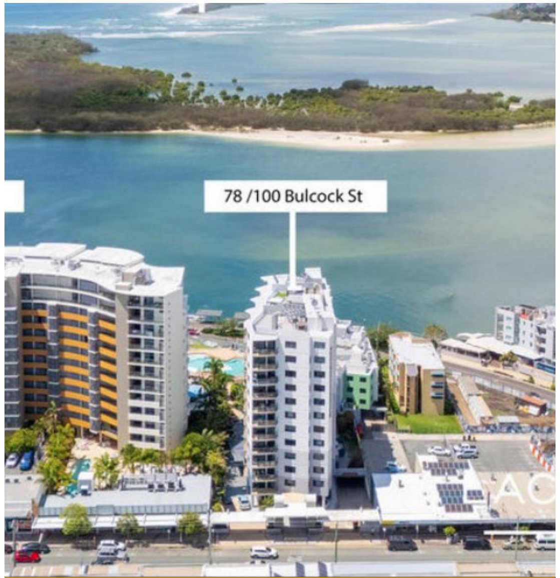
Caloundra
Median sale prices:

- Dwelling - $1,057,500
- Unit - $762,500

7 Orama Avenue, Caloundra. Sold on 9 January 2024 for $1,065,000. A circa 1999, two level, three-bedroom, two-bathroom, partially updated, rendered brick dwelling with one car garage under and one car attached carport, situated on a 607 square metre allotment with no significant views.


7 Orama Avenue, Caloundra Source: realestate.com.au

78/100 Bulcock Street, Caloundra. Sold on 25 January 2024 for $775,000. A circa 2001, single level, two-bedroom, two-bathroom, renovated modern unit in a 12 level complex comprising 122 units in total, with rendered brick walls and one car space. Living area is 77 square metres and the balcony is 13 square metres. The unit obtains restricted Pumicestone Passage views to the south. Common ancillary improvements include a swimming pool, recreation room, barbeque facilities, gymnasium, sauna, spa, passenger lift and on-site management/caretaker.



78/100 Bulcock Street, Caloundra Source: realestate.com.au

Nambour
Median sale prices:

- Dwelling - $734,000
- Unit - $497,500

13 Elizabeth Way, Nambour. Sold on 24 January 2024 for $740,000. A circa 1994, part two level,


13 Elizabeth Way, Nambour Source: realestate.com.au

three-bedroom, two-bathroom, conventional, brick dwelling with one-car garage under and swimming pool, situated on a 726 square metre allotment with bushland views and frontage to adjoining parklands.

3/7 Brookes Street, Nambour. Sold 3 January 2024 for $470,000. A circa 1992, two level, three-bedroom, two-bathroom, older style townhouse situated in a complex comprising five townhouses in total, with rendered brick and imitation weatherboard walls and one-car garage. The living and outdoor areas total 137 square metres and the car space is 18 square metres. The unit has no significant views and no common improvements.


3/7 Brookes Street, Nambour Source: realestate.com.au

Coolum Beach
Median sale prices:

- Dwelling - $1.41 million
- Unit - $737,000

49 Tradewinds Avenue, Coolum Beach. Sold 15 February 2024 for $1.425 million. A circa 1980, single level, four-bedroom, two-bathroom, renovated, modern rendered brick dwelling with two-car carport and swimming pool, on a 637 square metre allotment with no significant views.

49 Tradewinds Avenue, Coolum Beach Source: realestate.com.au

22/1750-1764 David Low Way, Coolum Beach. Sold 12 February 2024 for $744,000. A circa 1998, singe level, two-bedroom, two-bathroom, older style unit situated on level 2 of a three-level complex comprising 57 units in total, with rendered brick walls and 1 car space. Living and outdoor areas total 92 square metres. The unit obtains an easterly aspect with narrow ocean views between surrounding developments. Common area improvements include swimming pool, barbeque facilities, recreation room and on-site manager/caretaker.

22/1750-1764 David Low Way, Coolum Beach Source: realestate.com.au

Noosa Heads

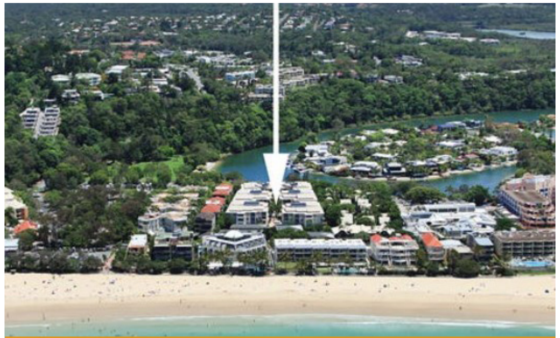
- Median sale prices:
- Dwelling - $1.6 million
- Unit - $1.45 million

Sales:

12 Naturi Street, Noosa Heads. Sold 2 February 2024 for $1.6 million. A circa 1995, single level, four-bedroom, two-bathroom, semi modern, rendered brick dwelling with one car garage, situated on a 603 square metre inside allotment with bushland views.

12 Naturi Street, Noosa Heads Source: realestate.com.au

112/32 Hastings Street, Noosa Heads. Sold on 25 January 2024 for $1.425 million. A circa 2000, single level, one-bedroom, one-bathroom, semi modern unit situated on level 2 of a four-level complex comprising 113 units in total, with rendered masonry walls and 1 car space. Living area is 64 square metres and outdoor area is 12 square metres. The unit obtains a northerly aspect with no significant views. Common area improvements include swimming pool, barbeque facilities, on-site manager/caretaker, passenger lift and restaurants and retail.



112/32 Hastings Street, Noosa Headsa Source: realestate.com.au

Stuart Greensill
Director

Rockhampton

According to Property Data Solutions, the median price of houses in the Rockhampton Region LGA is $369,500 (as of March 2024) and the Livingstone Shire LGA (Capricorn Coast) is $659,000 (as of March 2024).

So, what is a typical reflection of a median-priced home in these areas? Rockhampton can see you buy a typical 1950s dwelling out of flood, in a central northside location such as Berserker.

151 Bedford St, Beserker sold for $374,000 Source: realestate.com.au

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The current outlook for the median price sectors of our local market remains bright with strong economic factors bringing positive flow-on effects to our region.

Generally, the fitout would be updated yet not modern with three bedrooms and one bathroom at this price point.

South of the Fitzroy, the median price will see buyers pick up a respectable high set Queenslander within the general CBD area on an average sized allotment. Again, fitout is updated yet not modern and provides three-bedroom, one-bathroom accommodation.

The Capricorn Coast has a significantly higher median price of $659,000 so a more modern home can be purchased at the median price point for this area. A typical project home in an estate with generic surrounding development can be purchased at Mulambin for $660,000, providing compact four-bedroom, two-bathroom accommodation with a two-car garage. Fitout is typically modern, with average quality and part air conditioning.

2 Aqua Ln, Mulambin sold for $660,000 in Jan 2024 Source: realestate.com.au

Each of these typical median price points is considered to represent good buying in the current market, particularly in the Rockhampton region. These properties typically rent well with a reasonable quality of tenant or provide a good first home opportunity, being ready to live in without immediate capital expenditure required, yet still yield scope for further improvements as time goes on without a high risk of over-capitalisation, such as kitchen or bathroom upgrades for the Rockhampton properties, or the addition of significant ancillary improvements for coastal properties as there is room for a pool or shed to be added to the back yard.

The Capricorn Coast has seen a huge increase in this market sector and there is some risk of a market correction being more pronounced with a number of non-local investors active in this type of estate with generic housing surrounding. If there are a number of properties in the immediate area listed for sale at the same time in weaker market conditions, it could exacerbate the level of market correction if we were to see strong buyer's market conditions.

Being a regional locality, our unit market is significantly smaller than that of the metropolitan areas and therefore more difficult to define for median price points.

Having said this, the current outlook for the median price sectors of our local market remains bright with strong economic factors bringing positive flow-on effects to our region. Affordability also has a big part to play in these market sectors' medium-term success.

Cara Pincombe
Associate Director

Gladstone

According to Property Data Solutions, the median price of houses in the 4680 postcode is $420,000 (based on the last six months of data) and the median price of units is $268,250.

In Gladstone for $420,000 you can purchase a variety of property types depending on the location.

Possibilities include a 20- to 30-year-old home providing three or four bedrooms and a double garage in the established suburbs of Clinton, New Auckland and Kin Kora. In some parts of Kirkwood and New Auckland you could get a more modern four-bedroom, two-bathroom home typically on a smaller allotment. In Calliope you would get a modern four-bedroom, two-bathroom home in one of the modern estates. In Tannum Sands or Boyne Island, this price point is close enough to entry level for these beachside suburbs. You would typically get a three-bedroom home built in the 1990s or a high set home possibly partly renovated.

For units, circa $270,000 will get you a modern three-bedroom, two-bathroom townhouse in an established suburb such as Glen Eden, South Gladstone or West Gladstone or a modern inner city two-bedroom apartment.

Buyer's agents have become a significant force in the region, representing a large portion of demand, particularly for stock under $550,000, driving strong competition against other buyer's agents as well as local buyers. The buyer's agents are acting quickly and making strong offers well above the list price to secure a contract. This is considered to be a major contributing factor to the strong growth the region is currently experiencing. Should we see a sudden exit of buyer's agents across the region, competition for stock would diminish and this has the potential to have a steadying effect on the residential property market.

Regan Aprile
Director

Bundaberg

According to CoreLogic, the median sale price of dwellings in the coastal town of Bargara was \$707,500 and \$585,000 for units. The median sale price of vacant land in Bargara is \$298,000.

What you get for the median price:

A houses would be a four-bedroom, two-bathroom, brick and tile dwelling with a two-car built in garage built about 2006.

A unit would typically be a rendered brick highrise unit on the Esplanade in a complex built about 2008 consisting of three bedrooms, two bathrooms and a basement carpark.

Moving our attention to the centre of Bundaberg, located about 13 kilometres east of Bargara is the older suburb of Walkervale. The median sale price in Walkervale is \$400,000.

A median price house would be a lowset, partly renovated, 1950s timber weatherboard with three bedrooms and one bathroom with a detached garage.

Another suburb on the southern side of town is Avenell Heights that is a mix of older dwellings and brick houses from the past 20 years. The median sale price is \$461,000 for dwellings and \$330,000 for units.

For the median, a house would be a 1980s onground timber dwelling with three bedrooms and two bathrooms. Carparking is an attached two-car carport and a single detached garage. A unit would be an onground attached two-bedroom, one-bathroom property with an attached single car garage.

Since March 2020, average prices have increased by roughly 75 per cent and continue to rise. Over the past 12 months, values have risen around 11 per cent.

Megan Matteschek
Valuer

Mackay

As of April 2024, the median price for houses in the Mackay Region LGA is \$471,000, while units have a median price of \$305,000, as reported by Property Data Solutions.

If you have a budget of \$470,000 there are a range of property types in different locations that are attainable in Mackay. Unfortunately, nothing brand new is achievable at this price point however there are viable options suitable for first homebuyers, families, or individuals seeking entry into well-established neighbourhoods. In the northern beaches area, this budget could secure an older 1980s brick and metal dwelling featuring three bedrooms and one bathroom with an updated fitout on an 800 to 900 square metre block. For example, 4 Gans Court, Eimeo sold for \$460,000.

Should you be looking for something more modern, it may be necessary to compromise on block size in favour of newer construction. For instance, 8 Paperbark Way, Andergrove, sold for \$472,000. This property comprises three bedrooms and one bathroom and is on a 320 square metre block within eight kilometres of the Mackay CBD. The property is neatly presented and would appeal to buyers who are not looking to complete renovations in the short term.

4 Gans Court, Eimeo Source: realestate.com.au

8 Paperbark Way, Andergrove Source: realestate.com.au

If you are looking for something south of the Pioneer River but still within five kilometres of the Mackay CBD then East Mackay, West Mackay and South Mackay present viable options, being located close to schools, shopping facilities and a hospital. Achievable at the median house price are updated and renovated highset dwellings comprising three bedrooms and one or two bathrooms typically on 700 to 800 square metre blocks. Additionally, these properties often include a shed plus car accommodation. For example, 25 Nella Drive, South Mackay sold for \$475,000.


25 Nella Drive, South Mackay Source: realestate.com.au

For those seeking a Queenslander-style property in Mackay within this price range, such properties are attainable, however it is likely that the property would require some renovations.

At the median price point for units, the options are somewhat more limited. It is possible to acquire a two- or three-bedroom, one-bathroom townhouse ranging from older to semi-modern, featuring a basic fitout.


4/35 Hucker Street, Mackay Source: realestate.com.au

For instance, 4/35 Hucker Street, Mackay sold for $295,000. Alternatively, you could consider a smaller contemporary apartment within this budget.


Tayla Richardson
Valuer

Townsville

Townsville continues to see strong sales volumes and increasing median house prices. The market continues to be fueled by the competing interests of owner-occupiers looking for a home and investors seeking rental returns and shows no sign of abatement.

So, what can these potential purchasers expect to buy for the median house price which presently sits around $438,000?

In the inner ring suburbs (think West End, Railway Estate or Hermit Park) $400,000 to $450,000 will get you a reasonable two-bedroom, one-bathroom house on a smaller allotment (up to 600 square metres). These properties will likely need some love. They are also becoming reasonably scarce.

In the middle ring suburbs of Mundingburra, Pimlico, Cranbrook, Heatley, Garbutt, Gulliver, Douglas, Wulguru or Kirwan, these homes will include two bedrooms, one bathroom older homes (1950s) on 600 to 800 square metres, renovated three-bedroom, one-bathroom dwellings on 600 to 800 square metres, through to more modern (2000 built) three-bedroom, two-bathroom dwellings in the more modern housing estates but they will likely be on smaller allotments.

The outer ring of Burdell, Bohle Plains, Cosgrove and Kelso will throw up a mix of ages and style of dwellings, generally with three bedrooms and two bathrooms in average to good condition, aged between 2000 and 2020 on small 200 square metre allotments through to 800 square metres. This range has the most choice available across more suburbs.

The unit market has seen an increase in sale volumes and a certain increase in capital values. The median unit price is presently sitting around $275,000.

Close to the city $250,000 to $300,000 will get you a 15- to 20-year-old, one-bedroom, one-bathroom unit in the 4810 postcode, or an older two-bedroom, one-bathroom unit. Again, these are becoming a bit harder to find. Although there may be some diamonds in the rough, they will likely require some TLC.

In the next bracket, you can purchase a two-bedroom, one-bathroom unit 15 to 20 years old with aspect or a two-bedroom, two-bathroom unit in Oonoonba or Wulguru, or a three-bedroom, two-bathroom unit in Condon or Kirwan. These will generally be newer stock (10 to 20 years) and generally in neat, original condition.

Units in the outer suburbs become a bit rarer with limited stock built in these areas. These will generally be two-bedroom, two-bathroom or three-bedroom, two-bathroom larger units of 10 to 20 years old in average to good condition.


Connor Bryant
Valuer

Close to the city $250,000 to $300,000 will get you a 15- to 20-year-old, one-bedroom, one-bathroom unit in the 4810 postcode, or an older two-bedroom, one-bathroom unit.

Cairns

According to Property Data Solutions, the median price of houses in the Cairns Region LGA is $600,500 (as of March 2024).

At the median house price, your purchasing power is limited in inner city locations around Cairns City. In the inner-city suburb of Parramatta Park, a budget of $600,000 would buy a circa 1940s, part two level, two-bedroom, onebathroom partly renovated residence on a 400 square metre lot. The main living area is likely to be small and part of the lower level would be enclosed to provide additional living area, however this area is typically below legal height.

A middle ring suburb approximately eight kilometres from the Cairns city centre would allow a purchaser to achieve more amenity at the median house price. In the western suburb of Brinsmead, it would be possible to purchase a circa 1999, onground detached, four-bedroom, two-bathroom residence with a two-car lockup garage and patio on a 700 square metre lot. The residence is likely to have a semi-modern original or partly updated fitout of average quality.

Your purchasing power could achieve significantly more in the outer southern suburb of Edmonton, located approximately 13 kilometers from the city centre. At the median house price of $600,500 it would be possible to purchase a new, turnkey, onground detached, four-bedroom, two-bathroom residence with a two-car lockup garage and patio on a 514 square metre lot. The residence would have a total building area of about 186 square metres.

According to Property Data Solutions, the median price of units in the Cairns Region LGA is $331,500 (as of March 2024).

At the median unit price your purchasing power is limited to a semi-modern, two-bedroom, one-bathroom unit in the inner city suburb of Parramatta Park. The unit would typically have a living area of around 70 square metres with an original fair quality fitout and one-car carport accommodation.

In the middle ring suburb of Mooroobool, approximately seven kilometres from the Cairns city centre, the median unit price of $331,500 would achieve slightly more quality with the purchase of a circa 1992, two-bedroom, one-bathroom unit with one carport, patio and courtyard area. The unit is likely to have a party renovated fitout.

There are a limited number of unit complexes in outer southern suburb locations however it would be possible to purchase a circa 2000, three-bedroom, two-bathroom unit in a large and mixed use holiday let and permanent residential complex in White Rock, approximately nine kilometres south of the Cairns CBD. This is a fair quality location, however the tradeoff is that the living area is of good size and the fitout is in good condition.

Market conditions throughout the Cairns Regional LGA remain strong with good sales activity and rising value levels. There is a lack of stock in most market segments and this imbalance in supply and demand is resulting in intense competition and sale prices above expectations in many instances.

Houses or units in the inner to middle ring suburbs don't typically represent good buying, however this is the reality of the current market and market conditions are not expected to weaken given the continued lack of supply.

Danny Glasson
Director

Market conditions throughout the Cairns Regional LGA remain strong with good sales activity and rising value levels.

Toowoomba / Darling Downs

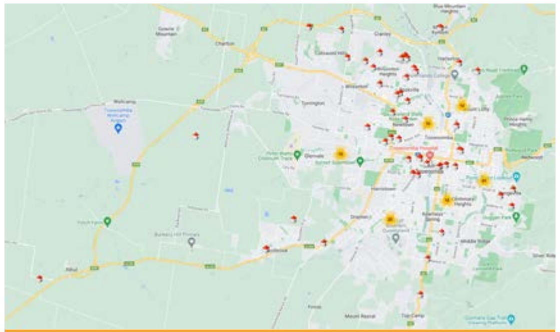
The coverage area of the Darling Downs entity service area is vast, being bound by the Scenic Rim and Brisbane Valley to the east, the south Burnett to the north, the Queensland and Northern Territory border to the west and northern New South Wales and Moree Plains area to the south. Focusing primarily within the Toowoomba region, according to both realestate.com.au and the recent RE/Max Property Market Update report, the general average median house price for Toowoomba and its surrounding suburbs (4350) is currently $575,000 (approximate) with realestate.com.au indicating a median unit price of approximately $400,000 (*limited information available). This median price, of course, can vary significantly depending on the various suburbs within the large 4350 postcode.

The 4350 postcode area Source: Google Maps

Pricefinder results show that 150 residential dwellings sold in the 4350 locality within the previous six months around this median price point of $550,000 to $600,000. So, where and what sort of properties does this this amount of money buy in Toowoomba at present?

When looking at the location of these median house sales, the Pricefinder mapping shows an obvious lack at this price point within the Toowoomba CBD and closer surrounding suburbs of Toowoomba City, East Toowoomba and Rangeville. These well-established older suburbs with renovated period homes represent a generally more desirable product and higher price point being in close proximity to retail, education and health services and transport links to Brisbane. Suburbs such as Prince Henry Heights, Kensington Heights and Middle Ridge generally represent newer more affluent dwellings near the escarpment and scenic views. These suburbs are noticeably absent from the median house mapping also.

The suburbs that dominate the median price house sales are congregated around Newtown and Glenvale in the west, Darling Heights, Harristown and Kearneys Spring in the south-west, South Toowoomba and Centenary Heights in the south, Wilsonton and Wilsonton Heights in the north-west and smaller numbers in North Toowoomba and Mt Lofty in the north.



$550,000 to $600,000 house sales Source: Pricefinder

Below are some examples of what the median price of approximately $575,000 will buy in each of these suburbs.

Glenvale is an outer western suburb of Toowoomba approximately six to eight kilometres from the Toowoomba CBD. A property at 1 Ace Drive, recently sold for $580,000 and comprised a circa 2010, onground, original four-bedroom, two-bathroom dwelling with a double built in garage. This dwelling is on a 626 square metre allotment and is close to a busy road.

1 Ace st, Glenvale Source: CoreLogic

South Toowoomba comprises an established inner city residential suburb approximately two kilometres from the CBD. A property that recently sold in South Toowoomba within the median 4350 average price range was 211 Long Street. This property sold for $575,000 and comprised a circa 1950, renovated lowset brick dwelling with three-bedroom, one-bathroom accommodation of approximately 130 square metres. Car accommodation is provided by a detached garage shed. The dwelling is on a 1133 square metre allotment and close to non-residential land uses.

211 Long Street, South Toowoomba Source: CoreLogic

Newtown is also approximately two kilometres west of the Toowoomba city centre. This is one of the more extensive suburbs of the city and comprises generally average quality housing, a significant segment of which was constructed prior to 1935. Closer to the city centre, a significant amount of gentrification is occurring. The more western areas of the suburb have residential developments of 1980s era of semi modern but modest housing.

A property that sold in late 2023 in this suburb within the average median 4350 price range was 6A Lendrum Street. This property sold for $579,000 and comprised a circa 1950, renovated lowset brick dwelling with three-bedroom, one-

6A Lendrum Street , Newtown Source: CoreLogic

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bathroom accommodation of approximately 82 square metres and a detached double garage shed. The dwelling is on a 506 square metre allotment and presented well both internally and externally.

Harristown is an older established suburb approximately two kilometres south-west of the Toowoomba city centre. Housing is of an average quality comprising mostly timber constructions from 1935 to the 1970s. Some later housing of semi-modern to modern brick has developed on the western and south-western extremities. Parts of the suburb incorporate industrial development.

A property at 12 Matthews Street recently sold for $560,000. The property was improved with an updated onground brick dwelling comprising three-bedroom, one-bathroom accommodation of approximately 130 square metres with a single built-in garage. The dwelling is on a 690 square metre allotment and is approximately four kilometres from the Toowoomba CBD.

12 Matthews Street , Harristown Source: CoreLogic

Mount Lofty is in the north-eastern sector of Toowoomba in an area that has seen significant new residential development on its outer edge along the rangeside. A property that recently sold in Mount Lofty was 26 Alford Street, selling for $550,000. The property was improved with a dated lowset fibrous cement sheeting dwelling comprising two-bedroom, one-bathroom accommodation of approximately 110 square metres with a carport. The dwelling is on a 696 square metre allotment and is dated both internally and externally.

26 Alford Street, Mount Lofty Source: CoreLogic

Kearneys Spring comprises a mix of established to modern residential properties and is approximately five kilometres south of the Toowoomba CBD. A property that recently sold in Kearneys Spring was 27 Jenna Court, which sold for $590,000. The property was improved with a circa 1990s, onground brick dwelling comprising three-bedroom, one-bathroom accommodation of approximately 116 square metres with a carport with storage. The dwelling is on a 681 square metre allotment and has been renovated and presented well at the time of sale.

27 Jenna Court, Kearneys Spring Source: CoreLogic

Centenary Heights is approximately three kilometres to the south-east of the Toowoomba city CBD. A property that recently sold in Centenary Heights was 24 McNamara Street, which sold for $580,000. The property was improved with a circa 1960s, lowset timber dwelling comprising three-bedroom, one-bathroom accommodation of approximately 123 square metres with both a carport and detached garage car accommodation. The dwelling is on a 607 square metre allotment and had been updated.

24 McNamara Street , Centenary Heights Source: CoreLogic

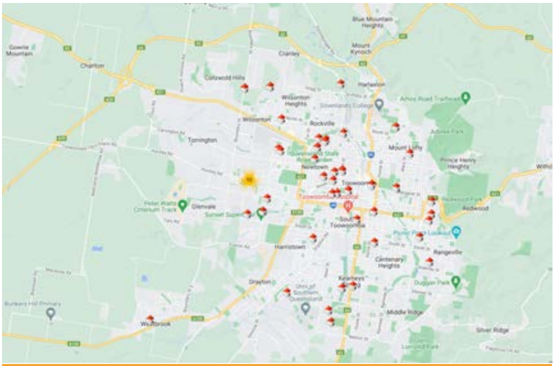
North Toowoomba comprises mixed residential and industrial development along the railway access to Toowoomba and contains mostly older houses. Due to the railway, the area is interspersed with light industrial uses. A property that recently sold in North Toowoomba was 22A Chilcote Street, which sold for $595,000. The property was improved with a circa 1965 lowset timber dwelling comprising three-bedroom, one-bathroom accommodation of approximately 123 square metres with both a carport and detached garage car accommodation. The dwelling is on a 607 square metre allotment and has been updated.


22A Chilcote Street, North Toowoomba Source: CoreLogic

Wilsonton and Wilsonton Heights are approximately three to five kilometres from the Toowoomba CBD in the north-west sector of the city surrounding the Warrego Highway which feeds Toowoomba from the western parts of the state. A property that recently sold in the area was 8 Nimrod Court, which sold for $586,000. The property was improved with a partially updated circa 1997, onground brick dwelling comprising three-bedroom, one-bathroom accommodation of approximately 128 square metres with both a garage and carport car accommodation. The dwelling is on a 660 square metre allotment.


8 Nimrod Court, Wilsonton Source: CoreLogic

Unit sales around the median price point of approximately $400,000 (ranging from $375,000 to $425,000) were far fewer over the previous six months with 60 reported sales listed on Pricefinder. When mapped, these sales are very much spread out across the entirety of Toowoomba and not within specific rings however a correlation can be drawn towards units and their proximity to major thoroughfares throughout the city.


$375,000 to $400,00 unit sales Source: Pricefinder

Below is a sample of what type of unit approximately $400,000 will buy in the Garden City:

1/303 Bridge Street, Newtown recently sold for $390,000 comprising a circa 2015, modern, three-bedroom, two-bathroom, two-car built in garage accommodation. This 18-unit complex is on a busy road.


1/303 Bridge Street, Newtown Source: CoreLogic

1/316-318 Hume Street, Centenary Heights recently also sold for $390,000. This 1970s brick unit provides three-bedroom, one-bathroom accommodation which has been updated. The unit is in a seven-unit complex.


1/316-318 Hume Street, Centenary Heights Source: realestate.com.au

12/2-6 Roser Close, Kearneys Spring comprises a circa 1994, three-bedroom, two-bathroom, two-storey unit of brick and timber construction with a one-car built in garage. It recently sold for $408,000. The unit is within a complex of 12 and is close to a busy road, shopping complex and university.


12/2-6 Roser Close, Kearneys Spring Source: CoreLogic

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1/15 Taragon Street, Glenvale recently sold for $410,000 and comprised a modern circa 2015 onground brick unit with two-bedroom, two-bathroom accommodation and a single built in garage. The property is within a complex of two.


1/15 Taragon Street, Glenvale Source: CoreLogic

1/3 Amity Court, Harristown recently sold for $390,000 and comprised a circa 2012 onground brick unit with two-bedroom, one-bathroom accommodation and a single built in garage. The property is within a complex of three.


1/3 Amity Court, Harristown Source: CoreLogic

1/510 Greenwattle Street, Wilsonton recently sold for $402,000 and comprised a modern circa 2017 onground brick unit with three-bedroom, two-bathroom accommodation and a single built-in garage. The property is within a complex of two.


1/510 Greenwattle Street, Wilsonton Source: CoreLogic

These properties provide a relatively good entry level price point in the current market for those who otherwise may be priced out of the market, especially when compared to the newer builds in good locations. The majority of the units are also situated closer to main thoroughfares, public transport and shopping amenities.

Whilst these properties would attract buyers with their lower price points and affordability, not all locations provide the same value. Buyers should be cautious regarding units in the outer, older suburbs due to their age and distance from the city centre and less amenities available. Suburbs that do offer good buying are those in and near Darling Heights and Kearneys Spring due to the proximity to the university resulting in higher demand from both younger owner-occupiers and investors targeting university students. For those buyers focusing on modern properties, Glenvale and the outer, developing suburbs create a great opportunity to enter the market around the median unit price point, especially compared to houses in the same area yet still offering similar accommodation.

Units in the Toowoomba region are expected to remain steady and there has been ongoing demand over the past two years. With the cost of living continually increasing, strong demand continues for units in developing suburbs such as Glenvale where a new, modern property is more affordable with less yard maintenance but providing a similar accommodation compared to detached dwellings.

Throughout Toowoomba, there are limited property types outside of units and houses and they generally have a wide price range, location and age. Whilst villas and townhouses offer a great variety of accommodation, location, price and quality, there is only a small quantity available to the Toowoomba market.

Generally speaking, we maintain that a prudent purchaser can continue to feel secure in purchasing a property within the Toowoomba locality given the continued investment in infrastructure developments, the allure of affordability in comparison to localities such as Brisbane and other major centres, liveability and the potential for future growth, all elements that continue to make Toowoomba and surrounds one of Australia's best regional cities.


Marissa Griffin
Director

South Australia - Residential 2024

Adelaide

A new median house price record of $740,000 was set in the December quarter of 2023. Since then, CoreLogic's Hedonic Price Index has indicated the market has grown strongly in the first quarter of 2024. It's expected that a new median house price record will be set in the first quarter of 2024.

Within the inner ring, buying at the median house price can be difficult as many of the suburbs with proximity to the CBD have median sale prices in excess of $1 million. With this increased price point, it's a rarity to find standalone dwellings at the median house price. To achieve this price point houses typically provide compact or basic accommodation and are situated on smaller allotments. Given the price pressure for detached housing in this market, home units and apartments are also available at the median and provide a more affordable option for the location. First home buyers and downsizers are most active in this market in the inner ring.

2/25 Smith Street, Walkerville Source: realestate.com.au

A mixture of character dwellings, development sites and newer infill development can be purchased at this price point.

Examples of stock available include: 2/25 Smith Street, Walkerville, a fully renovated two-bedroom unit which achieved $755,000; 4/108 Beulah Road, Norwood, a moderately updated three-bedroom townhouse which achieved $735,000; 8 Church Avenue, Norwood a semi-detached character dwelling providing two bedrooms which achieved $755,000; and 2/1 Victoria Terrace, Rose Park, a fully renovated two-bedroom unit which achieved $705,000.

4/108 Beulah Road, Norwood Source: realestate.com.au

8 Church Avenue, Norwood Source: realestate.com.au

The $740,000 median is considered most common within the middle ring with a number of property types being available. Suburbs within the middle ring are serviced by retail hubs and provide residents easy access to the CBD via major transport routes. A mixture of character dwellings, development sites and newer infill development can be purchased at this price point. A broad section of purchasers are active in this market with property types suitable for first home buyers, investors, upsizers and downsizers. Investors in this market are chasing a mixture of capital growth and gross rental yields which typically hover around four per cent. Examples of stock available in the middle ring include: 7 Farnsworth Drive, Morphett Vale, a circa 1994 brick veneer dwelling providing four bedrooms, two bathrooms and swimming pool on a 700 square metre allotment; 1 Goodwin Court, Para Hills, a circa 1960s brick dwelling providing three bedrooms and one bathroom on a 750 square metre allotment; and 19 Quick Road, Mitchell Park, a circa 2017 two level townhouse providing three-bedroom and two-bathroom accommodation on a 200 square metre allotment. These properties achieved sale prices of $722,000, $705,000 and $766,000 respectively.


7 Farnsworth Drive, Morphett Vale Source: realestate.com.au


1 Goodwin Court, Para Hills Source: realestate.com.au


19 Quick Road, Mitchell Park Source: realestate.com.au

Moving to the outer ring, it's a tale of the north and south with each having significantly different market dynamics and price points. The northern suburbs comprised within the Playford Council area have the lowest entry price points of all metropolitan councils. As at the December quarter, only five of the 38 suburbs with recorded data within the Playford Council registered median house prices above $600,000. These were Virginia, Riverlea Park, Hillbank, One Tree Hill and Angle Vale. Differentiating these suburbs from the greater Playford Council area is the fact they comprise a mixture of modern infill development and rural living lifestyle properties. First home buyers, upsizers and investors are most active in this market.

Examples of stock available in the outer north include: 11 Mick Road, Angle Vale, a circa 2023 brick veneer dwelling providing four bedrooms and two bathrooms on a 450 square metre allotment; 11 Mcnamara Way, Virginia, a circa 2022 brick veneer dwelling providing four bedrooms and two bathrooms on a 540 square metre allotment; and 24 Perthville Court, Hillbank, a circa 1992 brick veneer dwelling providing five bedrooms and two bathrooms on a 730 square metre allotment. These properties achieved sale prices of $720,000, $716,000 and $736,000 respectively.

Heading south of the CBD, you will find the heart of the City of Onkaparinga. A large proportion of this council area hugs the coastline as it peters out towards the Fleurieu Peninsula. Having proximity to the coast is one of a number of key drivers of price levels outperforming the northern suburbs. As at the December quarter, 34 of the 58 suburbs with recorded data within the Onkaparinga Council registered median house prices above $600,000. Similar to the northern suburbs, first home buyers, upsizers and investors are active in this market with


11 Mick Road, Angle Vale Source: realestate.com.au


15 Mcnamara Way, Virginia Source: realestate.com.au

24 Perthville Court, Hillbank Source: realestate.com.au

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the addition of holidaymakers looking for coastal lifestyle properties.

Examples of available stock in the outer south include: 34A Gulfview Road, Christies Beach, a modern two level townhouse providing three bedrooms and two bathrooms; 3 Siesta Crescent, Moana, a circa 1970s clad dwelling providing four bedrooms, three bathrooms and a swimming pool on a 700 square metre allotment; and 11 Yachtsman Street, Seaford, a single level brick veneer dwelling providing three bedrooms and one bathroom on a 750 square metre allotment. These properties achieved sale prices of $730,000, $715,000 and $751,000 respectively.

34A Gulfview Road, Christies Beach Source: realestate.com.au

11 Yachtsman Street, Seaford Source: realestate.com.au

Depending on a purchaser's motivation, there are plenty of options available at the median house price throughout the metropolitan area. With price growth expected to continue in the short to medium term, buyers should have confidence entering the market at this price level.

Nick Smerdon
Valuer

Mount Gambier

The Mount Gambier area has had a large increase in its median house price in the past 12 months. The median house price is currently sitting around $421,000 for a house which is an increase of 12.4 per cent in the past 12 months. Units have also seen an increase of 19.3 per cent in the past 12 months with the median price at $298,000. While Mount Gambier has seen an increase in the median prices, the city still falls into an affordable price range compared to other large regional cities.

The most popular property type purchased around the $420,000 price point is detached dwellings within the city limits. These properties are popular with many demographic groups, with interest from investors, first home buyers, downsizers and families.

An example of a property that recently sold for $420,000 is 8 Marngo Place, Mount Gambier. This property consists of three bedrooms, one bathroom and a one car attached garage. The property is in good condition with the kitchen having been updated. This location is particularly popular as it is close to schools and public transport as well as walking distance to reserves and the middle of the CBD. The property has a rental appraisal of between $380 and $395 per week, giving an approximate yield of 4.76 per cent. A property such as this would appeal to first home buyers, downsizers or investors.

8 Marngo Place, Mount Gambier Source: CoreLogic

8 Marngo Place, Mount Gambier Source: CoreLogic

An example of a recently sold unit at the median price is 20/69 Bay Road, Mount Gambier. This property is a detached unit in a complex set back off one of Mount Gambier's most popular and prestige locations. This unit is mostly original and comprises two bedrooms, one bathroom and a single car carport. This property sold for $297,500 and has a rental appraisal of $265 per week. Given the location and size of this type of property, they generally appeal to downsizers or investors.

20/69 Bay Road, Mount Gambier Source: CoreLogic

Overall, we believe Mount Gambier's market will continue to perform strongly in 2024 due to still being affordable to most demographics.

Lauren Kain
Valuer

HERRON TODD WHITE

Western Australia - Residential 2024

Perth and regions

Quite unbelievably, we are already well into the year and property prices in Western Australia are generally going from strength to strength. It's important to understand what the reported median house price actually means, so in this article we will explore examples of where the median house price reflects the average property in various areas, and those where it can be a bit more deceiving!

Starting in the north-eastern region of the Perth metropolitan area, suburbs such as Aveley, Ellenbrook, Brabham, Dayton and Henley Brook are predominantly driven by the demand from first and second home buyers. These locales are relatively modern developments characterised by a mix of low to medium density standalone houses and group dwellings.

Ellenbrook, nestled within the City of Swan, began its suburban evolution in the 1990s as Perth's first master-planned estate and in recent times, has demonstrated robust market activity, with an annual growth rate of 15.2 per cent and a median house price of $530,000. Properties around this median price range usually comprise group houses constructed in the early 2000s, offering three bedrooms, two bathrooms and spanning 300 to 400 square metres of land.

Consider, for instance, one of the group houses in this complex on Evesham Drive. This property stands as a notable example within the neighbourhood. Erected in 2012, this three-bedroom, two-bathroom dwelling occupies 310 square metres of land and features a building area of 164 square metres. It was sold for $500,000 in February 2024, a mere 10 days after listing.

2/8 Evesham Drive, Ellenbrook Source: CoreLogic

On Maneroo Way, we find another group house constructed in 2006. This three-bedroom, two-bathroom abode occupies 320 square metres of land with a building area of 119 square metres. It was promptly sold for $560,000 in February 2024, just three days after being listed, signalling a significant premium compared to the Evesham Drive property, potentially reflecting the freestanding nature of the dwelling.

These locales are relatively modern developments characterised by a mix of low to medium density standalone houses and group dwellings.

22 Maneroo Way, Ellenbrook Source: CoreLogic

Moving slightly closer to Perth, the inner north thrived in the 1960s, experiencing significant growth and development. This area boasts a diverse range of housing styles from modest post-war homes to contemporary properties found in suburbs such as Dianella, Yokine, Nollamara, Bedford and Inglewood. Dianella, in particular, is a suburb experiencing renewed demand and the median house price of $735,000 for such a location is quite appealing.

However, while the median house price serves as a valuable market indicator, it's a challenge finding properties near this median in certain suburbs and this is certainly the case with Dianella. The suburb encompasses older properties with original or dated features priced well below the median and renovated or newly constructed dwellings with prices significantly above the median. The following examples illustrate the diversity of house prices in the area.

377 Lennard Street embodies a typical property constructed in 1967; a portion of its backyard has

been subdivided, the kitchen has been renovated and the bathroom has been updated. The property rests on a 388 square metre plot of land, boasting 129 square metres of living space, featuring three bedrooms, one bathroom and a courtyard. Despite its age, the property presents in good condition and sold for $625,000 in February 2024, demonstrating what can be purchased below the median house price for the suburb.

377 Lennard Street, Dianella Source: CoreLogic

As another example, 260 The Strand represents another typical property built in the 1960s. Like others, a portion of its backyard has been subdivided, the kitchen has been renovated and the bathroom updated. Additionally, a 39 square metre cedar lined alfresco area was added in 2012. Presently, the property occupies 354 square metres of land, offering 105 square metres of living space, comprising three bedrooms and one bathroom. Despite its age, the property is in good condition. It was sold for $720,000 in March 2024.

260 The Strand, Dianella Source: CoreLogic

Moving to the south-east of Perth, Camillo was a long forgotten suburb that has recently received significant attention from east coast based buyer's agents due to its affordability. The area has long experienced anti-social issues and until recently, boasted a reasonable price compared to other nearby areas. Established in the 1970s, Camillo has witnessed steady development and now commands a median price of $450,000, experiencing an annual growth rate of 31.4 per cent. Camillo features a mix of original condition properties and fully renovated homes, offering a diverse price range. Typically, properties at the median price point consist of dwellings built in the early 1970s to 1980s, providing three bedrooms and one bathroom on land areas between 600 and 800 square metres, often with partial internal renovations.

30 Lantana Way represents a typical property in Camillo, being built in 1980 on a 683 square metre lot with 93 square metres of living space offering three bedrooms and one bathroom. The kitchen has been modernised, but the bathroom is original. Despite its age, the property is in fair condition. It was sold for $450,000 in February 2024, which is typical for properties in Camillo's median price range.

30 Lantana Way, Camillo Source: CoreLogic

14 Cressida Way was constructed in 1978 on a 707 square metre plot of land with 96 square metres of living area, including three bedrooms and one bathroom. The property has undergone a fair bit of renovation, including updates to the kitchen and bathroom. It also boasts an enclosed patio and a powered workshop. Despite its age, the property presents in good condition and sold for $525,000 in February 2024.

14 Cressida Way, Camillo Source: CoreLogic

Moving to the south-east of Perth, Camillo was a long forgotten suburb that has recently received significant attention from east coast based buyer's agents due to its affordability.

Again heading back slightly closer to Perth for a comparison, Bentley emerges as a highly desirable residential area, particularly appealing to families and students, thanks to its affordability compared to nearby locales and its proximity to nearby schools and universities. With its establishment dating back to the 1960s, Bentley has steadily evolved, currently showcasing a median price of $563,000 and an annual growth rate of 14.9 per cent. Within this price bracket, prospective buyers can explore properties built in the 2000s, predominantly villas and units.

1/24-26 Dumond Street represents a property in Bentley within the lower spectrum of the median price bracket. This group dwelling, one of nine in the complex, was built in 2000 on a 300 square metre plot, offering 113 square metres of living space with three bedrooms and two bathrooms. It sold for $529,000 in February 2024.

1/24-26 Dumond Street, Bentley Source: CoreLogic

7/8 Acton Avenue, one of eleven group dwellings in the complex, was built in 2006 on a 292 square metre plot of land, boasting 121 square metres of living space. This includes three bedrooms, two bathrooms and a patio. It changed hands for $608,000 in February 2024.

7/8 Acton Avenue, Bentley Source: CoreLogic

Moving now to the suburban expanse of south-western Perth, South Lake emerged as a residential hub in the 1980s and has since evolved into a dynamic community, characterised by its well-established properties. With a median price of $580,000, typically featuring land parcels spanning from 700 to 800 square metres with three bedrooms and one-bathroom, South Lake showcases a robust annual growth rate of 17.3 per cent, alongside 46.8 per cent growth rate over the past five years. Interestingly, there has not been any recorded sales in South Lake under $600,000 so far in 2024, indicating upward pressure on the median house price in the short term.

1 Bundy Court represents an interesting example of a purchase within the median price range. Built in 1985 on a 778 square metre plot of land with WAPC approval for subdividing into two green titled lots, it offers 112 square metres of living space, including three bedrooms and one bathroom. The property has undergone a kitchen renovation while the bathroom is in original condition. The property sold for $612,000 in February 2024.

1 Bundy Court, South Lake Source: CoreLogic

2 Banyalla Court was built in 1988 on a 790 square metre plot of land and offers 113 square metres of living space, including four bedrooms and one bathroom. The property has an updated bathroom whilst the kitchen is in original condition. The property sold for $680,000 in January 2024.

2 Banyalla Court, South Lake Source: CoreLogic

Moving into regional Western Australia, we start off in the Kimberley area. Broome has experienced a softening market as demand for housing continues to reduce from its peak in 2023. Median house prices in most suburbs in the town have declined, apart from in demand

Broome has experienced a softening market as demand for housing continues to reduce from its peak in 2023.

Djugun which has experienced a miserly growth rate of 0.2 per cent, resulting in a median house price of $656,000. The rental market remains strong however the addition of new housing stock in Djugun and Bilingurr will add supply and may lead to rental values stabilising and potentially softening.

In saying this, whilst rents remain high (circa $1000 per week on average), buying a property remains a very attractive proposition. For example, this 2000 built, four-bedroom, two-bathroom property at 151 Sanderling Drive sold for $650,000 in February after being on the market for 28 days. The property features 150 square metres of living on a 779 square metre lot, being very reflective of the average property in the suburb.

151 Sanderling Drive, Djugun Source: CoreLogic

Moving down to the Pilbara region, Port Hedland experienced ongoing price growth from 2020 to 2023 as the median house price peaked in 2023 at $730,000, showcasing 16 per cent growth from 2022. The median house price is currently $725,000 highlighting a 0.8 per cent decline. Interestingly, the more affordable but not as desirable South Hedland has experienced a 22.6 per cent increase in the median house, rising from $399,000 to $490,000, with demand typically driven by investors entering the market driven by the high rental returns on offer.

This 1999 built four-bedroom, one-bathroom property at 20 Gregory Street, South Hedland sold for $580,000 at the start of February. The property is in original condition with 148 square metres of living on a 777 square metre lot. The property comprises all the features a typical buyer in the area is looking for - a large allotment, swimming pool and patio.

20 Gregory Street, South Hedland Source: CoreLogic

This 1999 built three-bedroom, one-bathroom property at 6 Paroo Close sold for $540,000 at the end of January and features 133 square metres of living on a 738 square metre lot and has a government lease in place. The property was originally listed for offers above $549,000.

6 Paroo Close, South Hedland Source: CoreLogic

Karratha experienced an increase in demand for accommodation by company tenants throughout 2023, resulting in sustained high rental prices. This led to a rise in owner-occupiers entering the market as individuals were eager to secure a roof over their heads rather than ride the rental rollercoaster. More recently, the majority of suburbs in Karratha have experienced a reduction in the median house price as the local economy stabilises.

However, the more sought after suburbs such as Baynton are still experiencing growth. The median house price is currently $705,000, reflecting an increase of 6.8 per cent from the previous year. For example, this 2012 built four-bedroom, two-bathroom property at 45 Mujira Ramble, Baynton sold for $680,000 in February. The property features 169 square metres of living on a 612 square metre lot and is conveniently located within walking distance of the popular Baynton West Primary School.

Sustained high rental prices led to a rise in owner-occupiers entering the market as individuals were eager to secure a roof over their heads rather than ride the rental rollercoaster.

45 Mujira Ramble, Baynton Source: CoreLogic

This 2005 built four-bedroom, two-bathroom property at 8 Delmere Way, Baynton sold for $729,000 in January. The property features 178 square metres of living on a 622 square metre lot. The property sold slightly above the median house price, which likely reflects its brick construction and good presentation.

8 Delmere Way, Baynton Source: CoreLogic

Moving to the mid-west region, Geraldton has experienced decent levels of growth in the past 12 months, predominantly due to the recent influx of both local and eastern states based investors. One noteworthy suburb is Tarcoola Beach, which is located south of the town centre, where the median house price increased from $435,000 to $495,000 in the past 12 months, a 13.8 per cent increase.

Despite this, buyers can still find properties well below the median house price. Take for example this 1989 built, three-bedroom, one-bathroom property at 17 Hakea Street, Tarcoola Beach which sold for $455,000 in January. The property is in original condition and features 114 square metres of living on an 833 square metre lot. The property offers the luxury of being a short walk from the beach and would appeal to investors or owner-occupiers looking for a renovation project!

17 Hakea Street, Tarcoola Beach Source: CoreLogic

Moving to the Goldfields region, Kalgoorlie performed strongly throughout 2023, continuing into 2024. Median house prices have continued to rise on the back of a surge of eastern states based and local investors coupled with owner-occupiers seeking to secure a roof over their heads in a heated rental market. Hannans, situated north-west of the Kalgoorlie town centre, has a median house price of $440,000 and has experienced a 12.8 per cent growth rate in comparison to last year. The suburb has also experienced a 25 per cent increase in the median rental price, which is currently sitting at $750 per week.

This 1987 built four-bedroom, two-bathroom part-renovated property at 16 Cotter Place, Hannans sold for $510,000 in February, after being listed on the market for just 16 days. The property features 176 square metres of living on an 815 square metre lot and features a large patio with a shed.

16 Cotter Place, Hannans Source: CoreLogic

The south-west region as a whole has seen quite a lot of growth over the past five years. With rising home prices in the metropolitan area and the introduction of flexible working arrangements post pandemic, buyers have flocked to the area to seek lifestyle change and more affordable housing.

Moving now to the south-west region of Western Australia, we will narrow in on just a few city centres, namely Bunbury, Busselton and Margaret River.

Bunbury, a relatively short two-hour drive south of Perth, has for a long time been known as a stop on the way for holiday makers heading to the Margaret River area, however it has also become a popular alternative to CBD living. In the past 12 months, the suburb of Bunbury has seen a 10.5 per cent growth in the median sale price, which now sits at $696,000, with three-bedroom homes having a median price of $615,000. Typically, the three-bedroom homes in this price range are older character homes which may have been partially updated, but predominantly are ripe for renovation.

Sitting right on the three-bedroom median, 11 Reading Street is a prime example of a three-bedroom, one-bathroom 1940s home with some minor updates including a renovated kitchen, although the dwelling mostly retains its character feel. The 119 square metre home on a 608 square metre parcel sold in February for $615,000.

11 Reading Street, Bunbury Source: CoreLogic

For those looking for an additional bathroom and a little less work to do, you'll be paying more, of course! For instance, 16 Charles Street features a three-bedroom, two-bathroom 1950s home which has been updated over the years. The property sold in January for $661,000.

16 Charles Street, Bunbury Source: CoreLogic

Another 40 minute's drive south-west, the City of Busselton includes a number of oceanfront suburbs in which median house prices can be misleading as there is a large spread of affordable and prestigious properties where being on the north and south side of Bussell Highway can make quite the difference. Median house prices range from $650,000 in the eastern suburb of Geographe, to $920,000 in Abbey, just 10 kilometres west along the highway.

A similar story can be found in the township of Margaret River, which has evolved from early 1900 cottages to sprawling architecturally designed properties, small, short-stay holiday units and modest family homes. Margaret River has experienced growth of 8.2 per cent in the past year, with a median house price of approximately $700,000. 12 Olearia Crescent sold in close proximity to the median, being a 233 square metre 2008 built three-bedroom, two-bathroom home on 649 square metres. The property sold in January for $675,000.

12 Olearia Crescent, Margaret River Source: CoreLogic

Moving into the Great Southern region, Albany has also been recognised as a great alternative to city living with the rising housing costs and a change of pace. Though the greater Albany area has a mix of housing options, the median price of $749,000 for the suburb of Albany itself offers a number of options including older character homes ripe for renovation in the $600,000s to done-for-you homes in excess of $900,000.

9 Rowley Street is a good example of a well-appointed although modest home that falls in line with the median house price. This two-bedroom, two-bathroom custom built home blends traditional character features such as jarrah flooring, wainscoting and coffered ceilings with contemporary kitchen and bathroom comforts, plus enjoys water and district views. The property sold in January for $735,000.

9 Rowley Street, Albany Source: CoreLogic

9 Rowley Street, Albany (kitchen and views) Source: CoreLogic

Esperance, like many regional towns, can offer a skewed perspective when analysing median house prices given the low turnover and varied property types.

Finally, Esperance, like many regional towns, can offer a skewed perspective when analysing median house prices given the low turnover and varied property types. The suburb of Esperance has recorded only 27 sales in the past 12 months (excluding those that have yet to settle) which includes small shacks to modest and sprawling family homes. It has a median house price of $470,000, showing growth of 14.6 per cent over the past 12 months.

Around the median price, you are typically looking at older homes in original condition on larger blocks. For example, 28 Gull Street sold in January for $450,000. The three-bedroom, one-bathroom 1969 home presents in mostly original condition and is situated on a 1,012 square metre lot.

28 Gull Street, Esperance Source: CoreLogic

Median selling prices have continued to rise in most regions across the state and they can serve as a good indicator, however be sure to look at neighbouring suburbs especially in regional locations where the median price can differ quite significantly, particularly in low-turnover areas.

Our team continues to be readily available to address any enquiries you may have and are always happy to impart our detailed knowledge to assist your decision-making process.

Chris Hinchliffe
Director

Northern Territory - Residential 2024

Darwin

Darwin is a solid choice when considering value for money, offering the perks of a capital city and an appealing lifestyle. After watching other capital cities surge in value, the affordability level of Darwin becomes obvious with a median house price of $560,000 and $405,000 for units. The city has suitable options for families, empty nesters and first homeowners under the median house price and continues to be an attractive lifestyle choice for many. Plus, Darwin has enjoyed annual employment growth coupled with prospective long-term infrastructure and strategic works in the region.

The CBD is the main location for units with excellent views surrounded by entertainment, amenities and schools. Units here are attractive for downsizers, first homeowners and investors looking to unlock high yields with low vacancy rates. For $400,000, Darwin City can offer two-bedroom, two-bathroom apartments with

29/3 Cardona Court, Darwin City Source: CoreLogic

Darwin is a solid choice when considering value for money, offering the perks of a capital city and an appealing lifestyle.

common facilities such as pools and gyms. This apartment in the CBD sold for $400,000 and offers exactly that, plus views of Frances Bay.

The inner-city suburbs such as Fannie Bay and Stuart Park offer slightly more affordable, older units below $350,000, with some two-bedroom, one-bathroom townhouses able to be picked up for $450,000. Such townhouses in these areas offer good buying, being in a preferred location with a carport and small yard.

The northern suburbs cover a large area from the coast to new estates and offer a mix of products for the median price point. Nightcliff and Rapid Creek are very popular coastal locations offering ocean views, walking trails, shopping, pubs and schools. These suburbs can offer an older style two- or three-bedroom, one-bathroom apartment below $400,000. Those with views are towards the mid $400,000s.

The older northern suburbs areas from Jingili to Tiwi and Karama offer large 800 square metre blocks with older three-bedroom, one-bathroom homes. These are available for below the median house price, with many well below this amount. These dwellings are circa 1970s and 1980s so may come with upgrades required, but still offer large blocks relatively close to the CBD that are scarce in other cities. This sale in Wulagi shows the type of product, selling with an inground swimming pool for $500,000.

13 Peregrine Street, Wulagi Source: CoreLogic

The satellite city of Palmerston offers a mix of houses, townhouses and units around the median house price, with these suburbs well serviced with primary school, shopping, public transport and sporting facilities.

Established housing for the median house price is very attainable with a variety of new or older dwellings, lot sizes and ancillary improvements. Suburbs such as Durack and Gunn are transacting at this price point featuring 1990 to 2000 built homes with swimming pools, such as this three-bedroom, two-bathroom dwelling with a swimming pool and large verandah on 683 square metres of land.

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4 Griffith Court, Durack Source: CoreLogic

This price point can also buy a house and land package or a newly built dwelling in Zuccoli, like this brand new, four-bedroom, two-bathroom, two-car garage house with a modern fitout that sold for $550,000.

14 Batswing Street, Zuccoli Source: CoreLogic

The median price also affords a variety of units in Palmerston to meet owner-occupiers and investors' needs. Palmerston offers modern units towards the higher end of this budget, but smaller, ground-level units are available between just $250,000 and $300,000 and offering seven to eight per cent gross returns.

With the current cost of living pressures, Darwin continues to be an affordable and attractive option for owner-occupiers and investors.

Megan Cornish
Valuer

Alice Springs

According to the most recent data provided by the Real Estate Institute of the Northern Territory, the median house price in Alice Springs for the quarter ended 31 December 2023 was $505,000, which represents a decrease of 1.6 per cent over the past 12 months. The median unit price was $350,000, a drop of 8.9 per cent for the year.

This month's topic for discussion is around what kind of properties can be purchased at or near the current median prices. Let's firstly take a moment to look at trends. The median price for houses has fluctuated within a fairly tight band in the past 12 months, with a low of $505,000 in the most recent quarter and a high of $525,000 in the previous quarter. Median house prices are historically quite stable in Alice Springs, having first broken through the $500,000 ceiling in the December 2021 quarter and peaking at $531,000 in the June 2022 quarter. Unit median prices are more volatile, fluctuating between $324,000 and $365,000 in 2023. In the past five years, the median unit price has sunk as low as $300,000 in September 2020 and peaked at $381,000 in December 2022.

Looking at houses, there are a number of suburbs that you can't buy into for $505,000 (locations such as Desert Springs, Mount Johns, Kilgariff and Sterling Heights) as the entry points for standalone dwellings in these places sits well above the median value. A good example of a house sale close to the current median value was completed in November in the suburb of Araluen. It is a three-bedroom, two-bathroom circa early 2000s rendered block home with a living area of approximately 140 square metres, covered outdoor area and secure under cover parking for two vehicles. The property sold for $500,000. The property was presented in largely original condition throughout. The property had average street appeal and was located in a sought-after area of Araluen on a modest 417 square metre allotment.

The median unit price for the December quarter was $350,000 and generally this will get you a reasonable quality two-bedroom, one-bathroom unit or duplex in a better part of town such as Desert Springs or Araluen. One recent example is the sale of a circa 1994 two-bedroom, one-bathroom duplex unit in Araluen with a reported living area of 100 square metres. This unit was in original condition with split system air conditioning throughout, a two-way bathroom, single carport and rear patio area. The unit was purchased by an investor with the estimated rental return being approximately $500 per week (providing a potential gross return of 7.4 per cent per annum).

Another example of what $350,000 can buy you is a three-bedroom, two-bathroom townhouse unit in a complex comprising 43 units in Gillen. This complex was constructed in circa 1988 and the unit was sold in largely original condition, with a living area of 134 square metres and a two-car carport. You could reasonably expect to get $475 per week in rent for this unit, providing a gross yield of 7.1 per cent per annum.

The market at the moment is subdued, with a large number of residential listings (282 as at 18

This makes it a good time to buy, as motivated vendors may be willing to negotiate more enthusiastically than normal in order to secure a sale.

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April 2024, according to realestate.com.au) and a situation where there are more sellers than buyers active in the market. This makes it a good time to buy, as motivated vendors may be willing to negotiate more enthusiastically than normal in order to secure a sale. The alternative viewpoint is that maybe if buyers are willing to sit on their hands for a period, prices may eventually start to drop.

Regardless of property type, there are some locations throughout Alice Springs that you should be cautious about investing in any property over the median price. Certain areas within most suburbs contain concentrations of public housing and sale prices within these areas tend to be below median values, even if similar properties have been selling at above median prices in other, more desirable locations. In short, there are certain locales where, regardless of the size and quality of the property, there is a ceiling price which buyers are not prepared to go above. It's a case of the old property adage, "It's all about location, location, location."

Peter Nichols
Valuer

Australian Capital Territory - Residential 2024

Canberra

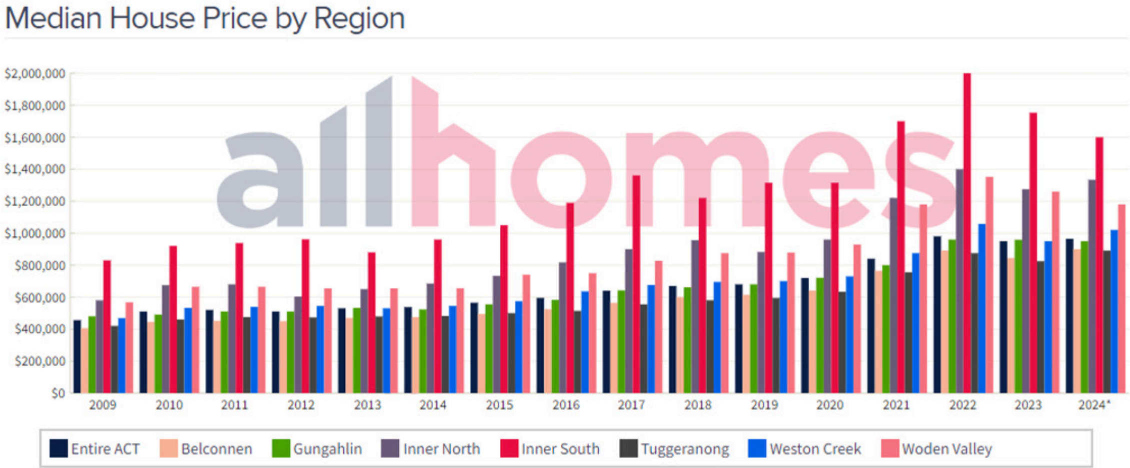
Combined capital housing has just experienced its fifth consecutive quarterly house and unit price rise, however with roughly three times slower gains than the December 2023 quarter. Where does Canberra sit in this? As of May 2024, Canberra has a median house price of $1,049,719, a one per cent increase from the December 2023 quarter, leaving Canberra with the second highest median house price in Australia behind Sydney.

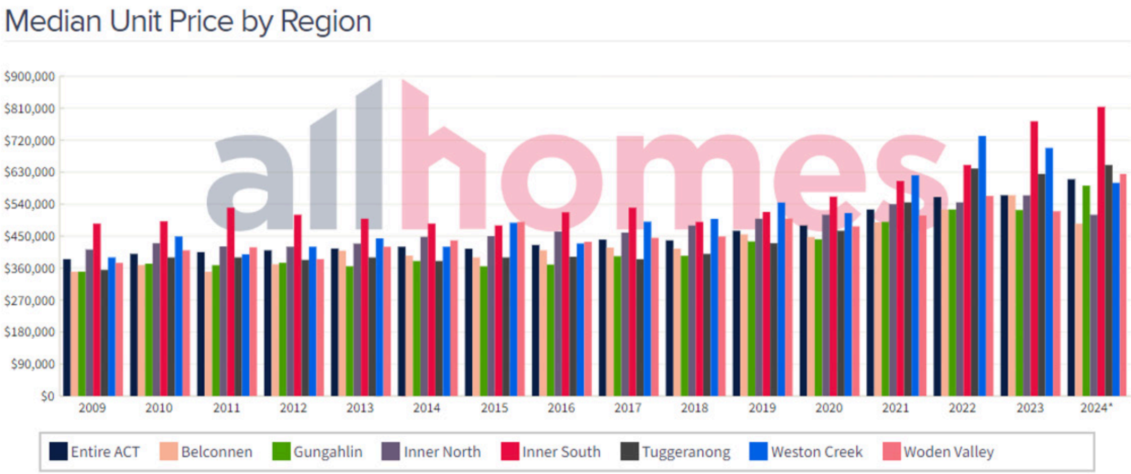
But why is Canberra experiencing continual housing price growth? Tim Lawless, CoreLogic's head of research, believes higher interest rates, worsening housing affordability and cost of living pressures are key factors in the continual rise of prices.

The national median dwelling value for all capital cities according to Domain in May 2024 was $779,817 in comparison to Canberra which sits slightly higher at $847,604. Both houses and units are a stretch to buy within Canberra's median dwelling price. However, this is strongly dependant on the area in which you are looking to purchase.

The above report by Allhomes displays the trend of house and unit prices in the different regions of Canberra since 2009.

The median house price for the ACT is $965,000 with Canberra's Inner South and Inner North





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houses leading the median housing prices in Canberra. Canberra's Inner North has a median house price of $1,334,000 and Inner South well ahead with a median price of $1.6 million. These median prices make it very difficult to purchase a house in these regions with people wanting to live in these areas tending to instead purchase units.

For people looking at a more affordable option closer to Canberra's median house price, Belconnen ($900,000), Gungahlin ($950,000) and Tuggeranong ($891,000) are options. Units are a more affordable option of course, with Belconnen having the lowest median unit price at $485,000 and Inner South the highest at $813,750.

Despite median dwelling prices falling in recent years, Canberra's dwelling prices are well above pre-pandemic levels. Centre for Independent Studies economist Peter Tulip said, "The market has returned to a level of normality and buyers should likely expect more modest growth across the coming years, in line with pre-pandemic trends".

The Domain house price prediction for the remainder of 2024 is that the national house price will rise five to seven per cent, with Canberra having a rise of three to five per cent throughout the remainder of 2024. An interest rate cut would result in a more active housing market and an increase in demand with Domain chief of research and economics Dr Nicola Powell stating that consumer sentiment will positively change once we see interest rate cuts.

Thomas Atlee
Assistant Valuer

Tasmania - Residential 2024

Hobart

With this month's topic, we will break Hobart down into the Local Government Authorities, of Clarence Council (on the eastern Shore of Hobart), Brighton Council (northern suburbs) and Kingborough Council (south of the CBD).

Municipality of Clarence

As some of you may be aware if you have been following my reviews over the years, I'm an eastern shore lad and have a biased approach to this (warmer) side of the River Derwent. Like all municipalities, there is a mix of old and new dwellings and units offering a varied standard of accommodation being primarily single dwellings, attached units and townhouses.

The median house price for this local authority is circa $715,000 for houses and around $600,000 for units or townhouses.

$715,000 will get you a modest older to semi modern three-bedroom, one- to two-bathroom house (with good views) in an area like Howrah, Mornington or Warrane. More modern houses can be purchased in areas around Howrah Gardens, Oakdowns and Rokeby.

$600,000 will buy you a near new three-bedroom, one- (maybe two-) bathroom detached unit in areas of Oakdowns, Rokeby and Howrah Gardens.

An example is 1/2 Meehan Road, Rokeby which sold for $636,000 in February this year. This is a three-bedroom, two-bathroom single garage townhouse.

1/2 Meehan Road, Rokeby Source: realestate.com.au

Municipality of Kingborough

The Kingborough Council, located to the south of the CBD, is an essential part of the Greater Hobart area, covering both urban and suburban areas from southern Hobart to Kingston and Bruny Island.

Recent data shows a median house sale price of $785,000 and a median unit sale price of $616,500.

You get pretty good bang for your buck in the suburb of Kingston based on the median house price. $785,000 will get you a near new three- (maybe four if you are lucky) bedroom, two-bathroom house in a new up and coming subdivision such as Spring Farm or White Water Estates.

An example is 8 Guthrie Street, Kingston which recently sold for $790,000. This is a three-bedroom, two-bathroom, single garage home.

8 Guthrie Street, Kingston Source: realestate.com.au

Municipality of Brighton

Brighton, a suburb located 27 kilometres north of Hobart, lies between Pontville and the outer Hobart suburb of Bridgewater along the Midland Highway.

In terms of property prices, the median house sale price in Brighton stands at $575,000, while the median unit sale price is $475,000. These figures highlight the affordability of housing in Brighton compared to nearby areas, making it an attractive option for potential homebuyers.

The median house price is slightly (in my opinion) a little top heavy as this area provides quite a large rural holding. When looking at houses in the suburb of Brighton, it is not uncommon to find a neat

$715,000 will get you a modest older to semi modern three-bedroom, one- to two-bathroom house (with good views) in an area like Howrah, Mornington or Warrane.

RESIDENTIAL

HERRON TODD WHITE

and tidy three-bedroom, one-bathroom modern freestanding house on a standard allotment for around $530,000 to $540,000.

In terms of units and townhouses, you are limited to a two-bedroom, one-bathroom unit. If you are lucky, you will get an attached carport thrown in. If you want a three-bedroom townhouse, you are pretty only a smidge less than the price of a three-bedroom house.

As always, as you move further away from the centre of each municipality, you will get much better value for money both with houses and units.

Overall residential property values have softened in the greater Hobart and surrounding areas due to increased stock levels and elevated interest rates.

As for where to buy, the choice is bountiful at the moment with high levels of stock listed for sale and price reductions generally occurring during each individual marketing campaign.

Mark Davies
Valuer

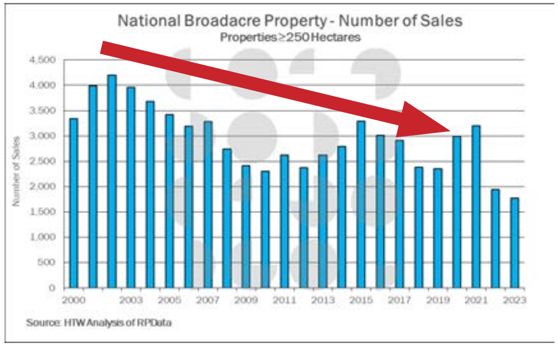
Australian Cotton

May 2024

Australian Cotton Production

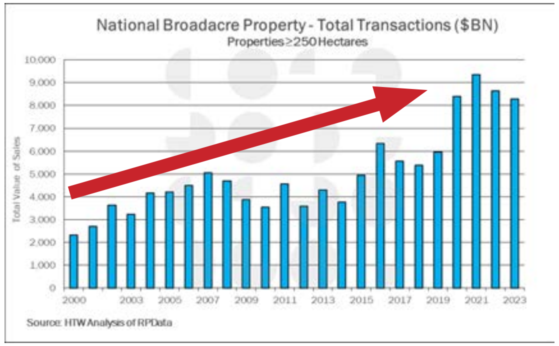
National overview

The first part of the 2024 year has seen a steady level of market activity for broadacre farms in the cotton growing regions throughout the eastern states, with general rain and sound commodity values supporting a balanced market environment. At a high level it is worth noting the ongoing theme of consolidating broadacre farmland in Australia. This is evidenced in the following graph which shows a downward trend in the number of 250-hectare-plus sales annually.



250-hectare-plus sale Source: Herron Todd White, RPData

Whilst 2023 saw the lowest number of broadacre rural sales since 2000, market activity remained strong with around $8.3 billion in rural land transacting for the year and the fourth consecutive year above the $8 billion level.

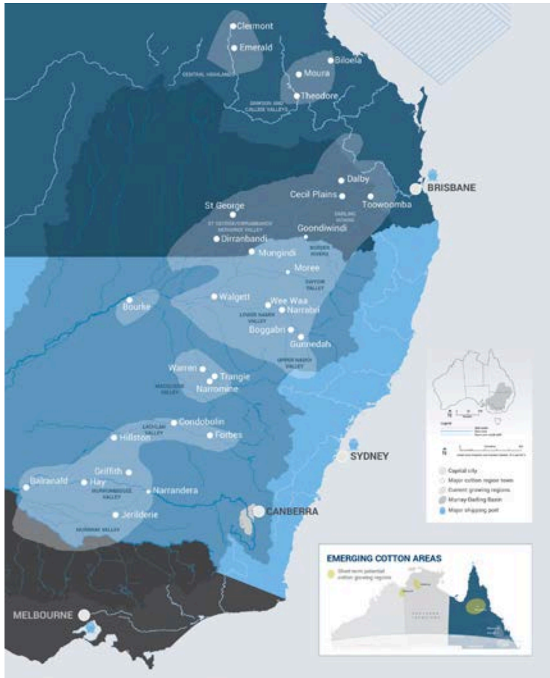


Total transactions Source: Herron Todd White, RPData

More specifically this month we review market activity for broadacre land suitable for cotton production in the areas extending from Deneliquin in the south to Emerald in the north, and new frontiers in the Queensland Gulf and Ord River Irrigation Area.

What is clear is that water has become a key component of value for these irrigated cropping assets and at times can attract a level of demand far higher than the land itself.

With an elevated level of scarcity emerging for both land and water in long established growing regions, cotton farmers have sought out land in new geographic regions which benefit from more secure water and, on face value at least, are more



Established growth districts and emerging cotton areas Source: Cotton Australia

affordable, however come with seasonal and logistical challenges.

This land use change has had the benefit of commodity prices which have been above the long-term average, with the Australian Bureau of Agricultural and Resource Economics and Sciences (ABARES) predicting a four per cent rise in cotton prices in the 2024 – 2025 period, and production to:

“fall by 6% to 1.2 million tonnes in 2023–24; this is still projected to be the second-highest result on record as high production from 2022–23 has been

What is clear is that water has become a key component of value for these irrigated cropping assets and at times can attract a level of demand far higher than the land itself.

HERRON TODD WHITE

exported in 2023-24. In 2024-25, cotton export volumes are forecast to fall by 15% to 1.0 million tonnes, reflecting lower production volumes."

South-west New South Wales
The broadacre irrigation areas of south-west New South Wales adjoining the Murray River represent the most southern extremity of the cotton growing area of the state.

Due to announced high water allocations in the Murray Valley, the price of temporary water (i.e. transfer of a water entitlement for 12 months or less) through the 2023/2024 season has been relatively low and is currently trading slightly above $20 per megalitre. The low price of temporary water has meant summer cropping is viable and this season has seen significant areas planted to rice, corn and cotton.

Permanent water trades have been established at values from $8000 to $9000 per megalitre for high security water in this location, while general security water has been exchanged for around $1650 per megalitre.

While the hype for irrigated cropping land has settled, four consecutive seasons have underpinned buyer interest. Cotton crops in the area are looking good with yields anticipated to be well in excess of 10 bales per hectare.

In terms of recent sales, we reference a property 20 kilometres north of Deniliquin that sold in September 2023 for $8648 per hectare (excluding water entitlements). It comprises a well-developed irrigation property used for winter and summer cropping including cotton. The property has an area of 484 hectares with development including both a lateral move irrigator and first-class laser levelled irrigation. Analysis shows $8350 per hectare for both the laser levelled irrigation and land under the lateral move irrigator including the machine.

Queensland Darling Downs
Irrigated cropping properties remain tightly held right across the region, particularly those genuinely viable properties with scale and significant water rights. That said, extended selling periods - at least by comparison to grazing property - are evident. Despite this, irrigated cropping values in this location are well above other traditional growing areas at $30,000 to $50,000 per irrigated hectare, primarily as a result of location and proximity to markets, services and labour.

Recent transactions include:

- Glenavon (south-west of Dalby) for $12 million in August 2023 being 306.08 hectares;
- Oakleigh West, (south-east of Dalby) for $24.75 million in December 2023 being 611.30 hectares;
- Bethel, (north-east of Millmerran) for $7.4 million in September 2023 being 407.92 hectares though predominantly dryland.

Macintyre Valley/Boarder Rivers
While there was a dry start to the season, wet weather provided in-crop rain and now full moisture profile for winter crop, although this will create obvious harvest challenges which will impact yield and quality.

Water in this location is subject to some of the fiercest competition in the country, with a water auction late last year resulting in values reaching $7000 per megalitre for general B class water and $12,000 per megalitre for the more secure A class water.

Irrigated cropping land values appear to show more static trends in contrast to water when traded independently, with the October 2023 sale of Booberoi for $31.5 million reflecting a rate of $6750 per hectare (excluding water) for the flood irrigation area.

Booberoi   Source: Herron Todd White

If the water component is included, than an 'irrigated' rate of around $25,000 per hectare is indicated by the Booberio sale.

Central Queensland
Cotton has been grown for some time around Theodore and Moura on the Dawson River, and in the Emerald area within the upper Fitzroy Basin catchment. Having fewer farms in this location means that sales evidence is infrequent, however

Irrigated cropping properties remain tightly held right across the region, particularly those genuinely viable properties with scale and significant water rights.

a small property recently sold within the irrigation district to show a rate of $7000 per hectare (excluding water) for the cropping component and $2850 per megalitre for the medium priority water.

The sale shows around $25,000 per hectare when water and land are combined, which is interesting given that water in this location is assessed with an 82 per cent annual probability factor (i.e. chance of receiving the full allocation in a given year), which is far superior to the southern Queensland growing regions.

Recent Queensland Irrigated Cotton Sales (> $25M):

Property	Location	Per Irrigated HA ($/ha)	Water ($/ML)
Boarder Rivers:			
Booberoi (2023)	Toobeah	$25,000	$8,000
Wyadrigah (2021)	Mungindi	$29,000	$7,000
South Callandoon (2021)	Goondiwindi	$38,000	$6,000
Parkdale (2021)	Boggabilla	$22,225	$6,000
Central Queensland:			
Cowal Agriculture (2022)	Emerald	$29,000	$3,000
Kingower (2023)	Emerald	$22,000	Not Tradable

Recent Queensland Irrigated Cotton Sales (> $25M) (source RPData, Herron Todd White)

Northern Australia

As cotton land values reached $25,000 to $30,000 per irrigated hectare in established growing regions, farmers sought to secure land in northern parts of Australian, more particularly the Queensland Gulf, Ord River Irrigation Area (ORIA) and scattered areas throughout the Northern Territory.

xxx Source: Hxxx

The ORIA gained particular attention when some of the Quintis Sandalwood properties were offered to the market and purchased by southern irrigators for conversion to cotton farms. Properties in the ORIA benefit from a 17 megalitre per hectare allocation which is essentially 100 per cent reliable and gravity supplied to the farm, in stark contrast to the traditional growing areas which are subject to, at times, extreme levels of water supply volatility.

The Quintis Farms have been sold for around $15,000 per irrigated hectares (including water) with remediation costs to clear the sandalwood and re-establish the cropping land to be in the order of $5000 per hectare. This expenditure results in an irrigated farm with a value in the order of $20,000 per irrigated hectare, which is a $5000 to $15,000 per hectare discount on values observed in the southern markets.

The trade off to this more affordable location is obviously the additional operating expenses that come with producing a product in a remote area, in addition to increased seasonal and environmental volatility and lack of supporting infrastructure, although this is quickly improving.

Will McLay
Director

As cotton land values reached $25,000 to $30,000 per irrigated hectare in established growing regions, farmers sought to secure land in northern parts of Australian, more particularly the Queensland Gulf, Ord River Irrigation Area and scattered areas throughout the Northern Territory.

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Property Market Indicators

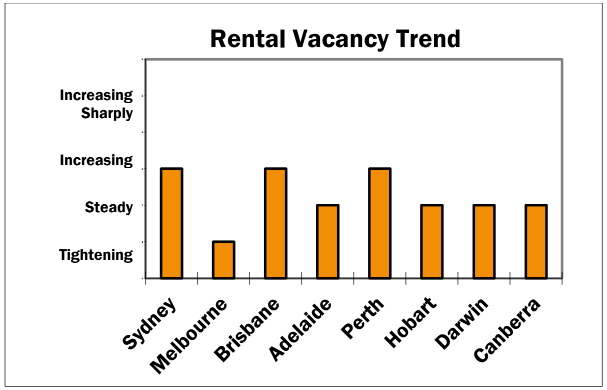
May 2024

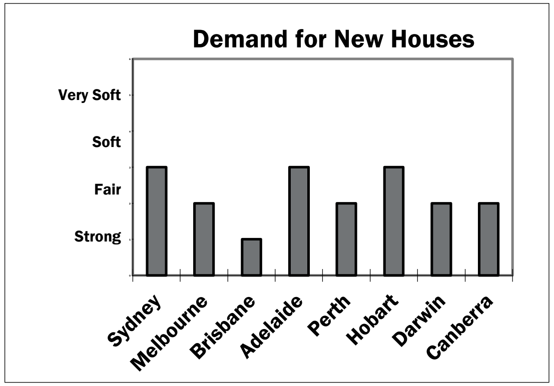
Capital City Property Market Indicators – Houses

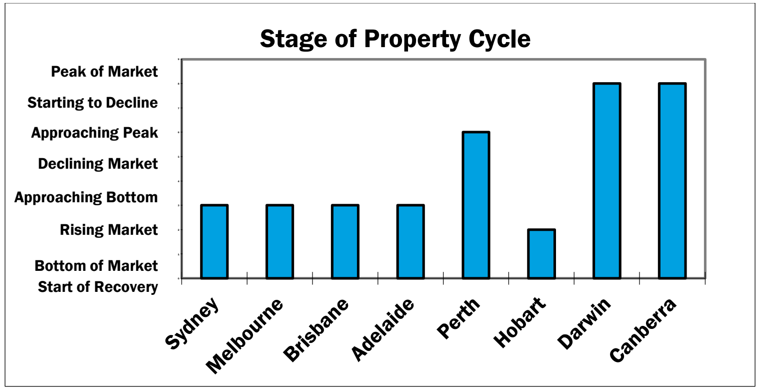
Factor	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Darwin	Canberra
Rental Vacancy Situation	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Steady	Tightening sharply	Steady	Tightening	Steady	Tightening	Tightening	Tightening
Demand for New Houses	Fair	Strong	Very strong	Fair	Strong	Fair	Strong	Strong
Trend in New House Construction	Steady	Steady	Declining	Increasing	Steady	Steady	Declining	Declining
Volume of House Sales	Increasing	Steady	Increasing	Declining	Steady	Declining	Steady	Increasing
Stage of Property Cycle	Rising market	Rising market	Rising market	Rising market	Approaching peak of market	Bottom of market	Peak of market	Peak of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Frequently	Frequently	Almost never	Occasionally	Occasionally

Red entries indicate change from previous month to a higher risk-rating

Blue entries indicate change from previous month to a lower risk-rating







Capital City Property Market Indicators – Units

Factor	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Darwin	Canberra
Rental Vacancy Situation	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Steady	Tightening	Steady	Tightening	Steady	Tightening	Tightening	Tightening
Demand for New Units	Fair	Strong	Strong	Fair	Soft	Fair	Fair	Fair
Trend in New Unit Construction	Increasing	Steady	Increasing	Increasing	Increasing	Steady	Declining	Declining
Volume of Unit Sales	Increasing	Steady	Increasing	Declining	Steady	Declining	Increasing	Steady
Stage of Property Cycle	Rising market	Rising market	Rising market	Rising market	Rising market	Bottom of market	Rising market	Declining market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Frequently	Occasionally	Occasionally	Frequently	Occasionally	Almost never	Almost never	Occasionally

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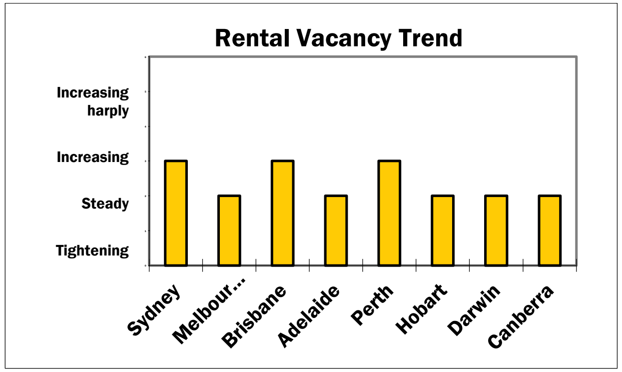
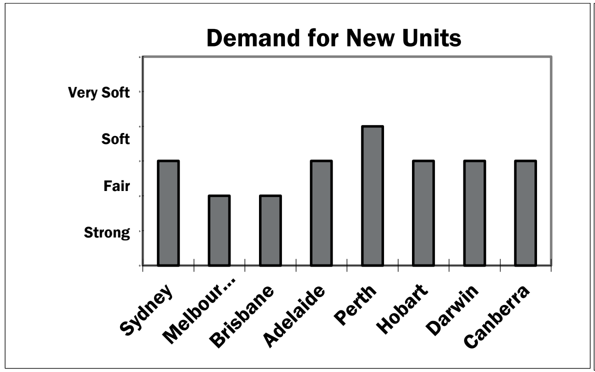
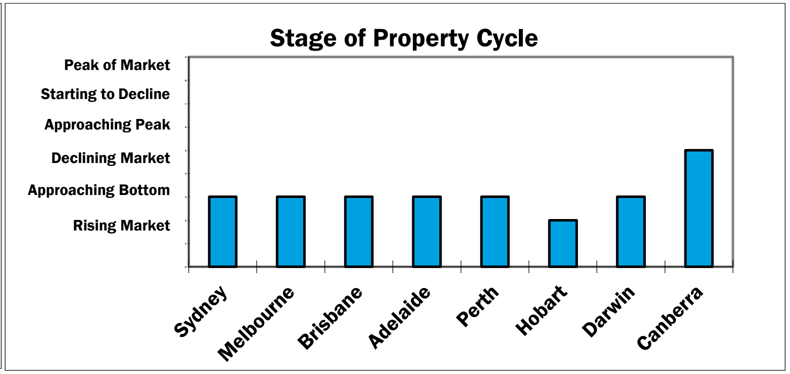
Blue entries indicate change from previous month to a lower risk-rating





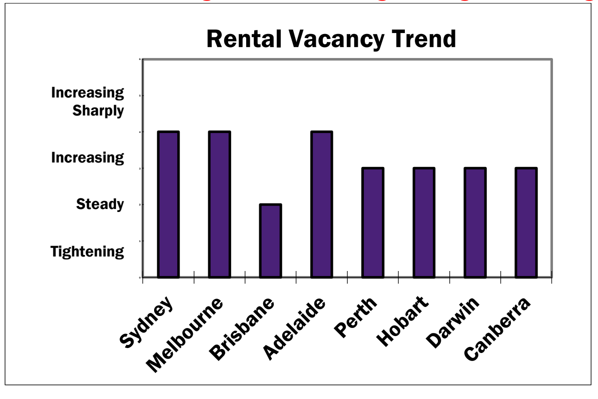


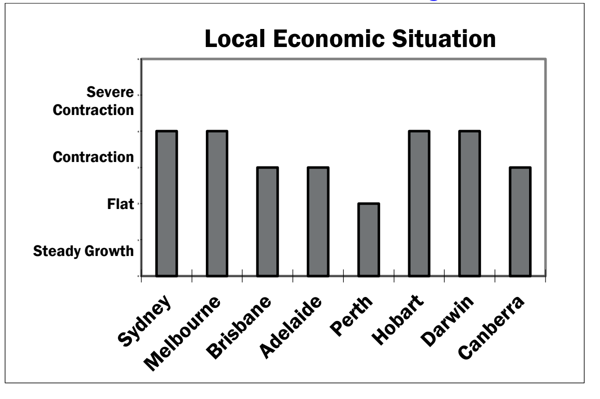
Capital City Property Market Indicators – Office

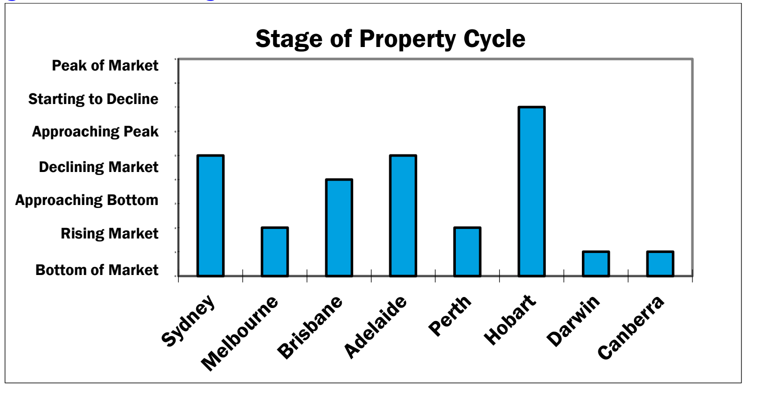
Factor	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Darwin	Canberra
Rental Vacancy Situation	Over-supply of available property relative to demand	Large over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Shortage of available property relative to demand	Large over-supply of available property relative to demand	Balanced market
Rental Vacancy Trend	Increasing	Increasing	Tightening	Increasing	Steady	Steady	Steady	Steady
Rental Rate Trend	Declining	Stable	Increasing	Stable	Stable	Stable	Stable	Stable
Volume of Property Sales	Declining	Declining significantly	Declining	Declining	Steady	Declining	Steady	Steady
Stage of Property Cycle	Declining market	Bottom of market	Approaching bottom of market	Declining market	Bottom of market	Starting to decline	Bottom of market	Start of recovery
Local Economic Situation	Contraction	Contraction	Flat	Flat	Steady growth	Contraction	Contraction	Flat
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Significant	Significant	Significant	Significant	Large	Significant	Large	Large

Red entries indicate change from 3 months ago to a higher risk-rating

Blue entries indicate change from 3 months ago to a lower risk-rating





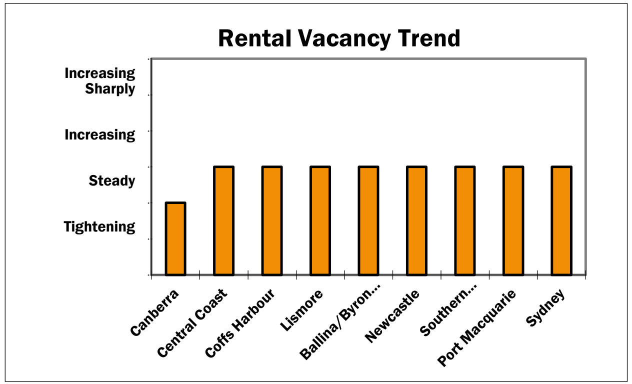


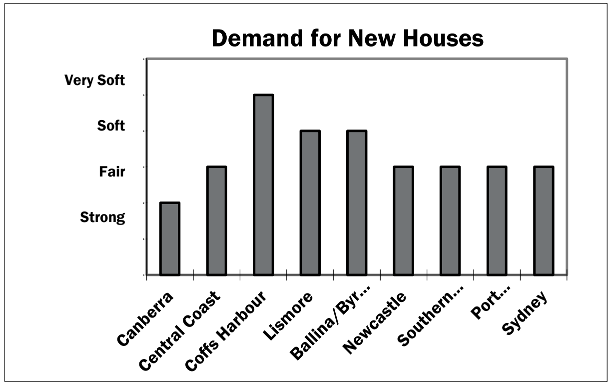
East Coast New South Wales Property Market Indicators – Houses

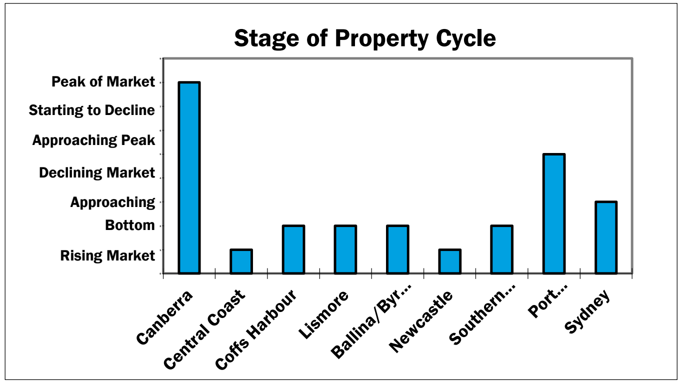
Factor	Canberra	Central Coast	Coffs Harbour	Lismore	Byron Bay/Ballina	Newcastle	Southern Highlands	Port Macquarie	Sydney
Rental Vacancy Situation	Shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Severe shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady
Demand for New Houses	Strong	Fair	Very soft	Soft	Soft	Fair	Fair	Fair	Fair
Trend in New House Construction	Declining	Steady	Increasing strongly	Increasing	Increasing	Steady	Steady	Steady	Steady
Volume of House Sales	Increasing	Increasing	Steady	Steady	Steady	Increasing	Steady	Increasing	Increasing
Stage of Property Cycle	Peak of market	Start of recovery	Bottom of market	Bottom of market	Bottom of market	Start of recovery	Bottom of market	Declining market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Almost never	Almost never	Almost never	Occasionally	Frequently	Occasionally	Occasionally

Red entries indicate change from previous month to a higher risk-rating

Blue entries indicate change from previous month to a lower risk-rating



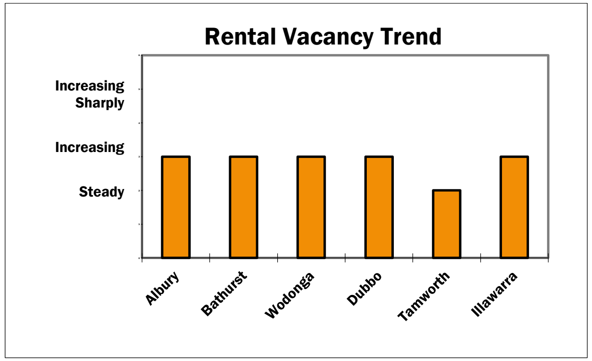


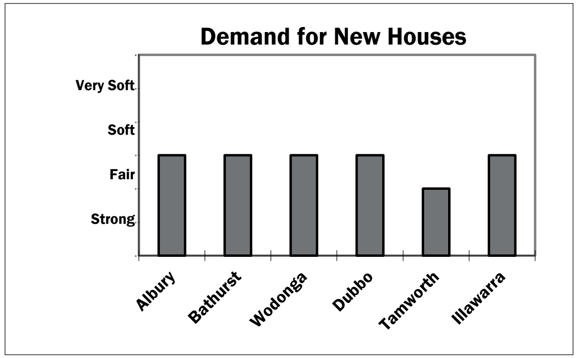


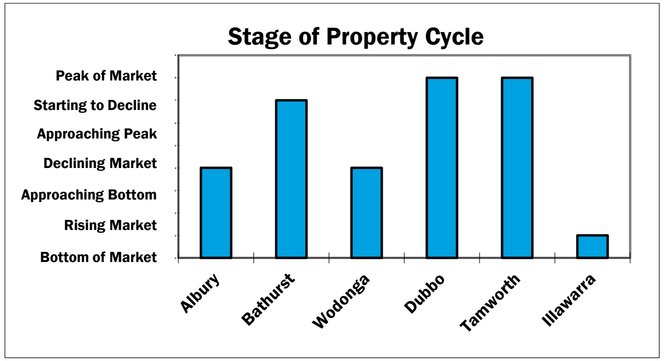
Country New South Wales Property Market Indicators – Houses

Factor	Albury	Bathurst	Wodonga	Dubbo	Tamworth	Illawarra
Rental Vacancy Situation	Balanced market	Balanced market	Balanced market	Balanced market	Shortage of available property relative to demand	Balanced market
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Tightening	Steady
Demand for New Houses	Fair	Soft	Fair	Fair	Strong	Fair
Trend in New House Construction	Steady	Increasing	Steady	Steady	Steady	Steady
Volume of House Sales	Declining	Steady	Declining	Increasing	Steady	Steady
Stage of Property Cycle	Approaching bottom of market	Starting to decline	Approaching bottom of market	Peak of market	Peak of market	Start of recovery
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Very frequently	Occasionally	Frequently

Red entries indicate change from previous month to a higher risk-rating *Blue entries indicate change from previous month to a lower risk-rating*







East Coast New South Wales Property Market Indicators - Units

Factor	Canberra	Central Coast	Coffs Harbour	Lismore	Byron Bay/Ballina	Newcastle	Southern Highlands	Port Macquarie	Sydney
Rental Vacancy Situation	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Balanced market	Balanced market	Balanced market	Balanced market	Shortage of available property relative to demand	Balanced market	Severe shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Steady	Steady	Steady	Steady	Increasing	Steady	Steady	Steady
Demand for New Units	Fair	Strong	Fair	Fair	Strong	Soft	Fair	Fair	Fair
Trend in New Unit Construction	Declining	Declining significantly	Declining	Steady	Declining	Increasing	Declining	Steady	Increasing
Volume of Unit Sales	Steady	Increasing strongly	Steady	Steady	Increasing	Declining	Steady	Steady	Increasing
Stage of Property Cycle	Declining market	Start of recovery	Bottom of market	Bottom of market	Bottom of market	Starting to decline	Bottom of market	Declining market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Almost never	Almost never	Almost never	Very frequently	Frequently	Occasionally	Frequently

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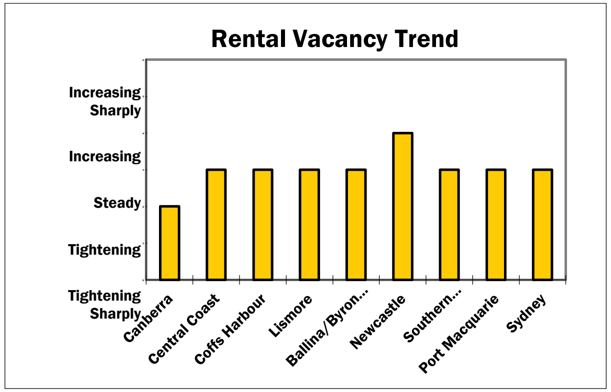

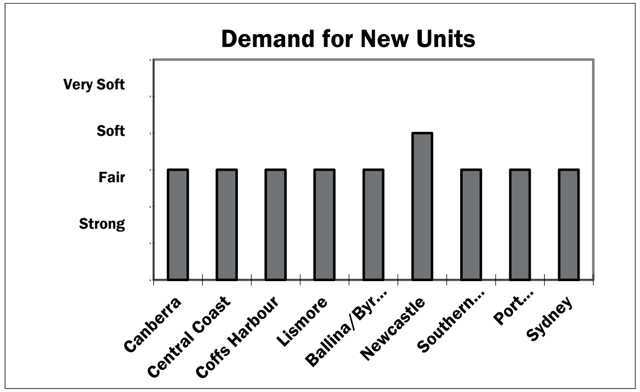

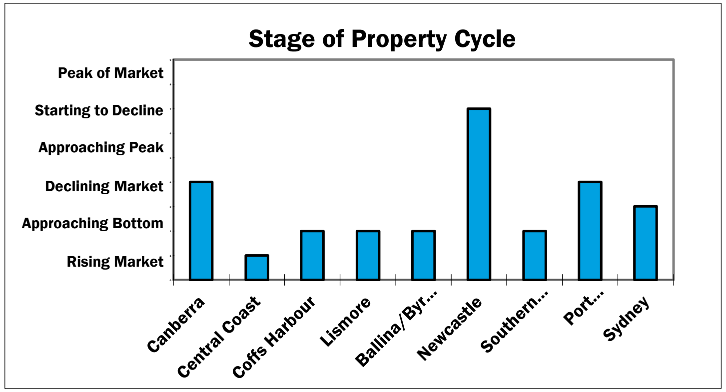

Country New South Wales Property Market Indicators - Units

Factor	Albury	Wodonga	Bathurst	Dubbo	Tamworth	Illawarra
Rental Vacancy Situation	Balanced market	Balanced market	Balanced market	Balanced market	Shortage of available property relative to demand	Balanced market
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Tightening	Steady
Demand for New Units	Fair	Fair	Soft	Fair	Strong	Fair
Trend in New Unit Construction	Steady	Steady	Increasing	Declining	Steady	Steady
Volume of Unit Sales	Steady	Declining	Steady	Steady	Steady	Steady
Stage of Property Cycle	Approaching bottom of market	Approaching bottom of market	Starting to decline	Rising market	Peak of market	Start of recovery
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Occasionally	Occasionally	Frequently

Red entries indicate change from previous month to a higher risk-rating

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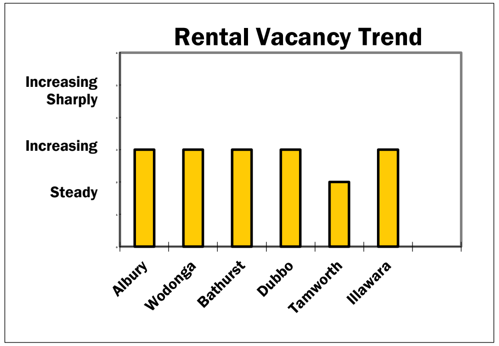
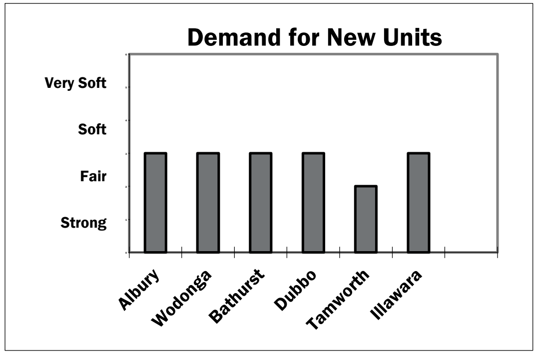
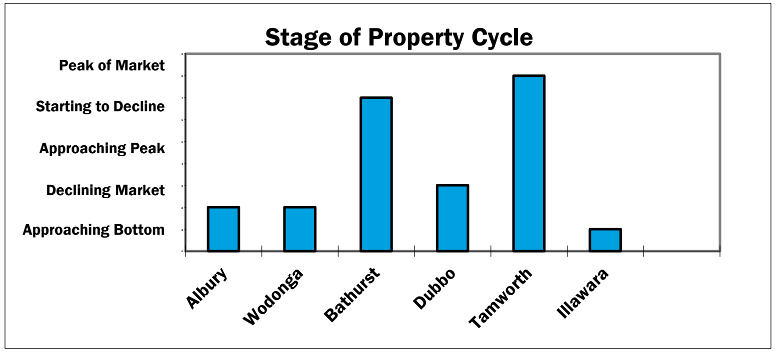




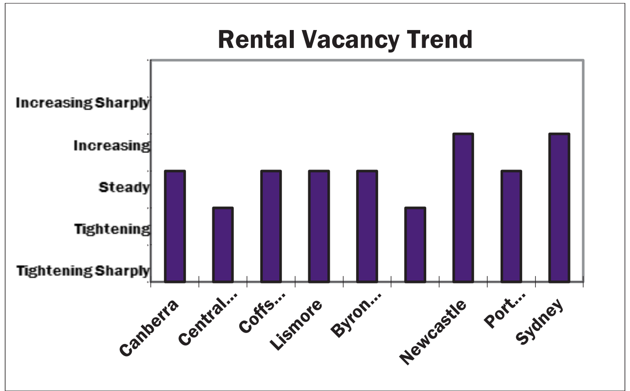


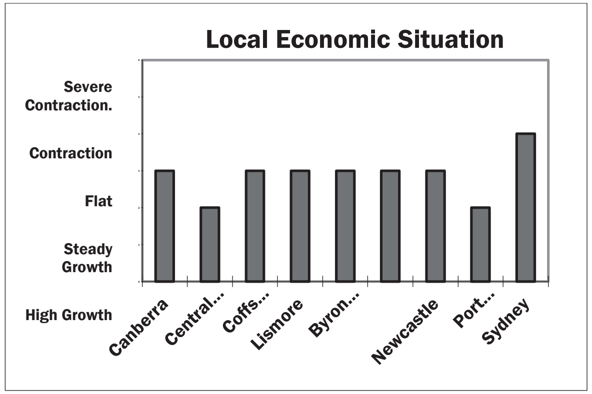
East Coast & Country New South Wales Property Market Indicators – Office

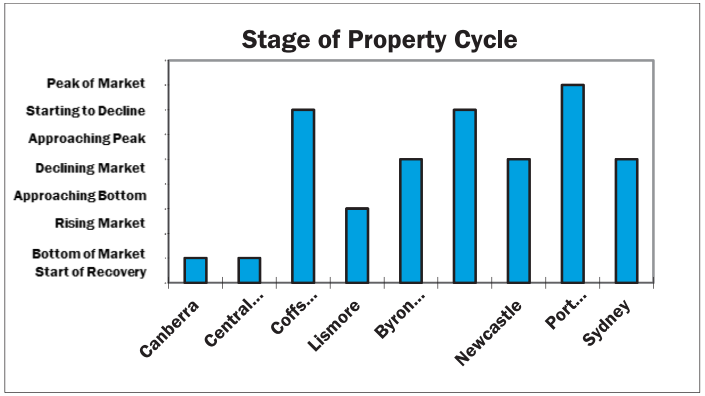
Factor	Canberra	Central Coast	Coffs Harbour	Lismore	Ballina/Byron Bay	Mid North Coast	Newcastle	South Est NSW	Sydney
Rental Vacancy Situation	Balanced market	Balanced market	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Balanced market	Balanced market	Balanced market	Over-supply of available property relative to demand
Rental Vacancy Trend	Steady	Tightening	Steady	Steady	Steady	Tightening	Increasing	Steady	Increasing
Rental Rate Trend	Stable	Stable	Stable	Increasing	Stable	Stable	Declining	Stable	Declining
Volume of Property Sales	Steady	Increasing	Declining	Steady	Steady	Declining	Declining	Steady	Declining
Stage of Property Cycle	Start of recovery	Start of recovery	Starting to decline	Approaching bottom of market	Declining market	Starting to decline	Declining market	Peak of market	Declining market
Local Economic Situation	Flat	Steady growth	Flat	Flat	Flat	Flat	Flat	Steady growth	Contraction
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Large	Significant	Significant	Significant	Small	Large	Large	Significant	Significant

Red entries indicate change from 3 months ago to a higher risk-rating

Blue entries indicate change from 3 months ago to a lower risk-rating





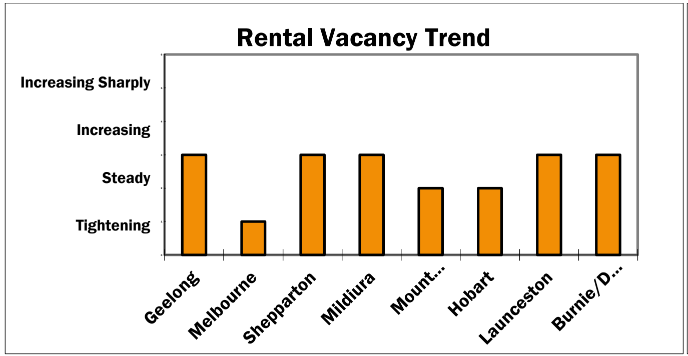


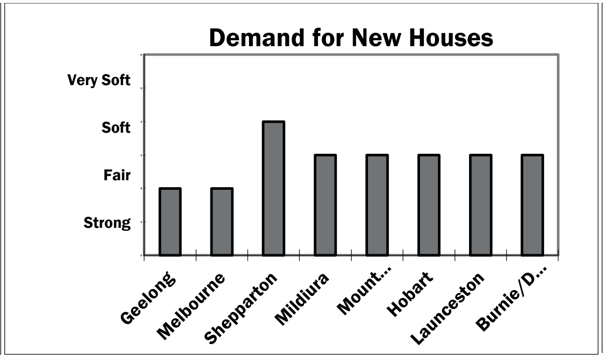
Victorian and Tasmanian Property Market Indicators – Houses

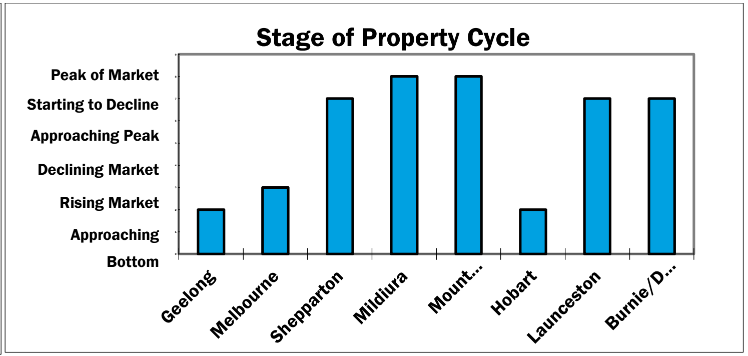
Factor	Geelong	Melbourne	Shepparton	Mildura	Mount Gambier	Hobart	Burnine/ Devenport	Launceston
Rental Vacancy Situation	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Tightening sharply	Steady	Steady	Tightening	Tightening	Steady	Steady
Demand for New Houses	Fair	Strong	Soft	Fair	Fair	Fair	Fair	Fair
Trend in New House Construction	Increasing	Steady	Increasing	Steady	Steady	Steady	Increasing	Increasing
Volume of House Sales	Steady	Steady	Steady	Steady	Declining	Declining	Steady	Steady
Stage of Property Cycle	Bottom of market	Rising market	Starting to decline	Peak of market	Peak of market	Bottom of market	Starting to decline	Starting to decline
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Almost never	Occasionally	Occasionally	Almost never	Occasionally	Occasionally

Red entries indicate change from previous month to a higher risk-rating

Blue entries indicate change from previous month to a lower risk-rating







Victorian and Tasmanian Property Market Indicators – Units

Factor	Geelong	Melbourne	Shepparton	Mount Gambier	Mildura	Hobart	Launceston	Burnie/Develport
Rental Vacancy Situation	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Tightening	Steady	Tightening	Steady	Tightening	Steady	Steady
Demand for New Units	Fair	Strong	Fair	Fair	Fair	Fair	Fair	Fair
Trend in New Unit Construction	Increasing	Steady	Declining	Steady	Steady	Steady	Increasing	Increasing
Volume of Unit Sales	Steady	Steady	Steady	Steady	Steady	Declining	Steady	Steady
Stage of Property Cycle	Bottom of market	Rising market	Peak of market	Peak of market	Peak of market	Bottom of market	Starting to decline	Peak of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Almost never	Occasionally	Occasionally	Almost never	Occasionally	Occasionally

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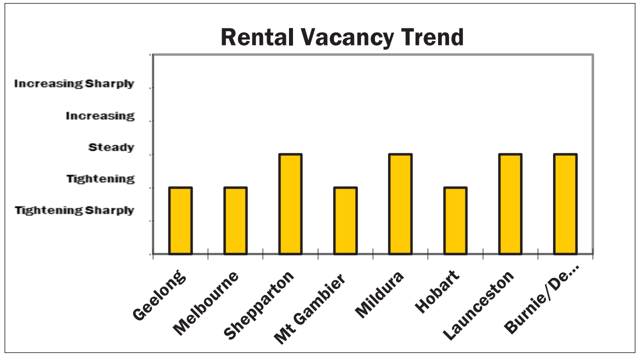

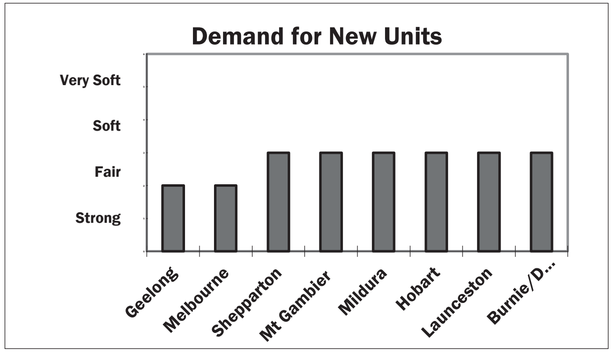

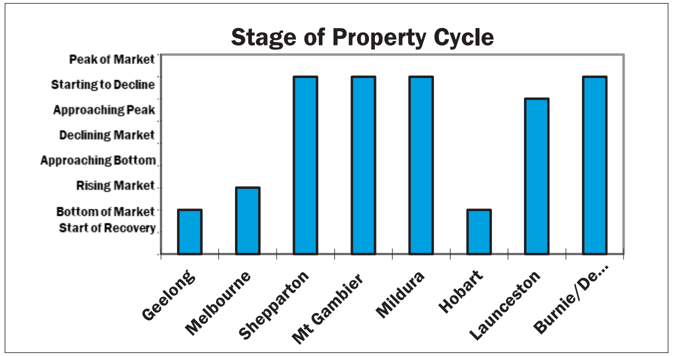

Victorian and Tasmanian Property Market Indicators – Office

Factor	Illawarra	Ballarat	Echuca	Melbourne	Geelong	Mildura	Hobart	Launceston
Rental Vacancy Situation	Over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand	Large over-supply of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Shortage of available property relative to demand	Balanced market
Rental Vacancy Trend	Tightening	Tightening	Steady	Increasing	Increasing	Steady	Steady	Steady
Rental Rate Trend	Stable	Increasing	Declining	Stable	Declining	Stable	Stable	Stable
Volume of Property Sales	Steady	Increasing	Steady	Declining significantly	Declining	Declining	Declining	Declining
Stage of Property Cycle	Declining market	Rising market	Declining market	Bottom of market	Starting to decline	Start of recovery	Starting to decline	Starting to decline
Local Economic Situation	Steady growth	Steady growth	Flat	Contraction	Contraction	Steady growth	Contraction	Contraction
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Large	Small	Small	Significant	Significant	Small	Significant	Significant

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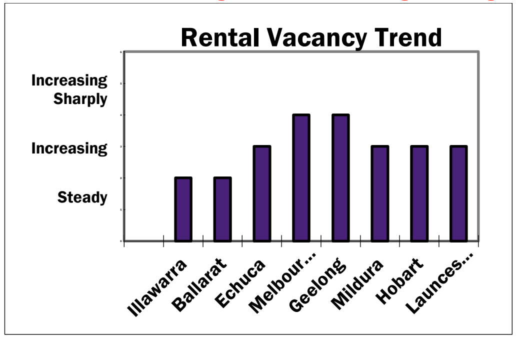

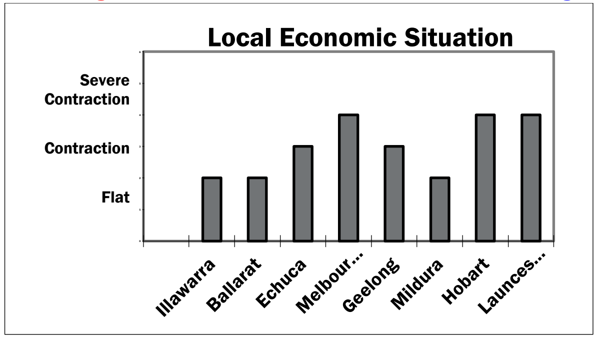

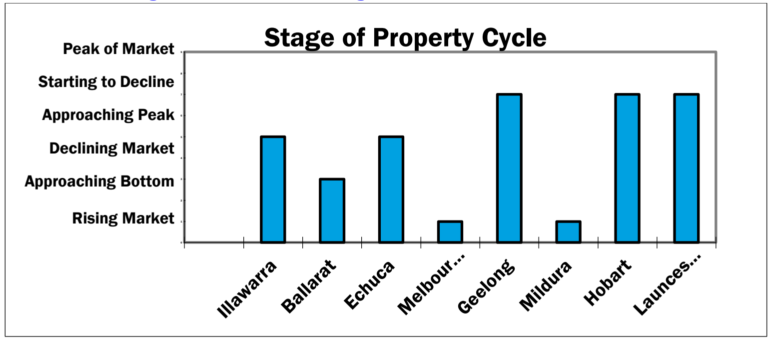

Queensland Property Market Indicators – Houses

Factor	Cairns	Townsville	Whitsunday	Mackay	Rockhampton	Emerald	Gladstone	Bundaberg	Fraser Bay	Sunshine Coast	Brisbane	Ipswich	Gold Coast	Toowoomba
Rental Vacancy Situation	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Tightening	Steady	Tightening sharply	Tightening	Steady	Steady	Tightening	Steady	Steady	Steady	Tightening
Demand for New Houses	Fair	Fair	Fair	Strong	Strong	Strong	Strong	Fair	Fair	Fair	Very strong	Very strong	Fair	Fair
Trend in New House Construction	Steady	Steady	Steady	Declining	Declining	Declining	Declining	Steady	Steady	Steady	Declining	Declining	Steady	Steady
Volume of House Sales	Declining	Declining	Steady	Increasing	Increasing strongly	Increasing	Increasing strongly	Steady	Declining	Declining	Increasing	Increasing	Steady	Increasing
Stage of Property Cycle	Approaching peak of market	Rising market	Approaching peak of market	Rising market	Rising market	Rising market	Rising market	Peak of market	Peak of market	Start of recovery	Rising market	Rising market	Rising market	Peak of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasion-ally	Occasionally	Occasionally	Occasionally	Occasionally	Frequently	Occasionally	Occasionally	Occasionally	Occasion-ally	Occasionally	Occasio nally	Occasionally

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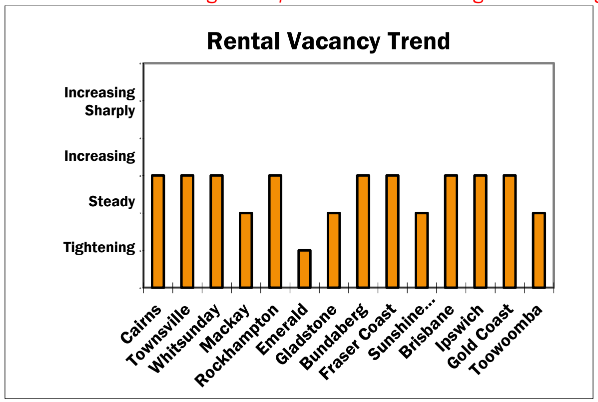
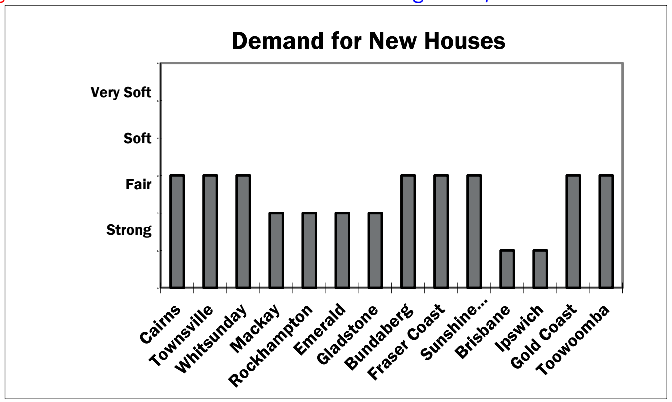
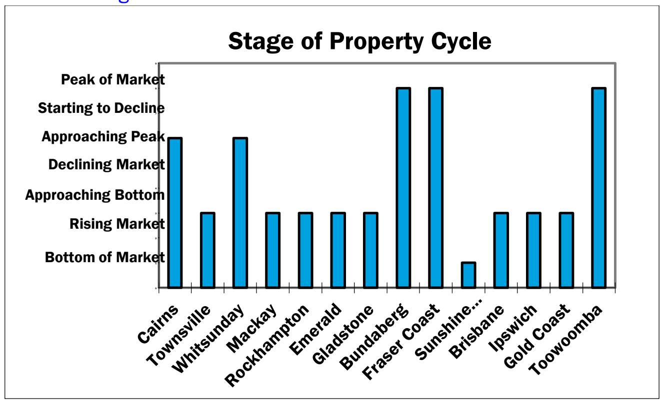
Blue entries indicate change from previous month to a lower risk-rating





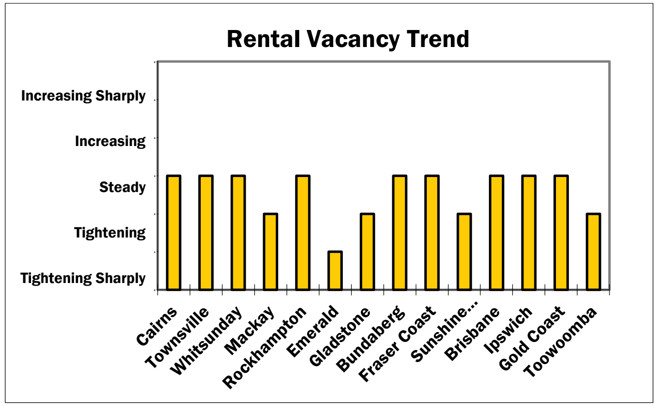


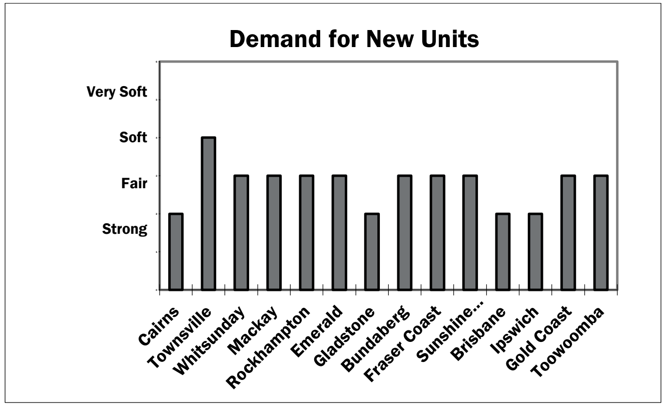
Queensland Property Market Indicators – Units

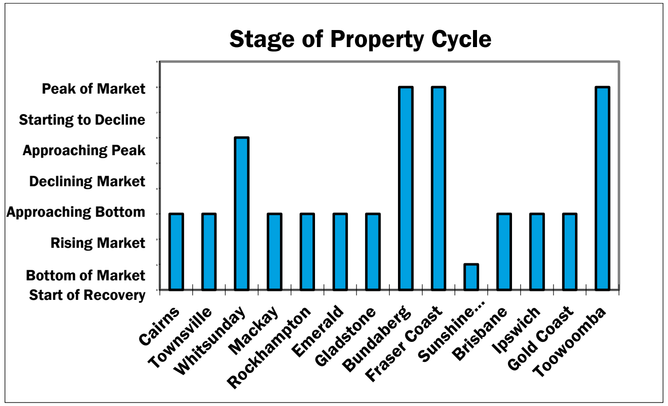
Factor	Cairns	Townsville	Whitsunday	Mackay	Rock-hampton	Emerald	Gladstone	Bundaberg	Fraser Coast	Sunshine Coast	Brisbane	Ipswich	Gold Coast	Toowoomba
Rental Vacancy Situation	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Tightening	Steady	Tightening sharply	Tightening	Steady	Steady	Tightening	Steady	Steady	Steady	Tightening
Demand for New Units	Strong	Soft	Fair	Fair	Fair	Fair	Strong	Fair	Fair	Fair	Strong	Strong	Fair	Fair
Trend in New Unit Construction	Steady	Increasing	Steady	Steady	Steady	Steady	Declining	Steady	Steady	Steady	Increasing	Increasing	Steady	Steady
Volume of Unit Sales	Increasing	Increasing	Increasing	Increasing	Increasing	Increasing	Increasing strongly	Steady	Steady	Declining	Increasing	Increasing	Steady	Increasing
Stage of Property Cycle	Rising market	Rising market	Approaching peak of market	Rising market	Rising market	Rising market	Rising market	Peak of market	Peak of market	Start of recovery	Rising market	Rising market	Rising market	Peak of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Occasionally	Occasion-ally	Occasionally	Frequently	Occasionally	Occasionally	Occasionally	Occasion-ally	Occasion-ally	Occasionally	Occasionally

Red entries indicate change from previous month to a higher risk-rating

Blue entries indicate change from previous month to a lower risk-rating







Queensland Property Market Indicators – Office

Factor	Cairns	Townsville	Mackay	Rockhampton	Gladstone	Wide Bay	Fraser Coast	Bundaberg	Emerald	Sunshine Coast	Brisbane	Ipswich	Gold Coast	Toowoomba
Rental Vacancy Situation	Balanced market	Over-supply of available property relative to demand	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market	Shortage of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Shortage of available property relative to demand	Over-supply of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Tightening	Tightening	Steady	Steady	Steady	Steady	Steady	Tightening	Tightening	Steady	Tightening
Rental Rate Trend	Stable	Stable	Stable	Increasing	Increasing	Stable	Stable	Stable	Stable	Stable	Increasing	Stable	Stable	Increasing
Volume of Property Sales	Steady	Steady	Steady	Steady	Steady	Steady	Increasing	Increasing	Steady	Steady	Declining	Declining	Steady	Steady
Stage of Property Cycle	Approaching peak of market	Starting to decline	Rising market	Rising market	Rising market	Bottom of market	Rising market	Rising market	Rising market	Starting to decline	Approaching bottom of market	Approaching bottom of market	Starting to decline	Bottom of market
Local Economic Situation	Flat	Steady growth	Steady growth	Steady growth	Steady growth	Flat	Flat	Flat	Steady growth	Flat	Flat	Flat	Flat	Flat
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Small	Significant	Significant	Significant	Significant	Significant	Nil	Nil	Significant	Significant	Significant	Large	Small	Large

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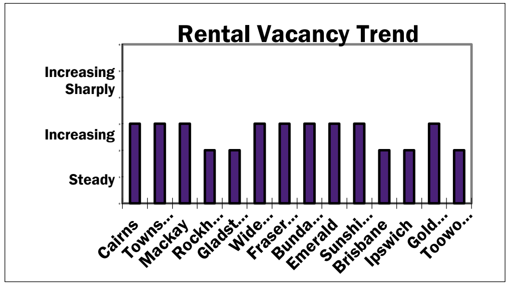
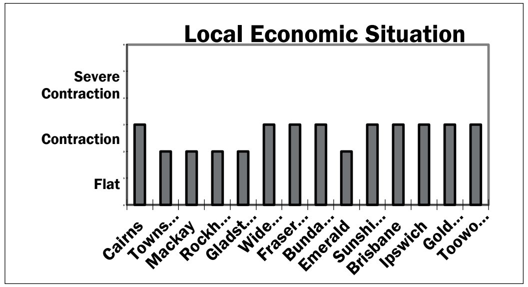
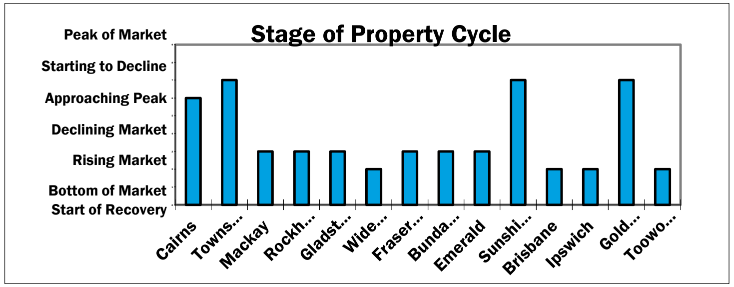


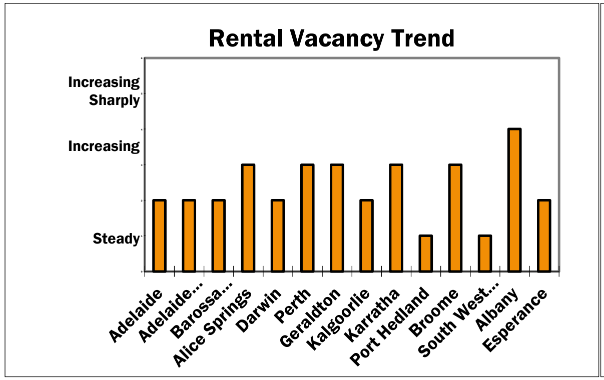


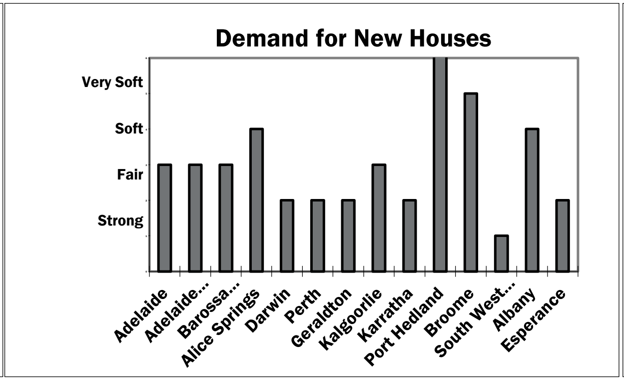


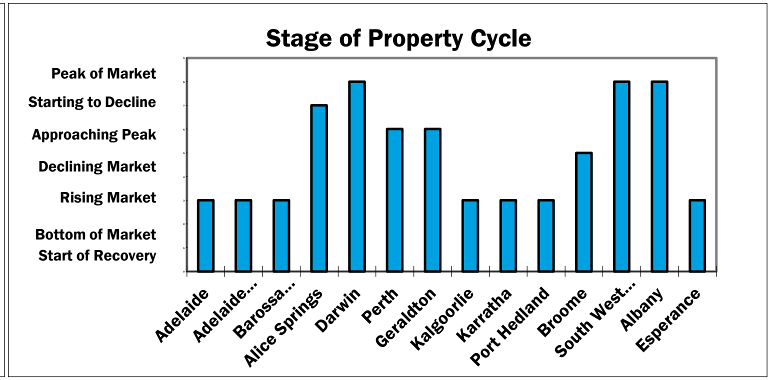
SA, NT and WA Property Market Indicators - Houses

Factor	Adelaide	Adelaide Hills	Barossa Valley	Alice Springs	Darwin	Perth	Geraldton	Kalgoorlie	Karratha	Port Hedland	Broome	South West WA	Albany	Esperance
Rental Vacancy Situation	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Tightening	Tightening	Steady	Tightening	Steady	Steady	Tightening	Steady	Steady	Tightening	Tightening sharply	Increasing	Steady
Demand for New Houses	Fair	Fair	Fair	Soft	Strong	Strong	Fair	Fair	Strong	Strong	Strong	Very strong	Soft	Fair
Trend in New House Construction	Increasing	Increasing	Increasing	Increasing	Declining	Steady	Declining	Declining	Declining	Declining	Declining	Declining significantly	Increasing	Declining
Volume of House Sales	Declining	Declining	Declining	Declining	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Increasing	Declining	Increasing
Stage of Property Cycle	Rising market	Rising market	Rising market	Starting to decline	Peak of market	Approaching peak of market	Approaching peak of market	Rising market	Rising market	Rising market	Declining market	Peak of market	Peak of market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Frequently	Frequently	Frequently	Almost never	Occasionally	Frequently	Occasionally	Occasionally	Occasionally	Almost never	Occasionally	Very frequently	Occasionally	Almost never

Red entries indicate change from 3 months ago to a higher risk-rating *Blue entries indicate change from 3 months ago to a lower risk-rating*







SA, NT and WA Property Market Indicators – Units

Factor	Adelaide	Adelaide Hills	Barossa Valley	Mount Gambier	Alice Springs	Darwin	Perth	Geraldton	Kalgoorlie	Karratha	Port Hedland	Broome	South West WA	Albany	Esperance
Rental Vacancy Situation	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Tightening	Tightening	Tightening	Steady	Tightening	Steady	Steady	Tightening	Steady	Tightening	Tightening	Tightening sharply	Tightening sharply	Steady
Demand for New Units	Fair	Fair	Fair	Fair	Soft	Fair	Soft	Fair	Fair	Strong	Strong	Strong	Very strong	Strong	Fair
Trend in New Unit Construction	Increasing	Increasing	Increasing	Steady	Increasing	Declining	Increasing	Steady	Steady	Steady	Steady	Steady	Declining significantly	Declining significantly	Steady
Volume of Unit Sales	Declining	Declining	Declining	Steady	Declining	Increasing	Steady	Steady	Steady	Steady	Steady	Steady	Increasing	Increasing	Steady
Stage of Property Cycle	Rising market	Rising market	Rising market	Peak of market	Starting to decline	Rising market	Rising market	Rising market	Rising market	Rising market	Approaching peak of market	Peak of market	Peak of market	Peak of market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Frequently	Frequently	Frequently	Occasionally	Almost never	Almost never	Occasionally	Occasionally	Occasionally	Occasionally	Almost never	Almost never	Very frequently	Occasionally	Almost never

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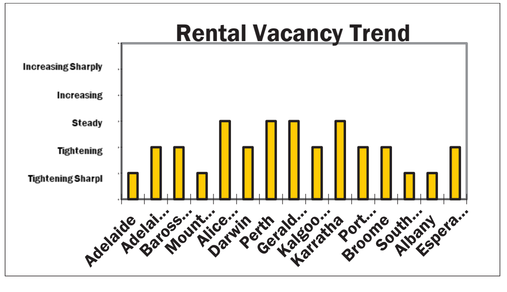

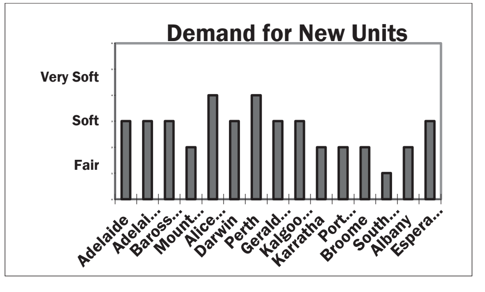

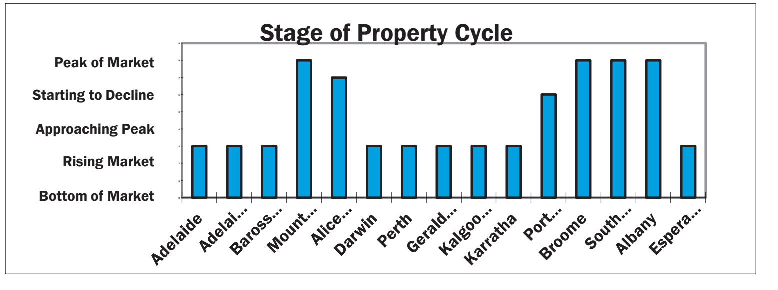

SA, NT and WA Property Market Indicators – Office

Factor	Adelaide	Alice Springs	Darwin	Perth	South West WA
Rental Vacancy Situation	Over-supply of available property relative to demand	Balanced market	Large over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand
Rental Vacancy Trend	Increasing	Steady	Steady	Steady	Increasing
Rental Rate Trend	Stable	Stable	Stable	Stable	Declining
Volume of Property Sales	Declining	Steady	Steady	Steady	Declining
Stage of Property Cycle	Declining market	Bottom of market	Bottom of market	Bottom of market	Approaching bottom of market
Local Economic Situation	Flat	Contraction	Contraction	Steady growth	Contraction
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Significant	Significant	Large	Large	Small

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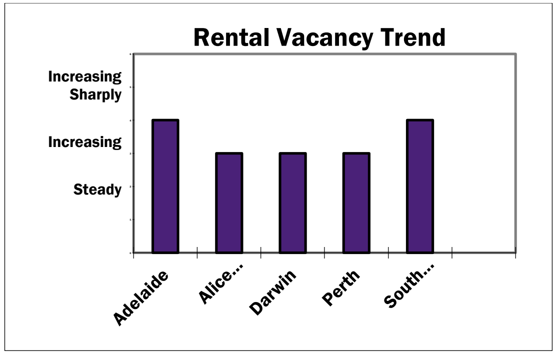

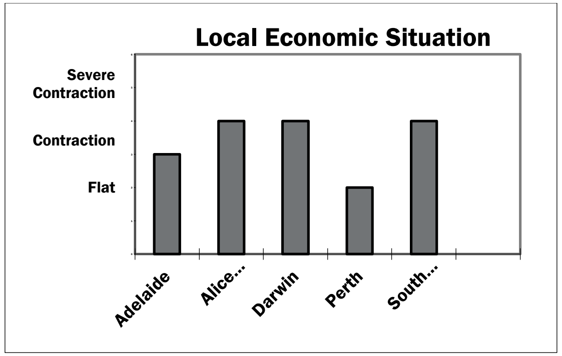

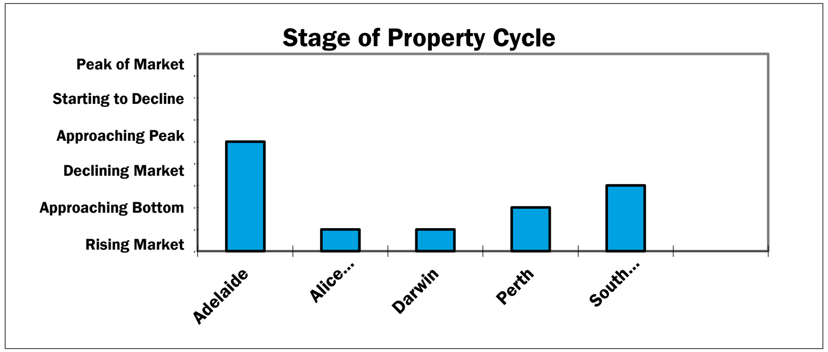

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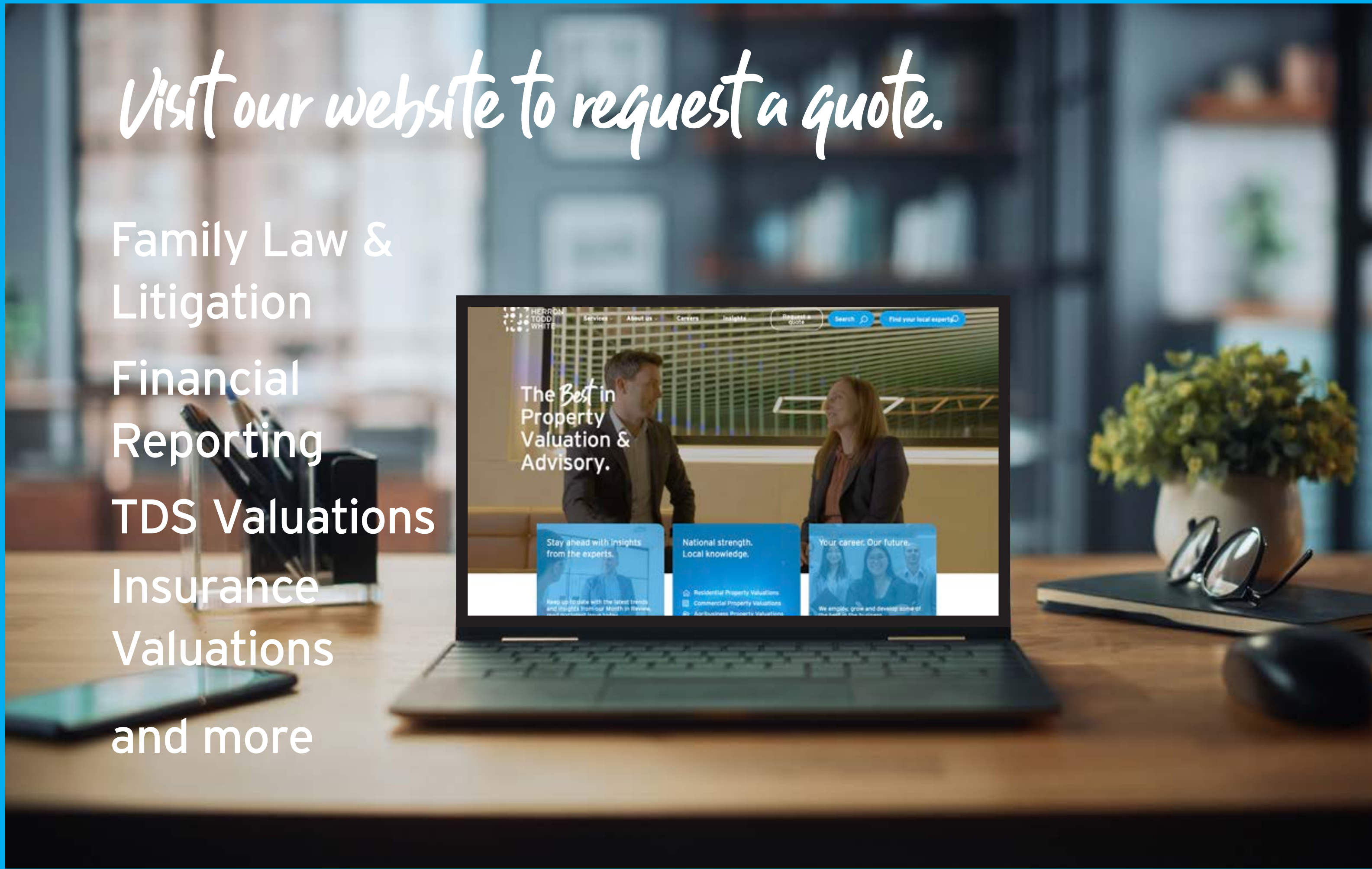

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