

RP Data Weekend Market Summary

All data to week ending 6 April 2014

Capital city home value changes

Capital city	Weekly change	Monthly change	Yr to date change	Annual change
Sydney	0.8%	2.6%	5.1%	16.3%
Melbourne	-0.6%	-0.1%	4.8%	10.9%
Brisbane	0.2%	1.5%	2.1%	5.1%
Adelaide	-0.1%	0.4%	1.2%	3.9%
Perth	0.0%	0.4%	-0.7%	4.4%
Combined 5 capitals	0.1%	1.2%	3.7%	10.8%

*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.

Capital city auction statistics (preliminary)

City	Clearance rate	Total auctions	RP Data auction results	Cleared auctions	Uncleared auctions
Sydney	75.4%	1,124	764	576	188
Melbourne	63.4%	1,204	960	609	351
Brisbane	57.9%	122	76	44	32
Adelaide	67.3%	98	55	37	18
Perth	26.7%	33	15	4	11
Tasmania	50.0%	22	16	8	8
Canberra	43.8%	66	32	14	18
Weighted Average	67.3%	2,669	1,918	1,292	626

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.

Melbourne's preliminary clearance rate falls to lowest reading so far this year

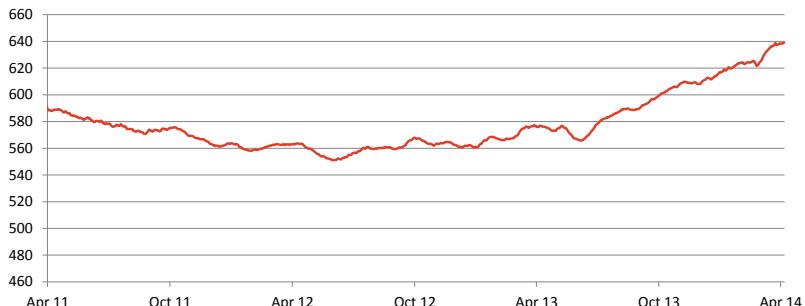
The preliminary auction clearance rate across the combined capital cities was recorded at 67.3 per cent this week, down slightly from the previous week when the final auction clearance rate was recorded at 67.7 per cent. There were 2,669 capital city properties taken to auction this week, compared to the previous week where we had the highest number of capital city auctions held so far this year (3,039). At the same time last year, auction volumes were lower with only 1,308 properties taken to auction, while the clearance rate over the week was 61.7 per cent. Across Melbourne, there were 1,204 properties taken to auction this week, with a preliminary auction clearance rate of 63.4 per cent, the lowest it has been so far this year. In comparison, a final auction clearance rate of 66.9 per cent across 1,414 Melbourne auctions was recorded over the previous week. In Sydney, 1,124 auctions were held across the city this week with a preliminary auction clearance rate of 75.4 per cent, compared to the previous week, where 1,163 auctions were held and the final auction clearance rate was 75.9 per cent. Sydney's auction clearance rate hasn't fallen below 75% at any stage this year.

Capital city private treaty median prices

Capital city	HOUSES		UNITS	
	Number of Sales	Median price	Number of Sales	Median price
Sydney	2,054	\$740,000	1,190	\$575,000
Melbourne	1,640	\$475,000	692	\$421,375
Brisbane	913	\$472,500	215	\$395,000
Adelaide	393	\$413,000	105	\$315,000
Perth	486	\$525,000	116	\$423,500
Hobart	124	\$348,000	30	\$250,000
Darwin	52	\$603,000	42	\$477,500
Canberra	136	\$543,000	34	\$415,000
Combined Capitals	5,798	\$568,501	2,424	\$488,710

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.

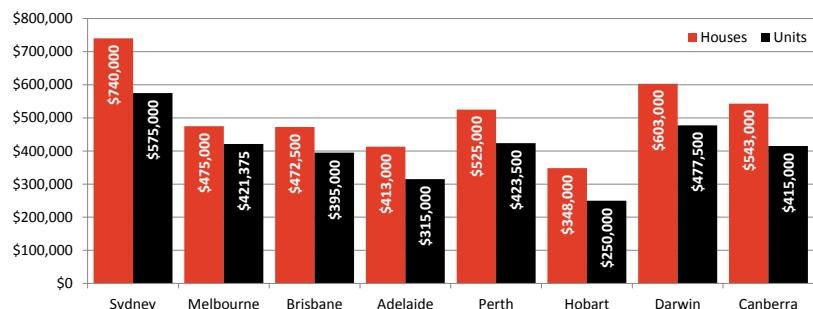
Daily change in dwelling values across five combined capitals



Weekly clearance rate, combined capital cities



Median house and unit prices



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Capital city average time on market and vendor discounting results

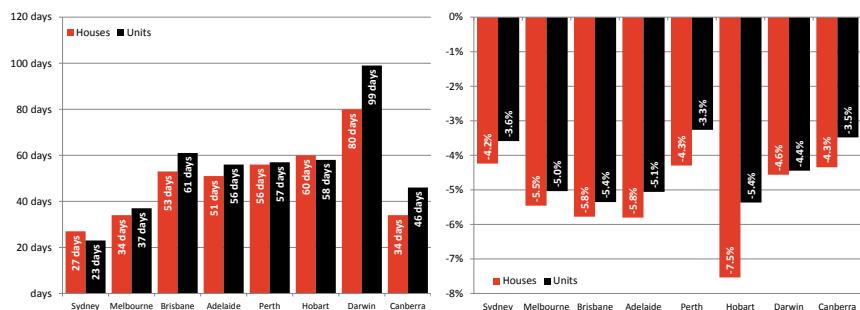
Capital city	HOUSES		UNITS	
	Avg TOM	Avg Vendor Disc.	Avg TOM	Avg Vendor Disc.
Sydney	27 days	-4.2%	23 days	-3.6%
Melbourne	34 days	-5.5%	37 days	-5.0%
Brisbane	53 days	-5.8%	61 days	-5.4%
Adelaide	51 days	-5.8%	56 days	-5.1%
Perth	56 days	-4.3%	57 days	-3.3%
Hobart	60 days	-7.5%	58 days	-5.4%
Darwin	80 days	-4.6%	99 days	-4.4%
Canberra	34 days	-4.3%	46 days	-3.5%

'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.

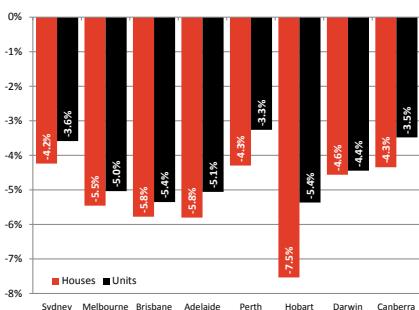
Mortgage market activity

Region	Index value	Month on month	Month on month
		change	change (trend)
National	128.4	0.2%	3.4%
NSW	167.0	0.8%	5.1%
QLD	130.1	-2.8%	6.5%
SA	85.7	-6.5%	0.3%
TAS	96.1	2.6%	4.8%
VIC	127.0	1.3%	1.0%
WA	109.2	1.3%	2.1%

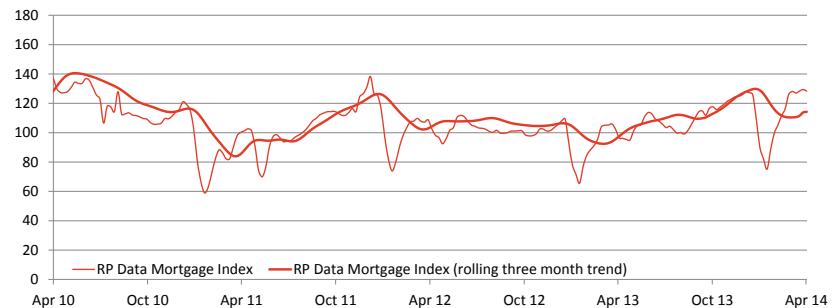
Time on market



Vendor discounting



RP Data Mortgage Index - RMI

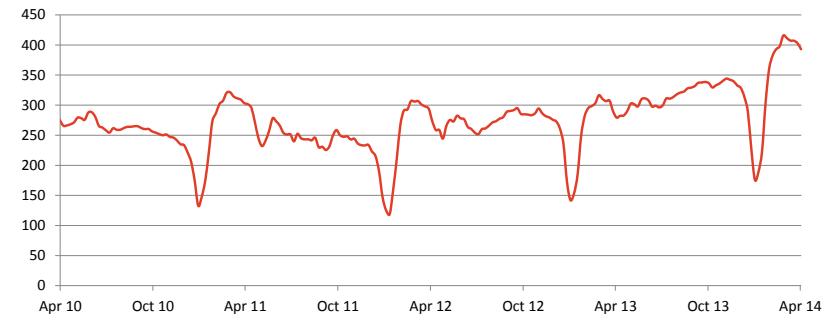


RP Data systems monitor more than 100,000 mortgage activity events every month across our 4 main finance industry platforms. Monitoring the activity events across this platform provides a unique and timely lead indicator to housing finance commitments. The index shows an 81% correlation with the ABS 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	Month on month
		change	change (seas adj)
National	393.0	-4.5%	19.4%
NSW	465.1	-4.4%	21.3%
QLD	314.5	-6.3%	19.2%
SA	359.8	-2.1%	18.5%
TAS	152.7	-1.8%	13.4%
VIC	417.9	-2.5%	19.4%
WA	474.5	-4.0%	15.3%

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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