

Benchmark

EIGHTEENTH EDITION



Australia's premium
regional and rural
property data report

LANDMARK **Harcourts**

Contents

Agricultural Overview.....	2
New South Wales.....	5
Victoria.....	8
Queensland.....	12
South Australia.....	16
Western Australia.....	20
Tasmania.....	23
Northern Territory.....	26
Appendix.....	28
Disclaimers.....	44



Ours is a name you can trust

Landmark Harcourts is the only company dedicated exclusively to servicing the real estate needs of regional and rural Australia. We are a joint venture between two of Australasia's leading brands.

Landmark has been part of rural Australia for 170 years. A leading agribusiness company, we offer merchandise, fertiliser, farm services, wool, livestock, finance, insurance and real estate. Today, we're Australia's largest distributor of merchandise and fertiliser, with 2000 employees servicing 100,000 clients in our national network of around 400 locations.

Harcourts has been at the forefront of real estate since 1888. Now operating through over 10,000 team members across 10 countries including Australia, New Zealand, South Africa, USA, China, Hong Kong, Indonesia, Canada, Fiji and UAE. Harcourts continue to provide an exceptional property experience to customers and outstanding career opportunities to real estate professionals.



CoreLogic is a wholly owned subsidiary of CoreLogic (NYSE: CLGX), which is the largest data and analytics company in the world. We provide property information, analytics and services across Australia and New Zealand and growing partnerships throughout Asia.

With Australia's most comprehensive property databases, CoreLogic'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 making us the leading provider of property data, analytics with over 11,000 customers and 120,000 end users.

The following guide will help you understand the data provided in this report.

What is a median price?

A median sale price is the middle sale price of all transactions recorded during the 12 month period. Note that sale prices lower than \$10,000 and higher than \$80,000,000 are excluded from the analysis.

How is the growth percentage calculated?

The data in this report calculates growth through the Change in Median Price (12 months). This data point identifies the difference between the median sale prices in the current period (last 12 months) compared to the same period 12 months ago. The result is expressed as a percentage.

What is the Total Number of Sales?

The total number of all property transactions recorded over the past year within the geography.

What is the Total Value of Sales?

The total value of all property transactions recorded over the past year within the geography.

The median selling price seems to be quite volatile, why might this be the case?

A small sample size – often an issue in rural sales - can lead to volatile price movements. CoreLogic calculates the median price over a 12 month period where there have been at least 10 sales to help minimise this issue however, small sample sizes will often lead to volatile price movements.

The median selling price in this report is different to what I have seen elsewhere. Why?

Differences in data occur due to different reporting periods, geographic definitions, filtering rules and depth of data. In many cases, this can occur when calculating the median price over different time periods.

Does the analysis include 'off the plan' sales or sales that have not yet settled?

Only settled sales are included in this report and if a property cannot be matched to the CoreLogic property database it will not be included in this data.

The data I am interested in has NA or is blank. Why?

Where the number of transactions is very low (less than 10 transactions for the period), the data is regarded as too volatile and therefore may not be included.

What differentiates a residential property from an agricultural property?

For the purposes of this report residential properties are under 4 Ha in size. Properties over 4 Ha are classed as agricultural properties.

Price Trends Key:

- # Total Sales
- \$ Median Price
- ~ Yearly Change on median price

Welcome



With the number of rural transactions lower in every state, it's clear the market is in a different phase than what we saw 12 months ago.

In terms of residential transaction numbers, most states saw a marked increase in sales and a modest increase in value. Queensland and Western

Australia were the exception, with the median residential price in both states softening compared to the same time 12 months ago.

The rural property market requires a closer look.

While the increasingly strong Australian dollar is certainly impacting our exports, the overall values for agricultural goods has risen significantly across the four major categories over the past year. Meat and meat preparations, which make up around a quarter of all rural exports, rose by 6.9% while our second largest export category, cereals, rose by almost 20% to reach \$9.2 billion.

It's no surprise then that many primary producers are choosing to hold on to their property, enjoying significantly increased returns and watching the value of rural land in most regions continue to grow.

It's clear that demand is still outstripping supply when it comes to rural property in Australia. The rural market dynamic is undergoing changes and auction and sale records are being broken across the country.

Although there has been a fall in the total value of rural sales, the value of individual rural property has actually increased – evidenced by the increase in median prices in most states.

I encourage you all to look at the detailed breakdown of sales available in each state – they're broken down into both region and land size categories. Even if you aren't considering selling, you may be interested to learn what property in your part of the country is worth.

I hope you enjoy this edition of Benchmark.

A handwritten signature in black ink, appearing to read 'Mark Brooke', with a stylized flourish at the end.

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LANDMARK Harcourts

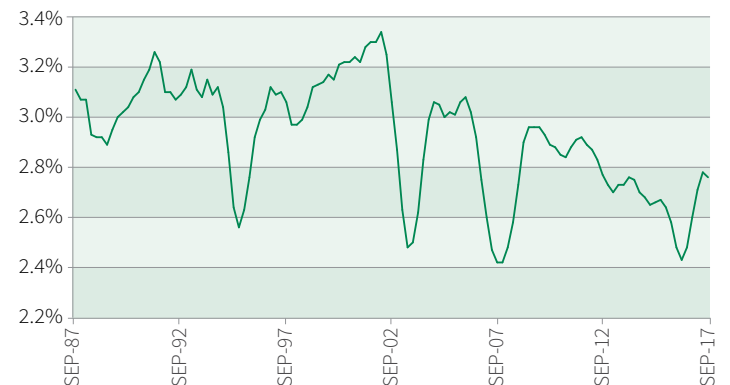
Agricultural Overview

Strength of the Agricultural Market

The value of Australia's agricultural output has fallen slightly over each of the past two quarters

The Australian Bureau of Statistics' national accounts data showed that the agricultural sector contributed \$11.2 billion to the national economy over the September 2017 quarter. The sector's output was -4.1% lower than over the previous quarter and -0.8% lower than the September 2016 quarter. Despite the slippage, over the 12 months to September 2017 the agricultural sector recorded output of \$47.0 billion which was a near record-high. Over the quarter, the agricultural sector accounted for 2.6% of Australia's economic activity and over the 12 months it accounted for a slightly greater 2.8%.

Annual contribution of agriculture, forestry and fishing to GDP



Source: ABS, CoreLogic

Annual exports of rural goods as a proportion of total exports



Source: ABS, CoreLogic

The value of rural goods exports rose 13.2% over the 2017 calendar year

Over the 2017 calendar year there was \$48.3 billion worth of rural goods exported from Australia which was up 13.4% on the previous year. The significant jump in the value of exports highlights the increasing international demand for Australia's rural goods. Over recent months the value of rural exports has been fairly steady, accounting for 16.0% of annual exports, however it is slightly lower than the 2016 calendar year when rural exports accounted for 16.5% of all exports. Although rural goods exports have fallen as a proportion of total goods exports, the 13.4% increase on the previous year highlights demand is strong and continues to grow.

Indexes of prices received by farmers

Commodity	2012-13	2013-14	2014-15	2015-16	2016-17 s	2017-18 f
Crops sector						
Grains						
Barley	173.4	167.9	175.6	159.0	119.8	154.4
Canola	142.1	144.1	130.6	137.9	147.8	145.3
Grain sorghum	148.9	177.2	178.1	162.3	141.0	131.3
Lupins	173.5	176.4	149.3	185.0	141.4	154.6
Oats	172.9	156.0	183.1	224.0	174.0	186.2
Wheat	158.3	159.8	151.7	140.1	125.0	137.7
Total grains a	147.9	149.9	147.0	141.9	126.1	139.5
Cotton	98.2	103.9	104.4	111.7	123.4	121.5
Hay	144.9	160.9	169.6	176.4	180.4	184.0
Fruit	156.5	158.8	170.4	162.0	164.8	168.1
Sugar	117.5	125.4	127.2	117.8	163.5	145.3
Vegetables	172.8	174.1	179.1	172.9	175.9	179.4
Total crops	129.3	131.1	131.8	128.4	124.9	130.4
Livestock						
Livestock for slaughter						
Cattle	164.2	156.3	196.4	252.9	267.8	235.0
Lambs	182.8	201.8	233.4	236.2	291.6	307.8
Sheep	200.0	250.8	337.8	304.1	462.5	400.6
Live sheep for export	247.6	233.4	286.6	312.3	321.3	340.5

	2012-13	2013-14	2014-15	2015-16	2016-17 s	2017-18 f
Livestock for slaughter (cont.)						
Pigs	132.5	151.7	156.4	181.0	169.2	138.4
Poultry	114.4	116.9	126.2	126.8	125.9	125.6
Total livestock for slaughter	158.6	161.2	192.4	227.5	244.8	226.0
Livestock products						
Wool	147.3	153.5	159.1	186.5	208.7	240.4
Milk	134.7	169.1	162.6	148.2	137.1	157.5
Eggs	107.4	112.7	114.6	112.7	113.7	114.8
Total livestock products	136.1	157.2	155.8	156.1	157.1	178.1
Store and breeding stock	173.8	169.2	209.7	260.1	295.5	273.3
Total livestock	149.0	157.4	177.8	201.5	214.2	209.3
Total prices received	137.9	142.9	152.4	161.0	163.9	165.4

a Total for the group includes commodities not separately listed. f ABARES forecast. s ABARES estimate.

Notes: The indexes for commodity groups are calculated on a chain-weighted basis using Fisher's ideal index with a reference year of 1997-98 = 100. Indexes for most individual commodities are based on annual gross unit value of production. Prices used in these calculations exclude GST. Series break in 2015-16. Prior to 2015-16 figures are based on establishments with an estimated value of agricultural operations (EVAO) of \$5,000. From 2015-16 (inclusive) figures are based on establishments with an EVAO of \$40,000.

Source: ABARES

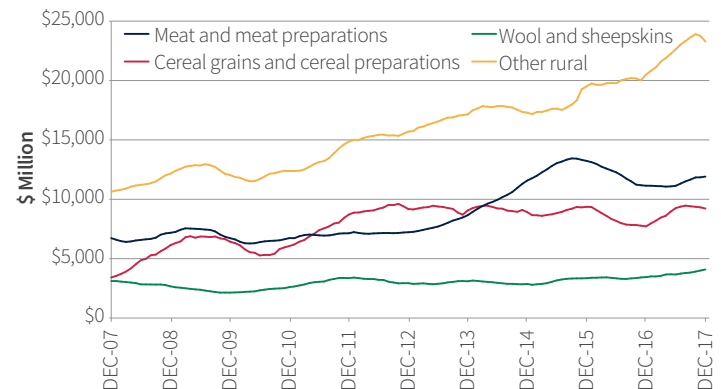
Agricultural Overview

Commodities

Export values for rural goods have risen over the past year across each of the four broad export categories

The \$48.3 billion worth of rural goods exported over the twelve months to December 2017 is divided amongst four major categories: meat and meat preparations (25% of rural good exports), cereal grains and cereal preparations (19%), wool and sheepskins (8%), and other rural goods (48%). The 'other' category includes commodities such as cotton, butter, cheese and milk powders. Over the 12 months to December 2017 the export value of Australian meat was up 6.9% to reach \$11.86 billion which was its greatest annual increase since February 2016. The value of cereal exports was up 19.6% year on year to reach \$9.2 billion. Wool and sheepskin exports saw an 18.9% rise in export value over the past year, the greatest increase since February 2016, to reach \$4.1 billion. Other rural exports surged 13.6% higher over the year at \$23.2 billion worth of export value.

Annual value of rural goods exports



Source: ABS, CoreLogic

Rural commodity price index



Source: RBA, CoreLogic

Rural commodity prices ease after a recent surge

The Reserve Bank's rural commodity price index reached a 32 month high in July 2017 at 112.0 points, but slipped 4.6% to January 2018. The January 2018 reading was 2.0% higher than a year ago. The recent declines in rural commodity prices can be attributed to the ongoing strength of the Australian dollar. It is encouraging to note however, that the Index reached a recent low in September 2016 and has increased each month since to be 5.3% higher than this low.

Gross unit values of farm products a

Commodity	unit	2012-13	2013-14	2014-15	2015-16	2016-17 s	2017-18 f
Crops b							
Grains							
Barley	\$/t	276	267	280	253	191	246
Corn (maize)	\$/t	238	297	330	326	242	316
Grain sorghum	\$/t	252	300	301	275	239	222
Oats	\$/t	236	213	250	306	238	255
Rice	\$/t	260	340	395	419	350	365
Triticale	\$/t	249	258	256	248	126	161
Wheat	\$/t	313	316	300	277	247	272
Oilseeds							
Canola	\$/t	548	555	503	532	570	560
Soybeans c	\$/t	468	538	588	560	557	528
Sunflower seed c	\$/t	570	660	756	652	590	650
Pulses							
Chickpeas	\$/t	394	352	567	784	833	939
Field peas	\$/t	406	419	413	449	328	315
Lupins	\$/t	340	345	292	362	277	303
Industrial crops							
Cotton lint d	c/kg	199	229	199	226	243	267
Sugar cane (cut for crushing)	\$/t	37.3	40.2	40.3	37.3	48.2	45.6
Wine grapes	\$/t	499	441	476	544	565	539

Commodity	unit	2012-13	2013-14	2014-15	2015-16	2016-17 s	2017-18 f
Livestock							
Beef cattle	c/kg	318	304	382	492	521	457
Lambs	c/kg	371	410	474	480	592	625
Pigs	c/kg	262	300	310	358	335	274
Poultry	c/kg	205	209	226	223	226	225
Livestock products							
Wool	c/kg	579	604	626	734	821	946
Milk	c/L	39.6	50.5	48.5	44.2	40.9	47.0
Eggs	c/ dozen	195	221	229	238	242	245

a Average gross unit value across all grades in principal markets, unless otherwise indicated. Includes the cost of containers, commission and other expenses incurred in getting the commodities to their principal markets. These expenses are significant. b Average unit gross value relates to returns received from crops harvested in that year, regardless of when sales take place, unless otherwise indicated. c Price paid by crusher. d Australian base price for sales in the financial year indicated. f ABARES estimate. s ABARES estimate.

Note: Prices used in these calculations exclude GST. Series break in 2015-16. Prior to 2015-16 figures are based on establishments with an estimated value of agricultural operations (EVAO) of \$5,000. From 2015-16 (inclusive) figures are based on establishments with an EVAO of \$40,000.

Sources: ABARES; Australian Bureau of Statistics

Agricultural Overview

Exports

Australian dollar exchange rate with the \$US



Source: RBA, CoreLogic

The Australian dollar has rebounded higher over recent months

A lower Australian dollar is generally a positive outcome for the economy; promoting exports and boosting demand for Australian products and services. At the end of January 2018, the Australian dollar was trading at US\$0.8073; its highest end of month values since December 2014 but still 26.3% lower than the 2011 peak when the Australian dollar was trading at US\$1.10. Recent exchange rate forecasts from Westpac's economic team indicate the Australian dollar is likely to reduce in 2018. A lower exchange rate would provide additional stimulus for export reliant industries such as the agricultural sector.

Australian meat continues to be the most valuable agricultural export product, with a trade surplus of \$11.848 million over the twelve months to December 2017

Data published by the ABS on international trade in goods and services shows that Australian agricultural exports (excluding fish products and forestry goods) totalled \$49.017 billion over the twelve months to December 2017, with 24.2% of this value comprised of meat and meat preparations. Cereals and cereal preparations accounted for almost one fifth of total agricultural exports. Highlighting the importance of meat products and cereals to the agricultural export sector, these two categories made up 43% of the value of all agricultural exports last year followed by textile fibres (12.0%) and vegetables and fruit (10.4%).

Source: ABS Catalogue Number 5368.0 International Trade in Goods and Services, Australia. Data represents the trade surplus (exports less imports) estimates for agricultural goods in the year to December 2017. Agricultural goods are classified by the WTO definition, which excludes fish and fish products and forestry goods. Note this data is limited to broad economic ABS classifications. It excludes some products such as yarn and wool.

Australia's Top 10 Agricultural Exports by Value – Year to December '17

Major agriculture export products	A\$million	Share of Total (%)
Total Australian Agricultural Exports	\$49,017	
Meat	\$11,848	24.2%
Cereals	\$9,341	19.1%
Textile fibres	\$5,863	12.0%
Vegetables and fruit	\$5,108	10.4%
Misc edible products	\$3,017	6.2%
Beverages	\$2,966	6.1%
Dairy and eggs	\$2,352	4.8%
Oil-seeds and oleaginous fruits	\$1,889	3.9%
Live animals (exc fish)	\$1,620	3.3%
Crude fertilizers	\$1,575	3.2%

Australia's Top 10 Trading Partners by Trade Surplus (Exports less Imports) for agricultural products – Year to December '17

Total trade surplus	\$7,112,400,000	Share of Total (%)
European Union	\$1,436,700,000	20.2%
New Zealand	\$1,177,200,000	16.6%
China (excluding SARs and Taiwan)	\$1,049,200,000	14.8%
United States of America	\$1,015,800,000	14.3%
Saudi Arabia	\$240,500,000	3.4%
Viet Nam	\$203,500,000	2.9%
Thailand	\$163,900,000	2.3%
Qatar	\$146,000,000	2.1%
Turkey	\$140,700,000	2.0%
Switzerland	\$139,600,000	2.0%

New Zealand and China rivalling the European Union for largest agricultural trading partner

Based on an aggregation of the balance of payments data issued by the ABS, Australia's trade surplus on agricultural products was recorded at \$7.11 billion over the twelve month to December 2017. The European Union remains as the largest export market for agricultural products, with a trade surplus of \$1.437 billion. Amongst the EU nations, the largest trade surplus for agricultural products was in Italy (\$320.4 million), Netherlands (\$243.1 million) and Belgium (\$223.5 million). Outside of the European Union, the agricultural trade surplus with New Zealand, China and USA comprises the vast majority of net agricultural export demand.

Source: ABS Catalogue Number 5368.0 International Trade in Goods and Services, Australia. Data represents the trade surplus (exports less imports) estimates for agricultural goods in the year to December 2017. Agricultural goods are classified by the WTO definition, which excludes fish and fish products and forestry goods. Note this data is limited to broad economic ABS classifications, analysing fruits and vegetables, meat, dairy, organic materials, cotton, yarn and non-crude fertilizer. It excludes some products such as wine and tobacco.

New South Wales

The number of residential house and rural property sales across the regional areas of New South Wales was 4.8% lower over the twelve months to November 2017, with a 1.5% rise in residential sales helping to offset a 17.5% reduction in rural property sales. In raw numbers, there were 63,907 settled sales recorded across both sectors over the twelve month period.

While the volume of sales tracked lower over the year, the gross value of sales increased by 4.3% to reach \$31.344 billion. The higher gross value amount was attributable to an 8.7% increase in the value of residential housing sales which rose from \$20.6 billion in 2016 to reach \$22.4 billion over the twelve months ending November 2017. The total value of rural sales fell by 4.9% over the year to be down \$458.7 million.

Across the rural sector of the market, 57% of sales over the past year were for properties with a land area less than 40Ha, however on a gross value basis, this sector accounted for a much smaller 27.4% of the market.

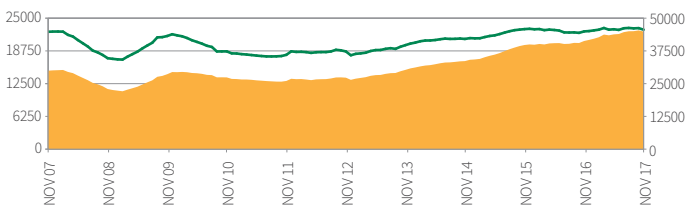
The biggest jump in market activity across the residential sector was recorded across the Far West and Orana region where transaction numbers were 11.3% higher year on year, followed by the New England & North West region (+11.1%) and the Riverina (+10.1%).

Across the rural sector, transactional activity has reduced across each of the sub-regions over the year.

Price Trends

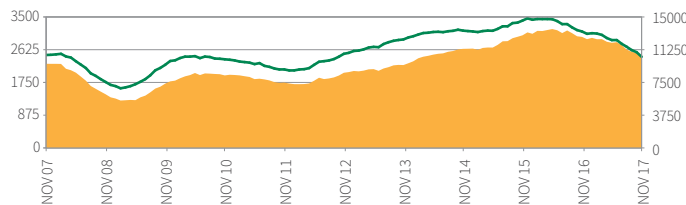
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



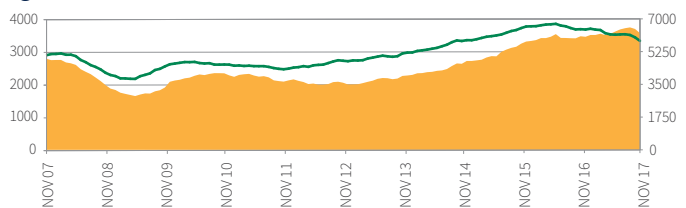
	2017	2016
#	45,596	44,943
\$	443,000	415,000
	▲ 6.7%	▲ 6.4%

Agriculture/Rural Less than 40 Ha



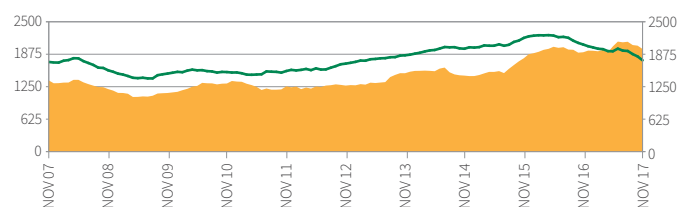
	2017	2016
#	10,437	13,333
\$	185,000	182,000
	▲ 1.6%	▲ 1.7%

Agriculture/Rural 40 Ha to 100 Ha



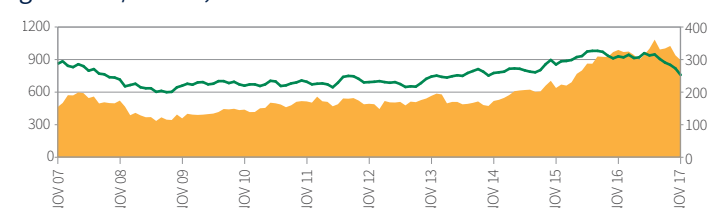
	2017	2016
#	5,861	6,488
\$	436,000	400,000
	▲ 9.0%	▲ 12.0%

Agriculture/Rural 100 Ha to 1,000 Ha



	2017	2016
#	1,760	2,063
\$	674,857	630,000
	▲ 7.1%	▲ 13.3%

Agriculture/Rural 1,000 Ha+



	2017	2016
#	253	310
\$	1,809,600	1,549,552
	▲ 16.8%	▲ 31.7%

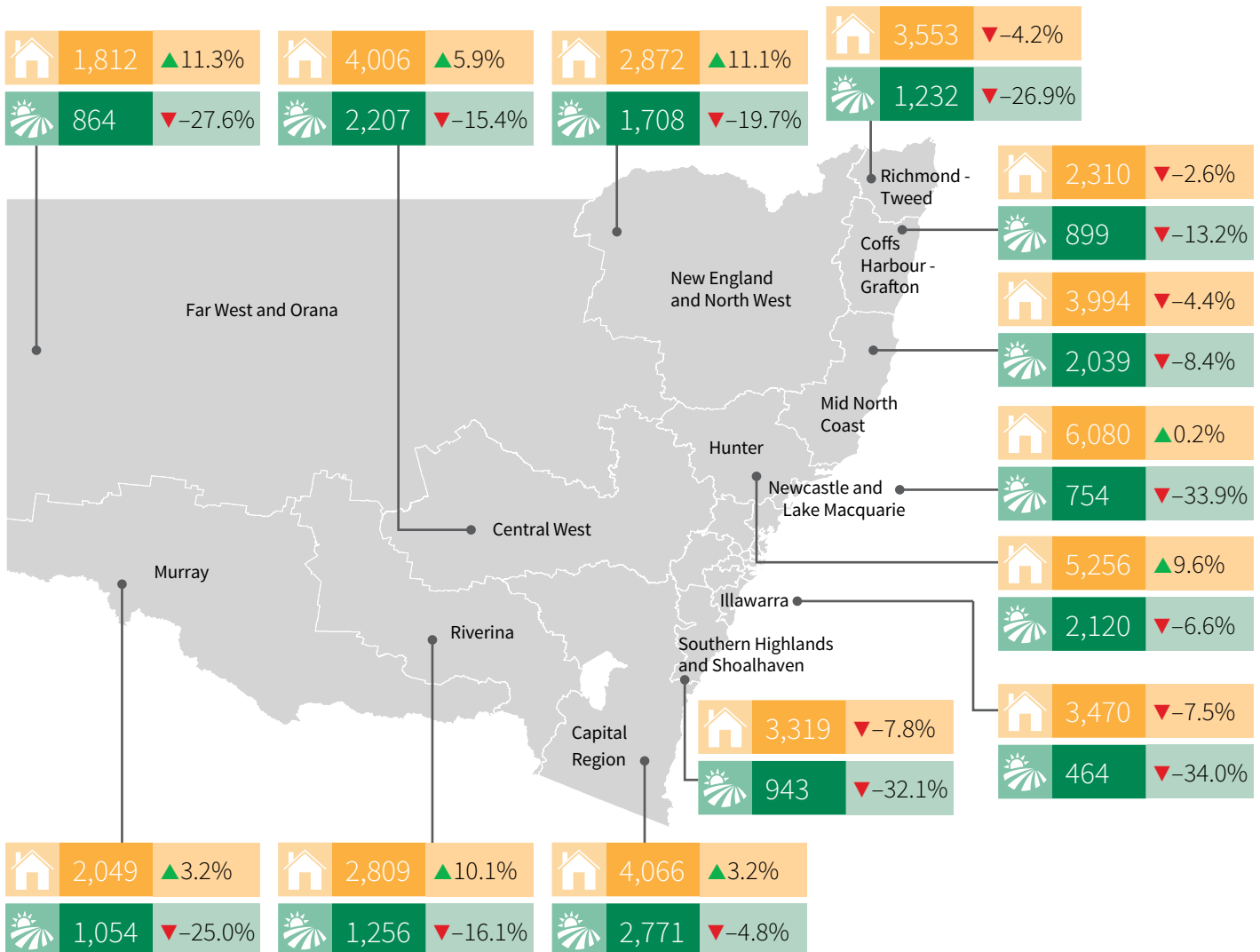
Left axis: Total value of sales \$ (millions) Right axis: Number of sales

New South Wales

Key Regional Market Statistics

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural Less than 40 Ha			Agriculture/Rural 40 Ha to 100 Ha		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Capital Region	4,066	\$430,000	\$1,884,662,753	1,440	\$175,000	\$289,257,009	1,095	\$400,000	\$536,912,677
Central West	4,006	\$335,000	\$1,416,741,630	1,005	\$150,000	\$150,315,414	821	\$374,000	\$406,345,727
Coffs Harbour – Grafton	2,310	\$447,750	\$1,095,289,870	481	\$218,000	\$121,273,836	358	\$410,000	\$184,030,884
Far West and Orana	1,812	\$220,000	\$443,158,654	369	\$103,500	\$44,720,957	250	\$219,773	\$86,015,165
Hunter Valley exc Newcastle	5,256	\$416,500	\$2,432,994,319	1,489	\$218,900	\$362,094,747	554	\$600,000	\$413,380,578
Illawarra	3,470	\$715,000	\$2,679,819,123	425	\$420,000	\$205,154,533	39	\$2,000,000	\$132,701,500
Mid North Coast	3,994	\$445,000	\$1,902,118,711	1,160	\$195,000	\$253,764,121	778	\$460,000	\$397,767,603
Murray	2,049	\$276,000	\$639,004,937	677	\$133,000	\$111,572,262	228	\$309,500	\$94,032,247
New England and North West	2,872	\$287,250	\$892,147,982	639	\$121,500	\$81,240,242	578	\$342,750	\$268,482,156
Newcastle and Lake Macquarie	6,080	\$570,000	\$3,802,605,962	712	\$298,000	\$268,862,016	41	\$945,000	\$85,596,935
Richmond – Tweed	3,553	\$550,000	\$2,177,524,771	617	\$270,000	\$215,051,197	558	\$597,500	\$428,800,791
Riverina	2,809	\$288,000	\$856,842,588	733	\$115,000	\$108,499,481	316	\$326,457	\$151,135,921
Southern Highlands and Shoalhaven	3,319	\$580,000	\$2,219,063,468	690	\$269,500	\$230,593,462	245	\$1,280,000	\$402,026,575

Total Sales by Region



New South Wales

Region	Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Capital Region	226	\$590,000	\$198,960,560	10	\$643,500	\$17,423,285
Central West	349	\$660,000	\$337,887,936	32	\$1,553,369	\$113,512,142
Coffs Harbour – Grafton	56	\$420,000	\$45,682,900	4		\$8,985,000
Far West and Orana	152	\$674,456	\$151,308,264	93	\$1,445,065	\$179,464,656
Hunter Valley exc Newcastle	72	\$735,500	\$82,106,820	5		\$37,534,000
Illawarra	0		\$0	0		\$0
Mid North Coast	97	\$500,000	\$57,461,811	4		\$5,530,928
Murray	130	\$834,544	\$177,479,557	19	\$3,145,000	\$71,773,040
New England and North West	420	\$720,000	\$579,344,619	71	\$2,990,400	\$422,244,409
Newcastle and Lake Macquarie	1		\$2,984,712	0		\$0
Richmond – Tweed	57	\$500,000	\$42,402,520	0		\$0
Riverina	193	\$812,855	\$265,775,562	14	\$2,055,610	\$38,166,635
Southern Highlands and Shoalhaven	7		\$35,475,000	1		\$850,000

Data covers sales for the 12 months to November 2017.

NSW:

\$31.3b

Total value of property sold

29%

Sales were rural/agricultural

63,907

Houses and rural/agricultural property sales

Jack Thomas



Jack Thomas has 10 years' sales experience including residential and rural property sales and valuations. Not to mention property management. After being involved in residential sales in Warwick, Tamworth, Bundaberg and Brisbane, Jack has now established a base in Tenterfield where he will specialise in residential, rural and lifestyle real estate.

Combined with a Bachelor of Business and Property Economics at the University of Central Queensland and Griffith University, Jack relies on his knowledge and experience to advise and achieve the best results for both his customers and clients in all sectors of real estate. He also brings passion and enthusiasm for property, along with a desire to share & influence daily to help buyers and sellers with buying and selling a home, a major transition life for most.

Jack says the local market around Tenterfield is booming: "We've seen a huge turnaround in the past three years – the median price has increased about 18%." He credits infrastructure developments in the area with strengthening the demand. "There's good growth in the area, and we're seeing a lot of first-home buyers and young families coming to the area. Lifestyle properties are also in high demand."

Landmark Harcourts Tenterfield

93 Molesworth St, Tenterfield

\$1,250,000

This beautiful four-bedroom, two-bathroom heritage home is on a massive 2,023m² block within walking distance to the CBD. The home comes with a modern kitchen with a walk-in pantry, open dining space, along with a functioning Canberra wood stove and air-conditioning throughout the home. It also comes with built in fire places in the main bedroom and second bedroom, with the main bedroom having the extra comforts of a sewing room, walk-in wardrobe and modern ensuite.

The property comes with plenty of shed space including a four-bay shed with workshop and a three-bay shed, 25,000L and 22,700L Tankmasta tanks, bird aviary, sand pit and still has plenty of backyard area left. Along with its beautifully presented gardens and yard, you can relax and entertain outside on one of the two verandas. One veranda is fully enclosed, and entertaining is made easy with its modern kitchen and dining area.

The home comes with an attractive annual income in the form of a school bus run and certified depot in the garage at the rear of the property – an ideal guaranteed income and opportunity to work from home!

Land area	2032m ²
Property Type	Residential



P 0457 321 637 E jack.thomas@landmarkharcourts.com.au

Landmark Harcourts Tenterfield Lot 1 Western Boundary Rd, Tenterfield

Victoria

Over the twelve months to November 2017, 38,865 property sales were recorded across the regional areas of Victoria. The number of settled sales was 4.9% lower year on year, with fewer settled sales in both the residential sector (-1.8%) and the rural sector (-11.0%).

While sales activity has reduced over the year, transactional activity across the residential sector bucked the downwards trend in Shepparton, where sales were 7.1% higher compared with the previous year. Ballarat and Latrobe-Gippsland also saw a subtle rise in sales activity with a 3.8% and 1.1% lift in settled sales over the year.

Despite the slippage in sales numbers, the gross value of regional sales showed a rise over the year, up 0.9% due to a 3.4% rise in the value of

residential sales property sales helping to offset a 4.5% fall in the value of non-residential sales.

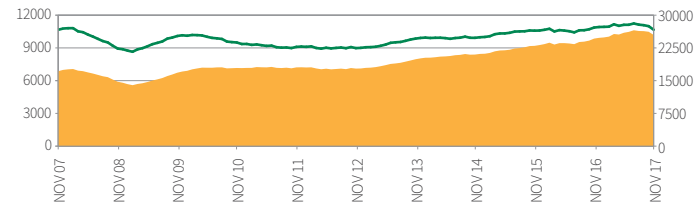
Across the rural sector, sales activity was mostly concentrated across smaller land areas, with properties situated on 40Ha or less of land comprising 63.3% of all transactions. 30% of transactions were for rural properties with a land area of 40-100Ha, while rural properties on more than 1,000Ha comprised only 0.1% of the rural market based on transactional activity.

Looking at trends in market activity across the sub-regions of regional Victoria, the Latrobe-Gippsland area recorded the highest number of sales across both the residential sector (6,132) and the rural sector (3,116).

Price Trends

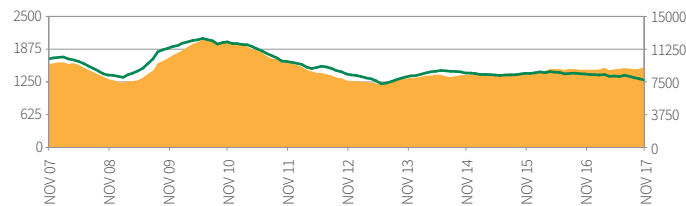
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



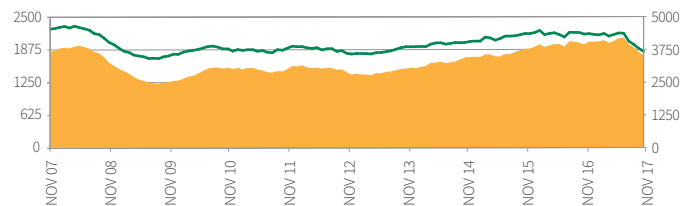
	2017	2016
#	26,665	27,162
\$	340,000	320,000
	▲ 6.3%	▲ 3.2%

Agriculture/Rural Less than 40 Ha



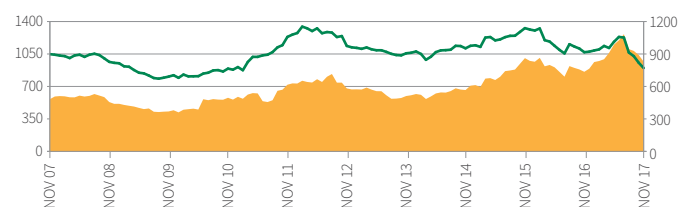
	2017	2016
#	7,724	8,413
\$	148,000	145,000
	▲ 2.1%	▲ 5.1%

Agriculture/Rural 40 Ha to 100 Ha



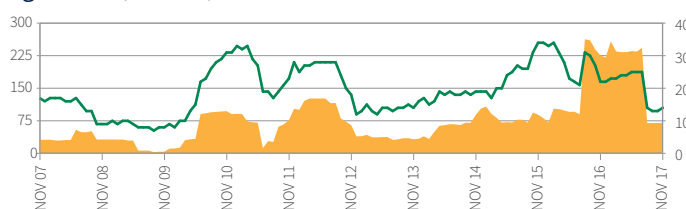
	2017	2016
#	3,691	4,357
\$	380,000	355,000
	▲ 7.0%	▲ 3.3%

Agriculture/Rural 100 Ha to 1,000 Ha



	2017	2016
#	771	917
\$	648,750	590,000
	▲ 10.0%	▲ 11.3%

Agriculture/Rural 1,000 Ha+



	2017	2016
#	14	22
\$	1,797,775	3,447,982
	▼ -47.9%	▲ 176.0%

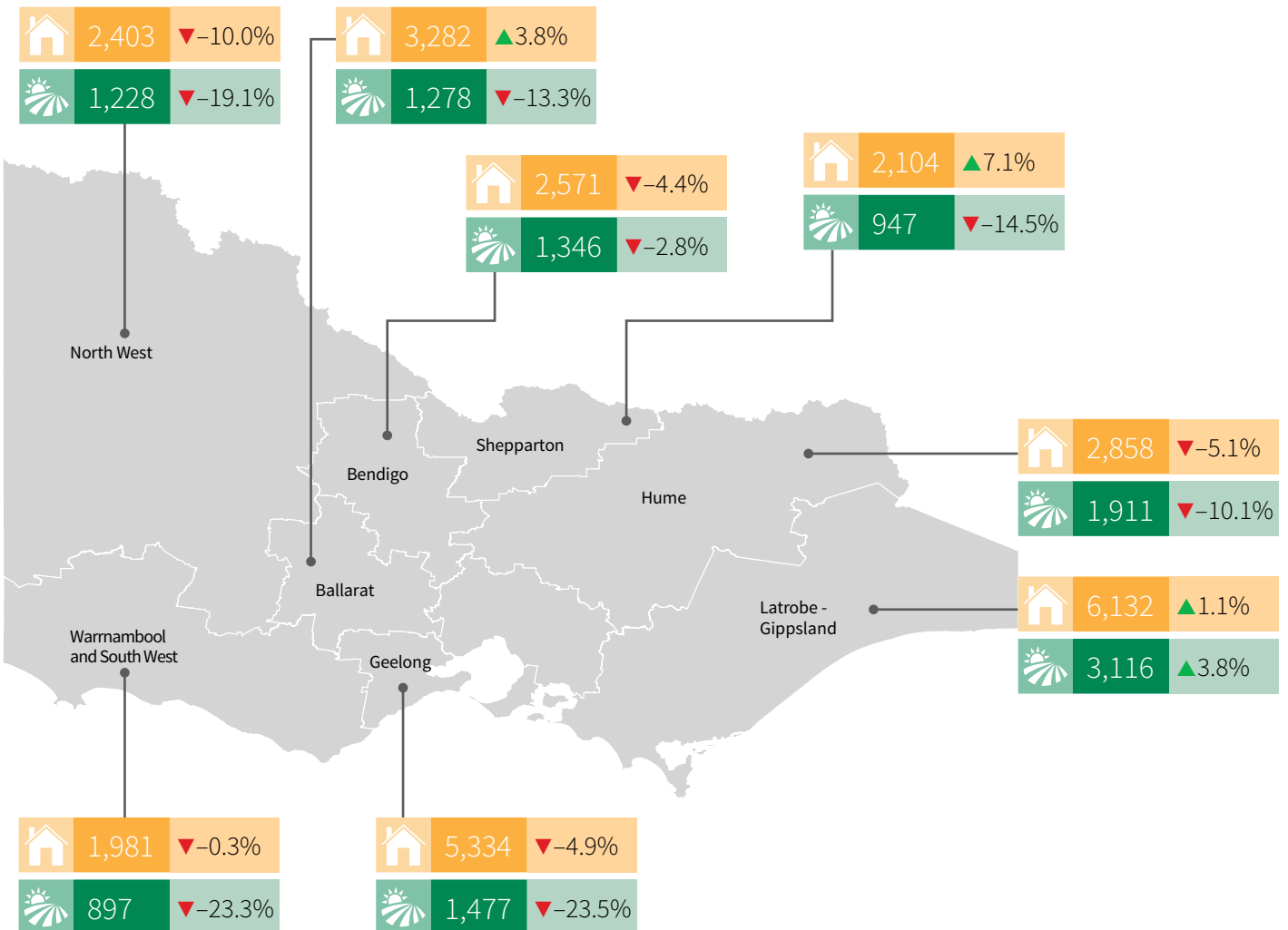
Left axis: Total value of sales \$ (millions) Right axis: Number of sales

Victoria

Key Regional Market Statistics

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural Less than 40 Ha			Agriculture/Rural 40 Ha to 100 Ha		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Ballarat	3,282	\$335,000	\$1,221,348,945	762	\$140,000	\$140,454,363	461	\$335,000	\$193,293,936
Bendigo	2,571	\$362,000	\$1,022,000,860	813	\$149,500	\$151,041,217	476	\$360,000	\$217,753,370
Geelong	5,334	\$495,000	\$3,010,353,307	1,315	\$234,000	\$438,330,477	150	\$785,000	\$144,933,197
Hume	2,858	\$320,000	\$979,312,647	1,092	\$140,000	\$187,906,356	706	\$420,000	\$346,811,638
Latrobe – Gippsland	6,132	\$315,000	\$2,116,699,009	2,276	\$140,000	\$380,241,909	752	\$470,000	\$421,814,049
North West	2,403	\$220,000	\$564,600,224	512	\$95,000	\$78,959,648	416	\$264,010	\$157,234,967
Shepparton	2,104	\$280,000	\$641,161,782	513	\$127,000	\$81,696,865	377	\$336,400	\$143,307,718
Warrnambool and South West	1,981	\$286,500	\$634,569,786	441	\$135,000	\$73,873,881	353	\$369,155	\$149,053,999

Total Sales by Region



Victoria

Region	Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Ballarat	55	\$660,000	\$48,927,270	0		\$0
Bendigo	55	\$580,000	\$54,598,489	2		\$3,140,550
Geelong	12	\$1,010,000	\$19,144,283	0		\$0
Hume	113	\$700,000	\$120,613,736	0		\$0
Latrobe – Gippsland	87	\$630,000	\$254,916,463	1		\$440,000
North West	293	\$553,318	\$243,334,195	7		\$10,929,468
Shepparton	57	\$697,200	\$57,752,437	0		\$0
Warramboul and South West	99	\$918,432	\$168,582,303	4		\$55,851,116

Data covers sales for the 12 months to November 2017.

VIC:

\$14.5b
Total value of property sold

31%
Sales were rural/agricultural

38,865
Houses and rural/agricultural property sales

Rene Pompe



Director of Landmark Harcourts Bannockburn, Rene Pompe is dedicated and enthusiastic. His professional approach and keen local knowledge combine to raise the bar when it comes to real estate services and negotiation. His enthusiasm and professionalism is second to none and combined with his sense of humour and innovative ideas, it is assured that Rene's standing within the community will continue to grow.

Rene started his career in Real Estate 13 years ago and has achieved high results for his vendors plus helped many clients fulfil their dreams of owning their own home. During this time he has also been able to build lifelong relationships with clients.

"In the last eight months, we have experienced a stronger market than ever before," Rene observed. "Properties are moving increasingly fast and we predict that we're in for an even stronger market in the year ahead."

Landmark Harcourts Bannockburn

'Parklands' 9 Lumb Road, Sutherlands Creek

Wake up & smell the grapes at this gorgeous 4 bedroom home on approximately 134 Ac. Not only an ideal lifestyle choice but an opportunity to invest in an ever-thriving industry and reap the benefits of producing your own wine!

- Approximately 8 minutes to Bannockburn, 10 minutes to Ring Road
- Lounge and second living/rumpus extension to alfresco
- Large fully equipped kitchen with fantastic storage
- Two bathrooms, separate shower and mud room
- Ducted vacuum system. Reverse cycle heating/cooling plus wood fire
- Town and tank water plus four licensed irrigation dams (8 dams total)
- Standpipe and separate truck access
- Hothouse, veggie gardens and established orchard
- 2-car garage with workshop and toilet, plus separate workshop
- Machinery sheds, shearing shed, hay shed
- 7m x 4.7m air-conditioned site office with kitchenette
- Around 30 Ac of well-maintained vintage vines



Land area 54 Ha (134 Ac)
Property Type Rural lifestyle

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Landmark Harcourts Bannockburn Shop 11, 6 High St, Bannockburn VIC



Queensland

Transactional activity eased off over the year across regional Queensland, with the number of property sales slipping by 2.5% year on year to reach 28,364. The lower number of sales was attributable to a 1.6% drop in residential housing sales, while the rural sector saw the number of sales fall by a larger 4.5% over the year.

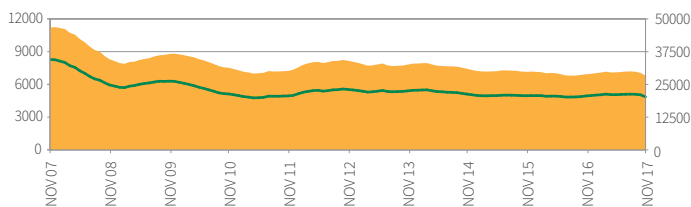
The gross value of sales also fell over the year to November 2017. The value of all regional property sales fell 4.1% over the year to reach \$10.02 billion. Residential sales totalled \$6.8 billion, which was 1.9% down on the prior year, while the rural sector saw \$3.2 billion in sales which was 8.0% lower relative to the same period a year ago.

Although results in regional Queensland were mixed, residential sales activity has increased across most areas, led by a strong 6.0% recovery in sales across the Fitzroy region and 4.1% rise in sales across the Mackay area. Both regions have been adversely affected by the downturn in mining, however conditions are clearly improving after a long run of lower prices and demand. Rural property sales have also shown a bounce in activity across some markets. Transactions were 12.7% higher over the year across the Darling Downs – Maranoa region and the Toowoomba region also showed a rise in rural sales activity, up 4.5%, demonstrating improved market conditions.

Price Trends

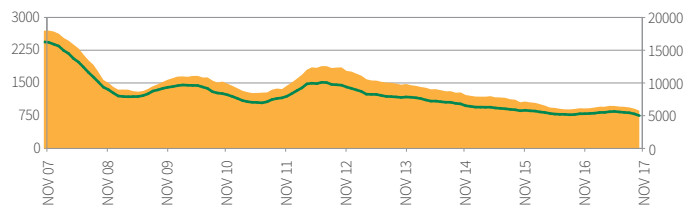
Gross value of sales rolling 12 months

Residential houses (Less than 4 Ha)



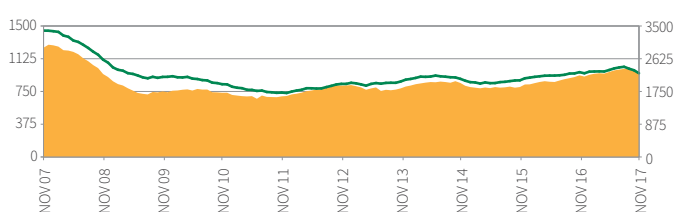
	2017	2016
#	20,251	20,587
\$	316,000	318,000
%	▼ -0.6%	▼ -3.6%

Agriculture/Rural Less than 40 Ha



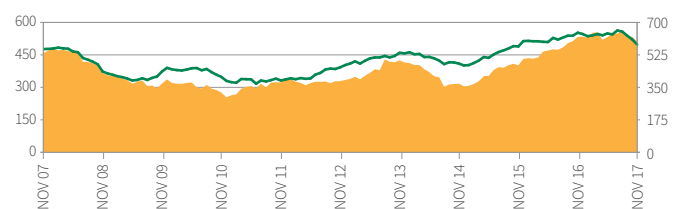
	2017	2016
#	5,015	5,296
\$	150,000	150,000
%	0.0%	▼ -5.7%

Agriculture/Rural 40 Ha to 100 Ha



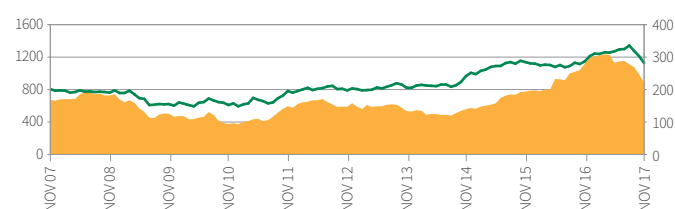
	2017	2016
#	2,237	2,266
\$	350,000	330,000
%	▲ 6.1%	▼ -2.9%

Agriculture/Rural 100 Ha to 1,000 Ha



	2017	2016
#	580	643
\$	595,000	560,000
%	▲ 6.3%	▲ 12.0%

Agriculture/Rural 1,000 Ha+



	2017	2016
#	281	286
\$	2,050,000	2,031,700
%	▲ 0.9%	▲ 22.8%

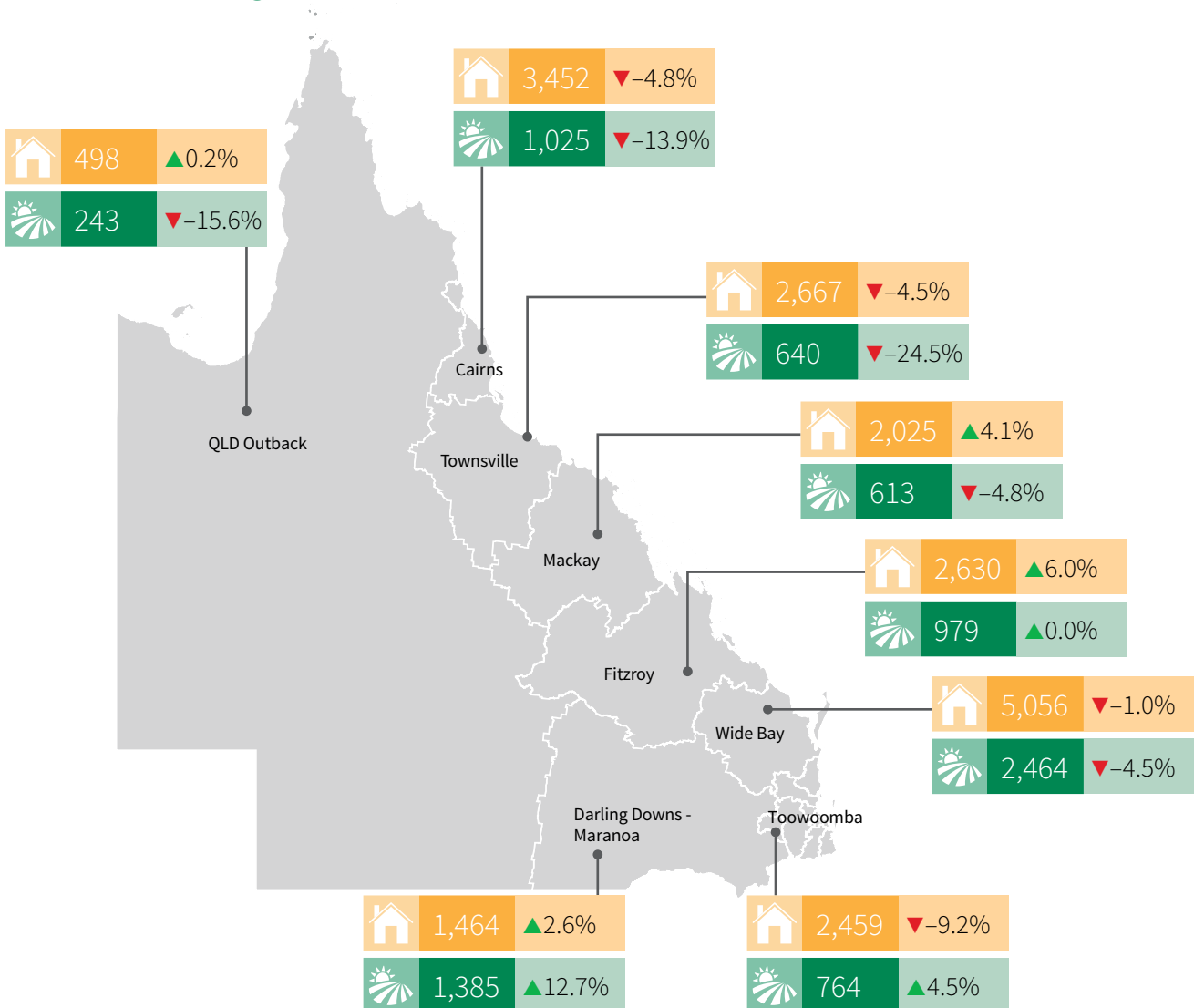
Left axis: Total value of sales \$ (millions) Right axis: Number of sales

Queensland

Key Regional Market Statistics

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural Less than 40 Ha			Agriculture/Rural 40 Ha to 100 Ha		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Cairns	3,452	\$390,000	\$1,433,924,257	762	\$169,500	\$153,531,044	233	\$420,000	\$121,089,673
Darling Downs – Maranoa	1,464	\$242,000	\$375,430,746	434	\$96,100	\$62,717,322	599	\$270,000	\$194,984,431
Fitzroy	2,630	\$275,000	\$774,600,068	570	\$167,900	\$118,455,833	290	\$315,000	\$105,183,620
Mackay	2,025	\$303,000	\$645,232,561	439	\$165,000	\$87,967,639	127	\$450,000	\$61,067,846
Queensland – Outback	498	\$182,500	\$105,664,650	102	\$42,500	\$11,575,558	57	\$380,000	\$29,790,003
Toowoomba	2,459	\$380,000	\$1,011,516,174	611	\$180,000	\$128,798,943	146	\$550,000	\$128,299,517
Townsville	2,667	\$315,000	\$888,148,646	482	\$155,000	\$88,188,718	120	\$427,500	\$60,837,633
Wide Bay	5,056	\$295,000	\$1,569,504,538	1,615	\$125,000	\$215,112,140	665	\$340,000	\$257,801,519

Total Sales by Region



Queensland

Region	Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Cairns	30	\$1,117,500	\$45,618,067	0		\$0
Darling Downs – Maranoa	256	\$595,000	\$233,057,135	96	\$1,900,000	\$245,457,620
Fitzroy	68	\$621,235	\$51,684,659	51	\$2,900,000	\$246,512,849
Mackay	29	\$650,000	\$27,541,170	18	\$3,000,000	\$96,655,710
Queensland – Outback	6		\$2,136,000	78	\$2,000,000	\$217,066,559
Toowoomba	7		\$8,437,950	0		\$0
Townsville	23	\$1,543,000	\$27,671,561	15	\$1,600,000	\$45,527,051
Wide Bay	161	\$500,000	\$114,444,445	23	\$1,000,000	\$33,438,000

Data covers sales for the 12 months to November 2017.

QLD:

\$10.0b

Total value of property sold

29%

Sales were rural/agricultural

28,364

Houses and rural/agricultural property sales

Warren Barker

Landmark Harcourts Chinchilla



Warren is a fully licensed real estate agent and auctioneer. With over 25 years in the real estate industry, his start in real estate came after the sale of his Chinchilla farming interests.

Warren is an experienced negotiator and is a very well-known and trusted agent in the area. He covers all aspects of real estate, with a particular focus on rural properties, auctions and clearing sales. Given his vast knowledge of the Chinchilla and surrounding areas he also markets residential housing and land plus commercial properties, providing a one-stop-shop for all real estate needs.

“Currently the rural property market is very strong for the top farming and grassed cattle properties,” Warren says. “As for residential sales, they have been a fair bit slower due to a recovering resource industry, but there are some excellent buys throughout the Western Downs towns.”

‘Clover Hill Ranch’, 1 Braithwaite St Chinchilla

\$885,000

Situated on 12.58 Ha on the edge of Charleys Creek sits Clover Hill Ranch. Only minutes from the CBD, the ranch offers private acreage living with all the conveniences of town living. It presents a great opportunity to have a large family home with the added income of the council approved 20 site caravan park and entertainment venue.

Large quality built 4-bedroom, 2-bathroom home nestled amongst immaculate lawns and established trees, with salt in-ground pool. Spacious open kitchen with gas cooktop, appliances and large pantry. The home features wide under-roof verandas on all four sides, ducted reverse-cycle air conditioning throughout, and 5KVA solar system. All bedrooms include built in wardrobes, plus ensuite to master bedroom.

Substantial shedding on site, including powered 8x16m shed, 7x4m workshop and mower shed. The property also has a set of steel cattle yards with loading ramp. Multipurpose self-contained cottage office with air conditioning, kitchenette and bathroom.

Purpose built camp kitchen beside the creek is suitable for weddings or any special event - you will only be limited by your imagination. The area will seat between 60 and 80 people and has a council approved food license. The kitchen area includes gas BBQ's and stainless steel work areas. The amenities block includes 4 showers and 2 toilets all with town water and gas hot water connected. Council has approved a 20 site caravan park for this space. Ideal for great lifestyle plus an income-producing enterprise.

Land area	12.5 Ha (30.8 Ac)
Property Type	Residential, rural lifestyle



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Landmark Harcourts Chinchilla 84-86 Warrego Highway, Chinchilla QLD



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LANDMARK **Harcourts**

South Australia

Property sales across regional South Australia were 2.6% higher over the past twelve months, taking the total volume of settled sales to 9,370 over the year to November 2017. The improved volume of sales was centred within the residential property sector where volumes lifted 5.4% to reach 5,659. Rural sales trended slightly lower over the year, falling by 1.3%.

60% of regional South Australian property sales were transacted within the residential property sector, while across the rural sector, most sales were for properties situated on land less than 40Ha in area.

While sales activity showed a modest lift over the year, the gross values of sales showed a more robust result, lifting 14.0% over the year to reach

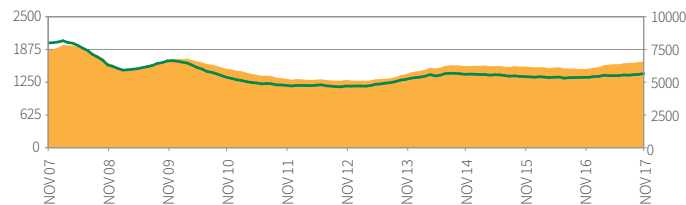
\$3.1 billion. A 25% jump in the value of rural sales was the main driver of the improvement, however the value of residential sales also rose by 9.6% over the year.

The largest rise in market activity across the residential sector was recorded within the South East region of the state where activity was up 8.0%. The remaining broad regional areas of South Australia also saw a rise in sales activity, with sales up 6.4% across the Outback region and 0.4% across Barossa-Yorke-Mid North. Across the rural sector, higher transactional activity was recorded across the Barossa-Yorke-Mid North region where settled sales were 1.9% higher than a year ago.

Price Trends

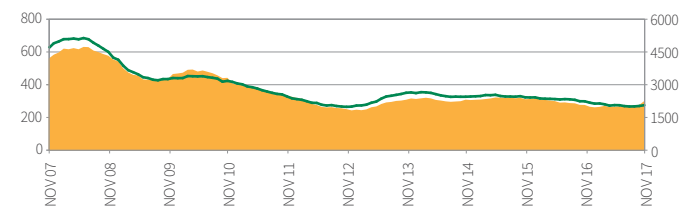
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



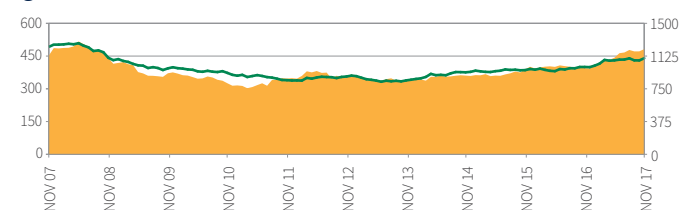
	2017	2016
#	5,659	5,371
\$	265,000	262,000
	▲ 1.1%	▼ -0.2%

Agriculture/Rural Less than 40 Ha



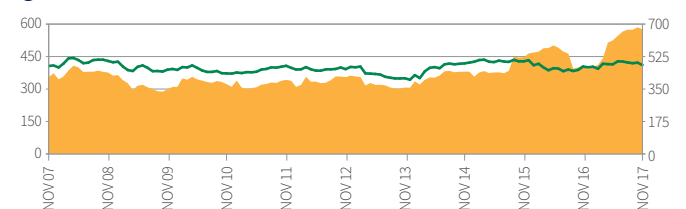
	2017	2016
#	2,061	2,240
\$	111,000	100,000
	▲ 11.0%	▼ -2.9%

Agriculture/Rural 40 Ha to 100 Ha



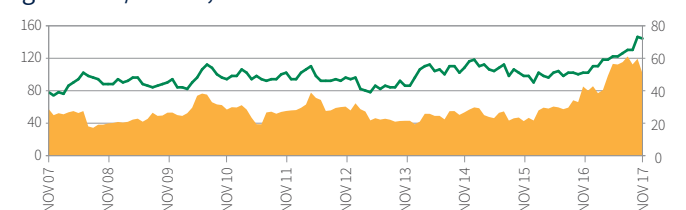
	2017	2016
#	1,100	1,000
\$	340,000	310,000
	▲ 9.7%	▲ 3.3%

Agriculture/Rural 100 Ha to 1,000 Ha



	2017	2016
#	478	470
\$	700,000	592,500
	▲ 18.1%	▲ 7.7%

Agriculture/Rural 1,000 Ha+



	2017	2016
#	72	51
\$	822,500	1,100,000
	▼ -25.2%	▲ 71.9%

Left axis: Total value of sales \$ (millions) Right axis: Number of sales

South Australia

Key Regional Market Statistics

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural Less than 40 Ha			Agriculture/Rural 40 Ha to 100 Ha		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Barossa – Yorke – Mid North	1,704	\$255,000	\$460,769,875	595	\$102,500	\$83,058,515	360	\$391,875	\$186,390,864
South Australia – Outback	701	\$240,000	\$175,628,814	215	\$95,000	\$24,794,406	70	\$187,500	\$16,831,800
South Australia – South East	3,254	\$278,750	\$1,012,013,178	1,251	\$118,500	\$192,697,477	670	\$330,000	\$278,511,820

Total Sales by Region



South Australia

Region	Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Barossa – Yorke – Mid North	132	\$740,000	\$179,520,632	8		\$12,805,000
South Australia – Outback	74	\$458,500	\$55,742,825	37	\$795,000	\$34,201,865
South Australia – South East	272	\$735,000	\$339,521,314	27	\$1,350,000	\$53,998,091

Data covers sales for the 12 months to November 2017.

SA:

\$3.1b
Total value of property sold

40%
Sales were rural/agricultural

9,370
Houses and rural/agricultural property sales

Mark Egan



Mark enjoys a very diverse real estate role providing service to Landmark Harcourts clients throughout Murray Bridge, the Murraylands and Mallee towns. He services a wide area, ranging from Swan Reach in the north to Meningie in the south and everything in between, selling property of all types.

Involved in the real estate industry since 1996, Mark has worked in New South Wales, Victoria, Western Australia and South Australia. Together with the backing of Landmark and the network and marketing tools of Landmark Harcourts, he is able to combine the benefits of an industry leading network with the personal touch and experience of a local.

The rural market in the Mallee and Murraylands is going from strength to strength, according to Mark, primarily on the back of the wool and sheep markets. “The best wool cheque ever, top prices for sheep, and exorbitant leasing costs are the key drivers to the interest from both locals and interstate,” he says. “My recommendation to sellers at the moment is generally either Auction or Registrations of Interest due to the scarcity of property and the high demand. In times like this it pays to get a market appraisal – you may be surprised how much more your property could achieve on the open market rather than selling over the fence.”

Landmark Harcourts Murray Bridge

6977 Hunter Road, Bowhill

Section 1 Hundred of Forster (89.45 Ha) and Allotment 501 Hundred of Bowhill (191.7 Ha). The property includes a spacious family home, Nissen hut work and camp quarters, games room and amenities, not to mention large scale horticultural packing sheds and cool stores, office complex and former Emflow Valve factory and offices.

Both land parcels also have extensive areas of irrigable land for growing horticultural and other crops. A major bonus to this property is its extensive river frontage. Lifestyle buyers may also consider purchasing for the river frontage and leasing the horticultural aspects for additional income.

For Sale by Expressions of Interest



Land area	280 Ha (691 Ac)
Property Type	Arable, cereals, cropping, grazing, horticulture, irrigation, lifestyle, mixed farming

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Landmark Harcourts Murray Bridge 197-199 Adelaide Road, Murray Bridge SA



Western Australia

The regional Western Australia property market saw the number of sales slip 1.8% lower over the twelve months ending November 2017, with a 3.4% rise in residential sales offsetting a 9.5% fall in rural sales activity. Overall, 10,395 regional sales were recorded over the twelve month period.

Residential sales comprised 63% of the regional Western Australia market, while rural properties with a land area less than 40Ha accounted for the second largest category (23.5% of all sales).

Looking at the value of sales rather than volumes shows a softer profile of the market. The past twelve months saw the total value of regional sales reduce by 11.0%. The drop was confined to the rural sector where the

annual values of sales reduced by 22.4%. The residential sector actually recorded a 2.3% rise in the gross value of sales over the year.

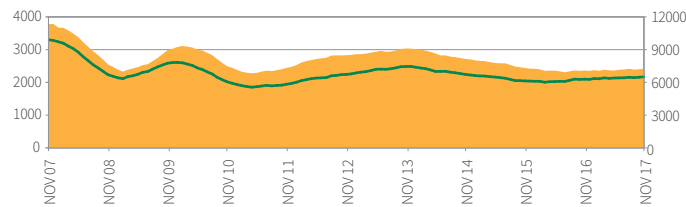
The lift in regional residential sales was confined to the broad Outback region of Western Australia where sales activity lifted 17.4% year on year. The remaining regional areas saw a reduction in residential sales activity, with volumes down 0.8% across the Bunbury region and 6.5% lower across the Wheat Belt.

The rural sector saw a reduction in transactional activity across each of the three broad regions of regional Western Australia. Volumes were Wheat Belt (-6.2%) Outback (-12.6%) and Bunbury (-7.6%), respectively.

Price Trends

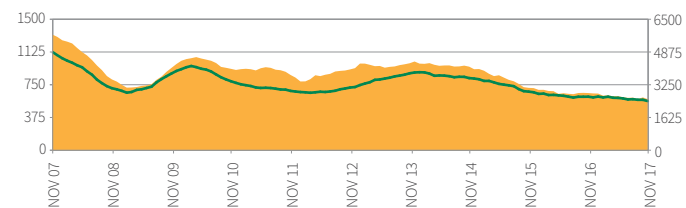
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



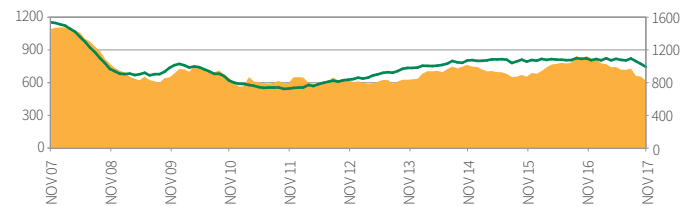
	2017	2016
#	6,508	6,294
\$	335,000	350,000
	▼ -4.3%	▼ -5.4%

Agriculture/Rural Less than 40 Ha



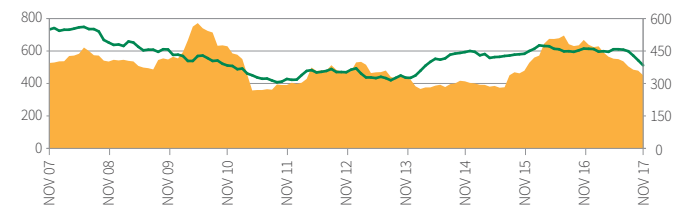
	2017	2016
#	2,440	2,657
\$	170,000	179,000
	▼ -5.0%	0.0%

Agriculture/Rural 40 Ha to 100 Ha



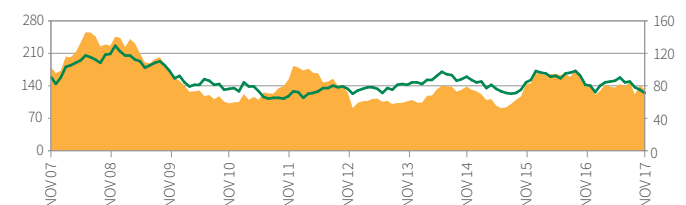
	2017	2016
#	993	1,097
\$	457,500	460,000
	▼ -0.5%	▲ 2.2%

Agriculture/Rural 100 Ha to 1,000 Ha



	2017	2016
#	383	460
\$	720,000	753,000
	▼ -4.4%	▲ 18.7%

Agriculture/Rural 1,000 Ha+



	2017	2016
#	71	81
\$	1,444,830	1,300,000
	▲ 11.1%	▲ 5.1%

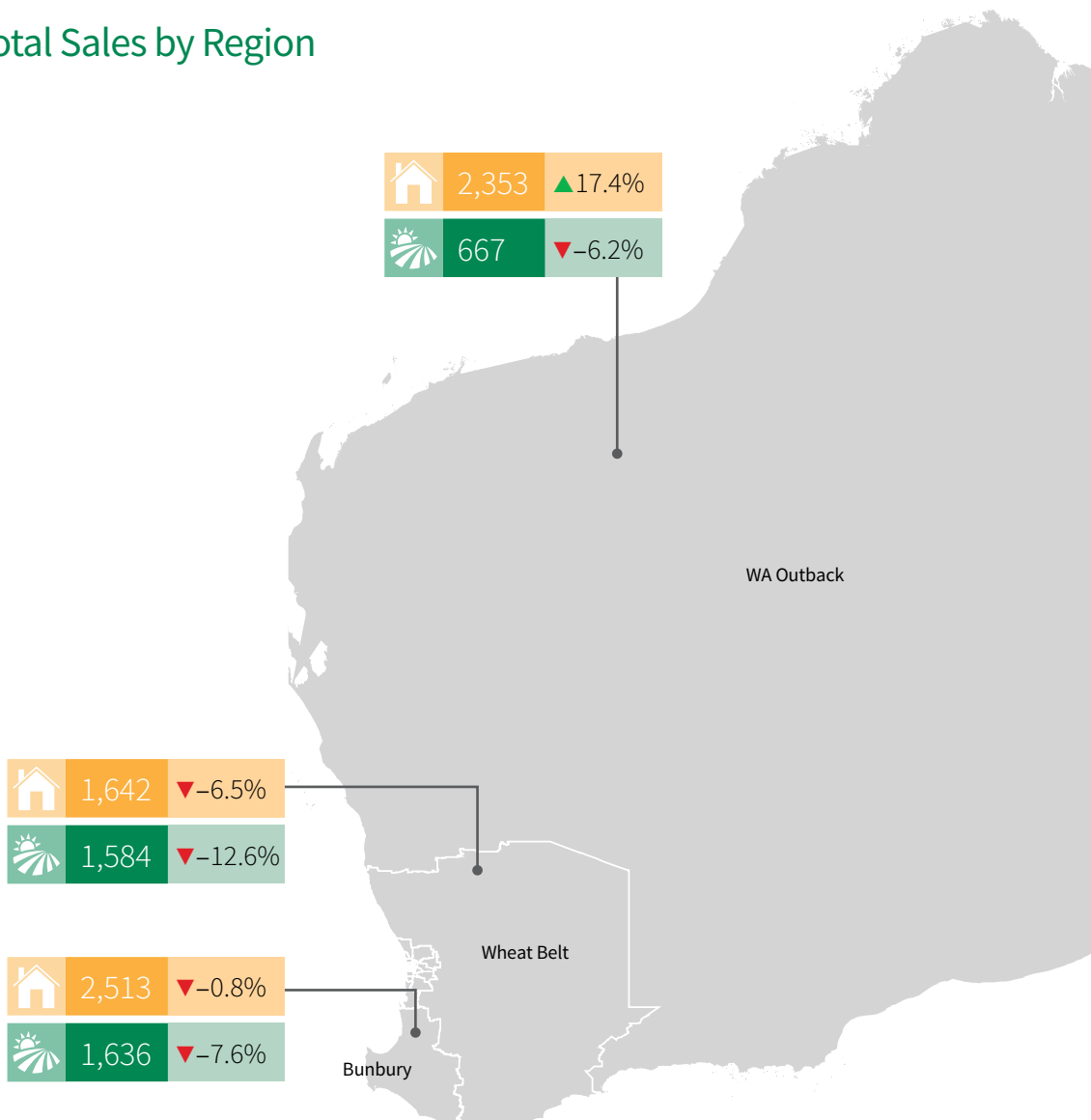
Orange box: Left axis: Total value of sales \$ (millions) Green box: Right axis: Number of sales

Western Australia

Key Regional Market Statistics

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural Less than 40 Ha			Agriculture/Rural 40 Ha to 100 Ha		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Bunbury	2,513	\$395,000	\$1,145,561,757	1,254	\$189,650	\$351,683,050	350	\$586,500	\$267,116,951
Western Australia – Outback	2,353	\$290,000	\$733,141,334	470	\$146,500	\$120,389,023	90	\$381,250	\$43,025,400
Western Australia – Wheat Belt	1,642	\$300,000	\$540,561,465	716	\$136,500	\$113,071,277	553	\$380,000	\$308,297,801

Total Sales by Region



Western Australia

Region	Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Bunbury	31	\$1,100,000	\$40,780,445	1		\$4,100,000
Western Australia – Outback	74	\$892,500	\$108,194,950	33	\$1,550,000	\$57,041,017
Western Australia – Wheat Belt	278	\$630,000	\$300,652,393	37	\$1,250,000	\$71,031,935

Data covers sales for the 12 months to November 2017.

WA:

\$4.2b
Total value of property sold

37%
Sales were rural/agricultural

10,395
Houses and rural/agricultural property sales

Adam Shields



Living on farms in Gingin Shire for over 30 years, Adam brings a wealth of rural knowledge on top of 15 years of real estate experience. A proud supporter of his local community, he specialises in water licensing and horticultural properties, cattle and sheep farms and luxury lifestyle homes. He also has significant experience with developments and special projects.

A top performing agent, Adam has won Landmark Harcourts WA's Gold Achievement Award for Top Lifestyle/Residential for a record nine years straight – although he maintains the important thing isn't the awards but finding the right property for each buyer and being passionate about the work and the way you achieve results.

He reports the local market in Gingin Shire has been consistent, with the main demand being for income producing property. Water licence properties and established operations such as fruit farms, cattle, sheep and cropping farms are all highly sought after. "We're also seeing a lot of subdivisions with very small blocks," he notes. "Larger lifestyle blocks are becoming rarer along the coast north of Perth, so they're becoming increasingly valuable to buyers."

Landmark Harcourts Gingin

'Lancelin Farm', Karakin via Lancelin

For Sale by Expressions of Interest

Large scale turn-key horticulture operation!

- State-of-the-art production & processing operation
- Massive 4.875gL water licence with high capacity bores
- Productive, easy working well drained soils
- Substantial infrastructure including modern processing and packing facilities
- Mediterranean climate conducive to high production output
- Location provides a high level of bio-security
- Extremely rare opportunity
- Good access to Indian Ocean Drive for market deliveries

For sale by Private Treaty with offers now invited.
Inspection by appointment only with Exclusive Selling Agents

Land area	179 Ha (442 Ac)
Property Type	Horticulture, rural land



P 0429 104 760 E adam.shields@landmarkharcourts.com.au

Landmark Harcourts Gingin 1a Lily King Place, Gingin WA

Tasmania

Settled sales were 7.5% higher across the regional property markets of Tasmania, taking the annual number of sales to 8,346. The residential sector was responsible for the rise, with sales surging 11.4% higher over the year, offsetting a 1.9% fall in rural sales over the same period.

The annual value of settled sales paints a stronger picture of the regional Tasmanian market, with the gross value of sales up 11.2% over the past twelve months. The rise in overall value of sales was attributable to an 18.1% surge in the value of residential sales over the year while the value of non-residential sales slipped 2.6% lower.

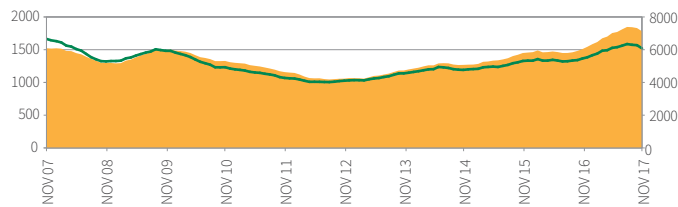
The most substantial jump in activity has occurred across the Launceston and North East region where residential sales were 12.7% higher year on year. The South East region of the state saw sales activity rise 10.6% while the West and North West region recorded a 10.1% lift in transactional activity.

The performance of the rural sector wasn't as strong across the sub-regions, with the South East the only region to record a lift in the number of rural sales (+10.6%).

Price Trends

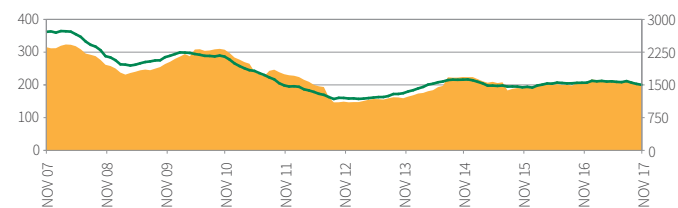
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



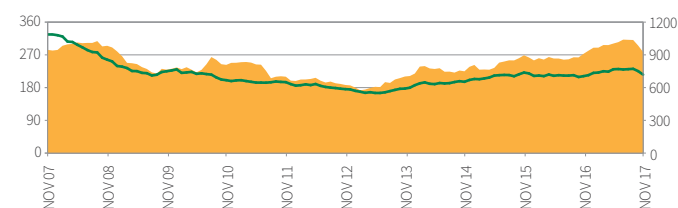
	2017	2016
#	6,085	5,462
\$	268,000	255,000
	▲ 5.1%	▲ 0.4%

Agriculture/Rural Less than 40 Ha



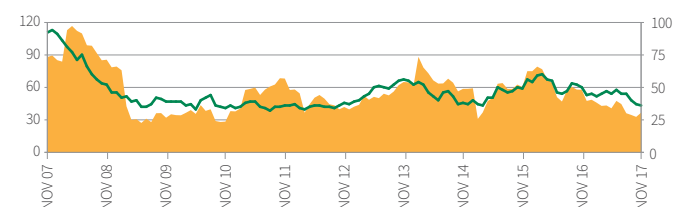
	2017	2016
#	1,503	1,549
\$	102,000	105,000
	▼ -2.9%	▲ 2.9%

Agriculture/Rural 40 Ha to 100 Ha



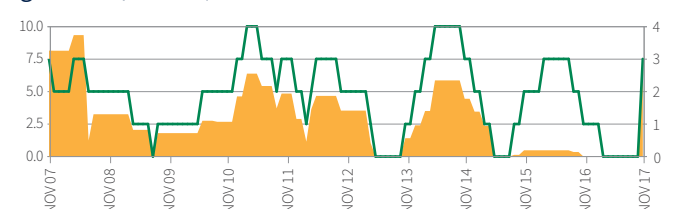
	2017	2016
#	719	705
\$	300,000	310,000
	▼ -3.2%	▲ 8.3%

Agriculture/Rural 100 Ha to 1,000 Ha



	2017	2016
#	36	50
\$	525,000	574,000
	▼ -8.5%	▲ 43.5%

Agriculture/Rural 1,000 Ha+



	2017	2016
#	3	1
\$	N/A	N/A
	N/A	N/A

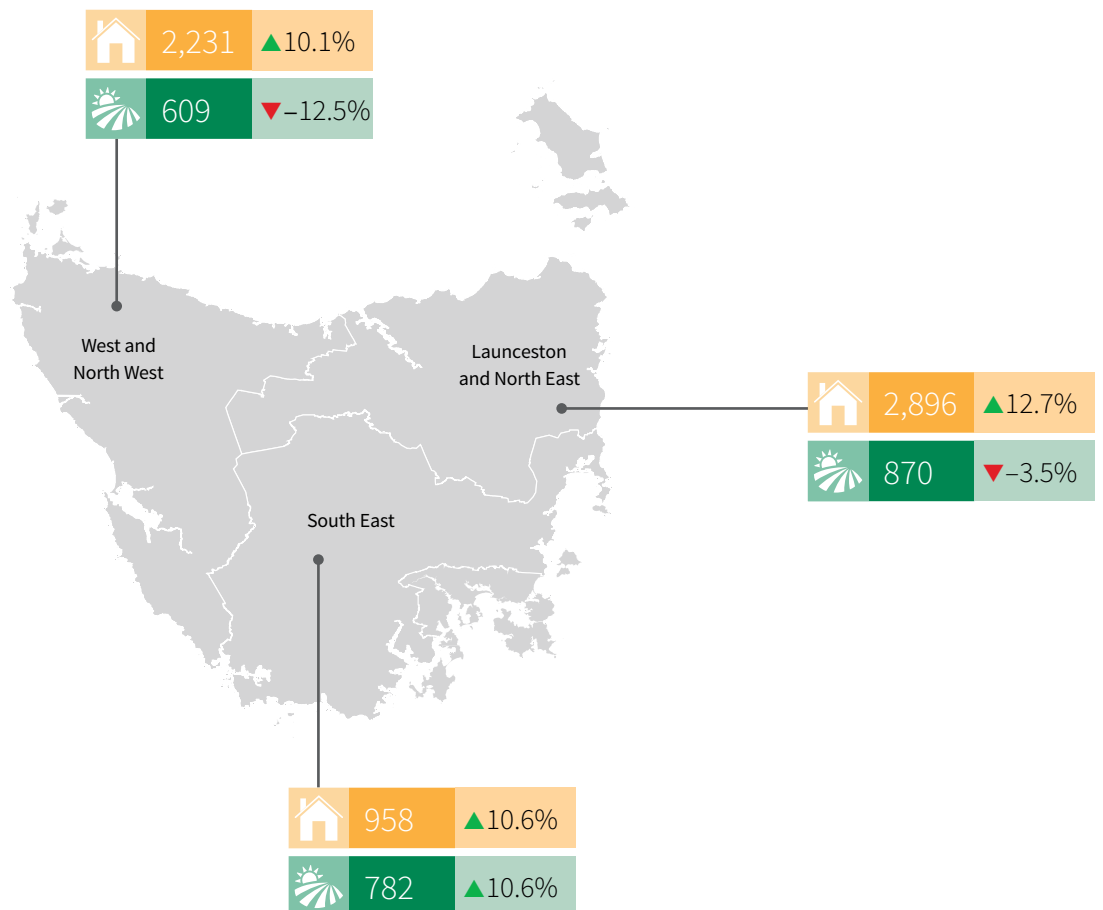
■ Left axis: Total value of sales \$ (millions) ■ Right axis: Number of sales

Tasmania

Key Regional Market Statistics

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural Less than 40 Ha			Agriculture/Rural 40 Ha to 100 Ha		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Launceston and North East	2,896	\$279,000	\$894,842,039	631	\$119,000	\$89,688,250	224	\$336,000	\$91,989,104
South East	958	\$295,000	\$302,411,090	460	\$100,000	\$61,800,140	308	\$240,000	\$91,667,600
West and North West	2,231	\$245,000	\$584,577,050	412	\$97,250	\$50,318,972	187	\$360,000	\$94,152,551

Total Sales by Region



Tasmania

Region	Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Launceston and North East	13	\$663,300	\$12,348,300	2		\$4,900,000
South East	13	\$240,000	\$3,947,500	1		\$1,800,000
West and North West	10	\$1,445,000	\$20,235,200	0		\$0

Data covers sales for the 12 months to November 2017.

TAS:

\$2.3b
Total value of property sold

27%
Sales were rural/agricultural

8,346
Houses and rural/agricultural property sales

Michael Warren



One of Tasmania's most well-known rural agents, Michael first obtained his auctioneers licence in 1984. This began three decades of success and achievements within the rural sector both in Victoria and Tasmania.

He has sold many multi-million dollar properties throughout Tasmania with the record of the highest price achieved at auction holding strong at \$9.3 million, and the private sale of the iconic Midlands property "Vaucluse" for \$20 million in 2015.

Michael's success has been recognised with numerous industry awards, and he was recently named Top Rural Sales Consultant in the Harcourts Tasmania Annual Awards.

Landmark Harcourts Tasmania

'Kinburn', Cressy

\$4,200,000

Kinburn is one of the best developed irrigated cropping properties in the Longford/Cressy district. Comprising approximately 210.59 Ha (520 Ac) in two titles, 'Kinburn' enjoys a fantastic location only 5 minutes from the townships of Longford and Cressy, and 20 minutes from the city of Launceston.

The property is well irrigated, with six pivot circles plus solid set covering the majority of the property. Laneways are present throughout. 'Kinburn' includes the largest Water Right of the Cressy/Longford Irrigation Scheme of approximately 900ML. Previously, crops such as potatoes, poppies, carrots, beetroot, cereals, onions and broccoli have been grown.

Fixed improvements include a five bedroom, two bathroom brick homestead set amid established gardens, plus a three bedroom cottage that has been used for staff accommodation, 5-bay machinery shed and substantial storage shed with loading bay.

Land area	210 Ha (520 Ac)
Property Type	Cropping



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Landmark Harcourts Tasmania 112-114 George Street, Launceston TAS

Northern Territory

Transactional activity has shown a consistent rebound across the regional areas of Northern Territory since the market moved through a recent trough in late 2016. The number of settled regional property sales has increased by 11.4% over the past twelve months, however the surge in market activity was confined to the residential sector where sales were 16.6% higher. Non-residential sales were down 5.3% over the year.

The value of regional sales across Northern Territory has also shown some improvement, with the gross value of sales 12.6% higher year

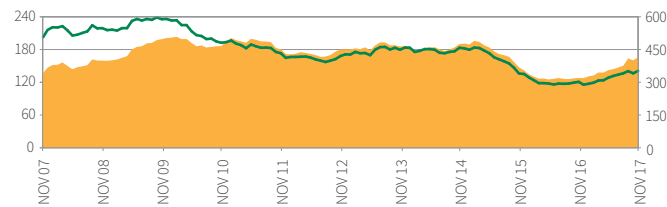
on year. Once again, the strength was entirely attributable to the residential sector of the market where the overall values of property sales was up 29.7% over the year, offsetting a 25.6% fall in the value of non-residential sales.

Transactional activity across the regional market was largely skewed towards the residential housing sector which comprised 79.8% of all regional Northern Territory sales.

Price Trends

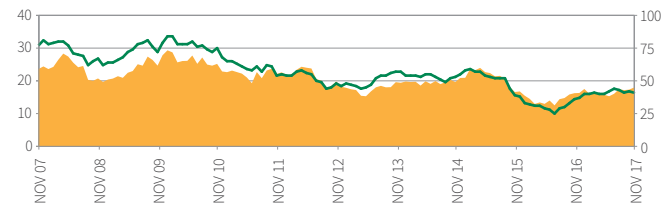
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



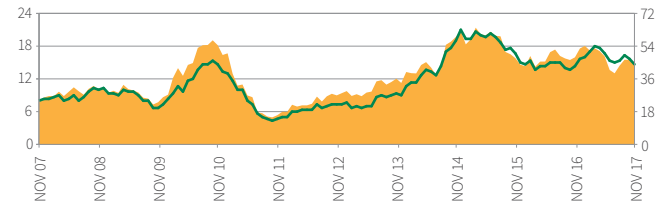
	2017	2016
#	352	302
\$	446,000	410,000
%	▲ 8.8%	▼ -5.5%

Agriculture/Rural Less than 40 Ha



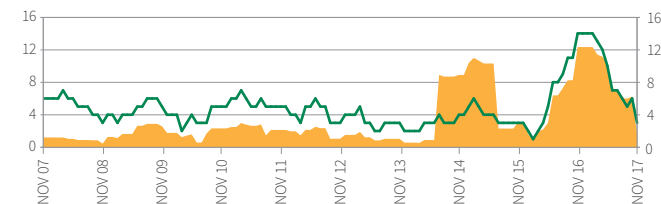
	2017	2016
#	41	36
\$	350,000	444,000
%	▼ -21.2%	▲ 18.4%

Agriculture/Rural 40 Ha to 100 Ha



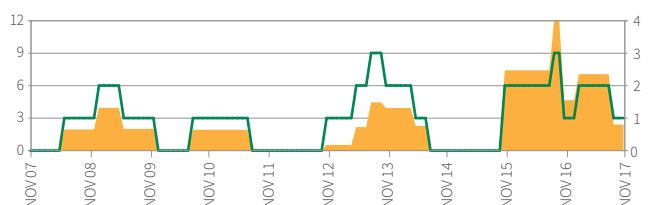
	2017	2016
#	44	43
\$	237,500	268,000
%	▼ -11.4%	▲ 7.2%

Agriculture/Rural 100 Ha to 1,000 Ha



	2017	2016
#	3	14
\$	N/A	\$470,000
%	N/A	N/A

Agriculture/Rural 1,000 Ha+



	2017	2016
#	1	1
\$	N/A	N/A
%	N/A	N/A

Left axis: Total value of sales \$ (millions) Right axis: Number of sales

Northern Territory

Key Regional Market Statistics

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural Less than 40 Ha			Agriculture/Rural 40 Ha to 100 Ha		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Northern Territory – Outback	352	\$446,000	\$165,926,057	41	\$350,000	\$17,940,648	44	\$237,500	\$14,687,000

Region	Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Northern Territory – Outback	3		\$1,540,000	1		\$2,400,000

Data covers sales for the 12 months to November 2017.

NT:

\$202.5m

Total value of property sold

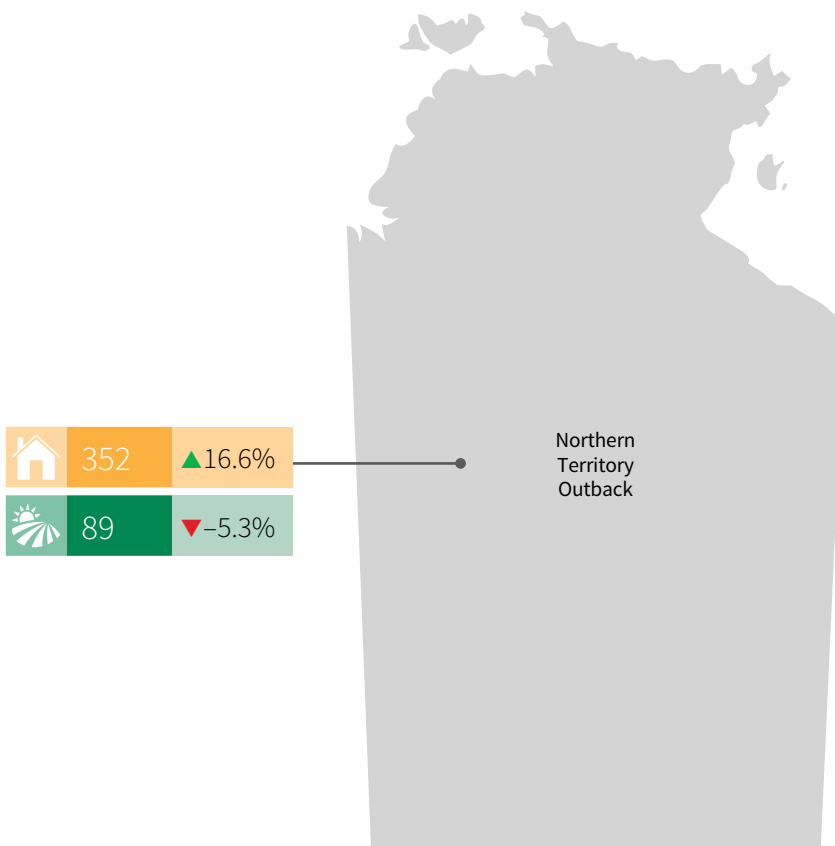
20%

Sales were rural/agricultural

441

Houses and rural/agricultural property sales

Total Sales by Region





Appendix 1 - Council Area Tables



Appendix 1 - New South Wales

Local Government Area Tables: Data covers sales for the 12 months to November 2017.

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 40 Ha to 100 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+			
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value		
Albury	935	\$330,000	\$344,034,977	257	\$142,000	\$47,442,348	14	\$465,000	\$10,030,000	2	\$16,895,000	0		\$16,895,000	0					
Armidale Dumaresq	393	\$345,000	\$149,735,780	68	\$151,000	\$11,539,423	56	\$525,000	\$30,130,221	12	\$990,000	2	\$20,141,657	2	\$10,650,000					
Ballina	538	\$615,000	\$370,069,859	110	\$265,000	\$32,626,909	62	\$866,000	\$75,875,100	1	\$2,750,000	0		\$2,750,000	0					
Bairnald	24	\$150,000	\$3,871,022	14	\$47,250	\$1,118,050	7	\$2,793,048	\$2,793,048	1	\$1,158,400	4	\$11,158,400	4	\$23,422,759					
Bathurst Regional	880	\$411,000	\$379,486,071	210	\$160,500	\$37,114,912	64	\$585,000	\$41,428,187	26	\$600,000	0		\$20,269,500	0					
Bega Valley	635	\$450,000	\$303,511,837	253	\$150,000	\$45,569,412	139	\$410,000	\$63,111,991	16	\$382,500	0		\$8,503,333	0					
Bellingen	238	\$473,750	\$118,498,796	32	\$220,000	\$10,934,328	54	\$707,500	\$44,335,300	10	\$1,000,000	0		\$16,314,900	0					
Berrigan	153	\$225,000	\$37,058,900	60	\$76,000	\$6,112,249	16	\$320,000	\$4,814,699	16	\$851,000	1	\$16,748,988	1	\$3,145,000					
Bland	97	\$158,000	\$17,492,500	19	\$24,000	\$558,821	12	\$33,911	\$810,668	33	\$691,800	2	\$24,947,016	2	\$2,442,688					
Blayney	137	\$280,000	\$43,827,814	29	\$82,000	\$7,455,773	40	\$602,500	\$24,618,023	8	\$14,700,876	0		\$14,700,876	0					
Bogan	42	\$150,000	\$6,645,000	8	\$264,011	\$2,640,111	5	\$69,827	\$69,827	4	\$1,225,000	12	\$13,354,696	12	\$13,354,696					
Bombala	39	\$165,000	\$7,902,355	13	\$12,500	\$1,740,539	15	\$198,000	\$3,129,474	16	\$375,000	1	\$6,758,871	1	\$200,000					
Boorowa	31	\$245,000	\$7,627,000	17	\$40,000	\$964,145	52	\$135,950	\$10,031,068	13	\$650,000	0		\$11,676,383	0					
Bourke	30	\$130,000	\$4,375,000	6	\$175,500	\$821,000	6	\$821,000	\$821,000	0		10	\$1,052,500	10	\$1,052,500					
Brewarrina	15	\$70,000	\$1,303,600	12	\$8,500	\$392,200	0		\$270,000	0		9	\$4,352,750	9	\$10,720,006					
Broken Hill	361	\$100,000	\$45,615,937	22	\$15,750	\$940,000	1	\$1,200,000	\$1,200,000	0		0		\$2,700,000	0					
Byron	483	\$825,000	\$505,107,402	80	\$500,000	\$42,565,413	65	\$1,200,000	\$103,985,581	0		0		\$40,462,294	0		\$963,263			
Cabonne	169	\$293,000	\$58,863,500	51	\$85,000	\$5,941,932	80	\$547,750	\$47,784,807	33	\$800,000	1	\$800,000	\$40,462,294	1	\$17,694,867				
Carriathool	36	\$139,750	\$5,624,260	17	\$9,950	\$370,815	11	\$5,038	\$272,257	12	\$581,000	10	\$1,712,010	\$10,881,028	10	\$1,712,010	\$17,694,867			
Central Darling	17	\$75,000	\$1,370,500	5	\$62,500	\$62,500	1	\$215,000	\$215,000	0		10	\$1,254,470	\$16,938,253	10	\$1,254,470	\$16,938,253			
Cessnock	1,175	\$352,000	\$460,799,738	400	\$188,700	\$91,420,409	122	\$740,000	\$116,783,400	2	\$1,326,000	0		\$1,326,000	0					
Clarence Valley	959	\$365,000	\$374,523,043	230	\$152,500	\$40,214,978	244	\$328,500	\$85,357,584	46	\$361,250	4	\$29,368,000	\$29,368,000	4	\$8,985,000				
Cobar	74	\$175,000	\$13,363,000	22	\$21,000	\$620,150	2	\$65,000	\$65,000	0		12	\$807,500	\$21,622,892	12	\$807,500	\$21,622,892			
Coffs Harbour	1,113	\$505,000	\$602,268,031	219	\$260,000	\$70,124,530	60	\$735,000	\$54,338,000	0		0		\$54,338,000	0					
Conargo	4	\$1,052,000	\$1,052,000	3	\$3,039,500	\$3,039,500	12	\$229,443	\$2,577,997	14	\$707,000	1	\$14,510,974	\$14,510,974	1	\$5,400,000				
Coolamon	97	\$192,000	\$20,928,400	38	\$31,500	\$1,848,842	25	\$230,000	\$7,525,756	9	\$10,805,299	1	\$10,805,299	\$10,805,299	1	\$2,201,600				
Cooma-Monaro	214	\$269,500	\$62,647,606	38	\$82,200	\$4,828,983	89	\$220,000	\$27,936,447	27	\$391,200	0		\$13,620,958	0					
Coonamble	55	\$110,000	\$7,454,900	15	\$10,500	\$636,215	19	\$20,740	\$1,945,835	16	\$739,599	9	\$15,616,976	\$15,616,976	9	\$28,144,080				
Cootamundra	149	\$212,500	\$36,268,450	24	\$82,000	\$2,321,500	19	\$320,000	\$7,011,500	9	\$16,545,425	1	\$16,545,425	\$16,545,425	1	\$9,000,000				
Corowa Shire	215	\$267,500	\$62,125,750	72	\$118,000	\$10,946,343	8	\$2,333,931	\$2,333,931	8	\$826,225	0		\$11,347,042	0					
Cowra	245	\$225,500	\$57,729,125	80	\$65,750	\$7,081,291	80	\$300,000	\$29,303,667	23	\$826,225	1	\$30,738,047	\$30,738,047	1	\$12,684,300				
Deniliquin	147	\$207,000	\$36,429,700	19	\$90,000	\$1,946,500	19	\$310,000	\$6,057,198	12	\$644,663	1	\$7,987,076	\$7,987,076	1	\$1,842,284				
Dubbo	732	\$350,000	\$274,820,701	173	\$165,000	\$35,557,711	92	\$495,000	\$57,527,542	13	\$682,000	0		\$10,247,295	0					
Dungog	147	\$370,000	\$64,410,300	39	\$250,000	\$10,360,000	96	\$591,800	\$62,185,905	17	\$920,000	0		\$19,905,000	0					
Eurobodalla	1,043	\$445,000	\$497,483,275	376	\$175,000	\$79,255,736	64	\$670,000	\$50,673,753	3	\$1,200,000	0		\$1,200,000	0					
Forbes	160	\$237,500	\$41,892,100	23	\$60,000	\$1,663,232	36	\$411,150	\$27,640,224	35	\$778,291	6	\$39,140,169	\$39,140,169	6	\$61,358,034				
Gilgandra	59	\$140,000	\$8,708,500	8	\$406,000	\$406,000	14	\$33,887	\$1,764,342	15	\$535,000	3	\$8,415,084	\$8,415,084	3	\$3,650,000				
Glen Innes Severn	164	\$195,750	\$33,446,333	33	\$33,000	\$2,482,416	39	\$167,000	\$14,383,820	27	\$850,000	1	\$34,484,150	\$34,484,150	1	\$770,000				

Appendix 1 - New South Wales

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural Less than 40 Ha			Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Gloucester	99	\$295,000	\$32,770,000	28	\$107,250	\$3,800,928	30	\$501,500	\$15,490,120	19	\$563,795	\$11,029,295
Goulburn Mulwaree	578	\$400,000	\$248,181,568	164	\$197,500	\$35,483,695	164	\$460,000	\$84,612,000	15	\$860,000	\$18,813,500
Great Lakes	838	\$485,000	\$435,803,466	342	\$115,000	\$56,922,727	151	\$520,000	\$91,729,666	11	\$635,000	\$10,501,000
Greater Hume Shire	176	\$181,000	\$38,505,450	65	\$39,000	\$4,917,204	52	\$330,000	\$21,491,595	26	\$1,119,400	\$38,988,769
Greater Taree	1,005	\$380,000	\$406,437,904	276	\$179,500	\$55,898,500	235	\$480,000	\$122,884,945	19	\$470,000	\$8,931,516
Griffith	400	\$315,000	\$133,260,593	71	\$120,000	\$13,708,446	43	\$350,000	\$17,972,200	7	\$1,038,205	\$11,038,205
Gundagai	66	\$190,000	\$15,166,455	19	\$72,000	\$17,635,296	26	\$275,000	\$7,848,085	14	\$1,056,250	\$16,529,948
Gunnedah	198	\$307,250	\$63,869,090	60	\$125,000	\$9,410,570	32	\$551,580	\$18,168,477	35	\$1,340,000	\$73,655,105
Guyra	51	\$230,000	\$13,002,945	16	\$33,982	\$1,132,528	22	\$220,000	\$6,122,481	40	\$600,000	\$42,043,999
Gwydir	64	\$170,000	\$11,723,500	20	\$27,500	\$723,818	19	\$145,000	\$3,287,822	26	\$865,000	\$28,058,738
Harden	62	\$172,500	\$11,670,500	17	\$36,000	\$703,524	19	\$200,000	\$4,123,976	6	\$805,476	\$8,051,476
Hay	46	\$130,000	\$7,217,500	14	\$21,000	\$3,047,797	8	\$390,000	\$1,807,500	3	\$808,013	\$808,013
Inverell	256	\$231,000	\$66,170,552	30	\$95,000	\$3,480,740	47	\$390,000	\$18,068,884	52	\$607,245	\$56,822,337
Jerilderie	15	\$185,000	\$3,244,000	4	\$72,500	\$724,000	1	\$3,185,444	\$3,185,444	3	\$1,675,525	\$1,675,525
Junee	106	\$244,000	\$28,351,000	46	\$72,500	\$4,447,178	13	\$430,000	\$4,876,220	12	\$977,905	\$12,791,336
Kempsey	533	\$340,000	\$192,414,828	103	\$150,000	\$19,630,900	162	\$376,500	\$64,527,642	16	\$488,500	\$8,700,000
Kiama	346	\$827,455	\$309,096,860	50	\$451,250	\$22,981,967	16	\$1,862,500	\$29,758,000	0		
Kyogle	106	\$292,500	\$30,303,000	29	\$93,500	\$4,896,624	83	\$390,000	\$38,274,945	30	\$427,500	\$19,111,200
Lachlan	89	\$145,000	\$14,194,500	14	\$100,000	\$1,341,750	17	\$300,000	\$7,956,732	21	\$675,000	\$20,507,893
Lake Macquarie	3,378	\$550,000	\$2,021,367,123	497	\$300,000	\$177,513,532	36	\$932,500	\$61,727,390	0		
Leeton	164	\$244,500	\$41,517,000	36	\$93,500	\$3,780,594	35	\$300,000	\$13,392,364	11	\$873,600	\$9,931,786
Lismore	710	\$367,000	\$279,838,161	105	\$165,000	\$19,729,058	150	\$570,000	\$85,768,874	3	\$1,520,000	\$1,520,000
Lithgow	424	\$315,000	\$150,951,466	119	\$155,000	\$20,526,560	85	\$375,000	\$39,058,025	16	\$610,000	\$13,934,210
Liverpool Plains	90	\$181,000	\$18,143,933	16	\$105,000	\$2,154,412	40	\$360,000	\$36,050,528	14	\$837,500	\$11,574,466
Lockhart	38	\$194,000	\$9,361,000	19	\$32,000	\$866,759	10	\$626,250	\$9,695,615	17	\$1,152,000	\$21,958,199
Maitland	1,652	\$440,000	\$793,833,346	531	\$229,000	\$139,126,179	37	\$800,000	\$41,931,500	1	\$230,900	\$230,900
Mid-Western Regional	477	\$350,000	\$178,406,200	142	\$149,000	\$19,142,322	254	\$330,000	\$94,482,641	69	\$525,000	\$45,859,100
Moree Plains	184	\$170,000	\$42,042,450	52	\$10,000	\$1,987,513	34	\$59,600	\$6,104,103	24	\$1,250,000	\$124,658,032
Murray	133	\$399,000	\$57,687,500	89	\$177,000	\$17,289,670	17	\$350,000	\$9,403,159	22	\$730,000	\$25,388,707
Murrumbidgee	37	\$164,000	\$6,069,300	10	\$35,000	\$410,803	5	\$550,000	\$24,304,805	17	\$550,000	\$18,555,095
Muswellbrook	242	\$292,250	\$73,662,935	29	\$115,000	\$7,399,637	36	\$487,500	\$21,114,686	9	\$1,486,184	\$18,486,184
Nambucca	345	\$380,000	\$137,443,647	112	\$175,000	\$20,611,000	79	\$385,000	\$31,912,400	8	\$645,400	\$6,454,000
Narrabri	130	\$272,500	\$47,097,500	29	\$98,000	\$2,577,128	36	\$262,500	\$9,441,312	58	\$512,000	\$60,128,963
Narrandera	105	\$175,000	\$18,803,100	19	\$18,700	\$718,097	14	\$92,500	\$2,453,169	16	\$800,750	\$12,105,036
Narromine	98	\$210,000	\$23,388,900	15	\$105,000	\$1,116,119	20	\$128,000	\$4,065,623	28	\$1,042,913	\$36,605,392
Newcastle	2,555	\$595,000	\$1,709,641,488	177	\$295,000	\$80,265,484	5	\$490,000	\$23,869,545	1	\$2,984,712	\$2,984,712
Oberon	86	\$322,500	\$29,623,500	23	\$95,000	\$2,828,061	58	\$490,000	\$31,040,664	19	\$630,000	\$16,739,500
Orange	944	\$369,000	\$376,495,732	207	\$155,000	\$39,036,663	19	\$957,500	\$36,781,516	2	\$5,015,000	\$5,015,000
Palerang	182	\$580,000	\$104,810,183	92	\$142,500	\$13,999,632	180	\$508,500	\$99,323,219	26	\$747,500	\$23,606,022
Parkes	240	\$230,000	\$57,118,122	52	\$66,000	\$5,782,650	33	\$250,000	\$10,281,384	23	\$680,000	\$25,245,418
												\$660,000

Appendix 1 - New South Wales

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 40 Ha to 100 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+			
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value		
Port Macquarie-Hastings	1,313	\$540,000	\$773,688,032	417	\$230,000	\$109,741,965	119	\$600,000	\$74,173,830	23	\$350,000	\$11,606,000	0							
Port Stephens	1,396	\$515,750	\$787,894,417	286	\$290,000	\$91,045,756	39	\$700,000	\$36,304,700	3		\$4,170,000	0							
Queanbeyan	554	\$600,000	\$348,239,572	206	\$290,000	\$63,485,766	9	\$290,000	\$9,792,000	2		\$3,317,381	0							
Richmond Valley	370	\$300,000	\$126,628,480	60	\$152,500	\$11,683,382	89	\$395,000	\$36,138,248	20	\$675,000	\$13,752,320	0							
Shellharbour	943	\$645,000	\$640,392,581	106	\$374,000	\$46,646,150	6		\$30,590,000	0			0							
Shoalhaven	2,372	\$525,000	\$1,375,870,694	524	\$245,000	\$147,438,838	111	\$970,000	\$146,377,903	0			1					\$850,000		
Singleton	404	\$380,000	\$169,900,330	59	\$268,000	\$14,243,000	162	\$569,500	\$97,542,395	12	\$832,500	\$12,828,286	0							
Snowy River	108	\$299,500	\$41,691,920	72	\$122,500	\$10,242,235	49	\$380,000	\$20,614,523	26	\$384,707	\$11,164,113	2					\$3,003,675		
Tamworth Regional	1,067	\$326,000	\$371,844,219	246	\$138,500	\$39,815,439	134	\$532,500	\$87,858,499	61	\$830,000	\$66,467,295	10	\$2,342,600	\$34,610,100					
Temora	95	\$215,000	\$21,900,000	25	\$75,000	\$1,775,149	15	\$260,000	\$5,254,263	19	\$740,000	\$18,360,233	0							
Tenterfield	149	\$222,250	\$35,952,500	44	\$48,750	\$2,533,515	83	\$215,000	\$20,794,323	48	\$392,500	\$27,813,251	3					\$2,476,000		
Tumbarumba	69	\$180,000	\$13,280,500	18	\$30,750	\$1,171,761	20	\$389,000	\$7,854,857	11	\$835,000	\$65,150,163	0							
Turnut Shire	200	\$229,000	\$51,160,000	45	\$50,000	\$3,380,921	39	\$330,000	\$16,318,542	9		\$9,438,223	0							
Tweed	1,346	\$600,000	\$865,577,869	233	\$407,350	\$103,549,811	109	\$760,000	\$88,758,043	3		\$5,269,000	0					\$3,560,254		
Unincorporated NSW	4		\$371,500	1		\$10,000	0			0			2					\$12,379,000		
Upper Hunter Shire	248	\$278,250	\$77,651,438	65	\$92,000	\$6,740,867	57	\$415,000	\$33,607,992	28	\$615,000	\$25,160,450	3					\$3,269,000		
Upper Lachlan Shire	112	\$304,550	\$37,965,693	58	\$106,500	\$6,946,865	133	\$275,000	\$44,329,846	45	\$650,000	\$41,560,866	3							
Uralla	82	\$292,500	\$27,557,180	19	\$125,000	\$2,630,501	29	\$435,000	\$14,079,863	9		\$8,221,866	2					\$3,940,000		
Urana	18	\$63,500	\$1,426,000	10	\$7,500	\$185,132	7		\$1,330,418	6		\$4,992,150	0							
Wagga Wagga	1,246	\$345,000	\$455,122,530	341	\$135,000	\$55,966,439	39	\$640,000	\$25,828,288	25	\$785,000	\$27,145,961	0							
Wakool	65	\$190,000	\$15,669,678	19	\$46,000	\$2,060,500	25	\$20,000	\$9,808,228	18	\$903,800	\$33,066,828	2					\$1,532,600		
Walcha	44	\$216,250	\$11,562,000	6	\$12,000	\$72,239	14	\$247,500	\$4,950,823	15	\$1,159,000	\$25,514,760	6					\$20,927,740		
Walgett	56	\$50,000	\$4,530,200	24	\$12,000	\$301,550	15	\$33,900	\$2,288,498	7		\$8,168,208	16	\$1,557,952	\$39,697,053					
Warren	31	\$165,000	\$4,854,000	5	\$197,000	\$1,970,539	11	\$219,773	\$1,579,192	9		\$10,395,024	2					\$3,250,000		
Warrumbungle Shire	102	\$163,750	\$18,073,000	17	\$26,000	\$1,088,458	68	\$197,500	\$16,361,816	55	\$580,000	\$41,998,390	8					\$12,076,140		
Weddin	51	\$163,000	\$9,609,500	34	\$25,642	\$1,280,447	16	\$140,000	\$6,040,500	21	\$850,000	\$25,693,060	1					\$4,000,000		
Wellington	143	\$165,000	\$29,335,416	38	\$31,500	\$1,741,004	23	\$195,000	\$8,160,179	24	\$672,295	\$28,919,998	3					\$17,797,575		
Wentworth	119	\$215,000	\$30,712,460	56	\$142,500	\$12,839,850	44	\$277,500	\$18,927,030	4		\$8,451,710	5					\$25,881,275		
Wingecarribee	967	\$750,000	\$854,534,774	175	\$340,000	\$85,248,624	146	\$1,565,000	\$263,023,672	7		\$35,475,000	0							
Wollongong	2,131	\$734,000	\$1,688,081,382	239	\$425,000	\$121,834,116	11	\$2,000,000	\$41,982,500	0			0							
Yass Valley	243	\$445,000	\$121,891,617	75	\$290,000	\$18,603,953	100	\$685,000	\$83,021,850	18	\$745,000	\$25,866,308	0							
Young	232	\$260,000	\$66,505,127	48	\$87,500	\$4,283,524	69	\$359,000	\$27,087,530	13	\$943,433	\$24,821,349	0							
TOTAL SALES	45,596	\$443,000	\$22,441,974,768	10,437	\$185,000	\$2,442,399,277	5,861	\$436,000	\$3,587,228,759	1,760	\$674,857	\$1,976,870,261	253	\$1,809,600	\$895,484,095					

Appendix 1 - Victoria

Local Government Area Tables: Data covers sales for the 12 months to November 2017.

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural (Less than 40 Ha)				Agriculture/Rural 40 Ha to 100 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+				
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Alpine	249	\$346,000	\$93,417,555	96	\$160,000	\$18,172,905	38	\$437,750	\$19,802,760	6		\$3,492,714	0								
Ararat	176	\$204,000	\$40,359,204	28	\$73,250	\$3,594,700	38	\$322,800	\$12,331,517	32	\$663,212	\$43,679,346	0								
Ballarat	2,243	\$335,000	\$841,066,808	422	\$155,000	\$87,689,378	49	\$460,000	\$22,650,509	4		\$2,278,440	0								
Bass Coast	1,302	\$395,000	\$554,498,889	526	\$180,000	\$117,594,429	51	\$650,000	\$37,919,236	4		\$15,580,000	0								
Baw Baw	1,092	\$380,000	\$443,861,100	551	\$149,000	\$100,625,319	121	\$710,000	\$95,732,926	7		\$169,292,641	0								
Benalla	267	\$250,000	\$74,109,845	69	\$108,000	\$10,153,001	67	\$375,000	\$27,905,604	4		\$4,668,642	0								
Buloke	102	\$90,000	\$11,401,202	36	\$13,000	\$860,932	13	\$155,000	\$2,767,075	66	\$451,432	\$35,643,625	2								\$1,662,124
Campaspe	555	\$289,000	\$175,518,975	102	\$148,000	\$17,231,234	156	\$345,500	\$58,668,632	32	\$660,000	\$29,393,749	0								
Central Goldfields	247	\$198,000	\$53,478,922	45	\$76,000	\$4,231,102	62	\$168,750	\$15,285,199	7		\$3,678,000	0								
Colac-Otway	406	\$348,500	\$155,241,887	131	\$144,000	\$24,859,584	83	\$430,000	\$37,140,539	5		\$5,275,597	0								
Corangamite	206	\$230,000	\$51,190,793	59	\$115,000	\$7,394,250	78	\$425,000	\$40,849,773	26	\$1,080,042	\$73,261,222	1								\$9,100,000
East Gippsland	967	\$300,000	\$319,826,532	409	\$118,000	\$57,552,177	176	\$330,000	\$65,617,304	24	\$563,843	\$18,787,263	0								
Gannawarra	166	\$165,501	\$31,854,690	36	\$67,000	\$3,791,766	28	\$238,537	\$8,419,683	22	\$462,500	\$12,371,396	0								
Glenelg	402	\$220,000	\$100,488,893	42	\$55,000	\$2,899,345	75	\$305,001	\$23,180,879	11	\$972,425	\$11,365,316	1								\$24,000,000
Golden Plains	340	\$415,000	\$143,773,707	161	\$175,000	\$31,550,231	128	\$362,500	\$49,382,939	11	\$920,000	\$16,385,568	0								
Greater Bendigo	1,779	\$340,000	\$652,916,328	552	\$145,500	\$97,958,830	238	\$364,000	\$103,278,393	8		\$8,205,000	0								
Greater Geelong	4,442	\$471,000	\$2,368,349,041	1,010	\$225,000	\$332,709,767	46	\$1,115,000	\$59,895,016	0		\$9,540,725	0								
Greater Shepparton	961	\$277,000	\$286,368,793	266	\$126,000	\$43,177,342	112	\$390,075	\$46,916,715	6		\$4,710,250	0								
Hepburn	358	\$425,000	\$170,291,157	117	\$165,000	\$23,852,000	84	\$485,000	\$48,297,543	5		\$20,843,661	0								
Hindmarsh	87	\$110,000	\$11,717,302	13	\$35,000	\$941,207	10	\$272,500	\$3,054,732	33	\$544,000	\$11,510,723	0								
Horsham	307	\$265,000	\$85,836,939	67	\$105,000	\$8,655,323	52	\$362,940	\$19,299,764	16	\$558,310	\$8,156,920	0								
Indigo	189	\$347,500	\$68,801,314	86	\$132,000	\$14,473,092	78	\$458,500	\$45,322,894	5		\$2,230,545	0								
Latrobe	1,319	\$238,000	\$346,490,031	196	\$139,000	\$30,016,560	69	\$450,000	\$37,054,513	3		\$2,230,545	0								
Loddon	92	\$190,000	\$18,652,200	34	\$39,000	\$1,375,650	95	\$140,000	\$18,365,293	34	\$565,000	\$35,894,424	1								\$2,290,550
Macedon Ranges	793	\$570,000	\$481,089,024	313	\$230,000	\$85,395,157	189	\$815,000	\$203,384,050	14	\$806,540	\$18,827,339	1								\$3,250,000
Mansfield	188	\$350,000	\$72,072,362	88	\$159,475	\$16,050,052	99	\$419,000	\$45,747,110	10	\$562,500	\$6,805,000	0								
Mildura	877	\$260,000	\$246,683,295	195	\$115,000	\$46,687,037	88	\$308,750	\$45,790,064	23	\$553,318	\$27,374,023	4								\$5,280,340
Mitchell	719	\$400,000	\$312,285,202	394	\$164,750	\$87,830,400	119	\$500,000	\$80,565,877	11	\$500,000	\$8,550,002	0								
Moira	588	\$271,000	\$179,274,014	145	\$116,000	\$21,288,289	110	\$279,000	\$38,352,371	19	\$640,000	\$18,817,963	0								
Moorabool	630	\$421,000	\$282,600,072	311	\$155,000	\$57,080,415	118	\$595,500	\$118,067,189	6		\$5,790,000	0								
Mount Alexander	360	\$420,000	\$157,638,735	129	\$139,000	\$22,532,732	84	\$450,000	\$40,413,984	6		\$2,651,565	0								
Moyne	263	\$360,000	\$110,833,521	84	\$130,000	\$14,557,402	80	\$372,178	\$32,937,969	33	\$1,129,357	\$55,183,403	0								
Murrindindi	279	\$370,000	\$108,401,367	148	\$125,500	\$21,380,234	125	\$500,000	\$70,610,245	16	\$1,241,007	\$30,928,514	0								
Northern Grampians	188	\$171,500	\$35,986,252	45	\$80,000	\$6,309,152	86	\$202,500	\$19,948,812	34	\$487,459	\$23,856,370	1								\$3,987,004
Pyrenees	122	\$205,750	\$25,873,999	42	\$59,000	\$3,375,371	92	\$190,000	\$25,940,406	31	\$731,900	\$30,031,025	0								
Queenscliffe	40	\$763,000	\$34,645,347	2		\$995,308	0			0											
South Gippsland	633	\$312,000	\$224,555,912	238	\$130,000	\$40,189,268	166	\$520,000	\$102,469,873	23	\$665,000	\$26,285,527	1								\$440,000
Southern Grampians	241	\$180,000	\$51,120,949	33	\$93,500	\$3,619,000	37	\$310,000	\$14,944,839	24	\$673,700	\$23,496,765	2								\$22,751,116
Strathgowie	177	\$290,000	\$55,887,532	59	\$105,000	\$9,557,000	83	\$330,000	\$34,695,298	25	\$800,000	\$31,402,209	0								

Appendix 1 - Victoria

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural Less than 40 Ha			Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Surf Coast	639	\$728,500	\$511,005,419	191	\$289,000	\$80,161,102	52	\$910,500	\$62,152,595	3		\$6,410,000
Swan Hill	320	\$236,000	\$80,386,206	56	\$101,000	\$6,380,831	48	\$270,488	\$30,094,848	22	\$619,155	\$21,133,691
Towong	75	\$245,000	\$19,651,000	13	\$75,000	\$1,036,000	41	\$300,000	\$13,925,400	18	\$465,000	\$10,445,305
Unincorporated Vic	0			7		\$1,370,000	11	\$770,000	\$6,852,000	1		\$3,999,999
Wangaratta	397	\$285,000	\$121,408,286	83	\$150,000	\$13,618,500	88	\$437,000	\$42,888,700	19	\$850,000	\$20,164,430
Warrnambool	463	\$330,000	\$165,693,743	92	\$150,000	\$20,544,300	0			0		
Wellington	819	\$257,000	\$227,466,545	356	\$70,000	\$34,264,156	158	\$380,000	\$76,168,197	25	\$570,000	\$18,740,488
West Wimmera	50	\$116,750	\$6,282,500	11	\$16,000	\$477,500	40	\$172,408	\$8,812,575	31	\$599,968	\$33,165,420
Wodonga	708	\$340,000	\$251,514,542	274	\$140,000	\$50,997,513	11	\$600,000	\$6,875,000	0		
Yarra Ranges	33	\$400,000	\$13,353,501	19	\$105,000	\$2,350,050	1		\$560,000	0		
Yarriambiack	130	\$91,000	\$14,092,634	25	\$20,000	\$1,261,200	12	\$253,541	\$5,935,953	15	\$887,562	\$14,394,210
TOTAL SALES	26,665	\$340,000	\$10,190,046,560	7,724	\$148,000	\$1,532,504,716	3,691	\$380,000	\$1,774,202,874	771	\$648,750	\$967,869,176
										14	\$1,797,775	\$70,361,134

Appendix 1 - Queensland

Local Government Area Tables: Data covers sales for the 12 months to November 2017.

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 40 Ha to 100 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+					
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	
Balonne	31	\$168,000	\$5,889,127	13	\$15,000	\$534,644	8		\$2,047,049	6		\$8,440,000	17	\$3,000,000	\$56,043,100							
Banana	124	\$167,500	\$24,539,977	13	\$27,500	\$780,000	19	\$310,000	\$7,425,700	18	\$623,735	\$14,503,000	16	\$2,625,000	\$60,143,547							
Barcaldine	27	\$100,000	\$4,452,500	3		\$47,500	5		\$970,000	0			6		\$12,757,256							
Barcoo	1	\$35,000	\$35,000	0			0			0			1		\$1,700,000							
Blackall/Tambo	22	\$94,750	\$2,389,500	1		\$15,000	2		\$555,000	0			3		\$11,591,300							
Boulia	1	\$60,000	\$60,000	1		\$10,000	0			0			1		\$420,000							
Bulloo	2	\$21,800	\$21,800	0			0			0			3		\$4,920,000							
Bundaberg	1,409	\$290,000	\$438,427,924	304	\$147,250	\$49,412,600	215	\$280,000	\$79,648,009	27	\$505,000	\$28,882,899	1		\$30,000							
Burdekin	172	\$173,500	\$37,623,016	27	\$85,000	\$2,952,400	22	\$705,000	\$19,324,822	9		\$16,550,942	1		\$40,001							
Burke	3	\$1,285,000	\$1,285,000	0			0			0			0									
Cairns	2,537	\$415,000	\$1,138,415,278	471	\$210,000	\$116,413,099	46	\$395,000	\$25,308,500	5		\$6,625,000	0									
Carpentaria	12	\$172,500	\$1,916,000	9		\$617,000	0			0			0									
Cassowary Coast	316	\$250,000	\$87,522,223	107	\$89,000	\$11,812,350	71	\$330,000	\$26,655,650	9		\$12,376,067	0									
Central Highlands	348	\$160,000	\$66,610,137	35	\$105,000	\$6,145,200	19	\$235,000	\$6,432,800	14	\$1,000,000	\$15,605,500	23	\$3,500,000	\$120,502,044							
Charters Towers	75	\$185,000	\$15,421,120	10	\$107,500	\$1,404,500	21	\$435,000	\$8,545,000	3		\$11,380,619	8		\$18,856,050							
Cloncurry	24	\$145,000	\$4,547,000	3		\$226,000	1		\$420,000	0			1		\$256,000							
Cook	27	\$290,000	\$7,805,000	15	\$70,000	\$1,767,000	12	\$242,500	\$3,194,500	0			2		\$4,675,000							
Croydon	0			3		\$28,548	0			0			0									
Diamantina	1	\$350,000	\$350,000	1		\$12,750	0			0			0									
Etheridge	5	\$299,000	\$299,000	7		\$106,820	0			0		\$66,000	3		\$8,677,450							
Flinders	12	\$100,000	\$1,408,000	4		\$43,000	1		\$170,000	0			14	\$2,252,345	\$39,471,570							
Fraser Coast	2,127	\$319,250	\$704,179,279	764	\$129,700	\$105,916,817	116	\$345,000	\$46,426,000	13	\$549,900	\$9,434,900	0									
Gladstone	707	\$275,000	\$214,448,034	157	\$180,000	\$32,965,396	119	\$250,000	\$32,047,470	24	\$470,000	\$11,911,159	7		\$15,305,000							
Goondiwindi	121	\$292,500	\$39,471,059	43	\$82,000	\$4,889,101	21	\$300,000	\$7,457,500	24	\$357,500	\$12,470,740	10	\$1,393,689	\$19,730,739							
Gympie	978	\$300,000	\$311,150,183	358	\$127,820	\$48,280,305	189	\$425,000	\$88,768,461	37	\$560,000	\$23,182,515	4		\$10,700,000							
Hinchinbrook	99	\$200,000	\$21,803,300	26	\$67,250	\$2,064,000	34	\$273,760	\$10,450,645	5		\$6,165,000	0									
Isaac	252	\$140,000	\$40,248,340	5		\$248,000	14	\$235,000	\$4,327,500	8		\$4,271,993	15	\$3,000,000	\$84,411,710							
Lockyer/Valley	597	\$305,000	\$188,935,883	214	\$140,000	\$32,129,520	143	\$415,000	\$69,845,995	6		\$4,539,750	0									
Longreach	37	\$165,000	\$6,992,500	5		\$2,325,000	0			0			5		\$15,144,402							
Mackay	1,390	\$318,500	\$465,638,856	249	\$167,000	\$53,107,189	78	\$470,000	\$37,830,300	15	\$650,000	\$12,539,177	2		\$9,744,000							
Maranoa	84	\$177,500	\$17,998,887	6		\$381,537	22	\$380,000	\$9,166,462	29	\$550,050	\$19,805,103	27		\$61,191,000							
McKinlay	6	\$454,000	\$454,000	2		\$31,000	0			0			3		\$7,492,433							
Mount Isa	154	\$252,750	\$39,909,350	7		\$395,500	0			0			1		\$999,859							
Murweh	41	\$120,000	\$6,231,000	5		\$1,468,740	1		\$480,000	0			8		\$35,539,100							
North Burnett	96	\$148,000	\$14,835,000	31	\$15,000	\$1,037,618	37	\$255,000	\$11,489,549	33	\$410,000	\$18,384,400	13	\$750,000	\$15,320,000							
Paroo	22	\$71,250	\$1,967,500	3		\$92,500	0			0			12	\$1,955,698	\$49,239,033							
Quilpie	7	\$808,000	\$808,000	2		\$25,000	0			0			4		\$5,245,000							
Richmond	18	\$77,500	\$2,000,500	9		\$246,500	0			0			5		\$9,233,156							
Rockhampton	1,451	\$300,000	\$469,001,920	365	\$169,000	\$78,565,237	133	\$432,000	\$59,277,650	12	\$765,000	\$9,665,000	5		\$50,562,258							

Appendix 1 - Queensland

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+			
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	
Scenic Rim	716	\$438,500	\$330,464,873	194	\$195,000	\$45,695,712	187	\$505,000	\$118,266,116	24	\$704,500	\$26,784,136	0			
Somerset	403	\$289,000	\$122,382,474	104	\$157,500	\$23,404,933	127	\$420,000	\$59,658,300	33	\$755,000	\$29,898,031	0			
South Burnett	446	\$218,500	\$100,912,152	158	\$60,000	\$10,464,800	108	\$260,000	\$31,469,500	51	\$520,000	\$34,560,131	5	\$7,388,000	\$7,388,000	
Southern Downs	514	\$255,000	\$138,871,427	202	\$108,196	\$36,089,577	188	\$347,000	\$72,182,057	48	\$372,709	\$28,822,435	1	\$700,000	\$700,000	
Tablelands	629	\$330,000	\$217,127,256	197	\$123,000	\$27,037,495	151	\$452,500	\$93,126,026	20	\$817,500	\$28,542,000	2	\$4,280,000	\$4,280,000	
Toowoomba	2,528	\$370,000	\$1,015,178,538	658	\$179,500	\$133,079,123	270	\$460,000	\$170,917,232	80	\$733,387	\$104,101,060	5	\$10,045,000	\$10,045,000	
Torres	7		\$3,412,000	0			0			0			0			
Townsville	2,321	\$330,000	\$813,301,210	419	\$162,000	\$81,767,818	43	\$455,000	\$22,517,166	6		\$3,575,000	6	\$26,631,000	\$26,631,000	
Weipa	19	\$385,000	\$7,796,500	7		\$2,343,300	0			0			0			
Western Downs	387	\$200,000	\$86,073,470	61	\$80,000	\$7,183,363	156	\$45,000	\$17,676,350	72	\$684,000	\$65,460,997	36	\$2,056,420	\$97,747,781	
Whitsunday	383	\$335,000	\$139,345,365	185	\$162,500	\$34,612,450	35	\$475,000	\$18,910,046	6		\$10,730,000	1	\$2,500,000	\$2,500,000	
Winton	20	\$108,500	\$2,384,000	2		\$42,500	0			1		\$145,000	4	\$5,425,000	\$5,425,000	
TOTAL SALES	20,251	\$316,000	\$6,804,021,640	5,015	\$150,000	\$866,347,197	2,237	\$350,000	\$959,054,242	580	\$595,000	\$510,590,987	281	\$2,050,000	\$884,657,789	



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Appendix 1 - South Australia

Local Government Area Tables: Data covers sales for the 12 months to November 2017.

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 40 Ha to 100 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+				
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Adelaide Hills	228	\$447,500	\$108,071,616	33	\$206,250	\$8,050,750	74	\$752,500	\$57,553,895	1		\$2,000,000	0								
Alexandrina	657	\$365,000	\$276,197,405	223	\$157,500	\$98,584,469	107	\$575,000	\$70,085,413	10	\$1,312,500	\$16,941,500	0		\$16,941,500	0		\$16,941,500	0		\$16,941,500
Barossa	366	\$350,000	\$140,844,687	131	\$150,000	\$25,970,391	96	\$532,500	\$59,666,593	4		\$4,620,000	0		\$4,620,000	0		\$4,620,000	0		\$4,620,000
Barunga West	36	\$285,000	\$10,248,000	10	\$84,500	\$893,000	6	\$1,396,400	\$1,396,400	2		\$2,435,000	0		\$2,435,000	0		\$2,435,000	0		\$2,435,000
Beri and Barmera	121	\$199,950	\$26,385,450	17	\$126,000	\$5,548,020	45	\$176,666	\$10,916,289	0			0			0			0		
Ceduna	20	\$352,500	\$6,423,500	1		\$85,000	6	\$400,500	\$1,799,000	12	\$335,000	\$4,443,000	7		\$4,443,000	7		\$4,443,000	7		\$3,585,000
Clare and Gilbert Valleys	155	\$265,000	\$45,594,920	49	\$100,000	\$12,709,400	59	\$400,500	\$29,622,677	13	\$3,000,000	\$40,876,899	0		\$40,876,899	0		\$40,876,899	0		\$40,876,899
Cleve	12	\$195,000	\$2,212,000	8	\$176,400	\$1,764,000	2		\$293,500	9		\$7,338,800	5		\$7,338,800	5		\$7,338,800	5		\$8,610,667
Copper Coast	295	\$259,000	\$81,646,170	133	\$90,000	\$14,341,861	16	\$387,500	\$7,324,650	3		\$3,108,000	0		\$3,108,000	0		\$3,108,000	0		\$3,108,000
Elliston	15	\$221,000	\$3,271,500	9	\$517,500	\$5,175,000	3		\$557,500	7		\$5,260,500	2		\$5,260,500	2		\$5,260,500	2		\$2,814,700
Flinders Ranges	16	\$162,500	\$2,607,000	7	\$570,000	\$5,700,000	5		\$309,000	5		\$1,851,000	1		\$1,851,000	1		\$1,851,000	1		\$256,542
Franklin Harbour	11	\$188,000	\$2,287,064	11	\$43,000	\$908,500	6		\$760,000	4		\$512,500	5		\$512,500	5		\$512,500	5		\$2,110,000
Goyder	62	\$159,500	\$10,269,688	21	\$24,000	\$1,177,299	28	\$247,381	\$9,037,527	24	\$509,891	\$16,877,900	4		\$16,877,900	4		\$16,877,900	4		\$11,540,000
Grant	114	\$280,000	\$35,015,488	108	\$120,000	\$13,745,350	65	\$612,500	\$44,927,255	5		\$5,033,550	0		\$5,033,550	0		\$5,033,550	0		\$5,033,550
Kangaroo Island	95	\$240,000	\$25,614,169	90	\$60,000	\$8,854,150	28	\$262,500	\$9,435,000	25	\$500,000	\$68,360,000	0		\$68,360,000	0		\$68,360,000	0		\$68,360,000
Karoonda East Murray	7	\$1,136,500	\$1,136,500	6	\$392,300	\$932,300	7		\$931,000	12	\$364,418	\$4,966,535	6		\$4,966,535	6		\$4,966,535	6		\$3,735,945
Kimba	8	\$240,000	\$2,942,666	4	\$247,891	\$2,478,910	3		\$130,000	5		\$4,293,645	4		\$4,293,645	4		\$4,293,645	4		\$3,691,022
Kingston	12	\$350,000	\$71,702,850	76	\$139,875	\$11,846,114	40	\$545,000	\$25,588,000	9		\$11,157,959	2		\$11,157,959	2		\$11,157,959	2		\$10,028,000
Light	196	\$290,000	\$21,335,500	56	\$129,000	\$7,890,000	17	\$460,000	\$7,405,800	9		\$12,942,000	2		\$12,942,000	2		\$12,942,000	2		\$2,300,000
Lower Eyre Peninsula	153	\$206,000	\$35,968,498	69	\$75,000	\$5,954,004	46	\$166,500	\$11,647,431	13	\$330,000	\$23,858,350	4		\$23,858,350	4		\$23,858,350	4		\$16,900,000
Loxton Waikerie	109	\$330,000	\$37,651,955	69	\$212,500	\$13,817,300	26	\$407,500	\$9,500,358	0			0			0			0		
Mallala	117	\$227,000	\$27,111,280	73	\$69,500	\$7,251,050	86	\$142,500	\$19,164,692	33	\$125,000	\$9,386,800	1		\$9,386,800	1		\$9,386,800	1		\$117,000
Mid Murray	529	\$415,000	\$239,583,596	476	\$170,000	\$88,681,700	74	\$706,250	\$74,161,750	0			0			0			0		
Mount Barker	450	\$253,250	\$120,834,348	55	\$112,500	\$7,741,500	0			0			0			0			0		
Mount Gambier	35	\$140,000	\$5,249,557	7	\$229,500	\$2,295,000	18	\$181,000	\$3,902,250	17	\$370,000	\$8,869,000	1		\$8,869,000	1		\$8,869,000	1		\$600,000
Mount Remarkable	298	\$239,475	\$78,267,999	70	\$120,000	\$9,012,683	39	\$275,000	\$13,372,450	14	\$471,000	\$8,734,742	1		\$8,734,742	1		\$8,734,742	1		\$1,454,357
Murray Bridge	121	\$195,000	\$27,401,451	40	\$76,250	\$5,421,469	44	\$369,007	\$17,317,794	28	\$1,196,000	\$40,890,013	0		\$40,890,013	0		\$40,890,013	0		\$40,890,013
Naracoorte and Lucindale	51	\$150,000	\$8,445,500	25	\$57,000	\$2,348,500	12	\$242,000	\$3,571,600	7		\$4,395,000	0		\$4,395,000	0		\$4,395,000	0		\$4,395,000
Northern Areas	4	\$365,000	\$365,000	6	\$161,000	\$1,610,000	3		\$1,242,250	9		\$4,645,400	1		\$4,645,400	1		\$4,645,400	1		\$190,000
Orroroo/Carrieton	39	\$80,000	\$3,734,150	5	\$66,000	\$66,000	2		\$131,500	4		\$1,088,000	0		\$1,088,000	0		\$1,088,000	0		\$1,088,000
Peterborough	128	\$197,500	\$28,684,600	11	\$65,500	\$1,400,999	6		\$1,090,000	0			0			0			0		
Port Augusta	170	\$306,250	\$56,710,870	43	\$130,000	\$7,017,000	1		\$480,000	0			0			0			0		
Port Lincoln	212	\$165,000	\$38,432,600	31	\$74,000	\$2,145,400	19	\$300,000	\$6,764,824	3		\$1,576,000	0		\$1,576,000	0		\$1,576,000	0		\$1,576,000
Port Pirie City and Dist	165	\$215,000	\$39,849,050	40	\$90,000	\$4,310,400	32	\$121,000	\$5,798,218	3		\$1,774,050	0		\$1,774,050	0		\$1,774,050	0		\$1,774,050
Renmark Paranga	72	\$321,000	\$29,419,500	47	\$153,000	\$7,062,500	7		\$2,485,640	6		\$14,805,790	0		\$14,805,790	0		\$14,805,790	0		\$14,805,790
Robe	43	\$230,000	\$10,918,300	0			0			0			0			0			0		
Roxby Downs	22	\$75,000	\$2,594,500	3	\$111,000	\$111,000	3		\$835,000	19	\$735,000	\$11,359,138	3		\$11,359,138	3		\$11,359,138	3		\$4,529,800
Southern Mallee	30	\$275,000	\$8,090,300	25	\$50,000	\$2,092,400	6		\$837,000	7		\$4,102,880	4		\$4,102,880	4		\$4,102,880	4		\$2,933,989

Appendix 1 - South Australia

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 40 Ha to 100 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+				
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Tatiara	82	\$162,500	\$15,311,016	35	\$30,000	\$2,995,552	23	\$227,700	\$9,527,750	48	\$820,000	\$49,371,224	4		\$7,467,000						
Tea Tree Gully	2		\$1,076,000	0			1		\$380,000	0			0								
The Coorong	66	\$165,000	\$12,225,030	61	\$70,000	\$5,857,449	18	\$231,000	\$4,009,000	17	\$785,000	\$21,328,523	6		\$9,765,989						
Tumby Bay	31	\$250,000	\$8,315,100	18	\$95,000	\$2,015,367	12	\$187,500	\$2,490,000	11	\$745,000	\$12,846,500	0								
Unincorporated SA	48	\$37,500	\$2,980,850	10	\$9,000	\$87,490	2		\$180,000	1		\$110,000	0								
Victor Harbor	410	\$359,975	\$172,561,098	157	\$145,000	\$28,321,990	23	\$555,000	\$13,312,700	7		\$12,718,976	0								
Wakefield	76	\$180,000	\$13,815,442	32	\$44,000	\$1,385,800	18	\$372,500	\$7,661,905	13	\$1,100,000	\$16,709,052	0								
Wattle Range	173	\$190,000	\$36,587,980	50	\$67,500	\$4,221,500	61	\$365,000	\$27,147,689	18	\$2,025,000	\$34,212,164	0								
Whyalla	96	\$192,115	\$19,901,230	8		\$996,750	0			0			0								
Wudinna	10	\$117,500	\$1,320,000	4		\$545,000	1		\$500,000	4		\$2,042,000	7		\$7,899,945						
Yankalilla	119	\$350,000	\$46,589,750	98	\$121,500	\$14,835,200	30	\$383,333	\$15,040,499	5		\$4,622,000	0								
Yorke Peninsula	228	\$244,000	\$62,801,800	82	\$105,000	\$14,025,000	33	\$345,000	\$24,652,347	32	\$2,050,000	\$73,545,381	2		\$475,000						
TOTAL SALES	5,659	\$265,000	\$1,648,411,867	2,061	\$111,000	\$300,550,398	1,100	\$340,000	\$481,734,484	478	\$700,000	\$574,784,771	72	\$822,500	\$101,004,956						

Appendix 1 - Western Australia

Local Government Area Tables: Data covers sales for the 12 months to November 2017.

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 40 Ha to 100 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+				
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Albany	551	\$380,000	\$251,959,896	219	\$175,000	\$45,576,000	38	\$585,000	\$23,466,000	13	\$1,150,000	\$19,738,030	2		\$2,579,072						
Ashburton	24	\$237,500	\$8,325,641	0			0			1		\$1,050,000	0								
Augusta-Margaret River	245	\$510,000	\$143,019,500	203	\$185,000	\$51,561,000	57	\$725,000	\$63,083,501	2		\$2,100,000	0								
Beverley	22	\$170,000	\$4,211,000	11	\$50,000	\$600,538	23	\$248,500	\$10,581,499	4		\$1,227,577	0								
Boddington	14	\$190,000	\$3,392,000	5	\$572,000	\$572,000	5	\$262,900	\$2,629,000	3		\$2,700,000	0								
Boyanup Brook	12	\$232,500	\$3,035,000	10	\$88,750	\$1,409,500	23	\$350,000	\$10,725,351	9		\$10,547,111	0								
Bridgetown-Greenbushes	84	\$342,500	\$31,549,759	70	\$77,500	\$7,737,900	25	\$320,000	\$10,081,500	5		\$3,403,334	0								
Brookton	13	\$282,000	\$3,031,000	2	\$405,000	\$405,000	11	\$285,000	\$5,769,649	6		\$3,079,675	0								
Broome	157	\$495,000	\$81,293,432	26	\$223,313	\$7,599,225	0			0			0								
Broomhill-Tambellup	5	\$469,500	\$469,500	4	\$111,500	\$111,500	4	\$505,827	\$505,827	3		\$4,845,000	0								
Bruce Rock	12	\$115,000	\$1,268,000	2	\$75,000	\$75,000	2	\$578,252	\$578,252	8		\$4,697,385	0								
Bunbury	408	\$330,000	\$148,555,259	69	\$205,000	\$17,619,800	0			0			0								
Bussetton	667	\$510,000	\$421,298,599	416	\$287,000	\$180,106,600	47	\$850,000	\$51,751,083	0			0								
Capel	198	\$396,000	\$84,294,500	107	\$156,000	\$21,322,700	15	\$757,826	\$11,030,512	2		\$2,300,000	0								
Camamah	11	\$87,500	\$1,081,700	2	\$29,000	\$29,000	0			0			4								
Camaron	36	\$217,500	\$8,267,500	5	\$960,000	\$960,000	7	\$7,488,000	\$7,488,000	3		\$7,488,000	0								
Chapman Valley	7	\$2,308,000	\$2,308,000	13	\$170,000	\$1,869,500	6	\$1,815,000	\$1,815,000	5		\$5,113,000	0								
Chittering	46	\$535,000	\$24,554,000	39	\$268,000	\$11,208,500	29	\$576,000	\$19,574,751	8		\$8,765,000	1								
Collie	121	\$185,000	\$27,722,720	15	\$75,000	\$1,877,833	4			0			0								
Coolgardie	36	\$92,500	\$4,052,650	3	\$140,000	\$140,000	0			0			0								
Coorow	15	\$250,000	\$3,950,000	1	\$103,400	\$103,400	2	\$1,771,000	\$1,771,000	1		\$1,900,000	0								
Corrigin	9	\$1,635,000	\$14,635,000	3	\$219,000	\$219,000	11	\$325,000	\$5,738,580	13		\$6,906,226	0								
Cranbrook	5	\$253,000	\$3,589,000	14	\$54,000	\$830,000	25	\$160,000	\$4,796,670	1		\$480,000	0								
Cuballing	15	\$253,000	\$3,589,000	1	\$5,500	\$5,500	0			0			0								
Cue	8	\$359,000	\$2,872,000	1	\$359,000	\$359,000	6	\$839,400	\$1,941,500	4		\$2,124,490	0								
Cunderdin	15	\$215,000	\$3,178,500	13	\$60,000	\$839,400	6	\$839,400	\$1,941,500	4		\$2,124,490	0								
Dalwallinu	18	\$185,000	\$2,940,500	8	\$580,000	\$580,000	0			8		\$3,955,410	2								
Dandaragan	59	\$370,000	\$24,018,000	45	\$125,000	\$7,274,000	11	\$205,000	\$6,810,000	5		\$2,834,000	4								
Dardanup	176	\$350,000	\$64,469,000	62	\$207,250	\$13,251,989	22	\$755,000	\$17,466,500	0			0								
Denmark	80	\$394,000	\$32,508,000	49	\$175,000	\$9,147,500	33	\$700,000	\$23,320,710	4		\$28,645,000	0								
Derby-West Kimberley	18	\$207,500	\$4,668,000	3	\$380,000	\$380,000	3	\$540,000	\$2,827,450	6		\$9,445,000	0								
Donnybrook-Balingup	69	\$335,000	\$24,584,625	37	\$100,000	\$5,290,000	46	\$540,000	\$2,827,450	6		\$3,265,000	0								
Dowerin	9	\$1,203,500	\$10,831,500	3	\$90,800	\$90,800	6	\$425,100	\$4,251,000	4		\$6,277,108	0								
Dumbleyung	4	\$381,000	\$1,524,000	4	\$358,000	\$1,432,000	1	\$700,000	\$700,000	5		\$6,277,108	0								
Dundas	22	\$39,725	\$869,450	2	\$11,000	\$11,000	0			0			0								
East Pilbara	83	\$155,000	\$13,440,500	7	\$1,762,093	\$12,658,000	0			0			0								
Esperance	153	\$330,000	\$60,497,500	54	\$170,000	\$10,968,070	18	\$480,000	\$9,641,150	29		\$1,150,000	7								
Exmouth	26	\$485,000	\$14,791,000	27	\$185,000	\$5,106,659	2	\$1,588,111	\$1,588,111	0			0								
Geraldton-Greenough	488	\$307,250	\$153,465,450	106	\$131,000	\$26,966,700	28	\$383,750	\$13,636,279	3		\$2,360,000	1								

Appendix 1 - Western Australia

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+			
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	
Gingin	90	\$404,750	\$37,832,700	23	\$155,000	\$3,645,000	39	\$530,000	\$23,645,600	13	\$1,450,000	\$19,155,500	1		\$930,000	
Gnowangerup	12	\$99,000	\$1,231,500	3	\$51,000	\$51,000	4		\$1,770,000	8		\$17,897,548	1		\$1,250,000	
Goornalling	6	\$1,492,500	\$1,492,500	3	\$210,000	\$564,000	8		\$5,649,000	5		\$2,909,000	0			
Halls Creek	2	\$394,000	\$788,000	0			0			0			0			
Harvey	354	\$370,000	\$131,006,613	186	\$176,000	\$36,784,378	46	\$550,000	\$33,308,641	2		\$1,345,000	0			
Irwin	48	\$317,500	\$16,654,625	18	\$108,500	\$1,888,500	3		\$1,350,000	2		\$620,000	2		\$7,250,000	
Jerramungup	18	\$231,250	\$4,287,000	8	\$231,250	\$1,850,000	0		\$1,297,000	3		\$3,790,472	9		\$10,564,936	
Kalgoorlie/Boulder	362	\$310,000	\$113,291,637	49	\$148,000	\$10,990,127	0			0			0			
Katanning	45	\$160,000	\$7,982,330	6	\$145,000	\$1,145,000	10	\$540,000	\$10,697,500	1		\$415,000	0			
Kellerberrin	9	\$1,592,500	\$14,332,500	6	\$102,850	\$1,028,500	3		\$707,000	2		\$1,495,000	0			
Kent	3	\$282,500	\$847,500	3	\$24,000	\$72,000	3		\$244,000	4		\$4,186,000	4		\$3,621,931	
Kojoonup	13	\$220,000	\$2,860,000	3	\$173,604	\$1,736,040	6		\$2,822,514	6		\$11,040,500	0			
Kondinin	7	\$269,350	\$1,886,450	3	\$223,000	\$669,000	4		\$1,234,000	10	\$941,160	\$11,006,200	0			
Koorda	5	\$285,000	\$1,425,000	0			2		\$890,000	7		\$2,760,000	2		\$790,000	
Kulin	7	\$470,000	\$3,290,000	0			3		\$1,668,000	6		\$7,464,999	2		\$3,190,000	
Lake Grace	9	\$1,786,500	\$16,078,500	4	\$49,500	\$198,000	3		\$925,000	9		\$5,995,200	4		\$5,908,690	
Laverton	8	\$339,000	\$2,712,000	3	\$158,000	\$474,000	0			0			0			
Leonora	10	\$82,500	\$825,000	3	\$368,800	\$1,106,400	0			0			0			
Leonora	10	\$82,500	\$825,000	3	\$368,800	\$1,106,400	0			0			0			
Mandurah	1,340	\$375,000	\$502,629,522	571	\$205,000	\$117,015,000	6		\$3,589,000	0			0			
Manjimup	101	\$276,000	\$28,039,166	27	\$100,000	\$4,583,850	43	\$550,000	\$24,603,363	4		\$5,640,000	0			
Meekatharra	12	\$65,000	\$780,000	0			0			0			0			
Menzies	2	\$145,500	\$291,000	5	\$46,500	\$232,500	0			0			0			
Merredin	28	\$140,000	\$3,920,000	7	\$821,984	\$5,753,888	5		\$1,933,900	13	\$650,000	\$13,535,954	0			
Mingenew	5	\$321,000	\$1,605,000	6	\$65,200	\$391,200	1		\$835,054	1		\$493,500	2		\$620,000	
Moora	17	\$115,000	\$1,955,000	5	\$185,600	\$928,000	6		\$15,025,475	7		\$8,110,395	0			
Morawa	9	\$549,800	\$4,948,200	1	\$80,000	\$80,000	2		\$243,000	2		\$1,295,000	3		\$2,078,139	
Mount Magnet	13	\$47,000	\$611,000	0			0			0			0			
Mount Marshall	2	\$140,000	\$280,000	12	\$5,500	\$66,000	1		\$435,000	6		\$3,131,650	0			
Mukinbudin	9	\$762,500	\$6,862,500	0			1		\$240,000	4		\$1,239,000	1		\$550,000	
Mullewa	1	\$78,000	\$78,000	5	\$41,000	\$205,000	0			4		\$3,010,000	3		\$1,685,000	
Murray	246	\$381,000	\$94,126,000	125	\$181,000	\$22,525,000	33	\$620,000	\$31,437,692	2		\$2,915,000	0			
Nannup	18	\$322,500	\$5,805,000	18	\$165,000	\$2,970,000	9		\$7,125,000	1		\$6,000,000	1		\$4,100,000	
Narembene	9	\$1,295,000	\$11,655,000	0			1		\$190,000	4		\$10,903,280	1		\$1,800,000	
Narrogin Shire	1	\$465,000	\$465,000	0			15	\$475,000	\$8,136,000	4		\$1,762,000	0			
Narrogin Town	67	\$195,000	\$13,165,000	12	\$133,500	\$1,602,000	0			0			0			
Northam	139	\$225,000	\$31,072,500	57	\$130,000	\$7,465,000	34	\$456,250	\$23,538,500	5		\$7,687,500	0			
Northampton	44	\$272,500	\$12,010,000	72	\$738,847	\$53,218,004	7		\$5,098,806	11	\$840,000	\$11,274,536	0			
Nungarin	1	\$100,000	\$100,000	0			3		\$395,000	5		\$753,000	0			
Perenjori	2	\$155,000	\$310,000	2	\$75,008	\$150,016	0			5		\$1,350,160	2		\$2,433,008	
Pingelly	14	\$155,000	\$2,170,000	5	\$133,000	\$665,000	9		\$3,750,954	2		\$3,850,000	0			

Appendix 1 - Western Australia

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 40 Ha to 100 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+			
	Sales vol.	Median price	Total value		Sales vol.	Median price	Total value		Sales vol.	Median price	Total value		Sales vol.	Median price	Total value		Sales vol.	Median price	Total value	
Plantagenet	46	\$224,000	\$11,123,500		34	\$36,593	\$2,763,686		44	\$324,000	\$15,938,500		25	\$800,000	\$29,056,594		0			
Port Hedland	314	\$237,000	\$88,619,979		12	\$128,500	\$3,309,500		1		\$5,000		0				0			
Quairading	11	\$120,000	\$1,408,500		2		\$1,408,500		6		\$2,385,737		3		\$1,742,000		0			
Ravensthorpe	18	\$233,750	\$3,933,500		14	\$52,500	\$1,730,000		8		\$1,450,500		6		\$6,696,480		5		\$10,923,740	
Roebourne	355	\$300,000	\$117,449,532		11	\$165,000	\$5,523,600		1		\$770,000		0				0			
Sandstone	3		\$242,500		1		\$105,000		0				0				0			
Shark Bay	11	\$290,000	\$3,068,000		6		\$925,000		0				0				0			
Tammin	5		\$333,800		4		\$23,000		2		\$532,500		1		\$585,000		0			
Three Springs	5		\$640,500		4		\$31,000		1		\$270,000		1		\$443,000		0			
Toodyay	41	\$320,000	\$12,596,000		24	\$117,500	\$2,928,050		62		\$22,756,250		1		\$522,000		0			
Trayning	9		\$650,400		3		\$719,300		1		\$250,000		2		\$500,000		0			
Victoria Plains	2		\$300,000		2		\$45,500		2		\$875,000		2		\$2,190,000		1		\$3,200,000	
Wagin	28	\$165,000	\$4,400,000		6		\$371,000		7		\$3,570,500		2		\$832,850		0			
Wandering	0				2		\$159,500		16		\$6,423,000		1		\$1,710,000		0			
Waroona	60	\$290,000	\$20,351,516		34	\$155,000	\$5,656,000		13		\$8,152,000		0				0			
West Arthur	7		\$1,103,000		5		\$822,000		12		\$7,438,670		6		\$4,712,470		0			
Westonia	0				3		\$2,916,000		0				5		\$3,342,000		1		\$94,476	
Wickepin	7		\$930,000		2		\$43,000		5		\$2,334,500		1		\$100,000		0			
Williams	7		\$1,649,000		4		\$266,875		2		\$1,673,000		2		\$3,225,000		0			
Wiluna	1		\$30,000		1		\$275,000		0				0				0			
Wongan-Ballidu	11	\$130,000	\$1,945,000		3		\$114,800		3		\$5,820,000		3		\$4,605,000		0			
Woodanilling	4		\$755,000		4		\$460,500		4		\$590,000		1		\$219,000		0			
Wyalkatchem	7		\$606,000		2		\$15,000		1		\$375,000		1		\$330,880		0			
Wyndham-East Kimberley	44	\$327,500	\$14,855,338		5		\$4,516,000		2		\$1,755,000		0				0			
Yalgoo	0				2		\$4,000		0				0				0			
Yilgarn	7		\$486,500		2		\$390,000		2		\$8,875,000		4		\$4,054,000		1		\$110,000	
York	48	\$327,500	\$15,773,500		25	\$75,000	\$2,930,000		14		\$8,152,263		4		\$2,397,500		0			
TOTAL SALES	6,508	\$335,000	\$2,419,264,556		2,440	\$170,000	\$585,143,350		993	\$457,500	\$618,440,152		383	\$720,000	\$449,627,788		71	\$1,444,830	\$132,172,952	

Appendix 1 - Tasmania

Local Government Area Tables: Data covers sales for the 12 months to November 2017.

Region	Residential houses (Less than 4 Ha)			Agriculture/Rural (Less than 40 Ha)			Agriculture/Rural 40 Ha to 100 Ha			Agriculture/Rural 100 Ha to 1,000 Ha			Agriculture/Rural 1,000 Ha+		
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Break O'Day	190	\$240,000	\$49,955,635	123	\$68,000	\$10,645,056	36	\$280,000	\$12,378,339	1	\$65,000	\$65,000	1		\$1,700,000
Burnie	382	\$223,250	\$90,716,524	39	\$100,000	\$4,432,000	13	\$375,000	\$4,665,818	1	\$1,250,000	\$1,250,000	0		
Central Coast	419	\$267,000	\$121,451,568	88	\$105,000	\$11,587,222	40	\$366,000	\$17,184,000	1	\$1,200,000	\$1,200,000	0		
Central Highlands	88	\$135,750	\$13,518,563	25	\$32,500	\$2,361,050	28	\$90,000	\$4,730,500	7	\$1,312,500	\$1,312,500	0		
Circular Head	122	\$226,250	\$29,368,800	18	\$58,000	\$2,633,000	20	\$282,500	\$22,818,709	3	\$12,605,200	\$12,605,200	0		
Derwent Valley	65	\$165,000	\$14,084,220	14	\$71,500	\$1,335,900	38	\$189,000	\$8,445,000	1	\$240,000	\$240,000	0		
Devonport	503	\$250,000	\$138,669,644	69	\$110,000	\$9,730,900	9	\$752,675	\$7,526,765	0			0		
Dorset	156	\$220,000	\$36,890,430	48	\$79,000	\$4,873,000	22	\$395,000	\$10,959,500	2	\$550,000	\$550,000	0		
Flinders	11	\$250,000	\$2,915,000	11	\$87,500	\$908,000	15	\$108,000	\$2,437,000	2	\$1,360,000	\$1,360,000	0		
George Town	164	\$190,000	\$37,263,805	67	\$70,000	\$5,294,840	16	\$322,500	\$7,233,600	1	\$70,000	\$70,000	0		
Glamorgan/Spring Bay	176	\$320,000	\$61,167,483	110	\$135,000	\$18,203,320	22	\$185,000	\$5,983,000	0			0		
Huon Valley	354	\$325,000	\$123,105,749	155	\$110,000	\$21,635,316	119	\$325,000	\$41,827,700	2	\$880,000	\$880,000	0		
Kentish	99	\$250,000	\$27,257,750	23	\$69,000	\$1,578,500	44	\$329,500	\$17,490,500	0			0		
King Island	36	\$220,000	\$9,914,812	14	\$56,000	\$1,419,000	11	\$350,000	\$4,159,500	4	\$3,540,000	\$3,540,000	0		
Kingborough	98	\$372,800	\$39,274,227	56	\$110,125	\$8,585,250	22	\$291,000	\$11,387,000	1	\$35,000	\$35,000	0		
Latrobe	229	\$315,000	\$75,819,083	91	\$100,000	\$14,168,250	16	\$570,000	\$9,190,259	1	\$1,640,000	\$1,640,000	0		
Launceston	1,270	\$275,000	\$403,147,474	140	\$150,000	\$24,993,400	37	\$370,000	\$12,180,600	1	\$280,000	\$280,000	0		
Meander Valley	320	\$315,000	\$103,208,779	71	\$147,000	\$13,017,833	32	\$336,000	\$19,061,265	4	\$5,460,000	\$5,460,000	0		
Northern Midlands	235	\$267,000	\$66,370,954	44	\$71,250	\$6,667,500	26	\$432,500	\$12,986,500	2	\$4,563,300	\$4,563,300	1		\$3,200,000
Sorell	19	\$290,000	\$6,068,000	21	\$102,000	\$2,383,750	11	\$180,000	\$2,933,000	1	\$90,000	\$90,000	0		
Southern Midlands	100	\$275,000	\$29,444,200	29	\$75,000	\$2,530,000	53	\$210,000	\$13,262,275	1	\$600,000	\$600,000	1		\$1,800,000
Tasman	72	\$242,500	\$19,642,127	70	\$78,000	\$6,996,304	23	\$165,000	\$5,051,125	1	\$880,000	\$880,000	0		
Waratah/Wynyard	272	\$255,000	\$76,047,078	30	\$127,500	\$4,206,500	33	\$305,000	\$10,717,000	0			0		
West Coast	169	\$77,500	\$15,331,791	40	\$9,750	\$563,600	1		\$400,000	0			0		
West Tamar	550	\$330,000	\$195,089,762	127	\$145,000	\$23,288,621	40	\$338,500	\$14,752,300	0			0		
TOTAL SALES	6,085	\$268,000	\$1,781,830,179	1,503	\$102,000	\$201,807,362	719	\$300,000	\$277,809,255	36	\$525,000	\$36,531,000	0		\$0

Appendix 1 - Northern Territory

Local Government Area Tables: Data covers sales for the 12 months to November 2017.

Region	Residential houses (Less than 4 Ha)				Agriculture/Rural Less than 40 Ha				Agriculture/Rural 40 Ha to 100 Ha				Agriculture/Rural 100 Ha to 1,000 Ha				Agriculture/Rural 1,000 Ha+				
	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value
Alice Springs	287	\$466,000	\$148,541,279	17	\$525,000	\$9,055,500	4		\$1,715,000	0		0			0						
Barkly	19	\$220,000	\$4,176,500	4		\$1,115,000	0			0					0						
Coomalie	12	\$222,500	\$2,768,000	1		\$99,000	5		\$1,054,000	1		\$250,000			0						
Katherine	24	\$285,000	\$7,434,028	5		\$3,576,148	12		\$532,500	1		\$6,849,000			0						
Roper Gulf	3		\$575,000	1		\$1,000,000	0			0					0						
Unincorporated NT	3		\$933,000	10		\$1,995,000	22		\$162,500	1		\$4,469,000			0						
Victoria-Daly	1		\$200,000	0			1			0		\$600,000			0						\$2,400,000
Wagait	3		\$1,298,250	3		\$1,100,000	0			0					0						
TOTAL SALES	352	\$446,000	\$165,926,057	41	\$350,000	\$17,940,648	44	\$237,500	\$14,687,000	3	\$1,540,000	\$1,540,000	1	\$2,400,000	1	\$2,400,000	\$2,400,000	1	\$2,400,000	\$2,400,000	\$2,400,000

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