

Aussie/RP Data

Top Suburbs Property Discounting Report

September 2014



Where are buyers paying more than the asking price and where are buyers paying less?

 **Aussie**

Home Loans
Personal Loans
Insurance

rpdata  A CoreLogic Business

Report overview and methodology

What is vendor discounting?

Vendor discounting has historically been viewed as the percentage difference between the price at which a home is originally listed for sale and the ultimate selling price of the property. Typically in Australia, vendors have listed their homes for sale at a higher price than what the home ultimately sells for. As a result the majority of homes sell for less than their original list price. However, in response to strong housing market conditions, in certain areas of the country we are currently seeing more homes selling at prices above their original list price as home values and sales transactions rise.

Over the 12 months to June 2014, 32.8% of houses sold and 37.2% of units sold have transacted at a price which was higher than the original list price.

The reason why homes sell for more than their list price can vary significantly. Some vendors will choose to list their home at a price below market value in order to attract as many buyers as possible, in the hope of creating a bidding war. In some other instances values are growing at such a rapid pace that vendors are unable to accurately price the home, as a result the high level of buyer demand drives up the ultimate selling price.

From a buyers perspective it is important to understand what the property is actually worth before they make an offer. With so much housing information available nowadays there's no excuse to not research the market. Some easy ways to understand what a home is worth include looking at recent comparable sales and comparable homes available for sale in the local area. Another option for prospective buyers is to engage a valuer or a buyer's agent to provide some certainty around fair market value. Purchasing a home is often the single largest investment decision someone can make spending the time and money to ensure you make the right decision will be worthwhile in the long run.

Methodology

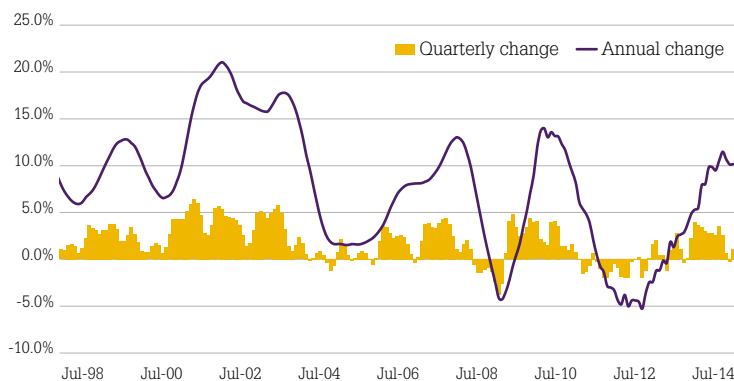
- All data is calculated based on settled sales held by RP Data over the 12 months to June 2014.
- The analysis included within this report does not include properties sold by auction or tender.
- Properties that are advertised without a price have been excluded from this analysis.
- When a home is listed as 'offers over' (or other permutations) we have assumed that the offers over figure is the list price.
- A result has only been calculated when there have been at least 10 observations over the 12 month period.

Housing Market Overview

Home values rise 10.2% over the past year

According to the RP Data Home Value Index, home values have increased by 10.2% over the 12 months to July 2014. To put the rise in values into perspective, at the same time a year ago capital city home values had increased by 4.9%. This highlights the recent strength in the housing market however, on an annual basis the rate of growth has slowed over the past 3 months. Over the 3 months to July 2014, combined capital city home values have increased by 1.1%, a far cry from the peak growth of 4.0% over the three months to August 2013.

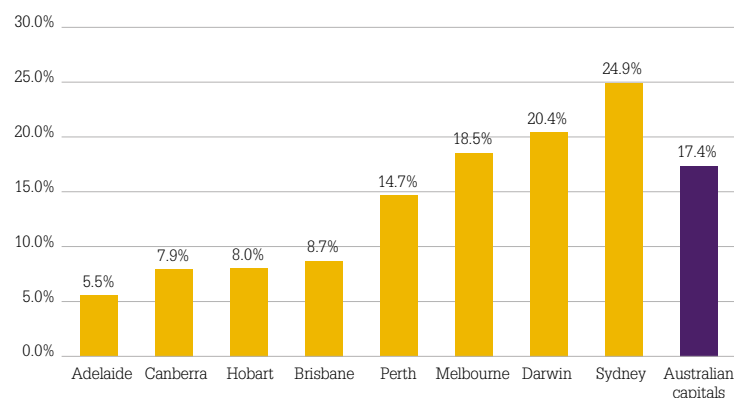
Quarterly and annual change in capital city home values



Although values are rising, there is a significant divergence of results across the capital cities

Combined capital city home values reached a recent low point in May of 2012. Between May 2012 and July 2014, combined capital city home values have increased by a total of 17.4%. Sydney, Melbourne, Perth and Darwin have each recorded total value growth of more than 14% over the period. Conversely, the remaining four capital cities have each seen value growth of less than 9% over the period. Values continue to trend higher while over recent times growth has been moderating in Perth and to a lesser degree in Darwin as well.

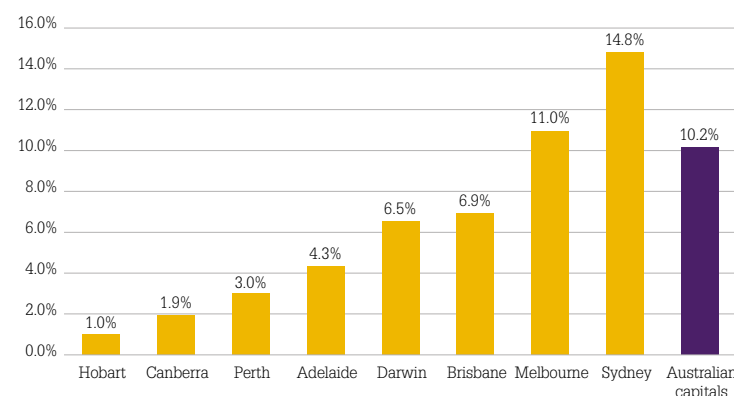
Cumulative increase in capital city home values since recent market trough to July 2014



Sydney has been the standout for capital growth over the past year

Home values have increased across each capital city over the past 12 months however, the magnitude of growth has varied greatly. Sydney continues to be the stand-out performer for value growth followed by Melbourne. In fact, Sydney and Melbourne are the only two cities where values have increased by more than the headline combined capital cities figure (10.2%). The next best performer is Brisbane with a much lower growth rate. Interestingly, with inflation sitting at 3.0%, Hobart and Canberra have recorded value falls in 'real terms' while there has been no growth in Perth home values.

Annual change in capital city home values over the 12 months to July 2014

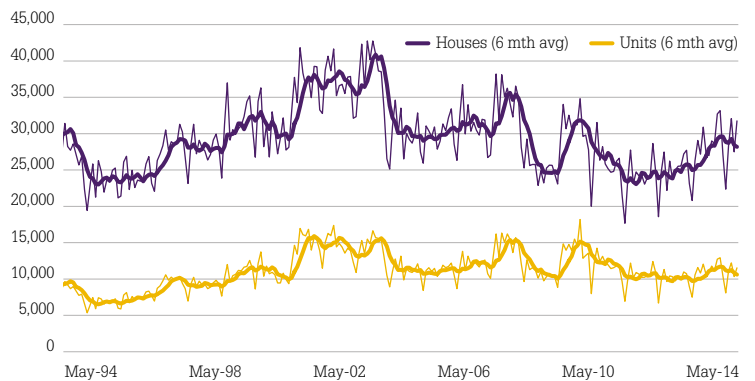


Housing Market Overview

Sales volumes have lifted over the past year but are below levels of late 2013

As home values have risen over the past two years, so too have the number of home sales. The rise has been much greater for houses as opposed to units however, it is important to note that many off-the-plan unit sales over the past two years are yet to settle and are therefore not included in these figures. Although sales volumes have increased they still sit well below those levels recorded in recent value growth phases.

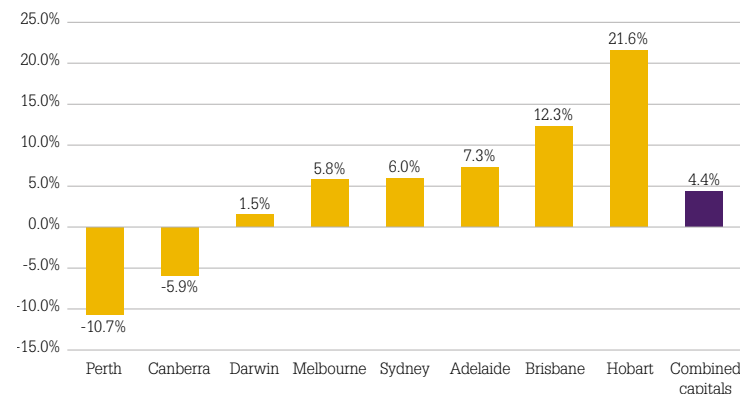
Monthly number of house and unit sales nationally



Capital cities experiencing lower value growth have seen the largest up-tick in sales

Although value growth has been relatively tepid to-date in Brisbane, Adelaide and Hobart, these three cities have recorded the largest year-on-year jump in sales. This could be a pre-cursor to a greater pick-up in value growth as demand for housing rises. In the earliest part of the current market growth phase Perth was the fastest growing housing market however, things have cooled noticeably with moderate value growth over the year and the number of sales significantly lower.

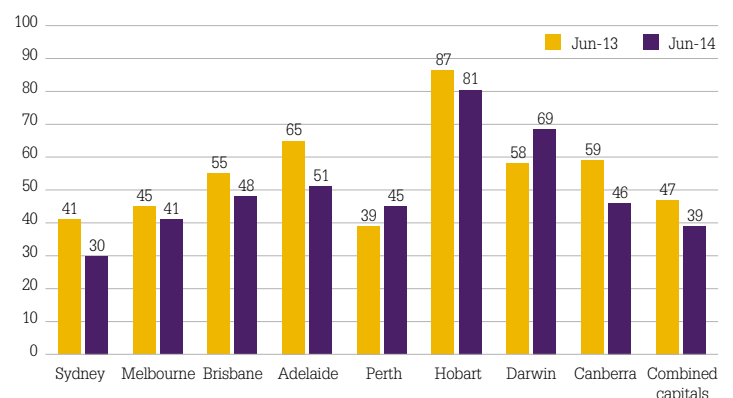
Year-on-year change in house and unit sales over the three months to May



Homes are selling quickly in the current market

Across the combined capital cities, homes took an average of 39 days to sell in June 2014 compared to 47 days in June 2013. The reduction in days on market is reflective of a greater number of sales and growth in home values causing homes to sell quicker. The average days on market figure has fallen over the year in each city except for Perth and Darwin. Sydney, Adelaide and Canberra have recorded the largest falls in time on market over the past year while homes in Sydney are selling much quicker than in all other capital cities.

Year-on-year change in average number of days on market – June 2013 vs. June 2014



What proportion of homes sell for more than their list price?

In the current market we are seeing in certain regions a significant number of homes selling above their list price. Across both the capital cities and states, the majority of homes are selling below their initial list price. It is interesting to note the vastly different results between capital city and regional markets. Across the combined capital cities, 43.6% of houses and 46.0% of units sold for more than their initial list price over the past year. Conversely, across the states the proportions fall to 32.8% for houses and 37.2% for units. These figures indicate weaker selling conditions across regional markets compared to capital city areas.

In every state and territory the proportion of homes selling for more than their initial list price is higher in the capital city than it is at the state-wide level. This highlights that while values are rising across all capital cities, this performance isn't generally being replicated in regional markets.

Sydney and Melbourne have recorded the greatest increases in home values over the 12 months to July 2014. In Sydney house values are 14.8% higher and in Melbourne they are 11.0% higher. It's no coincidence that these two cities are seeing a much greater proportion of homes selling for more than their initial list price considering the hot market conditions evident in both these regions. In Sydney, a majority of houses (59.5%) and units (63.6%) sold over the past year have been transacted for more than their initial list price. In Melbourne, a slight majority of houses sell for more than their initial list price (50.4%) while 45.4% of unit sales were at a price above the original list price. The proportion of homes selling above the original list price is significantly higher in Sydney and Melbourne than in other capital cities.

The other interesting point to note is just how few homes actually sell at the original list price. Although the original list price should be the best indication of current market value, only 3.8% of houses and 4.7% of units have sold at their initial list price over the past year.

As home values and transaction volumes trend higher, the increase in competition may lead to more homes selling at a price above the original list price. This is likely to be more prevalent through the 'Spring Selling Season' as market activity ramps up across some of our largest capital cities.

Proportion of homes sold at, above and below initial list price over 12 months to June 2014

Regions	Houses			Units		
	Below list price	At list price	Above list price	Below list price	At list price	Above list price
Sydney	37.0%	3.5%	59.5%	32.0%	4.4%	63.6%
NSW	55.9%	4.0%	40.1%	41.6%	4.9%	53.5%
Melbourne	46.2%	3.4%	50.4%	49.8%	4.8%	45.4%
VIC	56.8%	3.8%	39.4%	54.1%	4.8%	41.1%
Brisbane	64.3%	3.2%	32.5%	67.4%	4.3%	28.3%
QLD	72.0%	3.0%	25.0%	75.7%	3.7%	20.6%
Adelaide	69.1%	4.5%	26.4%	72.4%	6.5%	21.1%
SA	73.7%	4.6%	21.7%	73.8%	6.5%	19.7%
Perth	54.6%	4.5%	40.9%	57.5%	4.7%	37.8%
WA	61.5%	4.2%	34.3%	61.0%	4.7%	34.3%
Hobart	70.6%	4.6%	24.8%	67.7%	6.7%	25.6%
TAS	79.4%	4.2%	16.4%	75.0%	6.2%	18.8%
Darwin	78.4%	5.1%	16.5%	79.6%	4.9%	15.5%
NT	79.5%	5.3%	15.2%	80.7%	5.4%	13.9%
ACT	59.5%	6.3%	34.2%	67.9%	5.8%	26.3%
Combined capitals	52.6%	3.8%	43.6%	49.3%	4.7%	46.0%
National	63.4%	3.8%	32.8%	58.1%	4.7%	37.2%

Top 100 suburbs selling above list price – houses

No	Suburb	State	Region	Total sales	Below list price	At list price	Above list price	Average time on market
1	Middle Cove	NSW	Sydney	10			100.0%	
2	Winston Hills	NSW	Sydney	174	3.4%		96.6%	25
3	Alexandria	NSW	Sydney	24	4.2%		95.8%	35
4	Kilsyth South	VIC	Melbourne	36	5.6%		94.4%	16
5	Knoxfield	VIC	Melbourne	68	5.9%		94.1%	29
6	Cherrybrook	NSW	Sydney	210	5.7%	1.4%	92.9%	24
7	Carlton	NSW	Sydney	25	8.0%		92.0%	52
8	Wantirna	VIC	Melbourne	99	6.1%	2.0%	91.9%	37
9	Flemington	VIC	Melbourne	23	4.3%	4.3%	91.3%	35
10	Rodd Point	NSW	Sydney	11	9.1%		90.9%	76
11	Mount Colah	NSW	Sydney	96	8.3%	1.0%	90.6%	30
12	Scoresby	VIC	Melbourne	53	9.4%		90.6%	24
13	Artarmon	NSW	Sydney	21	4.8%	4.8%	90.5%	63
14	Engadine	NSW	Sydney	228	9.2%	0.4%	90.4%	20
15	Menai	NSW	Sydney	111	9.9%		90.1%	32
16	Melrose Park	NSW	Sydney	10	10.0%		90.0%	27
17	Willoughby East	NSW	Sydney	10	10.0%		90.0%	
18	Baulkham Hills	NSW	Sydney	425	7.5%	2.6%	89.9%	24
19	Croydon South	VIC	Melbourne	49	10.2%		89.8%	39
20	Kilsyth	VIC	Melbourne	153	9.2%	1.3%	89.5%	43
21	Wantirna South	VIC	Melbourne	169	7.1%	3.6%	89.3%	33
22	Rowville	VIC	Melbourne	439	9.8%	0.9%	89.3%	32
23	Westleigh	NSW	Sydney	84	10.7%		89.3%	30
24	Wheeler Heights	NSW	Sydney	35	11.4%		88.6%	19
25	Crows Nest	NSW	Sydney	26	3.8%	7.7%	88.5%	25
26	Ringwood East	VIC	Melbourne	104	11.5%		88.5%	37
27	North Parramatta	NSW	Sydney	26	11.5%		88.5%	50
28	Old Toongabbie	NSW	Sydney	34	11.8%		88.2%	21
29	Boronia	VIC	Melbourne	228	10.5%	1.3%	88.2%	37
30	Asquith	NSW	Sydney	48	12.5%		87.5%	24
31	Wandin North	VIC	Melbourne	24	12.5%		87.5%	49
32	Beaumont Hills	NSW	Sydney	182	11.0%	1.6%	87.4%	37
33	Ringwood	VIC	Melbourne	129	12.4%	0.8%	86.8%	46
34	Lalor Park	NSW	Sydney	102	11.8%	2.0%	86.3%	18
35	Seven Hills	NSW	Sydney	294	11.9%	2.0%	86.1%	29
36	Constitution Hill	NSW	Sydney	35	11.4%	2.9%	85.7%	39
37	The Basin	VIC	Melbourne	63	14.3%		85.7%	22
38	Lane Cove	NSW	Sydney	35	14.3%		85.7%	25
39	Homebush	NSW	Sydney	14	14.3%		85.7%	48
40	Hurstville Grove	NSW	Sydney	14	14.3%		85.7%	66
41	Kariong	NSW	Sydney	118	11.9%	2.5%	85.6%	28
42	Croydon North	VIC	Melbourne	97	13.4%	1.0%	85.6%	42
43	Bayswater North	VIC	Melbourne	97	14.4%		85.6%	33
44	Ferntree Gully	VIC	Melbourne	318	12.3%	2.2%	85.5%	37
45	South Hurstville	NSW	Sydney	27	14.8%		85.2%	42
46	Northmead	NSW	Sydney	114	14.9%		85.1%	33
47	Dulwich Hill	NSW	Sydney	33	15.2%		84.8%	56
48	Upper Ferntree Gully	VIC	Melbourne	46	15.2%		84.8%	31
49	Castle Hill	NSW	Sydney	571	13.7%	1.6%	84.8%	29
50	Croydon	VIC	Melbourne	291	13.7%	1.7%	84.5%	34

No	Suburb	State	Region	Total sales	Below list price	At list price	Above list price	Average time on market
51	Thornleigh	NSW	Sydney	108	13.9%	1.9%	84.3%	41
52	Sutherland	NSW	Sydney	25	16.0%		84.0%	32
53	Epping	NSW	Sydney	106	14.2%	1.9%	84.0%	45
54	Yarrawarra	NSW	Sydney	31	16.1%		83.9%	29
55	Vermont	VIC	Melbourne	74	14.9%	1.4%	83.8%	57
56	Stanmore	NSW	Sydney	43	16.3%		83.7%	34
57	Frenchs Forest	NSW	Sydney	219	13.7%	2.7%	83.6%	29
58	Blackburn North	VIC	Melbourne	36	11.1%	5.6%	83.3%	34
59	Bayswater	VIC	Melbourne	120	14.2%	2.5%	83.3%	35
60	Chimside Park	VIC	Melbourne	156	14.7%	1.9%	83.3%	40
61	Concord West	NSW	Sydney	36	16.7%		83.3%	70
62	Lapstone	NSW	Sydney	12	16.7%		83.3%	41
63	Carss Park	NSW	Sydney	12	16.7%		83.3%	133
64	Hornsby	NSW	Sydney	125	14.4%	2.4%	83.2%	30
65	Leichhardt	NSW	Sydney	113	15.9%	0.9%	83.2%	45
66	Dundas Valley	NSW	Sydney	65	16.9%		83.1%	47
67	Mooroolbark	VIC	Melbourne	375	15.7%	1.3%	82.9%	47
68	Five Dock	NSW	Sydney	41	17.1%		82.9%	59
69	Toongabbie	NSW	Sydney	127	15.7%	1.6%	82.7%	37
70	Heathmont	VIC	Melbourne	92	15.2%	2.2%	82.6%	43
71	Narraweena	NSW	Sydney	57	14.0%	3.5%	82.5%	45
72	Concord	NSW	Sydney	85	15.3%	2.4%	82.4%	52
73	Camperdown	NSW	Sydney	17	17.6%		82.4%	35
74	Gymea	NSW	Sydney	17	17.6%		82.4%	32
75	Kogarah	NSW	Sydney	17	17.6%		82.4%	63
76	Berowra	NSW	Sydney	62	16.1%	1.6%	82.3%	32
77	Newtown	NSW	Sydney	62	16.1%	1.6%	82.3%	41
78	Surry Hills	NSW	Sydney	45	17.8%		82.2%	42
79	Annandale	NSW	Sydney	67	17.9%		82.1%	36
80	Notting Hill	VIC	Melbourne	22	18.2%		81.8%	54
81	Pagewood	NSW	Sydney	11	18.2%		81.8%	67
82	North Strathfield	NSW	Sydney	11	18.2%		81.8%	
83	Mortdale	NSW	Sydney	60	16.7%	1.7%	81.7%	43
84	Jannali	NSW	Sydney	49	14.3%	4.1%	81.6%	32
85	Vermont South	VIC	Melbourne	49	18.4%		81.6%	36
86	Bonnet Bay	NSW	Sydney	27	14.8%	3.7%	81.5%	21
87	Jewells	NSW	Hunter	32	15.6%	3.1%	81.3%	46
88	Hampton East	VIC	Melbourne	21	14.3%	4.8%	81.0%	67
89	Cabarita	NSW	Sydney	26	15.4%	3.8%	80.8%	49
90	Davidson	NSW	Sydney	52	17.3%	1.9%	80.8%	33
91	North Balgowlah	NSW	Sydney	57	19.3%		80.7%	40
92	Ersleville	NSW	Sydney	31	9.7%	9.7%	80.6%	39
93	Helensburgh	NSW	Illawarra	62	14.5%	4.8%	80.6%	64
94	Caringbah	NSW	Sydney	46	17.4%	2.2%	80.4%	27
95	Craigie	WA	Perth	143	16.1%	3.5%	80.4%	23
96	Rouse Hill	NSW	Sydney	168	16.1%	3.6%	80.4%	30
97	Carlingford	NSW	Sydney	229	17.5%	2.2%	80.3%	40
98	Marrickville	NSW	Sydney	66	15.2%	4.5%	80.3%	43
99	Belgrave	VIC	Melbourne	76	18.4%	1.3%	80.3%	44
100	Rosebery	NSW	Sydney	15	20.0%		80.0%	42

Top 100 suburbs selling above list price – units

No	Suburb	State	Region	Total sales	Below list price	At list price	Above list price	Average time on market
1	Forest Hill	VIC	Melbourne	12			100.0%	24
2	Croydon South	VIC	Melbourne	11			100.0%	
3	North Willoughby	NSW	Sydney	10			100.0%	
4	Knoxfield	VIC	Melbourne	25	4.0%		96.0%	26
5	Cherrybrook	NSW	Sydney	46	4.3%		95.7%	18
6	Wantima South	VIC	Melbourne	22		4.5%	95.5%	33
7	Donvale	VIC	Melbourne	20	5.0%		95.0%	38
8	Engadine	NSW	Sydney	87	4.6%	2.3%	93.1%	25
9	West Pennant Hills	NSW	Sydney	14	7.1%		92.9%	
10	North Manly	NSW	Sydney	14	7.1%		92.9%	
11	Menai	NSW	Sydney	41	7.3%		92.7%	42
12	Artarmon	NSW	Sydney	92	7.6%		92.4%	21
13	Lilyfield	NSW	Sydney	26	7.7%		92.3%	33
14	Kariong	NSW	Sydney	13	7.7%		92.3%	18
15	North Rocks	NSW	Sydney	12	8.3%		91.7%	31
16	Ferntree Gully	VIC	Melbourne	66	9.1%		90.9%	32
17	Beecroft	NSW	Sydney	11	9.1%		90.9%	
18	Canada Bay	NSW	Sydney	10	10.0%		90.0%	
19	Cromer	NSW	Sydney	10	10.0%		90.0%	
20	Lane Cove North	NSW	Sydney	127	9.4%	0.8%	89.8%	15
21	Mooroolbark	VIC	Melbourne	53	5.7%	5.7%	88.7%	60
22	Boronia	VIC	Melbourne	157	11.5%	0.6%	87.9%	42
23	North Bondi	NSW	Sydney	33	12.1%		87.9%	22
24	Oakleigh East	VIC	Melbourne	16	6.3%	6.3%	87.5%	65
25	Heathcote	NSW	Sydney	24	8.3%	4.2%	87.5%	20
26	Hornsby	NSW	Sydney	347	10.7%	2.0%	87.3%	28
27	Queenscliff	NSW	Sydney	102	8.8%	3.9%	87.3%	29
28	Point Frederick	NSW	Sydney	47	12.8%		87.2%	43
29	Lilydale	VIC	Melbourne	69	11.6%	1.4%	87.0%	61
30	Balgowlah	NSW	Sydney	119	10.9%	2.5%	86.6%	23
31	Russell Lea	NSW	Sydney	29	13.8%		86.2%	47
32	Five Dock	NSW	Sydney	64	12.5%	1.6%	85.9%	27
33	Miranda	NSW	Sydney	184	11.4%	2.7%	85.9%	32
34	Warabrook	NSW	Hunter	14	14.3%		85.7%	
35	North Ryde	NSW	Sydney	14	14.3%		85.7%	
36	Manly Vale	NSW	Sydney	145	12.4%	2.1%	85.5%	33
37	Kincumber	NSW	Sydney	27	14.8%		85.2%	60
38	Oatley	NSW	Sydney	67	14.9%		85.1%	30
39	Crows Nest	NSW	Sydney	53	11.3%	3.8%	84.9%	29
40	Castle Hill	NSW	Sydney	184	9.8%	5.4%	84.8%	39
41	Narraweena	NSW	Sydney	13	7.7%	7.7%	84.6%	
42	Bulli	NSW	Illawarra	13	15.4%		84.6%	
43	Freshwater	NSW	Sydney	162	11.7%	3.7%	84.6%	25
44	Wollstonecraft	NSW	Sydney	141	12.8%	2.8%	84.4%	32
45	Banksia	NSW	Sydney	19	10.5%	5.3%	84.2%	24
46	Baulkham Hills	NSW	Sydney	208	13.5%	2.4%	84.1%	28
47	Croydon	VIC	Melbourne	244	11.9%	4.1%	84.0%	44
48	Allawah	NSW	Sydney	81	16.0%		84.0%	35
49	Teloepa	NSW	Sydney	56	16.1%		83.9%	17
50	GyMEA	NSW	Sydney	130	11.5%	4.6%	83.8%	25

No	Suburb	State	Region	Total sales	Below list price	At list price	Above list price	Average time on market
51	Kirrawee	NSW	Sydney	80	16.3%		83.8%	26
52	Rowville	VIC	Melbourne	36	8.3%	8.3%	83.3%	67
53	Northmead	NSW	Sydney	120	14.2%	2.5%	83.3%	24
54	Abbotsford	NSW	Sydney	65	15.4%	1.5%	83.1%	56
55	Summer Hill	NSW	Sydney	64	15.6%	1.6%	82.8%	25
56	Sutherland	NSW	Sydney	284	12.3%	4.9%	82.7%	19
57	Lane Cove	NSW	Sydney	127	15.7%	1.6%	82.7%	28
58	Cammeray	NSW	Sydney	74	12.2%	5.4%	82.4%	37
59	Clovelly	NSW	Sydney	17	11.8%	5.9%	82.4%	30
60	Greenwich	NSW	Sydney	28	10.7%	7.1%	82.1%	39
61	North Parramatta	NSW	Sydney	237	16.5%	1.7%	81.9%	24
62	Forestville	NSW	Sydney	11	9.1%	9.1%	81.8%	36
63	Naremburn	NSW	Sydney	44	18.2%		81.8%	40
64	Macquarie Park	NSW	Sydney	109	14.7%	3.7%	81.7%	32
65	Fairlight	NSW	Sydney	76	15.8%	2.6%	81.6%	30
66	Dee Why	NSW	Sydney	739	15.2%	3.7%	81.2%	32
67	Meadowbank	NSW	Sydney	121	19.0%		81.0%	25
68	Waitara	NSW	Sydney	133	15.0%	4.5%	80.5%	29
69	Enmore	NSW	Sydney	10	10.0%	10.0%	80.0%	
70	Bronte	NSW	Sydney	20	15.0%	5.0%	80.0%	41
71	Ringwood East	VIC	Melbourne	85	15.3%	4.7%	80.0%	50
72	Lindfield	NSW	Sydney	25	16.0%	4.0%	80.0%	23
73	Dundas Valley	NSW	Sydney	25	16.0%	4.0%	80.0%	108
74	West Ryde	NSW	Sydney	125	18.4%	1.6%	80.0%	31
75	Bayswater	VIC	Melbourne	90	20.0%		80.0%	52
76	Earlwood	NSW	Sydney	20	20.0%		80.0%	43
77	Ringwood North	VIC	Melbourne	20	20.0%		80.0%	45
78	Tamarama	NSW	Sydney	10	20.0%		80.0%	
79	Denistone	NSW	Sydney	10	20.0%		80.0%	
80	Bardwell Park	NSW	Sydney	10	20.0%		80.0%	
81	Mount Evelyn	VIC	Melbourne	10	20.0%		80.0%	
82	Dulwich Hill	NSW	Sydney	104	16.3%	3.8%	79.8%	25
83	Blacktown	NSW	Sydney	296	17.9%	2.4%	79.7%	30
84	Cronulla	NSW	Sydney	477	16.6%	3.8%	79.7%	32
85	Paddington	NSW	Sydney	49	14.3%	6.1%	79.6%	31
86	Rosebery	NSW	Sydney	49	14.3%	6.1%	79.6%	29
87	Leichhardt	NSW	Sydney	44	18.2%	2.3%	79.5%	25
88	Sylvania	NSW	Sydney	83	16.9%	3.6%	79.5%	40
89	Carlingford	NSW	Sydney	122	17.2%	3.3%	79.5%	40
90	Cremorne	NSW	Sydney	122	18.0%	2.5%	79.5%	35
91	Croydon	NSW	Sydney	39	20.5%		79.5%	45
92	South Hurstville	NSW	Sydney	53	13.2%	7.5%	79.2%	53
93	Caringbah	NSW	Sydney	284	16.2%	4.6%	79.2%	39
94	Quakers Hill	NSW	Sydney	80	18.8%	2.5%	78.8%	17
95	Willoughby	NSW	Sydney	47	8.5%	12.8%	78.7%	20
96	Centennial Park	NSW	Sydney	14	14.3%	7.1%	78.6%	48
97	Eastwood	NSW	Sydney	70	17.1%	4.3%	78.6%	35
98	Marsfield	NSW	Sydney	146	17.8%	4.1%	78.1%	34
99	Rydalmere	NSW	Sydney	45	17.8%	4.4%	77.8%	43
100	Rosanna	VIC	Melbourne	18	22.2%		77.8%	63

Top 100 suburbs selling below list price – houses

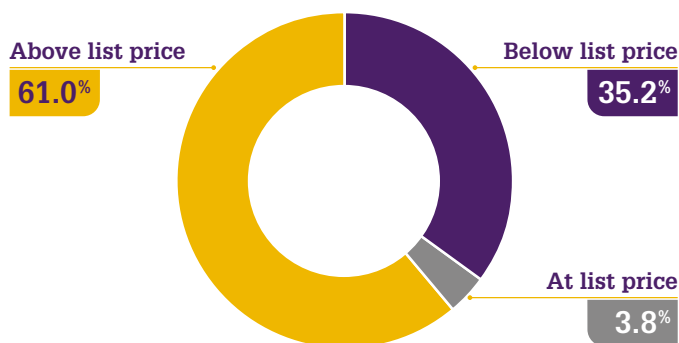
No	Suburb	State	Region	Total sales	Below list price	At list price	Above list price	Average time on market
1	Emu Park	QLD	Fitzroy	42	100.0%			117
2	Port Pirie West	SA	Northern	41	100.0%			92
3	Whyalla Playford	SA	Northern	36	100.0%			163
4	Granville	QLD	Wide Bay-Burnett	34	100.0%			91
5	Scotts Head	NSW	Mid-North Coast	29	100.0%			
6	Moruya Heads	NSW	South Eastern	29	100.0%			174
7	Harden	NSW	South Eastern	29	100.0%			156
8	Wooli	NSW	Mid-North Coast	26	100.0%			
9	Diamond Beach	NSW	Mid-North Coast	26	100.0%			216
10	Derby	WA	Kimberley	26	100.0%			170
11	Denhams Beach	NSW	South Eastern	24	100.0%			172
12	Sisters Beach	TAS	Mersey-Lyell	24	100.0%			153
13	North Narooma	NSW	South Eastern	23	100.0%			181
14	Blackstone	QLD	Brisbane	23	100.0%			70
15	Amity	QLD	Brisbane	23	100.0%			
16	Boreen Point	QLD	Sunshine Coast	23	100.0%			141
17	Aldershot	QLD	Wide Bay-Burnett	23	100.0%			141
18	Sunderland Bay	VIC	Gippsland	23	100.0%			120
19	Queenton	QLD	Northern	22	100.0%			
20	Tongala	VIC	Goulburn	22	100.0%			143
21	Cervantes	WA	Midlands	22	100.0%			124
22	Tully	QLD	Far North	21	100.0%			115
23	Barlows Hill	QLD	Fitzroy	21	100.0%			79
24	Apple Tree Creek	QLD	Wide Bay-Burnett	21	100.0%			
25	Streaky Bay	SA	Eyre	21	100.0%			
26	West Lamington	WA	South Eastern	21	100.0%			104
27	Barooga	NSW	Murray	20	100.0%			
28	Crystal Brook	SA	Northern	20	100.0%			194
29	Risdon Park South	SA	Northern	20	100.0%			103
30	North Beach	SA	Yorke and Lower North	20	100.0%			114
31	Mahomets Flats	WA	Central	20	100.0%			114
32	Nelly Bay	QLD	Northern	19	100.0%			149
33	Lower Wonga	QLD	Wide Bay-Burnett	18	100.0%			
34	Jaspers Brush	NSW	Illawarra	17	100.0%			
35	Jamberoo	NSW	Illawarra	17	100.0%			114
36	Aldavilla	NSW	Mid-North Coast	17	100.0%			126
37	Jindabyne	NSW	South Eastern	17	100.0%			143
38	Veteran	QLD	Wide Bay-Burnett	17	100.0%			110
39	Port Hughes	SA	Yorke and Lower North	17	100.0%			
40	Tolmans Hill	TAS	Greater Hobart	17	100.0%			
41	Mortlake	VIC	Western District	17	100.0%			120
42	Hopetoun	WA	South Eastern	17	100.0%			
43	Mathoura	NSW	Murray	16	100.0%			
44	Darlington Point	NSW	Murrumbidgee	16	100.0%			
45	Karabin	QLD	Brisbane	16	100.0%			
46	Jandowae	QLD	Darling Downs	16	100.0%			
47	Innisfail Estate	QLD	Far North	16	100.0%			
48	Bungundarra	QLD	Fitzroy	16	100.0%			
49	Hughenden	QLD	North West	16	100.0%			
50	Yabulu	QLD	Northern	16	100.0%			
51	Boonooroo	QLD	Wide Bay-Burnett	16	100.0%			
52	Roxby Downs	SA	Northern	16	100.0%			
53	Waratah	TAS	Mersey-Lyell	16	100.0%			
54	Cunderdin	WA	Midlands	16	100.0%			
55	Batlow	NSW	Murrumbidgee	15	100.0%			
56	Glenelg South	SA	Adelaide	15	100.0%			127
57	Oatlands	TAS	Southern	15	100.0%			
58	Macarthur	VIC	Western District	15	100.0%			
59	Gledhow	WA	Lower Great Southern	15	100.0%			85
60	Dowerin	WA	Midlands	15	100.0%			
61	Pillar Valley	NSW	Mid-North Coast	14	100.0%			
62	Greenhill	NSW	Mid-North Coast	14	100.0%			
63	Pampoolah	NSW	Mid-North Coast	14	100.0%			
64	Saunders Beach	QLD	Northern	14	100.0%			
65	Palmview	QLD	Sunshine Coast	14	100.0%			
66	Booie	QLD	Wide Bay-Burnett	14	100.0%			
67	Traveston	QLD	Wide Bay-Burnett	14	100.0%			
68	Beachport	SA	South East	14	100.0%			
69	South Burnie	TAS	Mersey-Lyell	14	100.0%			
70	Avenel	VIC	Goulburn	14	100.0%			193
71	Green Head	WA	Central	14	100.0%			
72	Wooloweyah	NSW	Mid-North Coast	13	100.0%			
73	Bayview	NT	Darwin	13	100.0%			
74	Johnston	NT	Darwin	13	100.0%			163
75	Donnybrook	QLD	Brisbane	13	100.0%			
76	Dunwich	QLD	Brisbane	13	100.0%			
77	Port Curtis	QLD	Fitzroy	13	100.0%			
78	Woodbury	QLD	Fitzroy	13	100.0%			
79	North Arm	QLD	Sunshine Coast	13	100.0%			
80	Thompson Beach	SA	Outer Adelaide	13	100.0%			
81	Stony Rise	TAS	Mersey-Lyell	13	100.0%			
82	Strahan	TAS	Mersey-Lyell	13	100.0%			
83	Yarloop	WA	South West	13	100.0%			
84	Red Hill	ACT	Canberra	12	100.0%			133
85	Berrara	NSW	Illawarra	12	100.0%			
86	Lake Conjola	NSW	Illawarra	12	100.0%			
87	Newry Island	NSW	Mid-North Coast	12	100.0%			
88	Fairy Hill	NSW	Richmond-Tweed	12	100.0%			
89	Great Mackerel Beach	NSW	Sydney	12	100.0%			
90	Kurrimine Beach	QLD	Far North	12	100.0%			
91	Goomboorian	QLD	Wide Bay-Burnett	12	100.0%			
92	Tamaree	QLD	Wide Bay-Burnett	12	100.0%			
93	Torbanlea	QLD	Wide Bay-Burnett	12	100.0%			
94	Springfield	SA	Adelaide	12	100.0%			
95	Meningie	SA	Murray Lands	12	100.0%			
96	Coles Bay	TAS	Southern	12	100.0%			
97	Miena	TAS	Southern	12	100.0%			
98	Swansea	TAS	Southern	12	100.0%			
99	Bundalong	VIC	Goulburn	12	100.0%			
100	Casterton	VIC	Western District	12	100.0%			

Top 100 suburbs selling below list price – units

No	Suburb	State	Region	Total sales	Below list price	At list price	Above list price	Average time on market
1	Ulverstone	TAS	Mersey-Lyell	32	100.0%			162
2	Bundaberg West	QLD	Wide Bay-Burnett	26	100.0%			172
3	Benalla	VIC	Goulburn	22	100.0%			146
4	Gympie	QLD	Wide Bay-Burnett	21	100.0%			102
5	Malua Bay	NSW	South Eastern	20	100.0%			
6	Warwick	QLD	Darling Downs	19	100.0%			135
7	Mooroopna	VIC	Goulburn	19	100.0%			88
8	Mira Mar	WA	Lower Great Southern	19	100.0%			120
9	Tea Gardens	NSW	Hunter	17	100.0%			
10	Mollymook	NSW	Illawarra	17	100.0%			
11	Wollongbar	NSW	Richmond-Tweed	17	100.0%			165
12	Kings Meadows	TAS	Northern	17	100.0%			145
13	Mansfield	VIC	Goulburn	17	100.0%			144
14	Caloundra West	QLD	Sunshine Coast	16	100.0%			118
15	Atherton	QLD	Far North	15	100.0%			133
16	Broome	WA	Kimberley	15	100.0%			
17	Warrawong	NSW	Illawarra	14	100.0%			118
18	West Albury	NSW	Murray	14	100.0%			155
19	Tolland	NSW	Murrumbidgee	14	100.0%			
20	Petrie	QLD	Brisbane	14	100.0%			
21	Bundaberg North	QLD	Wide Bay-Burnett	14	100.0%			
22	Willaston	SA	Adelaide	14	100.0%			
23	Marshall	VIC	Barwon	14	100.0%			59
24	North Albury	NSW	Murray	13	100.0%			130
25	Boomerang Beach	NSW	Hunter	12	100.0%			
26	Kooralbyn	QLD	West Moreton	12	100.0%			
27	Esperance	WA	South Eastern	12	100.0%			
28	Waterford	QLD	Brisbane	11	100.0%			
29	Garbutt	QLD	Northern	11	100.0%			
30	Parafield Gardens	SA	Adelaide	11	100.0%			76
31	Somerset	TAS	Mersey-Lyell	11	100.0%			74
32	South Albury	NSW	Murray	10	100.0%			164
33	Eden	NSW	South Eastern	10	100.0%			
34	Sunshine Bay	NSW	South Eastern	10	100.0%			
35	Braitling	NT	Northern Territory - Bal	10	100.0%			
36	Jacobs Well	QLD	Gold Coast	10	100.0%			
37	Ayr	QLD	Northern	10	100.0%			
38	Beaumont	SA	Adelaide	10	100.0%			
39	Surrey Downs	SA	Adelaide	10	100.0%			
40	Whyalla Jenkins	SA	Northern	10	100.0%			
41	Bright	VIC	Ovens-Murray	10	100.0%			
42	Cowes	VIC	Gippsland	45	97.8%		2.2%	157
43	Twin Waters	QLD	Sunshine Coast	73	97.3%	1.4%	1.4%	134
44	Hawks Nest	NSW	Hunter	35	97.1%		2.9%	164
45	Main Beach	QLD	Gold Coast	139	97.1%		2.9%	125
46	Bayview	NT	Darwin	28	96.4%		3.6%	118
47	Dunsborough	WA	South West	54	96.3%	1.9%	1.9%	182
48	Millner	NT	Darwin	27	96.3%		3.7%	97
49	Belgian Gardens	QLD	Northern	24	95.8%	4.2%		79
50	Parkinson	QLD	Brisbane	23	95.7%		4.3%	60
51	Gillen	NT	Northern Territory - Bal	44	95.5%	2.3%	2.3%	85
52	Springdale Heights	NSW	Murray	22	95.5%	4.5%		113
53	Melton West	VIC	Melbourne	22	95.5%		4.5%	90
54	Yeppoon	QLD	Fitzroy	43	95.3%		4.7%	122
55	Davoren Park	SA	Adelaide	42	95.2%		4.8%	127
56	Saint Agnes	SA	Adelaide	20	95.0%		5.0%	72
57	Queenstown	SA	Adelaide	20	95.0%	5.0%	0.0%	104
58	Riverside	TAS	Northern	20	95.0%		5.0%	84
59	Burpengary	QLD	Brisbane	19	94.7%	0.0%	5.3%	
60	Tennyson	SA	Adelaide	19	94.7%		5.3%	67
61	Shearwater	TAS	Mersey-Lyell	19	94.7%	5.3%		134
62	Morwell	VIC	Gippsland	19	94.7%		5.3%	183
63	Wagga Wagga	NSW	Murrumbidgee	56	94.6%	3.6%	1.8%	119
64	Wodonga	VIC	Ovens-Murray	72	94.4%	4.2%	1.4%	127
65	Newnham	TAS	Northern	18	94.4%		5.6%	150
66	Wonthaggi	VIC	Gippsland	18	94.4%		5.6%	117
67	Mindarie	WA	Perth	18	94.4%		5.6%	102
68	Bargara	QLD	Wide Bay-Burnett	53	94.3%		5.7%	122
69	Traralgon	VIC	Gippsland	53	94.3%	0.0%	5.7%	116
70	Lavington	NSW	Murray	104	94.2%		5.8%	120
71	Bellara	QLD	Brisbane	34	94.1%	2.9%	2.9%	109
72	Griffith	NSW	Murrumbidgee	17	94.1%	5.9%		159
73	Gladstone Central	QLD	Fitzroy	17	94.1%		5.9%	158
74	Montville	QLD	Sunshine Coast	17	94.1%		5.9%	
75	Colac	VIC	Barwon	17	94.1%		5.9%	
76	Wurtulla	QLD	Sunshine Coast	32	93.8%	3.1%	3.1%	76
77	Casino	NSW	Richmond-Tweed	16	93.8%	6.3%		
78	Dutton Park	QLD	Brisbane	16	93.8%		6.3%	129
79	Agnes Water	QLD	Fitzroy	16	93.8%	6.3%		
80	Goolwa	SA	Outer Adelaide	16	93.8%	6.3%		103
81	Kensington	WA	Perth	16	93.8%		6.3%	70
82	Nelly Bay	QLD	Northern	47	93.6%	6.4%		130
83	Devonport	TAS	Mersey-Lyell	47	93.6%	6.4%		99
84	Prospect Vale	TAS	Northern	31	93.5%		6.5%	97
85	Forster	NSW	Hunter	180	93.3%	1.7%	5.0%	133
86	Peregian Beach	QLD	Sunshine Coast	60	93.3%		6.7%	103
87	Banksia Beach	QLD	Brisbane	45	93.3%		6.7%	158
88	Narooma	NSW	South Eastern	30	93.3%	3.3%	3.3%	145
89	Surf Beach	NSW	South Eastern	30	93.3%	3.3%	3.3%	159
90	Sandstone Point	QLD	Brisbane	30	93.3%	6.7%		161
91	Mount Barker	SA	Outer Adelaide	30	93.3%		6.7%	123
92	Loganholme	QLD	Brisbane	15	93.3%		6.7%	
93	Elizabeth Grove	SA	Adelaide	15	93.3%		6.7%	134
94	Risdon Park South	SA	Northern	15	93.3%	6.7%		129
95	East Devonport	TAS	Mersey-Lyell	15	93.3%	6.7%		
96	Paynesville	VIC	East Gippsland	44	93.2%	2.3%	4.5%	118
97	East Side	NT	Northern Territory - Bal	29	93.1%	6.9%		78
98	Bongaree	QLD	Brisbane	100	93.0%	2.0%	5.0%	113
99	Harrington	NSW	Mid-North Coast	14	92.9%	7.1%		167
100	Sydney Olympic Park	NSW	Sydney	14	92.9%		7.1%	140

Top Sydney suburbs for discounting

Proportion of sales below, at and above list price, 12 months to June 2014



Across Greater Sydney, 59.5% of houses and 63.6% of units have sold at prices higher than their initial list price over the past year. This is the highest proportion of homes selling above their list price of all capital cities. The high proportion of homes selling above their initial list price is reflective of the strong Sydney housing market conditions where home values have increased by 14.8% over the 12 months to July 2014.

Middle Cove was the only Sydney suburb where all house sales have occurred at a price above the original list price over the past year. Similarly, North Willoughby is the only suburb where all units have sold for more than the list price. Looking at the top ten lists of suburbs with the greatest proportion of house and unit sales above the initial list price there's no clear trend across the results from a geographical or pricing perspective. The high proportion of homes selling above their list price is also reflective of a short average time on market.

Daleys Point, Great Mackerel Beach, Leppington and Oakville have each recorded all of their house sales over the past year at a price lower than the original list price. For units, every suburb has seen at least one unit sell for more than the original list price however, Sydney Olympic Park had the greatest proportion of sales below the list price at 92.9%. Across the housing market, those suburbs with the highest proportion of sales below list price were all located on the outskirts of the city in more affordable regions of Sydney where housing market conditions haven't been as strong. For units the results were once again quite mixed however, the majority of these suburbs were located on the outskirts of the city.

Suburbs with the greatest proportion of houses selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Middle Cove	Willoughby	10			100.0%	
Winston Hills	Parramatta	174	3.4%		96.6%	25
Alexandria	Sydney	24	4.2%		95.8%	35
Cherrybrook	Hornsby	210	5.7%	1.4%	92.9%	24
Carlton	Kogarah	25	8.0%		92.0%	52
Rodd Point	Canada Bay	11	9.1%		90.9%	76
Mount Colah	Hornsby	96	8.3%	1.0%	90.6%	30
Artamon	Willoughby	21	4.8%	4.8%	90.5%	63
Engadine	Sutherland Shire	228	9.2%	0.4%	90.4%	20
Menai	Sutherland Shire	111	9.9%		90.1%	32

Suburbs with the greatest proportion of units selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
North Willoughby	Willoughby	10			100.0%	
Cherrybrook	Hornsby	46	4.3%		95.7%	18
Engadine	Sutherland Shire	87	4.6%	2.3%	93.1%	25
West Pennant Hills	The Hills Shire	14	7.1%		92.9%	
North Manly	Warringah	14	7.1%		92.9%	
Menai	Sutherland Shire	41	7.3%		92.7%	42
Artamon	Willoughby	92	7.6%		92.4%	21
Kariong	Gosford	13	7.7%		92.3%	18
Lilyfield	Leichhardt	26	7.7%		92.3%	33
North Rocks	The Hills Shire	12	8.3%		91.7%	31

Suburbs with the greatest proportion of houses selling below list price

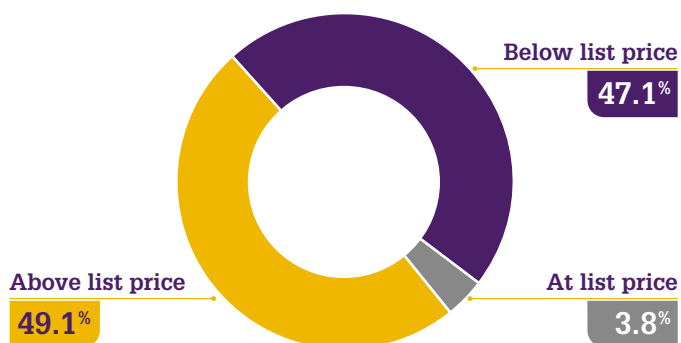
Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Daleys Point	Gosford	11	100.0%			
Great Mackerel Beach	Pittwater	12	100.0%			
Leppington	Camden	11	100.0%			
Oakville	Hawkesbury	10	100.0%			
Lower Portland	Hawkesbury	17	94.1%		5.9%	
Castlereagh	Penrith	15	93.3%		6.7%	
Llandilo	Penrith	15	93.3%		6.7%	178
Razorback	Wollondilly	14	92.9%		7.1%	
Magenta	Wyong	11	90.9%		9.1%	
Mangrove Mountain	Gosford	11	90.9%		9.1%	

Suburbs with the greatest proportion of units selling below list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Sydney Olympic Park	Auburn	14	92.9%		7.1%	140
Belrose	Warringah	17	82.4%	5.9%	11.8%	
Blaxland	Blue Mountains	11	81.8%		18.2%	149
Dawes Point	Sydney	20	80.0%		20.0%	162
Fairfield Heights	Fairfield	17	76.5%		23.5%	30
Smithfield	Holroyd	24	75.0%		25.0%	78
Wyong	Wyong	36	75.0%	2.8%	22.2%	85
Lake Haven	Wyong	16	75.0%	6.3%	18.8%	66
Booker Bay	Gosford	16	75.0%	12.5%	12.5%	123
Carramar	Fairfield	51	74.5%	3.9%	21.6%	42

Top Melbourne suburbs for discounting

Proportion of sales below, at and above list price, 12 months to June 2014



The majority of Melbourne houses (50.4%) and a high proportion of units (45.4%) have sold for more than their initial list price over the past year. The high proportion of home selling above list price is indicative of strong housing demand across Melbourne currently which is further highlighted by the fact that home values across the city are 11.0% higher over the 12 months to July 2014. It is also reflective of the decline in time on market over the year, with more sales and a faster rate of sale homes are more likely to sell for more than their list price.

Kilsyth South in Melbourne recorded the greatest proportion of house sales higher than the original list price over the past year with 94.4% of all sales. For units, both Forest Hill and Croydon South saw all sales transact at a price higher than their original list price. The eastern and south-eastern council areas of Maroondah and Knox dominated the list of regions with the most house sales above list price over the past year. This indicates strong housing demand in these areas. For units, Knox and Maroondah are once again prevalent accounting for half of the suburbs listed while relatively nearby Forest Hill, Mooroolbark and Lilydale also make the list.

Kurunjang houses (86.0%) and Melton West units (95.5%) are the two suburbs with the highest proportion of houses and units selling for less than their original purchase price. Suburbs of Melton and Mornington Peninsula dominate the list for suburbs with the greatest proportion of houses selling for less than their list price. For units, the Melton region is once again prevalent with a number of other areas on the outskirts of the city also making the list.

Suburbs with the greatest proportion of houses selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Kilsyth South	Maroondah	36	5.6%		94.4%	16
Knoxfield	Knox	68	5.9%		94.1%	29
Wantima	Knox	99	6.1%	2.0%	91.9%	37
Flemington	Moonee Valley	23	4.3%	4.3%	91.3%	35
Scoresby	Knox	53	9.4%		90.6%	24
Croydon South	Maroondah	49	10.2%		89.8%	39
Kilsyth	Yarra Ranges	153	9.2%	1.3%	89.5%	43
Wantima South	Knox	169	7.1%	3.6%	89.3%	33
Rowville	Knox	439	9.8%	0.9%	89.3%	32
Ringwood East	Maroondah	104	11.5%		88.5%	37

Suburbs with the greatest proportion of units selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Forest Hill	Whitehorse	12			100.0%	24
Croydon South	Maroondah	11			100.0%	
Knoxfield	Knox	25	4.0%		96.0%	26
Wantima South	Knox	22		4.5%	95.5%	33
Donvale	Manningham	20	5.0%		95.0%	38
Ferntree Gully	Knox	66	9.1%		90.9%	32
Mooroolbark	Yarra Ranges	53	5.7%	5.7%	88.7%	60
Boronia	Knox	157	11.5%	0.6%	87.9%	42
Oakleigh East	Monash	16	6.3%	6.3%	87.5%	65
Lilydale	Yarra Ranges	69	11.6%	1.4%	87.0%	61

Suburbs with the greatest proportion of houses selling below list price

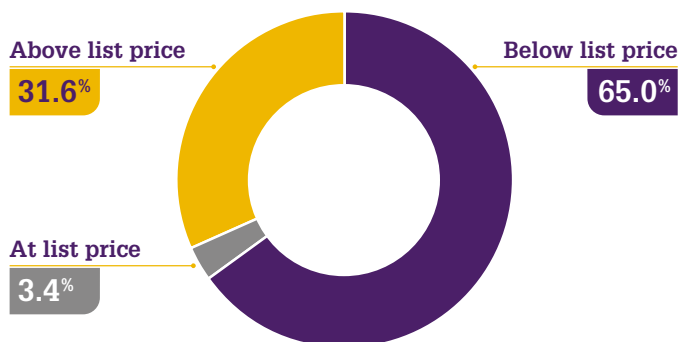
Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Kurunjang	Melton	172	86.0%	1.2%	12.8%	103
Lang Lang	Cardinia	24	83.3%		16.7%	103
Melton South	Melton	171	82.5%	0.6%	17.0%	100
Fingal	Mornington Peninsula	17	82.4%	0.0%	17.6%	125
Brookfield	Melton	146	81.5%	2.7%	15.8%	96
Sorrento	Mornington Peninsula	105	81.0%	2.9%	16.2%	120
Portsea	Mornington Peninsula	29	79.3%		20.7%	139
Blairgowrie	Mornington Peninsula	157	79.0%	0.6%	20.4%	94
Melton West	Melton	333	79.0%	1.5%	19.5%	100
Eynesbury	Wyndham	38	78.9%	7.9%	13.2%	92

Suburbs with the greatest proportion of units selling below list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Melton West	Melton	22	95.5%		4.5%	90
Rosebud	Mornington Peninsula	51	90.2%		9.8%	133
Melton	Melton	17	88.2%	5.9%	5.9%	112
Melton South	Melton	23	87.0%		13.0%	98
Kurunjang	Melton	14	85.7%		14.3%	103
Healesville	Yarra Ranges	21	85.7%	9.5%	4.8%	113
Whittlesea	Whittlesea	19	84.2%		15.8%	159
Wyndham Vale	Wyndham	23	82.6%		17.4%	98
Caulfield East	Glen Eira	11	81.8%		18.2%	
Roxburgh Park	Hume	15	80.0%	6.7%	13.3%	124

Top Brisbane suburbs for discounting

Proportion of sales below, at and above list price, 12 months to June 2014



Most Brisbane homes continue to sell for less than their initial list price however, over the past year 32.5% of house sales and 28.3% of unit sales were above the original list price. Although this is a reasonable proportion the fact that most homes continue to sell for less than the list price is reflective of conditions that are improving across the city albeit not as strong as they are in Sydney and Melbourne, with home values up 6.9% over the 12 months to July 2014. The higher average number of days on market is also indicative of the lower proportion of homes selling above list price relative to Sydney and Melbourne.

Chandler recorded the greatest proportion of house sales above list price over the past year (73.3%) while for units, Tanah Merah recorded the greatest proportion at a lower 66.7%. Across the housing market, the suburbs with the greatest proportion of sales above the original list price is dominated by suburbs located relatively close to the city centre. It is a similar result for units, with Tanah Merah in Logan the notable exception.

A number of Brisbane suburbs have recorded all sales over the past year at a price lower than the original list price. Of the suburbs for houses listed they are largely situated further away from the city where houses are generally more affordable. For units, both Waterford and Petrie have recorded all sales over the past year below the original list price. Much like the results for houses, most of the suburbs listed are located further away from the city centre and are home to relatively more affordable units.

Suburbs with the greatest proportion of houses selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Chandler	Brisbane	30	23.3%	3.3%	73.3%	90
Mansfield	Brisbane	127	29.9%	3.9%	66.1%	27
Gordon Park	Brisbane	59	35.6%		64.4%	41
Carina Heights	Brisbane	47	34.0%	2.1%	63.8%	22
Mount Gravatt	Brisbane	63	36.5%		63.5%	68
Morningside	Brisbane	166	34.3%	2.4%	63.3%	54
Everton Hills	Moreton Bay	128	35.9%	1.6%	62.5%	49
Wishart	Brisbane	138	37.0%	0.7%	62.3%	40
Kelvin Grove	Brisbane	53	35.8%	1.9%	62.3%	71
Kepperra	Brisbane	129	34.1%	4.7%	61.2%	33

Suburbs with the greatest proportion of units selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Tanah Merah	Logan	18	33.3%		66.7%	
Holland Park	Brisbane	16	31.3%	12.5%	56.3%	
Coorparoo	Brisbane	210	35.7%	9.5%	54.8%	43
Camp Hill	Brisbane	24	37.5%	8.3%	54.2%	52
Carina Heights	Brisbane	65	41.5%	4.6%	53.8%	50
Nathan	Brisbane	15	46.7%		53.3%	
Greenslopes	Brisbane	111	44.1%	5.4%	50.5%	52
Oxley	Brisbane	16	50.0%		50.0%	40
Hawthorne	Brisbane	55	45.5%	5.5%	49.1%	69
Morningside	Brisbane	178	46.6%	4.5%	48.9%	57

Suburbs with the greatest proportion of houses selling below list price

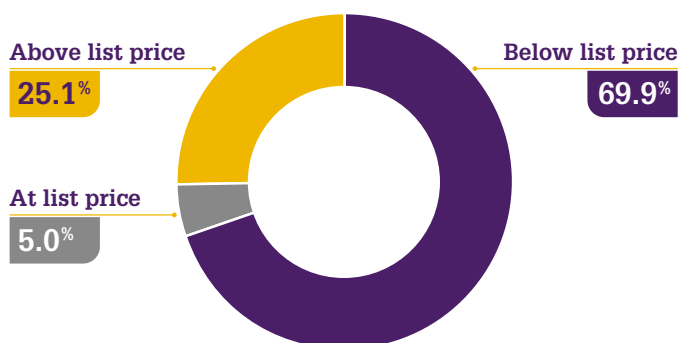
Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Donnybrook	Moreton Bay	13	100.0%	0.0%		
Blackstone	Ipswich	23	100.0%			70
Dinmore	Ipswich	11	100.0%			106
Karrabin	Ipswich	16	100.0%			
Woodhill	Logan	10	100.0%			
Whiteside	Moreton Bay	10	100.0%			
Amity	Redland	23	100.0%			
Dunwich	Redland	13	100.0%			
Rosewood	Ipswich	57	94.7%		5.3%	105
Mount Crosby	Brisbane	36	94.4%	2.8%	2.8%	65

Suburbs with the greatest proportion of units selling below list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Waterford	Logan	11	100.0%			
Petrie	Moreton Bay	14	100.0%			
Parkinson	Brisbane	23	95.7%		4.3%	60
Burpengary	Moreton Bay	19	94.7%	0.0%	5.3%	
Bellara	Moreton Bay	34	94.1%	2.9%	2.9%	109
Dutton Park	Brisbane	16	93.8%		6.3%	129
Banksia Beach	Moreton Bay	45	93.3%		6.7%	158
Loganholme	Logan	15	93.3%		6.7%	84
Sandstone Point	Moreton Bay	30	93.3%	6.7%		161
Bongaree	Moreton Bay	100	93.0%	2.0%	5.0%	113

Top Adelaide suburbs for discounting

Proportion of sales below, at and above list price, 12 months to June 2014



Adelaide has had a relatively low proportion of homes selling above the initial list price over the past year. Over the 12 months to June 2014 only 26.4% of house sales and 21.1% of unit sales were above the initial list price. This is reflective of the softer housing market conditions, with home values in Adelaide up by a relatively low 4.3% over the 12 months to July 2014. Adelaide also has a relatively high average days on market figure which is reflective of lower value growth conditions.

Fulham was the Adelaide suburb with the greatest proportion of homes sold at a price above the original list price over the past year. Most of the suburbs listed for houses are reasonably close to the city centre where demand is likely to be high. It is worth noting that the proportion of homes selling above list price is much lower than in most other cities. For units, Tusmore had the highest proportion of sales above the list price with 68.8%. The results for units are quite varied with suburbs tending to be either close by to the city centre or on the outskirts of the city.

Both Glenelg South and Springfield have recorded all of their house sales over the past year at a price below the original list price. For units, four suburbs have also recorded all sales below the original list price. For houses, the majority of those suburbs listed are situated further away from the city centre and are relatively more affordable areas. It is a similar case for the unit market with most suburbs at the more affordable end of the market and locates away from central Adelaide.

Suburbs with the greatest proportion of houses selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Fulham	West Torrens	15	40.0%		60.0%	66
Clovelly Park	Marion	47	42.6%	2.1%	55.3%	49
Lower Mitcham	Mitcham	24	41.7%	4.2%	54.2%	66
Unley	Unley	13	38.5%	7.7%	53.8%	91
South Brighton	Holdfast Bay	34	44.1%	2.9%	52.9%	63
Edwardstown	Marion	42	47.6%		52.4%	52
Allenby Gardens	Charles Sturt	23	47.8%		52.2%	42
Sturt	Marion	37	45.9%	2.7%	51.4%	76
Ascot Park	Marion	59	47.5%	1.7%	50.8%	66
Forestville	Unley	10	50.0%		50.0%	36

Suburbs with the greatest proportion of units selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Tusmore	Burnside	16	31.3%		68.8%	29
Forestville	Unley	20	40.0%		60.0%	43
Greenwith	Tea Tree Gully	11	45.5%	0.0%	54.5%	
Port Noarlunga	Onkaparinga	13	46.2%		53.8%	43
O'Halloran Hill	Marion	15	46.7%		53.3%	38
Oaklands Park	Marion	49	46.9%	4.1%	49.0%	70
Toorak Gardens	Burnside	21	47.6%	4.8%	47.6%	60
Dover Gardens	Marion	19	47.4%	5.3%	47.4%	39
Plympton Park	Marion	17	52.9%		47.1%	42
Albert Park	Charles Sturt	13	53.8%		46.2%	113

Suburbs with the greatest proportion of houses selling below list price

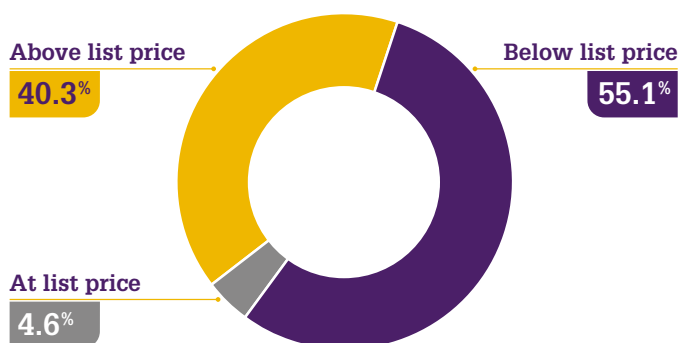
Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Glenelg South	Holdfast Bay	15	100.0%			127
Springfield	Mitcham	12	100.0%			
Vista	Tea Tree Gully	22	95.5%		4.5%	77
Virginia	Playford	17	94.1%		5.9%	113
Glenelg	Holdfast Bay	16	93.8%		6.3%	86
Marden	Norwood Payneham St Peters	15	93.3%		6.7%	109
Salisbury Plain	Salisbury	15	93.3%		6.7%	56
Smithfield Plains	Playford	63	92.1%		7.9%	133
Urrbrae	Mitcham	11	90.9%		9.1%	76
Elizabeth South	Playford	21	90.5%	4.8%	4.8%	73

Suburbs with the greatest proportion of units selling below list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Beaumont	Burnside	10	100.0%			
Parafield Gardens	Salisbury	11	100.0%			76
Surrey Downs	Tea Tree Gully	10	100.0%			
Willaston	Gawler	14	100.0%			104
Davoren Park	Playford	42	95.2%		4.8%	86
Saint Agnes	Tea Tree Gully	20	95.0%		5.0%	56
Queenstown	Port Adelaide Enfield	20	95.0%	5.0%	0.0%	104
Tennyson	Charles Sturt	19	94.7%		5.3%	76
Elizabeth Grove	Playford	15	93.3%		6.7%	134
Hazelwood Park	Burnside	14	92.9%		7.1%	90

Top Perth suburbs for discounting

Proportion of sales below, at and above list price, 12 months to June 2014



40.9% of houses sold in Perth over the past year transacted above the original list price compared to 37.8% of all unit sales. Although the growth in the housing market has slowed recently, late last year Perth was one of the strongest housing markets which is reflective of the relatively high proportion of sales above the list price. Over the 12 months to July 2014, Perth home values have increased by 3.0%. Perth homes are now taking longer to sell than a year ago suggesting weakening conditions.

Houses in Craigie recorded the most sales above the original list price in Perth over the 12 months to June 2014. The Canning council area which is reasonably close to the city centre and Joondalup council area which is around 20 kilometres north of the CBD dominate the list of suburbs with most sales above the list price. For units Madeley has the highest proportion of sales above the original list price. The top 10 list is varied with 6 suburbs quite close to the city centre with the remaining 4 located further away. Four of the 10 are located in the Stirling Council area which is just to the north of the CBD.

All of the houses sold in Bickley and Wungong over the past year sold for less than their original list price. Across the 10 suburbs with the greatest proportion of homes sold at a loss there is a significant variation, including some of the city's most affordable and expensive suburbs. Mindarie units recorded the highest proportion of sales at less than the original list price over the past year with 94.4% of sales. Once again there is some significant variation on the list with both inner city and outer more affordable suburbs making up the list.

Suburbs with the greatest proportion of houses selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Craigie	Joondalup	143	16.1%	3.5%	80.4%	23
Coolbellup	Cockburn	89	19.1%	1.1%	79.8%	17
Lynwood	Canning	63	12.7%	9.5%	77.8%	13
Heathridge	Joondalup	166	22.3%	3.0%	74.7%	36
Queens Park	Canning	109	28.4%		71.6%	24
Beldon	Joondalup	72	23.6%	5.6%	70.8%	31
Cannington	Canning	92	27.2%	5.4%	67.4%	31
Forrestfield	Kalamunda	345	31.6%	2.6%	65.8%	29
Warwick	Joondalup	51	29.4%	5.9%	64.7%	30
Kingsley	Joondalup	167	33.5%	2.4%	64.1%	22

Suburbs with the greatest proportion of units selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Madeley	Wanneroo	14	21.4%	7.1%	71.4%	15
Woodlands	Stirling	10	30.0%		70.0%	
Cooloongup	Rockingham	10	30.0%		70.0%	
Langford	Gosnells	16	25.0%	6.3%	68.8%	24
Carlisle	Victoria Park	22	27.3%	4.5%	68.2%	23
Belmont	Belmont	28	28.6%	3.6%	67.9%	58
Inglewood	Stirling	69	31.9%	1.4%	66.7%	36
Bentley	Canning	55	32.7%	1.8%	65.5%	31
Nollamara	Stirling	20	35.0%		65.0%	53
Balga	Stirling	28	35.7%		64.3%	35

Suburbs with the greatest proportion of houses selling below list price

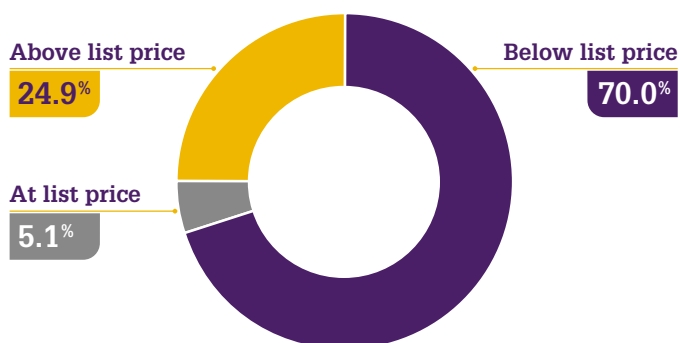
Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Bickley	Kalamunda	12	100.0%			
Wungong	Armadale	12	100.0%			
Gidgegannup	Swan	17	94.1%	5.9%		140
Darling Downs	Serpentine-Jarrahdale	11	90.9%		9.1%	
Peppermint Grove	Peppermint Grove	31	90.3%	6.5%	3.2%	105
Martin	Gosnells	18	88.9%		11.1%	152
East Perth	Perth	43	88.4%	2.3%	9.3%	111
Champion Lakes	Armadale	17	88.2%		11.8%	108
Oakford	Serpentine-Jarrahdale	36	86.1%		13.9%	69
Hovea	Mundaring	14	85.7%		14.3%	

Suburbs with the greatest proportion of units selling below list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Mindarie	Wanneroo	18	94.4%		5.6%	102
Kensington	South Perth	16	93.8%		6.3%	70
North Fremantle	Fremantle	42	83.3%		16.7%	60
North Coogee	Cockburn	12	83.3%	8.3%	8.3%	
Burswood	Victoria Park	100	78.0%	7.0%	15.0%	61
Shoalwater	Rockingham	59	78.0%	1.7%	20.3%	73
Claremont	Claremont	104	76.0%	4.8%	19.2%	71
Orelia	Kwinana	66	75.8%	1.5%	22.7%	87
Rockingham	Rockingham	216	75.5%	6.5%	18.1%	86
Woodvale	Joondalup	12	75.0%	8.3%	16.7%	

Top Hobart suburbs for discounting

Proportion of sales below, at and above list price, 12 months to June 2014



Around 1 in 4 houses (24.8%) and units (25.6%) sold in Hobart last year transacted above the initial list price. Compared to most other capital cities the proportion of homes selling above list price was quite low in Hobart. This is reflective of the fact that overall housing market conditions remain quite soft across the city which is highlighted by the fact home values have increased by just 1.0% over the 12 months to July 2014. Hobart has the highest average time on market of all cities and although it has improved over the year it reflects the high proportion of homes sold for less than the original purchase price.

Two thirds of the 12 house sales in Glebe were at a price above the original list price over the past year. Most of the suburbs recording the highest proportion of homes selling above list price are located centrally around the city centre. Those that aren't are generally still relatively close to the city centre. South Hobart has the highest proportion of unit sales above the original list price at 43.3% of sales over the year. The geographic spread of these suburbs is fairly similar to houses with most located close to the city centre.

All of the houses sold in Tolmans Hill over the past year sold below the original list price while for units, 90.0% of sales in Geilston Bay sold lower than the original list price. Apart from Tolmans Hill, Montagu Bay and Warrane, all the other suburbs listed for houses are situated a significant distance from the Hobart CBD. For units the suburbs listed are a mix between those reasonably close to the CBD and those on the outskirts of the city.

Suburbs with the greatest proportion of houses selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Glebe	Hobart	12	25.0%	8.3%	66.7%	
South Hobart	Hobart	60	40.0%	1.7%	58.3%	47
West Hobart	Hobart	72	44.4%	1.4%	54.2%	40
Battery Point	Hobart	16	50.0%		50.0%	86
Opossum Bay	Clarence	15	53.3%		46.7%	
Mornington	Clarence	39	51.3%	2.6%	46.2%	52
Dynnyrne	Hobart	20	60.0%		40.0%	69
Taroona	Kingborough	37	56.8%	5.4%	37.8%	59
North Hobart	Hobart	35	51.4%	11.4%	37.1%	73
Rokeby	Clarence	54	63.0%	1.9%	35.2%	67

Suburbs with the greatest proportion of units selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
South Hobart	Hobart	30	56.7%		43.3%	86
Hobart	Hobart	35	48.6%	14.3%	37.1%	123
West Hobart	Hobart	19	31.6%	31.6%	36.8%	45
North Hobart	Hobart	14	57.1%	7.1%	35.7%	36
Sandy Bay	Hobart	101	57.4%	6.9%	35.6%	73
Bellerive	Clarence	46	56.5%	8.7%	34.8%	66
Battery Point	Hobart	24	66.7%		33.3%	50
Blackmans Bay	Kingborough	33	60.6%	6.1%	33.3%	108
Tranmere	Clarence	17	70.6%		29.4%	117
Lutana	Glenorchy	11	72.7%		27.3%	

Suburbs with the greatest proportion of houses selling below list price

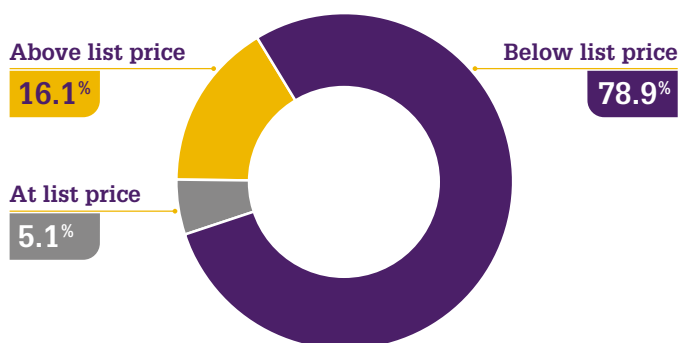
Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Tolmans Hill	Hobart	17	100.0%			
Granton	Derwent Valley	16	93.8%		6.3%	107
Lewisham	Sorell	26	92.3%		7.7%	105
Montagu Bay	Clarence	11	90.9%	9.1%	0.0%	
New Norfolk	Derwent Valley	88	86.4%	3.4%	10.2%	88
Bridgewater	Brighton	65	86.2%	7.7%	6.2%	103
Kingston Beach	Kingborough	38	84.2%	2.6%	13.2%	76
Otago	Clarence	18	83.3%		16.7%	124
Warrane	Clarence	22	81.8%	4.5%	13.6%	74
Primrose Sands	Sorell	37	81.1%	5.4%	13.5%	131

Suburbs with the greatest proportion of units selling below list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Geilston Bay	Clarence	10	90.0%		10.0%	
Oakdowns	Clarence	14	85.7%		14.3%	176
Sorell	Sorell	20	85.0%		15.0%	142
Old Beach	Brighton	18	83.3%		16.7%	
Montrose	Glenorchy	22	81.8%	4.5%	13.6%	147
Mount Nelson	Hobart	16	81.3%		18.8%	112
Mount Stuart	Hobart	14	78.6%		21.4%	74
West Moonah	Glenorchy	28	78.6%		21.4%	135
Glenorchy	Glenorchy	62	74.2%	6.5%	19.4%	94
Kingston	Kingborough	96	74.0%	4.2%	21.9%	104

Top Darwin suburbs for discounting

Proportion of sales below, at and above list price, 12 months to June 2014



Despite solid housing market conditions persisting for many years, relatively few homes sell for more than their initial list price. Over the 12 months to June 2014, just 16.5% of houses and 15.5% of units sold for more than their initial list price. Although the proportion of homes selling above the list price is low, values are still rising across the city, up 6.5% over the 12 months to July 2014. Darwin, along with Perth, is the only city to have recorded an increase in days on market over the year which somewhat explains the low proportion of homes sold for more than the initial list price.

Half of all houses sold in Millner over the past year were sold for more than their original list price while 28.6% of Karama units sold for more than their list price over the year. In Darwin, it is much more unlikely that homes sell for less than their list price compared to other capital cities. Looking at houses, all of the top 10 listed except for Humpty Doo are located reasonably close to the city centre. It's a similar story for units with Bakewell in Palmerston the one exception.

Each house sold in Bayview, Woolner and Johnston over the past year sold for less than their original list price. The results show little consistency across the market with this list once again dominated by Darwin suburbs. For units, Bayview recorded the greatest proportion of sales at a discount with 96.4% of all sales. Once again Darwin council area suburbs dominate the list.

Suburbs with the greatest proportion of houses selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Millner	Darwin	10	50.0%		50.0%	
Fannie Bay	Darwin	19	63.2%		36.8%	109
Moil	Darwin	24	66.7%	4.2%	29.2%	110
Coconut Grove	Darwin	14	71.4%	0.0%	28.6%	68
Jingli	Darwin	19	73.7%		26.3%	51
Malak	Darwin	28	60.7%	14.3%	25.0%	81
Anula	Darwin	42	71.4%	4.8%	23.8%	86
Nakara	Darwin	21	71.4%	4.8%	23.8%	68
Karama	Darwin	35	74.3%	2.9%	22.9%	78
Humpty Doo	Litchfield	58	74.1%	3.4%	22.4%	104

Suburbs with the greatest proportion of units selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Karama	Darwin	28	67.9%	3.6%	28.6%	84
Bakewell	Palmerston	60	73.3%	0.0%	26.7%	96
Stuart Park	Darwin	85	72.9%	2.4%	24.7%	103
Coconut Grove	Darwin	47	74.5%	2.1%	23.4%	89
Woolner	Darwin	20	80.0%		20.0%	103
Marrara	Darwin	32	78.1%	3.1%	18.8%	83
Malak	Darwin	17	76.5%	5.9%	17.6%	68
Larrakeyah	Darwin	112	81.3%	1.8%	17.0%	113
Darwin	Darwin	173	78.6%	5.2%	16.2%	99
Rapid Creek	Darwin	51	76.5%	7.8%	15.7%	110

Suburbs with the greatest proportion of houses selling below list price

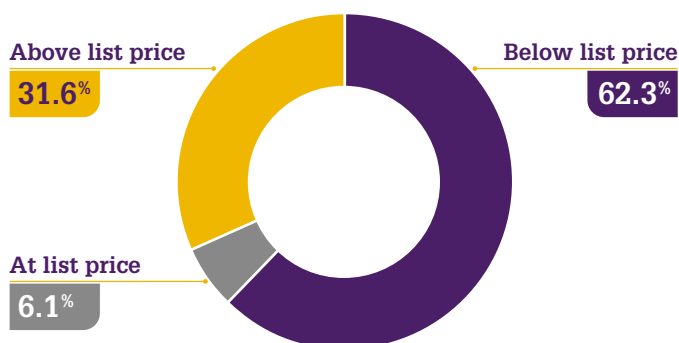
Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Bayview	Darwin	13	100.0%			
Woolner	Darwin	11	100.0%			
Johnston	Palmerston	13	100.0%			163
Tiwi	Darwin	22	95.5%	4.5%		50
Wagaman	Darwin	33	93.9%		6.1%	89
Mcminns Lagoon	Litchfield	13	92.3%	7.7%		128
Nightcliff	Darwin	22	90.9%		9.1%	114
Alawa	Darwin	32	87.5%	0.0%	12.5%	75
Bees Creek	Litchfield	15	86.7%	6.7%	6.7%	98
Stuart Park	Darwin	37	86.5%	2.7%	10.8%	94

Suburbs with the greatest proportion of units selling below list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Bayview	Darwin	28	96.4%		3.6%	118
Millner	Darwin	27	96.3%		3.7%	97
Brinkin	Darwin	20	90.0%	5.0%	5.0%	65
Driver	Palmerston	33	84.8%	3.0%	12.1%	86
Ludmilla	Darwin	12	83.3%	16.7%	0.0%	
Parap	Darwin	47	83.0%	8.5%	8.5%	117
Nightcliff	Darwin	58	82.8%	5.2%	12.1%	81
Gray	Palmerston	27	81.5%	14.8%	3.7%	119
Larrakeyah	Darwin	112	81.3%	1.8%	17.0%	113
Rosebery	Palmerston	31	80.6%	9.7%	9.7%	75

Top Canberra suburbs for discounting

Proportion of sales below, at and above list price, 12 months to June 2014



Over the 12 months to June 2014, 34.2% of Canberra houses sold and 26.3% of units have transacted at a price above the initial list price. The proportion of homes selling above the list price does seem surprisingly high given that Canberra home values have only increased by 1.9% over the 12 months to July 2014. The average days on market in Canberra has fallen over the year suggesting that conditions for sellers, including housing demand has improved over the year.

Page in the Belconnen region of Canberra had the greatest proportion of house sales for more than the list price over the past year. Looking at the top 10 list for houses most of the suburbs are listed to the north of the city centre with the Belconnen and Gungahlin regions dominating the list. Melba in the Belconnen region had the highest proportion of unit sales above list price over the past year. Of those suburbs listed for units they are scattered across the city with most located a significant distance from the Canberra CBD.

Each of the 12 houses sold in Red Hill transacted at a price below the original list price while 92.3% of units in Greenway sold below the list price. A majority of the suburbs listed with the greatest proportion of houses selling below list price are located south of the city centre. The list also includes some of the highest priced suburbs in the city. For units, there is some variation in location across the list however, it is noticeable that a number of the suburbs are well established inner city unit areas.

Suburbs with the greatest proportion of houses selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Page	Unincorporated ACT	22	22.7%	4.5%	72.7%	34
Weetangera	Unincorporated ACT	14	28.6%	7.1%	64.3%	40
Gungahlin	Unincorporated ACT	62	45.2%		54.8%	57
O'Connor	Unincorporated ACT	31	45.2%		54.8%	86
Florey	Unincorporated ACT	17	35.3%	11.8%	52.9%	51
Fisher	Unincorporated ACT	33	51.5%		48.5%	66
Gilmore	Unincorporated ACT	38	50.0%	2.6%	47.4%	59
Dunlop	Unincorporated ACT	102	48.0%	4.9%	47.1%	57
Farrer	Unincorporated ACT	17	47.1%	5.9%	47.1%	108
Scullin	Unincorporated ACT	17	35.3%	17.6%	47.1%	46

Suburbs with the greatest proportion of units selling above list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Melba	Unincorporated ACT	10	40.0%		60.0%	
Monash	Unincorporated ACT	18	44.4%	5.6%	50.0%	39
Palmerston	Unincorporated ACT	21	42.9%	9.5%	47.6%	49
Dickson	Unincorporated ACT	18	55.6%		44.4%	74
Barton	Unincorporated ACT	19	52.6%	5.3%	42.1%	
Amaroo	Unincorporated ACT	21	61.9%		38.1%	65
Banks	Unincorporated ACT	21	61.9%		38.1%	58
Bonython	Unincorporated ACT	19	63.2%		36.8%	75
Narrabundah	Unincorporated ACT	48	56.3%	8.3%	35.4%	93
Belconnen	Unincorporated ACT	49	57.1%	8.2%	34.7%	90

Suburbs with the greatest proportion of houses selling below list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Red Hill	Unincorporated ACT	12	100.0%			133
Forrest	Unincorporated ACT	13	92.3%		7.7%	119
Isaacs	Unincorporated ACT	14	85.7%		14.3%	109
Griffith	Unincorporated ACT	20	85.0%		15.0%	104
Fadden	Unincorporated ACT	21	81.0%	9.5%	9.5%	65
Macarthur	Unincorporated ACT	10	80.0%	10.0%	10.0%	
Waramanga	Unincorporated ACT	25	76.0%	12.0%	12.0%	66
Charnwood	Unincorporated ACT	33	75.8%	3.0%	21.2%	72
Lyons	Unincorporated ACT	12	75.0%	8.3%	16.7%	
Conder	Unincorporated ACT	54	74.1%	3.7%	22.2%	95

Suburbs with the greatest proportion of units selling below list price

Suburb	Council Area	Total sales	Below list price	At list price	Above list price	Average time on market
Greenway	Unincorporated ACT	26	92.3%	3.8%	3.8%	94
Reid	Unincorporated ACT	15	86.7%		13.3%	82
Gungahlin	Unincorporated ACT	12	83.3%		16.7%	64
Braddon	Unincorporated ACT	83	81.9%	4.8%	13.3%	107
Florey	Unincorporated ACT	22	81.8%		18.2%	85
Red Hill	Unincorporated ACT	11	81.8%	9.1%	9.1%	
Phillip	Unincorporated ACT	37	81.1%	8.1%	10.8%	70
Kingston	Unincorporated ACT	87	80.5%	6.9%	12.6%	109
City	Unincorporated ACT	18	77.8%		22.2%	
Forrest	Unincorporated ACT	18	77.8%		22.2%	136

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