

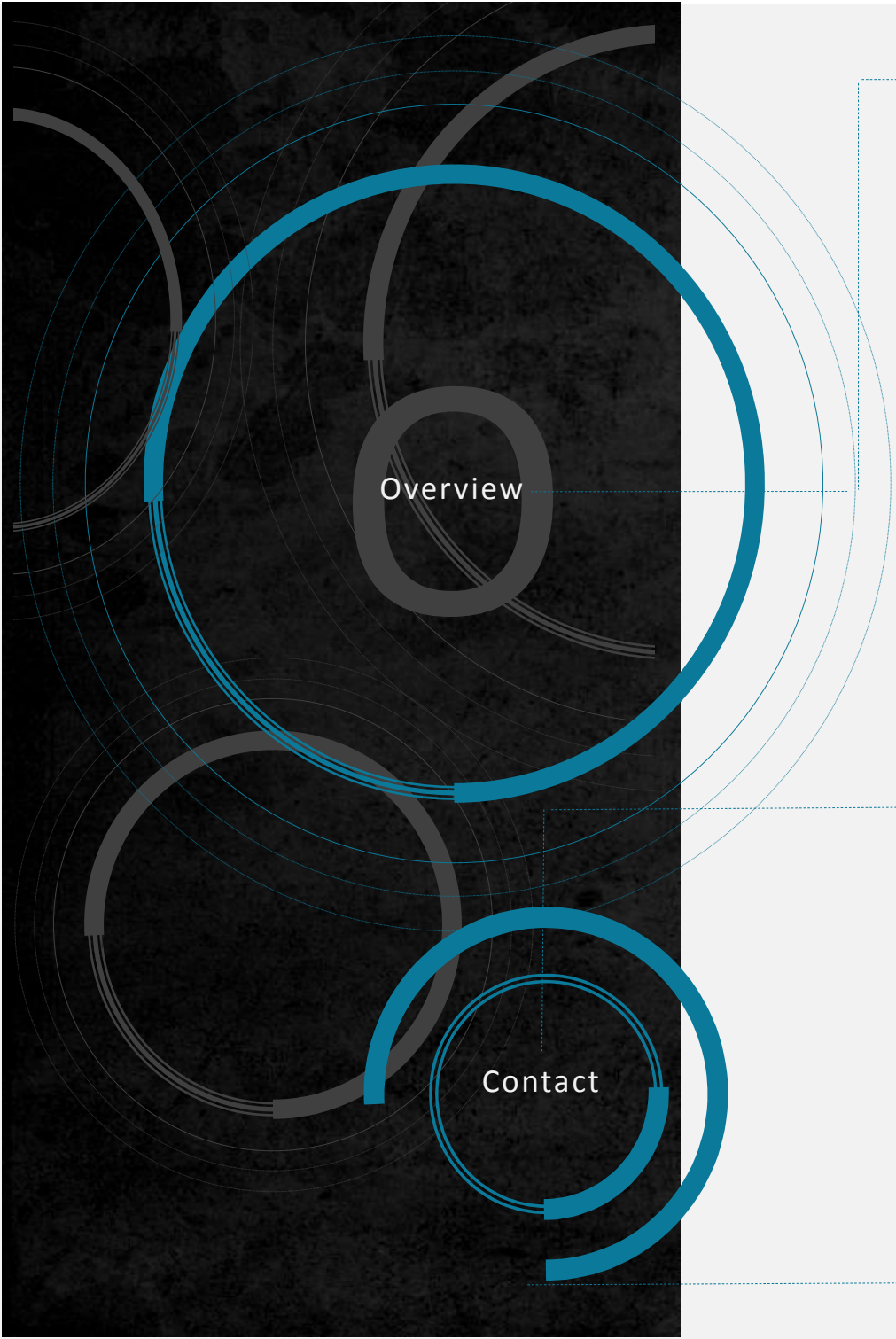
**NLSP**  
National Land Survey Program

Standard Market Performance Report

Commercial in confidence

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Overview

Contact

The National Land Survey Program (NLSP) monitors the performance of the nations major new house and land markets.

The NLSP is an independent research program undertaken by Research4 and Charter Keck Cramer. The primary objective of the NLSP is to better understand all facets of the new house and land market across the major nominated urban growth zones of Australia.

The NLSP is founded upon a proprietary database created through extensive ongoing field and remote surveying of active residential land projects. All data used within the reports is unique to the NLSP.

The NLSP survey is based on collecting information pertaining to the characteristics of individual house lots, project attributes and amenity and information relating to wholesale supply. The NLSP has since 2007 surveyed in excess of 1000 residential land projects which have produced in excess of 250,000 housing lots. Each year the NLSP counts and tracks the performance of in excess of 40,000 residential lots.

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National Land Survey Program

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# Projects

1 Playford Alive - Munno Para West				Project Id	4521	Developer	and Management Corporation	Type	Group1												
Rank	1	Net lot sales (pcm)				Average lot price (\$,000)				Closing stock (lots)											
		Q1-14	Q2-14	Q3-14	Q4-14	Q1-14	Q2-14	Q3-14	Q4-14	Q1-14	Q2-14	Q3-14	Q4-14								
		6.3	3.3	5.7	18.3					136	135	136	135					18	18	13	16
		8%	4%	7%	19%					-15%	-16%	-15%	-10%					3%	4%	3%	4%
		less 250	250-299	300-349	350-399	400-449	450-499	500-549		550-599	600-649	650-699	700-749	750-799	800-849	850-899		900-949	950-999	1999m2	2000m2+
				3	3	3	3	1		2											
		Share of sales																			
		Variance on sub market																			
		Share of closing stock																			
		Product groups (sqm)																			
		Closing stock-																			
		Net sales (pcm) - current																			
		Q3-14	0.3	2.7	6.7	4.7	0.7	1.7		0.7	1.0										
		Q2-14	-0.3			-0.3	1.0			0.3											
		Q1-14		0.3	1.0	0.3	-0.3	0.7		0.3	0.3										
		Q1-14			-0.7	0.7	0.7	-0.3		0.3											
		Average price - current																			
		Q3-14	\$138	\$116	\$123	\$134	\$140	\$144	\$175	\$162	-	-	-	-	-	-	-	-	-	-	-
		Q2-14	\$138	\$116	\$125	\$134	\$137	\$145	\$170	\$164	-	-	-	-	-	-	-	-	-	-	-
		Q1-14	-	\$116	\$125	\$133	\$137	\$145	\$165	\$154	-	-	-	-	-	-	-	-	-	-	-
		Q1-14	-	\$116	\$124	\$133	\$140	\$144	\$163	\$157	\$170	-	-	-	-	-	-	-	-	-	-
		Price groups																			
		less 100k																			
		100-109k																			
		110-119k																			
		120-129k																			
		130-139k																			
		140-149k																			
		150-159k																			
		160-169k																			
		170-179k																			
		180-189k																			
		190-199k																			
		200-209k																			
		210-219k																			
		220-229k																			
		230-239k																			
		240-249k																			
		250-259k																			
		260-269k																			
		270-279k																			
		280-289k																			
		290-299k																			
		Net sales (pcm)																			
		300-309k																			
		310-319k																			
		320-329k																			
		330-339k																			
		340-349k																			
		350-359k																			
		360-369k																			
		370-379k																			
		380-389k																			
		390-399k																			
		400-409k																			
		410-419k																			
		420-429k																			
		430-439k																			
		440-449k																			
		450-459k																			
		460-469k																			
		470-479k																			
		480-489k																			
		490-499k																			
		500k plus																			
		Net sales (pcm)																			