

# UDIA Victoria Research Breakfast

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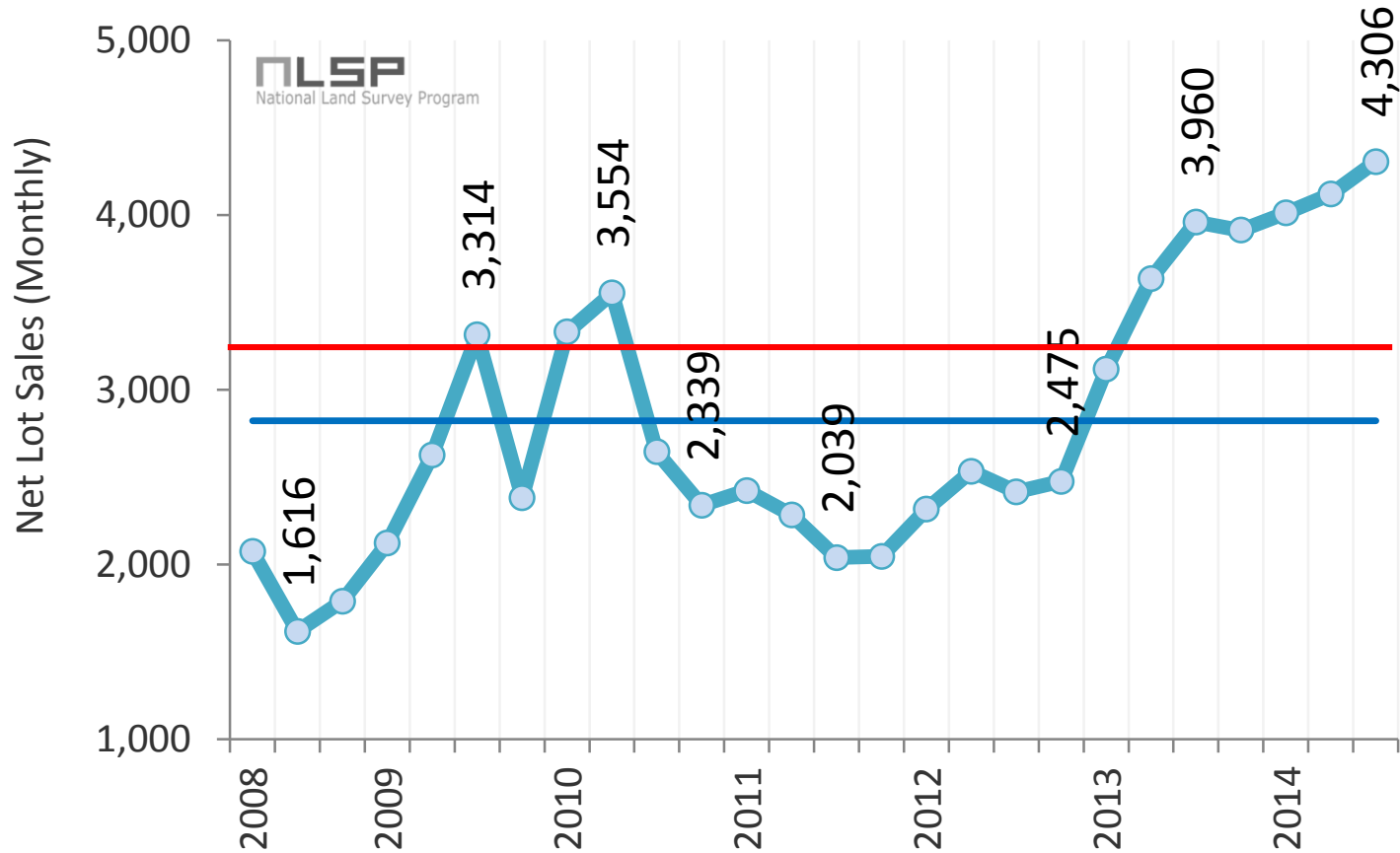


**Colin Keane** – Director of the **National Land Survey Program**

September 2014 Quarter Report

# National Market Overview

# National Market Cycle – Lot sales per month

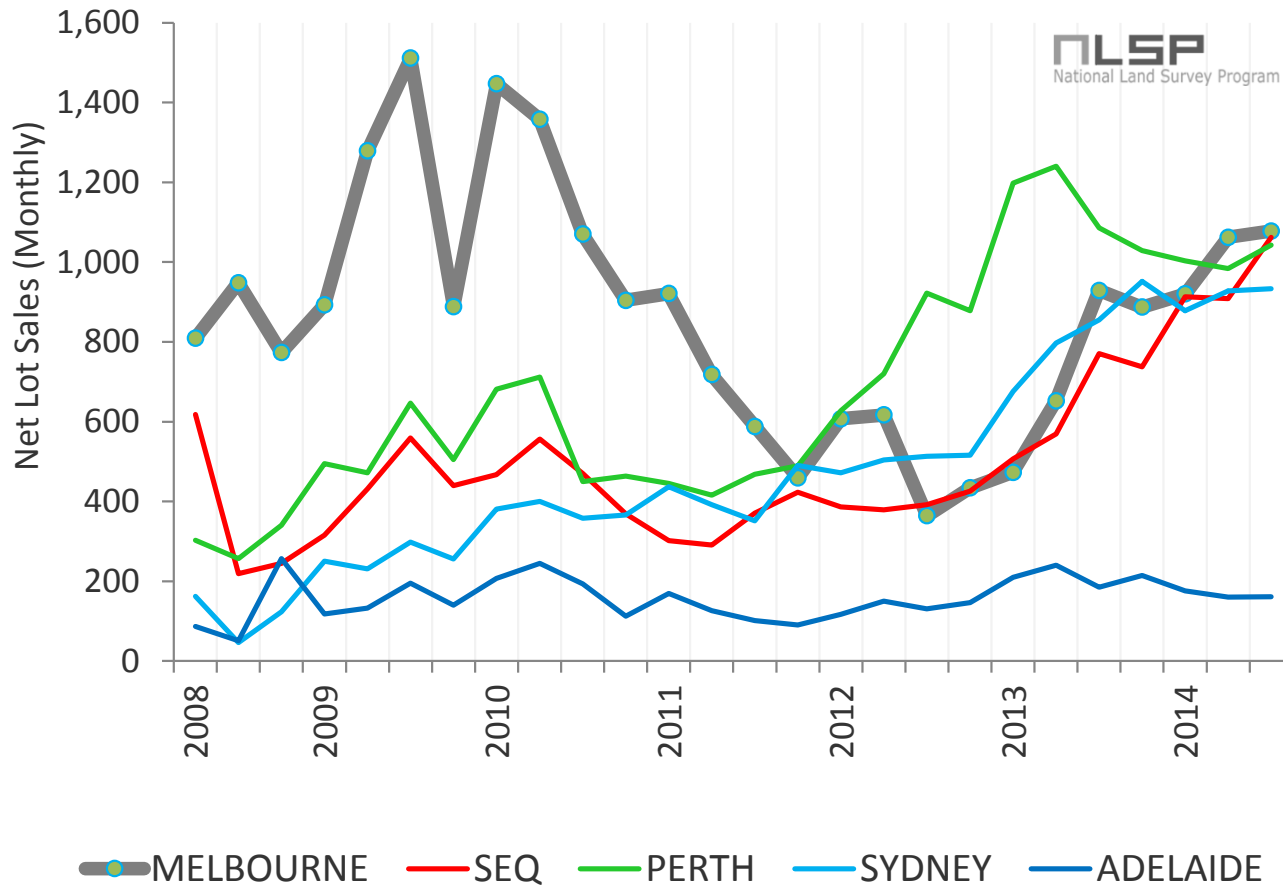


Current land sales are 4,306pcm or 52,000 pa

Underlying demand for land is estimated to be 3,298pcm or 39,576pa.

Long running average monthly sale rate has been 2,822pcm

# National Market Cycle – Lot sales per month



All markets operating at “high” levels.

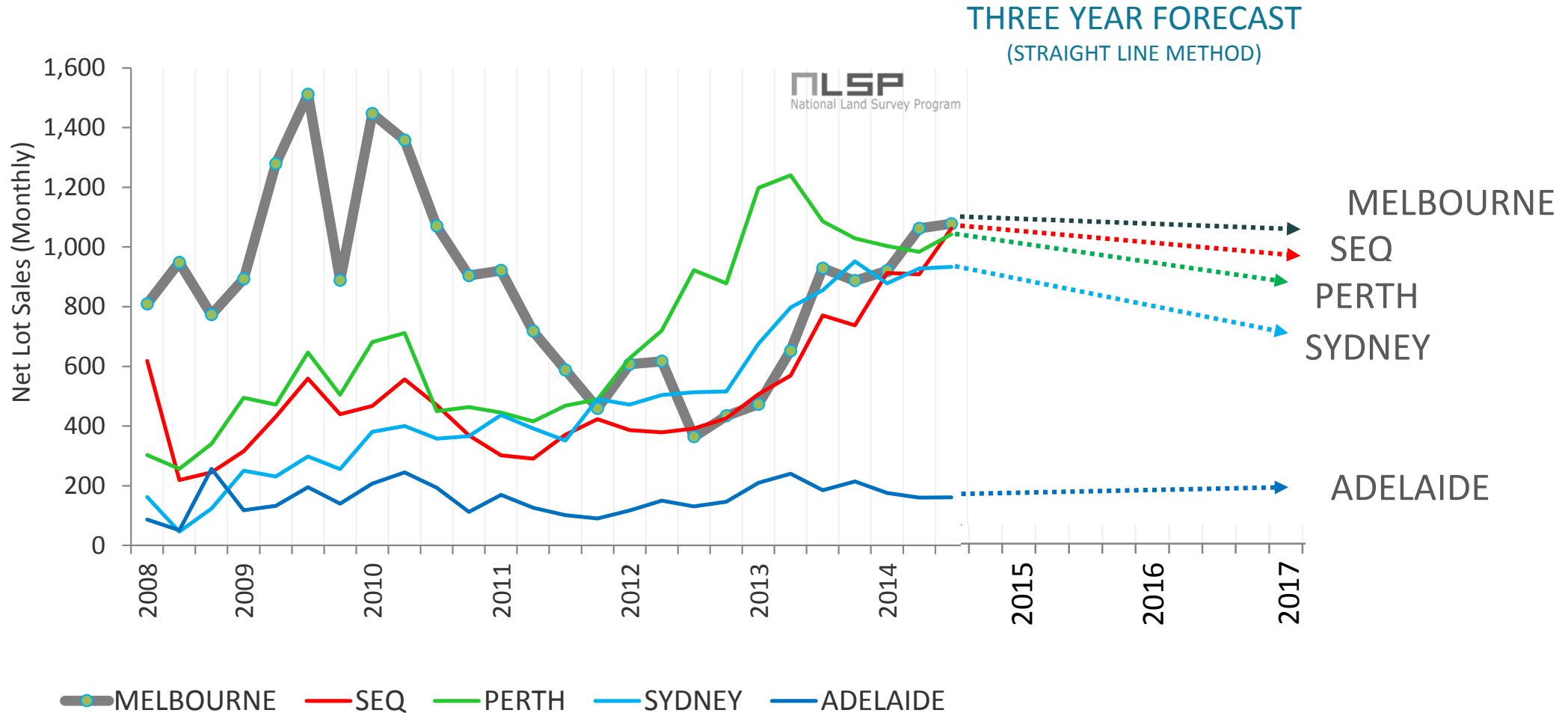
*Melbourne leading the major markets; just!*

*SEQ & Melbourne are rising markets*

*Sydney and Perth holding markets*

Strong leading indicator of forward housing construction activity. *Share performance of associated industries.*

# National Market Cycle – Lot sales per month



# National Industry Capacity – Active projects

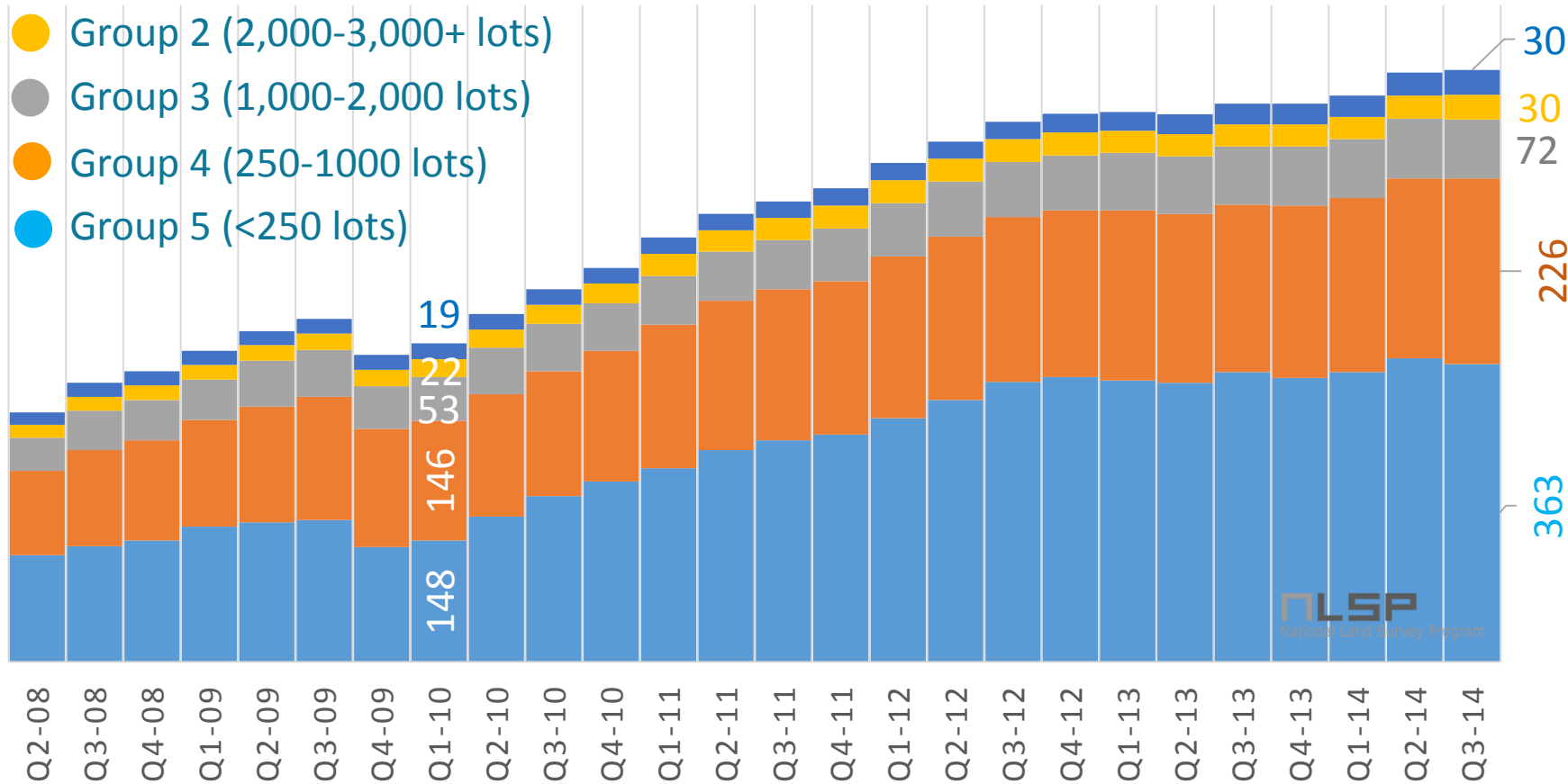
● Group 1 (3,000+ lots)

● Group 2 (2,000-3,000+ lots)

● Group 3 (1,000-2,000 lots)

● Group 4 (250-1000 lots)

● Group 5 (<250 lots)

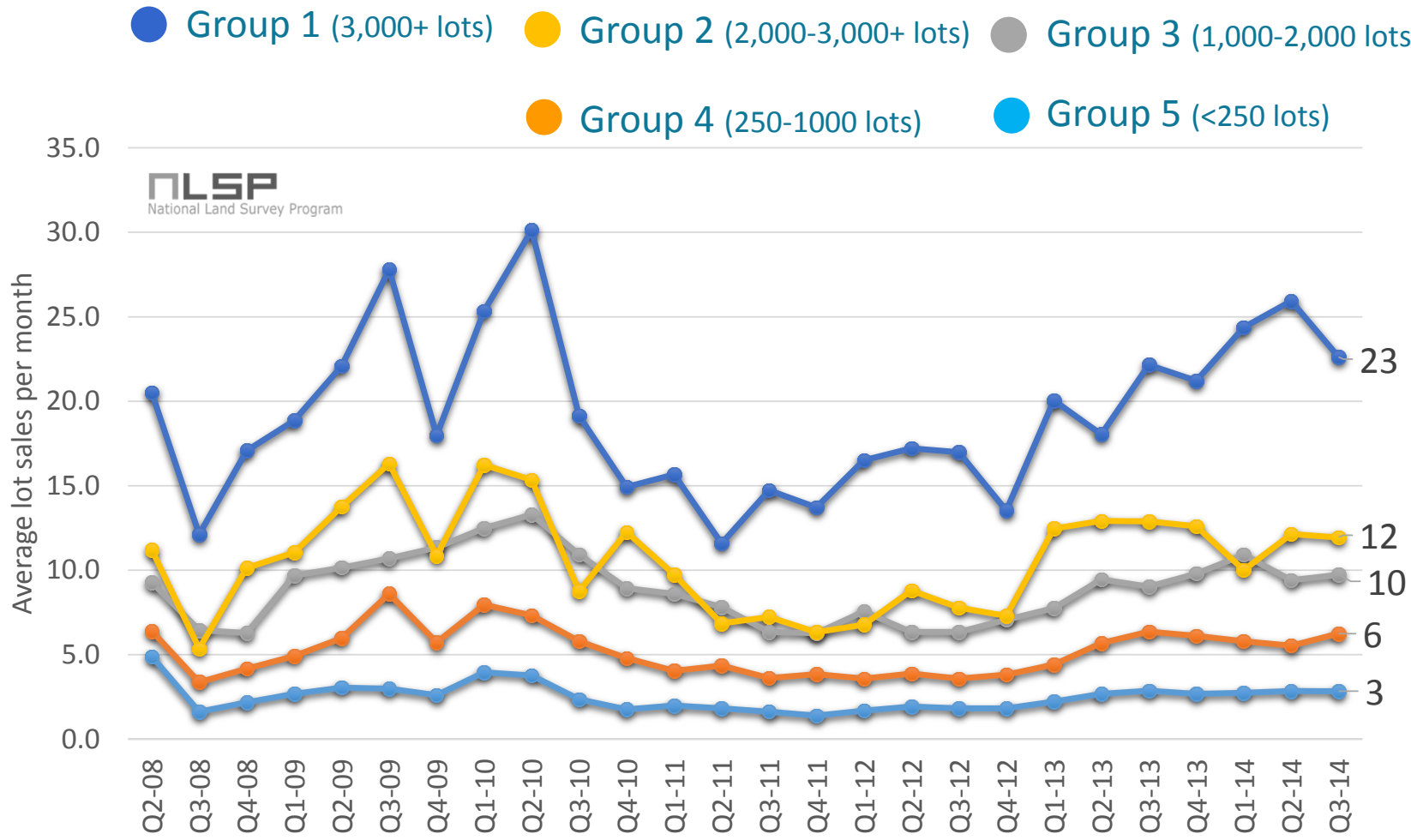


Industry capacity has increased by 85% over five years.

The major driver of this expansion has been Group 5 projects.

GROUP 5- 148 up to 363 active projects over 5 years.

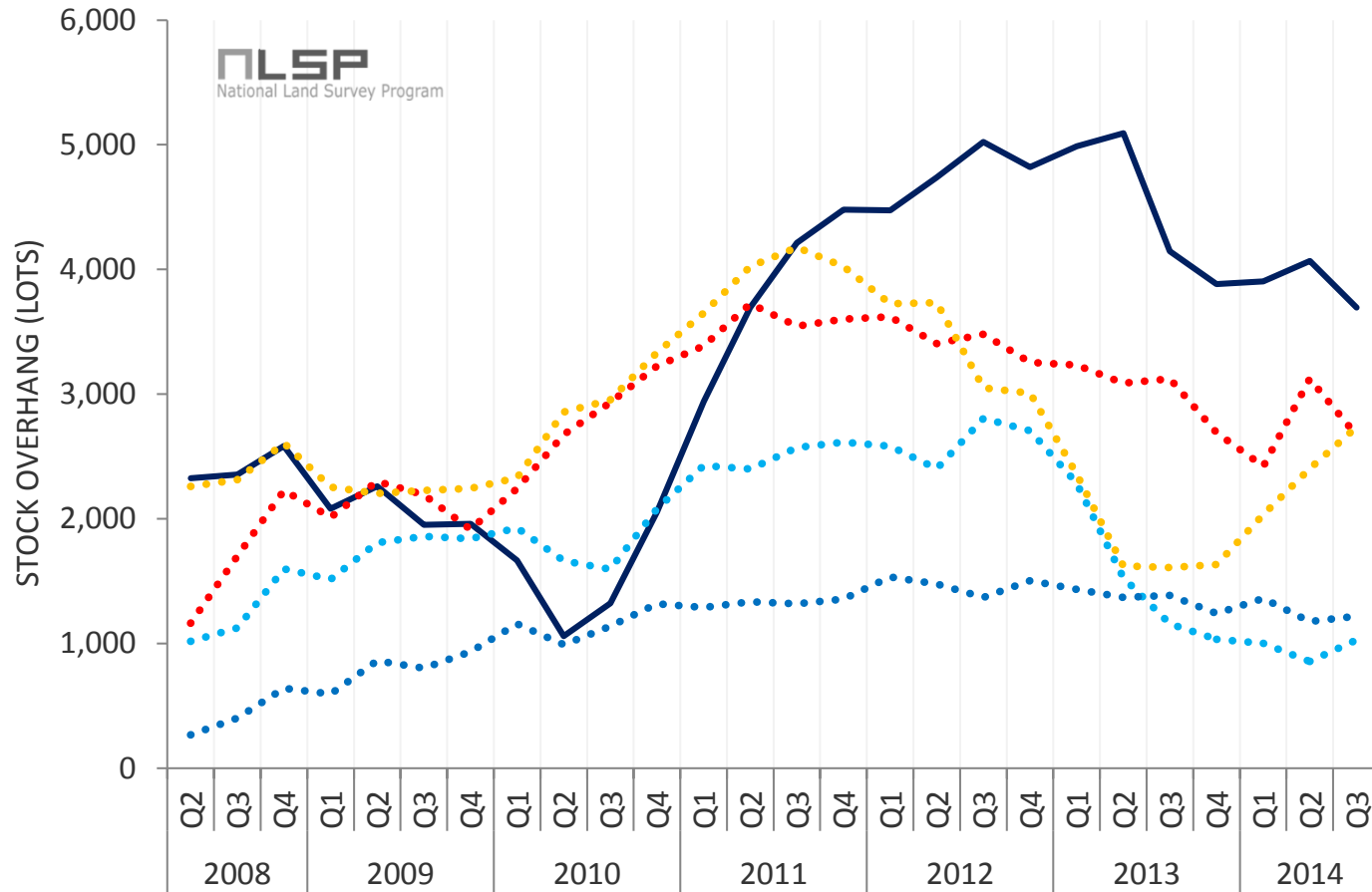
# National Industry Capacity – Active projects



Current performance is being driven by;

- Increased capacity, and
- Improved sale rates; in particular, from Group 1 projects.

# National Stock Overhang – Lots for sale



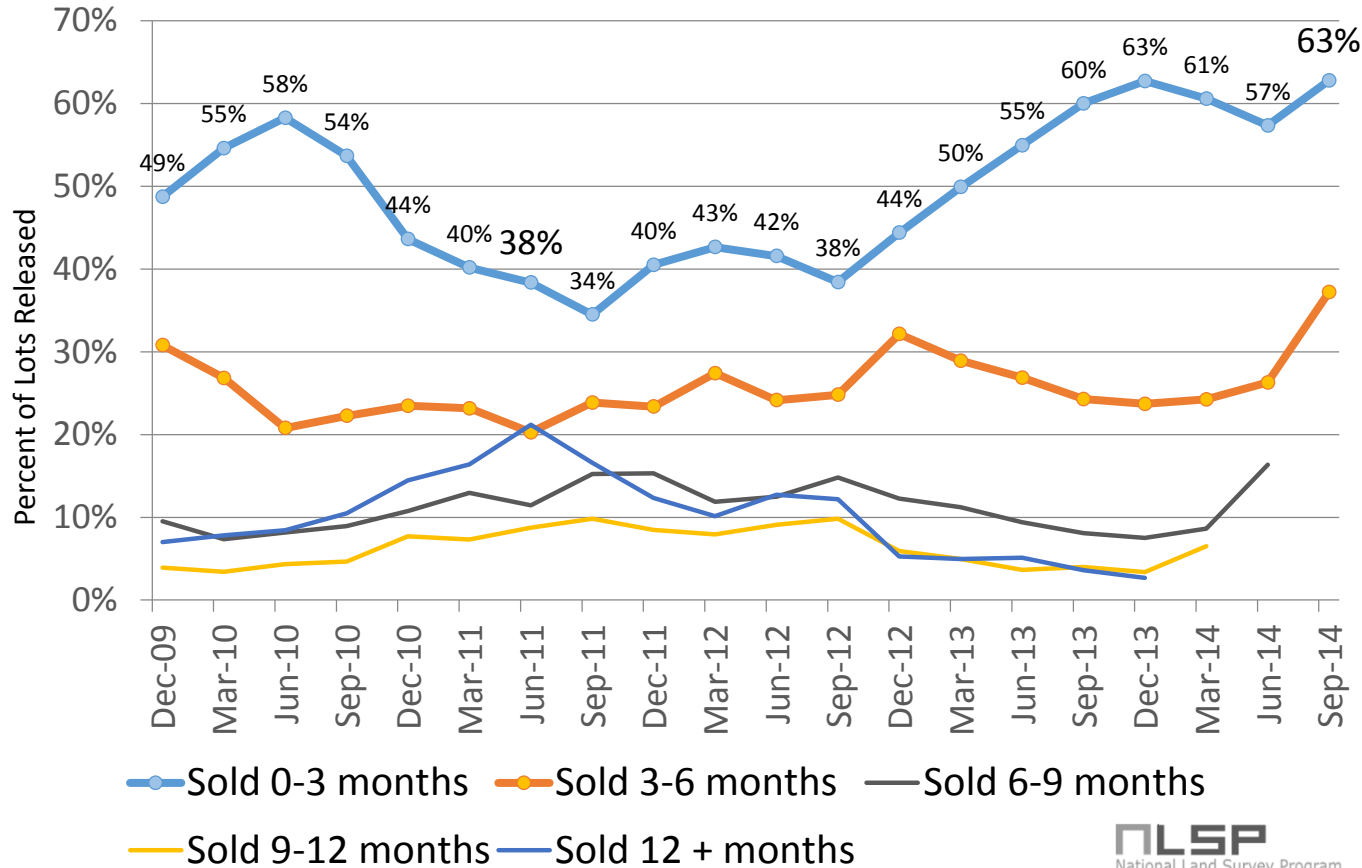
National 12,000 lots

4 Months of trading

- MELBOURNE 4.3 months of trading
- ... SEQ 5.3 months of trading
- ... PERTH 4.0 months of trading
- ... ADELAIDE 7.7 months of trading
- ... SYDNEY 2.1 months of trading



# National “Time on Market”



Time taken to sell lots released .

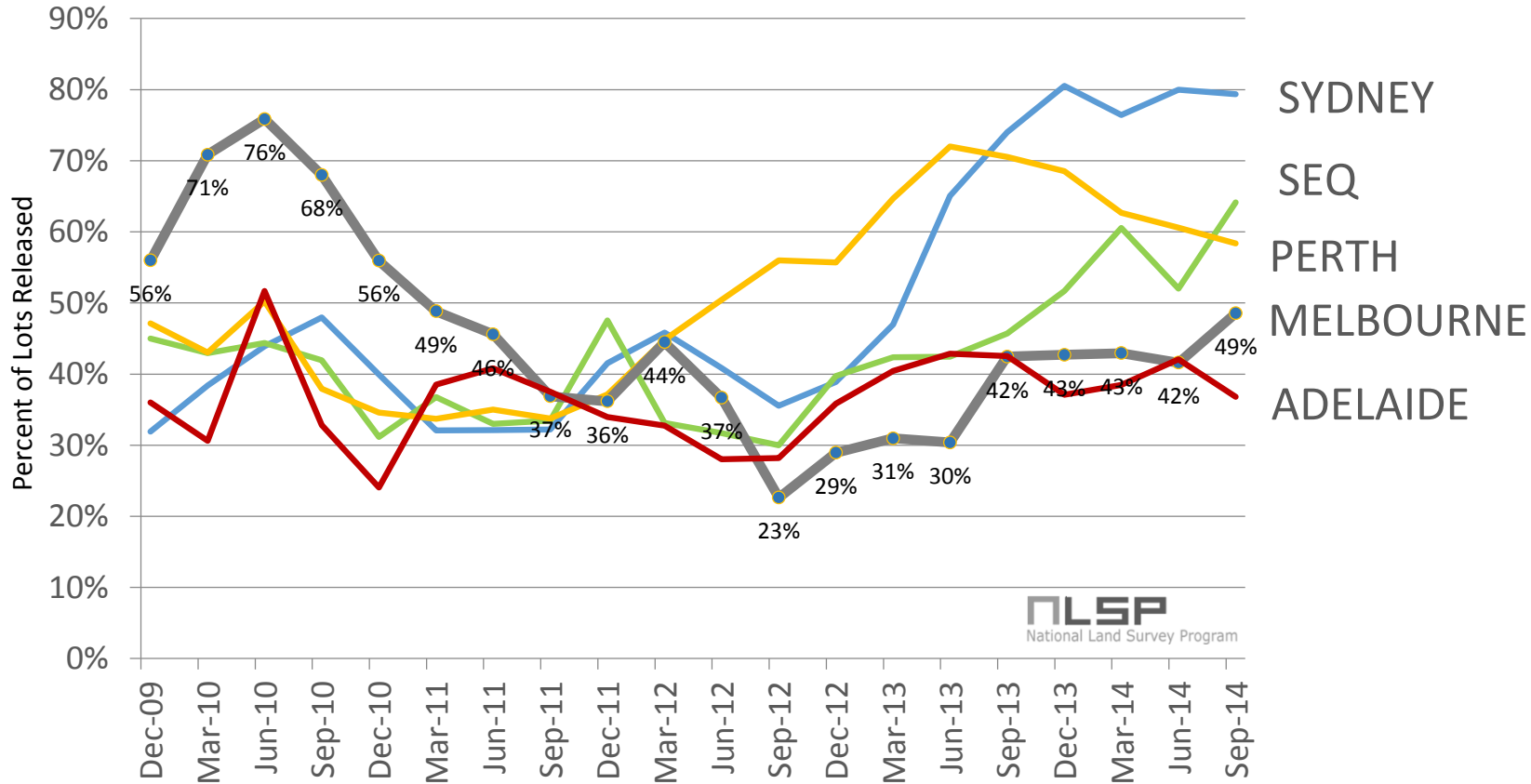
Five Year Average;

- 49% sold within 3 months
- 25% sold within 3-6 months
- 11% sold within 6-9 months
- 6% sold within 9-12 months
- 9% sold 12+ months



# National “Time on Market”

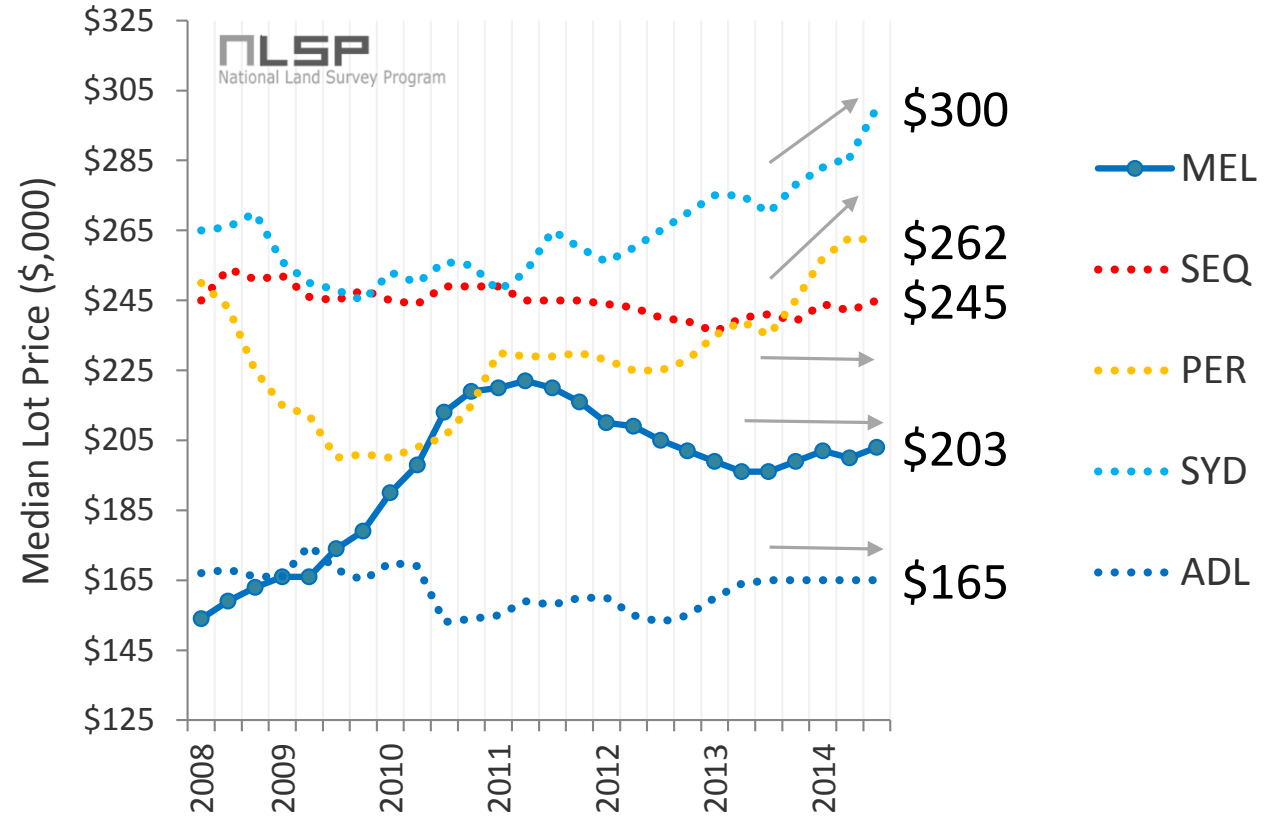
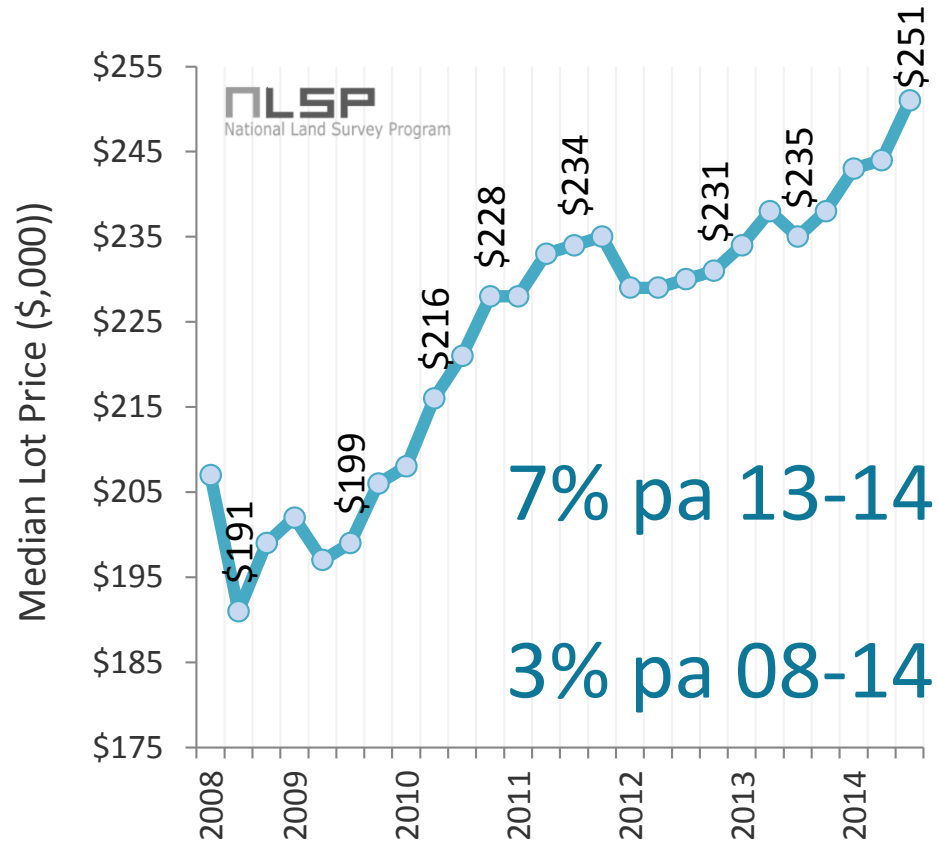
Percentage of new lots released sold within the same quarter.



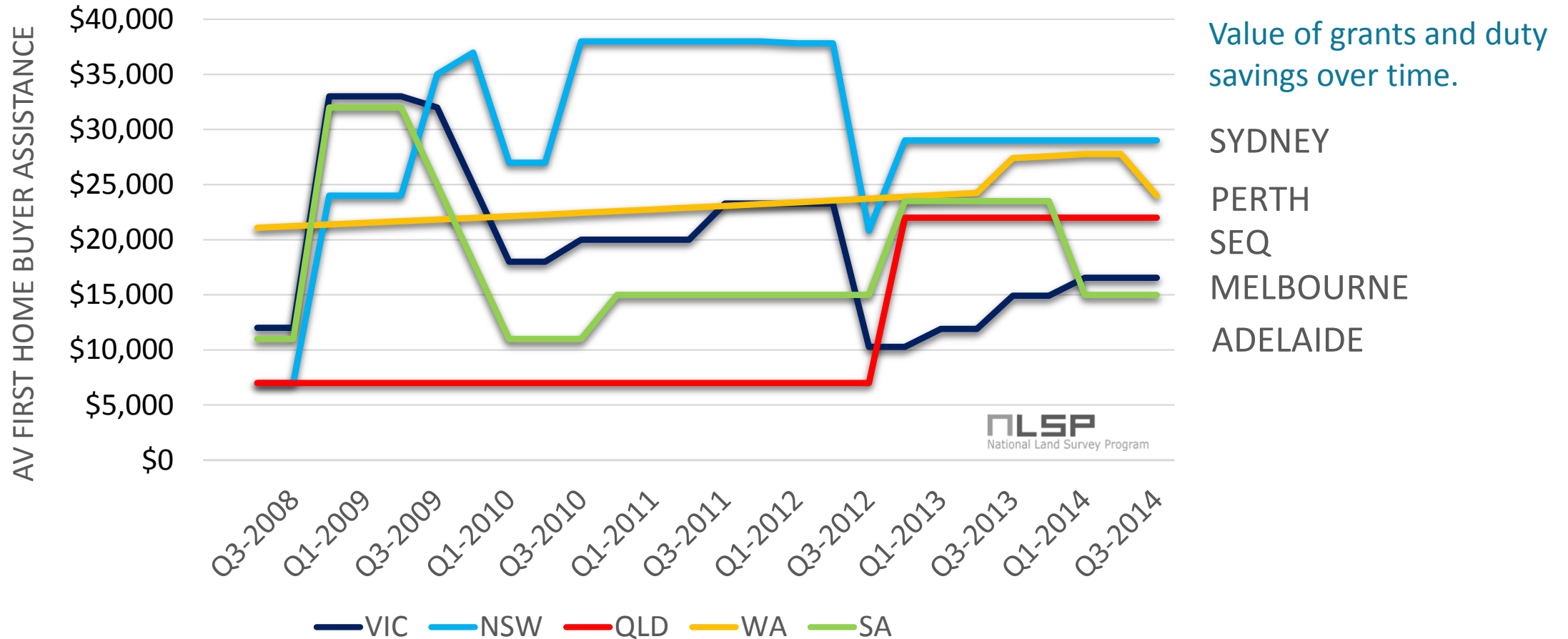
## Time taken to sell lots released .

- Sydney 80% sold on release
- SEQ 65%
- Perth 58%
- Adelaide 42%
- Melbourne 48%

# National Lot Pricing – Median lot price \$,000



# National Lot Pricing- Government grants





National Land Survey Program

## Contact

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