

Insight

The Market Elevator – Melbourne on the way up.

Research from the NLSP shows the relationship between land sale volumes and underlying demand for greenfield land.

Underlying demand for Melbourne land is 15,850 lots pa. Annual sales for the 2013 and 2014 year show that Melbourne is moving upward, toward the demand mark.

The Perth market has for the past 2 years, been selling well beyond its underlying demand mark, of 10,000 lots pa. It is now on the way down.

The SEQ market has just exceeded its underlying demand mark, it is now holding steady.

The Sydney market has been selling inline with the underlying demand mark. Capacity issues are now preventing it from increasing. To help explain the Sydney hype, Investors are driving 40-50% of current sales.

National Land Survey Program Insight
www.nlsp.com.au

National Market Cycle – Underlying demand

