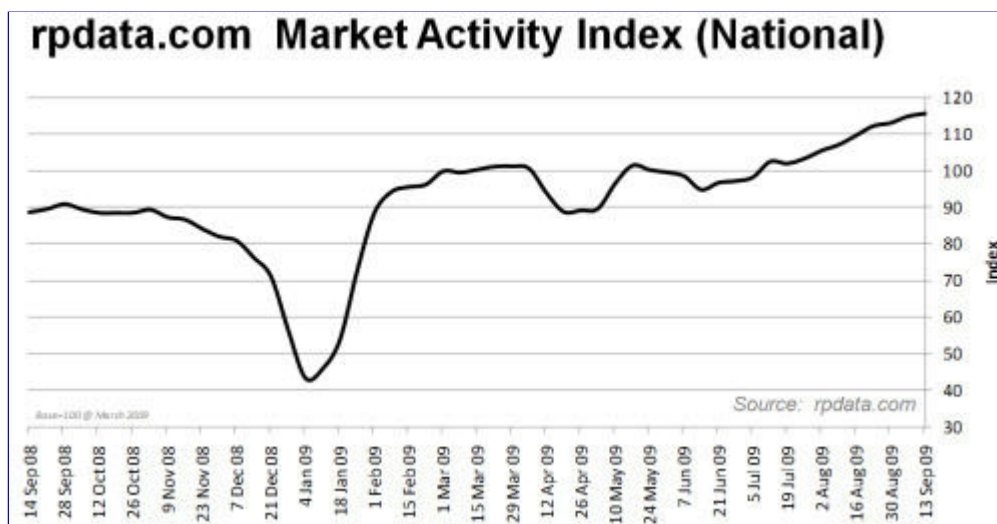


## Weekly Property Pulse Professional Edition

This week's edition covers

- ▶ [rpdata.com Market Activity Index](#)
- ▶ [Industry Market Wrap](#)
- ▶ [Article: Which municipalities have the most sales in your state?](#)
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### Market Activity Index



The Market Activity Index has improved over the last week, showing a 17 percent increase in the level of real estate agent activity on rpdata.com since the start of June.

The largest increases in the Market Activity Index have been recorded in Western Australia where the index is up 73 percent since the start of June. The Index results are reinforced by the jump in Western Australian residential sales activity: sales volumes in Western Australia have increased 60 percent between the June quarter of 2008 and the June quarter of 2009 after hitting historic lows.

The Market Activity Index has been relatively flat in Victoria with the Index value up just 2.3 percent since the start of June. The earlier part of the year saw the Victorian component of the Index outperforming the other major capitals, however the level of agent activity has since cooled coming into the second half of the year.

### Industry Market Wrap

Dwelling commencement figures were released from the Australian Bureau of Statistics this week showing the number of homes that started construction over the June quarter fell by a

seasonally adjusted 3.7 percent, the fourth consecutive quarterly fall. The drop was largely due to a steep decline in the number of apartments that started construction (down 23 percent over the quarter), a reminder of the stress being felt within the residential development sector.

The fall in dwelling commencements comes at a time when Australia is experiencing peak population growth which creates demand for more homes. It looks like the housing supply situation is likely to worsen based on these most recent figures. According to the REIA, vacancy rates remain at historic lows across the capital cities – a situation that is not likely to improve until more housing starts to come on line.

### Weekly Key Statistic - Vendor Discounting

Region	City	Vendor discount	Days to sell	Change in vendor discount	Change in days to sell
Sydney	House	5.4%	44	-0.5%	-9
	Unit	5.4%	44	-0.5%	-9
Melbourne	House	5.4%	44	-0.5%	-9
	Unit	5.4%	44	-0.5%	-9
Brisbane	House	5.4%	44	-0.5%	-9
	Unit	5.4%	44	-0.5%	-9
Perth	House	5.4%	44	-0.5%	-9
	Unit	5.4%	44	-0.5%	-9
Adelaide	House	5.4%	44	-0.5%	-9
	Unit	5.4%	44	-0.5%	-9

The level of vendor discounting and time it takes to sell a property has improved significantly compared with last year. The average market discount for houses across the country is now 5.4% compared with 6.9% last year.

That means for a house listed at \$500,000 it will, on average, eventually sell for \$27,000 less than the asking price compared with \$34,500 less at the same time last year. Homes are taking a shorter period of time to sell, with the average Australian house taking about 40 days to sell (compared with 53 days at the same time last year).

**Want to know what level of vendor discounting is happening in your local patch? Make sure you have subscribed to rpdata's On the Market® service. [Click here](#) or phone 1300 734 318 for a free 2 week trial.**

### Latest National Auction Clearance Rates



Auction numbers were up 22% compared to last week – auction volumes haven't been this high since May of this year. The weighted average clearance rate across the nation is now 80% with all capitals recording a clearance above 60% last week.

Want to know the auction results for your local area? Login to [rpdata.com](http://rpdata.com) and go to the Auction Results panel on the top right corner of the home page.

### Advertised Stock On The Market

State	New listings	Total advertised	Change in total advertised	Change in new listings
NSW	11,242	112,123	-1,234	+1,234
VIC	10,123	101,234	-1,123	+1,123
QLD	9,876	98,765	-1,087	+1,087
WA	8,765	87,654	-1,012	+1,012
SA	7,654	76,543	-987	+987
NT	6,543	65,432	-876	+876
AU	54,321	543,210	-5,432	+5,432

New listings to the market remain controlled with 45,475 new residential properties added to the market over the last four weeks – much lower than the same time last year. There are now just over 203,000 homes available for sale across Australia with an estimated

value of \$120 billion.

### Which municipalities have the most sales in your state?

*With such a large land mass and variety of geography and housing, Australia's property markets vary significantly from region to region.*

Australia's municipalities are a diverse lot; they range in size from the Shire of East Pilbara which covers 372,000 square kilometres (an area larger than Victoria and about equal to the total land mass of Japan) to the Peppermint Grove Shire Council which covers just 1 square kilometre and is Australia's smallest council region. The size of the council has no real bearing on the size of the property market. East Pilbara, for example, despite being the largest administrative region in Australia, recorded just five house sales over the last twelve months.

Each council does, however, have very different property markets and policies regarding

how property is governed. Rates and charges vary significantly from council to council, property investors are often treated differently to owner occupiers and development rules are far from consistent between councils. For those considering purchasing in any area around Australia it is important to understand these nuances before making a decision.

In terms of capital growth, there has been a varied performance across Australia's regions. Most property owners hold their asset for longer than five years, so we have included the five year and ten year annualised change in median house prices as part of our analysis. Over the longer term it is difficult to find an area that has recorded a decline in prices. Regions in New South Wales are the exception over the last five years due to the soft property market conditions that have existed.

The largest municipal property markets (based on the number of house sales) are located in South East Queensland where the council areas are larger than average. Brisbane, Moreton, Gold Coast, Sunshine Coast and Logan have recorded the highest volume of house sales over the last year compared to all council regions around the nation. These regions alone account for 13.3 percent of house sales nationally and 15.3 percent of the value of house sales nationally.

<b>Municipalities with the most sales (year ending June '09)</b>							
<i>Top five for each state and territory</i>							
Municipality	State	Statistical Division	Num sales	Median price	Median price		Total value of sales
					5 years ago	10 years ago	
Australian Capital Territory	ACT	Canberra	4,159	\$462,000	\$370,000 (4.5%)	\$157,000 (11.4%)	\$2,393,235,405
Blacktown	NSW	Sydney	4,095	\$340,000	\$357,000 (-0.9%)	\$149,725 (8.5%)	\$1,450,675,602
Wyong	NSW	Sydney	2,841	\$295,000	\$332,000 (-2.2%)	\$135,000 (8.1%)	\$919,236,992
Lake Macquarie	NSW	Hunter	2,663	\$322,000	\$320,000 (0.3%)	\$128,000 (9.7%)	\$962,329,564
Gosford	NSW	Sydney	2,606	\$365,500	\$406,000 (-2.0%)	\$182,500 (7.2%)	\$1,137,927,269
Newcastle	NSW	Hunter	2,561	\$330,000	\$310,000 (1.5%)	\$127,500 (10.0%)	\$911,348,147
Darwin	NT	Darwin	863	\$465,000	\$250,000 (13.2%)	\$179,000 (10.0%)	\$519,362,329
Palmerston	NT	Darwin	841	\$409,000	\$175,000 (18.4%)	\$112,000 (13.8%)	\$348,025,236
Alice Springs	NT	Northern Territory - Bal	399	\$330,000	\$251,500 (6.2%)	\$94,575 (13.3%)	\$148,526,420
Litchfield	NT	Darwin	259	\$490,000	\$205,000 (18.6%)	\$160,000 (11.8%)	\$133,083,265
Katherine	NT	Northern Territory - Bal	88	\$277,000	\$150,000 (13.5%)	\$142,500 (6.9%)	\$26,022,333
Brisbane	QLD	Brisbane	4,160	\$475,000	\$350,000 (6.5%)	\$160,000 (11.5%)	\$7,933,796,953
Moreton Bay	QLD	Brisbane	7,133	\$381,000	\$283,500 (6.7%)	\$130,000 (11.4%)	\$3,111,525,814
Gold Coast	QLD	Gold Coast	6,427	\$480,000	\$395,000 (4.2%)	\$185,000 (10.0%)	\$3,650,329,312
Sunshine Coast	QLD	Sunshine Coast	5,240	\$460,000	\$378,000 (4.3%)	\$157,000 (11.3%)	\$2,928,762,268
Logan	QLD	Brisbane	4,339	\$345,000	\$229,000 (9.1%)	\$115,000 (11.6%)	\$1,651,385,564
Onkaparinga	SA	Adelaide	2,951	\$305,000	\$207,000 (8.3%)	\$93,500 (12.6%)	\$924,548,410
Salisbury	SA	Adelaide	2,413	\$280,000	\$185,000 (9.0%)	\$85,000 (12.7%)	\$750,747,200
Port Adelaide Enfield	SA	Adelaide	1,825	\$353,500	\$230,000 (9.2%)	\$95,000 (14.0%)	\$656,291,986
Playford	SA	Adelaide	1,487	\$240,000	\$153,000 (9.9%)	\$71,000 (13.0%)	\$369,296,013
Tea Tree Gully	SA	Adelaide	1,484	\$329,365	\$236,000 (7.4%)	\$122,000 (10.4%)	\$496,916,287
Launceston	TAS	Northern	1,493	\$240,500	\$165,000 (8.6%)	\$83,000 (11.2%)	\$377,305,140
Clarence	TAS	Greater Hobart	802	\$314,750	\$220,000 (8.4%)	\$109,000 (11.2%)	\$258,577,741
Glenorchy	TAS	Greater Hobart	724	\$250,000	\$165,000 (9.3%)	\$75,750 (12.7%)	\$189,770,273
Hobart	TAS	Greater Hobart	635	\$405,000	\$315,000 (5.5%)	\$128,500 (12.2%)	\$300,463,565
Burnie	TAS	Marsay-Lyell	496	\$207,000	\$125,000 (11.5%)	\$70,000 (11.5%)	\$120,241,422
Casey	VIC	Melbourne	4,267	\$311,000	\$238,000 (5.8%)	\$121,000 (9.9%)	\$1,529,510,417
Greater Geelong	VIC	Barwon	3,609	\$287,000	\$240,000 (3.6%)	\$107,150 (10.4%)	\$1,250,393,654
Mornington Peninsula	VIC	Melbourne	3,075	\$385,000	\$305,000 (5.1%)	\$129,000 (11.6%)	\$1,364,310,888
Brimbank	VIC	Melbourne	3,000	\$320,000	\$245,500 (5.5%)	\$125,000 (9.9%)	\$1,069,196,488
Hume	VIC	Melbourne	2,596	\$295,000	\$240,000 (4.3%)	\$124,000 (9.1%)	\$835,471,395
Wanneroo	WA	Perth	2,693	\$420,000	\$190,000 (17.6%)	\$94,000 (16.1%)	\$1,193,772,079
Jondalup	WA	Perth	2,200	\$490,000	\$283,500 (11.7%)	\$155,000 (12.2%)	\$1,281,869,368
Rockingham	WA	Perth	1,894	\$368,000	\$190,000 (14.3%)	\$97,000 (14.3%)	\$724,297,994
Stirling	WA	Perth	1,617	\$627,500	\$333,000 (13.7%)	\$182,000 (13.2%)	\$1,178,752,898
Canning	WA	Perth	1,507	\$450,000	\$240,000 (13.4%)	\$130,000 (13.2%)	\$670,048,344

The largest municipality in Australia, based on the number of houses transacted over the last year, is the capital of Queensland: Brisbane. 4,160 houses sold over the last year within the boundary of Brisbane City Council equating to 5.1 percent of all house sales throughout Australia. The large number of sales is partly due to Brisbane's large area - just over 1,300 square kilometres. Brisbane's median house price has increased at the rate of 11.5 percent per annum over the last ten years providing above average returns for property owners.

Looking at the costs of detached housing in each council region, the most expensive municipalities are found in the inner city and coastal regions of Perth and Sydney. Perth's Cottesloe is the most expensive: across 77 house sales recorded last year the Cottesloe region is showing a median house price of \$2 million; slightly higher than Sydney's Mosman at \$1.92 million. The Cottesloe council region is one of Australia's smallest in area at just

3.9 square kilometres with 4 kilometres of ocean frontage and comprising just one suburb (Cottesloe).

Municipality	State	Statistical Division	Num sales	Median price	Median price		Total value of sales
					5 years ago	10 years ago	
Cottesloe	WA	Perth	77	\$2,000,000	\$1,045,000 (14.4%)	\$566,000 (13.5%)	\$197,489,600
Mosman	NSW	Sydney	250	\$1,922,500	\$1,677,500 (3.6%)	\$920,000 (7.6%)	\$697,408,663
Nedlands	WA	Perth	135	\$1,775,000	\$827,500 (16.3%)	\$517,750 (13.1%)	\$323,937,000
Woollahra	NSW	Sydney	573	\$1,650,000	\$1,536,000 (1.1%)	\$870,000 (6.6%)	\$1,137,745,816
Mosman Park	WA	Perth	81	\$1,520,000	\$780,000 (15.4%)	\$437,500 (13.3%)	\$95,841,563
Hunters Hill	NSW	Sydney	87	\$1,450,000	\$1,335,500 (1.9%)	\$656,250 (8.3%)	\$201,529,286
Claremont	WA	Perth	118	\$1,350,000	\$730,000 (13.1%)	\$416,250 (12.5%)	\$162,165,714
Waverley	NSW	Sydney	365	\$1,275,000	\$1,150,000 (2.1%)	\$552,500 (8.7%)	\$586,380,104
Willoughby	NSW	Sydney	457	\$1,150,000	\$970,000 (3.5%)	\$560,000 (7.5%)	\$557,265,800
Manly	NSW	Sydney	453	\$1,150,000	\$1,010,000 (2.2%)	\$565,000 (7.4%)	\$579,537,069

At the other end of the spectrum are the most affordable municipalities around Australia. These regions tend to contrast massive land areas with very small populations. The economies are largely based on agriculture, grazing or mining. Land supply in these regions is plentiful and population's are generally in decline.

The Central Darling Shire Council is the most affordable based on a median house price of just \$39,000. The region covers 53,000 square kilometres and has a population of just 2,000 residents.

Municipality	State	Statistical Division	Num sales	Median price	Median price		Total value of sales
					5 years ago	10 years ago	
Central Darling	NSW	Far West	23	\$39,000	\$40,000 (8.9%)	\$23,000 (5.4%)	\$805,000
Paroo	Q&D	South West	31	\$60,000	\$48,000 (5.5%)	\$24,500 (9.4%)	\$1,519,000
Coober Pedy	SA	Northern	39	\$75,000	\$50,000 (16.5%)	\$34,500 (8.1%)	\$3,965,000
Coonamble	NSW	North Western	48	\$80,000	\$35,000 (18.0%)	\$45,500 (5.8%)	\$3,492,000
Bourke	NSW	North Western	43	\$80,000	\$55,450 (7.4%)	\$57,000 (3.4%)	\$3,769,667
Hindmarsh	VIC	Wimmera	100	\$81,500	\$68,250 (3.8%)	\$43,225 (6.5%)	\$12,800,000
Yarriambiack	VIC	Wimmera	120	\$86,250	\$52,000 (11.5%)	\$29,000 (11.5%)	\$13,192,000
West Coast	TAS	Mersey-Lyell	98	\$89,500	\$40,000 (18.7%)	\$22,250 (14.9%)	\$13,556,667
Buloke	VIC	Mallee	75	\$90,000	\$60,000 (8.4%)	\$34,750 (10.0%)	\$13,500,000
Hay	NSW	Murrumbidgee	28	\$90,250	\$81,000 (1.6%)	\$75,000 (1.9%)	\$1,400,000

## Perth commercial purchase demonstrates demand



The recent sale of an office building in West Perth demonstrates that local private investors continue to show strong demand for quality investment property, according to CB Richard Ellis. A deal brokered by CB Richard Ellis agents Peter Agostino, Andrew Woodley-Page and Peter Arnautovic has seen 6 Kings Park Road, West Perth, sold to a local private investor on a yield of 8.5%.

[Read the full article....](#)

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