U Hooker OpenMarket your national property report

The ri<mark>se</mark> of the Rentvestor

Regional NSW takes off

> More growth for Brisbane

Hobart gains pick up pace

Q3 2016



Welcome to the latest LJ Hooker Open Market report

The finalisation of the long federal election campaign and ongoing record low interest rates provide a positive outlook for the second half of 2016. Listings remain the key issue for property markets around the country. Stronger performing states have seen an extremely low number of properties coming on the market for sale, providing a window of opportunity for savvy vendors in the lead–up to spring.

As market dynamics change it's important that you stay up to date with how key

market fundamentals are performing. This report provides you with the latest data and commentary to do just that, ensuring that you are able to make sound real estate decisions.

However, home prices and activity in your neighbourhood are dependent on local market conditions. To best understand how your suburb is performing, we invite you to continue the conversation with us, your local LJ Hooker real estate specialist.

ljhooker.com.au

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The evolution of the Rentvestor[™]

A rentvestor is defined as someone who is a tenant in a rented property but who is also a landlord of a property that they own and rent out.

In 2013, LJ Hooker identified a rapidly emerging trend in the real estate market; the rise of the rentvestor. rentvestors have always been a part of the Australian property markets; however, strong capital city price growth, a more mobile and transient workforce and the preference of younger buyers for lifestyle over location, have all combined to make rentvestors a driving force in today's marketplace.

A recent survey undertaken by LJ Hooker has identified that rentvesting has grown to encompass a broader geographic and demographic make-up. Our latest research shows that there are now two clear types of rentvestor:

- 1. Those driven by lifestyle choices and affordability constraints.
- 2. Those driven by work, study or other personal circumstances.

Our latest rentvestor survey also highlighted some key points about who rentvestors are and what drives their choices.

Age

Contrary to common perceptions that rentvestors are young professionals or university students, our survey found that a diverse age group rentvest.

- 56% of rentvestors are aged between 35 and 55 years.
- The largest single age bracket was the 45 to 54 year age group, making up 29% of respondents.

\$50.000 to

\$74.999

Household income profile of rentvestors 35 30 25 20 15 10 5

\$100.000 to

\$149,999

\$75.000 to

\$99,999

Income

Rentvestors have a diverse range of incomes.

- 38% have a household income less than \$100,000 per annum.
- 32% have a household income of between \$100,000 and \$149,999 while a further 30% have a household income of more than \$150,000.

Investment property type

Rentvestors prefer to invest in existing properties.

- 61% existing houses
- 24% existing apartments or townhouses
- 9% new house and land package
- 6% new apartments or townhouses

Investment property location

Affordability is the main driver of where rentvestors choose to invest.

- 6% within 5km of where they rent
- 22% within 5–20km of where they rent
- 28% in a different state to where they rent

Looking forward

Rentvesting has fast become a common part of the Australian real estate market. Looking forward there are a number of factors which should see rentvesting remain popular, including:

- Increased rental vacancies and soft rental growth will make renting more attractive.
- Inner-city affordability constraints will continue to see first home buyers become rentvestors.
- The increasing mobility of our workforce will see rentvestor numbers rise.

\$150,000 to

\$199.999

Less than

\$49,999

0

\$200.000

or more

Property prices continue their rise

Property values across Australia's combined capital cities increased by 3.8% over the second quarter of 2016 to take them 5.5% higher over the first half of 2016 and 8.3% higher over the 2015–16 financial year. This means the total value of all residential dwellings in Australia has increased to \$6.6 trillion.

Although the annual change in capital city home values remains strong, it has slowed from a recent peak rate of growth of 11.1% over the 12 months to July 2015.

Sydney and Melbourne continue to record a substantially higher rate of growth in values compared to the remaining capital cities with annual increases of 11.3% and 11.5% respectively. Most other capital cities are recording value rises; however, only Hobart (+6.2%) and Brisbane (+5.3%) have recorded annual value increases in excess of 5%. Both Adelaide and Canberra have also seen values rise over the year, up 2.2% and 3.9% respectively. Perth and Darwin have continued to record declines in home values with falls of -4.7% and -1.1%.

Rents however have fallen by –0.6% over the past year. CoreLogic has been tracking rental rates since 1996 and these are the largest declines recorded over that timeframe. With values rising and rents falling, gross rental yields have slumped to historic low levels. Gross rental yields across the combined capital cities have softened from 3.6% in June 2015 to 3.3% in June 2016.

The volume of newly advertised residential property for sale across the capital cities is trending lower, with "new to market" property listings now substantially lower than the same time last year. Brisbane is the only capital city in which new listings are higher than they were a year ago suggesting vendor confidence is improving. While there is less newly advertised stock available for sale, the total volume of stock advertised for sale (New listings plus re–listings) is higher than a year ago. The only capital cities which currently have less stock for sale than a year ago are Hobart and Canberra.

The annual rate of home value growth slowed a little in June and it is anticipated the rate of home value appreciation will continue over the second–half of 2016. Home values reached a low point in May 2012 and since that time combined capital city home values are 37% higher with Sydney and Melbourne having recorded substantially higher value increases than all other capital cities. Clearly this growth can't continue forever and with affordability stretched it is likely that the rate of value growth will start to slow.

While the combined capital cities figure suggests the housing market is recording strong growth, across each of the capital cities, housing market conditions are very different. Capital gains are strong in Sydney and Melbourne with much slower growth in most other cities, while dwelling values are trending lower in Perth and Darwin. Sydney and Melbourne continue to benefit for stronger economies which is leading to greater job creation and ultimately superior population growth. While overseas migration is slowing at a national level it is actually picking–up in New South Wales and Victoria highlighting strong economies with good job prospects will continue to attract skilled migrants and drive housing demand.

Inits **Median Price** \$575,000 \$404,000 Growth -0.1% -4.9% 78 this year 136 this year Days on Market 100 last year 81 last year -8.1% this year -16.2% this year Discounting -6.7% last year -8.4% last year

Darwin

Perth **Median Price** \$521,400 \$405,000 -5.5% Growth -4.6% 69 this year 71 this year Days on Market 55 last year 70 last year -7.6% this year -8.8% this year Discounting -6.6% last year -7.1% last year

Adelaide

Median Price	\$450,000	\$345,000
Growth	2.2%	1.7%
Days on Market	51 this year 51 last year	54 this year 59 last year
Discounting	-6.0% this year -5.7% last year	-6.7% this year -6.6% last year

Note: 'this year' = May 2016, 'last year' = May 2015

Median price figures & growth figures are to June 30, 2016

All statistics are based on data from the CoreLogic Indices suite, as at July 2016

					Median Price	\$505,000	\$389,000
	· · · · · · ·				Growth	5.6%	2.4%
					Days on Market	54 this year 49 last year	70 this year 52 last year
					Discounting	-5.5% this year -5.7% last year	-5.5% this year -5.3% last year
						Syc	lney
		А	.CT				
		House			Median Price	\$881,800	\$680,000
	Median Price		\$415,200		Growth	11.0%	12.8%
	Growth	\$628,800 4.1%	9413,200 1.7%		Days on Market	42 this year 28 last year	37 this year 24 last year
	Days on Market	43 this year 46 last year	72 this year 59 last year		Discounting	-6.0% this year -6.0% last year	-5.0% this year -4.8% last year
	Discounting	-4.5% this year -3.8% last year	-5.1% this year -5.9% last year				
			• • • • • • • • • • • • • • • • • • • •			Melb	ourne
		Но	bart				
			•	Median Price	\$640,000	\$495,000	
				Growth	12.1%	6.1%	
	Median Price Growth	\$360,500 5.7%	\$283,000 10.3%		Days on Market	32 this year	38 this year
	Days on Market	51 this year 68 last year	75 this year 70 last year			31 last year -5.0% this year	37 last year -5.1% this year

70 last year

-4.8% this year

-6.2% last year

68 last year

Discounting

-6.9% this year

-7.3% last year

-5.1% this year

-6.2% last year

-5.0% this year

-5.6% last year

Discounting

Brisbane

NEW SOUTH WALES

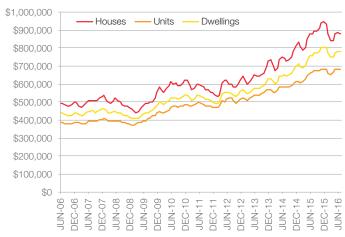
Double-digit growth continues in Sydney

Dwelling values rose by 6.8% over the second quarter of 2016, pushing Sydney home values 8.9% higher over the first half of 2016. Dwelling values across Sydney were 11.3% higher over the 2015–16 financial year. Although values are still rising at a double–digit annual pace, the rate of growth is much slower than the peak of 18.4% in July 2015. Unlike most other capital cities, unit values in Sydney have increased at a faster annual rate than houses with rises of 12.8%

and 11.0% respectively. While value rises remain strong, Sydney has seen its weakest rental growth conditions for houses in at least 20 years with house rents –0.3% lower while unit rents have increased by 2.8%. With dwelling value rises much greater than rental changes, gross rental yields have reached new record lows of 3.0% for houses and 3.9% for units. At the same time a year ago gross rental yields were recorded at 3.3% for houses and 4.3% for units.

Sydney's performance over time

Sydney Median Price



	Houses	Units
Median Price*	\$881,800	\$680,000
Quarterly change	6.8%	6.7%
12 months change	11.0%	12.8%
5 year total change	57.2%	43.3%
10 year total change	90.3%	81.1%

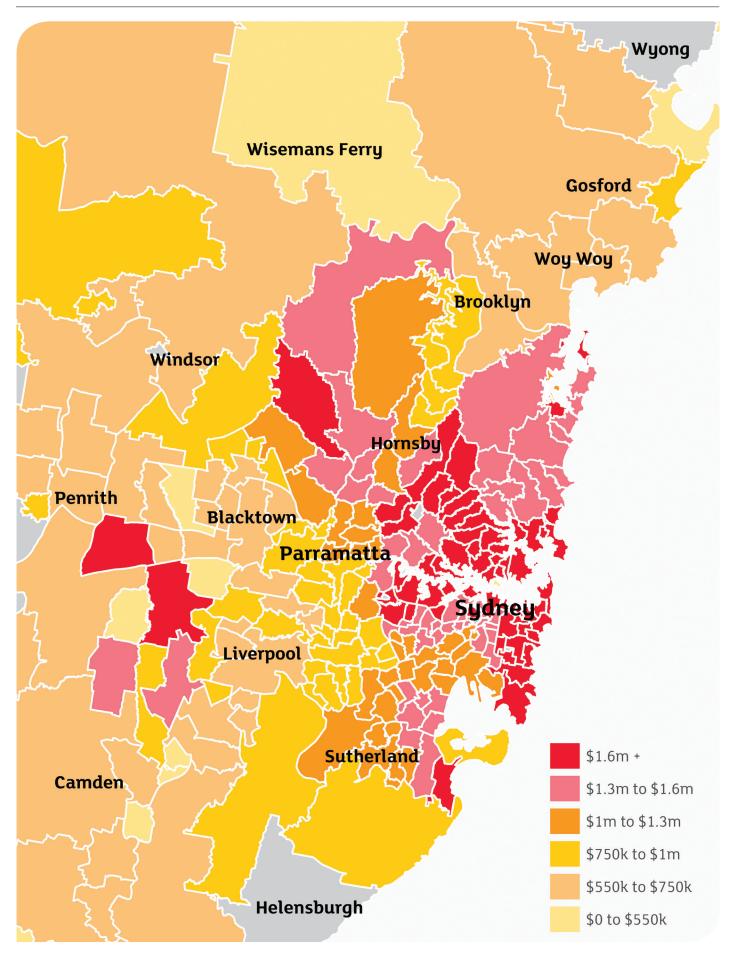
Based on CoreLogic monthly indices capital city data to June 30, 2016

Sydney's best performers

1		Suburb	\$	SOLD	Sea a		Rank	Suburb	\$	SOLD	م رج
-	1	HALEKULANI	\$415,000	52	21.0%		1	KATOOMBA	\$345,000	21	25.2%
\$ Affordable	2	LAKE MUNMORAH	\$410,000	109	19.1%	\$ Affordable	2	GOROKAN	\$315,000	51	21.9%
3	3	CHAIN VALLEY BAY	\$412,500	45	17.5%		3	BERKELEY VALE	\$250,000	30	19.0%
1	1	SOMERSBY	\$1,020,000	13	25.3%		1	ROPES CROSSING	\$649,990	17	36.8%
\$\$ 2 Mid-range	2	MACQUARIE LINKS	\$1,000,000	17	22.7%	\$\$ Mid–range	2	SILVERWATER	\$653,000	42	20.9%
3	3	PHEASANTS NEST	\$1,000,000	13	22.7%		3	AVOCA BEACH	\$647,500	42	17.7%
1	1	WARRAWEE	\$2,700,000	41	38.5%		1	KIRRIBILLI	\$1,226,250	58	48.6%
SSS 2 Prestige	2	WOOLLAHRA	\$2,700,000	141	37.9%	\$\$\$ Prestige	2	THE ROCKS	\$1,459,000	47	44.5%
3	3	BELLEVUE HILL	\$4,300,000	110	26.5%		3	DARLING POINT	\$1,963,500	89	31.3%

S Rolling Median Price (12 months) S^{0LD} Number sold (12 months) 🛹 12 month change in median price)

Median prices across Sydney



NEW SOUTH WALES

How Sydney and NSW regions compare

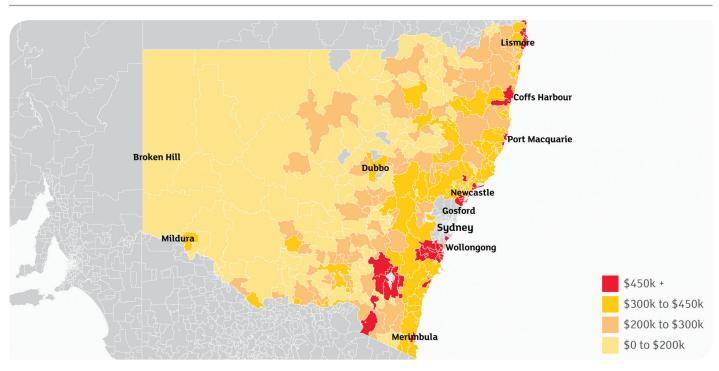
\$0.5m \$1.0m \$3.5m 5m \$2.0m \$2.5m \$3.0m 12 month Number Davs on sold Market growth Eastern Suburbs 2.063 33 14.6% Lower Northern Sydney 2,685 33 12.9% Inner Western Sydney 1,385 37 17.5% Northern Beaches 2,788 29 15.8% Inner Sydney 2,597 30 15.0% Central Northern Sydney 13.3% 5.740 30 St George–Sutherland 4,110 32 19.4% Canterbury-Bankstown 3,223 36 15.2% Central Western Sydney 32 3 220 14.5% Fairfield-Liverpool 3,593 35 16.7% Blacktown 4,211 24 13.4% Outer South Western Sydney 4 9 4 1 16.7% 20 Outer Western Sydney 5,603 23 15.5% Wollongong 4,018 29 15.4% Queanbeyan 699 73 2.6% Central Coast 6,911 25 15.8% Tweed Heads & Tweed Coast 1,032 59 8.0% Illawarra SD Bal 3,488 13.3% 57 Port Macquarie 860 35 10.0% Richmond-Tweed SD Bal 2,523 83 3.1% 10,318 44 5.8% Newcastle Coffs Harbour 840 64 6.4% 99 Lower South Coast 1,710 5.1% Hunter SD Bal 2,036 100 4.6% Bathurst 745 72 7.0% Nowra-Bomaderry 818 45 6.6% Hastings (excl. Port Macquarie) 2,597 71 7.2% Clarence (excl. Coffs Harbour) 2,220 84 6.3% 80 0.0% Orange 830 Dubbo 758 50 4.6% Southern Tablelands (excl. Queanbeyan) 1,662 74 3.0% Wagga Wagga 79 1.143 5.0% 79 4.7% Lismore 558 Tamworth 826 79 3.2% Albury 1,024 69 4.5% Northern Slopes (excl. Tamworth) 738 102 12.7% 1,239 Northern Tablelands 104 4.5% Central Tablelands (excl. Bathurst & Orange) 1,176 77 5.1% Central Macquarie (excl. Dubbo) 878 109 7.7% Snowy 420 132 -5.5% Lower Murrumbidgee 643 92 4.2% North Central Plain 322 138 -3.8% -0.7% Central Murray 537 85 Upper Murray (excl. Albury) 400 113 -6.8% Central Murrumbidgee (excl. Wagga Wagga) 994 93 7.0% Murray–Darling 76 5.0% 177 Lachlan 1,034 101 0.0% Upper Darling 103 105 -22.8% Macquarie-Barwon 222 123 10.2% 327 Far West 117 -1.9%

😑 Lower range (25th percentile) 😑 Median price (50th percentile) 🗨 Upper range (75th percentile)

Regions grow as home owners priced out of Sydney

Most areas of New South Wales, outside of Sydney, are seeing home values increase. In particular, there is evident strength in markets close to Sydney, such as Wollongong and Newcastle, which may indicate that as buyers are priced out of the capital city they are looking to major regions and towns nearby.

Coastal lifestyle markets are also seeing an increase in buyer demand and a subsequent lift in home values, after a number of years of relatively sedate housing market conditions along the regional coastline. Mining related regions continue to be impacted by the downturn in mining investment.



Median prices across regional NSW

Source: CoreLogic

Regional NSW best performers

Ē	Rank	Suburb	\$	SOLD	s-2		Rank	Suburb	\$	SOLD	محرم
•	1	BINNAWAY	\$115,000	10	15.0%	•	1	NORTH ALBURY	\$195,150	19	37.4%
\$	2	COONAMBLE	\$140,000	52	12.9%	\$	2	COROWA	\$170,000	16	21.4%
Affordable	3	BARRABA	\$117,250	31	9.6%	Affordable	3	MURWILLUMBAH	\$190,000	54	17.3%
	1	BUTTABA	\$490,000	35	21.0%		1	PORT KEMBLA	\$346,000	24	34.6%
\$\$	2	MOUNT WARRIGAL	\$500,000	74	20.5%	\$\$	2	MAITLAND	\$350,000	18	25.0%
Mid-range	3	KANAHOOKA	\$499,000	85	16.0%	Mid-range	3	SHOALHAVEN HEADS	\$345,000	15	19.0%
	1	BURRADOO	\$1,300,000	110	25.0%		1	NEWCASTLE EAST	\$1,025,000	24	41.4%
\$\$\$	2	AUSTINMER	\$1,112,500	42	17.1%	\$\$\$	2	BOWRAL	\$625,000	94	20.4%
Prestige	3	ROYALLA	\$1,002,500	12	10.2%	Prestige	3	KEIRAVILLE	\$535,000	19	18.9%

S Rolling Median Price (12 months) (5010) Number sold (12 months) (2000) 12 month change in median price

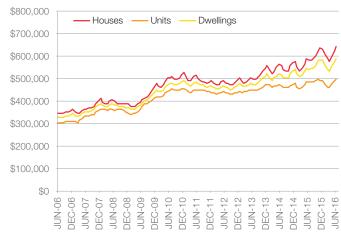
VICTORIA

Melbourne shows the strongest capital city growth

Melbourne has recorded the greatest increase in property values of all capital cities over the past year, up 11.5%. Dwelling values rose by 3.5% over the second quarter of 2016 to take them 5.8% higher over the first half of this year. Melbourne's annual rate of dwelling value growth remains strong but has slowed from its recent peak in September 2015 at 14.2%. House values have increased by 12.1% over the past year, which is double the rate of growth for units (6.1%), indicating a significant divergence in performance across the two property types. Melbourne has experienced relatively strong rates of rental growth over the past year; however, the rate of rental growth has slowed compared to a year ago. House rents have increased by 1.7% over the year compared to a 1.4% rise in unit rents. As a result of the strong value growth, rental yields have softened to record low levels. Gross rental yields for houses were 3.1% a year ago compared to 2.8% currently. For units, yields are currently recorded at 4.0%, down from 4.2% a year ago.

Melbourne's performance over time

Melbourne Median Price



	Houses	Units
Median Price	\$640,000	\$495,000
Quarterly change	3.8%	1.1%
12 months change	12.1%	6.1%
5 year total change	32.3%	11.7%
10 year total change	103.8%	68.2%

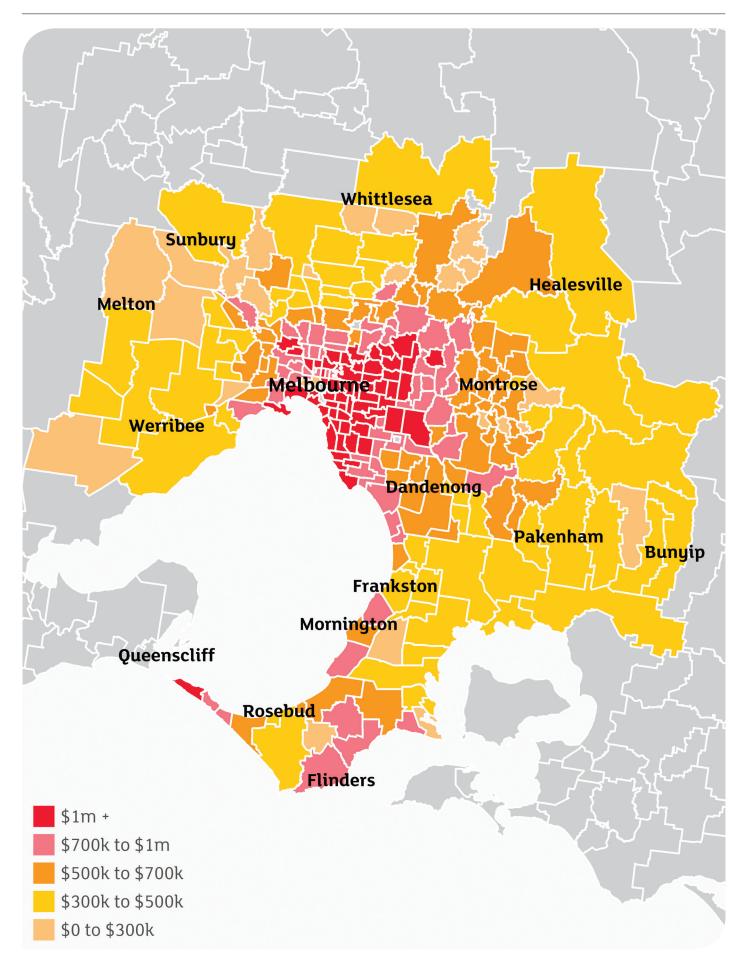
Based on CoreLogic monthly indices capital city data to June 30, 2016

Melbourne's best performers

Ē	Rank	Suburb	\$	SOLD	or of		Rank	Suburb	\$	SOLD	or the second
	1	DIGGERS REST	\$292,000	57	12.1%		1	ALBION	\$251,500	55	20.5%
\$ Affordable	2	FRANKSTON NORTH	\$305,000	141	11.7%	\$ Affordable	2	PAKENHAM	\$287,250	120	9.8%
	3	MELTON SOUTH	\$260,000	228	10.6%		3	WYNDHAM VALE	\$280,000	22	9.8%
	1	KEYSBOROUGH	\$606,500	335	26.4%		1	MOOROOLBARK	\$478,000	74	24.2%
\$\$ Mid-range	2	HEIDELBERG WEST	\$596,000	85	26.3%	\$\$ Mid–range	2	CROYDON NORTH	\$490,000	45	18.5%
	3	BELGRAVE HEIGHTS	\$600,000	16	21.7%		3	SEDDON	\$483,000	39	16.4%
	1	DEEPDENE	\$2,735,000	28	24.3%		1	BEAUMARIS	\$1,000,000	74	22.9%
\$\$\$ Prestige	2	ARMADALE	\$2,175,000	81	24.3%	\$\$\$ Prestige	2	CANTERBURY	\$986,000	51	14.5%
	3	CAULFIELD NORTH	\$1,867,500	110	23.3%		3	BRIGHTON EAST	\$905,500	91	13.0%

S Rolling Median Price (12 months) SOLD Number sold (12 months) 200 12 month change in median price

Median prices across Melbourne



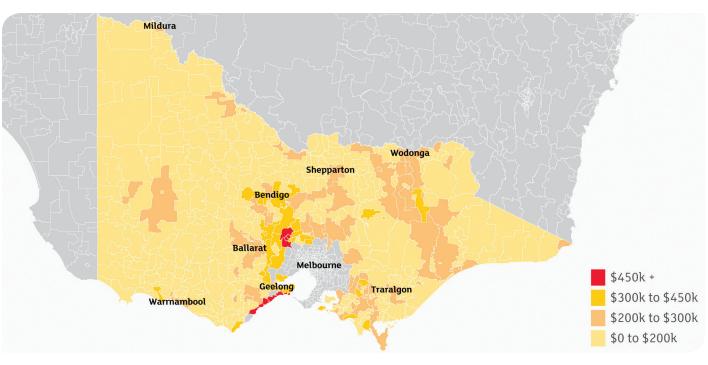
How Melbourne and VIC regions compare

	\$0.5m	\$1.0m	\$1.5m	\$2.0m	\$2.5m	\$3.0m	\$3.5m	Number sold	Days on Market	12 month growth
Boroondara City				•				2,320	29	16.6%
Inner Melbourne							1	2,694	30	16.7%
Southern Melbourne			i 🔶				1	5,001	29	19.6%
Eastern Middle Melbourne								5,909	30	22.1%
Northern Middle Melbourne				-		I.		3,202	29	11.7%
Moreland City								1,831	31	13.4%
Eastern Outer Melbourne		. 🔶	•					3,532	21	15.8%
Western Melbourne	1		•	I	1	1		6,145	33	8.8%
Mornington Peninsula Shire			•					4,088	38	7.0%
Greater Dandenong City		••			1		1	1,687	34	18.1%
East Barwon			1		1		I	1,795	75	4.8%
Yarra Ranges Shire Part A		•			1		1	2,308	17	15.3%
South Loddon			I	i i	I		T	602	70	4.5%
Northern Outer Melbourne		•					1	3,363	38	6.4%
Frankston City		•	I			I	1	2,405	21	11.4%
South Eastern Outer Melbourne			1	1	1	1	1	6,518	22	11.1%
Melton-Wyndham								6,423	36	6.7%
Hume City				1			1	3,042	33	4.6%
Greater Geelong City Part A								3,036	43	4.7%
East Central Highlands								637	68	4.6%
Warrnambool City		T					. I.	472	73	3.4%
Greater Bendigo City Part A								1,468	67	0.0%
West Gippsland		1	I	1			1	816	58	7.2%
South Gippsland								1,561	107	-1.1%
South West Goulburn								671	67	5.9%
Ballarat City		1	I				1	2,019	59	3.4%
West Barwon								433	69	-1.7%
Wodonga							1	796	58	0.3%
East Ovens-Murray			I					228	104	6.9%
North Loddon								590	104	5.5%
West Ovens-Murray								431	63	4.5%
Greater Shepparton City Part A								731	76	3.9%
East Gippsland Shire								716	107	2.8%
		1	 					368	94	2.0%
Hopkins										
South Goulburn			 			 		457	98	-1.1%
North Goulburn								997	97	2.0%
Mildura Rural City Part A								882	36	5.2%
Wellington Shire		1						699	86	4.5%
Latrobe Valley								1,175	85	-0.9%
West Central Highlands								191	84	5.3%
East Mallee		-						407	65	5.8%
South Wimmera				1				524	62	1.8%
Glenelg								417	144	8.3%
West Mallee							1	117	101	5.3%
North Wimmera								226	88	-1.1%

Lower range (25th percentile) Median price (50th percentile) Upper range (75th percentile)

Increasing demand in sea-change markets

Outside of Melbourne, value appreciation in Victoria has generally been moderate. This would suggest that the demand from Melbourne isn't really yet flowing to other parts of the state. Some coastal lifestyle markets are starting to see increasing demand and early signs of value growth accelerating. Nationwide we are seeing the popularity of coastal and lifestyle markets rising, and in Victoria, this higher demand is probably being fuelled by the lift in housing equity for Melbourne home owners over recent years.



Median prices across regional VIC

Source: Corel ogic

Regional VIC best performers

Ē	Rank	Suburb	\$	SOLD	or a grade the second sec		Rank	Suburb	\$	SOLD	or or
•	1	KANIVA	\$113,500	24	34.7%	¢	1	NEWBOROUGH	\$161,500	17	23.5%
\$ -	2	BIRCHIP	\$120,000	11	33.3%	$\mathbf{\Phi}$	2	MORWELL	\$180,000	33	19.0%
Affordable -	3	DIMBOOLA	\$112,000	37	29.5%	Affordable	3	MOE	\$146,000	29	14.5%
	1	KALIMNA	\$316,250	22	21.6%		1	ALFREDTON	\$282,500	18	24.4%
\$\$	2	MALLACOOTA	\$320,000	21	14.3%	\$\$	2	ECHUCA	\$278,000	57	15.8%
Mid-range -	3	YARRAWONGA	\$318,500	170	9.8%	Mid-range	3	LONGWARRY	\$267,500	11	13.8%
.	1	FAIRHAVEN	\$975,000	22	29.1%	.	1	POINT LONSDALE	\$480,000	17	10.3%
\$\$\$	2	AIREYS INLET	\$730,000	43	21.4%	\$\$\$	2	OCEAN GROVE	\$440,000	60	4.8%
Prestige -	3	TORQUAY	\$645,000	296	10.8%	Prestige	3	TORQUAY	\$470,000	66	3.3%

S Rolling Median Price (12 months) (501.0 Number sold (12 months) (2006) 12 month change in median price

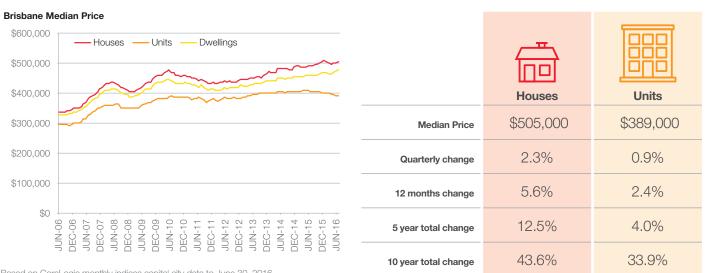
QUEENSLAND

Brisbane's annual growth keeps improving

Brisbane dwelling values continue to track higher, with values 2.2% higher over the second quarter of 2016, taking them 2.1% higher over the past six months and 5.3% higher over the year. Brisbane unit values, which have increased by 2.4% over the past year, are increasing in value at a substantially slower pace than house values, which are 5.6% higher.

Rental rates have continued to show modest falls in Brisbane and are –0.2% lower over the year for houses and –0.8% lower for units. Rental yields have also softened over the year due to value rises outpacing rental changes. In June 2015, gross rental yields were 4.4% for houses and 5.4% for units, in June 2016 they were recorded at 4.2% for houses and 5.2% for units.

Brisbane's performance over time



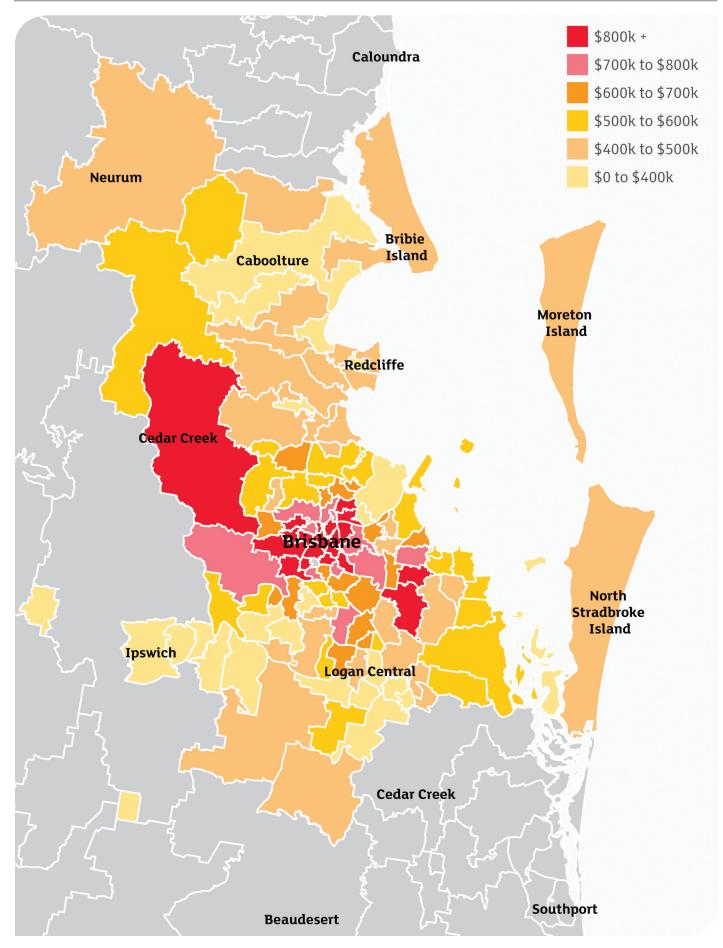
Based on CoreLogic monthly indices capital city data to June 30, 2016

Brisbane's best performers

Ē	Rank	Suburb	\$	SOLD	Josef Contraction		Rank	Suburb	\$	SOLD	J.
	1	BINNAWAY	\$115,000	10	15.0%		1	BEENLEIGH	\$210,000	90	10.5%
\$	2	COONAMBLE	\$140,000	52	12.9%	\$ Affordable	2	WATERFORD WEST	\$212,000	49	8.7%
	3	BARRABA	\$117,250	31	9.6%		3	SLACKS CREEK	\$224,000	62	6.7%
	1	BUTTABA	\$490,000	35	21.0%		1	CORINDA	\$427,500	24	19.5%
\$\$ Mid-range	2	MOUNT WARRIGAL	\$500,000	74	20.5%	\$\$ Mid–range	2	SALISBURY	\$415,000	18	15.3%
	3	KANAHOOKA	\$499,000	85	16.0%		3	ANNERLEY	\$430,000	141	7.8%
	1	BURRADOO	\$1,300,000	110	25.0%		1	MURARRIE	\$574,750	54	28.3%
\$\$\$ Prestige	2	AUSTINMER	\$1,112,500	42	17.1%	\$\$\$ Prestige	2	KENMORE	\$647,500	35	24.5%
	3	ROYALLA	\$1,002,500	12	10.2%		3	NEWSTEAD	\$624,500	104	8.9%

Rolling Median Price (12 months) SOLD Number sold (12 months) 2 month change in median price

Median prices across Brisbane



QUEENSLAND

How Brisbane and QLD regions compare

Northwest time Brisbane 2,884 3.2 4.35 Gold Case Hest 2,710 2.6 7.49 Gold Case Hest 2,510 0.0 7.45 Gold Case Hest 4.454 2.6 6.80 Gold Case West 4.454 2.6 6.80 Gold Case West 4.454 2.6 6.80 Sunshine Caset 4.454 2.8 6.30 4.55 Bedand City 2.882 4.3 2.44 3.600 3.27 Pieland City 2.862 4.3 2.44 3.600 3.27 Reddiffe 1.038 3.8 4.39 4.39 4.39 Gold Coast SD Bal 6.90 2.79 6.360 3.27 7.99 2.300 3.8 4.19 Gold Coast SD Bal 6.90 2.379 4.383 4.19 2.300 3.8 4.19 Galastone 2.300 3.8 4.19 3.28 4.19 Galastone 2.300 3.8 4.19 3.28		\$0.2m	\$0.4m	\$0.6m	\$0.8m	\$1.0m	\$1.2m	\$1.4m	Number sold	Days on Market	12 month growth
Southeast Inner Brisbane 2,710 28 7.49 Gold Coast East 2,519 40 7.59 Southeast Outer Brisbane 5,648 37 6,630 Gold Coast West 6,640 30 4,687 47 Surehine Coast 4,687 47 3,48 Northwest Outer Brisbane 2,202 82 6,504 Bristerine Coast SD Bal 2,202 82 6,503 Surehine Coast SD Bal 6,60 30 4,530 Gold Coast SD Bal 6,60 2,202 82 5,03 Gold Coast SD Bal 6,60 2,203 44 3,89 Gold Coast SD Bal 6,60 2,373 44 3,89 Gold Coast SD Bal 6,60 2,373 44 3,89 Gold Coast SD Bal 6,60 2,300 38 4,11 Gold Coast SD Bal 6,60 2,300 38 4,11 Gold Coast SD Bal 6,60 2,300 38 4,11 Gold Coast SD Bal 6,60 7,97 6,60 2,300 48 4,19	Inner Brisbane	1	1					•	736	36	6.7%
Gold Coast East 1	Northwest Inner Brisbane								2,894	32	4.3%
Southeast Outre Brisbane Image: Control of Const West Image: Control of Const West Image: Control of Const West Image: Const Const West Image: Const Const West Image: Const	Southeast Inner Brisbane	I	I	I (1	2,710	26	7.4%
Gold Coast West 5,648 37 6.33 Sunahine Coast 6,160 30 4.687 Northwest Outer Brisbane 2,042 2,82 4.3 Sunshine Coast SD Bal 2,042 2,82 4.3 Sunshine Coast SD Bal 2,042 2,82 4.3 Gold Coast SD Bal 96 92 2,373 4.4 Gold Coast SD Bal 96 92 7.99 Gold Coast SD Bal 93 4.13 92 Gold Coast SD Bal 93 63 4.19 Gold Coast SD Bal 93 63 1.49 Gold Coast SD Bal	Gold Coast East	1	1						2,519	40	7.5%
Sunshine Coast Image: Sunshine Coast <td>Southeast Outer Brisbane</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>1</td> <td>4,546</td> <td>26</td> <td>6.8%</td>	Southeast Outer Brisbane							1	4,546	26	6.8%
Northwest Outer Bisbane Image: South Cost SD Bal Image: South Cos	Gold Coast West	1	1			1		1	5,648	37	6.3%
Rediand City Image: City City City City City City City City	Sunshine Coast								4,687	47	3.4%
Sunshine Coast SD Bal Image Sunshine Coast SD Suns	Northwest Outer Brisbane	I	I					1	6,160	30	4.5%
Pine Rivers	Redland City	1	1					1	2,862	43	2.4%
Reddiffe 1000 309 4.33 Gold Coast SD Bal 1000 98 992 7.99 Calms 2,379 44 3.89 Logan City 5,487 39 2.77 Toowoomba 2,379 44 3.89 Cabooture 2,380 322 5,487 39 2.77 Galosoture 2,380 322 5,487 39 2.79 Galosoture 2,380 322 5,14 4,19 Gladstone 500 62 6.2 6.2 Townsvile City Part B 500 62 6.2 6.2 Townsvile City Part B 500 62 6.2 7.99 Townsvile City Part B 500 62 6.2 7.99 Mackay 500 62 6.2 9.03 7.6 Townsvile City Part B 500 62 6.0 7.90 Mackay DBal 500 62 1.308 8.149 Jassis S 51 3.555 51 3.09 Jassis S 51 <	Sunshine Coast SD Bal								2,042	82	5.0%
Gold Coast SD Bal Image: SD	Pine Rivers	I	I 🔶			I			3,560	33	2.7%
Caims Image:	Redcliffe								1,080	39	4.3%
Logan City Image: City City City City City City City City	Gold Coast SD Bal				1	1		1	96	92	7.9%
Toowoomba Image: Sector Se	Cairns	1			1	1		1	2,379	44	3.8%
Caboolture Image: Ca	Logan City								5,487	39	2.7%
Gladstone	Toowoomba	I			I	I		1	2,360	38	4.1%
Mackay	Caboolture							1	3,226	51	4.1%
Townsville City Part A Image: City Part A Image	Gladstone								509	62	-6.2%
Townsville City Part A Image: Source Sou	Mackay	I						1	807	76	-10.0%
Hervey Bay Hervey Bay <td>Townsville City Part B</td> <td></td> <td>••</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td>973</td> <td>76</td> <td>-3.0%</td>	Townsville City Part B		••	-					973	76	-3.0%
Lower West Moreton Image: Comparison of the temperature of temper	Townsville City Part A	!		-	1	1			1,306	58	-1.4%
Ipswich City Ipswich City <td< td=""><td>Hervey Bay</td><td>1</td><td></td><td></td><td>1</td><td>1</td><td> </td><td>1</td><td>1,318</td><td>82</td><td>1.7%</td></td<>	Hervey Bay	1			1	1		1	1,318	82	1.7%
Far North SD Bal Image: Source set Ima	Lower West Moreton								1,304	96	0.8%
Rockhampton Rochampton Rochampton	Ipswich City	I			1	I		1	3,555	51	3.0%
Somerset Mackay SD Bal	Far North SD Bal								1,436	89	4.7%
Mackay SD Bal Mackay SD Bal<	Rockhampton								899	71	-3.2%
Bundaberg 1,011 63 0.99 Fitzroy SD Bal 919 92 -5.69 Darling Downs SD Bal 91 92 -5.69 North West 91 92 -5.69 Wide Bay-Burnett SD Bal 91 92 -5.69 Northern SD Bal 91 93 93 -1.89 South West 91 93 93 -1.89 100 100 100 100 100 100 101 101 101 101 103 -1.89 102 101 101 101 100 100 -1.89 103 101 101 101 101 101 101 101 103 101	Somerset	I				1		1	416	114	-2.4%
Fitzroy SD BalFitzroy SD BalFitzro	Mackay SD Bal								650	105	-6.5%
Darling Downs SD Bal Image: Comparison of the comparison	Bundaberg			l.	I		1		1,011	63	0.9%
North WestImage: Constraint of the constr	Fitzroy SD Bal	i 🔶			1			1	919	92	-5.6%
Wide Bay-Burnett SD BalAnd And And And And And And And And And	Darling Downs SD Bal	(1,589	80	-1.8%
Northern SD Bal	North West	1							176	84	-7.5%
South West 208 118 -13.59	Wide Bay–Burnett SD Bal								2,560	88	1.1%
	Northern SD Bal								578	107	-8.2%
Central West 93 122 -10.69	South West								208	118	-13.5%
	Central West					1			93	122	-10.6%

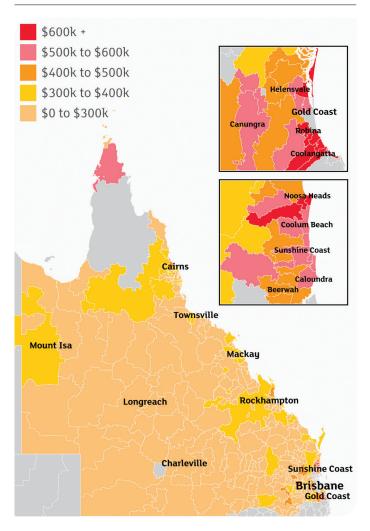
Lower range (25th percentile) — Median price (50th percentile) — Upper range (75th percentile)

Lifestyle areas lift while resource towns reach a floor

Those regional Queensland areas linked to resource investment and the mining sector have seen significant falls in values accompanied by sagging housing demand and lower rents. While these regions are still seeing value falls the rate of decline does appear to be slowing, suggesting these markets may be reaching a floor.

While resource areas continue to struggle, larger regional coastal markets such as the Gold and Sunshine Coasts and Cairns are experiencing an uplift in housing demand and rising values as the tourism sector rebounds and demand for lifestyle properties increases.

Median prices across regional QLD



Source: CoreLogic

Ē	Rank	Suburb	\$	SOLD	Jose Contraction of the second		Rank	Suburb	\$	SOLD	مح
•	1	TEXAS	\$145,000	19	20.8%	.	1	NELLY BAY	\$150,000	29	16.9%
\$	2	MOUNT MORGAN	\$105,000	42	10.5%	Þ	2	MANOORA	\$162,750	104	5.7%
Affordable	3	INGLEWOOD	\$130,000	24	2.0%	Affordable	3	MISSION BEACH	\$63,000	27	5.0%
	1	RASMUSSEN	\$385,000	84	31.6%		1	TOOWOOMBA CITY	\$291,250	18	20.3%
\$\$	2	PARKHURST	\$375,000	22	21.0%	\$\$	2	TEWANTIN	\$300,000	60	6.4%
Mid-range	3	YUNGABURRA	\$389,000	27	19.3%	Mid-range	3	ASHMORE	\$299,500	130	5.8%
	1	MERMAID BEACH	\$1,267,500	51	27.4%		1	NOOSA HEADS	\$597,500	290	39.0%
\$\$\$	2	TALLEBUDGERA	\$812,500	64	20.4%	\$\$\$	2	HOPE ISLAND	\$615,000	642	29.5%
Prestige	3	CLEAR ISLAND WATERS	\$1,007,500	59	19.2%	Prestige	3	YAROOMBA	\$517,000	35	26.1%

Regional QLD best performers

Rolling Median Price (12 months) SOLD Number sold (12 months) 2 month change in median price

SOUTH AUSTRALIA

Adelaide's growth remains consistent

Adelaide dwelling values increased by 0.8% over the second quarter of 2016 taking them 3.2% higher during 2016 and 2.2% higher over the 2015–16 financial year. Adelaide has consistently recorded only moderate rates of growth over recent years and this trend appears to be continuing. Houses and units are growing at a similar annual pace of 2.2% and 1.7% respectively. While values are recording moderate rises, rental rates are experiencing moderate declines, -0.4% lower over the year for houses and -0.8% lower for units. Subsequently, rental yields have softened over the year from 4.1% for houses and 4.9% for units a year ago to 4.0% for houses and 4.8% for units currently.

Adelaide's performance over time



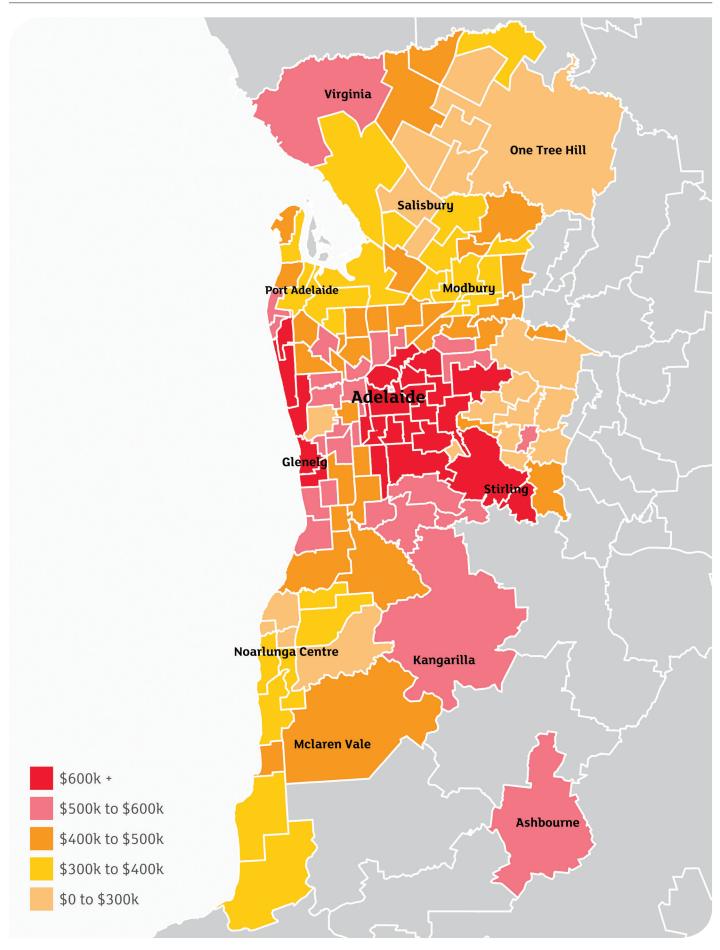
Based on CoreLogic monthly indices capital city data to June 30, 2016

Adelaide's best performers

Ē	Rank	Suburb	\$	SOLD	So of		Rank	Suburb	\$	SOLD	مح
	1	ELIZABETH GROVE	\$222,500	24	14.1%		1	PARA HILLS WEST	\$240,000	22	14.3%
\$ Affordable	2	MUNNO PARA	\$245,000	59	11.1%	\$ Affordable	2	SALISBURY DOWNS	\$239,500	24	13.5%
	3	SMITHFIELD PLAINS	\$187,500	25	6.1%		3	GAWLER WEST	\$155,000	13	10.7%
	1	GOLDEN GROVE	\$464,000	158	11.9%		1	PAYNEHAM SOUTH	\$345,300	13	7.9%
\$\$ Mid-range	2	WILLUNGA	\$460,000	52	9.5%	\$\$ Mid–range	2	NEWTON	\$345,000	22	6.6%
	3	BRIDGEWATER	\$458,250	94	7.3%		3	TRINITY GARDENS	\$355,000	11	0.0%
	1	NETHERBY	\$1,054,000	18	37.3%		1	HENLEY BEACH	\$562,000	71	35.4%
\$\$\$ Prestige	2	COLLEGE PARK	\$1,717,500	15	34.7%	\$\$\$ Prestige	2	GLENGOWRIE	\$557,500	73	25.3%
	3	ERINDALE	\$1,031,000	19	21.3%	_	3	SEACLIFF	\$500,000	21	16.3%

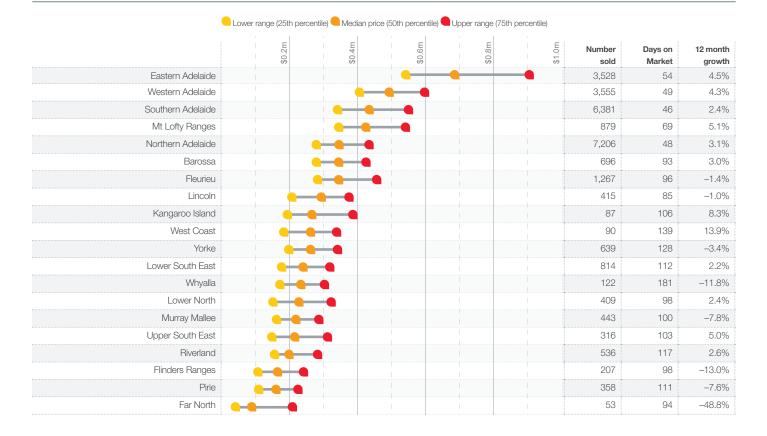
S Rolling Median Price (12 months) SOLD Number sold (12 months) 🛹 12 month change in median price

Median prices across Adelaide



SOUTH AUSTRALIA

How Adelaide and SA regions compare

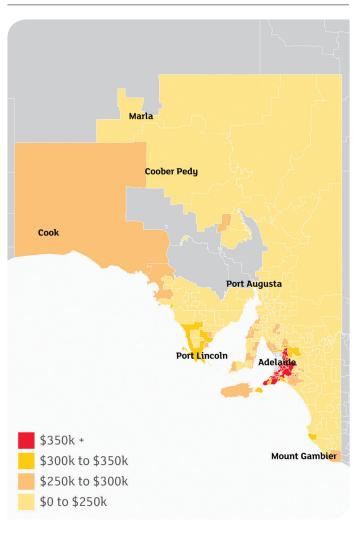




Lifestyle properties drive resurgent demand

Outside of Adelaide, coastal and lifestyle housing markets are seeing relatively stronger housing market conditions due to resurgent demand for lifestyle properties. However, market weakness is persisting for those regions linked to the resources sector as investment continues to fade.

Median prices across regional SA



Source: CoreLogic

Ē	Rank	Suburb	\$	SOLD	so the second se	Rank	Suburb	\$	SOLD	So al
•	1	KEITH	\$125,000	32	20.2%					
\$	2	GLADSTONE	\$120,000	10	9.1%	1	RISDON PARK	\$126,000	15	20.0%
Affordable	3	PORT PIRIE WEST	\$109,000	39	6.3%					
	1	CEDUNA	\$275,000	22	31.0%					
\$\$	2	KAPUNDA	\$281,250	69	12.5%	2	MILLICENT	\$123,000	11	17.7%
Mid-range	3	PORT BROUGHTON	\$290,000	13	9.4%					
	1	ECHUNGA	\$557,250	15	23.8%					
\$\$\$ Prestige	2	PORT ELLIOT	\$455,000	52	18.6%	3	VICTOR HARBOR	\$255,000	33	17.5%
Fresuge	3	WOODSIDE	\$454,000	49	13.5%					

Regional SA best performers

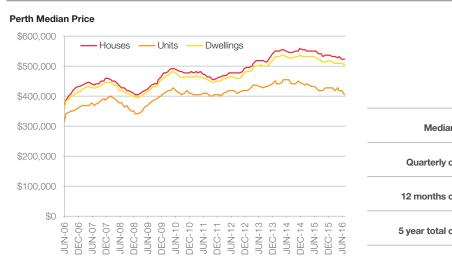
WESTERN AUSTRALIA

Perth market continues to ease

Home values in Perth have continued to decline over the second quarter of 2016, down -3.0%, which has taken them -3.9% lower over the first half of 2016 and -4.7% lower over the past 12 months. Perth home values are now -7.4% lower than they were at their end of month peak in December 2014. Over the past year, unit values have fallen by -5.5% which is larger than the -4.6% decline in house

values. While home values fall, rental rates are declining at a more rapid pace. Over the past 12 months, Perth house rents have fallen by -8.7% compared to a -7.6% decline in unit rents. Subsequently, gross rental yields have fallen from 4.0% for houses and 4.6% for units a year ago to 3.8% for houses and 4.5% for units currently.

Perth's performance over time



	Houses	Units
Median Price	\$521,400	\$405,000
Quarterly change	-2.8%	-5.5%
12 months change	-4.6%	-5.5%
5 year total change	4.6%	-3.3%
10 year total change	17.7%	17.5%

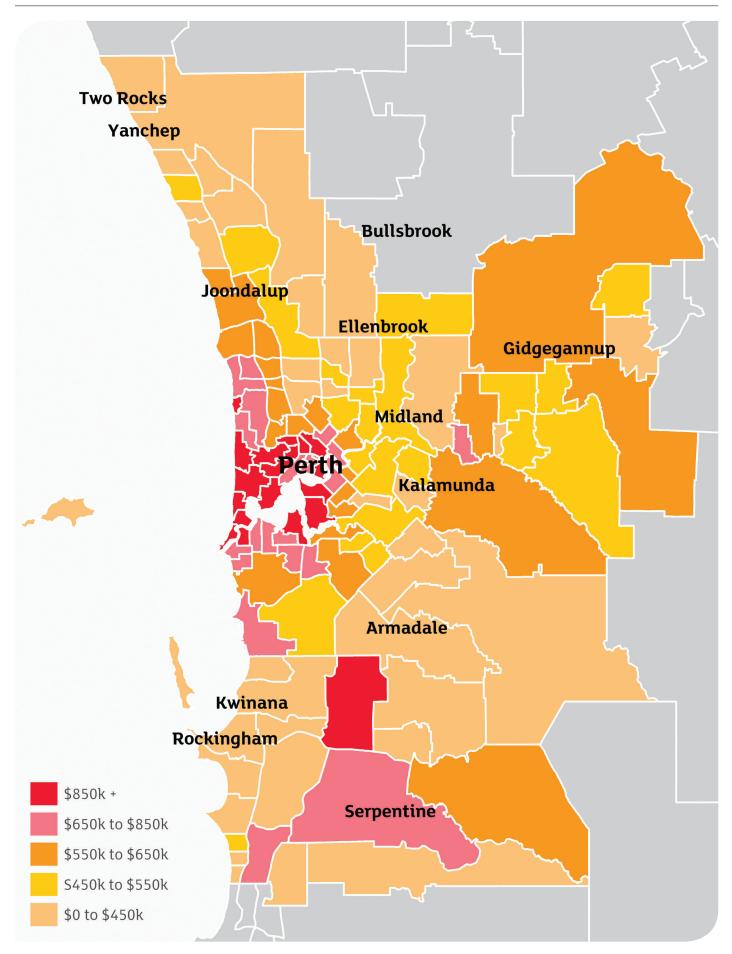
Based on CoreLogic monthly indices capital city data to June 30, 2016

Perth's best performers

Ē	Rank	Suburb	\$	SOLD	<u>~</u>		Rank	Suburb	\$	SOLD	~
	1	BROOKDALE	\$335,000	31	3.5%		1	THORNLIE	\$340,000	18	13.3%
\$ Affordable	2	WARNBRO	\$380,000	178	1.3%	\$ Affordable	2	OSBORNE PARK	\$340,000	81	3.0%
	3	SEVILLE GROVE	\$390,000	173	0.4%		3	WESTMINSTER	\$354,000	21	2.0%
	1	DARLINGTON	\$650,000	61	5.3%		1	FORRESTFIELD	\$419,000	18	24.4%
\$\$ Mid-range	2	KALAMUNDA	\$688,000	94	3.5%	\$\$ Mid-range	2	CANNINGTON	\$408,500	38	3.5%
	3	SERPENTINE	\$650,000	21	2.4%		3	MYAREE	\$424,500	10	0.1%
	1	SWANBOURNE	\$1,602,500	58	11.7%		1	EAST FREMANTLE	\$605,000	48	14.2%
\$\$\$ Prestige	2	EAST PERTH	\$1,312,500	15	8.0%	\$\$\$ Prestige	2	MOUNT PLEASANT	\$679,500	21	13.8%
	3	CHURCHLANDS	\$1,357,500	38	4.3%		3	CRAWLEY	\$850,000	47	13.3%

S Rolling Median Price (12 months) Solu Number sold (12 months) 22 12 month change in median price

Median prices across Perth



WESTERN AUSTRALIA

How Perth and WA regions compare

	\$0.2m	\$0.4m	\$0.6m	\$0.8m	\$1.0m	\$1.2m	\$1.4m	\$1.6m	\$1.8m	Number sold	Days on Market	12 month growth
Central Metropolitan				1		-				1,550	42	-4.1%
North Metropolitan										7,959	50	-2.5%
South West Metropolitan		1			I	1	1	1	1	5,689	62	-2.1%
Vasse						1				852	79	2.0%
South East Metropolitan		!		•	l.				1	5,536	51	-3.5%
East Metropolitan		1			1			1	1	4,293	55	-3.8%
Fitzroy										156	90	-14.7%
De Grey					I			1		124	93	-29.1%
Moore										243	116	3.0%
Mandurah				I.						1,810	74	-1.2%
Ord				I	I		1	1		30	78	-5.9%
Fortescue			H							209	72	-13.6%
Gascoyne				I	I.			1	1	74	140	-5.5%
King			-	1	1			1		684	101	-1.3%
Bunbury			-	l						1,007	89	-1.3%
Preston				I	I	1	1	1	1	545	91	-2.9%
Geraldton										312	97	4.2%
Kalgoorlie/Boulder City Part A				l			1	1	1	331	88	-7.2%
Blackwood	1			I	I			1		203	112	0.6%
Johnston										169	78	-12.3%
Greenough River	👇		I	L	I		1	1	1	162	127	-6.9%
Avon										318	112	-5.7%
Pallinup				I.	I					98	129	-9.2%
Hotham					I	1	1	1	1	152	105	-15.3%
Lakes										34	52	2.0%
Lefroy		I		1	1	1	1	1	1	47	147	-12.0%
Campion									1	106	127	-16.9%
Carnegie										24		-31.0%

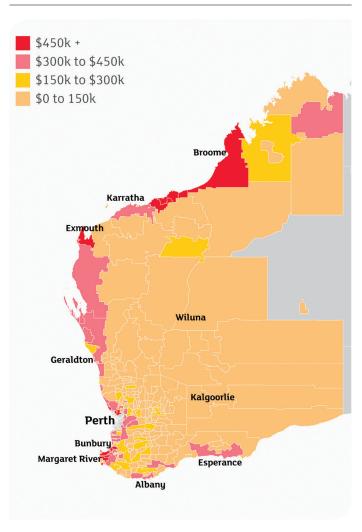
Lower range (25th percentile) Median price (50th percentile) Upper range (75th percentile)



Tough conditions in mining towns

Regional markets linked to resources and mining are continuing to experience ongoing value declines with home owners experiencing tough selling conditions and rental demand which has substantially diminished. Demand is also relatively soft in lifestyle markets and although values and transactions have fallen, to-date these declines have been relatively moderate.

Median prices across regional WA



Source: CoreLogic

Ē	Rank	Suburb	\$	SOLD	e	Rank	Suburb	\$	SOLD	R
	1	NORSEMAN	\$45,000	17	50.0%	1	ERSKINE	\$435,000	17	31.8%
	2	DALWALLINU	\$170,000	14	41.7%	2	GEOGRAPHE	\$525,000	10	19.7%
	3	BEVERLEY	\$325,000	17	32.7%	3	DUNSBOROUGH	\$547,500	24	15.3%
		Price (12 months) SOLD suburbs below 25th perce					estige = suburbs above 7	5th percentile		

Regional WA best performers

AUSTRALIAN CAPITAL TERRITORY

Moderate growth for nation's capital

Dwelling values in Canberra are increasing at a moderate pace, up 2.6% over the second quarter of 2016 to be 4.4% higher over the first six months of 2016 and 3.9% higher over the past 12 months. Canberra has consistently been recording only moderate rates of value growth over recent years despite signs that growth may be accelerating. House values have increased by 4.1% over the past year, which is a much greater rate of growth than the 1.7% increase in unit values. Twelve months ago house and unit rents in Canberra were falling; however, over the past year they have increased by 1.9% and 2.2% respectively. Despite this, there has been little change in gross rental yields over the year with house yields easing from 4.1% to 4.0% and unit yields steady at 5.1%.

Franklin Belconnen Canberra Varralumla Kingston Woden Valley S800k+ \$700k to \$800k \$700k to \$800k \$600 to \$700 \$500 to \$600 \$0 to \$500k

Median prices across ACT

How ACT regions compare



	Houses	Units
Median Price	\$628,800	\$415,200
Quarterly change	3.0%	-2.6%
12 months change	4.1%	1.7%
5 year total change	13.0%	1.6%
10 year total change	47.7%	28.5%

ACT's best performers

Ē			\$	SOLD	محرم
	Rank	Top Ranked Suburb			
	1	WRIGHT	\$785,000	26	35.9%
	2	AINSLIE	\$921,500	44	31.5%
	3	CAMPBELL	\$1,115,000	33	23.3%
	Rank	Top Ranked Suburb	\$	SOLD	Bad
	1	HAWKER	\$425,000	24	48.7%
	2	CITY	\$561,000	101	32.0%
	3	COOMBS	\$430,000	56	26.5%
		ce (12 months) sou Nu	mber sold (12 n	nonths)	

Source: CoreLogic

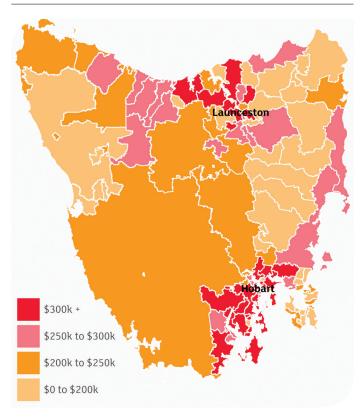


TASMANIA

Hobart home values increasing at fastest pace since 2010

Hobart dwelling values have recorded the third highest rate of increase over the past year, rising by 6.2% with values increasing by 1.9% over the second quarter of 2016 and 8.5% higher so far in 2016. Hobart home values are now increasing at their fastest annual pace since mid–2010. Over the past year, house values have increased by 5.7% compared to a 10.4% rise in Hobart unit values. Rents are increasing at a faster annual pace than they were a year ago with house rents 3.6% higher over the year and unit rents up 14.5%. Despite this, gross house yields have softened to 5.2% over the year from 5.3% a year ago while unit yields have firmed to 5.4% from 5.2% a year earlier.

Median prices across Tasmania



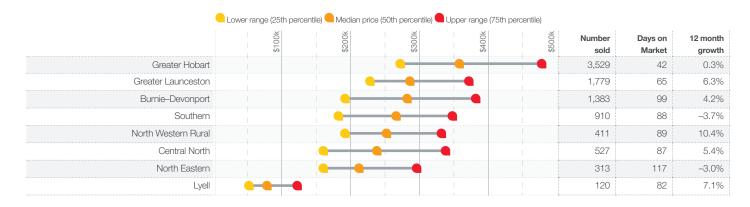
Hobart's performance over time

	Houses	Units
Median Price	\$360,500	\$283,000
Quarterly change	1.9%	1.8%
12 months change	5.7%	10.3%
5 year total change	1.2%	11.4%
10 year total change	12.8%	39.6%

Tasmania's best performers

_ T			Ċ		
	Rank	Top Ranked Suburb	\$	SOLD	~~~
	1	BEAUTY POINT	\$215,500	36	34.7%
	2	CLARENDON VALE	\$170,000	17	27.1%
	3	ROSEBERY	\$77,000	21	26.2%
	Rank	Top Ranked Suburb	\$	SOLD	م حرم
	1	SOMERSET	\$242,500	11	26.0%
	2	WYNYARD	\$230,000	23	22.3%
	3	MOWBRAY	\$194,500	16	15.1%
		e (12 months) SOLD Nu	mber sold (12 m	nonths)	

Source: CoreLogic



How Tasmanian regions compare

NORTHERN TERRITORY

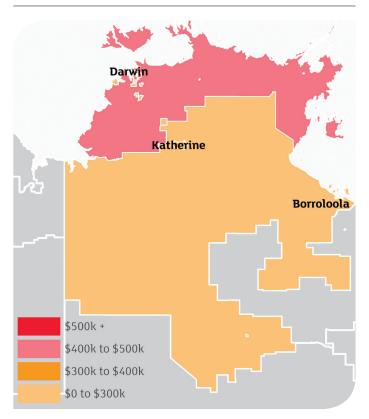
Prices easing in Darwin but yields still very strong

Dwelling values in Darwin have fallen by -2.5% over the second quarter of 2016, taking them -0.2% lower throughout 2016 to-date and -1.1% lower over the past 12 months. Darwin home values have been falling on an annual basis for 16 months; however, the -1.1% fall over the past year is the slowest rate of decline since March 2015. Houses in Darwin have recorded an annual value fall of just -0.1% compared to a much larger -4.9% fall in unit values. With rents falling at a much more rapid pace than values, rental yields have fallen to 5.1% for houses and 3.9% for units. A year ago gross rental yields were recorded at 5.8\% for houses and 5.3% for units.

Darwin's performance over time

Units
\$404,000
5.4%
-4.9%
5.9%
51.4%

Median prices across NT



NT's best performers

Ē	Rank Top Ranked Sub	surb	SOLD	or and
	1 BAYVIEW	\$1,075,000	13	28.7%
	2 DESERT SPRINGS	6 \$686,250	19	13.4%
	3 GIRRAWEEN	\$750,000	17	9.1%
	Rank Top Ranked Sub	ourb	SOLD	م حر م
	1 NIGHTCLIFF	\$505,000	69	9.8%
	2 JOHNSTON	\$520,000	61	9.5%
	3 COCONUT GROV	E \$446,500	46	7.6%
 Rolling Median Price (12 months) Number sold (12 months) 12 month change in median price 				

Source: CoreLogic

😑 Lower range (25th percentile) 🛑 Median price (50th percentile) 🗨 Upper range (75th percentile) SOK Number Days on 12 month 400k sold Market growth Darwin City 672 71 -0.7% Litchfield 206 -2.0% 94 Central NT 286 80 4.5% Palmerston–East Arm 559 86 -2.9% 43 186 -1.7% Finniss 15 -8.4% Barkly 0 108 89 Lower Top End NT -7.0%

How NT regions compare

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