

# RP Data Weekend Market Summary

All data to week ending 9 March 2014

## Capital city home value changes

Capital city	Weekly change	Monthly change	Yr to date change	Annual change
Sydney	0.7%	1.2%	2.5%	14.4%
Melbourne	1.7%	2.1%	5.0%	11.0%
Brisbane	1.3%	0.0%	0.6%	2.9%
Adelaide	0.6%	1.0%	0.8%	4.4%
Perth	0.1%	0.2%	-1.1%	6.2%
<b>Combined 5 capitals</b>	<b>1.0%</b>	<b>1.2%</b>	<b>2.4%</b>	<b>10.0%</b>

\*Brisbane results are for the combined Brisbane and Gold Coast region. The monthly change is the change over the past 28 days.

Results are based on the RP Data-Rismark Daily Home Value Index. Further information and daily updates on the index results are available from [http://www.rpdata.com/research/daily\\_indices.html](http://www.rpdata.com/research/daily_indices.html).

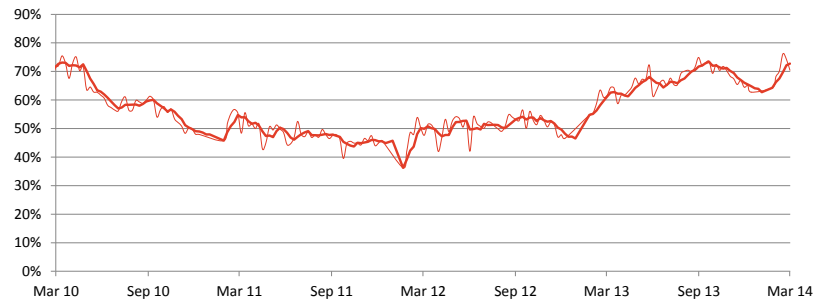
## Daily change in dwelling values across five combined capitals



## Capital city auction statistics (preliminary)

City	Clearance rate	Total auctions	RP Data auction results	Cleared auctions	Uncleared auctions
Sydney	80.2%	844	580	465	115
Melbourne	63.3%	330	264	167	97
Brisbane	49.4%	140	83	41	42
Adelaide	66.0%	80	50	33	17
Perth	53.3%	33	15	8	7
Tasmania	22.2%	17	9	2	7
Canberra	51.4%	62	37	19	18
<b>Weighted Average</b>	<b>70.4%</b>	<b>1,506</b>	<b>1,038</b>	<b>735</b>	<b>303</b>

## Weekly clearance rate, combined capital cities



The above results are preliminary, with 'final' auction clearance rates published each Thursday. RP Data, on average, collects between 85% and 90% of auction results each week. Clearance rates are calculated across properties that have been taken to auction over the past week.

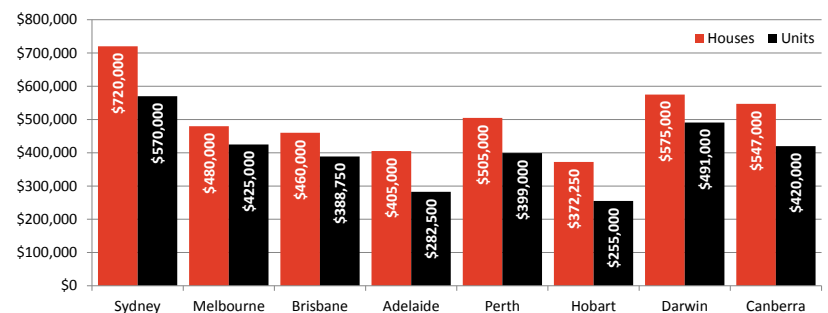
## Public holidays drive down auction volumes, while Sydney's preliminary auction clearance rate breaks the 80 per cent mark again

The preliminary auction clearance rate was recorded at 70.4 per cent this week, compared to a final auction clearance rate of 74.2 per cent over the previous week. The number of capital city properties taken to auction fell over the week, down from 2,712 to 1,506. The ease in auction volumes can be attributed to a number of public holidays occurring on Monday around the country. There were just 330 Melbourne homes taken to auction this week and the preliminary auction clearance rate was recorded at 63.3 per cent, much weaker conditions when compared to the previous week where a 76.6 per cent clearance rate was recorded across 1,334 auctions. Melbourne auction conditions this week are similar to at the same time last year, when the clearance rate was recorded at 62.4 per cent across 227 auctions, however, we would expect conditions to strengthen next week once auction volumes in the city pick up again. In Sydney, auction volumes remained relatively high over the week, with 844 auctions held across the city and a clearance rate of 80.2 per cent. In comparison, over the previous week there were 1,035 auction with a clearance rate of 77.6 per cent. Across Sydney, the current auction market conditions continue to be much stronger than at the same time last year when the auction clearance rate was recorded at 67.6 per cent.

## Capital city private treaty median prices

Capital city	HOUSES		UNITS	
	Number of Sales	Median price	Number of Sales	Median price
Sydney	1,921	\$720,000	1,306	\$570,000
Melbourne	1,653	\$480,000	715	\$425,000
Brisbane	1,029	\$460,000	248	\$388,750
Adelaide	430	\$405,000	97	\$282,500
Perth	730	\$505,000	142	\$399,000
Hobart	112	\$372,250	23	\$255,000
Darwin	27	\$575,000	29	\$491,000
Canberra	172	\$547,000	43	\$420,000
<b>Combined Capitals</b>	<b>6,074</b>	<b>\$550,543</b>	<b>2,603</b>	<b>\$486,719</b>

## Median house and unit prices



Private treaty sales represent around 85% of all dwelling sales across the country. The statistics are calculated across houses and units sold over the most recent four week period. Records without a valid sale price have been excluded from the analysis and median prices are withheld for cities where fewer than ten sales have been recorded.

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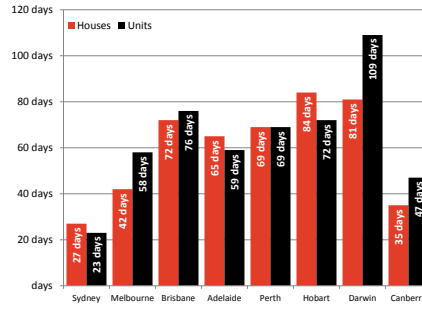
All data to week ending 9 March 2014

## Capital city average time on market and vendor discounting results

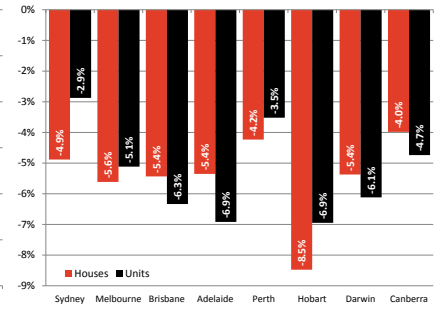
Capital city	HOUSES		UNITS	
	Avg TOM	Avg Vendor Disc.	Avg TOM	Avg Vendor Disc.
Sydney	27 days	-4.9%	23 days	-2.9%
Melbourne	42 days	-5.6%	58 days	-5.1%
Brisbane	72 days	-5.4%	76 days	-6.3%
Adelaide	65 days	-5.4%	59 days	-6.9%
Perth	69 days	-4.2%	69 days	-3.5%
Hobart	84 days	-8.5%	72 days	-6.9%
Darwin	81 days	-5.4%	109 days	-6.1%
Canberra	35 days	-4.0%	47 days	-4.7%

'Time on market' (TOM) is simply the average number of days between when a property is first listed for sale and the contract date. The rate of vendor discounting is the average percentage difference between the original listing price and the final selling price. The statistics are calculated across results received by RP Data over the past week and include properties transacted over the past four weeks. The data is based on private treaty sales only and records without a valid sale price have been excluded from the vendor discount analysis. The analysis also excludes results where there are less than 10 observations.

### Time on market



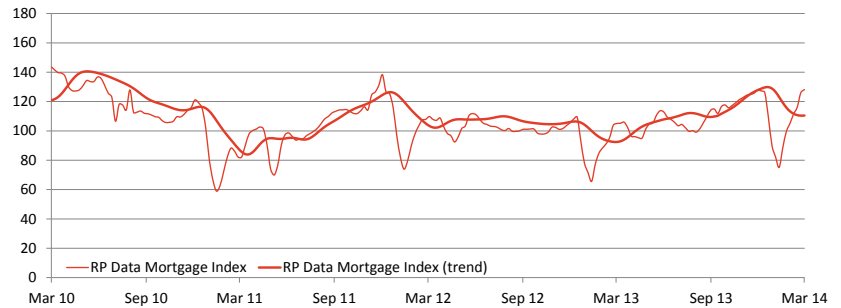
### Vendor discounting



## Mortgage market activity

Region	Index value	Month on month change	Month on month change (trend)
National	128.1	21.8%	-2.5%
NSW	165.8	26.6%	-3.4%
QLD	133.7	23.7%	-1.4%
SA	91.7	17.7%	-1.0%
TAS	93.7	18.8%	-1.6%
VIC	125.3	20.2%	-3.1%
WA	107.8	14.0%	-0.7%

## RP Data Mortgage Index - RMI



RP Data systems monitor more than 100,000 mortgage activity events every month across our 4 main finance industry platforms. Monitoring the activity events across this platform provides a unique and timely lead indicator to housing finance commitments. The index shows an 81% correlation with the ABS housing finance data series (88% using the seasonally adjusted series). Based on the strong correlation and significant number of events being monitored, the Mortgage Index provides the most timely and holistic measure of mortgage market activity available.

## New listings activity

Region	Index value	Month on month change	Month on month change (seas adj)
National	403.9	5.6%	8.5%
NSW	476.8	5.7%	8.3%
QLD	329.5	2.3%	10.1%
SA	363.3	7.7%	7.3%
TAS	154.8	7.8%	3.3%
VIC	420.6	13.6%	9.0%
WA	484.2	1.0%	5.8%

## RP Data Listings Index - RLI



The RP Data Listings Index provides a lead indicator for the number of residential dwellings that are being prepared for sale across the Australian housing market. RP Data customers account for over 70% of all listings in the Australian property market. The index, which tracks the flow of metadata across RP Data's real estate data platform, shows a 75% correlation with the number of new listings about to enter the market.

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### About RP Data

Since 1991, RP Data has been providing comprehensive information solutions to the Australian and New Zealand property industry. With our services, clients can obtain the latest and most thorough property information delivered in real time so they can increase productivity, cut costs and extend their capabilities in a highly competitive market.

RP Data pioneered on-line information services and we are proud of our record of innovation. Through the strong backing of financial investors, we continue to reinvest in new information technologies to provide forward-thinking solutions. We focus on offering more efficient, user-friendly and cost-effective tools to help our clients streamline procedures and be more responsive to their customers. Our information solutions can therefore improve every facet of business and deliver a real and rapid return on investment.

The people in RP Data's National Customer Service Teams have a long history within the real estate and property information industries. So when we say we deliver 'Real Property knowledge you can trust', it's no idle boast. Our claim is based on hard earned experience and an intimate understanding of the industry that can only be developed over time. This is further enhanced by extensive knowledge of local markets gathered by offices in each state.

Our wealth of experience is combined with an ability to listen to clients and translate their needs into solutions that excel in execution. We continue to evolve our services so they always reflect market opportunities and make a difference to your business performance. Quite simply, we deliver - which is why RP Data is the industry's foremost information solution partner.

Our key value to clients lies in the delivery of wide-ranging and accurate property information. Whether you need to increase listings to sell more, reposition yourself in a more professional manner or simply streamline the way you do business, RP Data has a solution that can make it happen. Our 'can-do' attitude and expertise has resulted in trusted, long-term partnerships with clients that have delivered tangible results. We would be more than happy to do the same for your business.

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