



Seasonal Buyer's Guide.

Special Edition I - NT

The essential reference guide for home buyers and investors.

Released May 2017



CoreLogic®

200



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Strong headline
results hide
the diversity in
housing market
conditions across
the regions.



The Australian housing market has seen a reacceleration in value growth over the second half of 2016 and the first quarter of 2017, at least from a macro perspective. CoreLogic data shows dwelling values surged 11.2% higher over the twelve months ending April 2017, however the strong headline rate of growth has masked a diverse performance across the regions of Australia and across different product types.

At one end of the growth spectrum there is Sydney and Melbourne where dwelling values have increase by 16.0% and 15.3% respectively over the past twelve months. At the other end are the Perth and Darwin markets where dwelling values have been slipping lower since 2014. The past twelve months has seen Perth dwelling values fall by 6.0% and Darwin values are 2.3% lower.

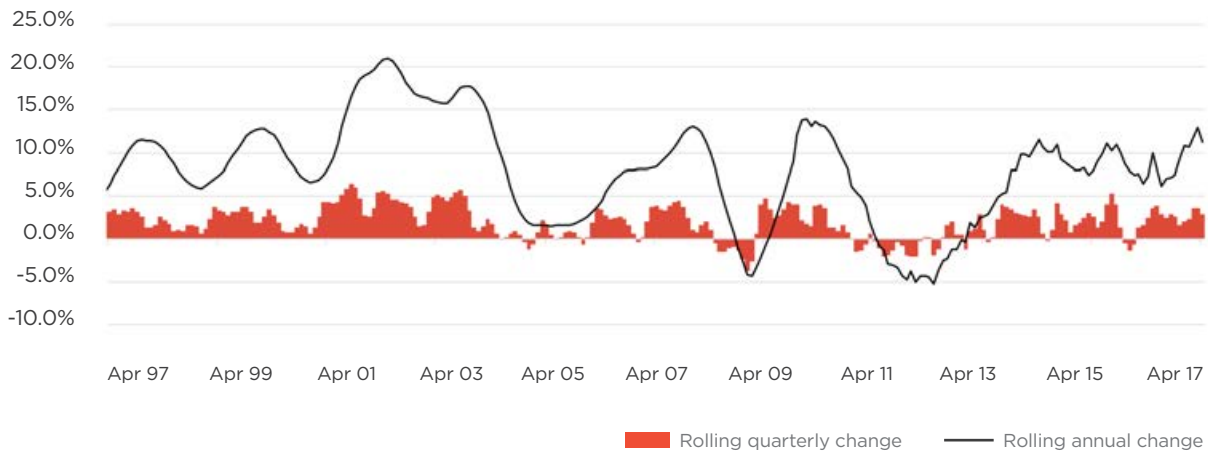
The remaining capital cities are recording more sustainable rates of capital gain, however market conditions in Hobart and Canberra have picked up over the past year as home buyer and investor demand spreads outside Sydney and Melbourne. Dwelling values have recorded substantially lower rates of growth in Adelaide and Brisbane where

conditions have been positive but modest over the cycle to date.

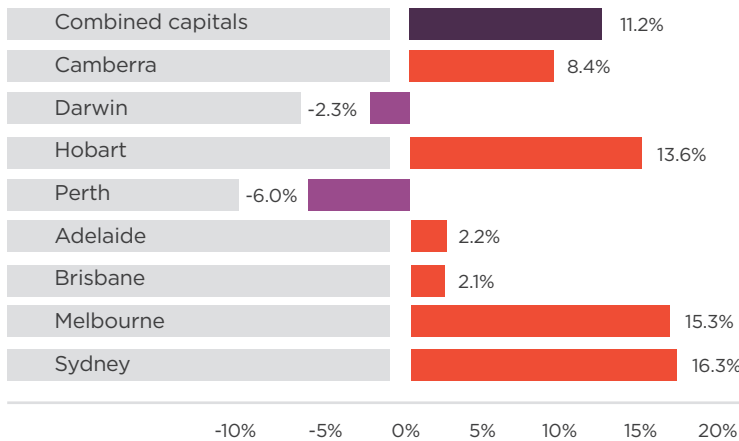
The regional areas of Australia are even more diverse. Coastal and lifestyle markets have generally shown a solid rebound in buyer demand which is pushing prices higher, particularly in those lifestyle markets within easy driving distance of the capital cities and major airports. As tourism improves and more baby boomers move into retirement, we are likely to see housing demand rise further in these locations.

“At one end of the growth spectrum there is Sydney and Melbourne where dwelling values have increase by 16.0% and 15.3%...”

Rolling annual and quarterly change in dwelling values, combined capital cities.



Change in dwelling values, 12 months ending April 2017.



11.2%
the increase in capital city dwelling values over the past twelve months.

Regional areas dependent on the mining and minerals sector generally remain soft, however transactions have started to rise from a low base in many of these locations which may be signalling that conditions are moving through the bottom of the cycle in these areas.

More recently there have been some signs that the strong growth rates evident in Sydney and Melbourne may be approaching a peak. CoreLogic reported softer housing market growth conditions for Sydney and Melbourne in April. The softer capital gain results are based on only one month of data so far, and we will need to see several months

of slower conditions before we can confidently say the housing market has moved through its peak rate of growth.

Factors that may be contributing to an easing in housing market conditions include affordability constraints, slightly higher mortgage rates and a new round of regulatory changes announced by the prudential regulator, APRA in late March.

Sales activity
has slowed due
to a combination
of affordability
constraints and
low stock levels.

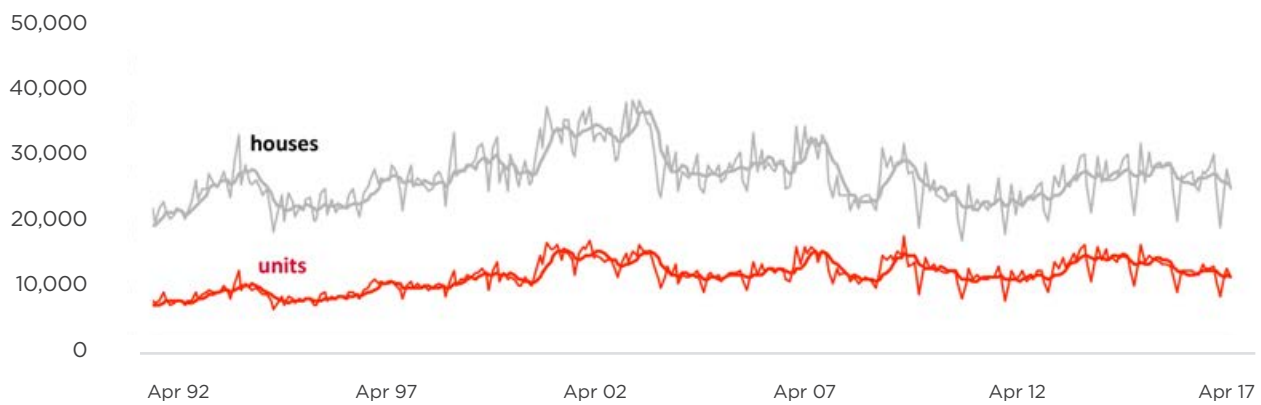
Nationally, CoreLogic estimates there were just over 475,000 settled house and unit sales over the twelve months ending April 2017. Despite mortgage rates being around the lowest level since the 1960's, transactional activity has eased compared with a year ago, with the number of settled sales falling 5.8% year on year. Not all regions are seeing less buyer activity, with year on year sales rising in South Australia, Western Australia, Tasmania and Northern Territory.

The lower number of settlements in markets like Sydney and Melbourne can be attributed to several factors, including affordability constraints acting as a barrier to entry for some buyers as well as tighter lending policies for some segments of the market.

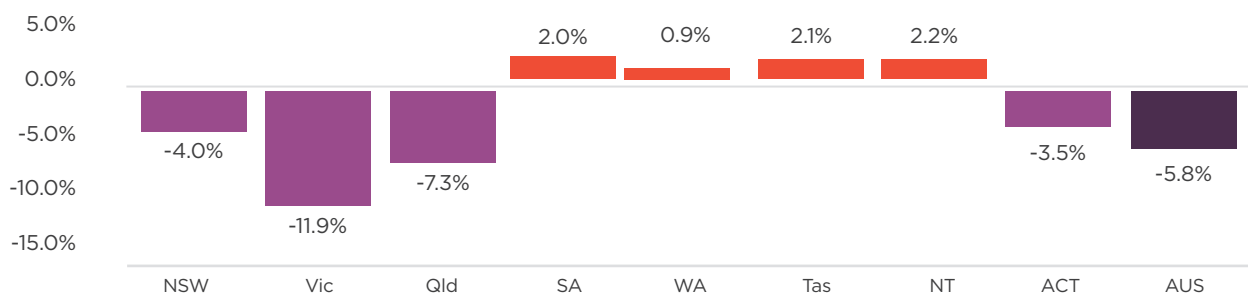
Another reason is simply that advertised stock levels have remained low in these markets. CoreLogic data tracking the number of properties being advertised for sale shows that at the end of April 2017, Sydney listings remain approximately 9% lower than the five year average and Melbourne stock levels were 11% lower than the five year average.

The low number of properties available for sale has created a sense of urgency amongst buyers which is another reason for the upwards pressure on dwelling prices in these markets.

Number of house and unit sales, national



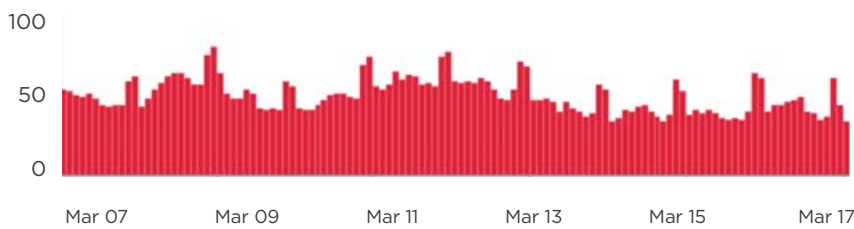
Annual change in number of house and unit sales



The housing markets showing stronger growth can broadly describe as sellers markets. Apart from low stock levels, Sydney, Melbourne, Hobart and Canberra are also showing relatively short selling average selling times, vendors are discounting their prices by only small amounts and auctions clearance rates remain high.

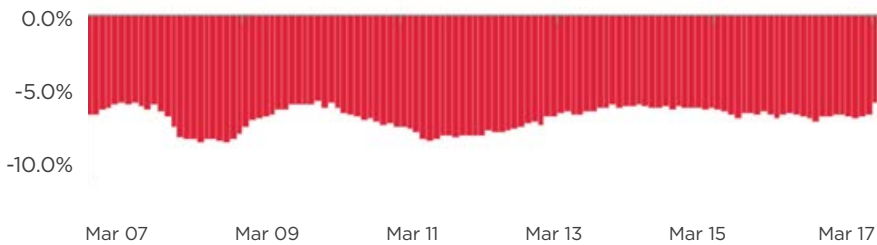
The softer capital city housing markets (Perth/Darwin and to a lesser extent Adelaide/Brisbane), are showing the opposite trend, with advertised listing numbers remaining around average or above average levels, providing buyers with wider array of choice and more opportunity to negotiate. These markets are more aligned to buyers over sellers.

Average selling time (days), combined capital cities.



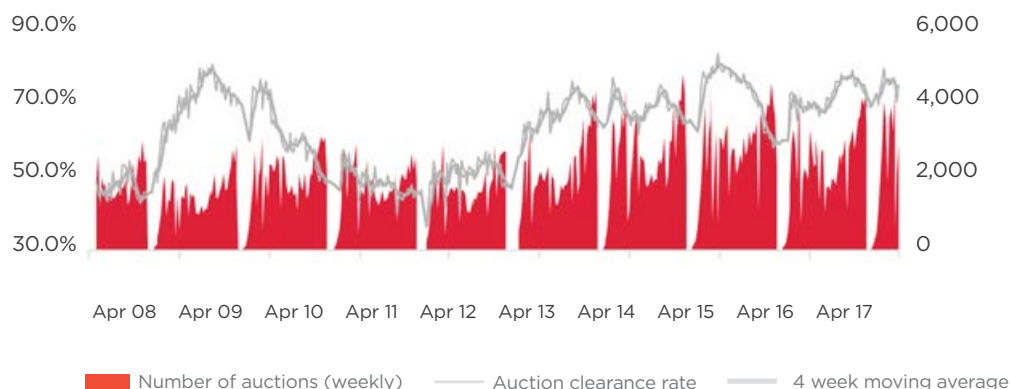
-5.8%
Decrease in number of home sales over past year.

Average vendor discount, combined capital cities.



-2.4%
Decrease in number of capital city homes advertised for sale over past year.

Auction clearance rates, combined capital cities.



The background is a solid red color with several overlapping, semi-transparent shapes in various shades of red, creating a layered, abstract effect. The shapes are primarily on the right side of the page, with some extending towards the center.

Frequently asked questions and answers.



What's a median value?

CoreLogic estimates the value of virtually every residential property each week. The median value is simply the median, or middle estimated value of houses or units within the specified region.

Before calculating the median value we filter out value estimates that we aren't confident about and haven't reported a median statistic where there were fewer than fifty valid valuation estimates within the suburb and ten sales over the year. A median value measure tends to provide a much more reliable and stable reading about the typical value of a house or unit within a region compared with a median sale price which is based on only those homes that have sold within the specified region over a given period.

What is the vendor discount?

Monitoring property advertisements is a core part of CoreLogic's business. We gather listings data from online and print media, match the listings against our property ownership database, de-duplicate the listings and count them for our stock on market measurements. Apart from tracking the advertising history of any home that has been listed for sale, a useful bi-product of this data is to work out what the difference is between the original asking price on a property compared with the ultimate selling price (ie the contract price). The vendor discount is simply this difference expressed as a percentage. For example, if a house was originally advertised for sale at \$500,000 and eventually it sold for \$480,000, the vendor discount would be 4 per cent.

Note that we don't calculate a vendor discount figure if there is fewer than ten observations of a listing and sale pair over the period and auction sales are excluded from the calculation

What about time on market?

Our time on market statistics are calculated in a similar way to the vendor discount. Time on market, or the median selling time of a house or unit, provides an indication about how long a property takes to sell within the specified region.

A faster selling time implies a fairly hot market while a longer days on market figure would normally indicate sedate market conditions. Note that we don't calculate a time on market figure if there is fewer than ten observations of a listing and sale pair over the period and auction sales are excluded from the calculation.

What is the median asking rent?

This figure provides an indication about the typical weekly rents being offered within the region. Asking rents are derived from rental listings. Where there are fewer than ten observed rental advertisements over the period, a rental statistic has not been calculated.

What's the gross rental yield?

The gross rental yield is calculated by dividing the annualised advertised rental price of a property by its estimated value. The yield is 'gross' as it does not take into account any expenses associated with the rental income such as the commission to the property manager, interest costs on the mortgage or maintenance on the property. A net yield can be calculated on individual properties by subtracting any costs from the annualised rental estimate on the property then dividing the net rent by the total purchase price.

Northern Territory housing market.

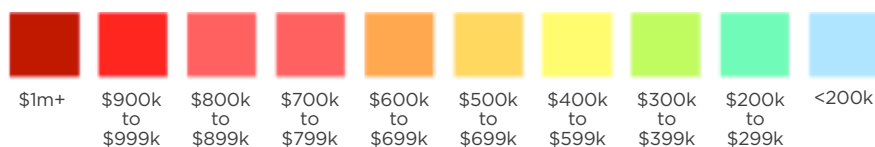
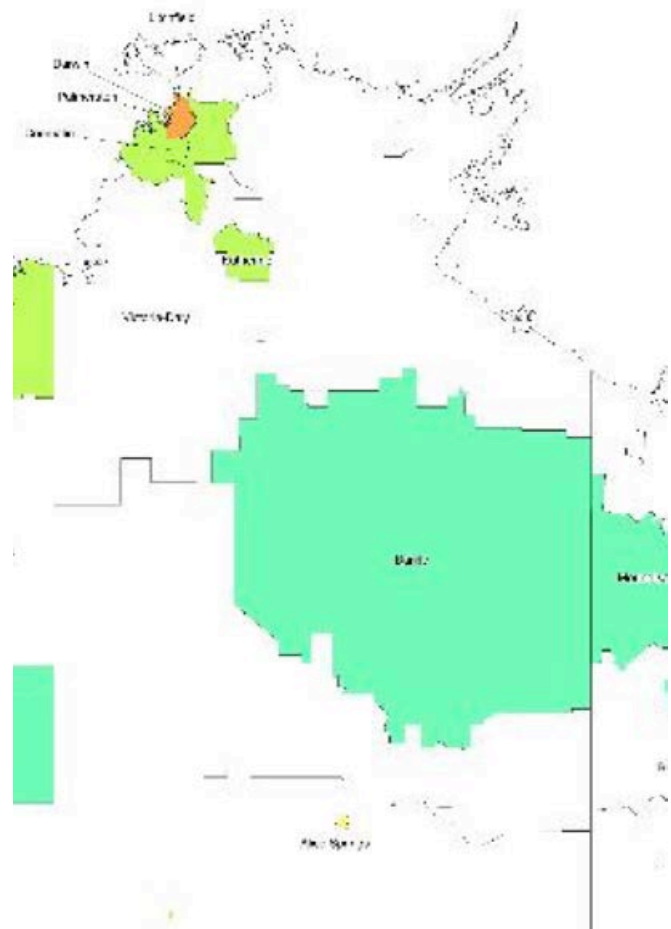
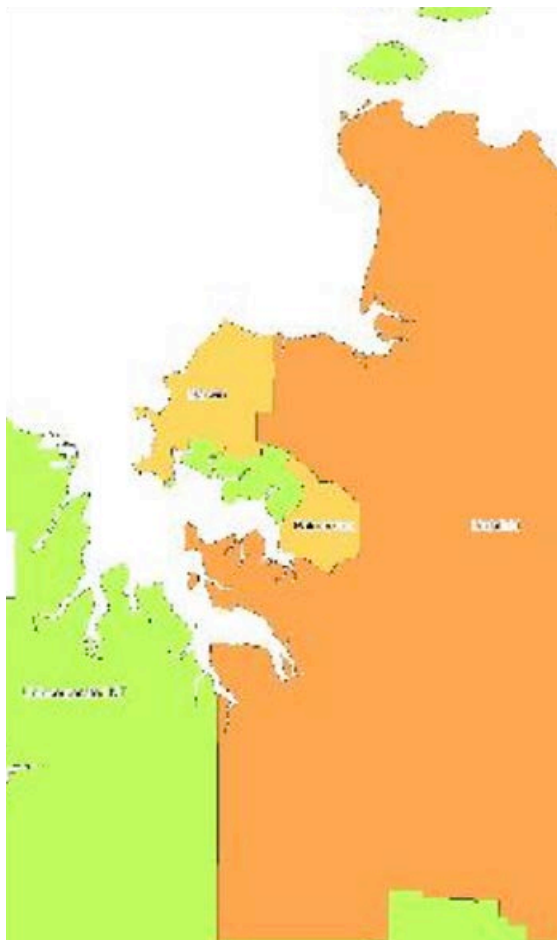
Northern Territory, council regions - Houses.

Top 20 most active council regions

(based on number of house sales over past 12 months)

COUNCIL REGION	NUM SALES (PAST 12 MONTHS)	MEDIAN VALUE	VENDOR DISCOUNT	DAYS ON MARKET	MEDIAN ASKING RENT	GROSS RENTAL YIELD
Darwin	615	\$583,471	-7.4%	87	\$550	4.7%
Palmerston	558	\$531,518	-6.6%	103	\$520	4.8%
Alice Springs	252	\$455,616	-4.3%	65	\$500	5.8%
Litchfield	186	\$686,213	-5.8%	100	\$520	4.2%
Katherine	69	\$387,091	-9.3%	114	\$450	5.9%
Barkly	21	\$274,098	-14.6%	224	\$420	7.9%
Coomalie	17	\$328,721	-2.8%	226	\$345	4.8%
Unincorporated NT	16	\$377,027				

Thematic value guide, Northern Territory council regions



Darwin suburbs - Houses.

Top 10 most affordable and most expensive suburbs (based on median value).

SUBURB	Median value
Bayview	\$990,905
Parap	\$798,239
Lyons	\$775,200
Nightcliff	\$772,365
Howard Springs	\$754,702
Stuart Park	\$749,754
Marrara	\$747,325
Girraween	\$725,957
Rapid Creek	\$683,448
Muirhead	\$681,460
Wagaman	\$529,814
Malak	\$523,816
Anula	\$523,271
Bakewell	\$518,163
Karama	\$512,100
Zuccoli	\$511,994
Driver	\$490,404
Woodroffe	\$479,973
Gray	\$463,008
Moulden	\$429,842

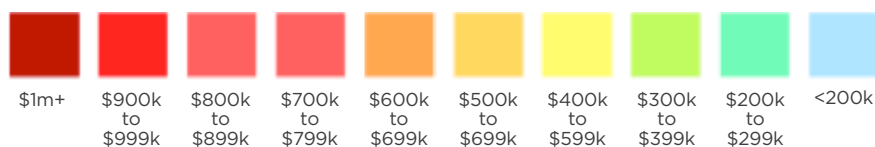
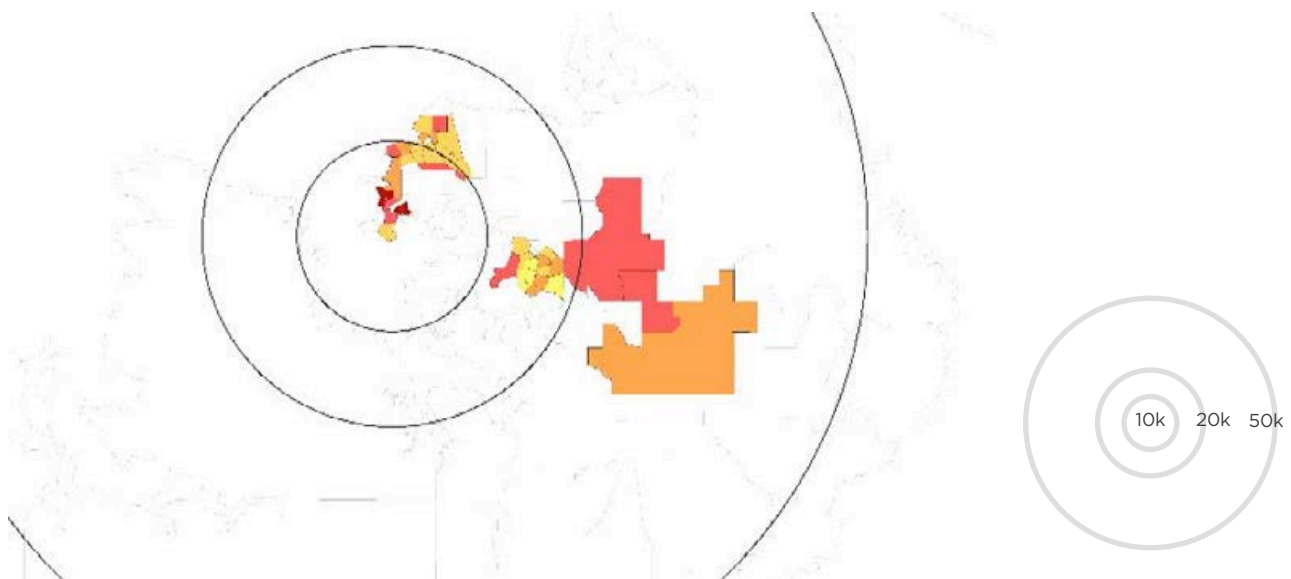
Top 10 highest and lowest gross rental yields.

SUBURB	Gross rental yield
Zuccoli	5.9%
Johnston	5.6%
Darwin City	5.3%
Farrar	5.2%
Malak	5.2%
Woodroffe	5.2%
Anula	5.0%
Moulden	5.0%
Wulagi	5.0%
Karama	5.0%
The Narrows	4.4%
Rapid Creek	4.4%
Girraween	4.3%
Larrakeyah	4.3%
Howard Springs	4.2%
Nightcliff	4.2%
Humpty Doo	4.2%
Herbert	4.1%
Stuart Park	4.1%
Fannie Bay	3.9%

Top 10 highest and lowest change in median dwelling value over 5 years.

SUBURB	Change in median value over 5 years
Herbert	27.7%
Nightcliff	16.5%
Bellamack	16.4%
Farrar	14.5%
Rapid Creek	14.2%
Bayview	14.0%
Millner	13.9%
Howard Springs	13.8%
Driver	12.1%
Humpty Doo	11.8%
Karama	4.4%
Anula	4.0%
Alawa	3.9%
Jingili	1.4%
Nakara	1.4%
Wulagi	-0.5%
Stuart Park	-2.0%
Lyons	-2.1%
Moil	-2.7%
Coconut Grove	-11.1%

Thematic value guide, Darwin suburbs



Northern Territory, council regions - Units.

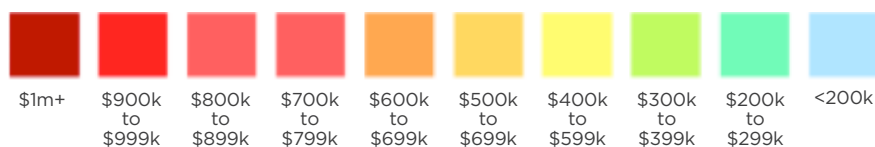
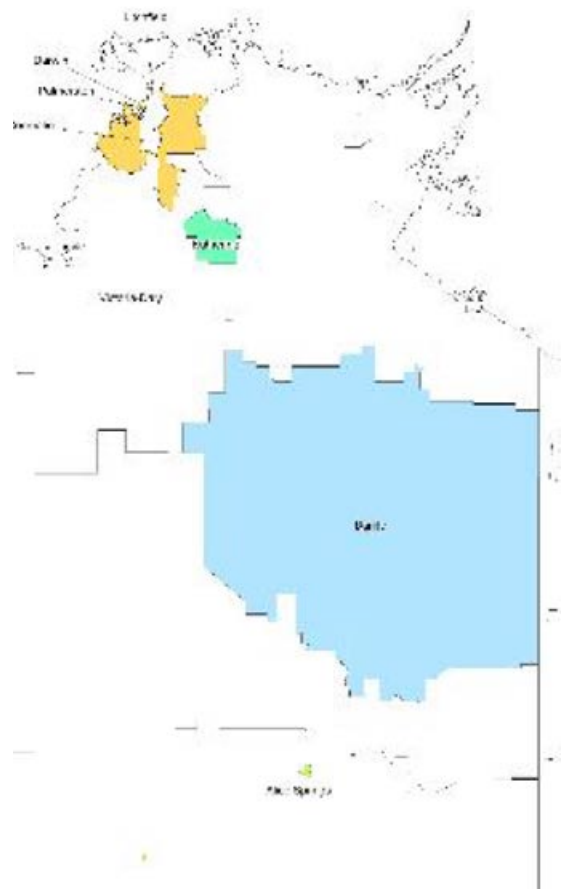
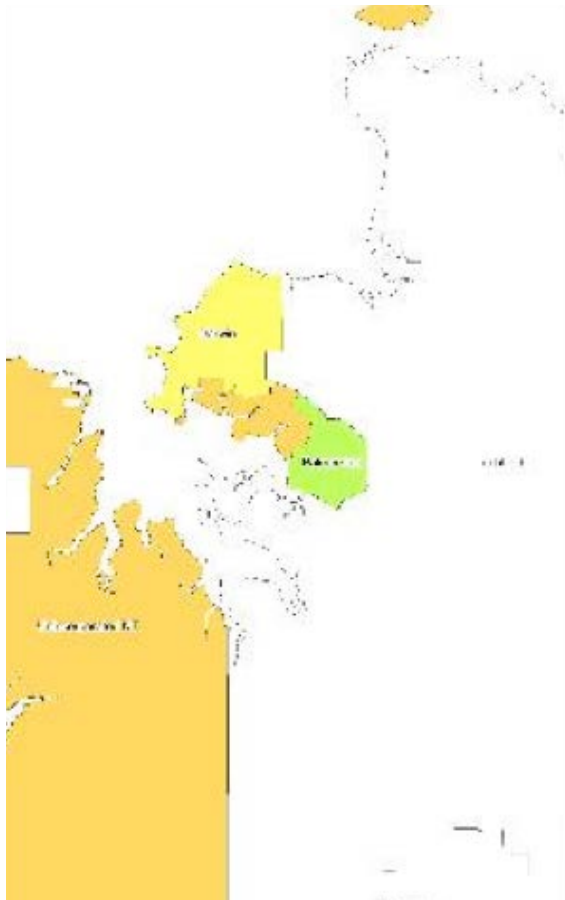
Top 20 most active council regions

(based on number of house sales over past 12 months)

COUNCIL REGION	NUM SALES (PAST 12 MONTHS)	MEDIAN VALUE	VENDOR DISCOUNT	DAYS ON MARKET	MEDIAN ASKING RENT	GROSS RENTAL YIELD
Darwin	523	\$428,972	-8.6%	103	\$410	5.2%
Alice Springs	182	\$316,956	-6.0%	110	\$365	6.7%
Palmerston	159	\$353,643	-9.8%	121	\$370	5.9%
Unincorporated NT	31	\$536,676				
Barkly	18	\$158,133				
Katherine	10	\$287,105			\$340	6.7%
Litchfield	6					

Statistics for all council regions can be found in the report appendix.

Thematic value guide, Northern Territory council regions



Darwin suburbs - Units.

Top 10 most affordable and most expensive suburbs (based on median value).

SUBURB	Median value
Berrimah	\$536,921
Fannie Bay	\$519,379
Larrakeyah	\$498,529
Woolner	\$496,930
The Gardens	\$478,224
Stuart Park	\$470,569
Darwin City	\$469,562
Parap	\$432,618
Johnston	\$419,697
Nightcliff	\$406,666
Rapid Creek	\$396,147
Coconut Grove	\$388,092
Rosebery	\$386,214
Leanyer	\$385,276
Millner	\$363,676
Karama	\$349,597
Bakewell	\$330,168
Gray	\$314,632
Driver	\$313,082
Vineyard	\$182,770

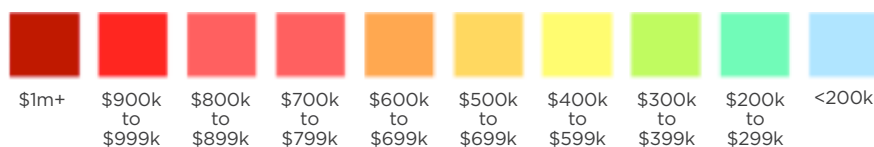
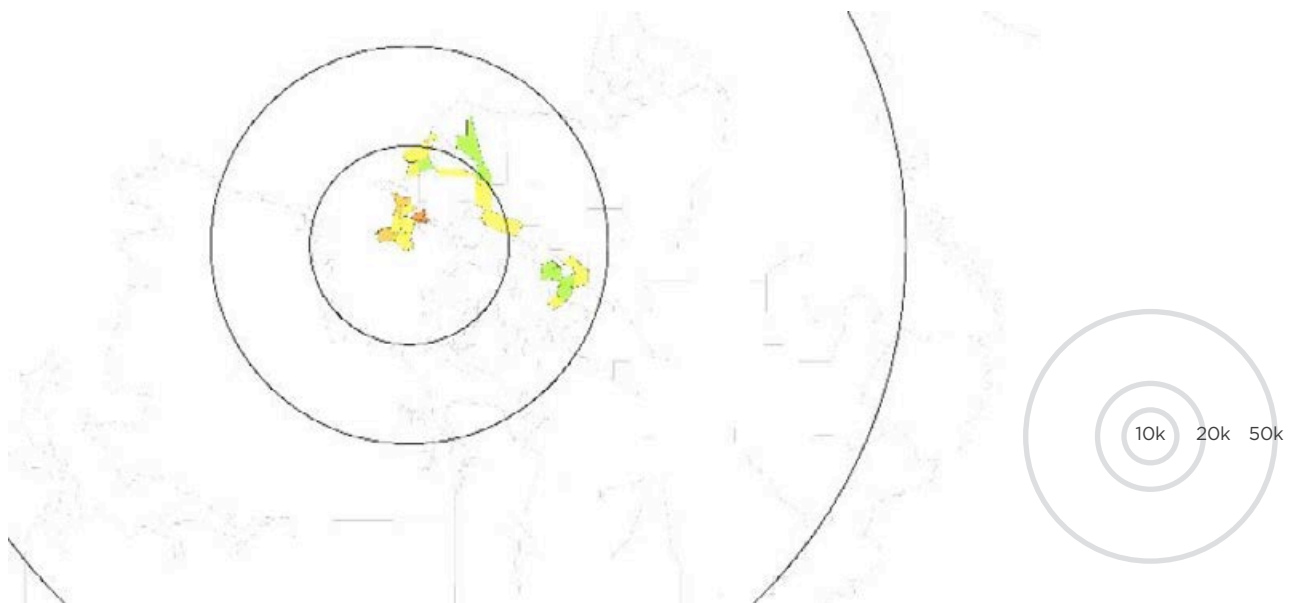
Top 10 highest and lowest gross rental yields.

SUBURB	Gross rental yield
Farrar	6.2%
Driver	6.1%
Bakewell	6.1%
Woodroffe	5.8%
Rosebery	5.8%
Gray	5.8%
Darwin City	5.7%
Durack	5.5%
Moulden	5.5%
Millner	5.4%
Ludmilla	5.1%
Rapid Creek	5.0%
The Gardens	5.0%
Alawa	5.0%
Bayview	5.0%
Karama	4.9%
Zuccoli	4.9%
Malak	4.9%
Fannie Bay	4.8%
Marrara	4.7%

Top 10 highest and lowest change in median dwelling value over 5 years.

SUBURB	Change in median value over 5 years
NIGHTCLIFF	17.1%
LARRAKEYAH	12.1%
RAPID CREEK	5.4%
KARAMA	4.7%
PARAP	3.3%
WOOLNER	2.8%
MILLNER	1.5%
STUART PARK	-1.8%
COCONUT GROVE	-2.4%
ROSEBERY	-2.9%
DARWIN CITY	-3.2%
LEANYER	-3.6%
DRIVER	-3.6%
BAKEWELL	-5.7%
THE GARDENS	-9.0%
GRAY	-9.7%
FANNIE BAY	-11.6%

Thematic value guide, Darwin suburbs



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.

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