



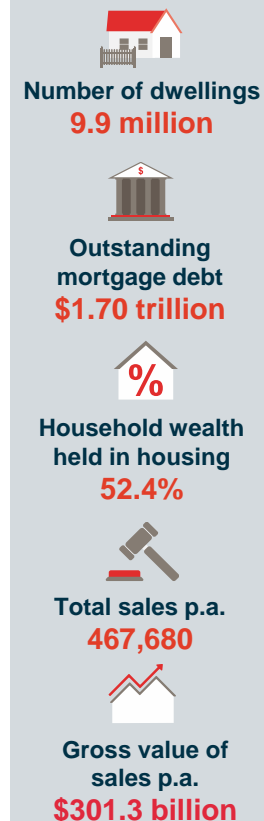
Housing market update

National

November 2017

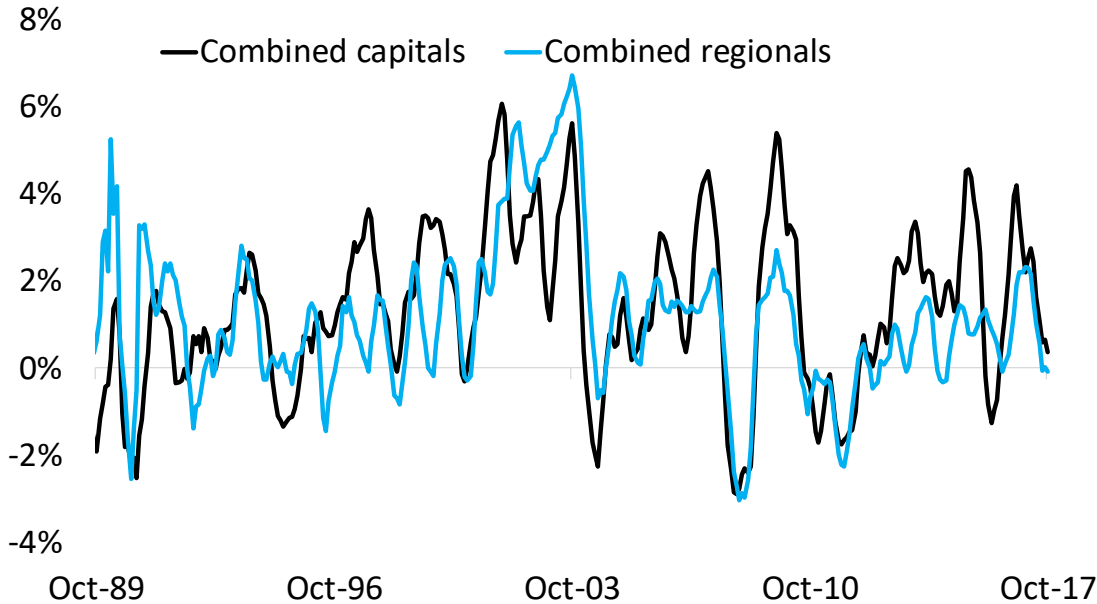


The value of Australian housing sits at \$7.4 trillion

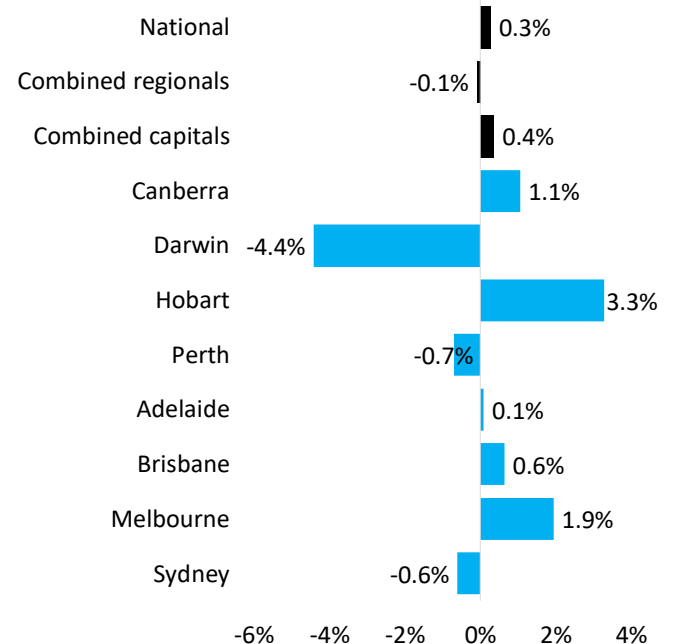


Quarterly data highlights that the heat continues to come out of the housing market

Quarterly change in dwelling values



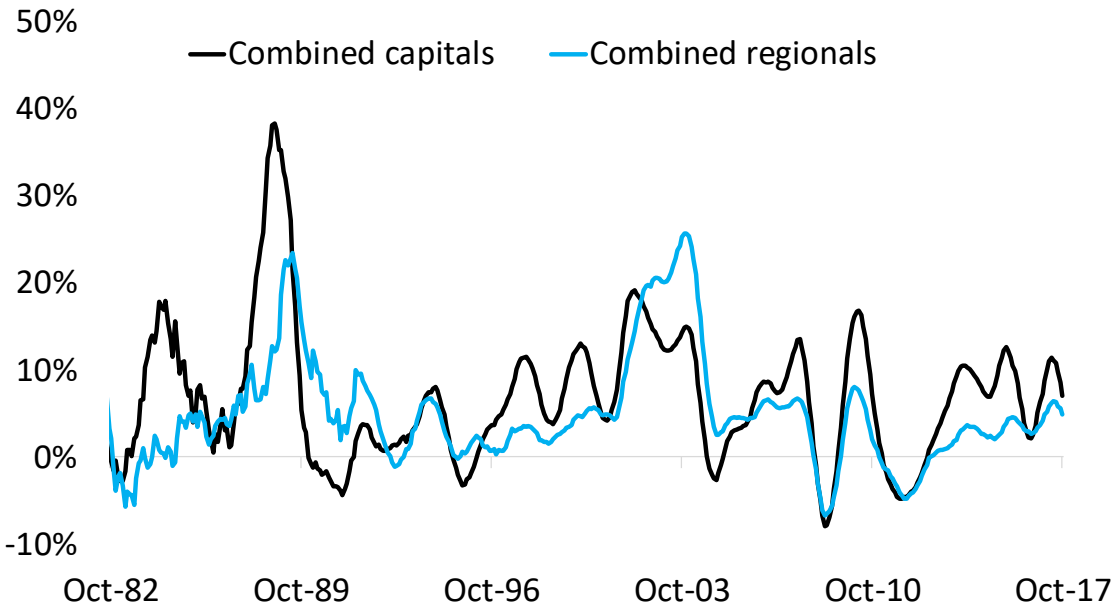
Quarterly change in dwelling values to Oct-17



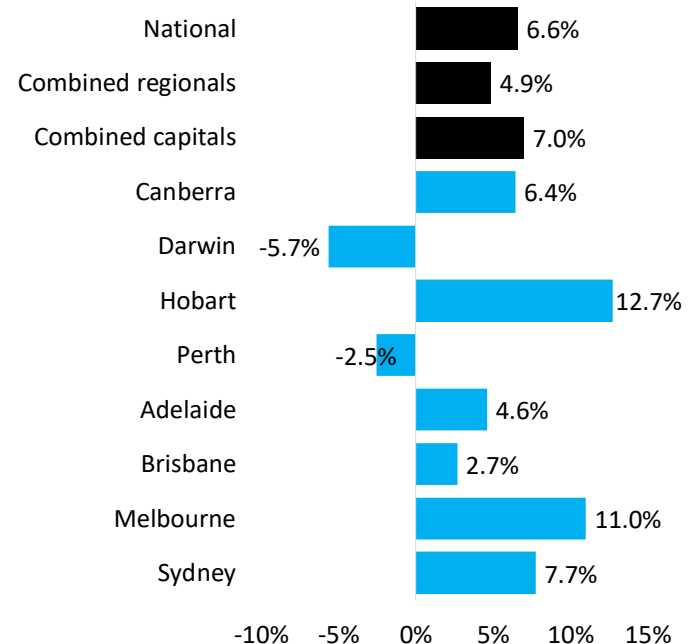
Only Hobart and Melbourne have recorded double-digit annual value growth with growth slowing over recent months in most cities



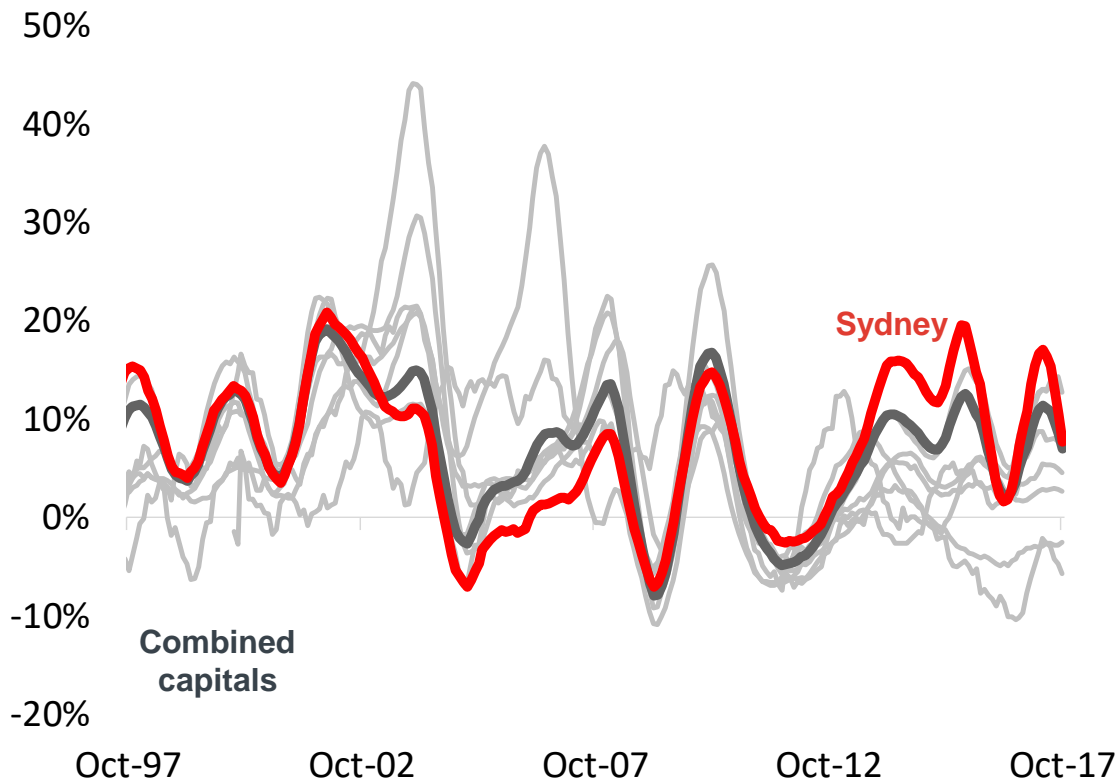
Annual change in dwelling values



Annual change in dwelling values to Oct-17

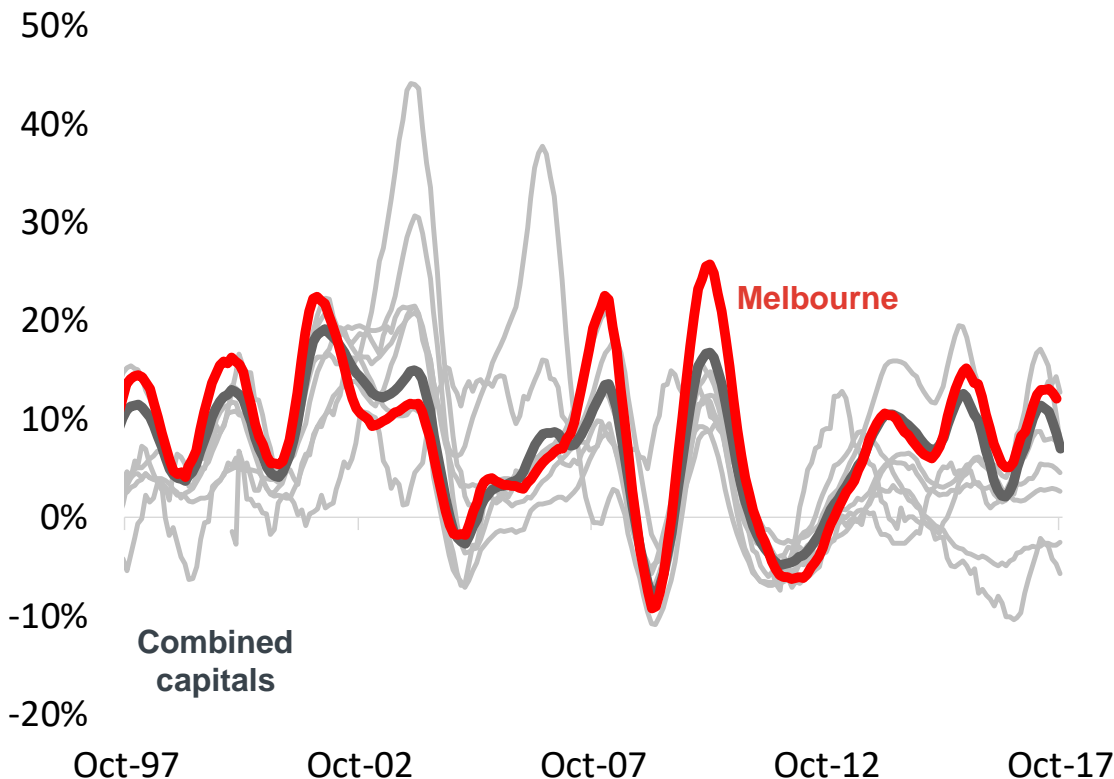


Annual change in dwelling values



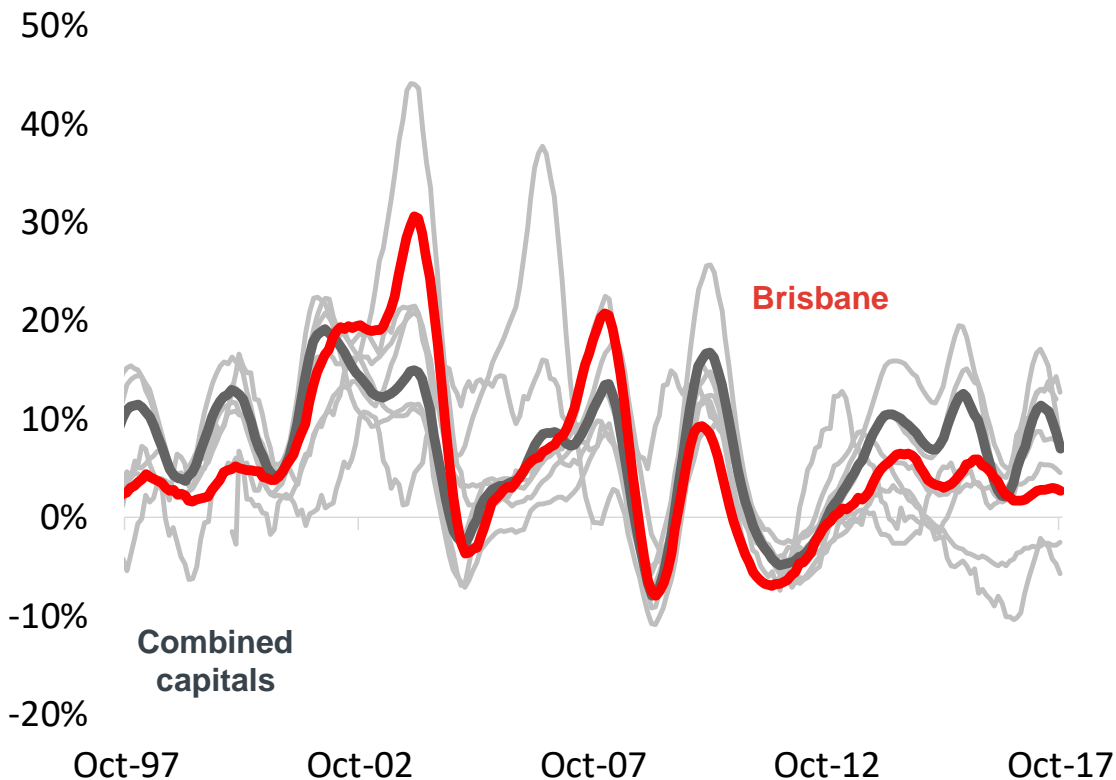
After dwelling values surged almost **70%** higher over the past five years, Sydney dwelling values have fallen by **-0.6%** over the three months to October 2017 however, they are **7.7%** higher over the past year.

Annual change in dwelling values



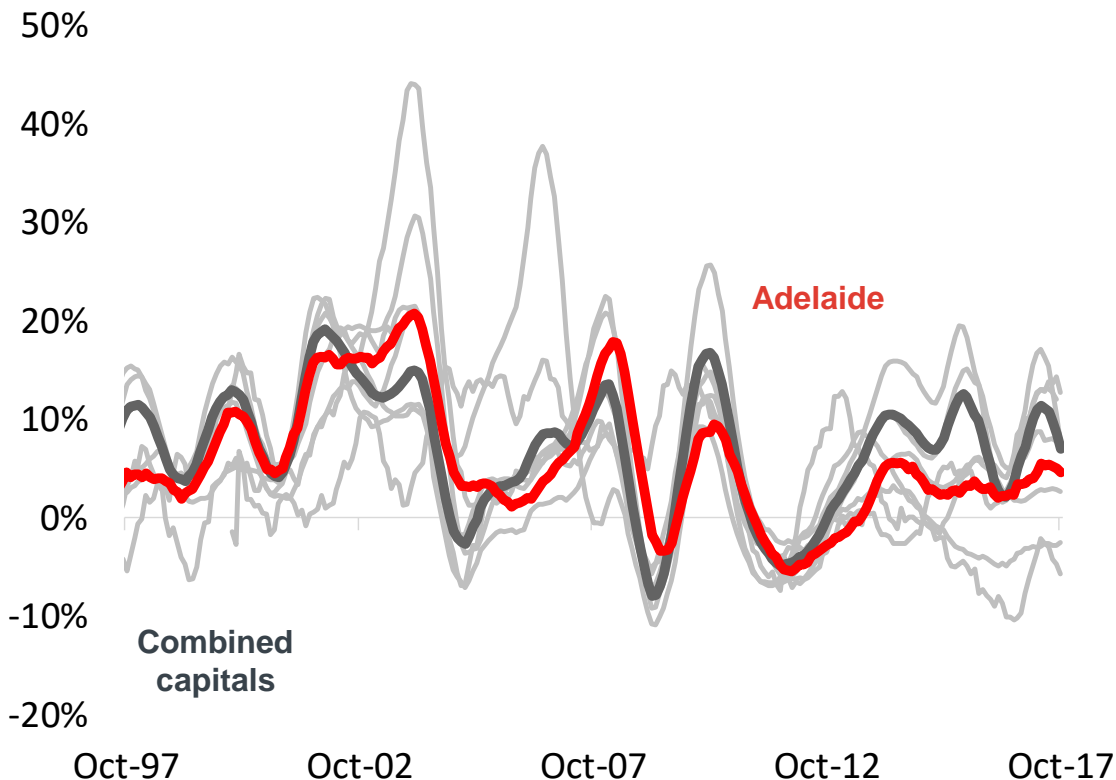
Dwelling values have increased by almost **57%** over the past five years in Melbourne and values have increased by a further **1.9%** over the three months to October 2017 and are **11.0%** higher over the past year.

Annual change in dwelling values



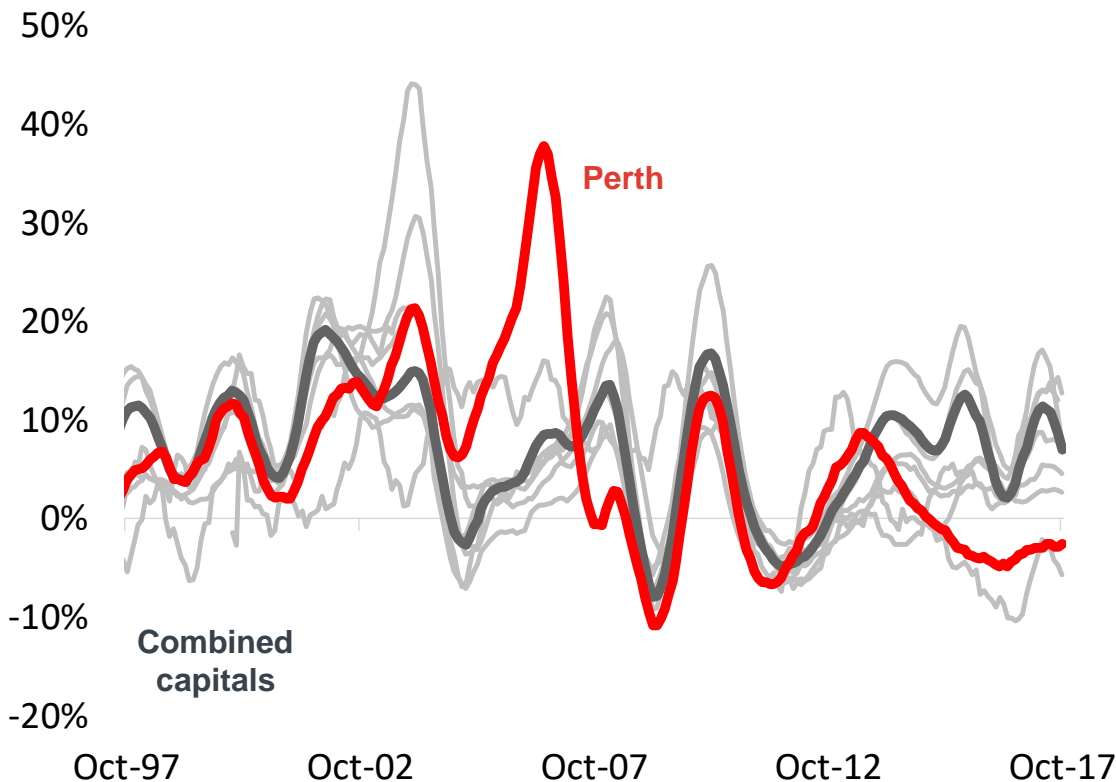
Brisbane home values increased by 0.6% over the three months to October 2017 and are 2.7% higher over the past year. House values have increased by 3.5% over the past year while unit values have fallen by -1.5%.

Annual change in dwelling values



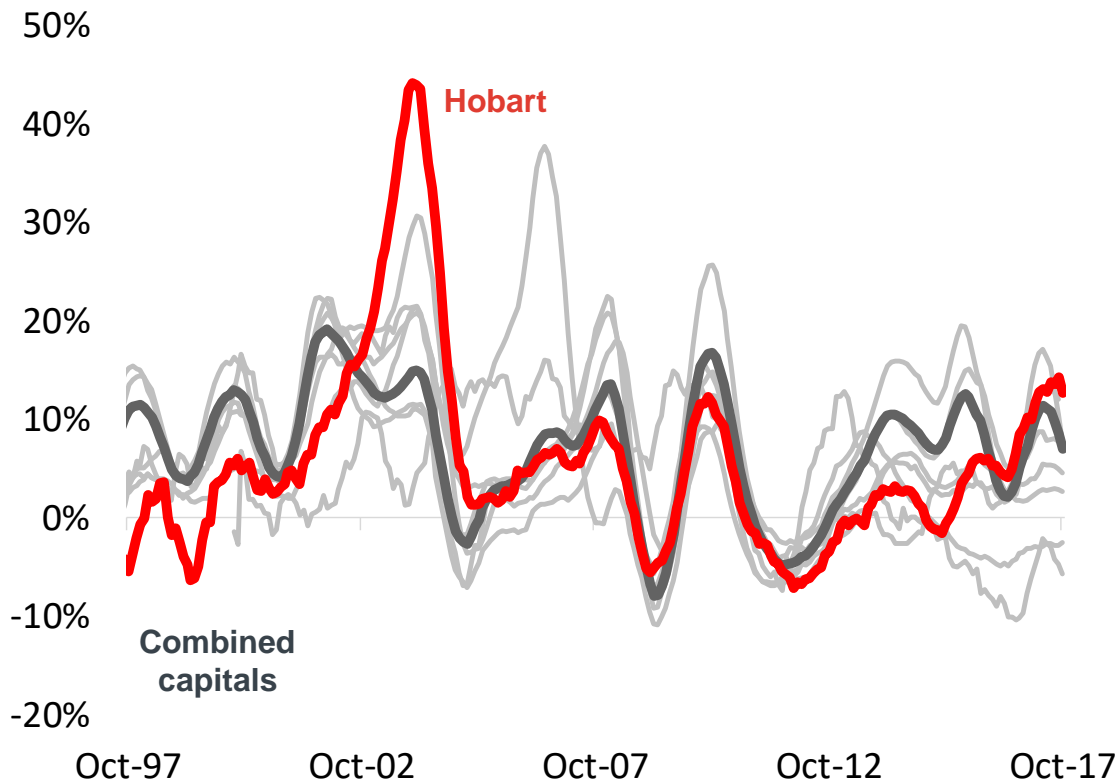
Dwelling values in Adelaide increased by **0.1%** over the three months to October 2017 and are **4.6%** higher over the past year. Over the year, house values have increased by **5.0%** and unit values have increased by **1.6%**.

Annual change in dwelling values



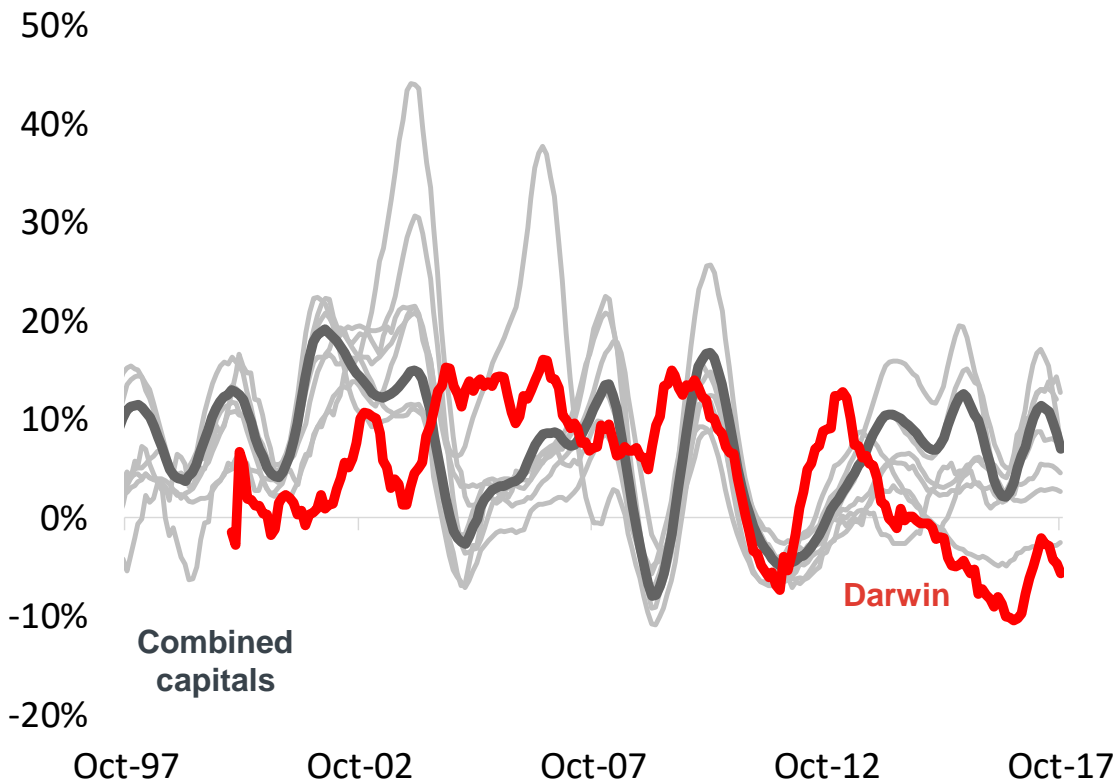
Perth dwelling values fell **-0.7%** over the three months to October 2017 and are **-2.5%** lower over the past year. House values have fallen by **-2.9%** over the past 12 months and unit values have fallen by **-1.2%**.

Annual change in dwelling values



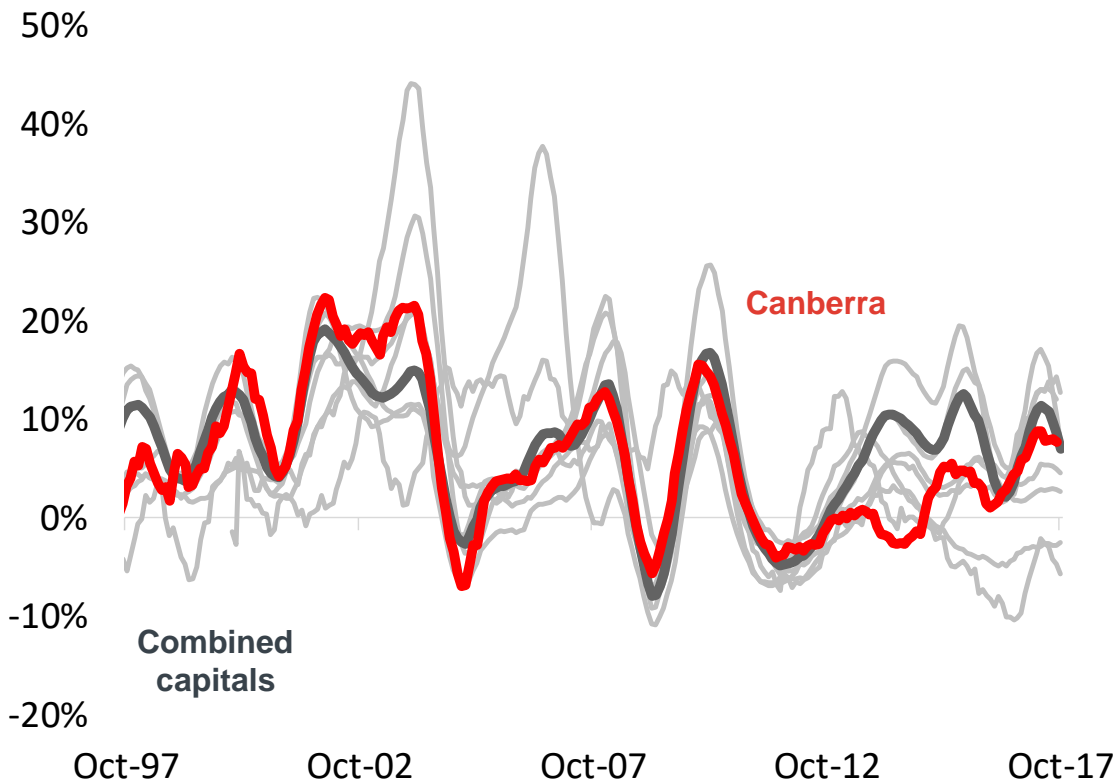
Dwelling values in Hobart rose **3.3%** over the three months to October 2017 and are **12.7%** higher over the past year. House values have increased by **13.4%** over the past 12 months and unit values have increased by **9.2%**.

Annual change in dwelling values



Darwin dwelling values fell by -4.4% over the three months to August 2017 and are -5.7% lower over the past year. At the end of October 2017, dwelling values in Darwin were -20.4% lower than their historic peak.

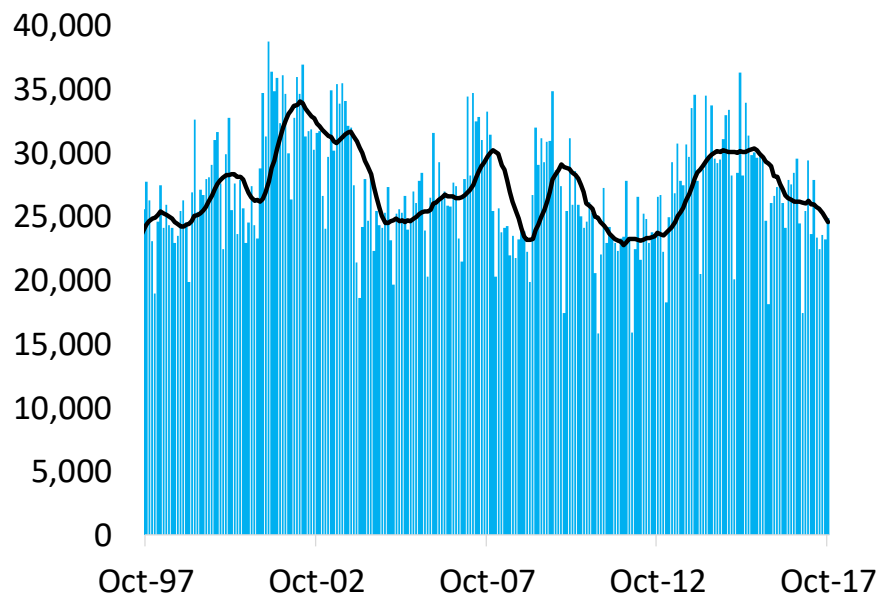
Annual change in dwelling values



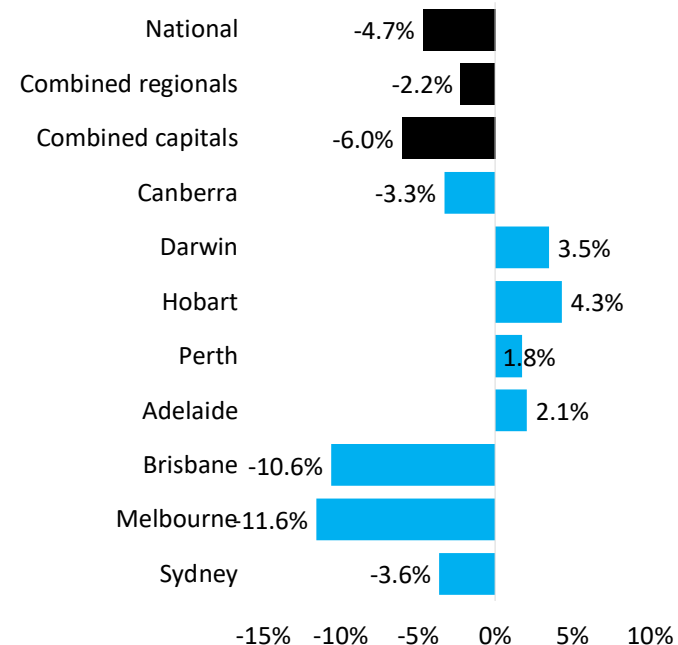
Dwelling values in Canberra increased **1.1%** over the three months to October 2017 and are **6.4%** higher over the past year. House values have increased by **7.7%** over the year while unit values are **2.7%** higher.

Transaction numbers have drifted lower, with larger falls in Melbourne and Brisbane

Number of settled sales, combined capitals



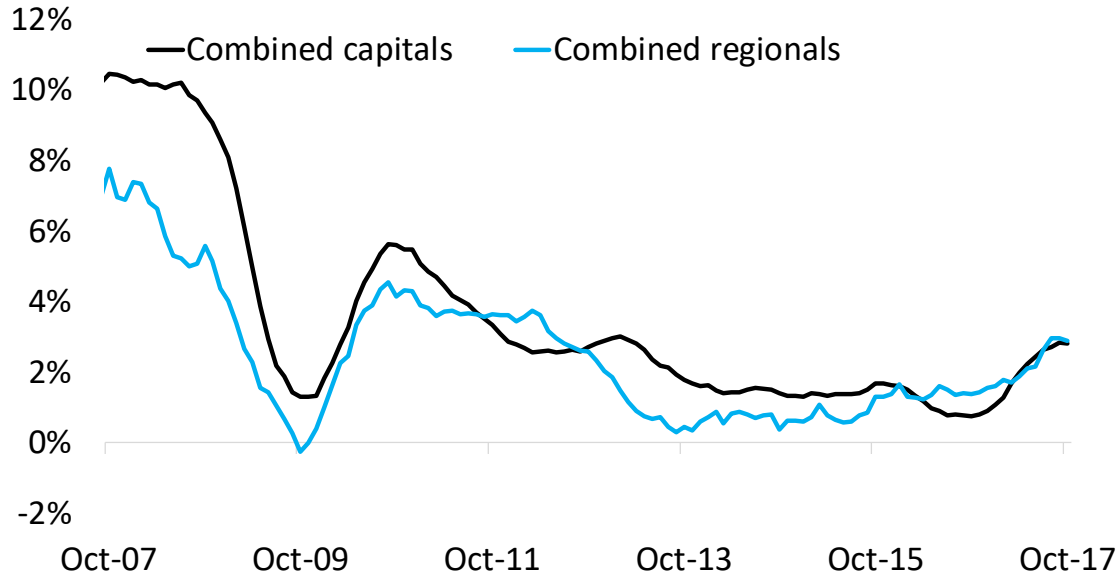
Year on year change in annual sales



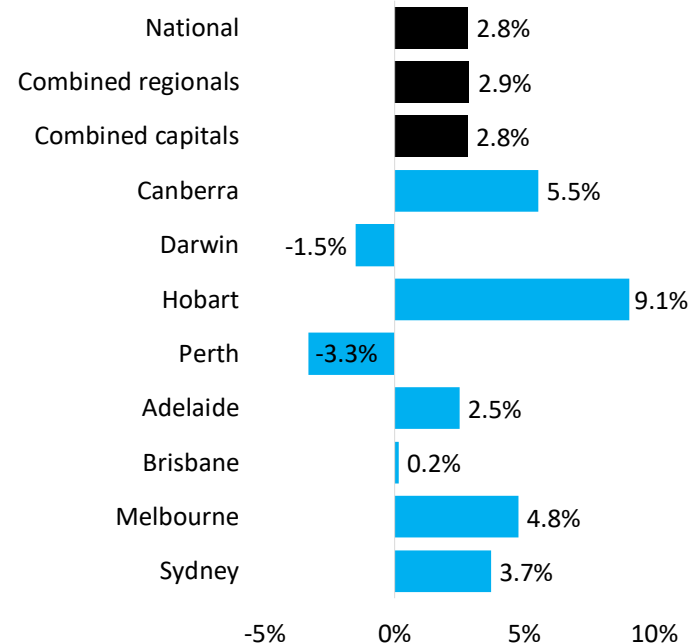
The annual rate of rental growth has accelerated across some capital city and regional markets over the past year



Annual change in dwelling rents

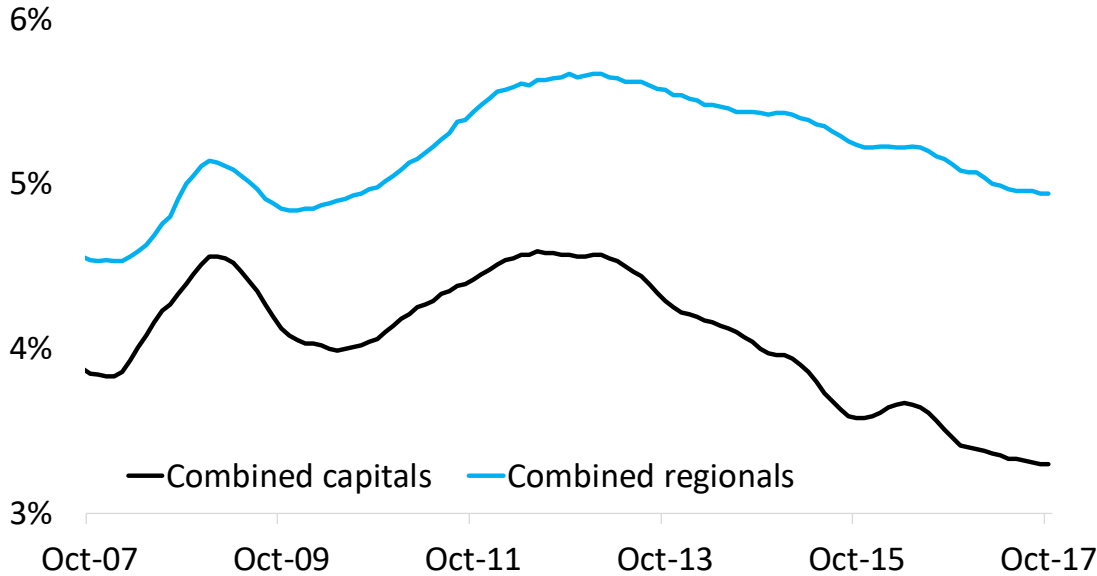


Annual change in dwelling rents to Oct-17

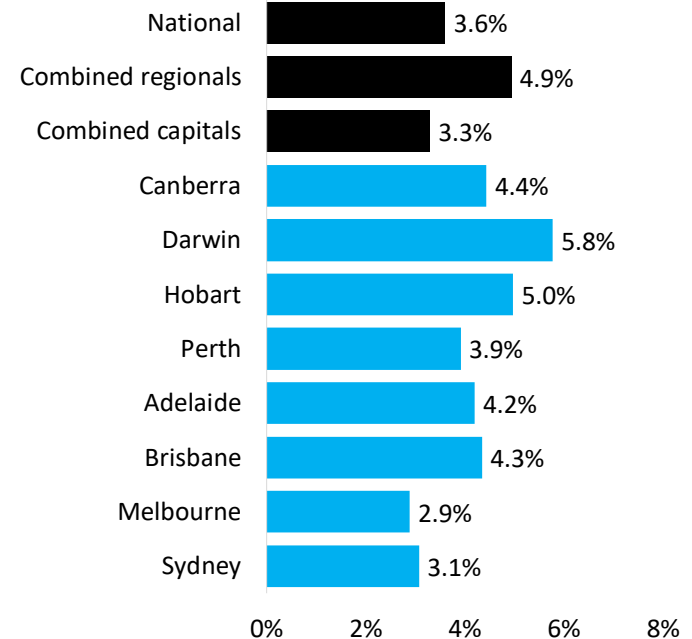


Gross rental yields continue to trend lower as value growth outpaces rental growth

Gross rental yields



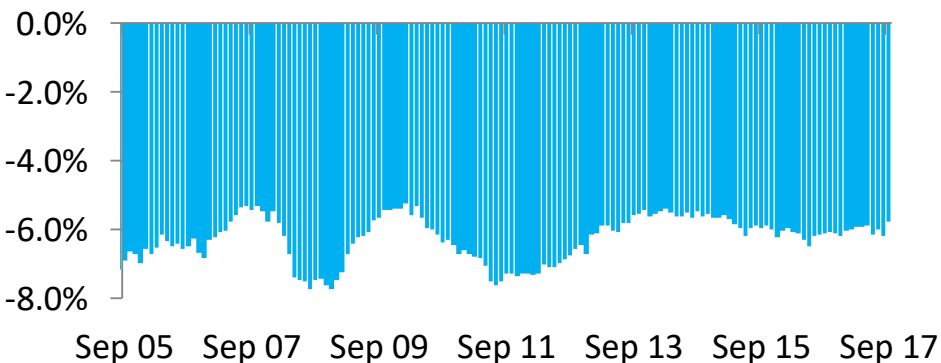
Gross rental yields as at Oct-17



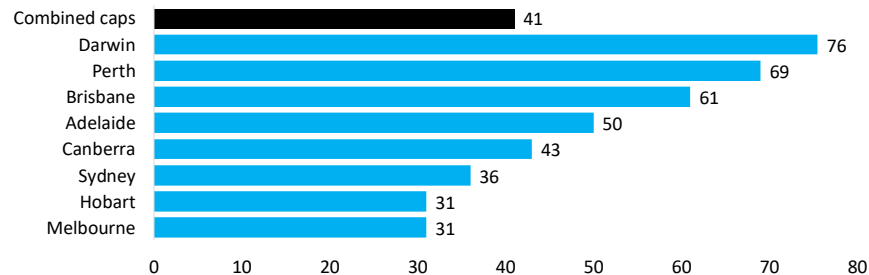
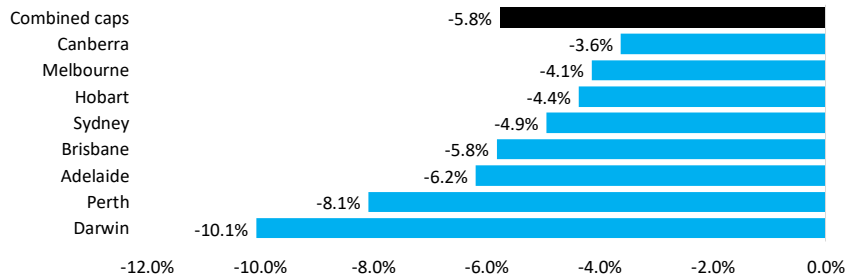
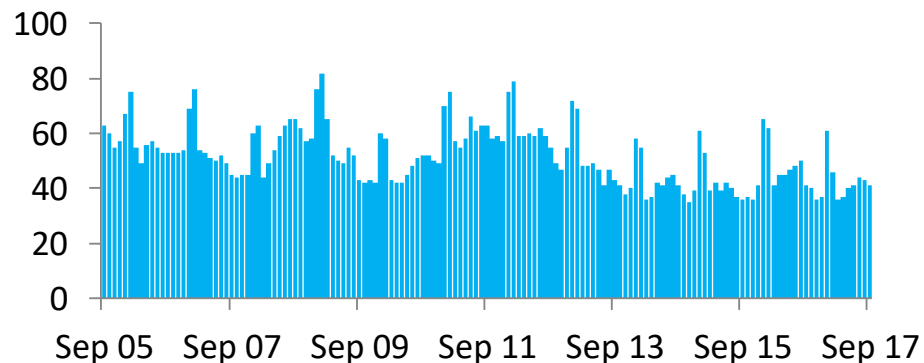
Although homes are still selling rapidly, the days on market figure for Sydney and Melbourne has risen over recent months



Average rate of vendor discounting, Combined capitals



Average days on market, Combined capitals



Nationally there are fewer properties advertised for sale than a year ago but across individual capital cities the trends vary substantially



Number of new and total properties advertised for sale, 28 days to 29 October 2017

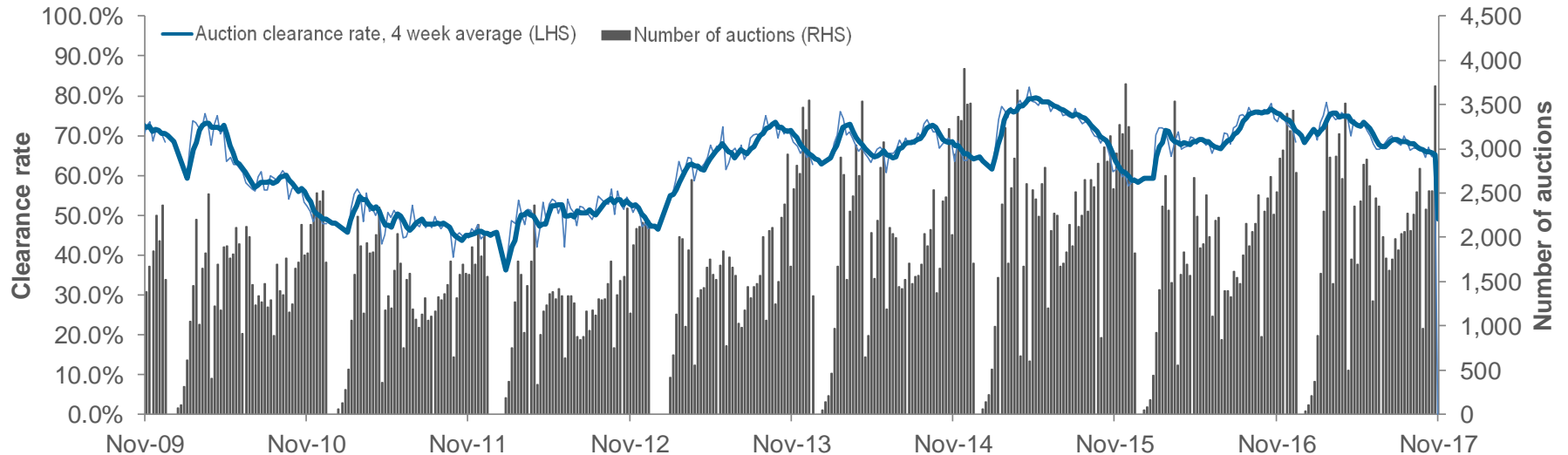
Capital city	No of new listings	12 mth change (%)	No of total listings	12 mth change (%)
Sydney	8,620	4.3%	25,625	19.5%
Melbourne	9,631	1.0%	30,570	-1.7%
Brisbane	4,528	-10.5%	20,611	2.5%
Adelaide	2,427	3.2%	8,794	8.0%
Perth	4,224	-9.2%	20,309	-14.3%
Hobart	425	-5.8%	1,157	-33.6%
Darwin	146	-13.6%	1,581	-1.9%
Canberra	1,005	27.9%	2,262	14.4%
Combined capitals	31,006	-0.8%	110,909	1.0%

State	No of new listings	12 mth change (%)	No of total listings	12 mth change (%)
NSW	13,707	-0.1%	49,004	3.8%
Vic	13,213	-0.6%	50,775	-10.2%
Qld	9,943	-8.4%	64,020	-3.3%
SA	3,270	1.9%	18,240	0.7%
WA	5,733	-7.0%	33,705	-13.7%
Tas	1,103	-4.9%	5,746	-23.3%
NT	205	-9.3%	2,179	0.3%
ACT	1,028	28.7%	2,338	14.0%
National	48,202	-2.5%	226,007	-5.3%

Auction clearance rates have eased since early in 2017 while volumes have been relatively high

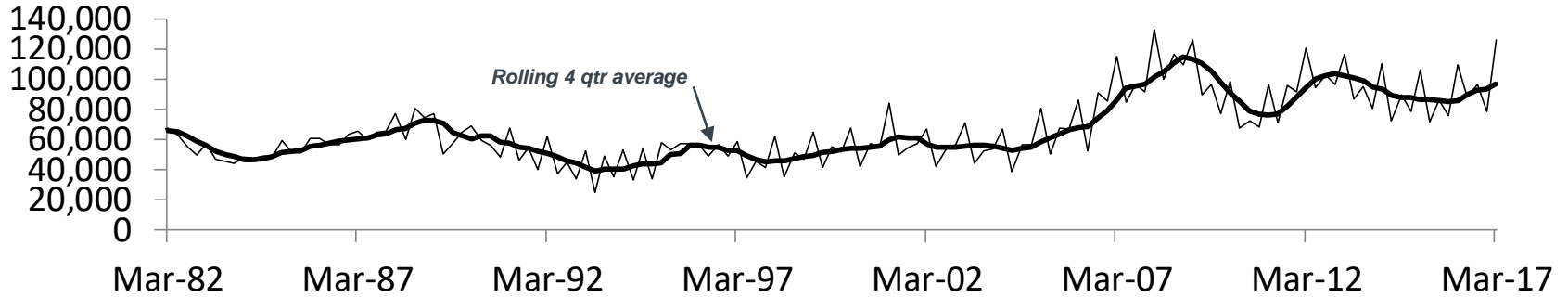


Combined capital city auction clearance rates and volumes

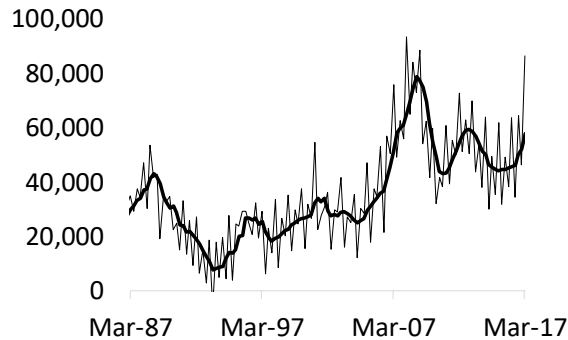


Housing demand: overseas migration is trending much higher

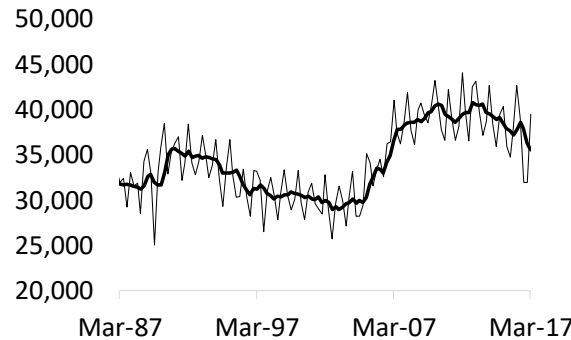
Quarterly change in national population



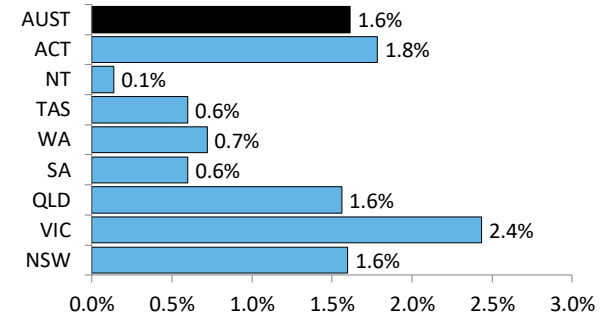
Net overseas migration



Natural increase

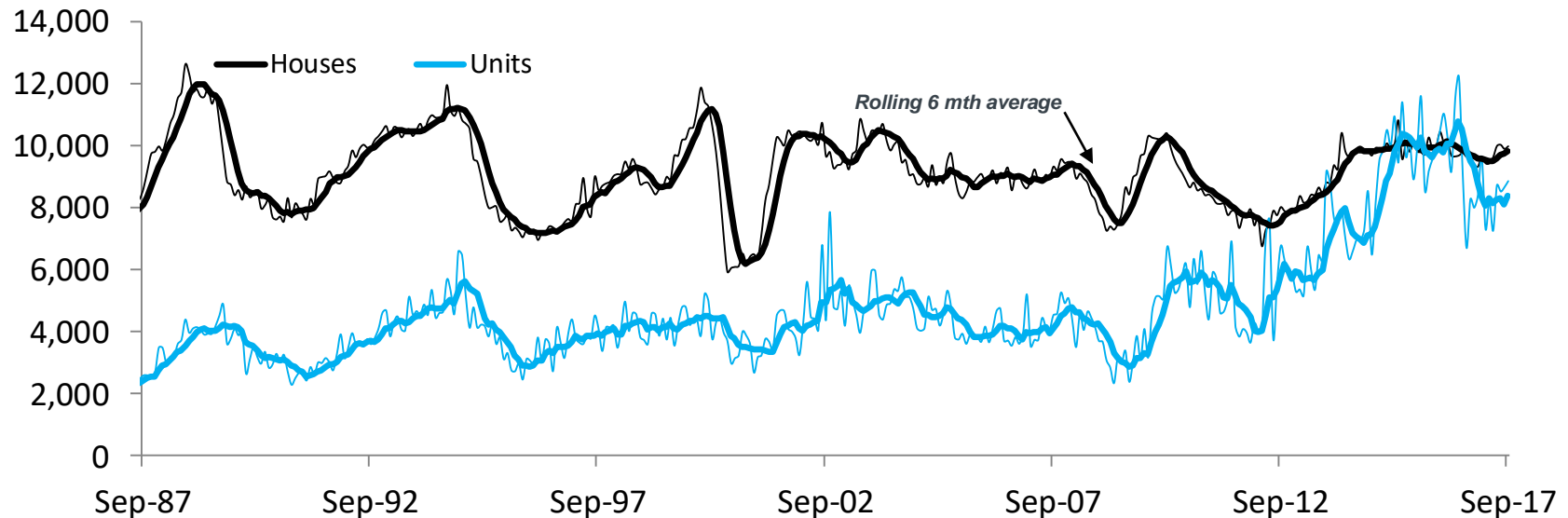


Annual change in population



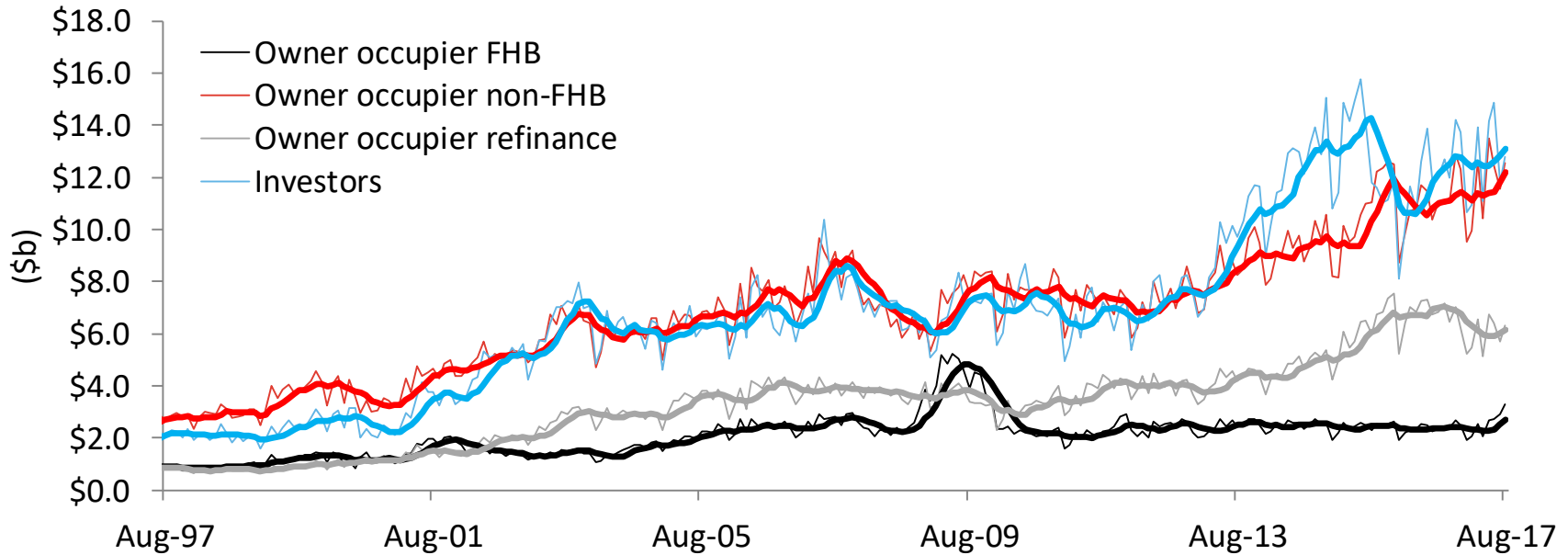
Dwelling approvals increased to their highest level since February 2017 in September on the back of rebounding unit approvals

Number of dwellings approved for construction, National



There has been a fairly significant upswing in lending to first home buyers over the past few months

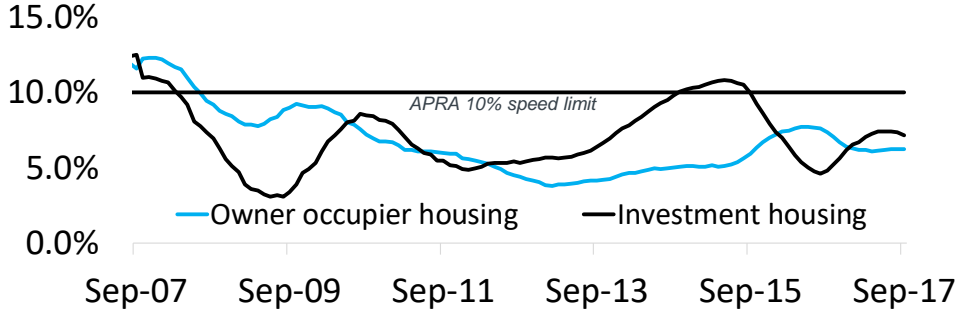
Value of housing finance commitments by borrower type



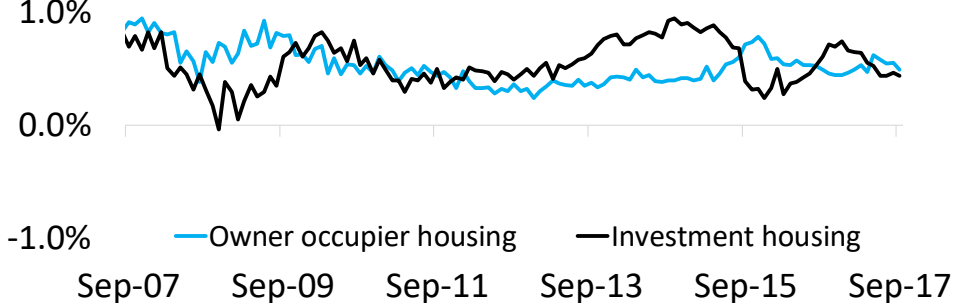
Regulatory changes and higher mortgage rates, have impacted on investment demand and owner occupier demand is also slowing



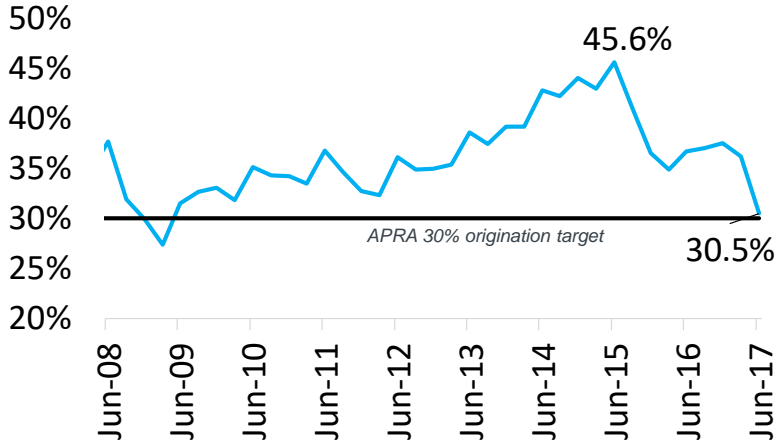
Annual change in housing credit



Monthly change in housing credit



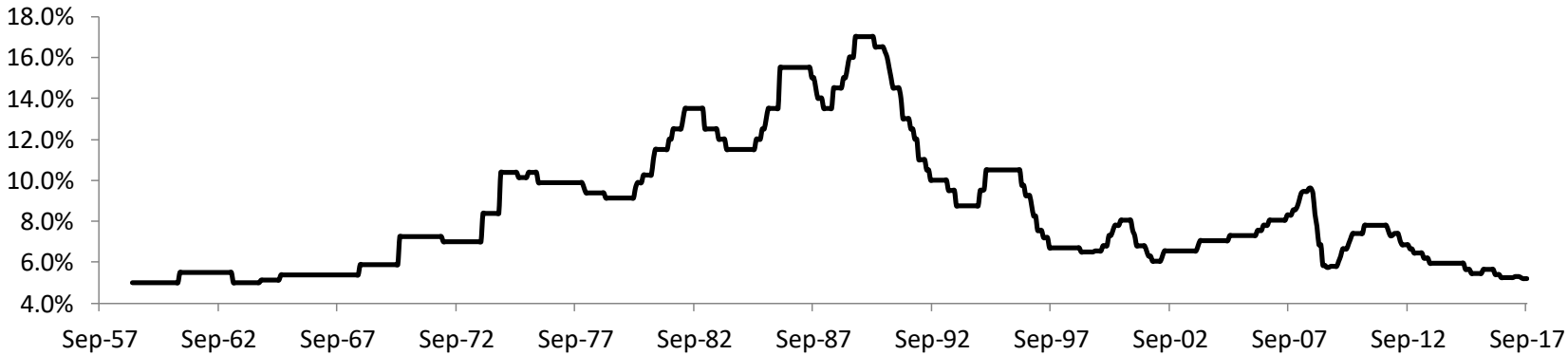
% of mortgages originated on interest only terms



Mortgage rates remain around historic lows for owner occupiers but have edged higher for investors



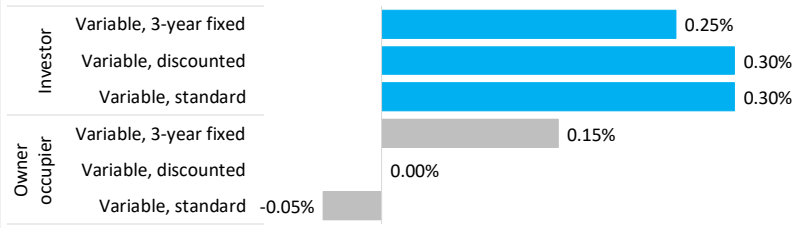
Standard variable mortgage rates over time



Avg mortgage rate by product type, Sep 2017



Change in avg mortgage rate since low point, Sep 2017



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Granular Data and Analytics



Market Scorecard: Monitor and measure market share and performance of real estate agents at an individual office or a Franchise brand level across Australia. Identify the competing brands and independents at a suburb, postcode, user defined territory and State level. Easily locate growth opportunities and market hotspots, and view the performance of the established offices in these new areas of interest.

Market Trends: Detailed housing market indicators down to the suburb level, with data in time series or snapshot and segmented across houses, units and land. The Market Trends data includes key housing market metrics such as median prices, median values, transaction volumes, rental statistics, vendor metrics such as average selling time and vendor discounting rates.

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