



Buyers' Opportunity Report

February 2021

Foreword



James Symond, CEO Aussie



As we enter another year of relative uncertainty in many aspects of life, the Australian property market has begun to clearly show its hand for 2021 and the outlook appears positive – whether you are a first home buyer, mover, or investor.

While much of the commentary in the public domain has focused on the prospect of increasing property prices, bucking previous predictions of a downturn due to the COVID-19 pandemic, for Australians who are in the market to purchase a property – or considering making their move – there has truly never been a better time.

As we continue to see record low interest rates and an array of incentive and support schemes for home buyers, Australians' appetite for residential property remains strong and 2021 represents a significant opportunity.

And while the market conditions over the last 12 months have put sellers in a strong position, with a 10-year low in national property listings and properties currently on the market for an average of only 36 days – the shortest amount of time in eight years – there are still significant buying opportunities out there for those who know where to look and are well prepared.

Our report shows that 1 in 3 Australian suburbs had at least 6% of properties available for sale, and price growth remains stable nationally, so there is no shortage of opportunities in the market for buyers who are ready and prepared to purchase.

The key is ensuring you have your finances in order before you start searching, and that's where speaking to a mortgage broker can help set you up for success.

Every Australian's situation is different and there is no one size fits all. A broker can help you assess your financial position and your borrowing power, secure a great rate on your home loan, and understand the different government stimulus packages or lender offers available to you.

Being prepared with a pre-approval in place will ensure buyers are well positioned to take advantage of these favourable market conditions and be able to quickly place an offer on any property they want, maximising the likelihood of success.

From bustling national cities to the regional towns across the nation, we've identified the top buyers markets across Australia.

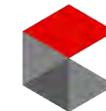
This report should ultimately encourage Australians to understand that there has never been a better time to buy, however you need to be ready so that if you see it and love it, you are good to go before it's gone.



Contents



Introduction —————	4	South Australia —————	34
		Adelaide —————	37
		Regional SA —————	39
 National buying and selling conditions —————	 6	 Western Australia —————	 41
		Perth —————	44
		Regional WA —————	46
 Capital city and rest of state regions —————	 11	 Tasmania —————	 48
		Hobart —————	51
		Regional Tasmania —————	53
 New South Wales —————	 13	 Northern Territory —————	 55
Sydney —————	16	Darwin —————	58
Regional NSW —————	18	Regional NT —————	60
 Victoria —————	 20	 Canberra —————	 62
Melbourne —————	23	 About Aussie and CoreLogic —————	 65
Regional Victoria —————	25	Disclaimers —————	66
 Queensland —————	 27		
Brisbane —————	30		
Regional Queensland —————	32		



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Introduction

After a housing market roller coaster ride through 2020, the new year looks to be starting where last year finished.

Housing prices are rising, advertised housing inventory remains around record lows and buyer demand has gathered momentum. The mismatch between demand and available supply has created some urgency in the market, with homes selling faster and buyers losing some leverage at the negotiation table as conditions swing towards a sellers market.

Although sellers are generally becoming more empowered as demand outweighs supply, the micro-trends remain as diverse as ever. Some regions are recording exceptionally strong selling conditions while others are well and truly reflecting a buyers market. A practical way to assess whether a market is leaning towards the seller or buyer is based on the number and proportion of properties available for sale.



Markets where listing numbers are trending lower, or where advertised properties comprise only a small proportion of local housing stock, will generally be moving towards a sellers market, while areas where a large or growing proportion of stock is available for sale will typically see more favourable buying conditions.

Metrics such as the median time on market (or how many days properties typically take to sell) and median vendor discounting rates (the percentage difference between the initial asking price on a property and the ultimate contract price) can provide further guidance on the fit between buyers and sellers.

This report aims to provide an insight into buying and selling conditions around Australia, focusing on the broad city-wide and regional trends in advertised supply levels, but also highlighting the suburbs where available housing stock has been the tightest and loosest through 2020.

Of course there are other factors buyers and sellers should be investigating before making a purchase decision. This report is a great starting point for understanding housing market conditions more broadly, and it is recommended prospective buyers and sellers make their decisions based on their own research of their local area, independent advice from professionals, and personal situations.

Description of data used

This research report focusses on selling and buying conditions for residential properties across Australia. A number of metrics have been used to assess market conditions, including:



Number of properties listed for sale – a count of unique residential listings (ie houses and units) in the month of December, compared with the same month over the past ten years.



Proportion of properties listed for sale – the number of residential properties advertised over the calendar year expressed as a percentage of the total number of dwellings.



Median vendor discount – the vendor discount is calculated as the median reduction between an original asking price of a property and the ultimate selling price, expressed in percentage terms.



Median time on market – time on market measures the number of days it takes to sell a property based on the contract date minus the initial listing date.



Median value – the fiftieth percentile valuation estimate for a region. The median value provides an indication of the ‘typical’ value of a residential property in a given region.



Change in values – an estimate of how much housing values have risen or fallen over the 2020 calendar year. Value changes are derived from CoreLogic’s hedonic home value index based on the percentage change between December 2019 and December 2020.



Number of sales – an estimate of settled sales over the calendar year, noting these estimates will revise over time as the full population of transactional data is received by CoreLogic.

Note: statistics have not been reported for regions with fewer than 500 dwellings. Time on market and vendor discounting statistics require a minimum of ten observations.

National buying and selling conditions

Housing market conditions were progressively skewed towards sellers through the second half of 2020, as listing numbers remained low and buyer activity surged higher.

Nationally, the number of homes for sale in December was 18.7% lower than the same month in 2019 while the number of residential property sales finished the year 8.6% higher. The imbalance between available supply and buyer demand saw housing values rise by 3.0% in 2020, despite the disruption of COVID related weakness in the economy and housing market early in the year.

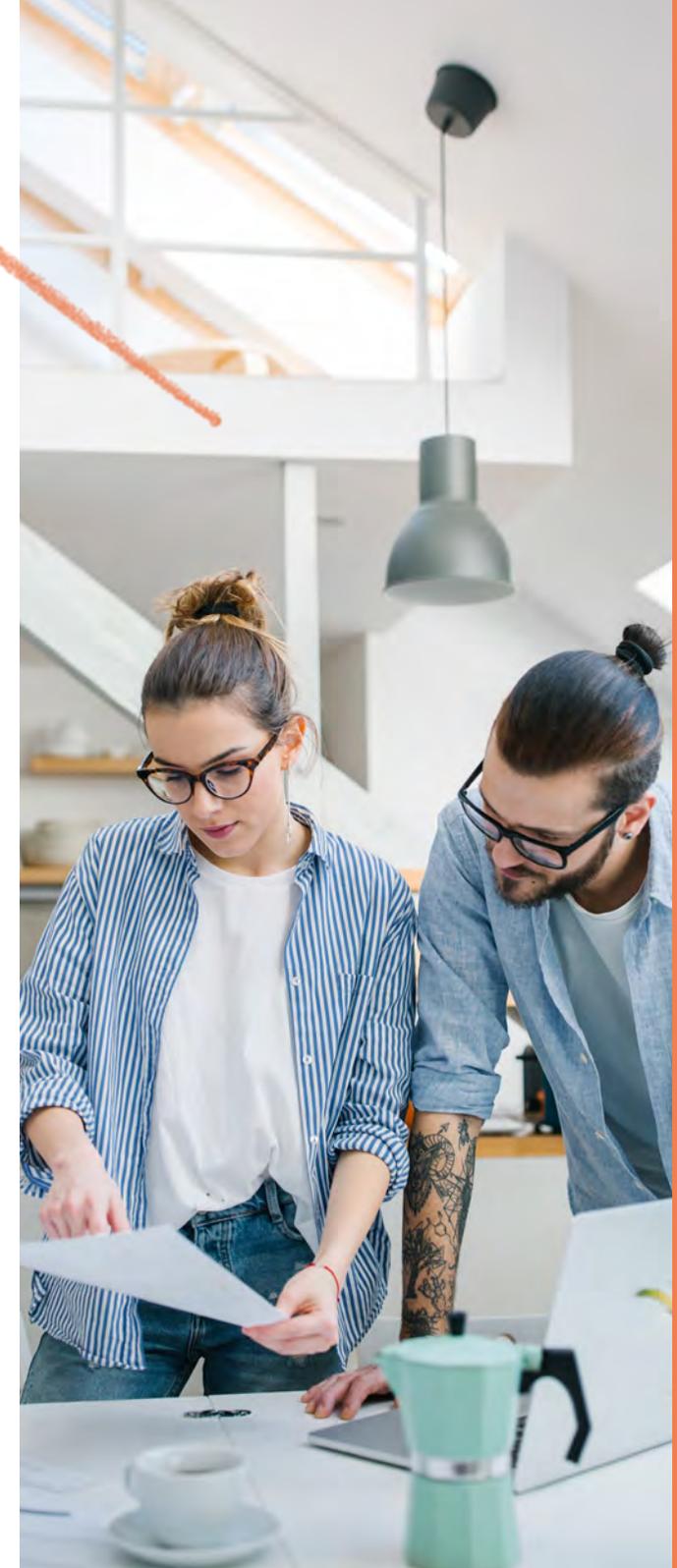
Over the 2020 calendar year, only 5.3% of residential properties were advertised for sale. This was down from 6.0% in 2019, and well below the recent peak in listing activity when 8.0% of properties were listed for sale across Australia in 2015.

Although advertised supply levels remain low, there are still plenty of suburbs around the country where conditions are skewed towards the buyer. Just over one fifth (21.4%) of Australian suburbs saw more than

7% of housing stock available for sale last year and more than one third of suburbs (35.8%) had at least 6% of housing stock on the market in 2020.

The shortage of properties available to purchase saw vendors offering up less discounting from their initial asking price, and homes were selling faster than they were a year ago. Discounting rates, which measure the percentage difference between the initial asking price and the ultimate contract price on a property, reduced from a recent high of 4.5% in 2018, to 2.9% in 2019, and 2.8% in 2020. Similarly, the typical number of days it took to sell a home also trended lower; in December 2018 it took 43 days on average to sell a property in Australia, reducing to 40 days in 2019 and 36 days at the end of 2020.

Buyer activity has been buoyed by a combination of record low interest rates, credit availability, fiscal support from federal and state governments, and rising confidence as economic conditions beat forecasts. In contrast, listing numbers have remained low, largely due to a rapid rate of absorption; there are simply more buyers than fresh stock being added to the market.

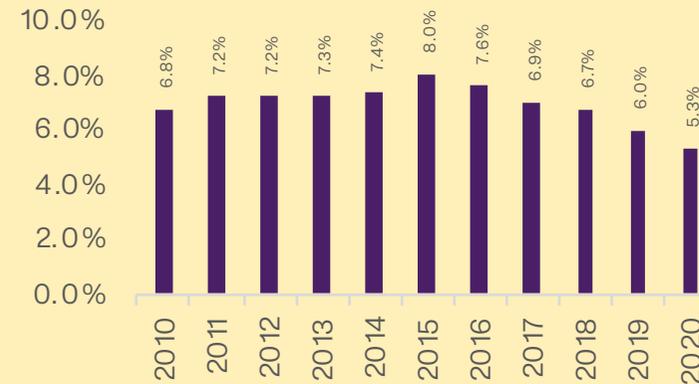


National buying and selling conditions

Number of properties listed for sale in December, National



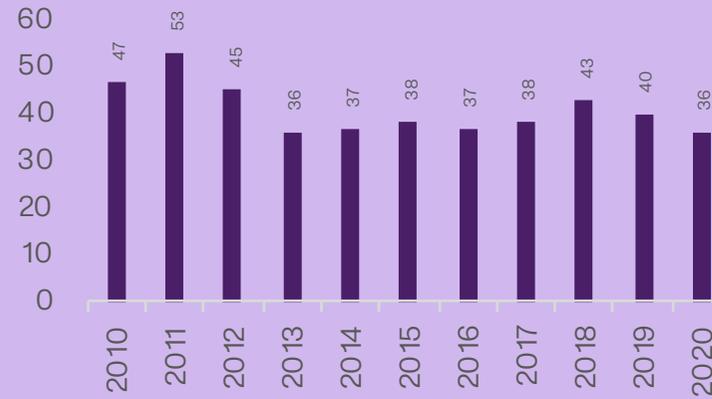
% of properties listed for sale over the year, National



Median vendor discount in December, National



Median time on market in December, National



National buying and selling conditions

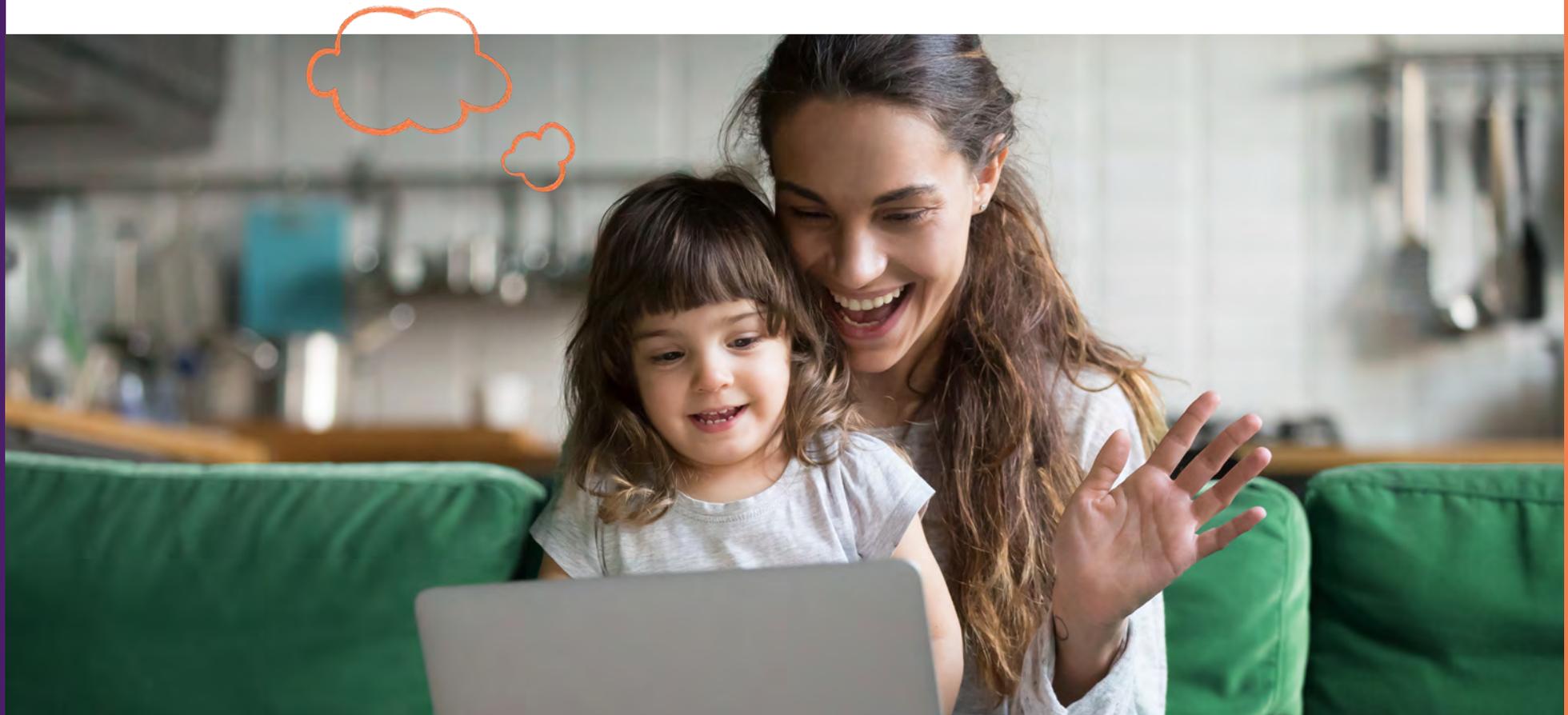
The top buyers markets across Australia showed a broad geographic distribution, with ten suburbs recording at least 15% of dwellings available for sale in 2020.

The top twenty list comprises metro, coastal and rural areas around the country, highlighting the diversity of housing market conditions. The Redland Bay suburb of Russell Island topped the list, with just over

19% of housing stock on the market last year, while two suburbs of the Sunshine Coast also featured within the top ten. Areas with a large proportion of housing stock available for sale will typically favour buyers with a better opportunity to negotiate a competitive price.

The top sellers markets around the country recorded 2% or less of housing stock on the market last year, demonstrating tightly held conditions which typically result in

less negotiation opportunities and often short selling time. Regions associated with the mining and resources sector featured predominantly within the top twenty tightest markets as these areas recover from the previous post-mining boom crash that saw housing values fall by more than 50% in many of these markets. Established outer-fringe metro regions of Sydney were also common within the top twenty, highlighting the strong demand from first home buyers.



National buying and selling conditions

Top 20 buyers markets

Suburbs ranked by highest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

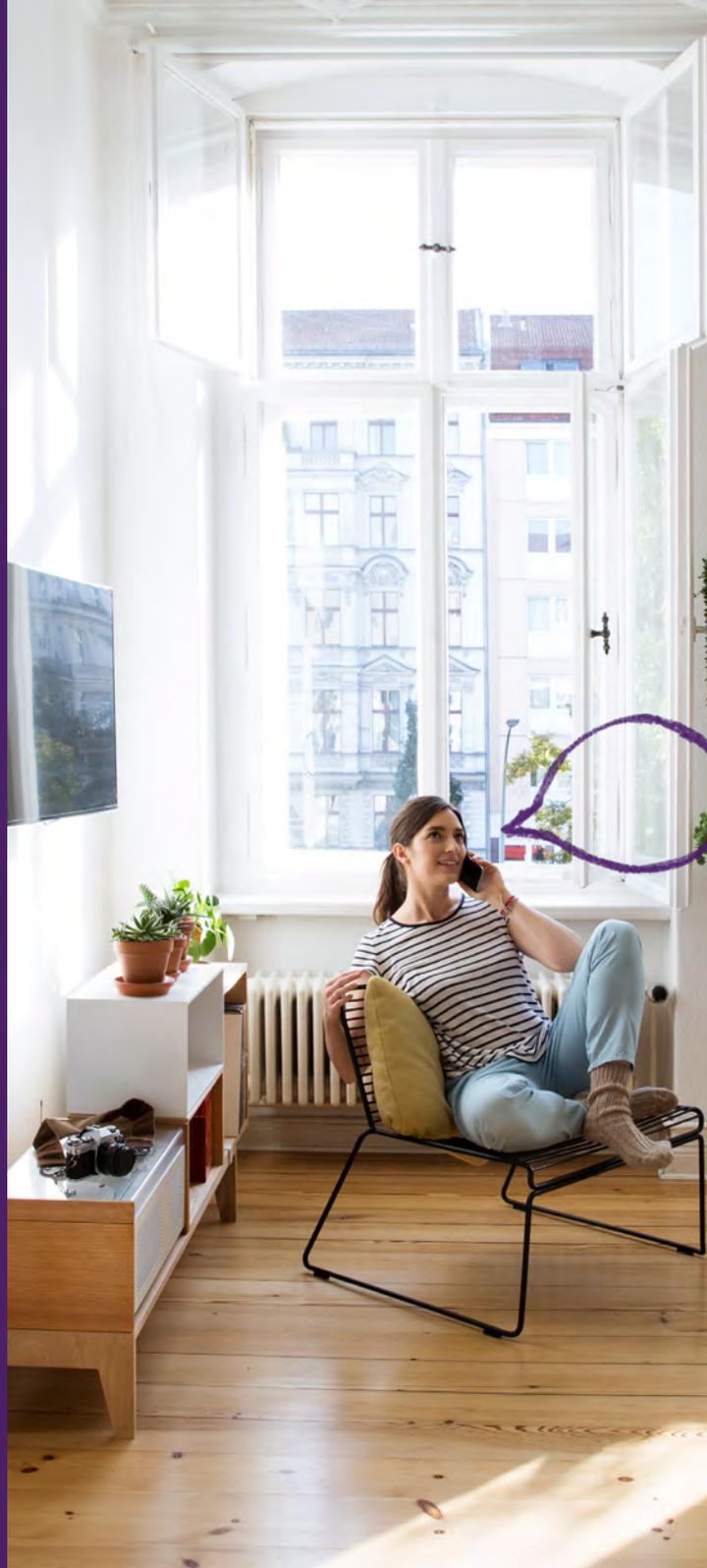
Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Russell Island	Redland	Greater Brisbane	19.3%	190	266	\$241,855
Palmview	Sunshine Coast	Rest of Qld	18.3%	45	53	\$632,578
Kooralbyn	Scenic Rim	Greater Brisbane	18.1%	67	111	\$311,717
Monto	North Burnett	Rest of Qld	17.0%	51	78	\$112,033
Woodgate	Bundaberg	Rest of Qld	16.8%	63	95	\$404,241
Baringa	Sunshine Coast	Rest of Qld	16.7%	42	50	\$530,254
Agnes Water	Gladstone	Rest of Qld	16.4%	133	209	\$333,013
Wongaling Beach	Cassowary Coast	Rest of Qld	16.4%	65	81	\$333,646
Rockbank	Melton	Greater Melbourne	15.6%	45	16	\$549,233
Childers	Bundaberg	Rest of Qld	15.0%	57	66	\$228,786
Kalkallo	Hume	Greater Melbourne	14.6%	65	45	\$578,619
Cooktown	Cook	Rest of Qld	14.6%	106	102	\$255,290
Lucas	Ballarat	Rest of Vic.	14.6%	32	19	\$504,397
Thornhill Park	Melton	Greater Melbourne	14.3%	35	23	\$590,623
Coffin Bay	Lower Eyre Peninsula	Rest of SA	14.1%	42	55	\$327,436
Ravenshoe	Tablelands	Rest of Qld	14.0%	42	67	\$195,425
Tully	Cassowary Coast	Rest of Qld	14.0%	103	114	\$180,889
Chisholm	Maitland	Rest of NSW	13.9%	15	45	\$678,432
Gobbagombalin	Wagga Wagga	Rest of NSW	13.9%	15	19	\$495,693
York	York	Rest of WA	13.5%	108	118	\$260,249

National buying and selling conditions

Top 20 sellers markets

Suburbs ranked by lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Paraburdoo	Ashburton	Rest of WA	0.3%	1	0	\$374,082
Middlemount	Isaac	Rest of Qld	0.9%	5	3	\$135,530
North Arm Cove	Port Stephens	Rest of NSW	1.0%	10	12	\$404,608
Wickham	Karratha	Rest of WA	1.1%	3	5	\$143,596
Tom Price	Ashburton	Rest of WA	1.2%	6	2	\$310,457
St Johns Park	Fairfield	Greater Sydney	1.4%	5	4	\$695,590
Croydon	Charles Sturt	Greater Adelaide	1.4%		2	\$613,777
Abbotsbury	Fairfield	Greater Sydney	1.5%	2	5	\$942,076
Wakeley	Fairfield	Greater Sydney	1.6%	4	5	\$695,165
Gardenvale	Glen Eira	Greater Melbourne	1.6%	2	1	\$692,431
Koonawarra	Wollongong	Rest of NSW	1.7%	1	4	\$519,383
St Andrews Beach	Mornington Peninsula	Greater Melbourne	1.7%	2	8	\$953,751
Thebarton	West Torrens	Greater Adelaide	1.7%	3	5	\$608,782
South Stradbroke	Gold Coast	Rest of Qld	1.8%	6	5	\$774,853
Rose Bay	Clarence	Greater Hobart	1.8%	1	1	\$631,095
Millmerran	Toowoomba	Rest of Qld	1.8%	9	7	\$197,134
Primbee	Wollongong	Rest of NSW	1.8%	2	9	\$715,541
Edensor Park	Fairfield	Greater Sydney	1.9%	10	15	\$869,973
Vineyard	Blacktown	Greater Sydney	2.0%	1	6	\$610,003
Wetherill Park	Fairfield	Greater Sydney	2.0%	9	8	\$758,346



Capital city and rest of state regions

This research report focusses on selling and buying conditions for residential properties across Australia. A number of metrics have been used to assess market conditions, including:

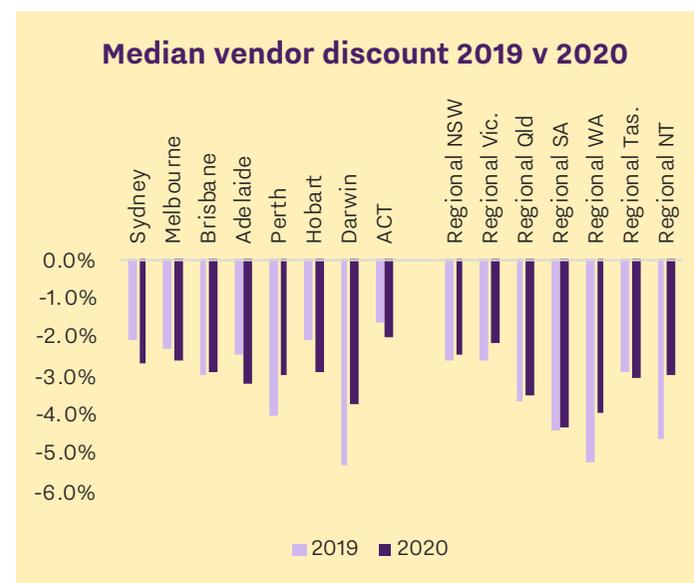
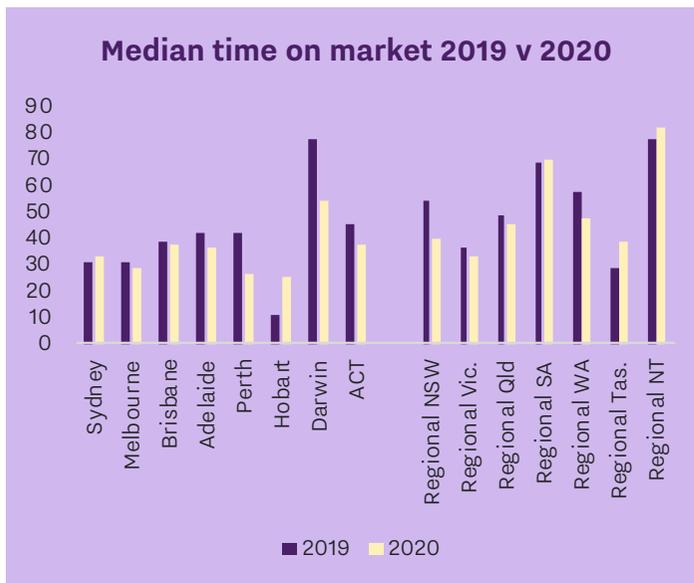
Listing numbers were lower in December last year compared with 2019 across every capital city and 'rest of state' region nationally, except Melbourne, where a surge in listings post lockdown saw advertised stock levels 13.3% higher than what was recorded in December 2019. Across the capital cities, the largest drop in listing numbers relative to a year ago was in Darwin, where the number of listings was down 32.2%. Adelaide (32.3%) and Canberra (31.5%) also recorded more than a 30% reduction in listing numbers relative to December 2019.

As a proportion of total housing stock, housing inventory reduced across every capital city and rest of state region across Australia. While nationally only 5.3% of residential properties were listed for sale in 2020, advertised stock levels ranged from just 3.9% of all dwellings in Darwin over the year to 7.8% across regional WA.

The reduction in overall advertised stock levels has contributed some urgency to the housing market, providing vendors with a strong selling position. At the end of last year, homes were selling fastest in Hobart (25 days) and Perth (26 days), although the trends in these two cities are pointing in opposite directions. A year ago Hobart properties were selling in only 11 days on average while in Perth, where the market was emerging from a long correction, homes were averaging 42 days to sell.

Vendor discounting rates have shown greater diversity, with vendors providing larger discounts to their initial asking prices than a year ago in Sydney, Melbourne, Adelaide, Hobart, Canberra and regional Tasmania. Most of these markets have seen discounting rates lift from a low base a year ago. The areas where discounting rates have reduced the most are generally the markets where housing market conditions are improving from a weaker position, such as Perth and Darwin, as well as regional WA and regional NT where discount rates have reduced by more than one percentage point over the year.

Capital city and rest of state regions



New South Wales



Top 20 buyers markets

Suburbs ranked by highest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Chisholm	Maitland	Rest of NSW	13.9%	15	45	\$678,432
Gobgobombalin	Wagga Wagga	Rest of NSW	13.9%	15	19	\$495,693
Thrumster	Port Macquarie-Hastings	Rest of NSW	13.1%	18	9	\$639,264
Calderwood	Shellharbour	Rest of NSW	13.1%	11	23	\$718,533
Box Hill	Blacktown	Greater Sydney	13.0%	50	53	\$817,790
Catherine Field	Camden	Greater Sydney	12.5%	17	39	\$763,610
South Nowra	Shoalhaven	Rest of NSW	11.7%	22	44	\$579,633
Burradoo	Wingecarribee	Rest of NSW	10.9%	32	39	\$1,676,546
Hunternview	Singleton	Rest of NSW	10.6%	25	42	\$494,364
Wellington	Western Plains Regional	Rest of NSW	10.4%	77	121	\$157,972
Googong	Queanbeyan-Palerang Regional	Rest of NSW	10.3%	24	59	\$755,143
Eglinton	Bathurst Regional	Rest of NSW	10.2%	21	34	\$505,592
Moore Creek	Tamworth Regional	Rest of NSW	10.0%	14	29	\$507,011
Cumalum	Ballina	Rest of NSW	10.0%	7	10	\$884,993
Austral	Liverpool	Greater Sydney	10.0%	45	62	\$627,017
Newcastle West	Newcastle	Rest of NSW	9.8%	29	39	\$630,110
Bingara	Gwydir	Rest of NSW	9.4%	29	27	\$176,490
Tenterfield	Tenterfield	Rest of NSW	9.4%	63	70	\$222,512
Casuarina	Tweed	Rest of NSW	9.3%	24	30	\$1,259,639
Tocumwal	Berrigan	Rest of NSW	9.3%	39	55	\$280,811

Top 20 sellers markets

Suburbs ranked by lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
North Arm Cove	Port Stephens	Rest of NSW	1.0%	10	12	\$404,608
St Johns Park	Fairfield	Greater Sydney	1.4%	5	4	\$695,590
Abbotsbury	Fairfield	Greater Sydney	1.5%	2	5	\$942,076
Wakeley	Fairfield	Greater Sydney	1.6%	4	5	\$695,165
Koonawarra	Wollongong	Rest of NSW	1.7%	1	4	\$519,383
Primbee	Wollongong	Rest of NSW	1.8%	2	9	\$715,541
Edensor Park	Fairfield	Greater Sydney	1.9%	10	15	\$869,973
Vineyard	Blacktown	Greater Sydney	2.0%	1	6	\$610,003
Wetherill Park	Fairfield	Greater Sydney	2.0%	9	8	\$758,346
Heckenberg	Liverpool	Greater Sydney	2.0%	6	5	\$603,351
Windale	Lake Macquarie	Rest of NSW	2.1%	6	3	\$506,347
Fairfield East	Fairfield	Greater Sydney	2.1%	5	5	\$698,758
Bossley Park	Fairfield	Greater Sydney	2.1%	17	22	\$808,594
Green Valley	Liverpool	Greater Sydney	2.2%	11	14	\$723,616
Eastlakes	Sydney	Greater Sydney	2.2%	8	15	\$629,647
the Rocks	Sydney	Greater Sydney	2.2%	5	3	\$1,415,013
Sydney	Sydney	Greater Sydney	2.3%	125	95	\$980,237
Turrella	Rockdale	Greater Sydney	2.3%	8	6	\$772,811
Ashbury	Canterbury-Bankstown	Greater Sydney	2.3%	3	5	\$1,504,040
Hillston	Carrathool	Rest of NSW	2.3%	4	2	\$144,169



Sydney

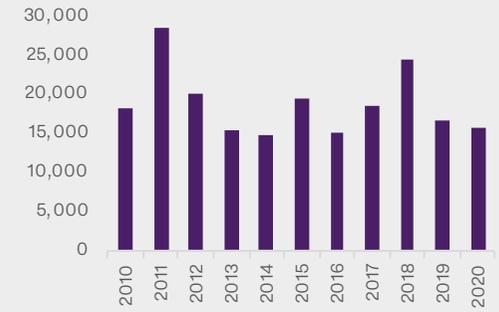
Listing numbers in December were at their lowest level since 2016 across Sydney, with overall advertised stock levels down 4.9% compared with 2019.

Despite fewer listings across the market at the end of the year, sales activity was up 11.7% in 2020 relative to 2019. The drop in December listing numbers was comprised of an 11.1% fall in house listings offsetting a 2.5% rise in the number of unit listings. The lift in unit listings over the year is also reflected in longer selling times (40 days compared with 29 days for houses) and larger discounting rates (3.1% for units and 2.4% for houses).

Top sellers markets: The tightest advertised supply levels through 2020 were generally located around the Western suburbs of Sydney, with suburbs of Fairfield comprising seven of the top ten locations for tightest advertised supply levels. Topping the list was the Fairfield suburb of St Johns Park where only 1.4% of housing stock was advertised for sale in 2020.

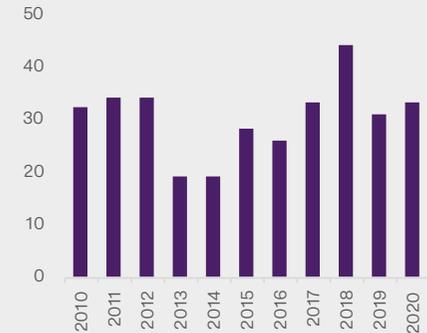
Top buyers markets: The areas with the largest proportion of stock advertised for sale in 2020 were diverse, but generally located around the outer fringes of the Sydney metro area, often in areas popular with large scale residential construction activity. The Blacktown suburb of Box Hill showed the largest proportion of stock advertised for sale last year, with 13.0% of properties advertised for sale.

Number of properties advertised for sale December



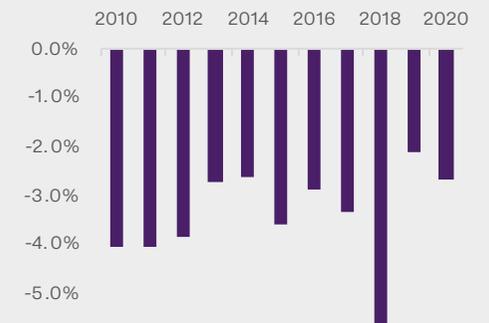
Number of homes advertised for sale December 2020
Houses: 7,960 (-11.1%) **Units:** 7,762 (+2.5%)
Total dwellings: 15,722 (-4.9%)

Median time on market



Median time on market Dec 2020 v Dec 2019
Houses: 29 (30) **Units:** 40 (34)
Total dwellings: 33 (31)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019
Houses: -2.4% (-2.1%) **Units:** -3.1% (-2.0%)
Total dwellings: -2.7% (-2.1%)

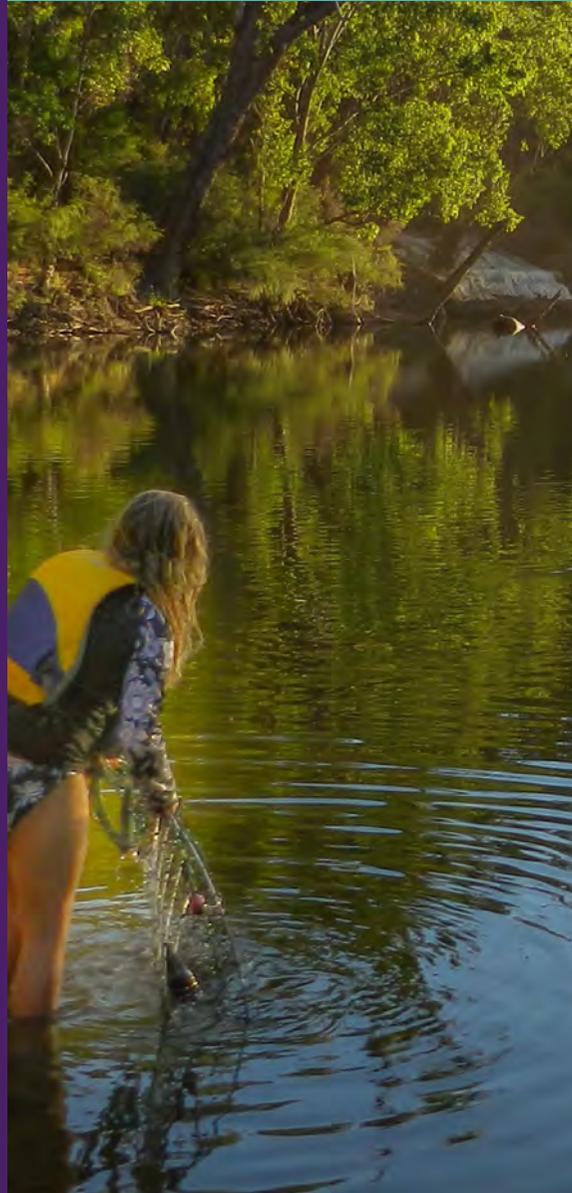
	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$1,015,354	+4.0%	4.1% (4.2%)	51,501 (+14.5%)
Unit	\$733,852	-0.2%	4.4% (4.6%)	36,423 (8.1%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Box Hill	Blacktown	13.0%	50	53	\$817,790
Catherine Field	Camden	12.5%	17	39	\$763,610
Austral	Liverpool	10.0%	45	62	\$627,017
Spring Farm	Camden	9.0%	41	65	\$714,823
Oxley Park	Penrith	9.0%	26	36	\$522,256
Thirlmere	Wollondilly	9.0%	27	37	\$673,174
Mays Hill	Cumberland	9.0%	20	24	\$573,908
Gledswood Hills	Camden	8.9%	11	30	\$867,917
Airds	Campbelltown	8.8%	9	7	\$555,523
Pitt Town	Hawkesbury	8.8%	15	23	\$1,387,502
Sellers					
St Johns Park	Fairfield	1.4%	5	4	\$695,590
Abbotsbury	Fairfield	1.5%	2	5	\$942,076
Wakeley	Fairfield	1.6%	4	5	\$695,165
Edensor Park	Fairfield	1.9%	10	15	\$869,973
Vineyard	Blacktown	2.0%	1	6	\$610,003
Wetherill Park	Fairfield	2.0%	9	8	\$758,346
Heckenberg	Liverpool	2.0%	6	5	\$603,351
Fairfield East	Fairfield	2.1%	5	5	\$698,758
Bossley Park	Fairfield	2.1%	17	22	\$808,594
Green Valley	Liverpool	2.2%	11	14	\$723,616

Regional NSW



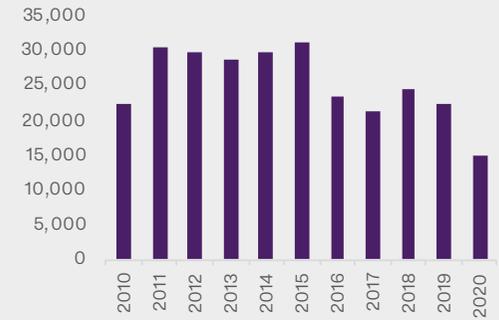
The number of homes advertised for sale across regional NSW in December was at the lowest level in at least a decade.

Both house and unit listings were down by around 33%, taking December listing numbers to two thirds of the 2019 level. The number of homes sold was 17.7% higher over the calendar year. Only 5.7% of housing stock was advertised for sale over the calendar year, down from a recent high of 8.6% of all stock in 2015. Low listing numbers across regional NSW together with strong buyer demand has seen the median selling time and discounting rate reduce to the lowest levels in at least a decade. Homes were selling in 40 days on average (55 days in December 2019) and the typical rate of vendor discounting reduced to 2.4% (2.6% last year).

Top sellers markets: Suburbs located within the Wollongong council comprised six of the top ten most tightly held markets across regional NSW, however it was the Port Stephens suburb of North Arm Cove that topped the list with only 1.0% of properties listed for sale over the year.

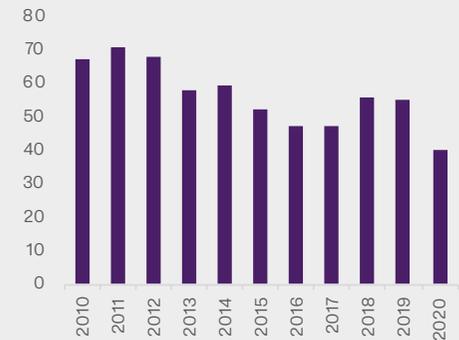
Top buyers markets: The suburbs with the most advertised supply in 2020 were found in a diverse range of locations including rural settings, seaside towns and new suburbs undergoing development within the regional centres. The Maitland suburb of Chis olm, together with Gobbagombalin in Wagga Wagga, recorded the largest proportion of properties on the market last year, with 13.9% of homes advertised for sale.

Number of properties advertised for sale December



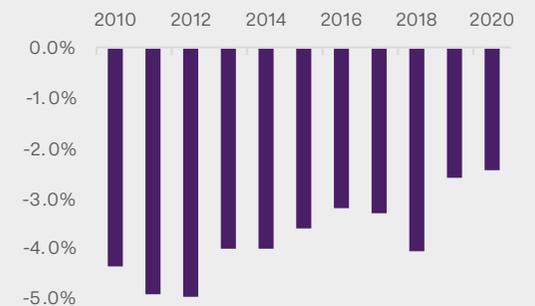
Number of homes advertised for sale December 2020
Houses: 12,168 (-33.2%) **Units:** 2,693 (-32.7%)
Total dwellings: 14,861 (-33.1%)

Median time on market



Median time on market Dec 2020 v Dec 2019
Houses: 39 (55) **Units:** 43 (54)
Total dwellings: 40 (55)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019
Houses: -2.5% (-2.7%) **Units:** -2.1% (-2.2%)
Total dwellings: -2.4% (-2.6%)

Regional NSW

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$521,519	+8.8%	5.6% (6.1%)	51,567 (+17.0%)
Unit	\$425,135	+5.7%	6.4% (7.6%)	10,659 (+21.3%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Chisholm	Maitland	13.9%	15	45	\$678,432
Gobbagombalin	Wagga Wagga	13.9%	15	19	\$495,693
Thrumster	Port Macquarie-Hastings	13.1%	18	9	\$639,264
Calderwood	Shellharbour	13.1%	11	23	\$718,533
South Nowra	Shoalhaven	11.7%	22	44	\$579,633
Burradoo	Wingecarribee	10.9%	32	39	\$1,676,546
Hunterview	Singleton	10.6%	25	42	\$494,364
Wellington	Western Plains Regional	10.4%	77	121	\$157,972
Googong	Queanbeyan-Palerang Regional	10.3%	24	59	\$755,143
Eglinton	Bathurst Regional	10.2%	21	34	\$505,592
Sellers					
North Arm Cove	Port Stephens	1.0%	10	12	\$404,608
Koonawarra	Wollongong	1.7%	1	4	\$519,383
Primbee	Wollongong	1.8%	2	9	\$715,541
Windale	Lake Macquarie	2.1%	6	3	\$506,347
Hillston	Carrathool	2.3%	4	2	\$144,169
Cringila	Wollongong	2.5%	6	5	\$496,718
Keiraville	Wollongong	2.5%	7	7	\$803,094
Unanderra	Wollongong	2.6%	7	18	\$586,003
Barraba	Tamworth Regional	2.6%	11	4	\$139,892
Berkeley	Wollongong	2.7%	17	18	\$509,729

Victoria



Top 20 buyers markets

Suburbs ranked by highest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Rockbank	Melton	Greater Melbourne	15.6%	45	16	\$549,233
Kalkallo	Hume	Greater Melbourne	14.6%	65	45	\$578,619
Lucas	Ballarat	Rest of Vic.	14.6%	32	19	\$504,397
Thornhill Park	Melton	Greater Melbourne	14.3%	35	23	\$590,623
Wollert	Whittlesea	Greater Melbourne	13.4%	235	207	\$596,310
Metung	East Gippsland	Rest of Vic.	12.9%	49	74	\$426,695
Mickleham	Hume	Greater Melbourne	11.3%	132	111	\$581,104
Cranbourne South	Casey	Greater Melbourne	11.1%	12	11	\$916,064
Loch Sport	Wellington	Rest of Vic.	10.6%	48	76	\$261,117
Maldon	Mount Alexander	Rest of Vic.	10.4%	19	26	\$499,358
Mortlake	Moyne	Rest of Vic.	10.3%	21	18	\$224,863
Clyde	Casey	Greater Melbourne	10.2%	57	64	\$594,283
Venus Bay	South Gippsland	Rest of Vic.	10.1%	30	57	\$391,414
Weir Views	Melton	Greater Melbourne	10.1%	20	26	\$492,425
Yarram	Wellington	Rest of Vic.	9.9%	35	52	\$252,726
Cobram	Moira	Rest of Vic.	9.8%	94	108	\$250,904
Mansfield	Mansfield	Rest of Vic.	9.7%	67	46	\$482,645
Curlewis	Greater Geelong	Rest of Vic.	9.7%	30	29	\$589,991
Wallan	Mitchell	Greater Melbourne	9.5%	116	98	\$521,911
Cohuna	Gannawarra	Rest of Vic.	9.5%	34	49	\$207,056

Top 20 sellers markets

Suburbs ranked by lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Gardenvale	Glen Eira	Greater Melbourne	1.6%	2	1	\$692,431
St Andrews Beach	Mornington Peninsula	Greater Melbourne	1.7%	2	8	\$953,751
Campbellfield	Hume	Greater Melbourne	2.2%	12	11	\$485,319
Dingley Village	Greater Dandenong	Greater Melbourne	2.2%	13	16	\$885,966
Carlton North	Yarra	Greater Melbourne	2.2%	21	9	\$1,181,546
Princes Hill	Yarra	Greater Melbourne	2.3%	4	1	\$1,439,435
Noble Park North	Greater Dandenong	Greater Melbourne	2.3%	17	14	\$634,910
East Melbourne	Melbourne	Greater Melbourne	2.3%	30	12	\$804,946
Yallambie	Banyule	Greater Melbourne	2.4%	3	4	\$857,593
Viewbank	Banyule	Greater Melbourne	2.4%	8	8	\$932,257
Aspendale Gardens	Kingston	Greater Melbourne	2.4%	5	3	\$1,036,106
Springvale South	Greater Dandenong	Greater Melbourne	2.5%	33	23	\$660,464
Caulfield	Glen Eira	Greater Melbourne	2.6%	16	17	\$952,834
Kilsyth South	Yarra Ranges	Greater Melbourne	2.6%	4	6	\$771,670
Taylors Lakes	Brimbank	Greater Melbourne	2.6%	30	23	\$791,350
Gladstone Park	Hume	Greater Melbourne	2.6%	14	10	\$629,730
Keilor Park	Moonee Valley	Greater Melbourne	2.6%	4	8	\$711,247
Fitzroy North	Yarra	Greater Melbourne	2.6%	38	27	\$1,135,623
Thomastown	Whittlesea	Greater Melbourne	2.6%	48	39	\$618,261
Tyabb	Mornington Peninsula	Greater Melbourne	2.6%	10	7	\$644,847

Melbourne



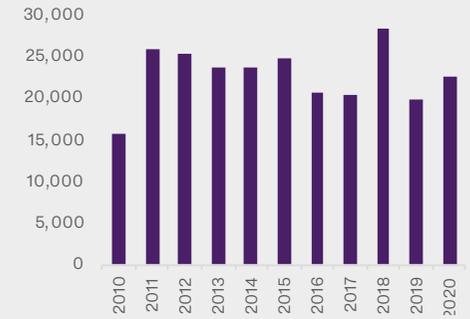
Melbourne was an outlier for listing numbers late last year, with the number of homes for sale in December 13.3% higher than a year ago; the only capital city to record a rise in listing numbers compared with December 2019.

Higher listing numbers were evident for both houses (+9.4% on 2019) and units (+18.6% on 2019), however unit markets saw a larger lift in advertised stock levels. The higher level of total unit stock may be attributable to a lower rate of absorption, as demand for higher density housing options diminished over 2020. Despite the higher stock levels, the median number of days on market was lower than a year ago, with homes taking an average of 29 days to sell in December compared with 31 days at the same time in 2019, and 37 days in 2018. Units are showing a longer median selling time at 37 days compared with 27 days for houses. Discounting rates have nudged higher compared to 2019 with vendors discounting their prices by an average of 2.5% for houses and 2.9% for units.

Top sellers markets: The most tightly held suburbs of Melbourne in 2020 were mostly located around the middle ring and outer fringes of the city. However, some locations closer to the city, such as Carlton North, Princes Hill and East Melbourne were also featured within the top ten. The Glen Eira suburb of Gardenvale topped the list, with only 1.6% of properties available for sale last year.

Top buyers markets: The suburbs with the largest proportion of homes for sale across Melbourne were mostly located around the outer fringes of the city where there have been relatively high levels of newly built housing. Four of the top ten suburbs were located within the Melton council area, including Rockbank which topped the list with 15.6% of housing stock on the market last year.

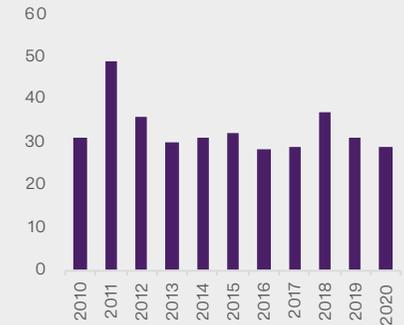
Number of properties advertised for sale December



Number of homes advertised for sale December 2020

Houses: 12,446 (+9.4%) Units: 10,117 (+18.6%)
Total dwellings: 22,563 (+13.3%)

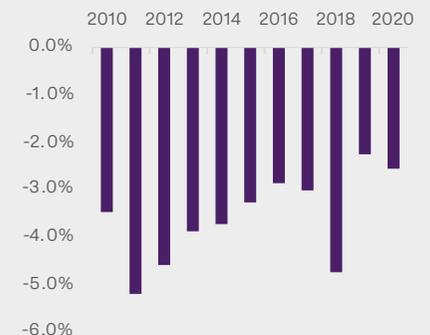
Median time on market



Median time on market Dec 2020 v Dec 2019

Houses: 27 (30) Units: 37 (35)
Total dwellings: 29 (31)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019

Houses: -2.5% (-2.3%) Units: -2.9% (-2.3%)
Total dwellings: -2.6% (-2.3%)

Melbourne

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$799,980	-2.0%	4.7% (5.6%)	43,419 (-14.3%)
Unit	\$576,095	0.0%	4.7% (5.6%)	20,586 (-11.6%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Rockbank	Melton	15.6%	45	16	\$549,233
Kalkallo	Hume	14.6%	65	45	\$578,619
Thornhill Park	Melton	14.3%	35	23	\$590,623
Wollert	Whittlesea	13.4%	235	207	\$596,310
Mickleham	Hume	11.3%	132	111	\$581,104
Cranbourne South	Casey	11.1%	12	11	\$916,064
Clyde	Casey	10.2%	57	64	\$594,283
Weir Views	Melton	10.1%	20	26	\$492,425
Wallan	Mitchell	9.5%	116	98	\$521,911
Aintree	Melton	9.4%	44	24	\$656,853
Sellers					
Gardenvale	Glen Eira	1.6%	2	1	\$692,431
St Andrews Beach	Mornington Peninsula	1.7%	2	8	\$953,751
Campbellfield	Hume	2.2%	12	11	\$485,319
Dingley Village	Greater Dandenong	2.2%	13	16	\$885,966
Carlton North	Yarra	2.2%	21	9	\$1,181,546
Princes Hill	Yarra	2.3%	4	1	\$1,439,435
Noble Park North	Greater Dandenong	2.3%	17	14	\$634,910
East Melbourne	Melbourne	2.3%	30	12	\$804,946
Yallambie	Banyule	2.4%	3	4	\$857,593
Viewbank	Banyule	2.4%	8	8	\$932,257

Regional Victoria



Listing numbers have been on a consistent decline across regional Victoria since 2015 when 10.2% of properties were listed for sale over the year.

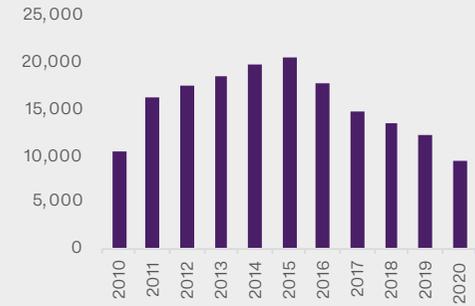
In 2020 a much lower 6.3% of homes were advertised for sale over the year, and December listing numbers were 24.1% lower relative to December 2019. Lower advertised stock levels came amidst rising buyer demand; over the 2020 calendar year, residential property sales were 6.6% higher than the number of sales in 2019. Tightening advertised supply levels have seen homes selling faster, and vendors offering up less discounting. Both days on market and discounting were at the lowest levels in at least a decade in December, with homes selling in 33 days on average, and discounting rates reducing to just 2.1%. Five years ago, when listing numbers were

moving through a recent high, it was taking an average of 55 days to sell a regional Victorian home, and discounting rates were larger at 4.1%.

Top sellers markets: Five of the most tightly held suburbs of regional Victoria over 2020 were located in Geelong, and three were located in the Surf Coast council region. The Geelong suburb of Breakwater recorded the smallest proportion of stock on market last year at just 2.7% of all properties.

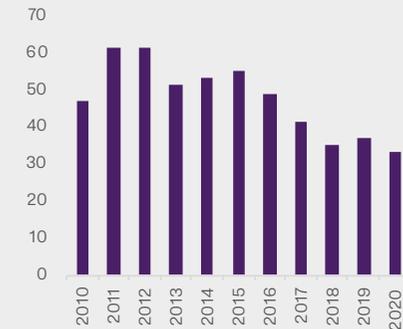
Top buyers markets: Suburbs with the largest proportion of advertised supply were typically located further afield, in regions such as Wellington, South and East Gippsland, Mount Alexander and Moyne. However it was the relatively new Ballarat suburb of Lucas where advertised supply levels were the highest, with 14.6% of housing stock on the market last year.

Number of properties advertised for sale December



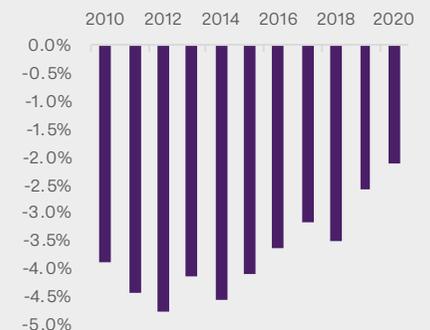
Number of homes advertised for sale December 2020
Houses: 7,902 (-23.7%) **Units:** 1,335 (-25.8%)
Total dwellings: 9,237 (-24.1%)

Median time on market



Median time on market Dec 2020 v Dec 2019
Houses: 33 (36) **Units:** 37 (43)
Total dwellings: 33 (37)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019
Houses: -2.1% (-2.6%) **Units:** -2.1% (-2.6%)
Total dwellings: -2.1% (-2.6%)

Regional Victoria

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
 House	\$443,586	+5.5%	6.3% (6.9%)	25,473 (+7.8%)
 Unit	\$307,791	+6.5%	6.7% (8.4%)	3,301 (-1.6%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Lucas	Ballarat	14.6%	32	19	\$504,397
Metung	East Gippsland	12.9%	49	74	\$426,695
Loch Sport	Wellington	10.6%	48	76	\$261,117
Maldon	Mount Alexander	10.4%	19	26	\$499,358
Mortlake	Moyne	10.3%	21	18	\$224,863
Venus Bay	South Gippsland	10.1%	30	57	\$391,414
Yarram	Wellington	9.9%	35	52	\$252,726
Cobram	Moira	9.8%	94	108	\$250,904
Mansfield	Mansfield	9.7%	67	46	\$482,645
Curlewis	Greater Geelong	9.7%	30	29	\$589,991
Sellers					
Breakwater	Greater Geelong	2.7%	5	1	\$522,226
Aireys Inlet	Surf Coast	2.8%	8	6	\$1,184,296
South Geelong	Greater Geelong	2.9%	3	1	\$651,289
East Geelong	Greater Geelong	3.1%	11	8	\$666,140
Swan Hill	Swan Hill	3.6%	26	38	\$286,020
Jan Juc	Surf Coast	3.6%	8	13	\$1,001,399
Anglesea	Surf Coast	3.6%	24	30	\$1,045,130
Newington	Ballarat	3.6%	7	8	\$555,548
Whittington	Greater Geelong	3.7%	15	13	\$403,592
St Albans Park	Greater Geelong	4.0%	16	13	\$423,412

Queensland



Top 20 buyers markets

Suburbs ranked by highest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Russell Island	Redland	Greater Brisbane	19.3%	190	266	\$241,855
Palmview	Sunshine Coast	Rest of Qld	18.3%	45	53	\$632,578
Kooralbyn	Scenic Rim	Greater Brisbane	18.1%	67	111	\$311,717
Monto	North Burnett	Rest of Qld	17.0%	51	78	\$112,033
Woodgate	Bundaberg	Rest of Qld	16.8%	63	95	\$404,241
Baringa	Sunshine Coast	Rest of Qld	16.7%	42	50	\$530,254
Agnes Water	Gladstone	Rest of Qld	16.4%	133	209	\$333,013
Wongaling Beach	Cassowary Coast	Rest of Qld	16.4%	65	81	\$333,646
Childers	Bundaberg	Rest of Qld	15.0%	57	66	\$228,786
Cooktown	Cook	Rest of Qld	14.6%	106	102	\$255,290
Ravenshoe	Tablelands	Rest of Qld	14.0%	42	67	\$195,425
Tully	Cassowary Coast	Rest of Qld	14.0%	103	114	\$180,889
Gin	Bundaberg	Rest of Qld	13.4%	48	51	\$170,835
Cooloola Cove	Gympie	Rest of Qld	13.0%	49	102	\$353,331
Kleinton	Toowoomba	Rest of Qld	12.8%	26	36	\$540,457
Macleay Island	Redland	Greater Brisbane	12.6%	86	133	\$277,388
River Heads	Fraser Coast	Rest of Qld	12.5%	41	57	\$377,884
Zilzie	Livingstone	Rest of Qld	12.4%	42	76	\$393,233
Birtinya	Sunshine Coast	Rest of Qld	12.4%	74	72	\$559,531
East Innisfail	Cassowary Coast	Rest of Qld	12.4%	71	83	\$167,236

Top 20 sellers markets

Suburbs ranked by lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Middlemount	Isaac	Rest of Qld	0.9%	5	3	\$135,530
Millmerran	Toowoomba	Rest of Qld	1.8%	9	7	\$197,134
Cunnamulla	Paroo	Rest of Qld	2.2%	3	10	\$70,428
North Maclean	Logan	Greater Brisbane	2.6%	3	7	\$637,752
Dysart	Isaac	Rest of Qld	2.6%	19	22	\$120,396
Dutton Park	Brisbane	Greater Brisbane	2.8%	7	12	\$876,595
Gaven	Gold Coast	Rest of Qld	3.1%	2	8	\$817,339
Inala	Brisbane	Greater Brisbane	3.5%	51	55	\$348,229
Stretton	Brisbane	Greater Brisbane	3.5%	12	26	\$790,447
Bellbowrie	Brisbane	Greater Brisbane	3.6%	9	31	\$613,266
Mansfield	Brisbane	Greater Brisbane	3.6%	15	21	\$663,763
Buccan	Logan	Greater Brisbane	3.6%	5	8	\$697,949
Runcorn	Brisbane	Greater Brisbane	3.7%	43	64	\$501,793
Eight Mile Plains	Brisbane	Greater Brisbane	3.7%	51	74	\$721,027
Pine Mountain	Ipswich	Greater Brisbane	3.7%	6	7	\$568,599
Acacia Ridge	Brisbane	Greater Brisbane	3.7%	29	28	\$388,624
Sun Valley	Gladstone	Rest of Qld	3.7%	6	11	\$225,292
Wishart	Brisbane	Greater Brisbane	3.8%	26	29	\$761,360
Park Ridge South	Logan	Greater Brisbane	3.8%	6	13	\$657,776
Parrearra	Sunshine Coast	Rest of Qld	3.9%	8	38	\$684,302



Brisbane

The number of homes advertised for sale across Brisbane in December was 22.4% lower than December 2019, and about one third lower relative to 2018.

A reduction in house listings is the primary driver of lower overall stock levels, however unit listings are also trending lower. In 2020, 5.9% of Brisbane properties were listed for sale. At a time when stock levels were trending lower, buyer activity is on the rise; there were 8.5% more sales across Brisbane in 2020 than in 2019.

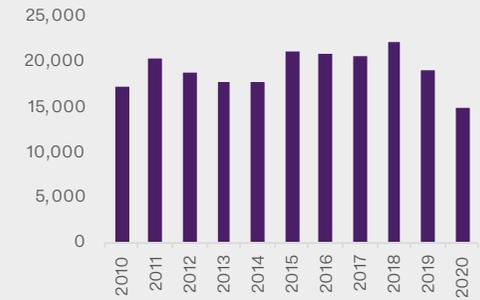
As advertised supply trended lower, homes have been selling faster and vendors are providing less discounting. In December the typical Brisbane house was selling in 35 days (compared with 36 days in 2019), and units were averaging 49 days to sell (compared with 48 days a year ago).

Similarly, vendor discounting rates have nudged lower for houses, down from 3.0% in December 2019 to 2.9% in December 2020, while discounting rates for units nudged higher from 2.8% in 2019 to 2.9% in 2020.

Top sellers markets: The smallest advertised supply levels across Brisbane were mostly confined to the Brisbane local government area. However, suburbs known for acreage properties, such as North Maclean, Bellbowrie, Buccan and Pine Mountain, also featured predominantly within the top ten list of most tightly held Brisbane suburbs.

Top buyers markets: The top ten suburbs with the highest proportion of homes on the market last year were all located outside of the Brisbane City council, with the Redland Bay islands comprising three of the top ten buyer markets, along with rural areas of the Somerset and Scenic Rim council regions.

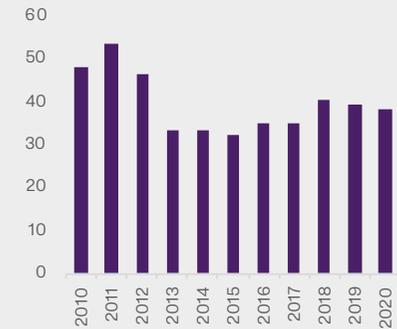
Number of properties advertised for sale December



Number of homes advertised for sale December 2020

Houses: 10,265 (-26.0%) Units: 4,503 (-12.6%)
Total dwellings: 14,768 (-22.4%)

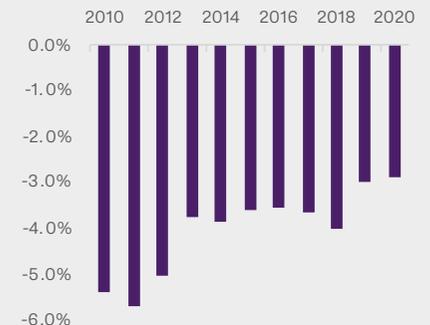
Median time on market



Median time on market Dec 2020 v Dec 2019

Houses: 35 (36) Units: 49 (48)
Total dwellings: 38 (39)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019

Houses: -2.9% (-3.0%) Units: -2.9% (-2.8%)
Total dwellings: -2.9% (-3.0%)

Brisbane

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
 House	\$576,338	+4.6%	6.0% (6.8%)	34,751 (+7.5%)
 Unit	\$390,785	-0.6%	5.7% (6.3%)	10,211 (+12.1%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Russell Island	Redland	19.3%	190	266	\$241,855
Kooralbyn	Scenic Rim	18.1%	67	111	\$311,717
Macleay Island	Redland	12.6%	86	133	\$277,388
Brookwater	Ipswich	12.2%	43	40	\$615,511
Coochiemudlo Island	Redland	11.7%	32	36	\$281,360
Esk	Somerset	11.1%	31	39	\$279,932
Banksia Beach	Moreton Bay	10.8%	85	149	\$601,472
Ningi	Moreton Bay	10.6%	40	70	\$493,827
Toogoolawah	Somerset	9.9%	19	28	\$249,656
Newport	Moreton Bay	9.6%	37	60	\$740,878
Sellers					
North Maclean	Logan	2.6%	3	7	\$637,752
Dutton Park	Brisbane	2.8%	7	12	\$876,595
Inala	Brisbane	3.5%	51	55	\$348,229
Stretton	Brisbane	3.5%	12	26	\$790,447
Bellbowrie	Brisbane	3.6%	9	31	\$613,266
Mansfield	Brisbane	3.6%	15	21	\$663,763
Buccan	Logan	3.6%	5	8	\$697,949
Runcorn	Brisbane	3.7%	43	64	\$501,793
Eight Mile Plains	Brisbane	3.7%	51	74	\$721,027
Pine Mountain	Ipswich	3.7%	6	7	\$568,599

Regional Queensland



Advertised stock levels fell to at least ten year lows in December 2020, reducing by 20.2% from December 2019 levels and 36.4% below the recent high in December 2015.

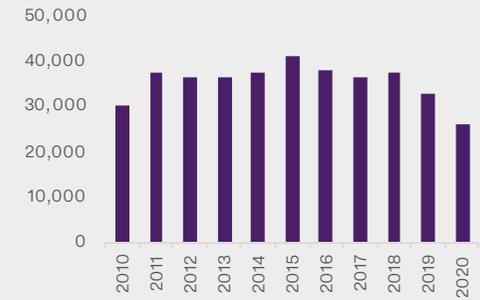
Although listing numbers are reducing, the regional area of Queensland saw 6.7% of all dwelling stock advertised for sale over the 2020 calendar year. This was amongst the highest proportion of stock listed for sale across the broad regions of the country. As advertised stock levels reduced, buying activity recorded a significant lift, rising by 15.2% over the calendar year. Stronger demand against lower supply levels has seen selling time reduce to a median of 46 days, down from 49 days a year earlier and a recent peak of 64 days in 2011. Similarly,

discounting rates have also trended lower, reaching 3.5% in December, down from 3.6% in 2019 and 6.1% in 2011.

Top sellers markets: The most tightly held suburbs of regional Queensland were a mixture of resource intensive locations and coastal regions within the Gold Coast and Sunshine Coast. Topping the list was the Bowen Basin mining township of Middlemount, where only 0.9% of properties were listed for sale last year.

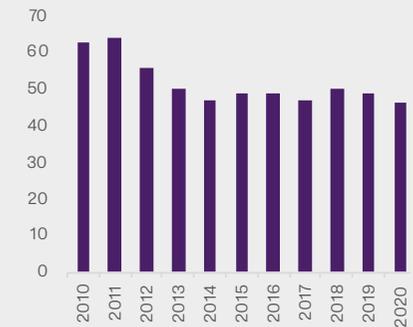
Top buyers markets: The suburbs with the largest proportion of housing stock were mostly located across Central and Northern Queensland, but also areas of the Sunshine Coast where new housing development has been underway.

Number of properties advertised for sale December



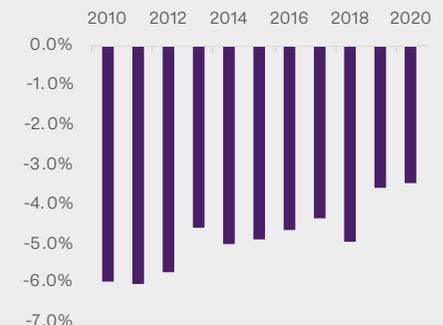
Number of homes advertised for sale December 2020
Houses: 19,861 (-20.2%) **Units:** 6,332 (-20.2%)
Total dwellings: 26,193 (-20.2%)

Median time on market



Median time on market Dec 2020 v Dec 2019
Houses: 43 (46) **Units:** 53 (59)
Total dwellings: 46 (49)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019
Houses: -3.5% (-3.6%) **Units:** -3.6% (-3.7%)
Total dwellings: -3.5% (-3.6%)

Regional Queensland

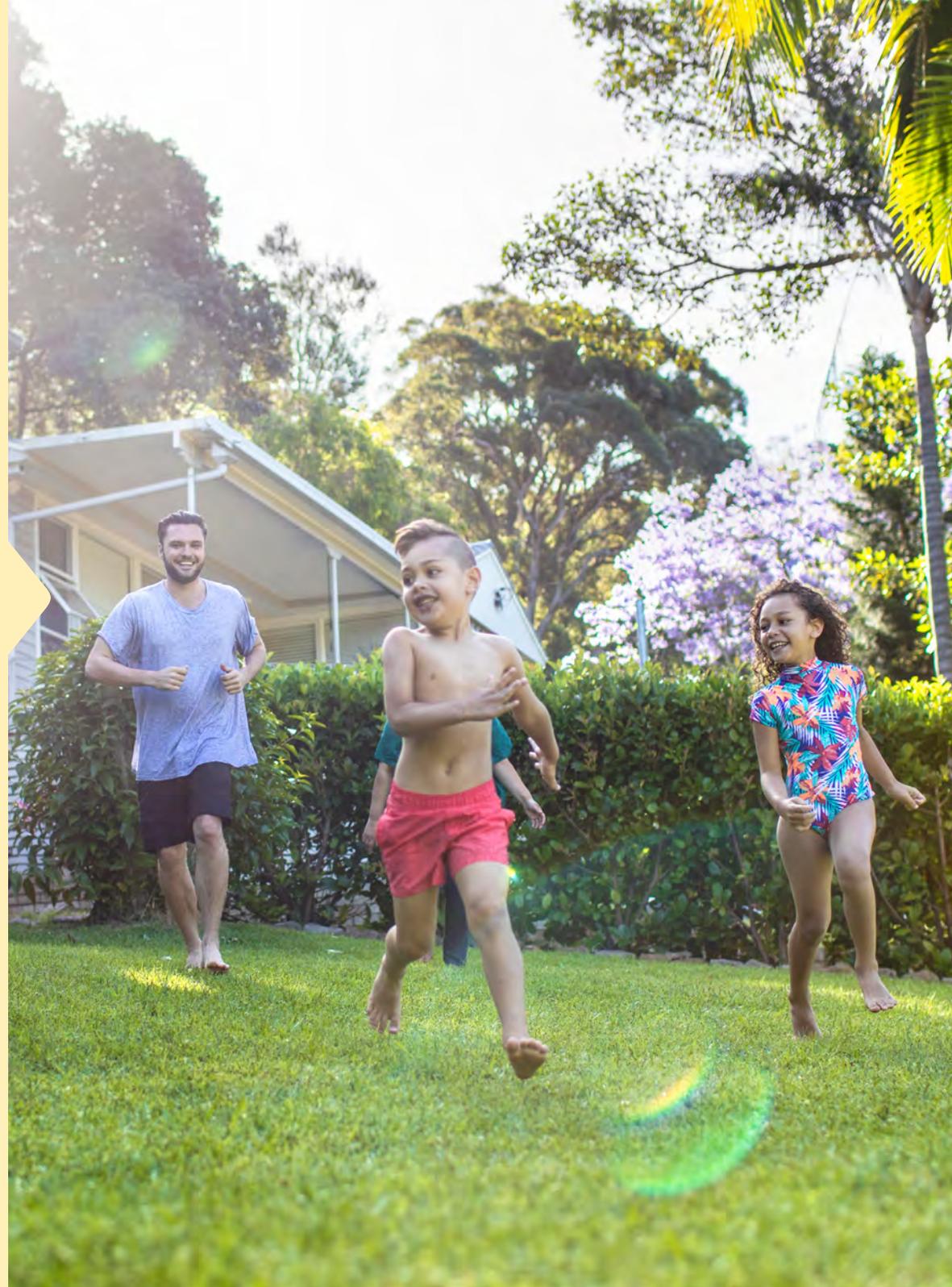
	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
 House	\$417,877	+7.3%	7.8% (8.4%)	42,421 (+17.3%)
 Unit	\$375,076	+5.7%	6.5% (7.6%)	15,006 (+9.5%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Palmview	Sunshine Coast	18.3%	45	53	\$632,578
Monto	North Burnett	17.0%	51	78	\$112,033
Woodgate	Bundaberg	16.8%	63	95	\$404,241
Baringa	Sunshine Coast	16.7%	42	50	\$530,254
Agnes Water	Gladstone	16.4%	133	209	\$333,013
Wongaling Beach	Cassowary Coast	16.4%	65	81	\$333,646
Childers	Bundaberg	15.0%	57	66	\$228,786
Cooktown	Cook	14.6%	106	102	\$255,290
Ravenshoe	Tablelands	14.0%	42	67	\$195,425
Tully	Cassowary Coast	14.0%	103	114	\$180,889
Sellers					
Middlemount	Isaac	0.9%	5	3	\$135,530
Millmerran	Toowoomba	1.8%	9	7	\$197,134
Cunnamulla	Paroo	2.2%	3	10	\$70,428
Dysart	Isaac	2.6%	19	22	\$120,396
Gaven	Gold Coast	3.1%	2	8	\$817,339
Sun Valley	Gladstone	3.7%	6	11	\$225,292
Parrearra	Sunshine Coast	3.9%	8	38	\$684,302
Mornington	Mount Isa	3.9%	14	20	\$249,139
Kuluin	Sunshine Coast	4.0%	7	14	\$561,899
Garbutt	Townsville	4.2%	24	22	\$290,501

South Australia



Top 20 buyers markets

Suburbs ranked by highest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Coffin Bay	Lower Eyre Peninsula	Rest of SA	14.1%	42	55	\$327,436
Moonta Bay	Copper Coast	Rest of SA	11.8%	79	99	\$281,149
Hindmarsh Island	Alexandrina	Rest of SA	10.3%	22	44	\$458,994
Kingston Se	Kingston	Rest of SA	10.0%	37	41	\$260,211
Streaky Bay	Streaky Bay	Rest of SA	9.9%	26	34	\$202,178
North Beach	Copper Coast	Rest of SA	9.8%	22	30	\$347,198
Tumby Bay	Tumby Bay	Rest of SA	9.8%	50	57	\$247,754
Port Hughes	Copper Coast	Rest of SA	9.6%	19	24	\$336,533
Maitland	Yorke Peninsula	Rest of SA	9.5%	28	33	\$221,467
Coober Pedy	Coober Pedy	Rest of SA	9.3%	62	71	\$76,346
Balaklava	Wakefield	Rest of SA	9.3%	29	52	\$196,550
Millicent	Wattle Range	Rest of SA	9.1%	83	113	\$189,794
Jamestown	Northern Areas	Rest of SA	9.1%	33	39	\$155,487
Port Pirie South	Port Pirie City and Dists	Rest of SA	9.0%	75	97	\$156,121
Penola	Wattle Range	Rest of SA	9.0%	25	37	\$157,779
Kadina	Copper Coast	Rest of SA	8.9%	59	48	\$221,112
Lightsview	Port Adelaide Enfield	Greater Adelaide	8.8%	55	72	\$463,441
Roxby Downs	Roxby Downs	Rest of SA	8.8%	99	92	\$212,921
Quorn	Flinders Ranges	Rest of SA	8.8%	22	36	\$136,781
Evanston Gardens	Gawler	Greater Adelaide	8.8%	21	24	\$328,120

South Australia

Top 20 sellers markets

Suburbs ranked by lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Croydon	Charles Sturt	Greater Adelaide	1.4%		2	\$613,777
Thebarton	West Torrens	Greater Adelaide	1.7%	3	5	\$608,782
Woodville Gardens	Port Adelaide Enfield	Greater Adelaide	2.1%	5	4	\$425,245
Royston Park	Norwood Payneham St Peters	Greater Adelaide	2.2%		5	\$981,410
Colonel Light Gardens	Mitcham	Greater Adelaide	2.4%	3	10	\$748,216
Banksia Park	Tea Tree Gully	Greater Adelaide	2.5%	5	17	\$453,360
St Morris	Burnside	Greater Adelaide	2.5%	4	2	\$717,959
Netley	West Torrens	Greater Adelaide	2.6%	2	3	\$562,374
Wynn Vale	Tea Tree Gully	Greater Adelaide	2.7%	18	20	\$477,573
Croydon Park	Charles Sturt	Greater Adelaide	2.8%	14	11	\$500,551
Clapham	Mitcham	Greater Adelaide	2.8%	4	1	\$708,835
Mile End	West Torrens	Greater Adelaide	2.9%	14	18	\$622,921
Hyde Park	Unley	Greater Adelaide	2.9%	6	6	\$1,052,333
Cheltenham	Charles Sturt	Greater Adelaide	3.0%	5	8	\$538,825
Clarence Gardens	Marion	Greater Adelaide	3.0%	3	6	\$714,412
Novar Gardens	West Torrens	Greater Adelaide	3.0%	5	5	\$672,428
Tea Tree Gully	Tea Tree Gully	Greater Adelaide	3.1%	6	15	\$451,282
Fairview Park	Tea Tree Gully	Greater Adelaide	3.1%	4	17	\$432,759
Melrose Park	Marion	Greater Adelaide	3.1%	6	12	\$607,322
Clearview	Port Adelaide Enfield	Greater Adelaide	3.1%	18	24	\$485,194

Adelaide



The number of properties advertised for sale across Adelaide in December fell to the lowest level in at least ten years, down 32.3% on last year.

Only 4.5% of housing stock was available for sale over the calendar year, which was also the lowest proportion of stock on market across the ten year history of the data. While stock levels reduced, home sales trended higher. The number of residential properties sold was estimated to be 9.0% higher in 2020 compared with 2019. As demand rose and advertised supply fell, homes have sold faster than any time in the past ten years.

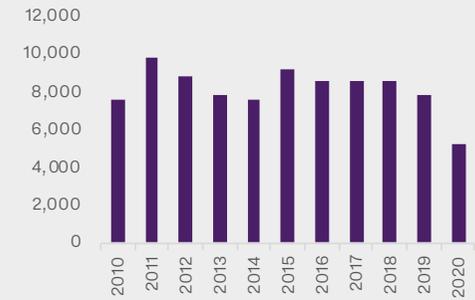
The median number of days to sell an Adelaide home was recorded at 37 days in December, down from 42 days a year earlier. Despite the tight supply and strong selling conditions, vendor discounting rates were slightly higher than a year ago, lifting to

3.2% in December from 2.4% a year ago. Selling conditions have been stronger for houses than units, with detached houses selling faster with less discounting than units; a trend that has been recorded across most regions of Australia as demand turns towards lower density housing options.

Top sellers markets: The most tightly held suburbs of Adelaide are Croydon and Thebarton, with both recording less than 2% of properties on the market last year. Most of the top ten suburbs for lowest advertised stock levels are located across the inner and middle ring suburbs.

Top buyers markets: Higher advertised supply levels are more common across the outer northern fringe of Adelaide, however the suburb that recorded the most stock on market was closer to the city, in the relatively newly developed suburb of Lightview.

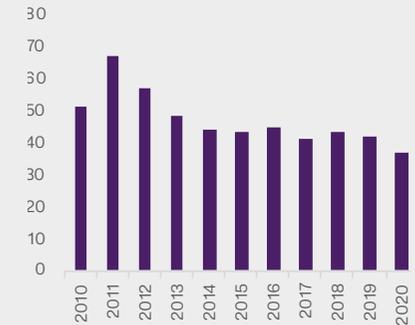
Number of properties advertised for sale December



Number of homes advertised for sale December 2020

Houses: 3,850 (-31.6%) Units: 1,403 (-34.1%)
Total dwellings: 5,253 (-32.3%)

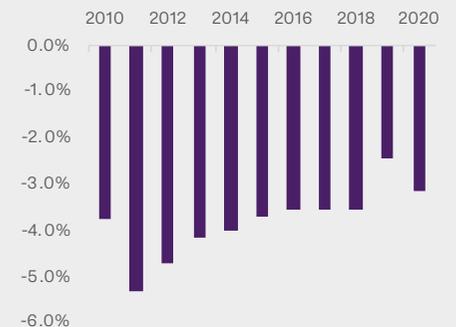
Median time on market



Median time on market Dec 2020 v Dec 2019

Houses: 36 (40) Units: 45 (50)
Total dwellings: 37 (42)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019

Houses: -3.0% (-2.5%) Units: -3.8% (-2.4%)
Total dwellings: -3.2% (-2.4%)

Adelaide

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$504,829	+5.9%	4.3% (5.0%)	19,947 (+11.1%)
Unit	\$344,943	+5.6%	5.7% (7.4%)	5,382 (+1.7%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Lightsview	Port Adelaide Enfield	8.8%	55	72	\$463,441
Evanston Gardens	Gawler	8.8%	21	24	\$328,120
Hewett	Gawler	8.0%	15	23	\$471,868
Munno Para West	Playford	7.6%	39	71	\$312,009
Torrens Park	Mitcham	7.2%	18	21	\$787,346
Andrews Farm	Playford	7.2%	41	82	\$268,717
Munno Para	Playford	6.8%	28	44	\$265,681
Mitcham	Mitcham	6.7%	9	15	\$883,790
Kurralta Park	West Torrens	6.6%	23	35	\$446,202
Mawson Lakes	Salisbury	6.6%	107	128	\$456,733
Sellers					
Croydon	Charles Sturt	1.4%	0	2	\$613,777
Thebarton	West Torrens	1.7%	3	5	\$608,782
Woodville Gardens	Port Adelaide Enfield	2.1%	5	4	\$425,245
Royston Park	Norwood Payneham St Peters	2.2%	0	5	\$981,410
Colonel Light Gardens	Mitcham	2.4%	3	10	\$748,216
Banksia Park	Tea Tree Gully	2.5%	5	17	\$453,360
St Morris	Burnside	2.5%	4	2	\$717,959
Netley	West Torrens	2.6%	2	3	\$562,374
Wynn Vale	Tea Tree Gully	2.7%	18	20	\$477,573
Croydon Park	Charles Sturt	2.8%	14	11	\$500,551

Regional SA



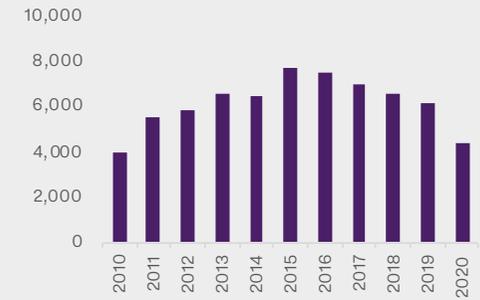
The number of residential properties listed for sale across regional South Australia reduced to the lowest level since 2010 in December.

4,354 houses and units were available for sale in December, almost 29% fewer properties than in December 2019. Throughout the 2020 calendar year, 6.7% of residential properties were advertised for sale, which was also the lowest proportion of stock listed for sale since 2010. While stock levels reduced, home sales surged in 2020, rising by an estimated 29.9% compared with the 2019 calendar year. Regional South Australian homes were averaging 70 days to sell which was roughly equivalent to 2019 levels (69 days), but discounting rates have reduced to 4.3% from 4.4% a year earlier.

Top sellers markets: Five of the ten tightest suburbs for advertised housing supply across regional SA were located in the Barossa region and three were adjacent to each other along the coastline of Alexandrina. The Barossa suburb of Angaston topped the list with only 3.8% of homes on the market last year.

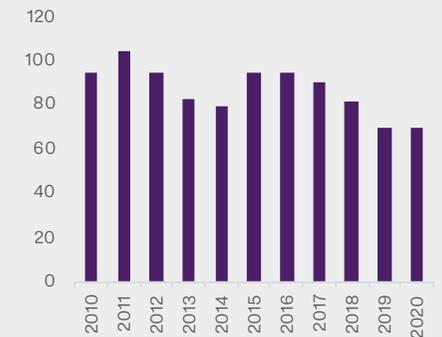
Top buyers markets: Suburbs with the most advertised housing supply tended to be more remote, with four of South Australia's regional suburbs recording more than 10% of properties on the market last year, including Coffin Bay, Moonta Bay, Hindmarsh Island and Kingston SE.

Number of properties advertised for sale December



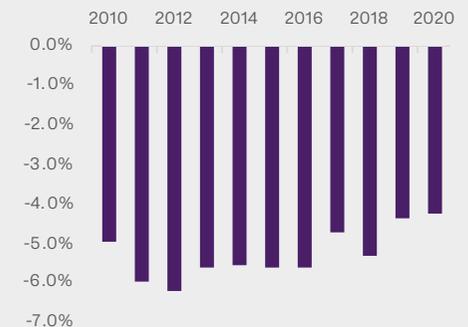
Number of homes advertised for sale December 2020
Houses: 4,089 (-28.5%) **Units:** 265 (-32.7%)
Total dwellings: 4,354 (-28.7%)

Median time on market



Median time on market Dec 2020 v Dec 2019
Houses: 68 (69) **Units:** 106 (73)
Total dwellings: 70 (69)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019
Houses: -4.3% (-4.2%) **Units:** -3.7% (-5.5%)
Total dwellings: -4.3% (-4.4%)

Regional SA

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$258,042	+7.8%	6.7% (7.8%)	7,321 (+29.4%)
Unit	\$194,084	+11.7%	6.4% (8.1%)	457 (+37.2%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Coffin Bay	Lower Eyre Peninsula	14.1%	42	55	\$327,436
Moonta Bay	Copper Coast	11.8%	79	99	\$281,149
Hindmarsh Island	Alexandrina	10.3%	22	44	\$458,994
Kingston Se	Kingston	10.0%	37	41	\$260,211
Streaky Bay	Streaky Bay	9.9%	26	34	\$202,178
North Beach	Copper Coast	9.8%	22	30	\$347,198
Tumby Bay	Tumby Bay	9.8%	50	57	\$247,754
Port Hughes	Copper Coast	9.6%	19	24	\$336,533
Maitland	Yorke Peninsula	9.5%	28	33	\$221,467
Cooper Pedy	Cooper Pedy	9.3%	62	71	\$76,346
Sellers					
Angaston	Angaston	3.8%	8	16	\$328,685
Port Elliot	Port Elliot	4.6%	7	29	\$476,530
Goolwa Beach	Goolwa Beach	4.7%	10	21	\$387,419
Loxton	Loxton	4.8%	26	42	\$223,896
Lyndoch	Lyndoch	5.1%	11	16	\$396,622
Tanunda	Tanunda	5.1%	31	36	\$401,434
Middleton	Middleton	5.2%	7	29	\$437,162
Nuriootpa	Nuriootpa	5.3%	35	57	\$351,511
Port Macdonnell	Port Macdonnell	5.3%	10	13	\$267,577
Williamstown	Williamstown	5.3%	7	20	\$400,169

Western Australia



Top 20 buyers markets

Suburbs ranked by highest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
York	York	Rest of WA	13.5%	108	118	\$260,249
Bridgetown	Bridgetown-Greenbushes	Rest of WA	13.3%	100	96	\$356,239
Hopetoun	Ravensthorpe	Rest of WA	12.8%	51	59	\$197,504
Exmouth	Exmouth	Rest of WA	12.5%	64	104	\$431,980
Jurien Bay	Dandaragan	Rest of WA	12.3%	106	121	\$365,517
Katanning	Katanning	Rest of WA	11.9%	109	128	\$155,156
Toodyay	Toodyay	Rest of WA	11.7%	39	51	\$275,334
Dongara	Irwin	Rest of WA	11.3%	44	48	\$334,039
West Beach	Esperance	Rest of WA	11.0%	43	49	\$446,092
Bunbury	Bunbury	Rest of WA	10.8%	109	130	\$381,382
Donnybrook	Donnybrook-Balingup	Rest of WA	10.7%	49	89	\$322,264
Burswood	Victoria Park	Greater Perth	10.4%	73	96	\$584,880
North Coogee	Cockburn	Greater Perth	10.3%	75	91	\$775,447
Esperance	Esperance	Rest of WA	10.3%	66	75	\$272,183
Merredin	Merredin	Rest of WA	10.2%	65	86	\$125,155
Albany	Albany	Rest of WA	10.2%	36	44	\$393,844
Somerville	Kalgoorlie/Boulder	Rest of WA	10.2%	52	69	\$423,560
Hannans	Kalgoorlie/Boulder	Rest of WA	10.1%	30	39	\$399,727
Yalyalup	Busselton	Rest of WA	9.9%	34	51	\$413,854
Waroona	Waroona	Rest of WA	9.8%	56	82	\$253,139

Top 20 sellers markets

Suburbs ranked by lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Haynes	Armadale	Greater Perth	3.9%	10	15	\$318,173
Wattle Grove	Canning	Greater Perth	3.9%	22	28	\$474,657
Camillo	Armadale	Greater Perth	3.9%	20	21	\$262,647
Chidlow	Mundaring	Greater Perth	3.9%	7	17	\$493,394
Kingsley	Joondalup	Greater Perth	3.8%	34	48	\$590,521
Marangaroo	Wanneroo	Greater Perth	3.8%	27	43	\$417,198
Woodvale	Joondalup	Greater Perth	3.7%	28	36	\$646,890
Mirrabooka	Stirling	Greater Perth	3.7%	33	29	\$327,486
Ballajura	Swan	Greater Perth	3.6%	57	74	\$425,880
Alexander Heights	Wanneroo	Greater Perth	3.6%	22	32	\$425,546
Stratton	Swan	Greater Perth	3.5%	8	17	\$331,643
Noranda	Bayswater	Greater Perth	3.5%	28	41	\$559,690
Kununurra	Wyndham-East Kimberley	Rest of WA	3.5%	21	28	\$270,831
Parkwood	Canning	Greater Perth	3.5%	20	27	\$444,143
Kiara	Bassendean	Greater Perth	3.3%	8	7	\$403,130
Murdoch	Melville	Greater Perth	2.9%	6	9	\$747,172
Bibra Lake	Cockburn	Greater Perth	2.9%	15	19	\$498,902
Tom Price	Ashburton	Rest of WA	1.2%	6	2	\$310,457
Wickham	Karratha	Rest of WA	1.1%	3	5	\$143,596
Paraburdoo	Ashburton	Rest of WA	0.3%	1	0	\$374,082

Perth



The number of Perth homes advertised for sale has been reducing since 2019, falling a further 23.4% in December 2020 compared with December 2019.

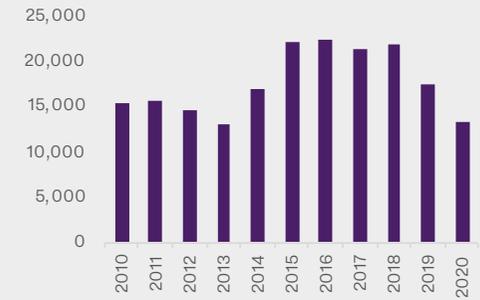
2020 stock levels came close to the lows recorded in 2013, which was prior to the start of a five and half year correction in housing values. Through the 2020 calendar year, 5.6% of residential properties across Perth were advertised for sale, which was the lowest proportion of stock on market since the series began in 2010. The most significant reduction in advertised stock levels has been recorded for houses rather than units; house listings were 29.4% lower in December compared with the same period in 2019, while unit listings were 2.2% lower. The tighter supply levels can be seen in a faster selling time and lower discounting rates for houses. Overall, the median selling

time of 26 days across Perth is the shortest time on market since 2013, and discounting rates (3.0%) have not been this low over the past ten years.

Top sellers markets: The Perth suburbs with the shortest advertised supply through 2020 were all located outside of the 10km ring from the Perth CBD, with seven of the top ten suburbs located around the middle to outer ring northern suburbs. The Cockburn suburb of Bibra Lake and the Melville suburb of Murdoch both recorded the tightest levels of advertised supply with only 2.9% of properties available for sale last year.

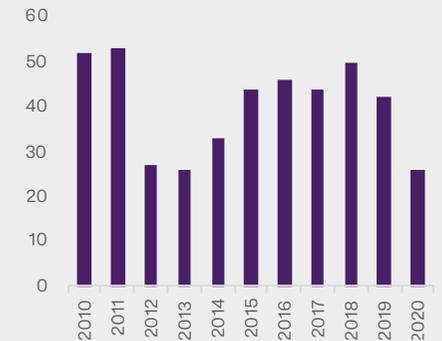
Top buyers markets: The suburbs with the most advertised supply were typically located around the outer fringes of the Perth metro region. However, the inner city suburb of Burswood topped the list with 10.4% of properties on the market in 2020 due to a large number of units available for sale.

Number of properties advertised for sale December



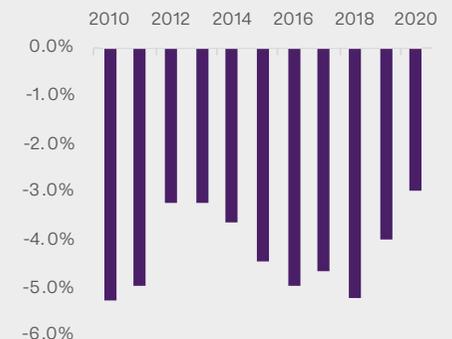
Number of homes advertised for sale December 2020
Houses: 9,655 (-29.4%) **Units:** 3,712 (-2.2%)
Total dwellings: 13,367 (-23.4%)

Median time on market



Median time on market Dec 2020 v Dec 2019
Houses: 24 (42) **Units:** 38 (46)
Total dwellings: 26 (42)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019
Houses: -2.9% (-4.0%) **Units:** -3.3% (-4.5%)
Total dwellings: -3.0% (-4.0%)

Perth

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$490,810	+2.0%	5.3% (6.0%)	29,430 (+22.9%)
Unit	\$365,037	1.3%	7.4% (7.9%)	6,417 (-20.1%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Burswood	Blacktown	10.4%	73	96	\$584,880
North Coogee	Camden	10.3%	75	91	\$775,447
Wannanup	Liverpool	9.5%	64	90	\$468,853
Erskine	Blacktown	9.4%	67	92	\$404,346
Mandurah	Camden	8.8%	191	243	\$270,140
Dudley Park	Liverpool	8.8%	84	127	\$371,634
Burns Beach	Liverpool	8.7%	23	23	\$859,460
South Yunderup	Blacktown	8.6%	56	89	\$484,783
Serpentine	Camden	8.6%	20	33	\$625,629
Bedforddale	Liverpool	8.3%	21	35	\$733,824
Sellers					
Bibra Lake	Cockburn	2.9%	15	19	\$498,902
Murdoch	Melville	2.9%	6	9	\$747,172
Kiara	Bassendean	3.3%	8	7	\$403,130
Parkwood	Canning	3.5%	20	27	\$444,143
Noranda	Bayswater	3.5%	28	41	\$559,690
Stratton	Swan	3.5%	8	17	\$331,643
Alexander Heights	Wanneroo	3.6%	22	32	\$425,546
Ballajura	Swan	3.6%	57	74	\$425,880
Mirrabeeka	Stirling	3.7%	33	29	\$327,486
Woodvale	Joondalup	3.7%	28	36	\$646,890



Regional WA

The number of properties advertised for sale across regional WA was 21.1% lower in December 2020 compared with 2019, continuing a consistent trend of less stock on the market that has been apparent since 2015.

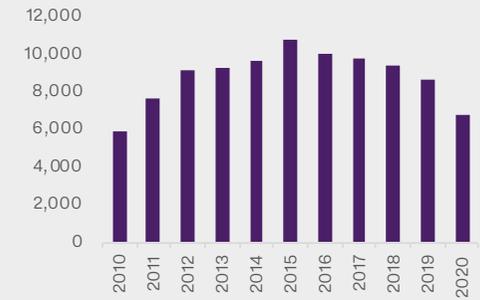
Despite the consistent reduction in listing numbers, the proportion of properties advertised for sale through 2020 remains elevated; 7.8% of properties were available for sale throughout 2020, which was the highest proportion across any of the broad regions nationally. A surge in buyer activity has been a key driver of the trend towards fewer homes advertised for sale. Home sales were up 37.8% in 2020 compared with 2019. As listing numbers trend lower against rising buyer demand, the typical selling time and discounting rates have reduced. Homes are averaging 48 days to sell compared

with 58 days a year ago, and vendors aren't budging as much on their asking prices, with discount rates falling from 5.2% a year ago to 3.9% in December 2020.

Top sellers markets: The mining regions of Northern WA dominate the top ten list for tightest housing markets across the regional areas of the state. Only 0.3% of properties in Paraburdoo were advertised for sale last year, and only slightly more than 1% of properties were listed for sale in the Karratha suburb of Wickham and Ashburtons' suburb of Tom Price.

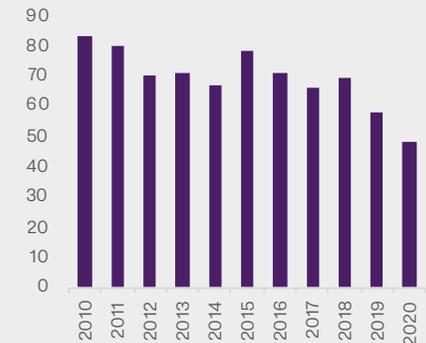
Top buyers markets: The suburbs with the largest proportion of advertised properties are diverse, and spread across a broad geography of regional WA. York, located about 100km east of Perth showed the highest proportion of homes on the market last year with 13.5% of properties listed for sale.

Number of properties advertised for sale December



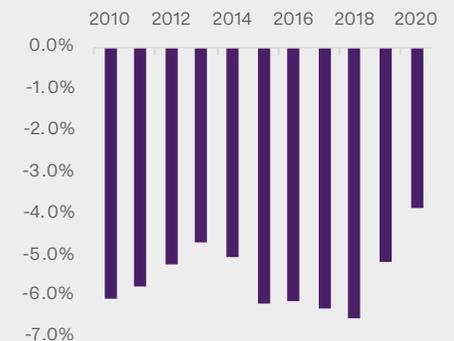
Number of homes advertised for sale December 2020
Houses: 6,057 (-22.6%) **Units:** 734 (-5.5%)
Total dwellings: 6,791 (-21.1%)

Median time on market



Median time on market Dec 2020 v Dec 2019
Houses: 46 (58) **Units:** 55 (70)
Total dwellings: 48 (58)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019
Houses: -3.8% (-5.3%) **Units:** -4.3% (-4.4%)
Total dwellings: -3.9% (-5.2%)

Regional WA

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$343,619	-3.9%	7.8% (8.4%)	9,042 (+39.6%)
Unit	\$217,801	-0.2%	8.2% (8.9%)	727 (+18.4%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
York	York	13.5%	108	118	\$260,249
Bridgetown	Bridgetown-Greenbushes	13.3%	100	96	\$356,239
Hopetoun	Ravensthorpe	12.8%	51	59	\$197,504
Exmouth	Exmouth	12.5%	64	104	\$431,980
Jurien Bay	Dandaragan	12.3%	106	121	\$365,517
Katanning	Katanning	11.9%	109	128	\$155,156
Toodyay	Toodyay	11.7%	39	51	\$275,334
Dongara	Irwin	11.3%	44	48	\$334,039
West Beach	Esperance	11.0%	43	49	\$446,092
Bunbury	Bunbury	10.8%	109	130	\$381,382
Sellers					
Paraburdoo	Ashburton	0.3%	1	0	\$374,082
Wickham	Karratha	1.1%	3	5	\$143,596
Tom Price	Ashburton	1.2%	6	2	\$310,457
Kununurra	Wyndham-East Kimberley	3.5%	21	28	\$270,831
Coolgardie	Coolgardie	4.4%	11	11	\$90,287
Baynton	Karratha	4.5%	28	13	\$548,993
Derby	Derby-West Kimberley	4.5%	16	39	\$180,500
Newman	East Pilbara	4.6%	23	33	\$202,774
Nickol	Karratha	4.7%	23	10	\$466,270
Norseman	Dundas	4.9%	8	20	\$58,286

Tasmania



Top 20 buyers markets

Suburbs ranked by highest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Rosebery	West Coast	Rest of Tas.	10.6%	17	35	\$111,881
Smithton	Circular Head	Rest of Tas.	9.8%	63	101	\$230,961
Shearwater	Latrobe	Rest of Tas.	8.9%	24	31	\$411,189
St Helens	Break O'Day	Rest of Tas.	8.7%	38	46	\$356,571
Port Sorell	Latrobe	Rest of Tas.	8.7%	21	35	\$400,202
Park Grove	Burnie	Rest of Tas.	8.4%	16	30	\$322,426
Deloraine	Meander Valley	Rest of Tas.	8.2%	29	41	\$326,033
Huonville	Huon Valley	Rest of Tas.	8.1%	23	30	\$453,700
Beauty Point	West Tamar	Rest of Tas.	8.0%	21	17	\$283,713
Queenstown	West Coast	Rest of Tas.	7.7%	25	48	\$107,328
Shorewell Park	Burnie	Rest of Tas.	7.5%	11	18	\$246,567
Spreyton	Devonport	Rest of Tas.	7.4%	19	21	\$369,876
Perth	Northern Midlands	Rest of Tas.	7.0%	13	30	\$390,179
Latrobe	Latrobe	Rest of Tas.	6.9%	30	42	\$322,524
Oakdowns	Clarence	Greater Hobart	6.9%	8	8	\$437,190
East Devonport	Devonport	Rest of Tas.	6.7%	29	42	\$269,828
West Ulverstone	Central Coast	Rest of Tas.	6.7%	27	43	\$307,630
Acton	Burnie	Rest of Tas.	6.7%	8	16	\$231,844
Legana	West Tamar	Rest of Tas.	6.6%	24	28	\$454,857
Upper Burnie	Burnie	Rest of Tas.	6.5%	15	22	\$234,805

Top 20 sellers markets

Suburbs ranked by lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Rose Bay	Clarence	Greater Hobart	1.8%	1	1	\$631,095
Gagebrook	Brighton	Greater Hobart	2.8%	3	4	\$352,297
Moonah	Glenorchy	Greater Hobart	2.9%	10	17	\$473,838
Mount Nelson	Hobart	Greater Hobart	2.9%	3	7	\$700,468
South Hobart	Hobart	Greater Hobart	3.0%	16	15	\$670,870
Taroona	Kingborough	Greater Hobart	3.1%	4	9	\$775,492
Chigwell	Glenorchy	Greater Hobart	3.1%	9	6	\$393,403
Hadspen	Meander Valley	Rest of Tas.	3.2%	5	7	\$349,490
West Hobart	Hobart	Greater Hobart	3.5%	17	22	\$766,486
New Town	Hobart	Greater Hobart	3.6%	10	29	\$650,655
Warrane	Clarence	Greater Hobart	3.7%	9	7	\$421,946
Sandford	Clarence	Greater Hobart	3.7%	6	9	\$791,263
Lauderdale	Clarence	Greater Hobart	3.7%	4	3	\$608,628
Prospect	Launceston	Rest of Tas.	3.7%	8	10	\$354,585
Mount Stuart	Hobart	Greater Hobart	3.7%	7	7	\$699,060
North Hobart	Hobart	Greater Hobart	3.8%	11	15	\$704,987
Battery Point	Hobart	Greater Hobart	3.9%	12	18	\$889,810
Lenah Valley	Hobart	Greater Hobart	3.9%	21	24	\$606,878
Margate	Kingborough	Greater Hobart	4.1%	10	9	\$578,344
Hobart	Hobart	Greater Hobart	4.2%	21	15	\$727,651

Hobart



The number of properties advertised for sale dropped to fresh lows in December with only 735 homes advertised for sale; 23.6% lower than December 2019.

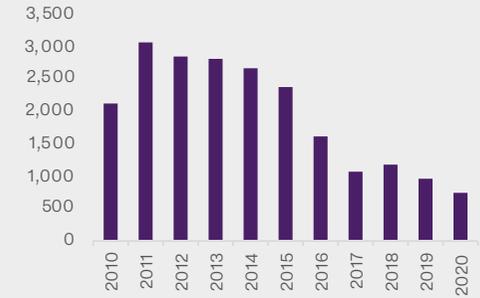
Throughout the 2020 calendar year only 4.3% of properties were listed for sale. While listing numbers trended lower, buyer numbers were also down over the year, falling by an estimated 15.5% in 2020 compared with the 2019 calendar year. Lower buyer numbers help to explain the rise in median selling time and discounting rates amidst such low advertised stock levels. A year ago Hobart dwellings were taking only 11 days to sell on average, rising to 25 days in December 2020. Similarly, vendor discounting rates have eased from 2.1% in December 2019 to 2.9% in December 2020. The cooling in selling conditions comes from extremely fast rates of sale and low discounting rates; despite the easing in selling conditions, the

median number of days on market and vendor discount remain amongst the tightest of any capital city regions.

Top sellers markets: The tightest listing markets across Hobart were generally within seven kilometers of the Hobart CBD, however there were a few exceptions such Gagebrook and Chigwell which are amongst the most affordable suburbs across the Hobart region. The suburb with lowest proportion of stock listed for sale last year was Rose Bay, located on the eastern bank of the Derwent River, opposite Queens Domain.

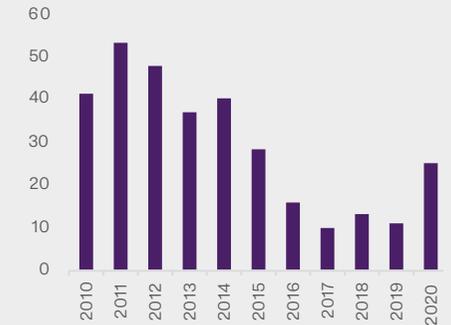
Top buyers markets: Suburbs with the largest proportion of housing stock on the market last year were concentrated around the outer fringe of Hobart, with suburbs in the Sorell council region comprising four of the top ten list. Oakdowns recorded the largest proportion of homes for sale last year, with 6.9% of properties available for sale in 2020.

Number of properties advertised for sale December



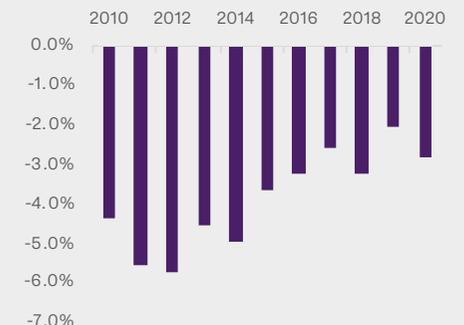
Number of homes advertised for sale December 2020
Houses: 570 (-23.5%) **Units:** 165 (-24.0%)
Total dwellings: 735 (-23.6%)

Median time on market



Median time on market Dec 2020 v Dec 2019
Houses: 25 (12) **Units:** 19 (10)
Total dwellings: 25 (11)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019
Houses: -2.9% (-2.2%) **Units:** -1.8% (-1.0%)
Total dwellings: -2.9% (-2.1%)

Hobart

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$551,462	+7.7%	4.2% (5.3%)	3,042 (-14.1%)
Unit	\$417,724	0.0%	4.9% (6.9%)	1,031 (-19.5%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Oakdowns	Clarence	6.9%	8	8	\$437,190
Carlton	Sorell	6.3%	7	11	\$418,821
Sorell	Sorell	6.3%	12	24	\$436,171
Midway Point	Sorell	6.0%	19	15	\$431,132
Richmond	Clarence	5.8%	8	7	\$506,624
Risdon Vale	Clarence	5.7%	9	6	\$334,809
Dynnyrne	Hobart	5.5%	14	5	\$690,055
New Norfolk	Derwent Valley	5.4%	28	39	\$331,381
Old Beach	Brighton	5.4%	12	17	\$438,221
Primrose Sands	Sorell	5.3%	11	12	\$360,250
Sellers					
Rose Bay	Clarence	1.8%	1	1	\$631,095
Gagebrook	Brighton	2.8%	3	4	\$352,297
Moonah	Glenorchy	2.9%	10	17	\$473,838
Mount Nelson	Hobart	2.9%	3	7	\$700,468
South Hobart	Hobart	3.0%	16	15	\$670,870
Taroona	Kingborough	3.1%	4	9	\$775,492
Chigwell	Glenorchy	3.1%	9	6	\$393,403
West Hobart	Hobart	3.5%	17	22	\$766,486
New Town	Hobart	3.6%	10	29	\$650,655
Warrane	Clarence	3.7%	9	7	\$421,946

Regional Tasmania



Residential property listings reduced to new record lows across Regional Tasmania in December, continuing a trend towards lower advertised stock levels that has been evident since 2016.

Listing numbers reduced by 32.3% between December 2019 and December 2020.

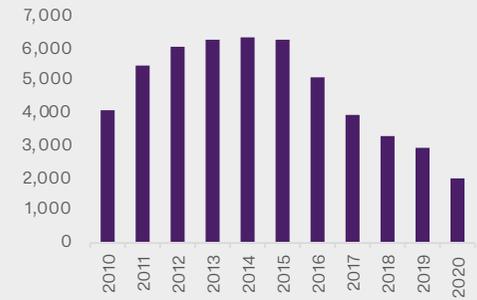
Despite the consistent fall in available housing stock, the trend has been from a high base; in 2015, 11.1% of housing stock across Regional Tasmania was advertised for sale, reducing to 6.0% in 2020, which remains above the national average of 5.3%.

Although stock levels have reduced further over the year, the rate of sale has eased. CoreLogic estimates the number of home sales reduced by about 3.3% through the 2020 calendar year. The reduction in market activity helps to explain a subtle rise in the median time on market (rising from 29 days in December 2019 to 39 days in December 2020) along with a slight lift in discount rates from 2.9% in 2019 to 3.0% in 2020.

Top sellers markets: Most of the suburbs showing the tightest inventory levels across regional Tasmania were centered within the Launceston council area, comprising eight of the top ten locations. However, it was the Meander Valley suburb of Hadspen that topped the list with only 3.2% of homes listed for sale last year.

Top buyers markets: Suburbs with higher advertised supply levels were concentrated across the more rural areas of Tasmania, especially around the north and west of Tasmania. The suburb with the largest proportion of supply available for sale last year (10.6%) was Roseberry, located within the West coast council area.

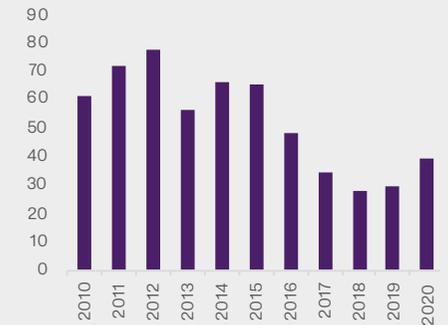
Number of properties advertised for sale December



Number of homes advertised for sale December 2020

Houses: 1,761 (-31.5%) Units: 209 (+38.5%)
Total dwellings: 1,970 (-32.3%)

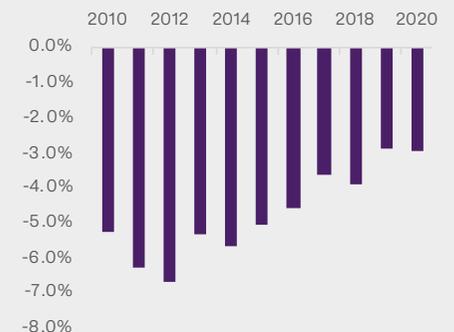
Median time on market



Median time on market Dec 2020 v Dec 2019

Houses: 37 (30) Units: 45 (27)
Total dwellings: 39 (29)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019

Houses: -3.0% (-3.0%) Units: -2.7% (-2.9%)
Total dwellings: -3.0% (-2.9%)

Regional Tasmania

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
 House	\$359,251	+12.0%	5.9% (7.0%)	6,177 (-1.0%)
 Unit	\$271,076	+10.5%	6.6% (8.7%)	900 (-17.0%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Rosebery	West Coast	10.6%	17	35	\$111,881
Smithton	Circular Head	9.8%	63	101	\$230,961
Shearwater	Latrobe	8.9%	24	31	\$411,189
St Helens	Break O'Day	8.7%	38	46	\$356,571
Port Sorell	Latrobe	8.7%	21	35	\$400,202
Park Grove	Burnie	8.4%	16	30	\$322,426
Deloraine	Meander Valley	8.2%	29	41	\$326,033
Huonville	Huon Valley	8.1%	23	30	\$453,700
Beauty Point	West Tamar	8.0%	21	17	\$283,713
Queenstown	West Coast	7.7%	25	48	\$107,328
Sellers					
Hadspen	Meander Valley	3.2%	5	7	\$349,490
Prospect	Launceston	3.7%	8	10	\$354,585
Evandale	Northern Midlands	4.3%	4	10	\$374,370
Ravenswood	Launceston	4.6%	12	11	\$220,975
Trevallyn	Launceston	4.7%	22	32	\$408,660
Mayfield	Launceston	4.9%	3	15	\$271,524
Waverley	Launceston	4.9%	5	7	\$274,282
East Launceston	Launceston	5.0%	8	12	\$550,535
Newstead	Launceston	5.0%	14	31	\$447,818
Norwood	Launceston	5.1%	11	17	\$399,465

Northern Territory



Northern Territory

Top 20 buyers markets

Suburbs ranked by highest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Katherine East	Katherine	Rest of NT	11.8%	47	58	\$301,979
Katherine	Katherine	Rest of NT	8.8%	25	41	\$299,125
Gillen	Alice Springs	Rest of NT	8.0%	52	58	\$411,593
Desert Springs	Alice Springs	Rest of NT	7.6%	13	29	\$526,628
Araluen	Alice Springs	Rest of NT	6.5%	17	36	\$469,940
Muirhead	Darwin	Greater Darwin	6.5%	12	26	\$599,140
Farrar	Palmerston	Greater Darwin	6.3%	13	15	\$463,654
Woolner	Darwin	Greater Darwin	6.1%	16	12	\$375,967
Larapinta	Alice Springs	Rest of NT	6.1%	16	22	\$432,501
Tennant Creek	Barkly	Rest of NT	5.9%	38	45	\$207,509
the Gap	Alice Springs	Rest of NT	5.9%	25	18	\$346,521
Sadadeen	Alice Springs	Rest of NT	5.8%	14	25	\$405,756
Bayview	Darwin	Greater Darwin	5.7%	14	21	\$430,601
Durack	Palmerston	Greater Darwin	5.7%	18	33	\$497,560
Parap	Darwin	Greater Darwin	5.5%	29	44	\$335,662
East Side	Alice Springs	Rest of NT	5.4%	13	28	\$458,080
Nightcliff	Darwin	Greater Darwin	5.2%	48	68	\$293,456
Virginia	Litchfield	Greater Darwin	4.9%	9	7	\$650,529
Lyons	Darwin	Greater Darwin	4.9%	10	8	\$728,412
Johnston	Palmerston	Greater Darwin	4.8%	12	21	\$348,203

Northern Territory

Top 20 sellers markets

Suburbs ranked by lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	Capital city / Regional area	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Tiwi	Darwin	Greater Darwin	2.3%	5	5	\$418,283
Alawa	Darwin	Greater Darwin	2.3%	7	4	\$493,201
Darwin City	Darwin	Greater Darwin	2.4%	19	51	\$350,092
Nakara	Darwin	Greater Darwin	2.4%	3	4	\$517,670
Moulden	Palmerston	Greater Darwin	2.7%	5	16	\$290,112
Moil	Darwin	Greater Darwin	2.7%	2	4	\$464,536
Malak	Darwin	Greater Darwin	2.7%	7	15	\$432,335
Wulagi	Darwin	Greater Darwin	2.8%	4	7	\$460,317
Wanguri	Darwin	Greater Darwin	2.9%	3	5	\$480,199
Wagaman	Darwin	Greater Darwin	2.9%	9	9	\$419,321
Marrara	Darwin	Greater Darwin	2.9%	4	7	\$272,183
Gray	Palmerston	Greater Darwin	3.0%	10	12	\$276,909
Karama	Darwin	Greater Darwin	3.0%	13	26	\$367,334
Anula	Darwin	Greater Darwin	3.0%	3	5	\$446,688
Ludmilla	Darwin	Greater Darwin	3.0%	5	6	\$478,201
Bakewell	Palmerston	Greater Darwin	3.3%	13	23	\$336,758
Driver	Palmerston	Greater Darwin	3.3%	11	24	\$343,914
Woodroffe	Palmerston	Greater Darwin	3.5%	13	17	\$354,769
Howard Springs	Litchfield	Greater Darwin	3.6%	13	21	\$647,750
Zuccoli	Palmerston	Greater Darwin	3.6%	10	21	\$414,203

Darwin



The number of properties available for sale fell to at least ten year lows across Darwin in December 2020, with listing numbers down 33.2% compared with December 2019, and 58% below the previous high in 2015.

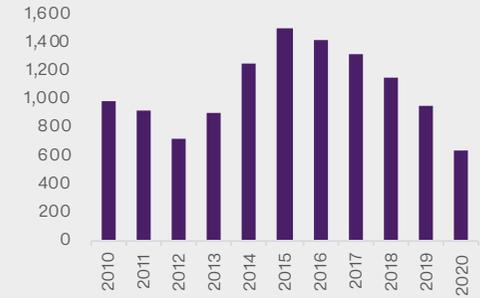
Only 3.9% of Darwin residential properties were advertised for sale throughout the 2020 calendar year, which was also a record low over the ten year series.

Despite the drop in advertised supply, home sales were 15.5% higher in 2020, resulting in homes selling faster than a year ago and the lowest level of vendor discounting since 2012. The most remarkable turnaround can be seen in the local unit market, where apartments are now selling faster than houses.

Top sellers markets: Suburbs located within the Darwin council area comprised nine of the top ten list for the tightest advertised stock levels last year, with only one suburb (Moulden in the Palmerston council) located outside of the Darwin area. The suburbs of Tiwi and Alawa recorded the smallest proportion of stock available for sale last year, with only 2.3% of homes listed for sale in 2020.

Top buyers markets: The highest advertised stock levels ranged from inner city areas of Darwin including Woolner, Bayview and Parap as well as areas of Palmerston and Litchfield. The suburb of Muirhead topped the list with 6.5% of properties advertised for sale last year.

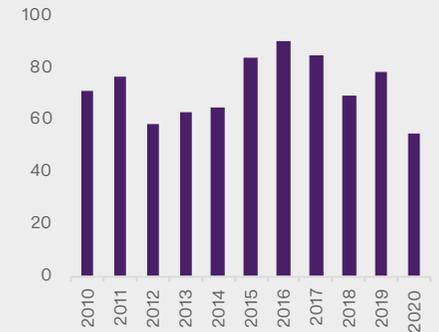
Number of properties advertised for sale December



Number of homes advertised for sale December 2020

Houses: 352 (-29.9%) Units: 280 (-36.9%)
Total dwellings: 632 (-33.2%)

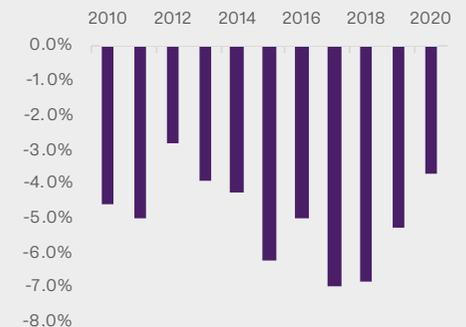
Median time on market



Median time on market Dec 2020 v Dec 2019

Houses: 55 (77) Units: 48 (78.5)
Total dwellings: 54 (78)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019

Houses: -3.6% (-4.3%) Units: -3.8% (-8.4%)
Total dwellings: -3.7% (-5.3%)

Darwin

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$497,222	+11.9%	3.9% (5.0%)	1,188 (+12.9%)
Unit	\$290,774	-3.6%	3.9% (5.1%)	604 (+21.0%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Muirhead	Darwin	6.5%	12	26	\$599,140
Farrar	Palmerston	6.3%	13	15	\$463,654
Woolner	Darwin	6.1%	16	12	\$375,967
Bayview	Darwin	5.7%	14	21	\$430,601
Durack	Palmerston	5.7%	18	33	\$497,560
Parap	Darwin	5.5%	29	44	\$335,662
Nightcliff	Darwin	5.2%	48	68	\$293,456
Virginia	Litchfield	4.9%	9	7	\$650,529
Lyons	Darwin	4.9%	10	8	\$728,412
Johnston	Palmerston	4.8%	12	21	\$348,203
Sellers					
Tiwi	Darwin	2.3%	5	5	\$418,283
Alawa	Darwin	2.3%	7	4	\$493,201
Darwin City	Darwin	2.4%	19	51	\$350,092
Nakara	Darwin	2.4%	3	4	\$517,670
Moulden	Palmerston	2.7%	5	16	\$290,112
Moil	Darwin	2.7%	2	4	\$464,536
Malak	Darwin	2.7%	7	15	\$432,335
Wulagi	Darwin	2.8%	4	7	\$460,317
Wanguri	Darwin	2.9%	3	5	\$480,199
Wagaman	Darwin	2.9%	9	9	\$419,321



Regional NT

The number of residential property listings across regional Northern Territory has been trending lower since moving through a recent peak in 2018.

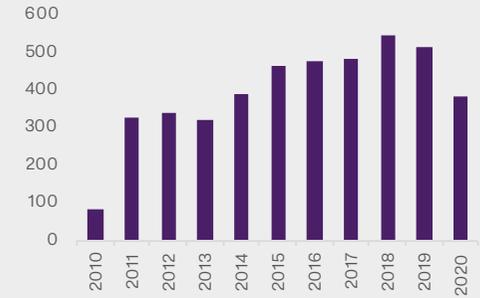
Data to December 2020 shows the number of listings has dropped by 30.6% since the 2018 high. However, overall stock levels remain elevated with 6.8% of homes 'on the market' in 2020. With a relatively large proportion of properties still advertised for sale, the median selling time remains elevated at 82 days, but vendor discounting rates are starting to reduce, falling from 4.6% in December 2019 to 3.0% in December 2020. Home sales are rising, up

19.6% over the 2020 calendar year. If buyer demand continues to gather momentum, it is likely the typical selling time and discounting rates will reduce further.

Top sellers markets: The tightest sellers markets were generally confined to suburbs of Alice Springs, with the suburb of Brainting topping the list with 4.6% of homes advertised for sale last year.

Top buyers markets: The suburbs of Katherine had higher advertised supply levels. Katherine East recorded the largest proportion of properties available for sale last year, with 11.8% of homes on the market in 2020.

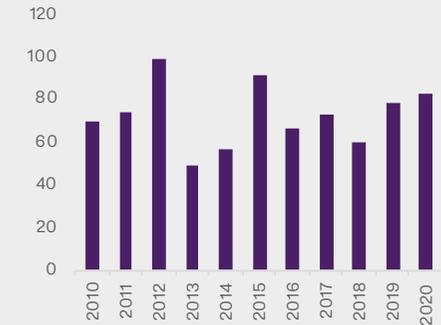
Number of properties advertised for sale December



Number of homes advertised for sale December 2020

Houses: 310 (-18.8%) Units: 69 (+47.3%)
Total dwellings: 379 (-26.1%)

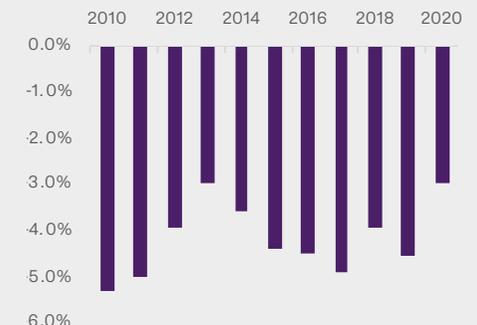
Median time on market



Median time on market Dec 2020 v Dec 2019

Houses: 71.5 (85) Units: 168 (47.5)
Total dwellings: 82 (78)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019

Houses: -3.0% (-5.0%) Units: -3.0% (-4.4%)
Total dwellings: -3.0% (-4.6%)

Regional NT

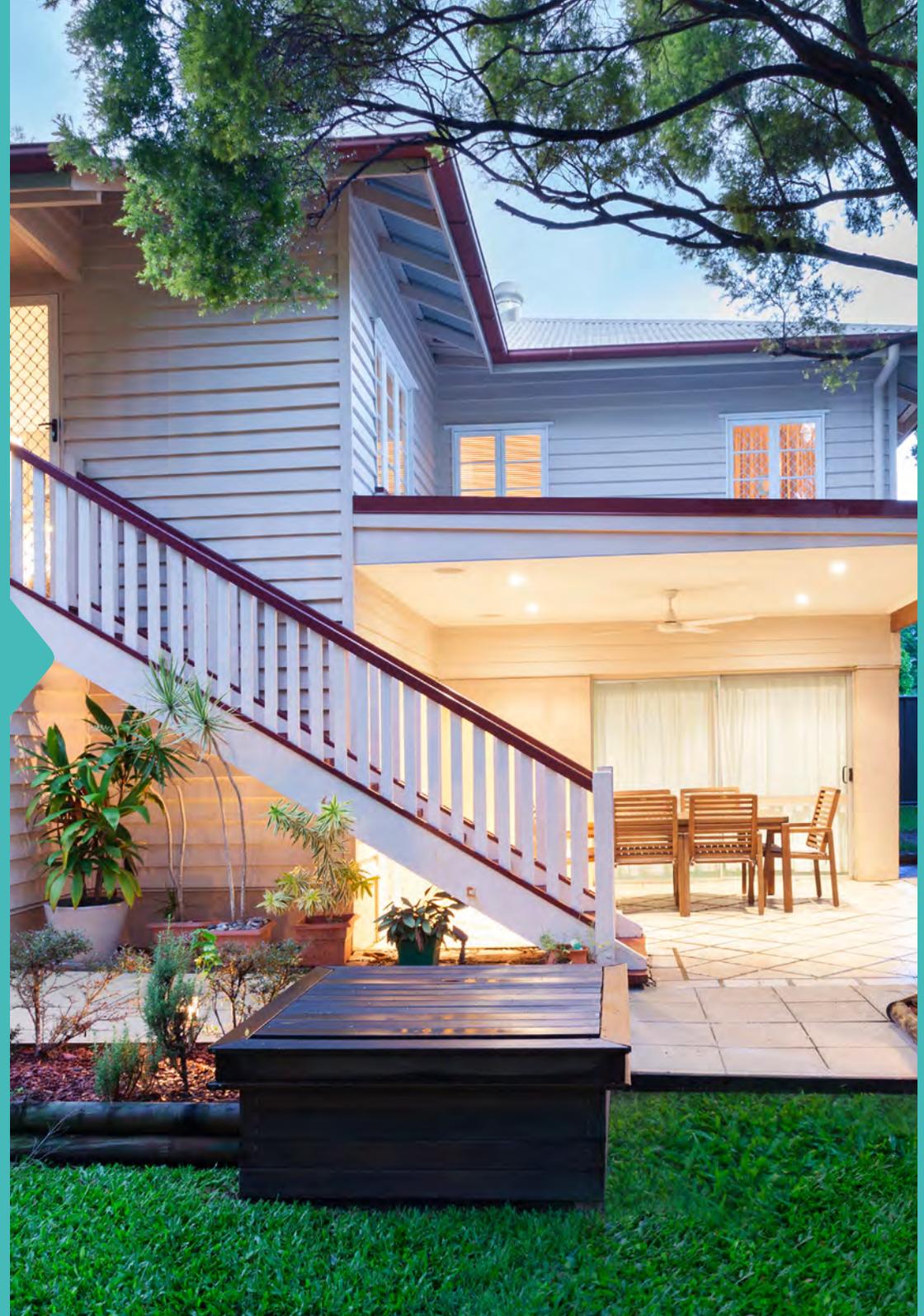
	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
 House	\$434,182	+2.8%	7.3% (8.0%)	464 (+20.5%)
 Unit	\$277,111	+6.0%	5.6% (7.9%)	141 (+17.5%)

Top 10 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Katherine East	Katherine	11.8%	47	58	\$301,979
Katherine	Katherine	8.8%	25	41	\$299,125
Gillen	Alice Springs	8.0%	52	58	\$411,593
Desert Springs	Alice Springs	7.6%	13	29	\$526,628
Araluen	Alice Springs	6.5%	17	36	\$469,940
Sellers					
Braitling	Alice Springs	4.6%	22	25	\$449,560
East Side	Alice Springs	5.4%	13	28	\$458,080
Sadadeen	Alice Springs	5.8%	14	25	\$405,756
the Gap	Alice Springs	5.9%	25	18	\$346,521
Tennant Creek	Barkly	5.9%	38	45	\$207,509

Canberra



Canberra



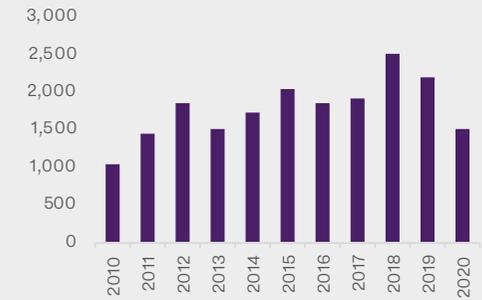
Advertised stock levels have reduced for the second year running across Canberra.

After the number of listings fell 12.5% between December 2018 and December 2019, December 2020 saw listing numbers down a further 31.5%. The drop in advertised supply came as buyer activity trended higher, rising 16.3% over the 2020 calendar year. The lift in buyer numbers and fall in advertised inventory has seen the number of days it takes sell a property reduce from 46 days in December 2019 to 38 days in December 2020. Despite faster selling times, vendors have offered up slightly larger discounts. The median vendor discount rose from 1.6% in 2019 to 2.0% in 2020. Although discounting rates are more substantial, at 2.0%, Canberra is still showing the smallest amount of vendor discounting across the capital cities.

Top sellers markets: Nine suburbs across Canberra have recorded less than 3% of housing stock on the market last year, with the locations generally including middle ring suburbs to the north and south of the Canberra city center. Oxley and Fraser were the tightest markets through the year with only 2.2% of homes listed for sale in 2020.

Top buyers markets: The suburbs with the most properties advertised for sale last year were a mix of inner city suburbs such as Forrest, Kingston and the City, as well as suburbs around the outer fringe of Canberra where new residential construction activity has been more active. The suburb with the largest proportion of stock available for sale last year was Taylor, located in the Gungahlin region, where 12.4% of homes were on the market last year.

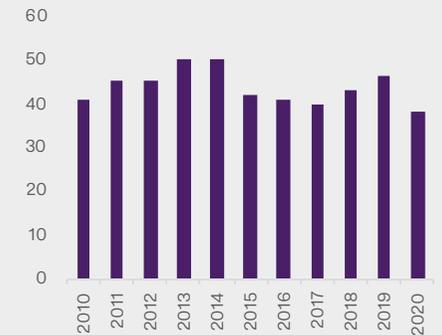
Number of properties advertised for sale December



Number of homes advertised for sale December 2020

Houses: 671 (-33.0%) Units: 826 (-30.2%)
Total dwellings: 1,497 (-31.5%)

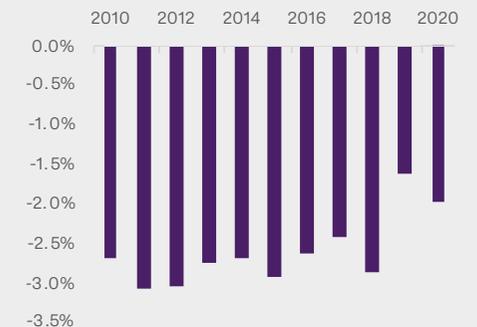
Median time on market



Median time on market Dec 2020 v Dec 2019

Houses: 35 (42) Units: 41 (49)
Total dwellings: 38 (46)

Median vendor discount



Median vendor discount Dec 2020 v Dec 2019

Houses: -2.1% (-1.7%) Units: -1.9% (-1.5%)
Total dwellings: -2.0% (-1.6%)

Canberra

	Median Value	Change in values 2019 to 2020	% of housing stock on the market in 2020 v 2019	# of sales 2020 v 2019
House	\$762,608	+8.5%	3.9% (4.5%)	5,826 (+15.5%)
Unit	\$467,977	+4.1%	6.3% (7.5%)	2,898 (+17.7%)

Top 20 buyers and sellers markets in 2020

Suburbs ranked by highest/lowest % of stock listed for sale in 2020 (excludes suburbs with fewer than 500 dwellings).

Suburb	Council region	% of housing stock on the market 2020	# listings December 2020	# listings December 2019	Median Value
Buyers					
Taylor	Unincorporated ACT	12.4%	27	37	\$609,830
Throsby	Unincorporated ACT	9.8%	18	40	\$789,619
Wright	Unincorporated ACT	8.8%	32	57	\$452,847
City	Unincorporated ACT	8.7%	72	84	\$502,193
Denman Prospect	Unincorporated ACT	7.6%	23	44	\$841,956
Moncrieff	Unincorporated ACT	7.6%	25	35	\$667,568
Forrest	Unincorporated ACT	7.5%	14	28	\$1,172,971
Turner	Unincorporated ACT	7.2%	42	52	\$515,985
Kingston	Unincorporated ACT	7.1%	75	98	\$608,380
Braddon	Unincorporated ACT	7.1%	58	91	\$436,542
Sellers					
Oxley	Unincorporated ACT	2.2%	2	4	\$742,367
Fraser	Unincorporated ACT	2.2%	4	7	\$758,686
Wanniassa	Unincorporated ACT	2.5%	7	19	\$661,679
Ainslie	Unincorporated ACT	2.6%	6	9	\$1,095,067
Mckellar	Unincorporated ACT	2.6%	3	7	\$775,999
Kaleen	Unincorporated ACT	2.6%	13	18	\$794,956
Chisholm	Unincorporated ACT	2.9%	4	12	\$604,542
Flynn	Unincorporated ACT	2.9%	8	4	\$725,527
Kambah	Unincorporated ACT	2.9%	17	38	\$624,186
Giralang	Unincorporated ACT	3.0%	5	11	\$696,744

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