

# Pain and Gain

June Quarter, 2018

A quarterly assessment of realised gross profit and loss based on dwelling re-sales over the June Quarter of 2018



**CoreLogic**<sup>®</sup>



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# Executive Summary

Over the June 2018 quarter, 10.2% of residential properties that were resold transacted at a price lower than the previous purchase price. The latest Pain and Gain Report provides a view of how resold properties across the country are performing. When relatively few properties are reselling at a loss (pain) it generally indicates a stronger housing market and when a higher proportion of properties are reselling at a loss it indicates weaker local housing market conditions.

Although the vast majority of properties resold at a gross profit over the quarter, at 89.8%, this was the weakest quarter for profit making resales since the three months to October 2013. By comparison, at the end of the March 2018 quarter, 90.1% of all properties were resold for a profit and over the June 2017 quarter, 91.1% of properties resold for a profit. There was a reasonable gap between the proportion of houses reselling for a gross profit, recorded at 91.5% of all resales, while 85.2% of all unit resales were at a profit with both houses and units recording a fall in profit-making resales over the quarter.

Over the June 2018 quarter, the total value of profit derived from resold dwellings was recorded at \$15.683 billion while there was \$469.4 million in realised gross losses from resales. The majority of the \$15.683 billion in profit was generated by Sydney and Melbourne which accounted for 32.0% and 27.4% of total profits nationally respectively. This is reflective

of both the higher cost of housing in Sydney and Melbourne and the strong growth in dwelling values over recent years which have resulted in substantial profits. As a comparison, these two cities accounted for just 11.2% and 7.9% of the total value of losses nationally over the quarter. The regions with the highest share of losses nationally were Perth (23.4%) and regional Qld (20.1%).

When looking at the regions which have recorded the lowest proportion of resales at a loss, the data is now showing that some of the regions surrounding Sydney and Melbourne are recording even fewer resales at a loss than the capital cities. At the other end of the spectrum, six regions, all of which are linked to the resources sector, recorded at least 40% of all resales at a loss over the quarter. It should be noted that in many of these regions the share of losses is now lower than at the peak however considering the material decline in values across these regions, instances of loss remain elevated; a reflection that housing values remain well below their peaks in these areas.

Capital city housing markets have continued to record a lower proportion of resales at a loss than regional markets however, over the quarter loss-making resales across the combined capital cities increased while across the combined regional markets the share of resales at a loss continued to trend marginally lower.





# National Overview

89.8% of properties that were resold over the first quarter of 2018 transacted at the same or a higher price than what they were purchased for. While the majority of vendors selling homes are making a profit, the share of resales at a profit was the lowest it has been since October 2013. The 89.8% of properties resold at a profit was down from 90.1% at the end of the previous quarter and also down from 91.1% over the second quarter of 2017.

Capital city properties that are being resold remain more likely to sell for a profit than those in regional markets however, over the past three months the gap between the two broad regions has narrowed due to a decline in resales at a loss in regional markets and an increase across the combined capital cities.

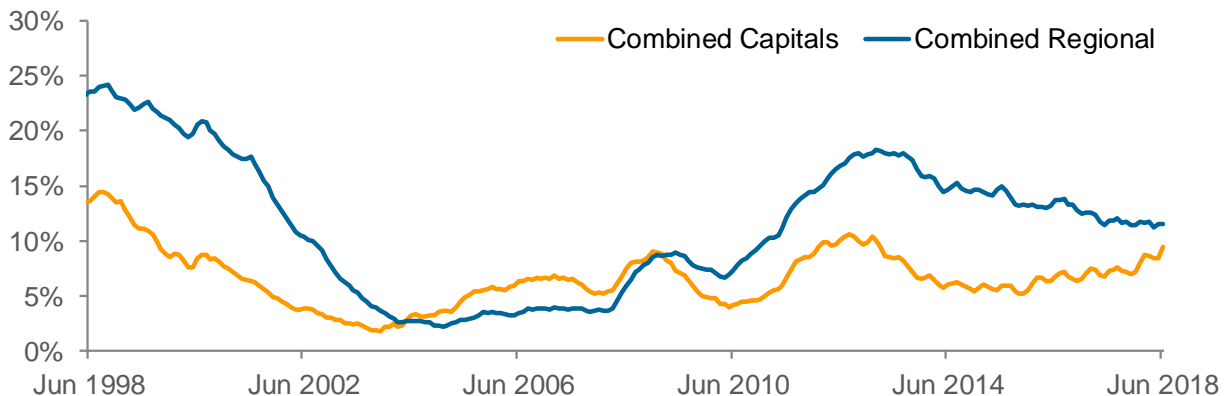
Over the June 2018 quarter, 90.6% of capital city properties

resold for a profit. The proportion of profit-making resales across the capital cities was down from 91.3% the previous quarter as well as being lower than the 92.7% a year earlier. In fact, the share of profit-making resales over the March 2018 quarter was the lowest since March 2013.

Across the combined non-capital city markets, 88.4% of resales were at a profit. This figure has increased from 88.3% as well as being higher than the 88.2% a year ago.

Note that most of the strength in regional markets is being driven by areas close to capital cities such as Sydney, Melbourne and Brisbane, as well as some coastal markets, while mining regions continue to record heightened levels of resales at a loss.

Proportion of loss making sales, combined capitals v regional markets



Although the share of profit-making resales is easing, the majority of those selling properties are still realising a gross profit. While losses are rising they remain in the overwhelming minority, at least at a national level.

Nationally, there was \$15.683 billion worth of realised gross profits from resales over the June 2018 quarter. The total value of these profits was substantially higher than the \$469.431 million in realised gross losses from resales. Of course, this is by virtue of the fact that only 10.2% of all resales were at a loss over the quarter.

Throughout the combined capital cities, the total value of resales at a profit was recorded at \$12.145 billion. Based on these figures the combined capital cities generated 77.4% of the total value of all profits over the quarter. The capital cities accounting for the greatest share of profits were: Sydney

(41.4%) and Melbourne (35.4%). By comparison, the total value of losses over the quarter across the capital cities was \$262.482 million which indicates that capital cities generated 55.9% of the total value of losses nationally over the quarter. The capital cities generating the greatest share of losses by value were: Perth (41.8%) and Sydney (20.1%).

Across the combined regional markets, the total value of realised profits from resales over the quarter was \$3.538 billion. The regions with the greatest share of these profits were: Regional NSW (49.5%) and Regional Qld (26.3%). At the same time, the value of realised losses from resales was recorded at \$262.482 million. The regions with the greatest share of losses were: Regional Qld (45.6%) and Regional WA (34.9%).

# National Overview

Houses have consistently experienced a higher proportion of resales at a profit than units. This can be linked to a number of factors such as: Australians generally having a preference for detached housing as opposed to attached, a house typically has a greater underlying land value than a unit which is what the overall value is largely derived from and unit markets can be more prone to oversupply than house markets.

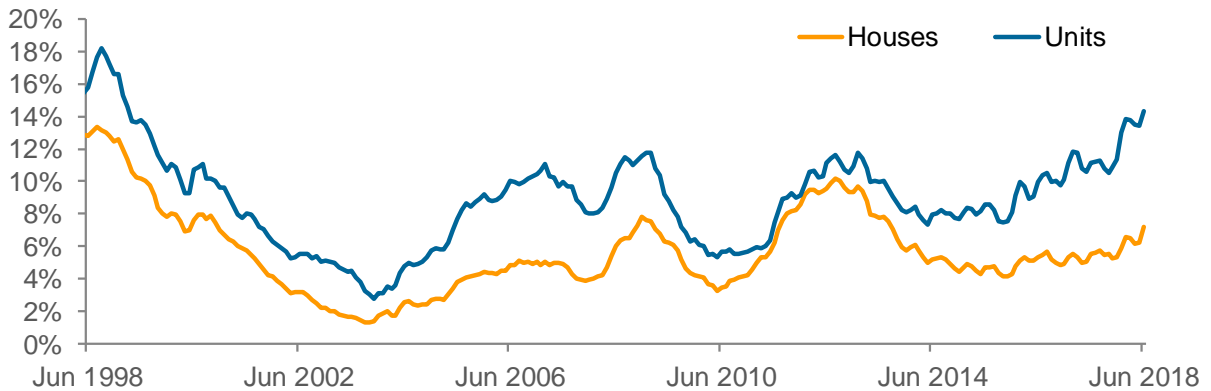
Nationally, 91.5% of houses and 85.2% of units resold at a price higher than the previous purchase price over the June 2018 quarter. The 91.5% of houses reselling at a profit was down from 91.8% the previous quarter and 92.6% a year earlier. In fact the share of houses resold at a profit was the lowest it had been since February 2014. The 85.2% of units resold at a profit was lower than the previous quarter (85.5%) as well as being lower than the 87.3% a year earlier. The share of unit resales at a loss was last as high as it is currently in August 2013.

Throughout the combined capital city housing markets, 92.8% of houses and 85.7% of units resold for a profit over the

second quarter of 2018. For houses, the proportion of profit-making resales was down from 93.5% the previous quarter and also down from 94.5% a year earlier. In fact the share of capital city houses resold at a profit hasn't been this low since August 2013. The 85.7% of capital city units resold at a profit was down from 86.2% the previous quarter as well as being down from 88.3% a year earlier. The share of capital city units resold at a profit hasn't been this low since March 1999.

The proportion of houses resold at a profit across the combined regional markets was recorded at 89.7% at the end of the June 2018 quarter. The share of houses resold a profit was higher than the 89.5% at the end of the previous quarter and also higher than the 89.6% over the second quarter of 2017. Of all units resold across the combined regional markets over the June 2018 quarter, 83.9% sold for a profit. The 83.9% of resales at a profit over the quarter was slightly down on the previous quarter (84.2%) but remained higher than a year earlier (83.7%).

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

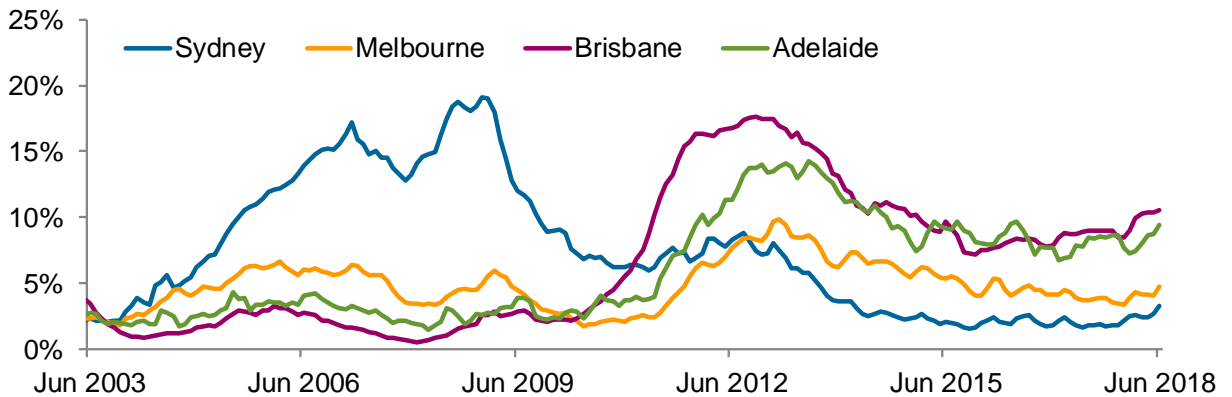


# National Overview

The instances of loss-making resales increased over the June 2018 quarter relative to the March 2018 quarter in all capital cities. When comparing loss-making resales to a year earlier,

Hobart and Canberra were the only two capital cities in which the share of resales at a loss was lower over the year.

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

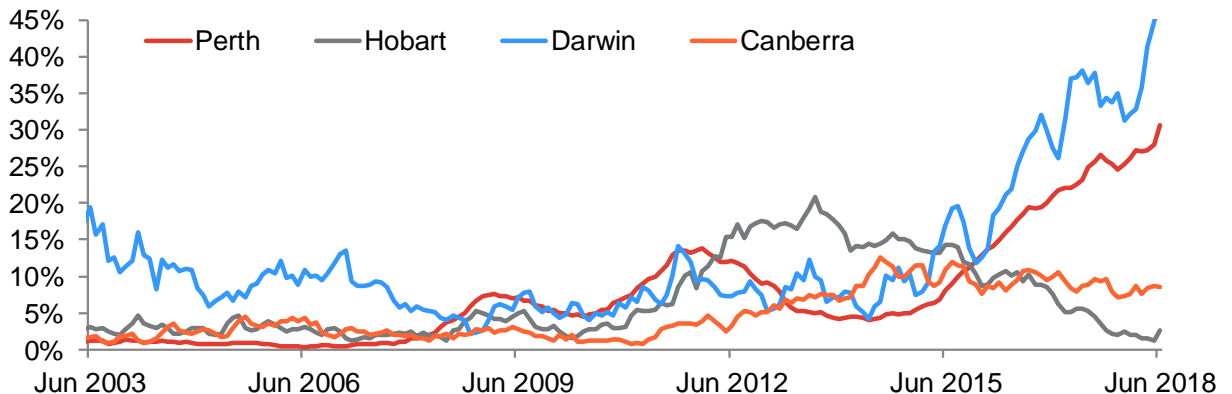


The share of properties resold at a loss over the second quarter of 2018 across individual capital cities was recorded at: 3.2% in Sydney, 4.7% in Melbourne, 10.5% in Brisbane, 9.4% in Adelaide, 30.6% in Perth, 2.6% in Hobart, 47.6% in Darwin and 8.5% in Canberra.

In the non-capital city markets, the proportion of resales at a loss was lower over the quarter and year in regional areas of NSW, Vic and Tas but higher elsewhere. As at the end of June 2018, the proportion of resales at a loss across the regional markets were recorded at: 3.9% in NSW, 4.3% in Vic, 19.0% in Qld, 22.9% in SA, 41.9% in WA, 9.0% in Tas and 23.3% in NT.

The share of resales at a loss in Sydney is the highest since February 2014, in Brisbane the share of resales at a loss is the highest since November 2014. Both Perth and Darwin have a historically high share of resales at a loss.

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



# Houses vs Units

Across the nation, a higher proportion of houses are resold at a profit than units. This trend is also evident across the combined capital city and combined regional markets.

In Melbourne, units were higher than 9 times more likely to resell at a loss than houses while in Brisbane units were 7 times as likely to resell for a loss as houses and in Canberra units were 12 times more likely to resell at a loss than houses.

For the capital cities, the proportion of houses reselling at a gross profit was lower over the quarter in all capital cities except for Canberra. For capital city units, the share of resales at a profit was lower over the quarter in all cities except for Brisbane.

For the regional housing markets, the proportion of houses reselling for a profit increased over the quarter in Regional NSW, Regional Vic, Regional Tas and Regional NT. For units, profit-making resales increased over the quarter in Regional Vic and Regional Tas.

## Proportion of total resales at a loss/gain, houses vs. units, Jun 2018 quarter

Region	Houses		Units	
	Pain	Gain	Pain	Gain
Sydney	3.0%	97.0%	3.5%	96.5%
Regional NSW	3.3%	96.7%	6.7%	93.3%
Melbourne	1.3%	98.7%	11.8%	88.2%
Regional Vic	4.0%	96.0%	6.6%	93.4%
Brisbane	4.1%	95.9%	29.2%	70.8%
Regional Qld	18.1%	81.9%	20.4%	79.6%
Adelaide	7.8%	92.2%	13.4%	86.6%
Regional SA	21.9%	78.1%	33.8%	66.2%
Perth	27.2%	72.8%	47.8%	52.2%
Regional WA	40.5%	59.5%	56.7%	43.3%
Hobart	2.5%	97.5%	2.9%	97.1%
Regional Tas	8.5%	91.5%	12.0%	88.0%
Darwin	35.9%	64.1%	71.1%	28.9%
Regional NT	19.4%	80.6%	32.1%	67.9%
Australian Capital Territory	1.4%	98.6%	16.9%	83.1%
National	8.5%	91.5%	14.8%	85.2%
Cap city	7.2%	92.8%	14.3%	85.7%
Regional	10.3%	89.7%	16.1%	83.9%

# 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 is unlikely to spill-over to create weakness in the broader housing market. Over the second quarter of 2018, 27.7% of all dwellings resold were units 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 are seeing minimal loss making unit sales.

Sydney's City and Inner South saw units comprise 71.3% of all resales over the second quarter of 2018 and 3.1% of these resales were at a loss, up from a lower 1.8% of resales a year earlier.

## Top 25: SA4 regions nationally where units comprise the largest proportion of resales, June 2018 quarter

SA4 Region	State	% of loss-making resales (Q2 2017)	% of loss-making resales (Q2 2018)	% resales for units
Sydney - City and Inner South	NSW	1.8%	3.1%	71.3%
Sydney - Eastern Suburbs	NSW	2.0%	1.9%	66.7%
Melbourne - Inner	Vic	18.6%	22.3%	66.2%
Sydney - North Sydney & Hornsby	NSW	0.9%	2.5%	60.2%
Gold Coast	Qld	12.9%	13.4%	60.2%
Brisbane Inner City	Qld	28.1%	32.4%	59.3%
Sydney - Inner West	NSW	1.7%	3.6%	59.2%
Sydney - Ryde	WA	2.0%	6.7%	56.6%
Sydney - Parramatta	NSW	1.8%	5.7%	54.5%
Melbourne - Inner South	Vic	5.8%	8.0%	51.9%
Perth - Inner	WA	42.9%	53.4%	51.9%
Sydney - Northern Beaches	NSW	1.7%	3.0%	50.0%
Canberra	ACT	17.9%	16.9%	45.7%
Sydney - Sutherland	NSW	0.7%	2.9%	44.4%
Cairns	Qld	42.3%	39.5%	42.3%
Sydney - Inner South West	NSW	2.2%	4.3%	41.3%
Melbourne - Inner East	Vic	9.0%	15.8%	40.9%
Sunshine Coast	Qld	14.2%	11.3%	40.2%
Adelaide - West	SA	12.3%	10.5%	38.2%
Adelaide - Central and Hills	SA	7.7%	11.6%	37.8%
Darwin	NT	51.9%	71.1%	33.2%
Brisbane - South	Qld	22.3%	25.6%	31.2%
Northern Territory - Outback	NT	32.1%	32.1%	31.1%
Brisbane - West	Qld	12.0%	23.3%	29.8%
Richmond - Tweed	NSW	8.8%	6.3%	29.8%

Of the top 25 SA4 regions listed, 12 SA4 regions that had a greater turnover of units than houses over the second quarter of 2018. 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, 18 have recorded an increase in the proportion of units reselling at a loss over the past year and 11 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 June 2018 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

Investors continued to be more likely to resell their properties at a loss than owner occupiers during the second quarter of 2018. Over the quarter, 9.8% of owner occupied properties sold at a loss compared to the 10.1% of investor owned properties. Sydney, Regional NSW and Hobart were the only major regions of the country in which a higher proportion of investors resold their property at a loss than owner occupiers.

91.5% of capital city properties resold by owner occupiers transacted at a profit over the June 2018 quarter compared to 90.8% of investor owned properties. Throughout all capital cities the gap in profit making-resales between owner occupiers and investors was not that large however, across individual cities the results were much more varied. Melbourne investors were 3 times as likely to resell a property at a loss as an owner occupier and in Canberra they were 3.4 times as likely to sell for a loss.

Across the regional areas of the country, investors were slightly more likely to resell a property for a loss (11.9%) than owner occupiers (11.7%). While in each region owner occupiers were more likely than investors to resell for a profit,

the gap between the two vendor type performances was nowhere near as great in regional areas as what was recorded in some capital city markets.

Clearly, any property owner will aim to make a profit from the sale of their property. 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. Conversely, 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, investors (which have until recently 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, Jun 2018 quarter

Region	PAIN		GAIN	
	Owner Occupied	Investor	Owner Occupied	Investor
Sydney	2.5%	2.2%	97.5%	97.8%
Regional NSW	4.2%	3.6%	95.8%	96.4%
Melbourne	2.4%	7.2%	97.6%	92.8%
Regional Vic	5.2%	5.7%	94.8%	94.3%
Brisbane	9.2%	14.0%	90.8%	86.0%
Regional Qld	17.0%	20.5%	83.0%	79.5%
Adelaide	6.4%	12.0%	93.6%	88.0%
Regional SA	21.4%	28.2%	78.6%	71.8%
Perth	26.3%	32.1%	73.7%	67.9%
Regional WA	36.2%	39.3%	63.8%	60.7%
Hobart	1.8%	0.7%	98.2%	99.3%
Regional Tas	9.9%	9.9%	90.1%	90.1%
Darwin	33.1%	40.0%	66.9%	60.0%
Regional NT	18.6%	35.3%	81.4%	64.7%
Australian Capital Territory	4.7%	16.0%	95.3%	84.0%
National	9.8%	10.1%	90.2%	89.9%
Cap city	8.5%	9.2%	91.5%	90.8%
Regional	11.7%	11.9%	88.3%	88.1%

## Hold Periods

Over the June 2018 quarter houses which resold at a loss had typically been owned for 6.6 years while those resold at a profit had been owned for 9.2 years. Across the unit market, those properties that resold for a loss had typically been owned for 6.9 years while those resold for a profit had been owned for 7.8 years.

Throughout the combined capital cities, loss-making resales of houses had typically been held for 5.3 years compared to 5.9 years for loss-making resales of units. Those capital city houses resold for a profit had typically been held for 9.4 years compared to 7.8 years for units. Houses sold at a loss in Sydney and Melbourne typically had a much shorter hold period than other capital cities while units resold at a loss in Sydney had a much shorter hold period than those in the other capital cities. These trends reflect the much stronger value growth performances in these cities over recent years. In terms of profit-making resales, the median hold periods for houses were substantially longer in Perth and Darwin than

they were elsewhere. For units, Perth and Darwin had much longer median hold periods than elsewhere. These trends indicate weaker housing market performance in these markets over recent years.

In regional Australia, houses resold for a loss were typically held for 7.7 years compared to 8.9 years for those sold at a profit. For regional unit markets, the average hold period for resales at a loss (8.9 years) was actually longer than for those resold at a profit (8.0 years). For houses resold at a loss, the typical hold period was shortest in regional NSW and regional Vic and longest in Regional Qld and Regional WA. For loss-making unit resales hold periods were much shorter in regional Vic than elsewhere and much longer in regional Qld and regional SA. For houses reselling at a profit, typical hold periods were much greater than elsewhere in Regional WA. For units selling at a profit, hold periods were longest in Regional WA but much lower in Regional NSW.

### Median hold period of resales at a loss/gain, houses vs. units, Jun 2018 quarter

Region	PAIN		GAIN	
	Houses	Units	Houses	Units
Sydney	3.1	2.7	9.2	7.0
Regional NSW	6.1	8.2	8.6	7.5
Melbourne	3.2	6.1	9.0	7.6
Regional Vic	5.8	6.1	8.2	8.0
Brisbane	7.3	6.7	9.1	9.4
Regional Qld	8.1	9.2	9.5	8.2
Adelaide	6.7	7.0	9.1	8.9
Regional SA	7.9	9.0	10.4	11.5
Perth	5.5	6.1	11.9	13.2
Regional WA	8.4	6.9	13.0	15.2
Hobart	4.7	2.9	8.6	7.8
Regional Tas	7.7	7.8	8.8	8.2
Darwin	5.5	6.7	11.8	12.9
Regional NT	7.0	7.3	7.7	9.1
Australian Capital Territory	5.5	7.2	9.3	8.2
National	6.6	6.9	9.2	7.8
Cap city	5.3	5.9	9.4	7.8
Regional	7.7	8.9	8.9	8.0

# Focus on Regional Markets

## Major mining regions

The instances of resales of properties at a loss in the major mining regions generally remains at heightened levels. Although losses remain high, the proportion of resales at a loss has reduced from their peaks, most of which occurred recently. There may be slightly fewer resales at a loss in these regions however, these areas continue to be hindered by soft housing demand due to few economic drivers of demand outside of the resources sector. Encouragingly, there has been a rebound in commodity prices which may help the proportion of resales at a loss continue to trend lower, however those properties purchased around the peak of market conditions will likely take a long time to recover their purchase value.

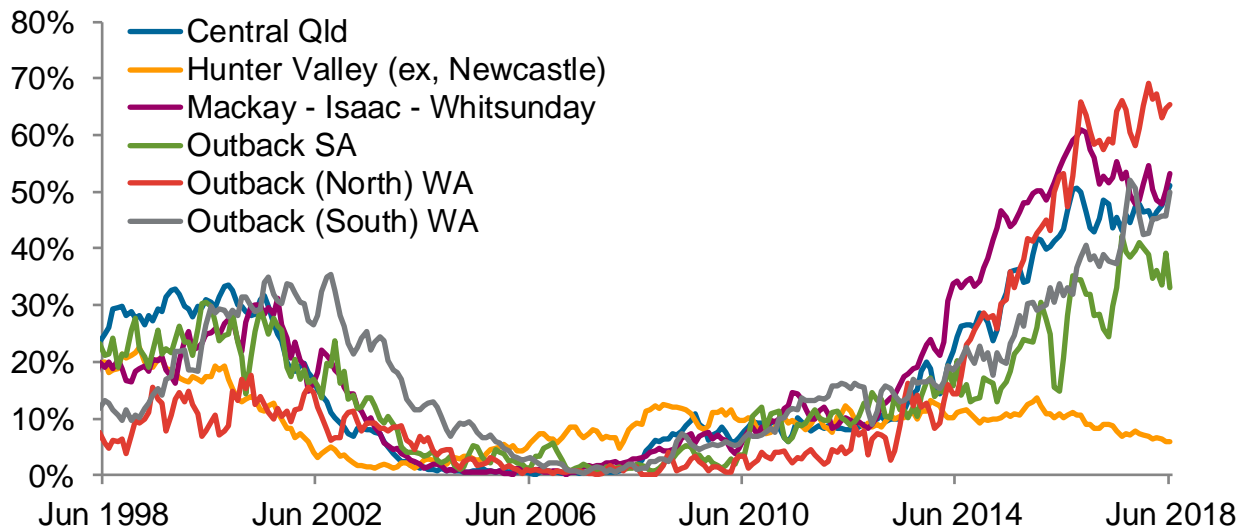
Across the six regions analysed, the proportion of resales at a loss over the June 2018 quarter was recorded at: 51.2% in Central Qld (which is an historic high), 5.9% in Hunter Valley (excluding Newcastle), 53.3% in Mackay-Isaac-Whitsunday, 33.1% in Outback SA, 65.3% in Outback (North) WA and 50.0% in Outback (South) WA. Although in most regions the proportion of resales at a loss is lower than at the peak, the

share of resales at a loss climbed over the quarter in Central Queensland, Mackay-Isaac-Whitsunday and Outback (South). Over the past year, the proportion of loss-making resales fell in Hunter Valley (excluding Newcastle) and Mackay-Isaac-Whitsunday but rose elsewhere.

While the proportion of resales at a loss has increased over the quarter across half of these regions, there are firming signs that housing market conditions may be improving. Sales volumes have bottomed in many of these regions and if anything lifted marginally.

While the resources sector is looking somewhat stronger than it has in a number of years, it is expected that the instances of resales at a loss will remain elevated despite the gradually improving trend. Although transaction volumes are generally no longer falling, demand remains low and there are still many owners 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

Half of the major coastal markets across the country that have been analysed have seen their share of resales at a loss increase over the quarter. Although the proportion of loss making sales has ticked slightly higher in half of the regions resale losses generally remain at quite low levels. Although demand in certain regional markets remain strong, value growth outside of capital cities is broadly slowing which may be impacting on some resales and may continue to do so over coming months.

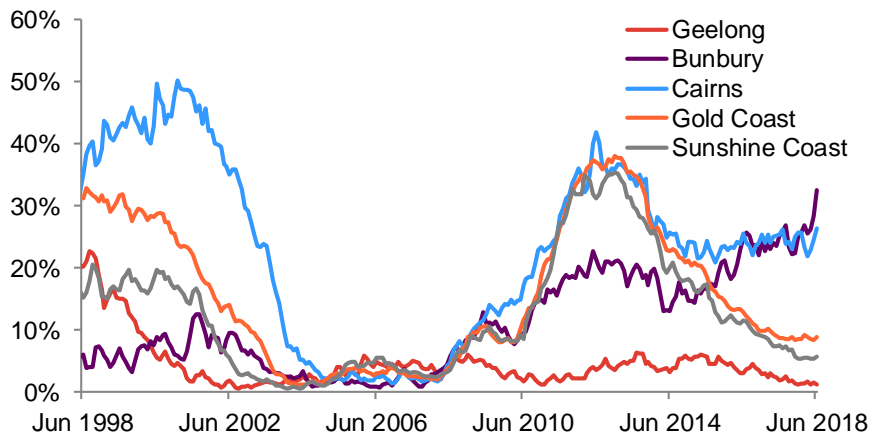
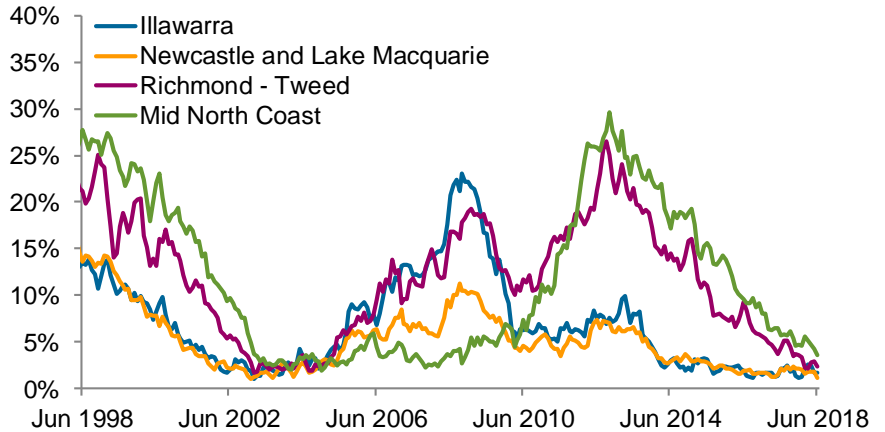
Across those regions analysed, the proportion of resales at a loss over the June 2018 quarter were recorded at: 1.7% in Illawarra, 2.4% in Newcastle and Lake Macquarie, 1.2% in Richmond-Tweed, 3.5% in Mid North Coast, 1.3% in Geelong, 32.5% in Bunbury, 26.4% in Cairns, 8.9% in Gold Coast and 5.7% in Sunshine Coast.

The proportion of homes resold at a loss increased over the quarter in Newcastle and Lake Macquarie, Bunbury, Cairns, Gold Coast and Sunshine Coast but fell elsewhere.

The share of resales at a loss was lower over the year across all regions except for: Bunbury, Cairns and the Gold Coast.

The proportion of resales at a loss in Mid North Coast are at their lowest level since November 2008. The share of resales at a loss in Bunbury is the highest they've been on record.

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

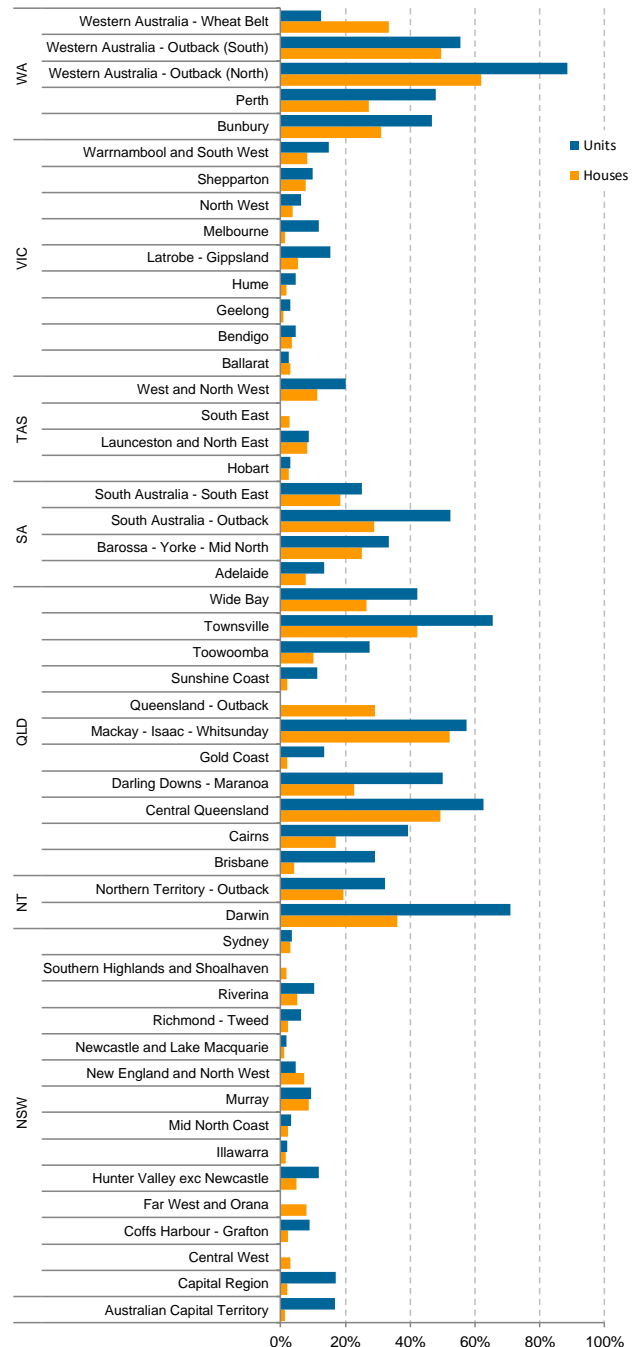
From a national perspective the largest proportion of loss-making resales were located in the following regions:

- ▶ Outback (North) (WA) (65.3%)
- ▶ Mackay-Isaac-Whitsunday (Qld) (53.3%)
- ▶ Central (Qld) (51.2%)
- ▶ Outback (WA) (50.0%)
- ▶ Darwin (NT) (47.6%)
- ▶ Townsville (Qld) (47.1%)
- ▶ Outback (SA) (33.1%)
- ▶ Wheat Belt (WA) (32.8%)
- ▶ Bunbury (WA) (32.5%)
- ▶ Perth (WA) (30.6%)

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

- ▶ Newcastle and Lake Macquarie (NSW) (1.2%)
- ▶ Geelong (Vic) (1.3%)
- ▶ Southern Highlands and Shoalhaven (NSW) (1.6%)
- ▶ Illawarra (NSW) (1.7%)
- ▶ Hume (Vic) (2.0%)
- ▶ Mid North Coast (NSW) (2.4%)
- ▶ Hobart (Tas) (2.6%)
- ▶ South East (Tas) (2.7%)
- ▶ Central West (NSW) (3.4%)
- ▶ Richmond-Tweed (NSW) (3.5%)

Proportion of loss-making re-sales, June Quarter 2018 non-capital city SA4 regions and GCCSA regions, houses and units



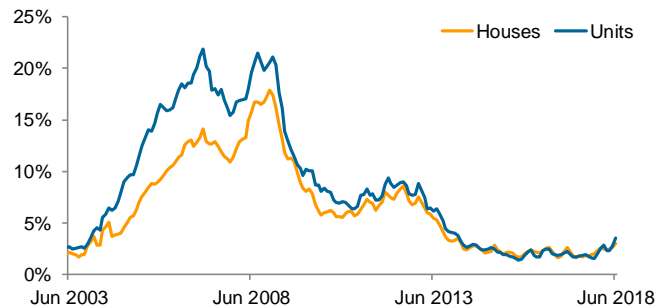


# Pain & Gain

## Sydney council regions

Throughout the second quarter of 2018, the total value of resales for a profit in Sydney was \$5.023 billion and the total value of resales at a loss was \$52.7 million. Based on this data, Sydney accounted for 32.0% of all resales at a profit nationally over the quarter and 11.2% of the total value of resale losses. Hunters Hill, Mosman and Strathfield each recorded no resales at a loss over the quarter while Canterbury, Auburn and Hurstville had the highest proportion of resales at a loss throughout the city. With dwelling values in Sydney declining, the instances of resales at a loss has edged higher; a trend that is likely to continue as prices trend lower.

Loss Making resales – Houses v Units, Sydney



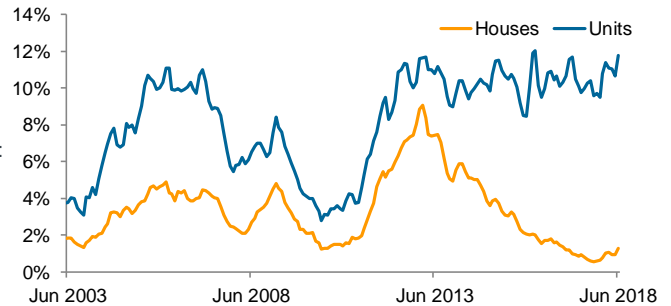
Region	Gross loss-making sales, Jun-18 qtr				Gross profit-making sales, Jun-18 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Ashfield	6.6%	2.7	-\$54,950	-\$462,480	93.4%	9.5	\$427,000	\$36,214,000
Auburn	8.6%	2.8	-\$32,250	-\$1,892,000	91.4%	7.2	\$195,000	\$42,308,469
Bankstown	5.9%	1.7	-\$58,500	-\$2,272,200	94.1%	8.2	\$340,000	\$98,098,915
Blacktown	3.0%	2.7	-\$28,000	-\$1,845,646	97.0%	8.5	\$315,000	\$205,400,692
Blue Mountains	2.4%	4.4	-\$35,500	-\$261,500	97.6%	8.7	\$300,000	\$86,222,212
Botany Bay	1.8%	1.1	-\$30,000	-\$30,000	98.2%	8.2	\$370,000	\$27,467,350
Burwood	5.4%	6.9	-\$700,000	-\$2,020,000	94.6%	7.7	\$317,000	\$28,918,800
Camden	3.9%	4.9	-\$60,000	-\$1,110,000	96.1%	8.2	\$303,000	\$68,421,839
Campbelltown	2.8%	3.1	-\$59,000	-\$1,393,499	97.2%	9.3	\$295,000	\$120,782,972
Canada Bay	2.4%	5.1	-\$267,500	-\$1,152,000	97.6%	7.2	\$427,750	\$137,244,340
Canterbury	8.9%	2.9	-\$134,000	-\$1,886,000	91.1%	9.3	\$573,700	\$59,619,243
Fairfield	5.4%	5.2	-\$208,500	-\$2,732,585	94.6%	9.2	\$294,888	\$91,025,838
Gosford	1.7%	3.3	-\$432,334	-\$2,033,399	98.3%	8.7	\$348,000	\$150,880,485
Hawkesbury	3.3%	3.4	-\$148,000	-\$873,500	96.7%	9.1	\$339,250	\$66,782,451
Holroyd	4.8%	3.1	-\$45,000	-\$1,245,699	95.2%	8.6	\$298,500	\$86,051,570
Hornsby	2.0%	3.8	-\$103,800	-\$1,095,100	98.0%	9.2	\$522,500	\$180,748,646
Hunters Hill					100.0%	8.0	\$875,000	\$20,188,977
Hurstville	6.7%	1.6	-\$30,000	-\$296,000	93.3%	8.6	\$534,000	\$37,376,760
Kogarah	2.1%	1.9	-\$67,000	-\$67,000	97.9%	10.0	\$552,000	\$34,702,600
Ku-ring-gai	0.8%	7.3	-\$140,000	-\$340,000	99.2%	8.4	\$756,000	\$222,275,040
Lane Cove	4.9%	1.1	-\$120,000	-\$595,540	95.1%	7.4	\$410,000	\$58,680,462
Leichhardt	2.9%	4.9	-\$278,000	-\$1,392,250	97.1%	7.1	\$557,438	\$116,422,342
Liverpool	3.8%	2.9	-\$52,250	-\$902,600	96.3%	9.0	\$303,000	\$118,306,987
Manly	4.3%	1.7	-\$150,000	-\$721,667	95.7%	8.5	\$790,000	\$108,496,148
Marrickville	3.9%	2.3	-\$115,000	-\$1,043,170	96.1%	8.7	\$485,000	\$103,914,376
Mosman					100.0%	7.9	\$593,000	\$48,900,000
North Sydney	1.8%	5.6	-\$64,500	-\$321,000	98.2%	8.0	\$525,000	\$143,276,342
Parramatta	5.1%	3.0	-\$28,000	-\$2,120,966	94.9%	8.2	\$295,000	\$133,041,908
Penrith	4.1%	3.0	-\$54,000	-\$2,200,333	95.9%	8.3	\$297,000	\$152,752,064
Pittwater	3.3%	3.2	-\$180,000	-\$1,473,000	96.7%	7.1	\$537,500	\$112,841,101
Randwick	0.7%	3.9	-\$242,500	-\$485,000	99.3%	8.5	\$535,000	\$202,409,266
Rockdale	5.5%	4.6	-\$80,250	-\$2,530,167	94.5%	7.4	\$305,010	\$84,409,790
Ryde	4.7%	2.9	-\$40,000	-\$892,000	95.3%	8.2	\$388,000	\$165,251,650
Strathfield					100.0%	7.6	\$257,000	\$36,275,001
Sutherland Shire	2.6%	1.7	-\$126,000	-\$4,017,164	97.4%	8.5	\$405,000	\$284,350,618
Sydney	2.6%	3.0	-\$60,000	-\$3,632,550	97.4%	7.7	\$385,000	\$310,633,070
The Hills Shire	2.7%	3.0	-\$150,000	-\$2,422,660	97.3%	9.1	\$580,000	\$256,575,787
Warringah	1.9%	1.6	-\$210,000	-\$2,169,683	98.1%	8.0	\$478,100	\$234,291,168
Waverley	3.5%	2.6	-\$80,000	-\$705,000	96.5%	8.7	\$602,500	\$109,796,528
Willoughby	1.8%	10.9	-\$25,000	-\$66,500	98.2%	9.3	\$582,500	\$125,390,873
Wollondilly	2.2%	6.9	-\$241,650	-\$483,300	97.8%	6.5	\$324,650	\$38,437,984
Woolahra	2.1%	0.7	-\$150,000	-\$440,000	97.9%	8.5	\$720,000	\$140,983,930
Wyong	2.1%	5.2	-\$110,000	-\$1,082,000	97.9%	7.7	\$258,000	\$136,662,729

# Pain & Gain

## Melbourne council regions

Over the June 2018 quarter, resales of Melbourne properties generated \$4.299 billion worth of profits and \$37.1 million in losses. These figures indicated that Melbourne generated 27.4% of total resale profits nationally over the quarter as well as producing 7.9% of total resale losses. Over the quarter, there were no resales at a loss in a number of council regions: Frankston, Mitchell and Murrindindi. The council regions with the highest proportion of resales at a loss were Melbourne, Stonnington and Moonee Valley. With dwelling values continuing to fall throughout the city, the share of houses and units resold for a loss rose over the quarter.

Loss Making resales – Houses v Units, Melbourne



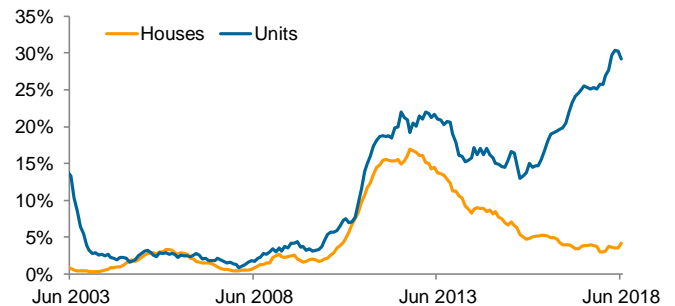
Region	Gross loss-making sales, Jun-18 qtr				Gross profit-making sales, Jun-18 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Banyule	2.1%	3.9	-\$20,000	-\$445,100	97.9%	10.5	\$421,000	\$151,389,179
Bayside	6.9%	4.8	-\$65,000	-\$892,000	93.1%	9.0	\$601,000	\$155,707,940
Boroondara	8.8%	6.2	-\$47,550	-\$2,896,051	91.2%	10.9	\$540,000	\$245,312,493
Brimbank	2.4%	5.0	-\$45,000	-\$700,000	97.6%	8.1	\$269,000	\$115,858,132
Cardinia	0.9%	0.6	-\$30,000	-\$60,000	99.1%	6.4	\$207,875	\$57,500,910
Casey	0.6%	3.9	-\$50,000	-\$185,000	99.4%	7.9	\$265,000	\$196,189,931
Darebin	3.7%	5.9	-\$76,990	-\$3,154,436	96.3%	8.7	\$309,000	\$121,926,147
Frankston					100.0%	9.0	\$291,750	\$158,430,124
Glen Eira	4.9%	3.6	-\$25,000	-\$909,444	95.1%	9.2	\$355,000	\$209,150,815
Greater Dandenong	0.7%	5.6	-\$28,950	-\$57,900	99.3%	9.4	\$289,500	\$94,009,778
Hobsons Bay	2.2%	3.7	-\$225,000	-\$653,900	97.8%	7.0	\$334,750	\$78,593,420
Hume	1.1%	1.6	-\$80,000	-\$477,000	98.9%	7.5	\$221,000	\$115,651,292
Kingston	2.2%	4.4	-\$19,750	-\$177,000	97.8%	8.9	\$371,500	\$181,598,340
Knox	0.3%	0.9	-\$160,000	-\$160,000	99.7%	10.4	\$425,250	\$158,479,973
Macedon Ranges	1.9%	2.1	-\$60,000	-\$60,000	98.1%	8.3	\$243,000	\$14,946,300
Manningham	7.7%	4.1	-\$36,000	-\$939,498	92.3%	11.3	\$632,000	\$143,562,302
Maribyrnong	5.2%	6.3	-\$26,998	-\$1,100,495	94.8%	7.5	\$290,800	\$80,846,663
Maroondah	1.0%	1.1	-\$29,000	-\$65,000	99.0%	9.2	\$375,300	\$136,158,307
Melbourne	26.9%	7.2	-\$35,000	-\$8,795,448	73.1%	8.3	\$123,000	\$97,210,322
Melton	1.3%	5.8	-\$65,000	-\$575,000	98.7%	6.2	\$192,000	\$77,137,242
Mitchell					100.0%	7.4	\$195,000	\$8,745,998
Monash	4.7%	3.3	-\$15,269	-\$829,889	95.3%	8.9	\$460,300	\$170,311,991
Moonee Valley	12.2%	7.1	-\$35,250	-\$2,093,527	87.8%	7.7	\$351,500	\$106,626,089
Moorabool					100.0%	4.9	\$165,000	\$9,163,643
Moreland	4.4%	5.9	-\$16,000	-\$695,550	95.6%	8.0	\$265,000	\$147,718,818
Mornington Peninsula	0.5%	11.9	-\$40,000	-\$103,000	99.5%	7.7	\$341,500	\$264,353,292
Murrindindi					100.0%	7.7	\$347,000	\$2,081,000
Nilumbik	0.8%	9.2	-\$595,000	-\$595,000	99.2%	10.6	\$432,000	\$59,337,019
Port Phillip	12.1%	5.4	-\$39,225	-\$1,728,150	87.9%	9.0	\$264,500	\$111,197,839
Stonnington	19.3%	6.6	-\$50,500	-\$3,776,098	80.7%	9.4	\$269,250	\$109,907,286
Whitehorse	3.7%	3.8	-\$31,000	-\$779,088	96.3%	11.4	\$555,500	\$227,829,138
Whittlesea	1.6%	4.8	-\$35,000	-\$165,500	98.4%	8.0	\$259,750	\$90,502,654
Wyndham	0.6%	3.5	-\$81,750	-\$205,750	99.4%	7.5	\$225,001	\$126,052,941
Yarra	11.9%	6.1	-\$26,000	-\$2,508,490	88.1%	8.6	\$297,500	\$123,029,098
Yarra Ranges	1.5%	2.6	-\$174,750	-\$1,292,000	98.5%	8.7	\$325,000	\$152,190,944

# Pain & Gain

## South-East Queensland council regions

Based on resales across Greater Brisbane over the second quarter of 2018, the total value of resales at a profit was \$1.1 billion while the total value of resales at a loss was recorded at \$27.1 million. Brisbane generated 5.8% of the total value of resale profits nationally over the quarter and 6.8% of the losses. Throughout south-east Queensland, the council regions with the lowest proportion of resales at a loss were Sunshine Coast, Redland and Moreton Bay while the highest proportion of resales at a loss occurred in Ipswich, Somerset and Toowoomba. The divergence between houses and units for loss making sales is likely attributable to higher supply levels across key areas of the inner city and the subsequent falling unit values.

Loss Making Resales – Houses v Units, Brisbane



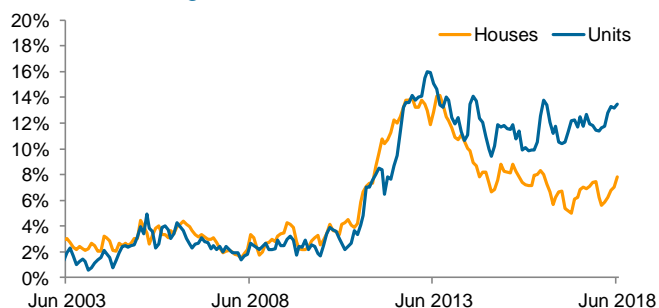
Region	Gross loss-making sales, Jun-18 qtr				Gross profit-making sales, Jun-18 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Brisbane	11.6%	5.4	-\$31,750	-\$17,306,902	88.4%	9.7	\$172,000	\$701,594,981
Gold Coast	9.0%	9.7	-\$43,700	-\$17,728,883	91.0%	8.8	\$127,500	\$452,980,388
Ipswich	13.9%	8.6	-\$19,000	-\$2,334,493	86.1%	8.7	\$65,000	\$41,153,417
Lockyer Valley	17.7%	17.3	-\$55,000	-\$301,500	82.3%	15.8	\$120,000	\$5,321,000
Logan	9.6%	7.9	-\$19,725	-\$2,397,258	90.4%	10.1	\$93,250	\$89,713,180
Moreton Bay	7.7%	7.8	-\$29,000	-\$3,160,250	92.3%	8.4	\$90,250	\$146,787,188
Redland	7.4%	6.0	-\$20,000	-\$1,158,230	92.6%	8.9	\$109,350	\$74,725,555
Scenic Rim	11.0%	9.9	-\$45,000	-\$294,895	89.0%	15.5	\$212,500	\$11,301,900
Somerset	13.2%	7.7	-\$45,500	-\$351,000	86.8%	6.6	\$55,000	\$4,979,840
Sunshine Coast	5.7%	9.5	-\$25,500	-\$5,142,747	94.3%	8.1	\$142,750	\$265,536,075
Toowoomba	12.4%	3.7	-\$13,500	-\$1,010,275	87.6%	8.5	\$73,625	\$36,080,789

# Pain & Gain

## Adelaide council regions

During the second quarter of 2018, resales of Adelaide properties generated \$471.9 million in profits and \$17.9 million in losses. These resales accounted for 3.0% of total resale profits nationally and 3.8% of resale losses. The regions with the lowest share of resale losses over the quarter were Norwood Payneham and St Peters, West Torrens and Unley while the greatest share of resale losses occurred in Playford, Gawler and Adelaide. Adelaide is continuing to see only moderate increases in values however, like most other capital cities, the share of resales at a loss has increased over the quarter.

Loss Making Resales – Houses v Units, Adelaide



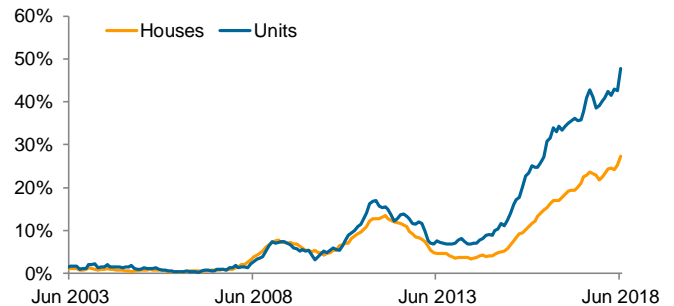
Region	Gross loss-making sales, Jun-18 qtr				Gross profit-making sales, Jun-18 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Adelaide	20.0%	4.9	-\$35,875	-\$875,800	80.0%	8.7	\$95,000	\$8,016,940
Adelaide Hills	5.3%	4.3	-\$25,000	-\$360,750	94.7%	7.8	\$124,000	\$16,657,399
Burnside	5.9%	5.7	-\$14,500	-\$299,000	94.1%	8.5	\$200,000	\$30,712,988
Campbelltown	8.1%	4.0	-\$36,300	-\$1,760,450	91.9%	8.4	\$138,000	\$25,779,429
Charles Sturt	5.5%	3.0	-\$33,250	-\$1,619,249	94.5%	8.8	\$123,000	\$39,590,819
Gawler	25.0%	6.1	-\$22,750	-\$565,000	75.0%	9.7	\$52,000	\$4,079,095
Holdfast Bay	7.1%	7.8	-\$50,000	-\$872,400	92.9%	8.3	\$142,500	\$25,225,264
Marion	7.8%	7.4	-\$20,000	-\$1,095,423	92.2%	9.0	\$112,500	\$34,947,710
Mitcham	5.6%	5.6	-\$12,750	-\$589,500	94.4%	10.0	\$170,973	\$32,288,968
Mount Barker	13.0%	6.6	-\$24,000	-\$630,500	87.0%	7.8	\$61,750	\$7,676,452
Norwood Payneham St Peters	3.2%	7.7	-\$6,100	-\$40,200	96.8%	9.5	\$144,500	\$19,352,508
Onkaparinga	11.7%	4.6	-\$13,750	-\$2,228,315	88.3%	9.1	\$65,000	\$39,285,812
Playford	26.3%	8.0	-\$24,500	-\$1,592,300	73.7%	9.0	\$45,000	\$10,770,335
Port Adelaide Enfield	9.1%	7.5	-\$40,000	-\$3,073,650	90.9%	8.4	\$90,000	\$37,476,987
Prospect	4.4%	6.0	-\$9,500	-\$19,000	95.6%	8.9	\$170,000	\$8,836,040
Salisbury	9.9%	7.6	-\$22,000	-\$1,015,500	90.1%	9.2	\$66,000	\$27,852,570
Tea Tree Gully	4.8%	5.8	-\$30,000	-\$766,440	95.2%	9.7	\$90,250	\$33,806,805
Unley	3.7%	4.9	-\$37,500	-\$237,500	96.3%	9.9	\$222,500	\$33,330,097
Walkerville	4.5%	3.7	-\$18,000	-\$18,000	95.5%	6.3	\$245,000	\$6,121,000
West Torrens	3.6%	6.4	-\$8,000	-\$31,000	96.4%	9.9	\$130,000	\$28,831,727

# Pain & Gain

## Perth council regions

Over the June 2018 quarter, resales of residential properties in Perth created \$876.0 million worth of resale profits which accounted for 5.6% of resale profits nationally. Perth also created \$109.8 million in loss making resales accounting for 23.4% of all losses nationally. The regions of the city with the fewest resales at a loss with over the quarter were: Cottesloe, Fremantle and Bassendean, while the highest share of resale losses were in Peppermint Grove (based on only 1 sale), Perth and Kwinana. Perth has continued to see values fall over the quarter and subsequently resale losses have also risen.

Loss Making Resales – Houses v Units, Perth



Region	Gross loss-making sales, Jun-18 qtr				Gross profit-making sales, Jun-18 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	33.3%	6.6	-\$54,000	-\$4,601,500	66.7%	8.7	\$186,200	\$26,108,926
Bassendean	17.9%	6.8	-\$13,000	-\$147,667	82.1%	13.9	\$155,000	\$5,213,250
Bayswater	30.5%	5.3	-\$49,000	-\$2,539,050	69.5%	11.6	\$161,500	\$21,810,249
Belmont	34.0%	5.9	-\$66,000	-\$2,778,480	66.0%	12.3	\$191,500	\$13,985,793
Cambridge	23.2%	8.2	-\$45,500	-\$886,000	76.8%	12.9	\$330,000	\$25,038,250
Canning	25.2%	5.8	-\$40,000	-\$4,344,012	74.8%	13.0	\$243,000	\$49,825,795
Ciaramont	18.5%	5.6	-\$110,000	-\$801,500	81.5%	11.0	\$176,250	\$7,645,100
Cockburn	29.3%	4.7	-\$46,056	-\$4,700,378	70.7%	11.0	\$216,500	\$40,038,732
Cottesloe	5.0%	11.3	-\$340,000	-\$340,000	95.0%	16.8	\$655,000	\$13,716,000
East Fremantle	25.0%	4.5	-\$90,000	-\$341,500	75.0%	9.3	\$220,000	\$3,923,000
Fremantle	16.9%	3.9	-\$37,500	-\$1,448,450	83.1%	10.9	\$130,000	\$17,142,721
Gosnells	30.3%	5.6	-\$47,750	-\$3,475,800	69.7%	12.8	\$163,000	\$20,363,655
Joondalup	23.9%	5.2	-\$38,250	-\$6,333,420	76.1%	13.5	\$280,000	\$94,194,280
Kalamunda	21.4%	4.5	-\$40,735	-\$1,938,969	78.6%	12.2	\$231,000	\$26,408,738
Kwinana	43.0%	6.6	-\$25,000	-\$1,268,100	57.0%	6.5	\$192,000	\$8,306,200
Mandurah	40.1%	6.4	-\$49,167	-\$9,084,884	59.9%	13.2	\$161,750	\$32,641,135
Melville	23.8%	5.1	-\$55,000	-\$7,000,467	76.2%	13.9	\$337,500	\$75,652,360
Mosman Park	22.7%	4.9	-\$25,000	-\$250,500	77.3%	10.5	\$400,000	\$8,855,250
Mundaring	31.3%	5.7	-\$60,000	-\$2,036,500	68.8%	13.8	\$231,500	\$16,604,000
Murray	23.3%	10.3	-\$80,000	-\$827,000	76.7%	9.1	\$230,000	\$4,819,522
Nedlands	24.2%	2.7	-\$71,000	-\$872,000	75.8%	15.2	\$645,000	\$15,791,500
Peppermint Grove	100.0%	2.8	-\$50,000	-\$50,000				
Perth	66.7%	6.9	-\$84,500	-\$6,684,780	33.3%	13.6	\$127,000	\$6,906,500
Rockingham	37.6%	6.3	-\$45,000	-\$8,006,616	62.4%	13.6	\$127,000	\$38,696,488
Serpentine-Jarrahdale	36.0%	4.8	-\$26,500	-\$639,500	64.0%	11.0	\$155,500	\$7,259,461
South Perth	27.0%	5.9	-\$40,000	-\$3,727,500	73.0%	6.0	\$196,000	\$34,160,742
Stirling	31.8%	5.7	-\$45,000	-\$12,217,584	68.2%	12.9	\$240,000	\$97,183,562
Subiaco	21.1%	4.6	-\$92,000	-\$1,480,501	78.9%	12.5	\$173,000	\$19,565,000
Swan	31.0%	5.6	-\$50,000	-\$5,971,785	69.0%	13.3	\$271,000	\$41,157,917
Victoria Park	31.7%	5.6	-\$48,078	-\$2,548,885	68.3%	10.6	\$195,000	\$14,626,739
Vincent	20.9%	6.8	-\$96,250	-\$1,163,500	79.1%	11.8	\$173,000	\$17,073,400
Wanneroo	32.5%	5.5	-\$45,000	-\$11,341,154	67.5%	10.8	\$250,500	\$71,294,844

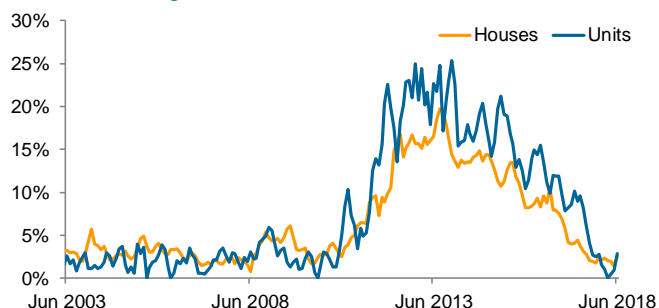


# Pain & Gain

## Hobart council region

Hobart resales of properties over the June 2018 quarter generated \$134.3 million in profits and \$1.595 million in losses. Based on these figures, Hobart accounted for 0.9% of profits nationally over the quarter and 0.3% of losses. Value growth has slowed over the quarter and as a result the share of resales at a loss has increased. Kingborough, Brighton and Sorell had the fewest resales at a loss while Derwent Valley, Glenorchy and Hobart had the highest share of resales at a loss.

Loss Making Resales – Houses v Units, Hobart

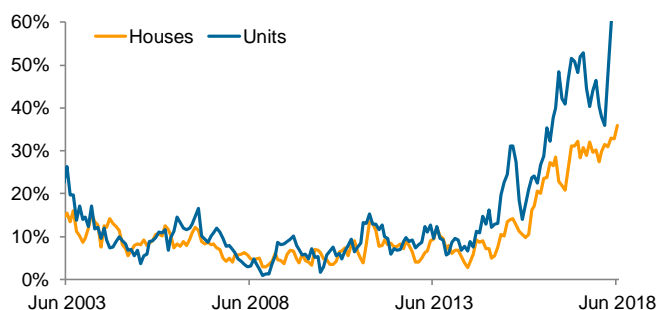


Region	Gross loss-making sales, Jun-18 qtr				Gross profit-making sales, Jun-18 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Brighton	1.8%	1.9	-\$10,000	-\$10,000	98.2%	6.6	\$78,500	\$6,495,160
Clarence	2.0%	5.4	-\$12,000	-\$43,000	98.0%	8.2	\$147,750	\$27,029,105
Derwent Valley	9.1%	6.0	-\$10,000	-\$20,000	90.9%	10.4	\$58,500	\$1,576,490
Glenorchy	3.5%	6.4	-\$96,875	-\$587,750	96.5%	8.2	\$137,750	\$27,005,753
Hobart	2.6%	3.4	-\$77,500	-\$553,417	97.4%	8.3	\$254,345	\$46,154,234
Kingborough	1.4%	4.7	-\$270,000	-\$270,000	98.6%	9.3	\$184,500	\$17,126,315
Sorell	1.8%	0.6	-\$111,000	-\$111,000	98.2%	8.1	\$110,000	\$8,241,213

## Darwin council region

Over the June 2018 quarter, resales of Darwin properties generated \$25.8 million in profits and \$11.7 million in losses. Based on these figures, Darwin generated 0.2% of national profit and 2.5% of the total value of losses. Each region of the city has recorded a high proportion of resales at a loss however, Darwin has recorded the highest share with more than half of all resales over the quarter at a loss. The share of houses resold at a loss recorded a steady rise over the quarter while there was a substantial increase in resale losses for units.

Loss Making Resales – Houses v Units, Darwin



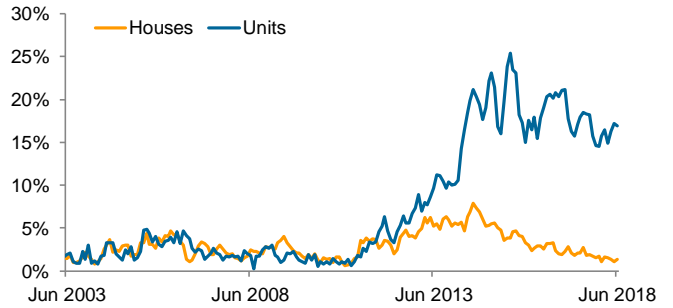
Region	Gross loss-making sales, Jun-18 qtr				Gross profit-making sales, Jun-18 qtr			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Darwin	52.8%	6.4	-\$80,000	-\$7,003,734	47.2%	12.7	\$149,850	\$12,269,373
Litchfield	42.9%	4.5	-\$103,000	-\$1,579,500	57.1%	12.3	\$352,500	\$4,480,500
Palmerston	40.5%	6.7	-\$69,500	-\$3,160,528	59.5%	11.8	\$193,175	\$9,019,130

# Pain & Gain

## Canberra council regions

Over the second quarter of 2018, there was \$4.5 million worth of resales at a loss for Canberra which accounted for 1.0% of the total value of losses nationally. The market also recorded \$248.3 million in realised profits which accounted for 1.6% of profits nationally. Over the quarter, the share of houses resold at a loss fell slightly while the share of unit resales at a loss rose.

Loss Making Resales – Houses v Units, Canberra



Region	Gross loss-making sales, Jun-18 qtr				Gross profit-making sales, Jun-18 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	8.5%	7.3	-\$29,950	-\$4,534,292	91.5%	8.9	\$160,000	\$248,331,853

# 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.

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