



# Pain and Gain

March Quarter, 2017

A quarterly assessment of realised gross profit and loss  
based on dwelling re-sales over the March Quarter of 2017



# Contents

Executive Summary .....	3
National overview .....	4
Houses vs units .....	7
Focus on major capital city houses and units .....	7
Regions with a high proportion of unit resales .....	8
Investor vs owner occupier resales .....	9
Hold periods .....	10
Focus on regional markets .....	11
Loss-making resales across the regions .....	13
Pain & Gain: Sydney council regions .....	14
Pain & Gain: Melbourne council regions .....	15
Pain & Gain: South-East Queensland council regions .....	16
Pain & Gain: Adelaide council regions .....	17
Pain & Gain: Perth council regions .....	18
Pain & Gain: Hobart council regions .....	19
Pain & Gain: Darwin council regions .....	19
Pain & Gain: Canberra council regions .....	20
About CoreLogic .....	21
Disclaimers .....	22

# Executive Summary

CoreLogic's Pain and Gain Report is a quarterly analysis of residential properties which were resold over the quarter. It compares the most recent sale price to the previous sale price in order to determine whether the property sold at a gross profit or gross loss. It provides a proxy for the performance of each housing market and highlights the magnitude of profit or loss the typical seller of a home makes across those regions analysed.

Across the country, 9.6% of dwellings sold for less than their previous purchase price over the first quarter of 2017. The proportion of dwellings selling for less than the previous purchase price was higher than the 8.8% over the final quarter of 2016. Houses have continued to show a lower proportion of resales at a loss (8.1%) than units (13.3%).

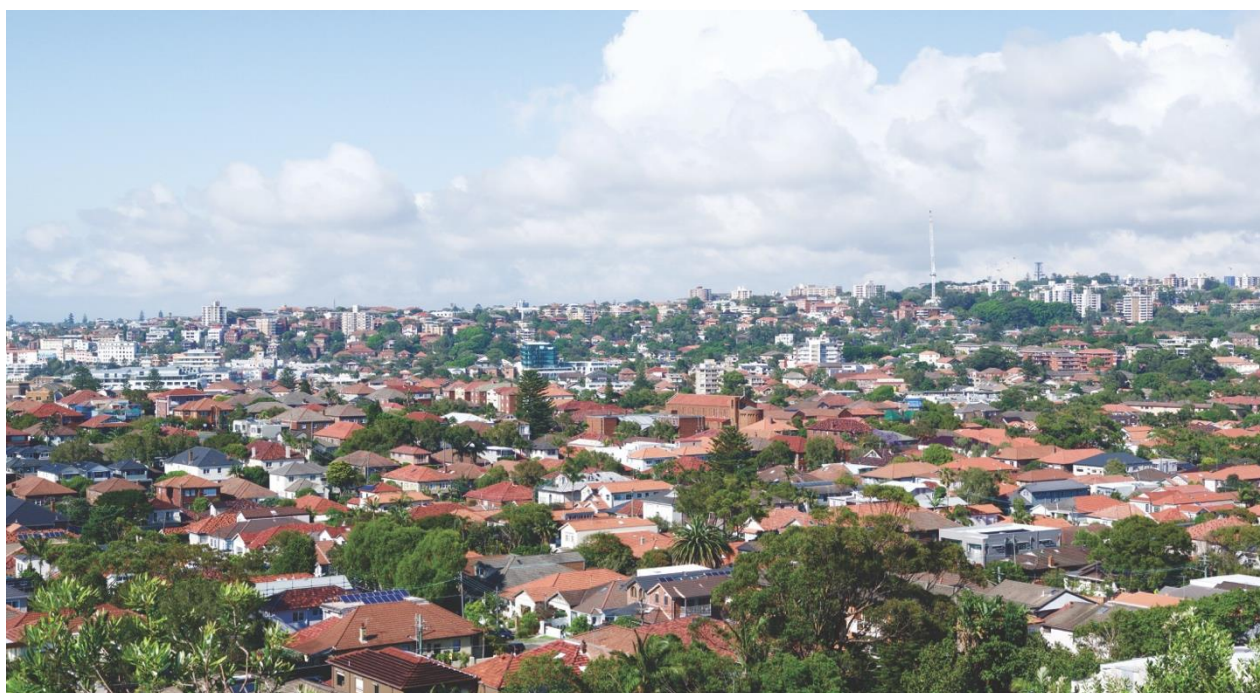
Looking at the regions where the instances of loss are highest, it continues to be headed by regional areas of the country, particularly those linked to the mining and resources sector. While the proportion of loss making sales has started to reduce in some of these regions, there remains a high willingness from home owners to sell but little demand to purchase which is resulting in a high proportion of vendors materialising losses.

The regions with the lowest proportion of resales at a loss makes for interesting reading. The Sydney and Melbourne

housing markets have been powerhouses over recent years however, those regions outside but adjacent to Sydney are seeing a lower proportion of resales at a loss. Similarly in Victoria, Melbourne continues to see relatively few resales at a loss however, the proportion of loss-making resales is actually lower in Geelong.

The capital city housing markets continue to generally record a lower proportion of loss-making resales than regional areas of the country. However, in many capital cities we are seeing a growing divergence between the resale performance of houses relative to units.

The trends in regional areas show that the instances of homes reselling at a loss are continuing to trend lower in most coastal and lifestyle markets while losses remain very high in most of the regions linked to the resources sector.



# National Overview

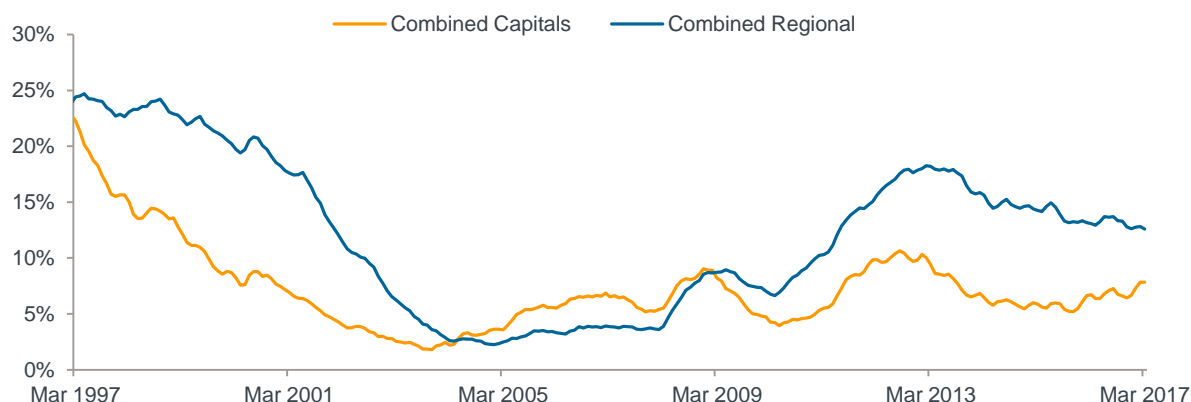
Less than one in ten properties which resold over the March 2017 quarter (9.6%) sold for a price lower than the previous purchase price. Although this represents a relatively low proportion of resales culminating in a gross loss, it is higher than the 8.8% at the end of the previous quarter as well as being higher than the 9.1% over the same quarter last year. Most vendors are making a profit when they resell their properties however, the data shows there are significant differences across the country both in terms of location as well as property types. Regional markets are more likely to see resales at a loss while units are significantly more likely to resell at a loss than houses.

The combined capital cities recorded 7.8% of property resales at a loss over the March 2017 quarter, which was higher than the 6.7% at the end of 2016 and the 6.7% at the end of the March 2016 quarter. The proportion of resales incurring a loss across the combined capital cities is rising while across

the combined regional areas loss making sales are falling. Over the March 2017 quarter, 12.6% of regional properties resold at a loss with the proportion steady over the quarter and lower than the 13.1% a year earlier. The proportion of regional properties resold at a loss is now at its lowest level since the June 2011 quarter highlighting the improving conditions in many regional areas of the country.

The below chart shows how over recent years the proportion of loss-making resales has trended lower. The chart also shows that regional areas of the country have been seeing a much higher proportion of loss-making resales over recent years reflecting a divergence which has occurred between capital city and regional housing market conditions over the period.

Proportion of loss making sales, combined capitals v regional markets



Although plenty of properties are selling at a profit, when we look at the total value of losses and profits realised over the quarter it becomes obvious that many home owners are making substantial profits when they sell while the losses tend to be comparatively minor.

There was \$493.8 million in realised gross losses from properties resold over the March 2017 quarter with the median loss recorded at \$35,000. With resales at a profit dramatically outweighing those at a loss, there was \$20.9 billion in realised gross profit over the quarter with the median profit recorded at \$185,000 which indicates the magnitude of profits realised were typically much greater than the magnitude of losses recorded.

A number of capital cities are now seeing the proportion of resales at a loss trending higher. Conversely, most regional areas of the country are seeing the instances of resales at a loss falling however, instances of loss generally remain much higher outside of the capital city areas.

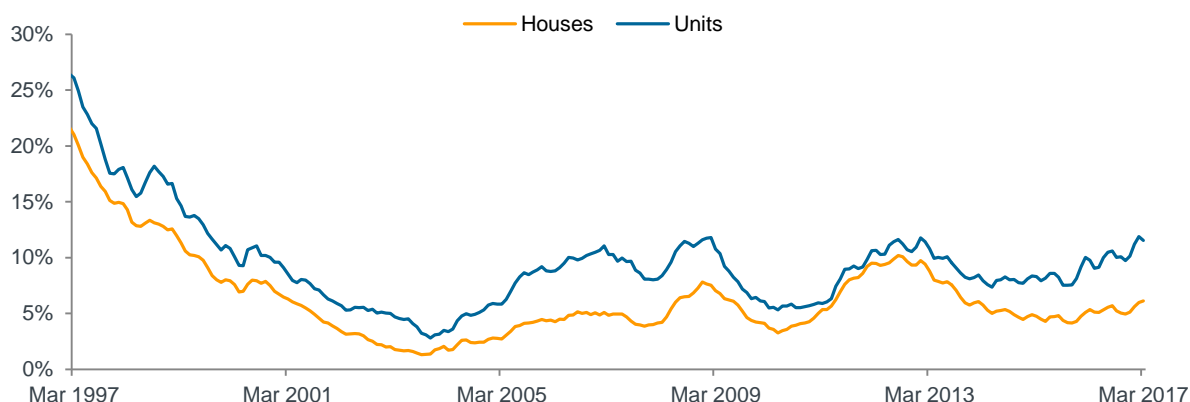
# National Overview

Since 1997 there has never been a quarter in which there was a higher proportion of houses which resold at a loss than units. Houses tend to be more valuable and sought after with the value derived from the underlying land value whereas a unit's value is much more linked to location rather than the value of the land. Additionally, the unit sector is more prone to over supply which is another factor that is likely weighing down the resales performance. This helps to explain why houses tend to see fewer resales at a loss compared to units. Over the March 2017 quarter, 8.1% of houses and 13.3% of units resold at a loss across the country.

6.1% of capital city houses and 11.5% of capital city units resold for less than their previous purchase price over the March 2017 quarter. The proportion of houses resold at a loss has increased from 5.1% over the December 2016 quarter and 5.3% over the March 2016 quarter. The proportion of capital city houses resold at a loss was at its highest level in March 2017 since the three months to February 2014. The proportion of capital city units resold at a loss was higher than the 10.1% recorded over the final quarter of last year and the 9.8% a year ago. The proportion of capital city units reselling at a loss is hovering around its highest level since early 2013.

In regional areas of the country, 11.1% of houses were resold for less than their previous purchase price over the first quarter of 2017. The proportion of regional house sales at a loss was marginally higher than the 11.0% over the December 2016 quarter as well as being slightly higher than the 10.9% a year earlier. There are still a relatively high proportion of units in regional Australia reselling at a loss (17.2%) however, the proportion of loss making unit sales has shifted substantially lower as lifestyle markets see buyer demand rebounding and mining regions approach the bottom of their cycle. At the end of 2016 17.9% of regional units had resold at a loss and in March 2016 quarter the proportion was recorded at 19.7% of all properties. The 17.2% of regional units resold at a loss is the lowest proportion since the December 2010 quarter.

Proportion of loss making resales, combined capital cities, houses v units

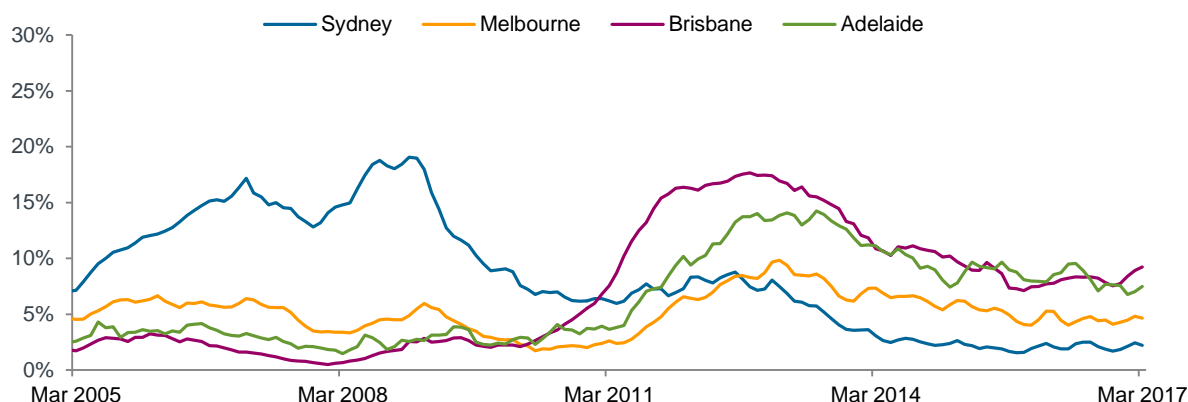


# National Overview

Looking at the capital cities, Adelaide, Hobart and Canberra were the only capital cities to record a lower proportion of resales at a loss over the March 2016 quarter. Although the

instances of loss were typically only marginally higher over the quarter, there was a fairly significant increase in Darwin.

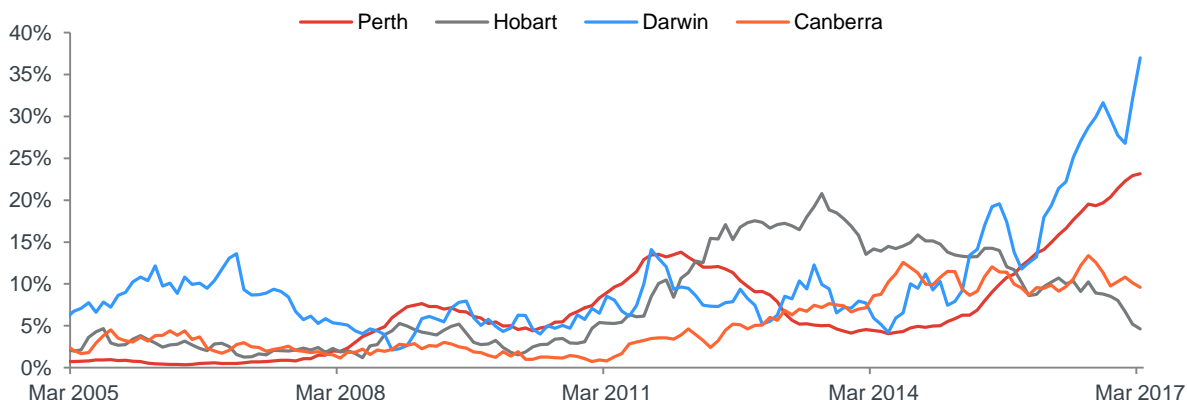
## Proportion of total resales at a loss over time: Sydney vs. Melbourne vs. Brisbane vs. Adelaide



Of all capital cities, Sydney had the lowest proportion of resales at a loss over the quarter with just 2.2% or all resales recording a loss. Melbourne (4.7%), Brisbane (9.2%), Adelaide (7.5%), Hobart (4.6%) and Canberra (9.6%) all also recorded fewer than 10% of resales at a loss over the quarter. Meanwhile, the two cities where dwelling values continue to fall, Perth (23.2%) and Darwin (37.0%) continue to record heightened, and increasing, proportions of properties reselling at a loss.

In comparison to the same quarter last year, the proportion of resales at a loss was higher in all capital cities except for Melbourne, Adelaide, Hobart and Canberra. The proportion of properties resold at a loss over the first quarter of 2017 in Brisbane was the highest since June 2015. The proportion of resales at a loss in Perth is currently at an historic high and in Darwin is at its highest level since August 2001. On the other hand, the proportion of resales at a loss in Hobart is at its lowest level since December 2010.

## Proportion of total resales at a loss over time: Perth vs. Hobart vs. Darwin vs. Canberra



# Houses vs Units

As previously shown, units are more likely than houses to be resold at a loss with 8.1% of houses and 13.3% of units resold at a loss over the March 2017 quarter. The same trends hold true across the combined capital cities (6.1% vs. 11.5%) and combined regional markets (11.1% vs. 17.2%).

Sydney is the only major region across the country in which the proportion of units resold at a loss was lower than houses. In Melbourne, units were 6.5 times more likely to be resold at a loss than houses, in Brisbane units were 6.4 times more likely to be sold at a loss than houses and in the ACT units were 14.5 times more likely to be resold at a loss than houses.

Across the capital cities, the proportion of houses reselling at a loss rose over the quarter in Sydney, Melbourne, Perth and Darwin whereas the proportion of units reselling at a loss rose in all capital cities except for Sydney, Hobart and Canberra. For the regional markets, the proportion of houses reselling at a loss rose over the quarter in Regional NSW, Regional Vic and Regional Tas while it fell elsewhere. The proportion of units reselling at a loss rose over the quarter in Regional Vic, Regional SA, Regional WA and Regional NT but fell elsewhere.

Where the proportion of unit resales at a loss is increasing it has generally been rising at a more rapid pace than the increase in houses reselling at a loss.

## Proportion of total resales at a loss/gain, houses vs. units, Mar 2017 quarter

Region	Houses		Units	
	Pain	Gain	Pain	Gain
Sydney	2.6%	97.4%	1.8%	98.2%
Regional NSW	4.8%	95.2%	8.1%	91.9%
Melbourne	1.7%	98.3%	11.0%	89.0%
Regional Vic	7.0%	93.0%	10.8%	89.2%
Brisbane	3.8%	96.2%	24.5%	75.5%
Regional Qld	16.6%	83.4%	21.2%	78.8%
Adelaide	5.7%	94.3%	12.3%	87.7%
Regional SA	19.7%	80.3%	29.0%	71.0%
Perth	20.7%	79.3%	35.9%	64.1%
Regional WA	29.4%	70.6%	57.3%	42.7%
Hobart	3.7%	96.3%	7.3%	92.7%
Regional Tas	16.0%	84.0%	19.3%	80.7%
Darwin	31.0%	69.0%	51.6%	48.4%
Regional NT	14.8%	85.2%	39.1%	60.9%
Australian Capital Territory	1.5%	98.5%	21.8%	78.3%
National	8.1%	91.9%	13.3%	86.7%
Cap city	6.1%	93.9%	11.5%	88.5%
Regional	11.1%	88.9%	17.2%	82.8%



# How are the regions with a relatively high proportion of unit resales performing?

Although many regions are seeing a heightened proportion of units reselling at a loss, this won't necessarily spill-over to create weakness in the broader housing market. Over the first quarter of 2017, 70.1% of all dwellings resold were houses indicating that the overall stock of detached houses is much greater than that of units. Nevertheless there are many regions around the country where units are the dominant type of dwelling that sells.

Some of these regions have recorded a relatively high

proportion of loss while others (mainly around Sydney) are seeing minimal loss making unit sales.

Sydney's City and Inner South saw 77.7% of resales for units over the first quarter of 2017 and although only 1.0% resold at a loss, the data implies that if there was a deterioration in the unit market it could have an adverse impact on these regions where units comprise such as larger proportion of housing stock.

## Top 25: SA4 regions nationally where units comprise the largest proportion of resales, March 2017 quarter

SA4 Region	State	% of loss-making resales (Q1 2016)	% of loss-making resales (Q1 2017)	% resales for units
Sydney - City and Inner South	NSW	1.5%	1.0%	77.7%
Sydney - Eastern Suburbs	NSW	2.3%	2.4%	70.4%
Melbourne - Inner	VIC	20.2%	19.8%	69.3%
Sydney - Inner West	NSW	2.0%	1.5%	64.9%
Brisbane Inner City	QLD	11.9%	23.3%	64.4%
Sydney - North Sydney & Hornsby	NSW	2.8%	1.9%	61.1%
Gold Coast	QLD	20.1%	15.3%	60.0%
Perth - Inner	WA	28.0%	44.2%	57.7%
Sydney - Parramatta	NSW	0.4%	1.5%	57.2%
Sydney - Ryde	NSW	1.5%	3.6%	55.0%
Sydney - Inner South West	NSW	1.6%	1.5%	54.2%
Sydney - Northern Beaches	NSW	2.0%	1.5%	52.2%
Sydney - Sutherland	NSW	1.0%	0.4%	51.6%
Melbourne - Inner South	VIC	8.2%	7.3%	50.2%
Melbourne - Inner East	VIC	10.8%	10.7%	42.4%
Sunshine Coast	QLD	18.4%	13.8%	41.3%
Cairns	QLD	42.1%	40.2%	41.2%
Australian Capital Territory	ACT	21.1%	21.8%	40.0%
Adelaide - Central and Hills	SA	7.5%	7.0%	38.5%
Adelaide - West	SA	11.8%	15.6%	38.2%
Richmond - Tweed	NSW	15.3%	10.2%	34.1%
Brisbane - South	QLD	7.1%	19.0%	32.4%
Illawarra	NSW	2.5%	1.6%	31.4%
Sydney - South West	NSW	1.2%	0.5%	29.8%
Darwin	NT	24.2%	51.6%	29.2%

Nationally, there were 14 SA4 regions that had a greater turnover of units than houses over the first quarter of 2017. This doesn't necessarily indicate that unit stock outweighs housing stock in these areas but it does indicate that units are turning-over with more regularity relative to established housing stock. Of these 25 SA4 regions listed, nine have recorded an increase in the proportion of units reselling at a loss over the past year and five of these regions recorded more than half of all resales over the quarter for units as opposed to houses.

13 of the 25 regions listed recorded double-digit proportions of units reselling at a loss over the March 2017 quarter. Importantly, a number of these regions are seeing historically high levels of new unit construction; as these regions see new stock additions completed it could contribute to further weakness in resales of established housing stock. This will be an important trend to monitor over the coming quarters particularly in those regions where losses on resales of units are already heightened relative to 12 months ago.



# Investor vs Owner Occupier Resales

Data for the March 2017 quarter indicates that investors were more likely to incur a loss on the resale of their property than owner occupiers. Over the quarter, 7.1% of owner occupiers resold their home at a loss compared to 12.0% of investors. Investors were more likely to resell their property at a loss than owner occupiers across each major region of the country.

Over the quarter, 5.3% of owner occupiers across the combined capital cities resold their properties at a loss compared to 9.3% of investors. Although investors were more likely to resell at a loss than owner occupiers in all capital cities, they were more than three and a half times more likely to do so in Melbourne and the ACT and 2.5 times more likely to resell at a loss in Brisbane.

10.2% of owner occupiers reselling their properties in regional Australia over the March 2017 quarter did so at a loss compared to 17.7% of investors. Although investors were more likely to resell at a loss than owner occupiers we don't see the same extreme differences in regional Australia as we have in Melbourne, Brisbane and the ACT.

It is more beneficial for an owner occupier or an investor to resell their property at a profit. In a falling market owner occupiers may be more prepared to sell at a loss if they are purchasing their next home at an equivalent or greater discount. Meanwhile, investors, because of taxation rules, would seemingly be more prepared to incur a loss because they (unlike owner occupiers) can offset those losses against future capital gains. If home values fall in the future, investors (which have been increasingly active in the housing market) may be more inclined to sell at a loss and offset those losses which in turn could result in much more supply becoming available for purchase at a time in which demand for housing falls because values are declining.

## Proportion of total resales at a loss/gain, owner occupied vs. investors, March 2017 quarter

Region	PAIN		GAIN	
	Owner Occupied	Investor	Owner Occupied	Investor
Sydney	1.8%	1.9%	98.2%	98.1%
Regional NSW	4.7%	7.1%	95.3%	92.9%
Melbourne	2.1%	7.7%	97.9%	92.3%
Regional Vic	5.6%	9.8%	94.4%	90.2%
Brisbane	5.0%	12.6%	95.0%	87.4%
Regional Qld	14.9%	25.3%	85.1%	74.7%
Adelaide	5.9%	10.5%	94.1%	89.5%
Regional SA	19.2%	31.3%	80.8%	68.8%
Perth	19.6%	26.1%	80.4%	73.9%
Regional WA	26.5%	44.9%	73.5%	55.1%
Hobart	7.2%	9.6%	92.8%	90.4%
Regional Tas	13.5%	24.3%	86.5%	75.7%
Darwin	25.8%	29.5%	74.2%	70.5%
Regional NT	25.4%	30.3%	74.6%	69.7%
Australian Capital Territory	5.4%	20.4%	94.6%	79.6%
National	7.1%	12.0%	92.9%	88.0%
Cap city	5.3%	9.0%	94.7%	91.0%
Regional	10.2%	17.7%	89.8%	82.3%

## Hold Periods

Over the March 2017 quarter, houses which had resold at a loss had typically been owned for 6.3 years while units resold at a loss had been owned for 6.9 years. Of those properties resold at a profit, houses had typically been owned for 9.1 years compared to 7.6 years for units.

Capital city properties resold at a loss were typically held for a shorter length of time, 5.0 years for a house and 6.1 years for a unit. Capital city properties resold for a profit were held for a similar length of time as the national average, at 9.1 years for houses and 7.5 years for units. Sydney and Brisbane were the only two capital cities in which houses resold at a loss had typically been owned for a shorter length of time than units. In Brisbane, Perth, Hobart and Darwin houses resold at a loss had typically been held for a shorter period of time than units sold for a profit. Properties resold for a profit in Sydney and Melbourne tended to have shorter hold periods than those elsewhere which is reflective of the stronger capital growth conditions recently in those two cities.

In the regional areas of the country, properties resold at a loss were held for a much longer period of time than those in capital cities, recorded at 6.8 years for houses and 8.6 years for units. Houses sold at a profit were held as long as those in the capital cities (9.1 years) while units were held longer (7.9 years) although those which resold at a profit had a shorter median hold period than those sold at a loss. Regional WA, Regional Tas and Regional NT had shorter hold periods for units reselling at a loss than houses selling at a loss. Regional WA and Regional NT were the only two regional markets in which units resold at a loss had a longer median hold period than houses.

Median hold period of resales at a loss/gain, houses vs. units, March 2017 quarter

Region	PAIN		GAIN	
	Houses	Units	Houses	Units
Sydney	3.8	3.4	8.8	6.5
Regional NSW	6.5	9.1	8.8	7.5
Melbourne	3.4	5.7	8.4	7.5
Regional Vic	5.8	6.8	8.6	7.9
Brisbane	7.1	6.7	9.2	9.4
Regional Qld	7.1	9.0	9.3	8.1
Adelaide	6.0	6.5	9.1	8.7
Regional SA	7.0	7.3	9.0	8.8
Perth	5.0	6.0	10.7	12.2
Regional WA	7.5	7.4	11.5	13.1
Hobart	6.9	7.2	8.7	8.8
Regional Tas	7.2	6.3	9.8	9.1
Darwin	4.2	6.2	9.7	11.4
Regional NT	5.6	3.3	8.2	8.6
Australian Capital Territory	3.6	6.4	9.3	7.8
National	6.3	6.9	9.1	7.6
Cap city	5.0	6.1	9.1	7.5
Regional	6.8	8.6	9.1	7.9

# Focus on Regional Markets

## Major mining regions

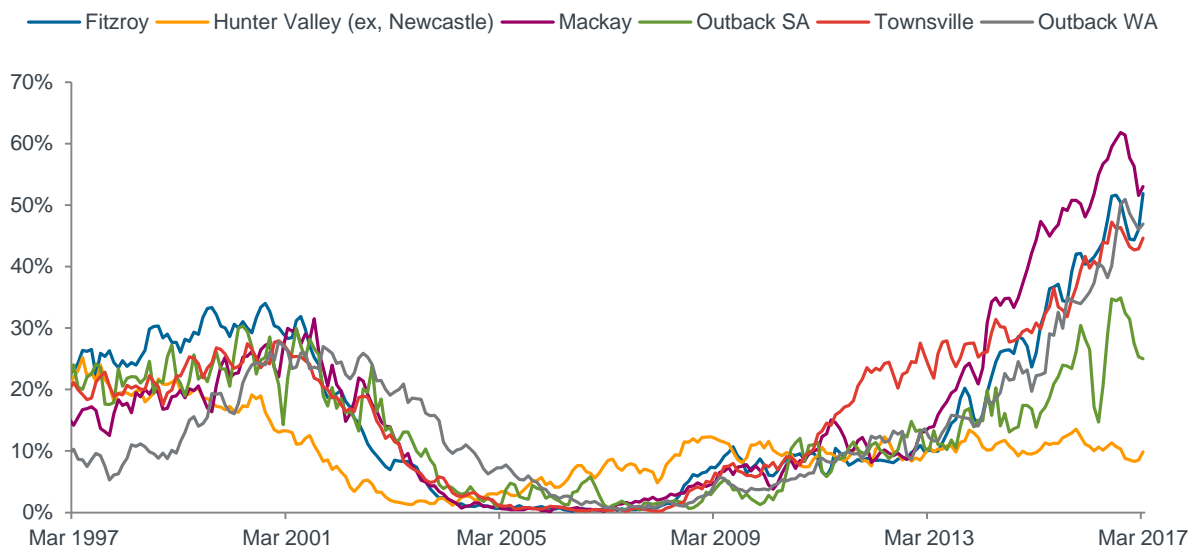
Areas linked to mining and resources sector continue to be some of the weakest housing markets across the country. Although transaction volumes appear to have bottomed in many of these regions, values have generally continued to fall albeit at a slower pace. In this section we look at the performance of some of the major regions linked to the resources sector.

The Fitzroy region recorded 51.9% of all resales at a loss over the March 2017 quarter compared to 9.9% in Hunter Valley (excluding Newcastle), 53.0% in Mackay, 25.0% in Outback SA, 44.7% in Townsville and 46.9% in Outback WA. The proportion of loss-making resales was lower over the quarter in Mackay, Outback SA and Outback WA but higher elsewhere. Relative to a year ago, the proportion of resales at a loss was higher in Fitzroy, Mackay, Townsville and Outback WA but lower elsewhere.

Although more than half of all resales in Fitzroy and Mackay were at a loss over the quarter and more than two out of every five resales was at a loss in Townsville and Outback WA, there are signs that in some of the weakest markets conditions are starting to improve. The proportion of resales at a loss has fallen in Mackay from a peak of 61.8% while Outback SA losses peaked at 34.9%, Townsville peaked at 47.3% and Outback WA losses peaked at 50.9% of all resales. While the instances of loss are down from their record highs in most regions, the instances of resales at a loss in Fitzroy reached a new peak of 51.9% over the quarter.

Although there has been a moderate improvement in a number of these regions it is anticipated that the instances of resales at a loss will remain elevated in these regions. Although transaction volumes are generally no longer falling demand remains low and there are still many that bought at or near the market peak looking to sell and likely to incur losses when they do eventually sell their property.

## Proportion of total resales at a loss over time: major resource regions



# Focus on Regional Markets

## Major coastal regions

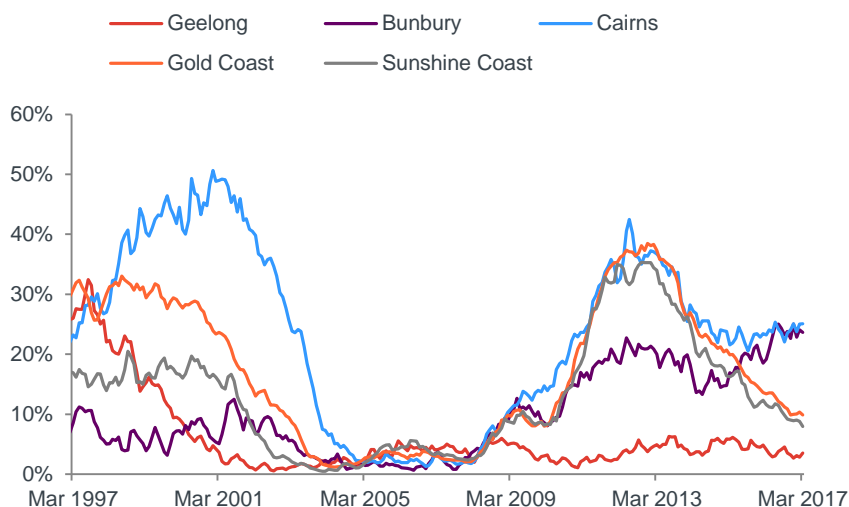
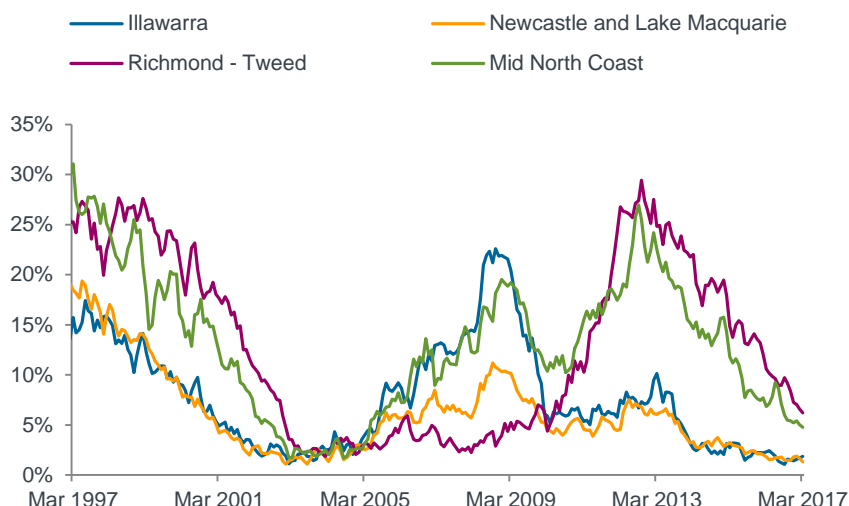
Coastal lifestyle areas of the country have generally experienced a significant decline in the proportion of resales at a loss over recent years. This is reflective of demand growing for coastal / lifestyle property and also reflective of reinvestment from Sydney and Melbourne home owners that have accrued substantial equity in their properties. Across those regions analysed, the proportion of resales at a loss were recorded at: 1.9% in Illawarra, 1.3% in Newcastle Lake Macquarie, 6.2% in Richmond-Tweed, 4.8% in Mid North Coast, 3.5% in Geelong, 23.6% in Bunbury, 25.1% in Cairns, 9.9% in Gold Coast and 8.0% in Sunshine Coast.

The proportion of homes resold at a loss fell across most of these regions over the past quarter, the exceptions were: Illawarra and Geelong where they fell and Cairns where the proportion was unchanged.

The proportion of resales at a loss in Newcastle and Lake Macquarie was at its lowest level over the quarter since March 2004. Loss-making resales in Richmond-Tweed were at their lowest level over the quarter since May 2010 and Mid North Coast recorded its lowest proportion of resales at a loss since April 2005. The 8.0% of resales at a loss on the Sunshine Coast was the regions lowest proportion since December 2008.

Across all of these regions except for Bunbury, the proportion of loss-making resales is substantially lower than it has been over recent years. It highlights the resurgent confidence in coastal and lifestyle markets which has emerged over the past few years. It is anticipated that the improvement in overall housing market conditions in major coastal/lifestyle markets will continue over the coming year.

Proportion of total resales at a loss over time: major coastal markets



# Units within regional markets are generally showing the largest proportion of loss-making re-sales

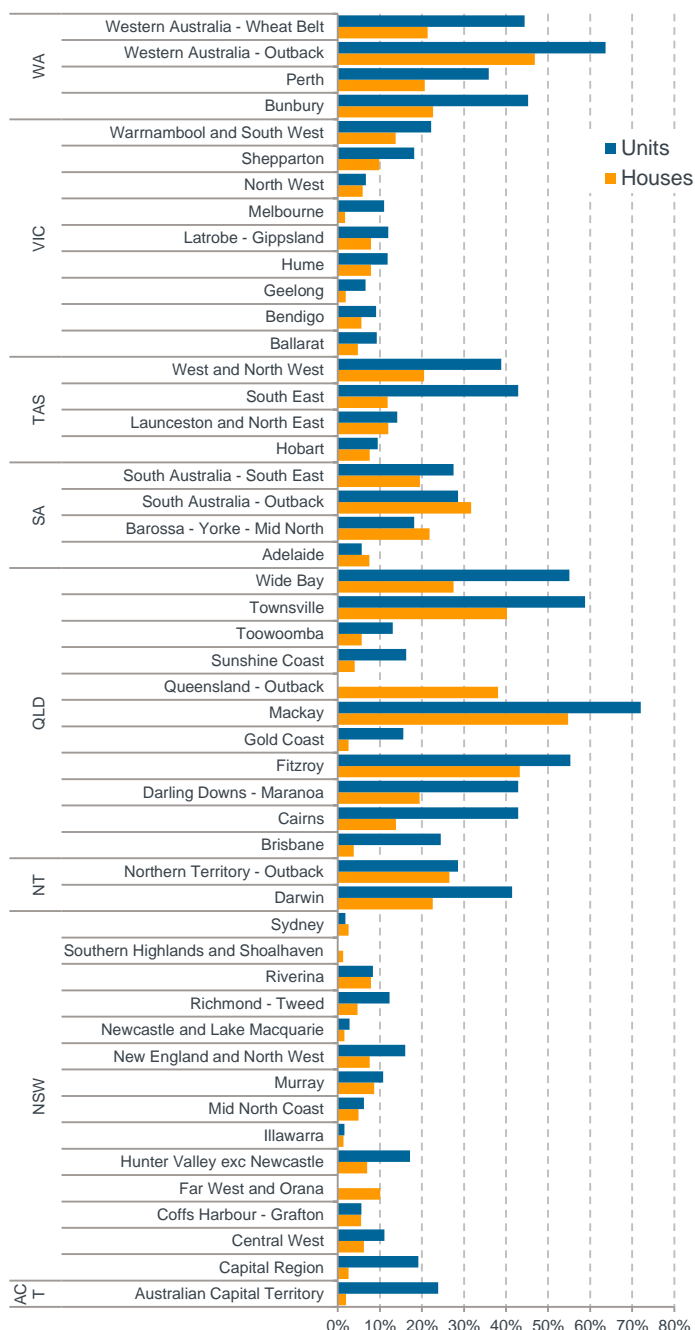
From a national perspective the largest proportion of loss-making resales were located in the following regions:

- Mackay (Qld) (57.7%)
- Outback - WA (WA) (48.7%)
- Fitzroy (Qld) (44.5%)
- Townsville (Qld) (43.2%)
- Outback – Qld (Qld) (36.9%)
- Outback – SA (SA) (31.5%)
- Wide Bay (Qld) (30.1%)
- Darwin (NT) (27.7%)
- Outback – NT (NT) (27.2%)
- Cairns (Qld) (25.1%)

The lowest proportion of loss-making resales were recorded in the following regions:

- Southern Highlands and Shoalhaven (NSW) (1.2%)
- Illawarra (NSW) (1.4%)
- Newcastle and Lake Macquarie (NSW) (1.8%)
- Sydney (NSW) (2.2%)
- Geelong (Vic) (2.7%)
- Melbourne (Vic) (4.7%)
- Mid North Coast (NSW) (5.2%)
- Ballarat (Vic) (5.3%)
- Coffs Harbour – Grafton (NSW) (5.5%)
- North West (Vic) (6.0%)

Proportion of loss-making re-sales, March Quarter 2017  
non-capital city SA4 regions and GCCSA regions, houses  
and units



# Pain & Gain

## Sydney council regions

2.6% of Sydney houses and 1.8% of units resold at a price lower than their previous purchase price over the March 2017 quarter. Both houses and units are seeing very low instances of resales making a loss. A number of council areas recorded no resales at a loss over the quarter: Ashfield, Burwood, Hunters Hill, Kogarah and Waverley. The council areas with the highest proportion of resales at a loss were Wollondilly (5.9%), Hurstville (5.7%) and Hawkesbury (4.8%).

Loss Making Sales – Houses v Units



Region	Gross loss-making sales, Mar-17 qtr				Gross profit-making sales, Mar-17 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Ashfield					100.0%	7.0	\$317,000	\$24,062,499
Auburn	1.5%	1.2	-\$135,000	-\$308,000	98.5%	6.3	\$234,500	\$59,127,480
Bankstown	2.6%	3.8	-\$199,167	-\$1,516,616	97.4%	7.1	\$325,000	\$121,097,674
Blacktown	2.6%	3.6	-\$70,005	-\$3,024,490	97.4%	7.7	\$350,750	\$272,268,074
Blue Mountains	2.1%	3.7	-\$28,000	-\$335,500	97.9%	8.9	\$300,000	\$76,992,792
Botany Bay	3.6%	9.5	-\$307,250	-\$614,500	96.4%	7.4	\$507,000	\$33,054,300
Burwood					100.0%	6.9	\$367,250	\$22,033,000
Camden	2.1%	2.5	-\$432,000	-\$1,810,000	97.9%	6.8	\$278,000	\$64,076,888
Campbelltown	1.3%	2.9	-\$140,300	-\$771,100	98.7%	7.4	\$285,500	\$141,502,498
Canada Bay	2.7%	3.4	-\$229,250	-\$1,327,977	97.3%	6.6	\$475,750	\$133,628,418
Canterbury	2.9%	3.5	-\$99,500	-\$990,100	97.1%	6.5	\$287,000	\$128,851,488
Fairfield	2.0%	6.5	-\$68,000	-\$703,999	98.0%	8.2	\$319,000	\$87,461,754
Gosford	3.5%	9.1	-\$75,000	-\$5,216,583	96.5%	8.0	\$295,000	\$227,022,887
Hawkesbury	4.8%	6.8	-\$106,000	-\$1,180,319	95.2%	9.8	\$312,000	\$56,362,850
Holroyd	3.4%	2.9	-\$143,500	-\$3,003,333	96.6%	7.3	\$296,000	\$107,451,452
Hornsby	2.9%	11.6	-\$88,000	-\$1,912,617	97.1%	7.8	\$496,000	\$169,699,561
Hunters Hill					100.0%	6.9	\$975,000	\$18,766,500
Hurstville	5.7%	7.0	-\$229,000	-\$2,152,500	94.3%	7.2	\$334,000	\$69,342,162
Kogarah					100.0%	7.3	\$370,000	\$54,444,089
Ku-ring-gai	1.4%	3.5	-\$525,000	-\$2,082,000	98.6%	7.3	\$915,750	\$292,715,446
Lane Cove	4.6%	2.2	-\$114,400	-\$490,300	95.4%	7.8	\$414,000	\$58,822,250
Leichhardt	2.1%	2.5	-\$60,000	-\$1,505,000	97.9%	9.0	\$730,000	\$119,173,424
Liverpool	2.6%	2.8	-\$152,300	-\$1,954,933	97.4%	7.5	\$321,000	\$132,304,805
Manly	1.5%	5.0	-\$683,401	-\$1,366,802	98.5%	7.3	\$836,250	\$124,360,912
Marrickville	0.6%	2.5	-\$266,500	-\$266,500	99.4%	8.4	\$542,000	\$101,961,431
Mosman	3.2%	3.8	-\$45,000	-\$90,000	96.8%	6.5	\$720,000	\$49,233,838
North Sydney	1.4%	14.7	-\$55,000	-\$665,000	98.6%	7.1	\$606,000	\$161,093,700
Parramatta	1.9%	2.1	-\$106,500	-\$1,001,500	98.1%	6.5	\$290,000	\$159,033,277
Penrith	2.5%	2.5	-\$210,000	-\$2,794,100	97.5%	7.6	\$300,000	\$175,817,494
Pittwater	1.2%	3.6	-\$203,750	-\$407,500	98.8%	7.2	\$605,000	\$113,912,950
Randwick	3.6%	7.0	-\$163,000	-\$2,461,500	96.4%	7.8	\$536,000	\$168,555,920
Rockdale	0.8%	5.6	-\$443,000	-\$886,000	99.2%	6.9	\$367,000	\$118,360,749
Ryde	2.7%	2.7	-\$41,000	-\$351,250	97.3%	7.8	\$420,000	\$155,746,406
Strathfield	1.1%	1.3	-\$10,000	-\$10,000	98.9%	6.1	\$230,000	\$45,315,489
Sutherland Shire	1.9%	7.6	-\$110,000	-\$1,616,250	98.1%	7.9	\$478,750	\$288,776,337
Sydney	0.7%	2.8	-\$103,500	-\$543,500	99.3%	7.0	\$390,000	\$345,656,836
The Hills Shire	1.0%	2.6	-\$30,000	-\$570,500	99.0%	8.2	\$645,000	\$277,398,889
Warringah	1.8%	3.1	-\$333,750	-\$1,972,834	98.2%	7.5	\$618,000	\$250,510,606
Waverley					100.0%	7.5	\$628,500	\$107,434,500
Willoughby	0.6%	7.3	-\$85,000	-\$85,000	99.4%	8.0	\$545,000	\$131,267,489
Wollondilly	5.9%	2.0	-\$690,000	-\$5,048,000	94.1%	6.5	\$324,500	\$37,550,741
Woolahra	1.3%	2.1	-\$132,000	-\$264,000	98.7%	7.6	\$666,250	\$129,189,925
Wyong	3.0%	6.8	-\$84,000	-\$2,381,650	97.0%	8.0	\$233,450	\$186,021,629

# Pain & Gain

## Melbourne council regions

Melbourne recorded 1.7% of houses and 11.0% of units reselling at a loss over the March 2017 quarter. The gap between losses for houses and units remains wide but has changed little over the quarter. The Mitchell and Murrindindi council area were the only regions with no resale losses over the quarter. The Melbourne council area recorded the highest instance of resale loss at 23.7% followed by Stonnington (14.9%) and Port Phillip (12.7%).

### Loss Making Sales – Houses v Units



Region	Gross loss-making sales, Mar-17 qtr				Gross profit-making sales, Mar-17 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Banyule	3.6%	4.9	-\$40,500	-\$389,700	96.4%	8.8	\$344,001	\$105,258,918
Bayside	5.3%	3.8	-\$57,000	-\$720,500	94.7%	9.7	\$550,000	\$160,077,471
Boroondara	7.1%	5.9	-\$42,500	-\$1,922,550	92.9%	9.8	\$559,370	\$227,075,048
Brimbank	1.8%	6.9	-\$10,000	-\$96,500	98.2%	8.4	\$243,000	\$110,122,743
Cardinia	1.3%	6.9	-\$75,000	-\$437,500	98.7%	6.2	\$120,000	\$37,889,173
Casey	0.8%	1.6	-\$10,000	-\$244,128	99.2%	7.8	\$206,000	\$173,561,504
Darebin	5.1%	3.2	-\$105,750	-\$2,023,000	94.9%	7.9	\$275,500	\$93,769,951
Frankston	2.0%	7.7	-\$32,500	-\$599,000	98.0%	8.3	\$229,000	\$139,616,618
Glen Eira	3.7%	4.5	-\$37,500	-\$1,057,002	96.3%	9.3	\$439,000	\$203,980,233
Greater Dandenong	2.3%	5.4	-\$15,900	-\$555,600	97.7%	7.6	\$229,500	\$81,054,049
Hobsons Bay	0.6%	4.3	-\$3,000	-\$3,000	99.4%	8.8	\$350,000	\$76,550,083
Hume	4.5%	3.3	-\$18,825	-\$553,848	95.5%	7.9	\$146,000	\$71,813,345
Kingston	2.9%	5.9	-\$70,000	-\$2,623,102	97.1%	8.8	\$361,500	\$166,287,847
Knox	1.1%	3.8	-\$58,000	-\$316,000	98.9%	9.4	\$357,000	\$148,401,321
Macedon Ranges	3.8%	5.7	-\$172,500	-\$345,000	96.2%	7.9	\$181,000	\$13,780,523
Manningham	3.9%	4.8	-\$39,000	-\$370,888	96.1%	9.7	\$607,000	\$130,666,967
Maribymong	12.2%	5.1	-\$35,000	-\$2,112,406	87.8%	6.2	\$250,500	\$57,749,620
Maroondah	1.3%	1.5	-\$191,000	-\$456,890	98.7%	8.3	\$331,850	\$89,126,061
Melbourne	23.7%	5.8	-\$37,000	-\$4,653,027	76.3%	8.8	\$104,000	\$74,883,181
Melton	4.0%	5.9	-\$29,500	-\$731,598	96.0%	6.2	\$105,000	\$46,211,486
Mitchell					100.0%	6.7	\$75,000	\$4,182,255
Monash	4.7%	5.0	-\$67,750	-\$2,814,200	95.3%	9.8	\$547,510	\$169,068,184
Moonee Valley	10.0%	5.6	-\$64,000	-\$2,141,829	90.0%	8.3	\$317,500	\$91,461,203
Moorabool	4.8%	4.4	-\$30,000	-\$90,000	95.2%	7.4	\$109,250	\$8,543,355
Moreland	5.8%	4.3	-\$40,000	-\$1,419,015	94.2%	7.7	\$259,000	\$122,784,175
Mornington Peninsula	1.9%	5.9	-\$97,000	-\$1,355,400	98.1%	7.5	\$285,000	\$254,002,777
Murrindindi					100.0%	7.0	\$212,250	\$914,500
Nillumbik	0.9%	5.2	-\$225,000	-\$65,000	99.1%	8.3	\$334,750	\$43,052,150
Port Phillip	12.7%	5.6	-\$27,750	-\$1,706,943	87.3%	8.1	\$266,000	\$96,523,971
Stonnington	14.9%	6.1	-\$38,500	-\$3,203,180	85.1%	9.5	\$355,000	\$105,075,275
Whitehorse	4.5%	4.4	-\$20,500	-\$784,228	95.5%	11.5	\$600,250	\$206,675,418
Whittlesea	1.1%	6.3	-\$50,000	-\$146,000	98.9%	7.5	\$185,000	\$57,147,949
Wyndham	1.5%	5.0	-\$41,500	-\$480,500	98.5%	6.5	\$150,000	\$80,435,902
Yarra	10.8%	4.3	-\$39,950	-\$1,506,533	89.2%	7.5	\$299,000	\$78,010,629
Yarra Ranges	0.8%	5.8	-\$70,500	-\$377,250	99.3%	8.8	\$250,000	\$122,323,055

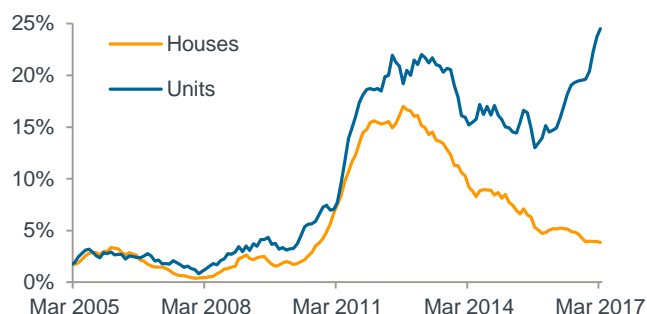


# Pain & Gain

## South-East Queensland council regions

Within Greater Brisbane, 3.8% of houses resold in the March 2017 quarter transacted below their previous purchase compared to 24.5% of units. The gap between losses on houses and units has continued to widen over the quarter. Across the broader South-East Queensland region, the instances of loss were lowest in: Toowoomba (6.8%), Redland (7.6%) and Sunshine Coast (8.0%). The highest instances of resale loss occurred in: Lockyer Valley (23.9%), Somerset (11.9%) and Ipswich (10.5%).

Loss Making Sales – Houses v Units



Region	Gross loss-making sales, Mar-17 qtr				Gross profit-making sales, Mar-17 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Brisbane	9.2%	6.4	-\$27,000	-\$12,696,174	90.8%	9.4	\$165,000	\$699,082,359
Gold Coast	9.9%	9.1	-\$40,000	-\$22,570,292	90.1%	8.2	\$116,000	\$490,276,282
Ipswich	10.5%	7.8	-\$17,000	-\$1,388,047	89.5%	9.0	\$75,750	\$55,481,858
Lockyer Valley	23.9%	6.9	-\$17,250	-\$560,500	76.1%	9.6	\$52,000	\$5,625,390
Logan	9.1%	6.9	-\$22,250	-\$3,243,239	90.9%	9.3	\$90,000	\$109,774,284
Moreton Bay	8.7%	6.7	-\$22,250	-\$4,555,994	91.3%	8.4	\$88,575	\$149,040,663
Redland	7.6%	7.4	-\$25,750	-\$983,650	92.4%	9.8	\$110,050	\$71,822,837
Scenic Rim	10.3%	7.3	-\$15,000	-\$203,000	89.7%	8.2	\$60,000	\$10,134,500
Somerset	11.9%	7.2	-\$35,000	-\$119,000	88.1%	9.5	\$71,000	\$5,072,000
Sunshine Coast	8.0%	8.8	-\$32,750	-\$7,311,158	92.0%	8.2	\$110,000	\$245,453,615
Toowoomba	6.8%	3.3	-\$15,000	-\$973,728	93.2%	7.9	\$78,000	\$44,674,196

# Pain & Gain

## Adelaide council regions

In Adelaide, 5.7% of houses and 12.3% of units resold over the March 2017 quarter, transacted below their previous purchase price. The proportion of loss-making resales was steady over the quarter for houses but rose for units. The council areas with the highest proportion of loss-making resales over the quarter were: Playford (19.0%), Salisbury (13.9%) and West Torrens (11.0%). The Marion (1.2%), Adelaide Hills (2.2%) and Tae Tree Gully council areas had relatively few resales at a loss.

Loss Making Sales – Houses v Units



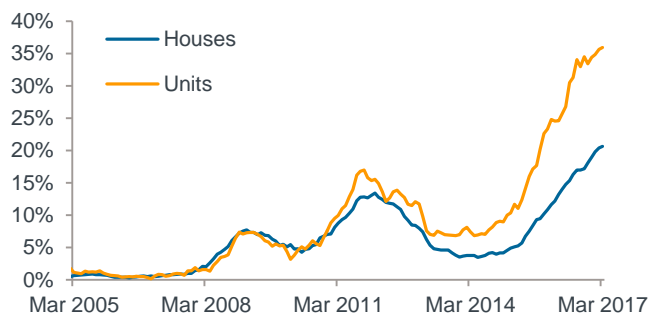
Region	Gross loss-making sales, Mar-17 qtr				Gross profit-making sales, Mar-17 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Adelaide	5.3%	6.2	-\$15,500	-\$64,000	94.7%	7.8	\$105,000	\$11,533,270
Adelaide Hills	2.2%	4.2	-\$18,000	-\$36,000	97.8%	9.0	\$106,250	\$17,279,650
Burnside	6.7%	4.2	-\$40,000	-\$371,765	93.3%	9.5	\$208,500	\$37,252,251
Campbelltown	3.7%	5.7	-\$16,500	-\$564,500	96.3%	8.9	\$134,500	\$20,256,073
Charles Sturt	7.4%	5.3	-\$20,000	-\$1,448,600	92.6%	9.3	\$124,106	\$45,774,130
Gawler	7.1%	7.3	-\$6,000	-\$56,500	92.9%	9.6	\$54,000	\$5,242,925
Holdfast Bay	6.9%	5.7	-\$25,000	-\$382,400	93.1%	7.1	\$130,000	\$22,402,505
Marion	1.2%	3.8	-\$15,540	-\$46,040	98.8%	8.4	\$105,000	\$36,908,559
Mitcham	3.8%	5.9	-\$38,000	-\$614,000	96.2%	9.4	\$160,000	\$40,416,718
Mount Barker	7.6%	6.0	-\$16,250	-\$98,500	92.4%	8.0	\$72,000	\$9,617,950
Norwood Payneham St Peters	5.8%	6.3	-\$20,000	-\$294,500	94.2%	9.1	\$162,000	\$18,382,684
Onkaparinga	8.0%	6.0	-\$8,500	-\$659,600	92.0%	8.9	\$82,000	\$47,757,957
Playford	19.0%	6.9	-\$13,000	-\$693,750	81.0%	9.7	\$45,000	\$11,831,561
Port Adelaide Enfield	8.1%	6.3	-\$23,875	-\$925,550	91.9%	8.9	\$103,000	\$35,953,656
Prospect	5.9%	6.0	-\$240,000	-\$645,000	94.1%	8.7	\$185,950	\$11,559,199
Salisbury	13.9%	7.2	-\$18,500	-\$1,738,410	86.1%	9.3	\$81,500	\$27,705,740
Tea Tree Gully	3.0%	6.5	-\$20,000	-\$447,500	97.0%	9.7	\$110,000	\$31,610,022
Unley	6.2%	5.6	-\$90,000	-\$849,000	93.8%	11.0	\$225,000	\$29,779,740
Walkerville	4.8%	8.7	-\$40,000	-\$40,000	95.2%	7.4	\$168,000	\$5,793,561
West Torrens	11.0%	5.6	-\$14,750	-\$612,280	89.0%	9.3	\$139,250	\$20,579,800

# Pain & Gain

## Perth council regions

The proportion of dwellings reselling at a loss across Perth has continued to trend higher over the March 2017 quarter. Over the quarter, 20.7% of houses and 35.9% of units resold for less than the previous purchase price. Across the council regions, the areas with the highest proportion of loss-making resales were: Perth (50.7%), Mandurah (33.5%) and Claremont (33.3%). Peppermint Grove had no resales at a loss over the quarter while no other council area had fewer than 10% of resales at a loss.

Loss Making Sales – Houses v Units



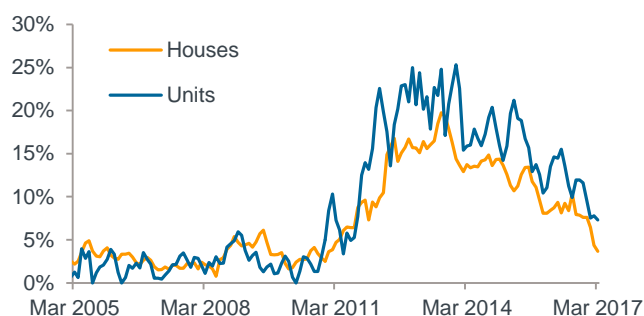
Region	Gross loss-making sales, Mar-17 qtr				Gross profit-making sales, Mar-17 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Armadale	27.0%	5.8	-\$33,500	-\$2,894,704	73.0%	8.0	\$183,525	\$31,080,265
Bassendean	24.0%	3.7	-\$25,000	-\$728,500	76.0%	11.8	\$178,000	\$7,637,050
Bayswater	24.6%	5.7	-\$47,500	-\$2,671,018	75.4%	11.8	\$174,000	\$28,261,443
Belmont	30.1%	4.5	-\$45,000	-\$1,945,351	69.9%	12.3	\$219,500	\$14,758,700
Cambridge	16.5%	5.6	-\$35,000	-\$826,500	83.5%	13.1	\$284,000	\$31,158,500
Canning	14.9%	5.4	-\$33,500	-\$2,331,500	85.1%	10.9	\$219,000	\$54,096,358
Claremont	33.3%	5.3	-\$85,000	-\$974,500	66.7%	12.6	\$410,500	\$7,072,334
Cockburn	15.9%	4.6	-\$28,500	-\$3,158,652	84.1%	8.9	\$187,000	\$51,936,693
Cottesloe	31.3%	3.1	-\$28,000	-\$220,500	68.8%	13.3	\$172,500	\$4,338,500
East Fremantle	23.5%	3.7	-\$71,750	-\$261,000	76.5%	6.1	\$100,000	\$2,998,466
Fremantle	16.9%	4.1	-\$30,000	-\$2,142,000	83.1%	7.8	\$170,000	\$18,311,844
Gosnells	20.8%	6.1	-\$29,500	-\$1,669,500	79.2%	11.7	\$193,000	\$30,455,888
Joondalup	14.3%	3.8	-\$44,000	-\$6,897,800	85.7%	12.1	\$265,000	\$121,018,466
Kalamunda	11.7%	3.9	-\$28,250	-\$845,000	88.3%	9.6	\$180,000	\$23,826,640
Kwinana	27.1%	6.4	-\$37,250	-\$1,311,000	72.9%	10.3	\$185,000	\$12,926,250
Mandurah	33.5%	7.2	-\$50,000	-\$9,366,058	66.5%	11.5	\$168,000	\$40,212,410
Melville	12.2%	6.6	-\$45,000	-\$3,323,684	87.8%	11.6	\$291,500	\$77,722,118
Mosman Park	19.0%	6.5	-\$67,500	-\$378,000	81.0%	11.6	\$305,500	\$6,107,500
Mundaring	26.7%	4.1	-\$49,500	-\$1,686,500	73.3%	10.8	\$125,000	\$11,785,333
Murray	21.7%	4.5	-\$60,000	-\$889,500	78.3%	8.9	\$186,000	\$8,403,044
Nedlands	17.4%	5.4	-\$97,500	-\$769,000	82.6%	11.5	\$375,000	\$19,471,600
Peppermint Grove					100.0%	16.4	\$572,500	\$2,240,000
Perth	50.7%	6.2	-\$67,000	-\$5,453,838	49.3%	11.4	\$110,000	\$11,630,450
Rockingham	31.3%	5.3	-\$30,000	-\$6,429,037	68.7%	10.9	\$174,500	\$52,613,504
Serpentine-Jarrahdale	15.0%	7.9	-\$43,000	-\$357,000	85.0%	5.4	\$213,750	\$11,215,530
South Perth	23.6%	5.9	-\$34,000	-\$2,237,520	76.4%	11.3	\$180,000	\$32,200,250
Stirling	22.5%	5.7	-\$43,000	-\$11,063,700	77.5%	11.0	\$185,500	\$124,550,150
Subiaco	25.9%	5.5	-\$60,500	-\$1,001,750	74.1%	13.0	\$267,250	\$16,419,700
Swan	23.4%	5.4	-\$34,000	-\$4,183,602	76.6%	9.8	\$194,500	\$48,627,620
Victoria Park	29.5%	4.8	-\$45,000	-\$1,610,750	70.5%	11.2	\$138,000	\$15,592,550
Vincent	25.5%	5.0	-\$45,000	-\$1,069,000	74.5%	11.0	\$268,500	\$15,260,178
Wanneroo	27.3%	5.0	-\$30,000	-\$7,094,731	72.7%	9.5	\$207,000	\$75,201,250

# Pain & Gain

## Hobart council region

Hobart recorded 3.7% of houses and 7.3% of units reselling at a loss over the March 2017 quarter. The occurrence of resales at a loss has fallen over the quarter for houses and units. The Hobart (2.0%), Kingborough (2.7%) and Clarence (3.9%) council areas had the lowest proportion of loss-making resales over the quarter. The instances of resale loss were much higher in: Derwent Valley (14.3%), Brighton (10.9%) and Sorell (6.1%).

### Loss Making Sales – Houses v Units



Region	Gross loss-making sales, Mar-17 qtr				Gross profit-making sales, Mar-17 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Brighton	10.9%	6.2	-\$30,000	-\$166,500	89.1%	7.0	\$45,000	\$2,364,924
Clarence	3.9%	6.9	-\$27,500	-\$247,000	96.1%	10.2	\$112,000	\$31,685,043
Derwent Valley	14.3%	6.9	-\$20,000	-\$105,500	85.7%	9.7	\$44,500	\$2,055,950
Glenorchy	5.4%	7.2	-\$9,000	-\$313,000	94.6%	7.8	\$65,000	\$19,416,550
Hobart	2.0%	1.6	-\$146,250	-\$550,250	98.0%	8.1	\$183,500	\$44,300,175
Kingborough	2.7%	7.8	-\$25,000	-\$78,000	97.3%	8.5	\$101,500	\$16,605,710
Sorell	6.1%	7.2	-\$22,500	-\$127,000	93.9%	9.8	\$75,588	\$6,776,430

## Darwin council region

Over the March 2017 quarter, 31.0% of Darwin houses and 51.6% of Darwin units resold for less than their previous purchase price. The instances of loss-making resales have continued to trend higher over the quarter from their previous record-highs. Across the council areas, Litchfield saw the lowest proportion of loss-making resales (28.9%) followed by: Palmerston (30.9%) and Darwin (41.5%).

### Loss Making Sales – Houses v Units



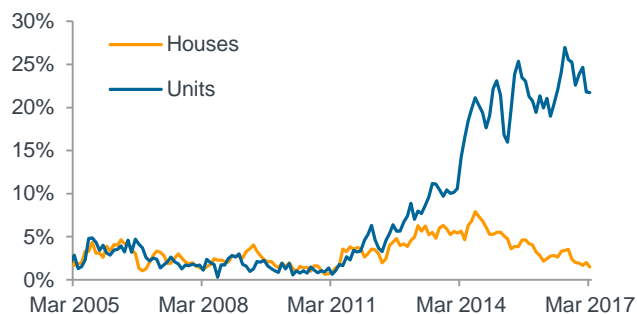
Region	Gross loss-making sales, Mar-17 qtr				Gross profit-making sales, Mar-17 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Darwin	41.5%	5.2	-\$60,000	-\$4,429,470	58.5%	10.2	\$138,500	\$19,665,847
Litchfield	28.6%	3.4	-\$64,000	-\$329,000	71.4%	11.9	\$272,500	\$4,693,900
Palmerston	30.9%	5.4	-\$70,000	-\$1,214,090	69.1%	8.8	\$87,500	\$13,838,472

# Pain & Gain

## Canberra council regions

Both houses and units in Canberra have recorded a decline in the proportion of resales at a loss over the March 2017 quarter. The 9.6% of dwellings resold at a loss over the quarter consisted of 1.5% of houses resold compared to a much greater 21.8% of units resold.

Loss Making Sales – Houses v Units



Region	Gross loss-making sales, Mar-17 qtr				Gross profit-making sales, Mar-17 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Unincorporated ACT	9.6%	6.1	-\$29,900	-\$3,899,225	90.4%	8.9	\$150,000	\$202,365,686

# About CoreLogic

CoreLogic Australia is a wholly owned subsidiary of CoreLogic (NYSE: CLGX), which is the largest property data and analytics company in the world. CoreLogic provides property information, analytics and services across Australia, New Zealand and Asia, and recently expanded its service offering through the purchase of project activity and building cost information provider Cordell. With Australia's most comprehensive property databases, the company's combined data offering is derived from public, contributory and proprietary sources and includes over 500 million decision points spanning over three decades of collection, providing detailed coverage of property and other encumbrances such as tenancy, location, hazard risk and related performance information.

With over 20,000 customers and 150,000 end users, CoreLogic is the leading provider of property data, analytics and related services to consumers, investors, real estate, mortgage, finance, banking, building services, insurance, developers, wealth management and government. CoreLogic delivers value to clients through unique data, analytics, workflow technology, advisory and geo spatial services. Clients rely on CoreLogic to help identify and manage growth opportunities, improve performance and mitigate risk. CoreLogic employs over 650 people across Australia and in New Zealand. For more information call 1300 734 318 or visit [www.corelogic.com.au](http://www.corelogic.com.au)

## Granular Data and Analytics Driving Growth in your Business

CoreLogic RP Data produces an advanced suite of housing market analytics that provides key insights for understanding housing market conditions at a granular geographic level. Granular data is often used for portfolio analysis and benchmarking, risk assessments and understanding development feasibility and market sizing. It gives industry professionals valuable modules which provide essential analytics and insights for decision making and strategy formation within the residential property asset class. We can tailor reports to suit your business requirements. **Call us on 1300 734 318 or email us at [ask@corelogic.com.au](mailto:ask@corelogic.com.au) or visit us at [www.corelogic.com.au](http://www.corelogic.com.au)**

**Market Scorecard:** Monitor and measure performance of an individual office or a Franchise brand month on month through a detailed view of the Real Estate Listing and Sales market share across Australia. With the ability to gather market share statistics within your active market this product is designed to identify the competing brands and independents at a suburb, postcode, user defined territory and State level. Easily locate growth opportunities and market hotspots allowing you to view the performance of the established offices in these new areas of interest.

**Market Trends:** Detailed housing market indicators down to the suburb level, with data in time series or snapshot delivered monthly. CoreLogic RP Data's Market Trends data is segmented across houses and units. The Market Trends data includes key housing market metrics such as median prices, median values, transaction volumes, rental statistics, vendor metrics such as average selling time and vendor discounting rates.

**CoreLogic Indices:** The suite of CoreLogic Indices range from simple market measurements such as median prices through to repeat sales indices and our flagship hedonic home value indices. The CoreLogic RP Data Hedonic index has been specifically designed to track the value of a portfolio of properties over time and is relied upon by Australian regulators and industry as the most up to date and accurate measurement of housing market performance.

**Economist Pack:** A suite of indices and indicators designed specifically for Australian economic commentators who require the most up to date and detailed view of housing market conditions. The economist pack includes the CoreLogic RP Data Hedonic indices for capital cities and 'rest of state' indices, the stratified hedonic index, hedonic total return index, auction clearance rates and median prices.

**Investor Concentration Report:** Understanding ownership concentrations is an important part of assessing risk. Areas with high investor concentrations are typically allocated higher risk ratings due to the over-representation of a particular segment of the market. Through a series of rules and logic, CoreLogic RP Data has flagged the likely ownership type of every residential property nationally as either owner occupied, investor owned or government owned.

**Mortgage Market Trend Report:** CoreLogic is in a unique position to monitor mortgage related housing market activity. Transaction volumes, dwelling values and mortgage related valuation events all comprise our Mortgage market trend report which provides an invaluable tool for mortgage industry benchmarking and strategy.

# Disclaimers

In compiling this publication, RP Data Pty Ltd trading as CoreLogic has relied upon information supplied by a number of external sources. CoreLogic does not warrant its accuracy or completeness and to the full extent allowed by law excludes liability in contract, tort or otherwise, for any loss or damage sustained by subscribers, or by any other person or body corporate arising from or in connection with the supply or use of the whole or any part of the information in this publication through any cause whatsoever and limits any liability it may have to the amount paid to CoreLogic for the supply of such information.

## Queensland Data

Based on or contains data provided by the State of Queensland (Department of Natural Resources and Mines) 2015. In consideration of the State permitting use of this data you acknowledge and agree that the State gives no warranty in relation to the data (including accuracy, reliability, completeness, currency or suitability) and accepts no liability (including without limitation, liability in negligence) for any loss, damage or costs (including consequential damage) relating to any use of the data. Data must not be used for direct marketing or be used in breach of the privacy laws.

## South Australian Data

This information is based on data supplied by the South Australian Government and is published by permission. The South Australian Government does not accept any responsibility for the accuracy or completeness of the published information or suitability for any purpose of the published information or the underlying data.

## New South Wales Data

Contains property sales information provided under licence from the Land and Property Information ("LPI"). RP Data is authorised as a Property Sales Information provider by the LPI.

## Victorian Data

The State of Victoria owns the copyright in the Property Sales Data which constitutes the basis of this report and reproduction of that data in any way without the consent of the State of Victoria will constitute a breach of the Copyright Act 1968 (Cth). The State of Victoria does not warrant the accuracy or completeness of the information contained in this report and any person using or relying upon such information does so on the basis that the State of Victoria accepts no responsibility or liability whatsoever for any errors, faults, defects or omissions in the information supplied.

## Western Australian Data

Based on information provided by and with the permission of the Western Australian Land Information Authority (2014) trading as Landgate.

## Australian Capital Territory Data

The Territory Data is the property of the Australian Capital Territory. No part of it may in any form or by any means (electronic, mechanical, microcopying, photocopying, recording or otherwise) be reproduced, stored in a retrieval system or transmitted without prior written permission. Enquiries should be directed to: Director, Customer Services ACT Planning and Land Authority GPO Box 1908 Canberra ACT 2601.

## Tasmanian Data

This product incorporates data that is copyright owned by the Crown in Right of Tasmania. The data has been used in the product with the permission of the Crown in Right of Tasmania. The Crown in Right of Tasmania and its employees and agents:

- a) give no warranty regarding the data's accuracy, completeness, currency or suitability for any particular purpose; and
- b) do not accept liability howsoever arising, including but not limited to negligence for any loss resulting from the use of or reliance upon the data.

Base data from the LIST © State of Tasmania  
<http://www.thelist.tas.gov.au>





**CoreLogic®**

[corelogic.com.au](http://corelogic.com.au)

For more information email us at [ask@corelogic.com.au](mailto:ask@corelogic.com.au) or call 1300 734 318

© 2017 CoreLogic, Inc. No unauthorised use or disclosure. All rights reserved.

CORELOGIC and the CoreLogic logo are New Zealand and Australian trademarks of CoreLogic, Inc. and/or its subsidiaries.