



UDIA RESEARCH BREAKFAST

MELBOURNE'S GREENFIELD MARKET

Biggin & Scott Land

National Greenfield Market Overview

May 2015

NLSP
National Land Survey Program

CHARTER.
KECK CRAMER

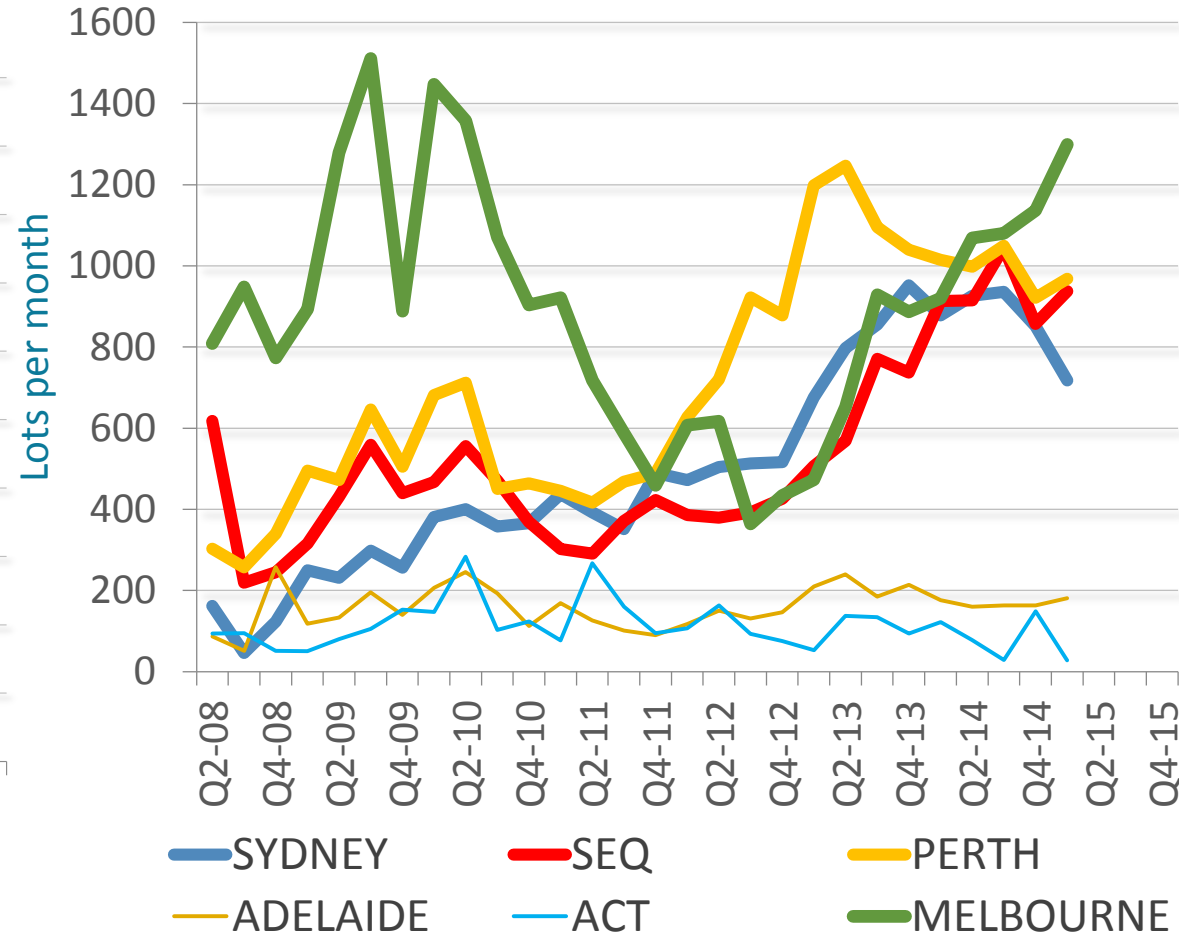
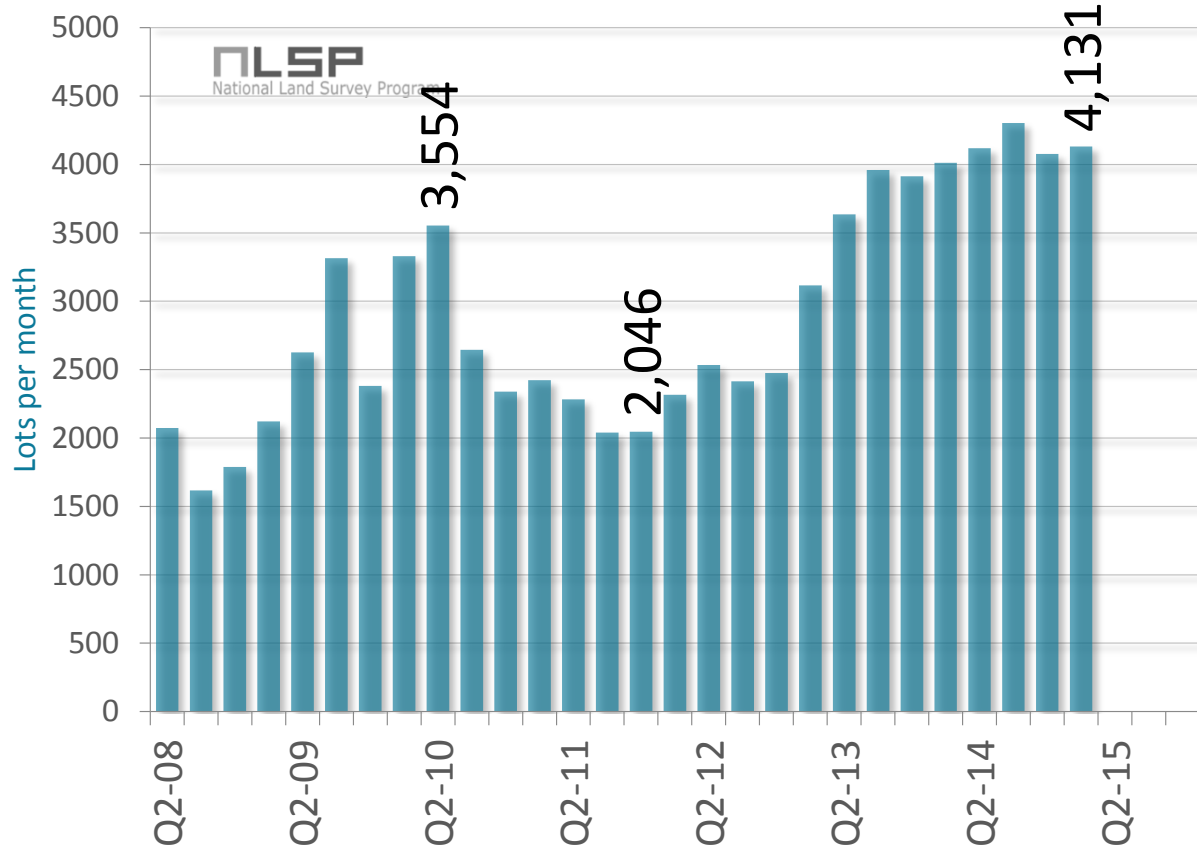
understanding

RESEARCH⁴
the way we live

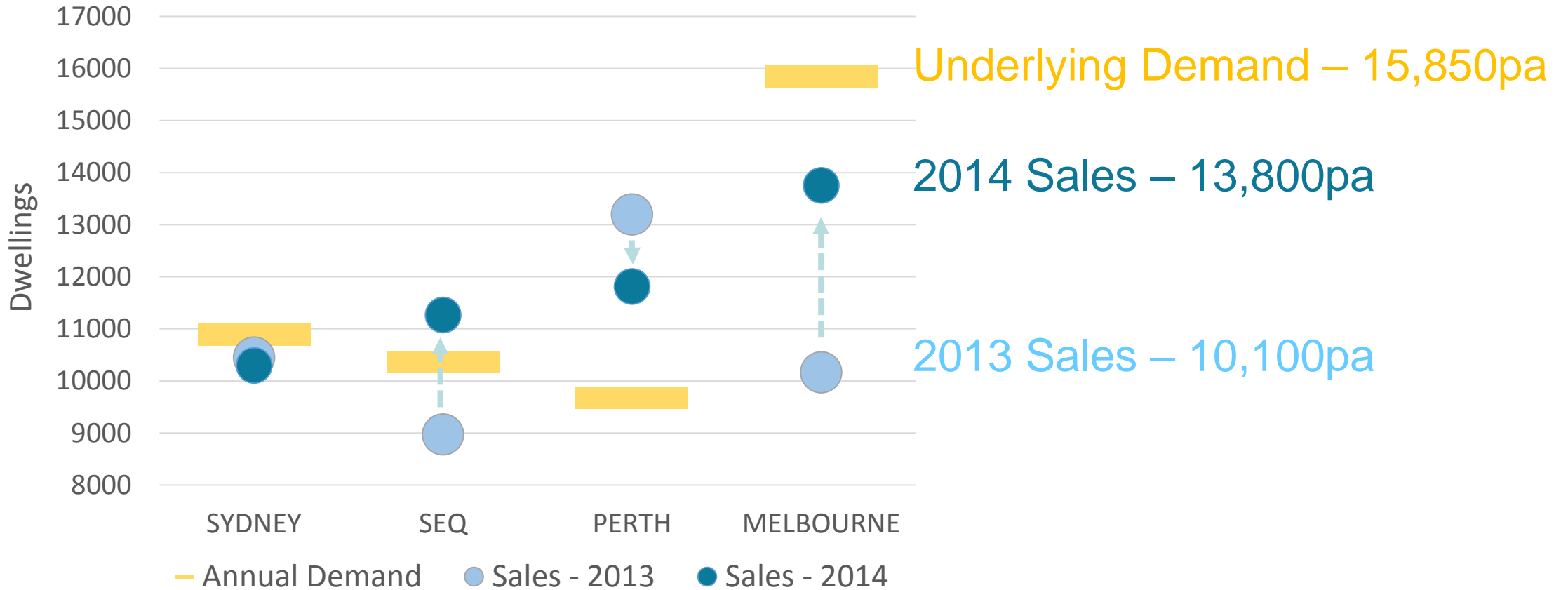
WWW.NLSP.COM.AU

Key Performance Indicators – National

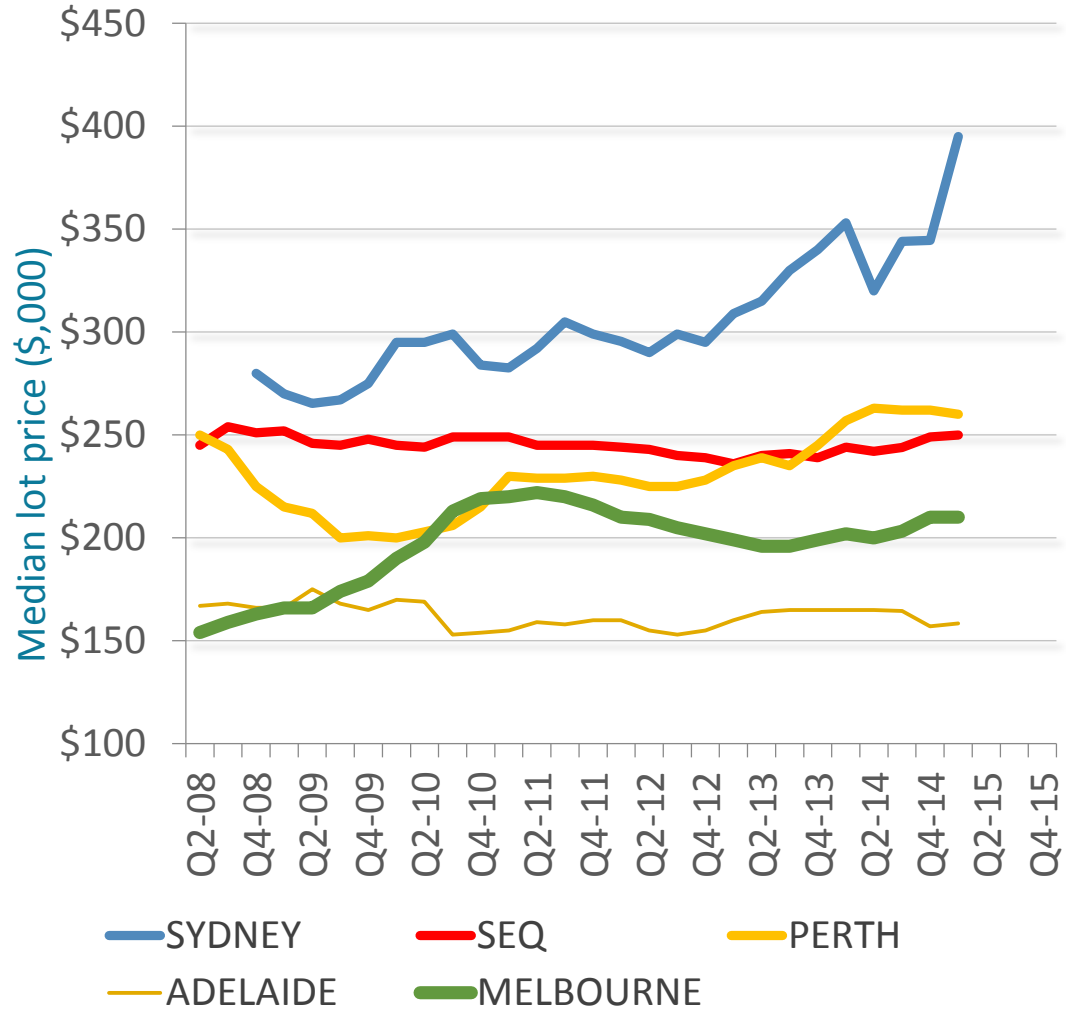
Sales Activity



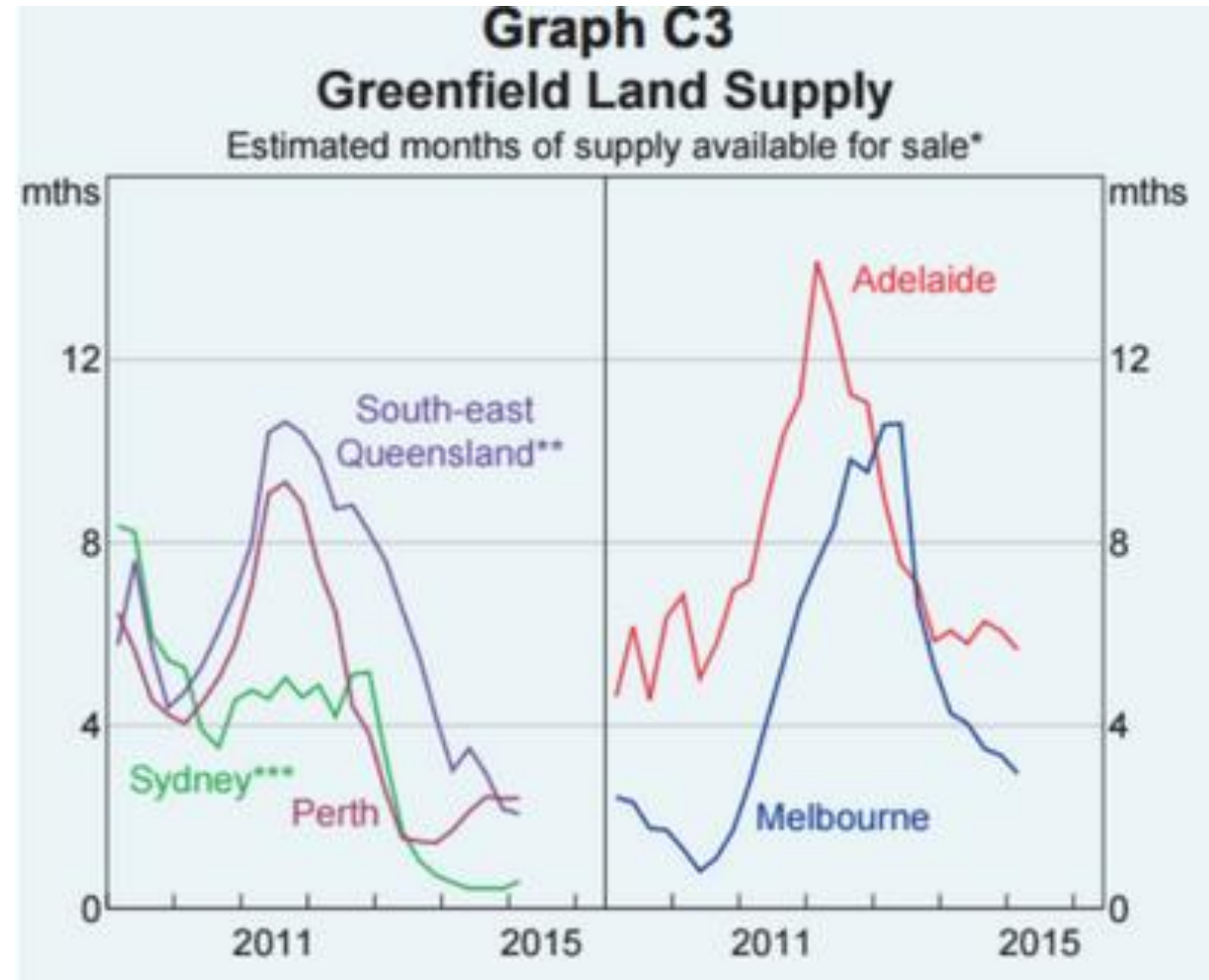
Market Balance - Underlying Demand vs Lot Sales



Lot Pricing

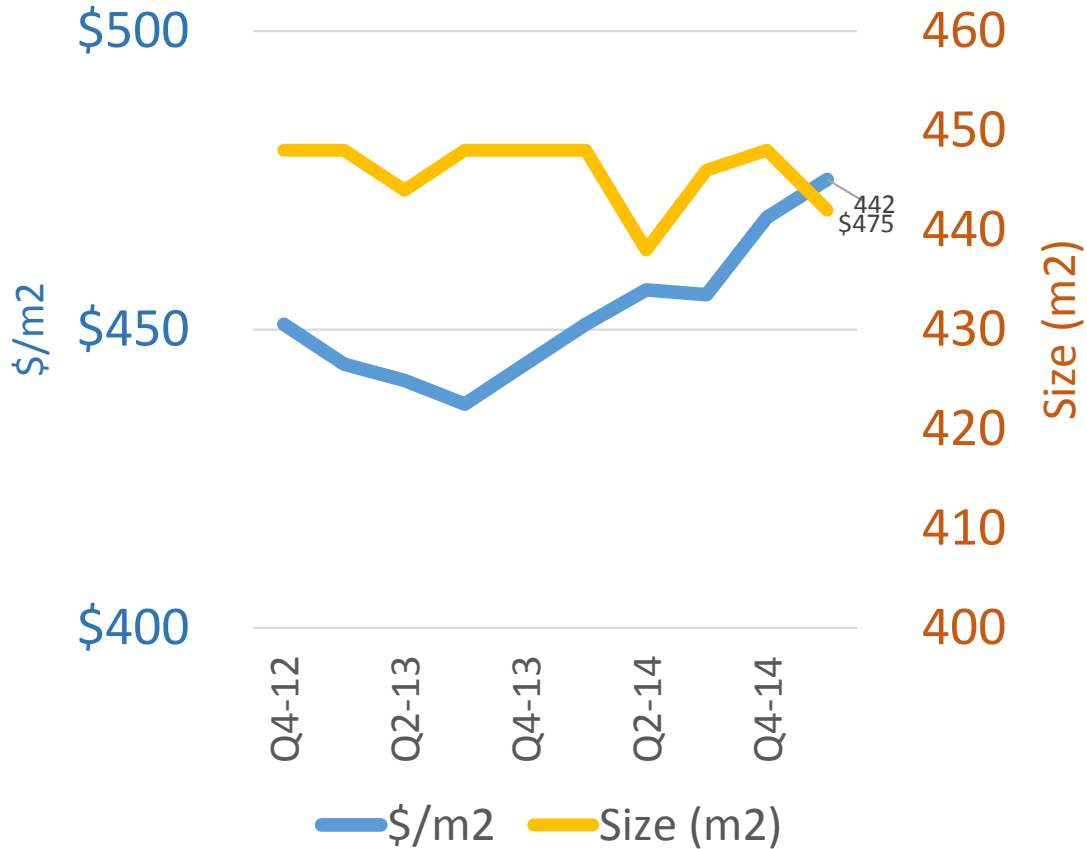


Stock Overhang

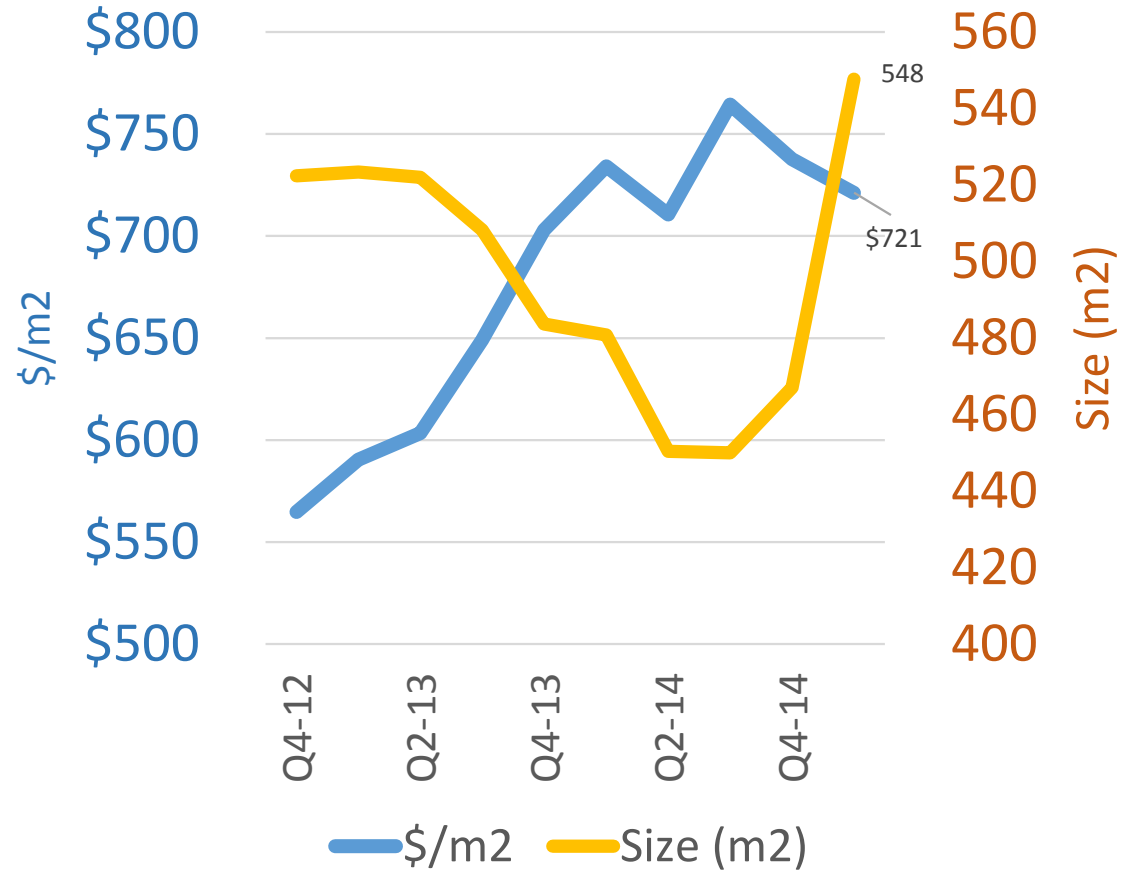


Lot Value Rates & Lot Size

MELBOURNE



METRO SYDNEY



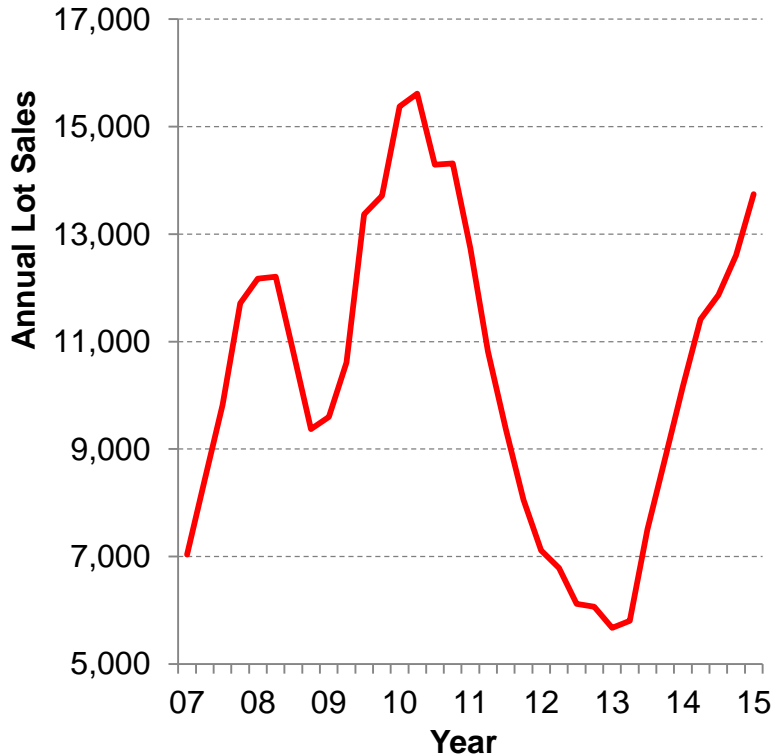
Key Performance Indicators – Melbourne

Aggregate Market Performance

Net Annual Sales

13,740 lots

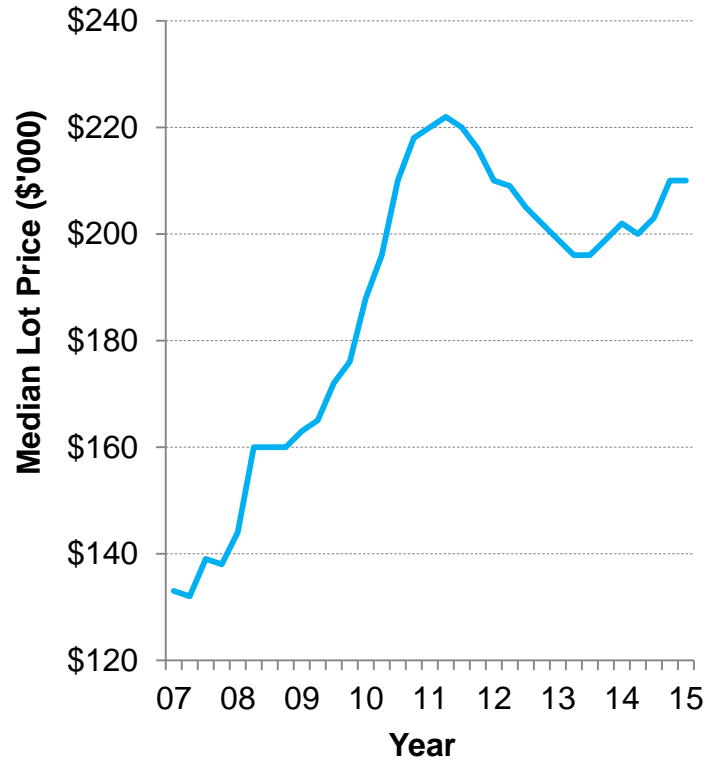
(+35% YoY)



Median Price

\$210,000

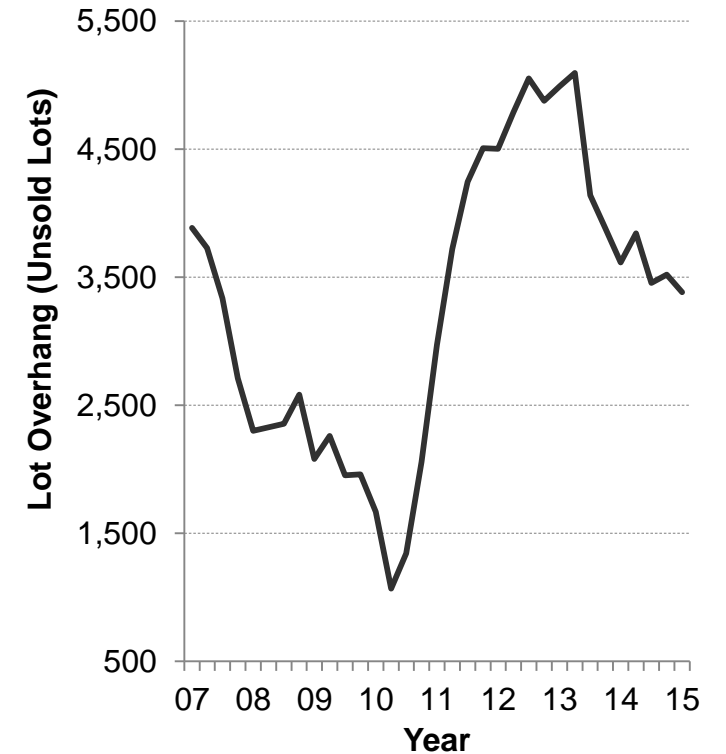
(+4% YoY)



Stock Overhang

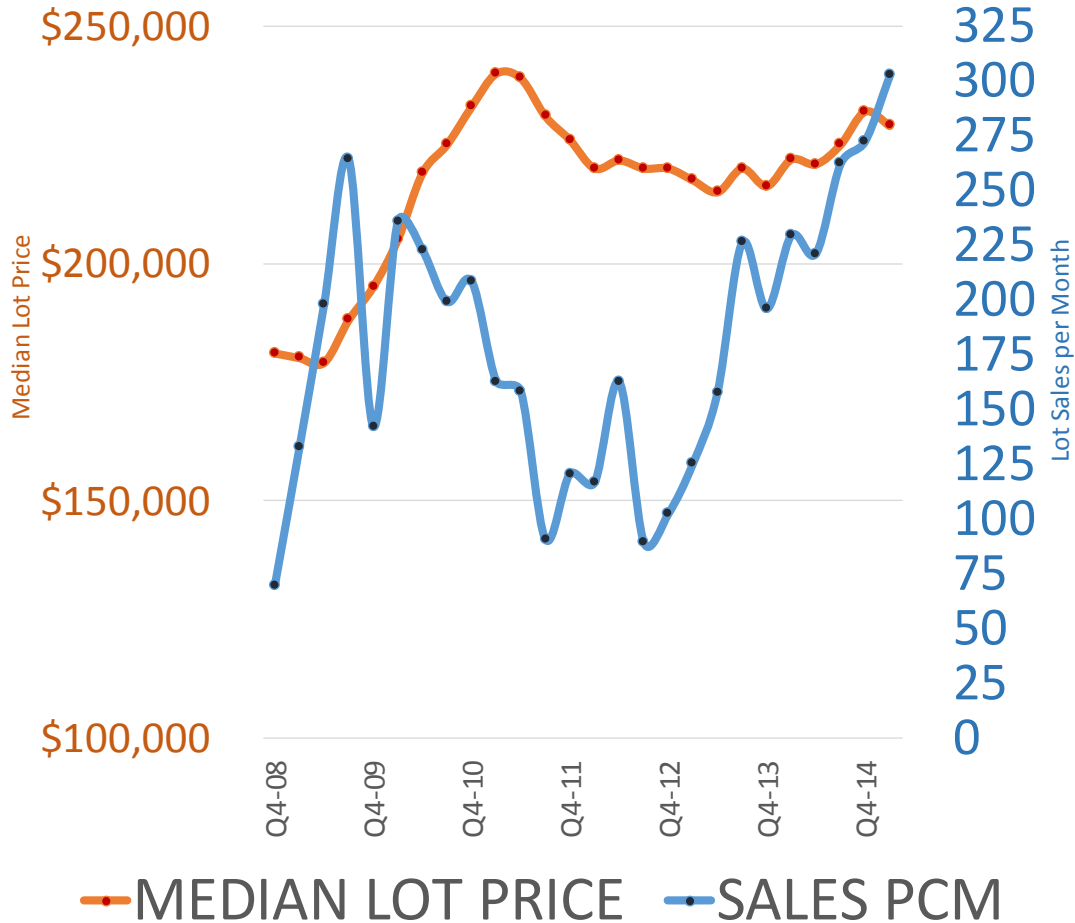
3,380 lots

(-6% YoY)



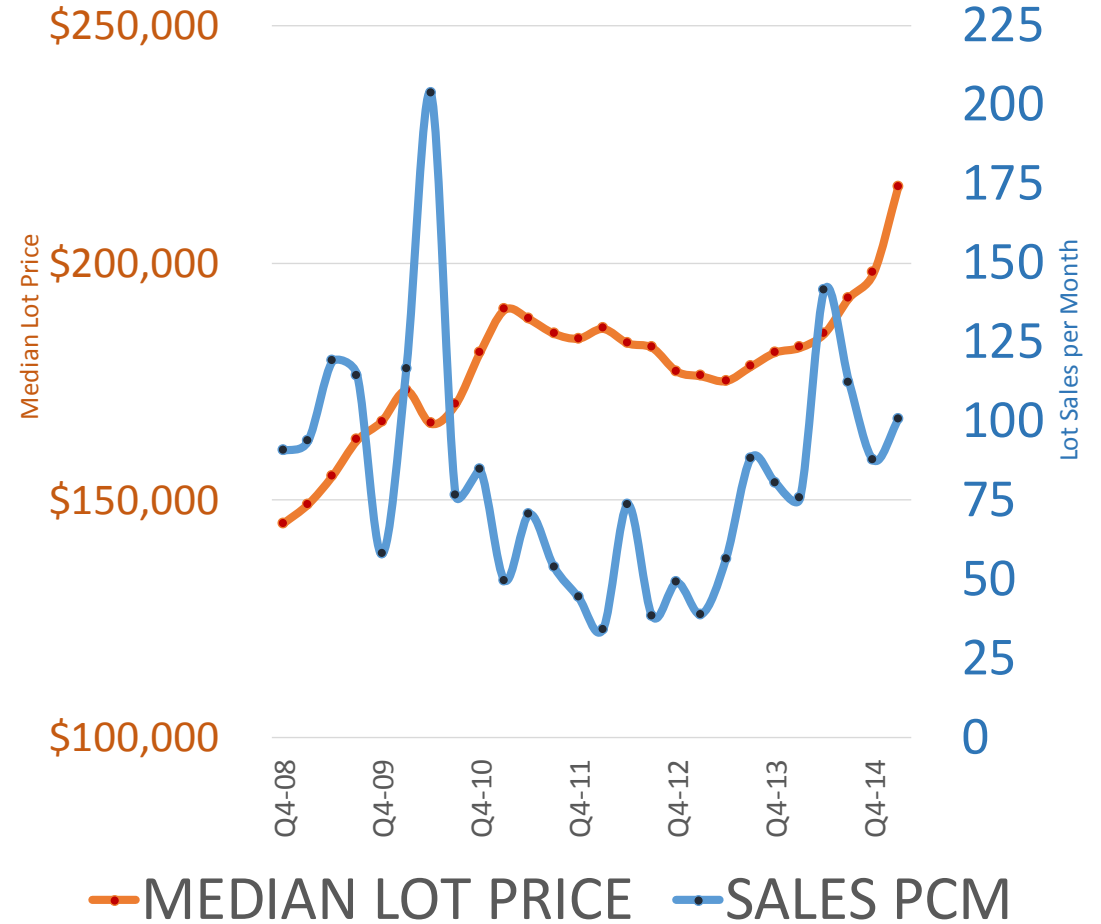
Casey

LOT SALES & MEDIAN LOT PRICE



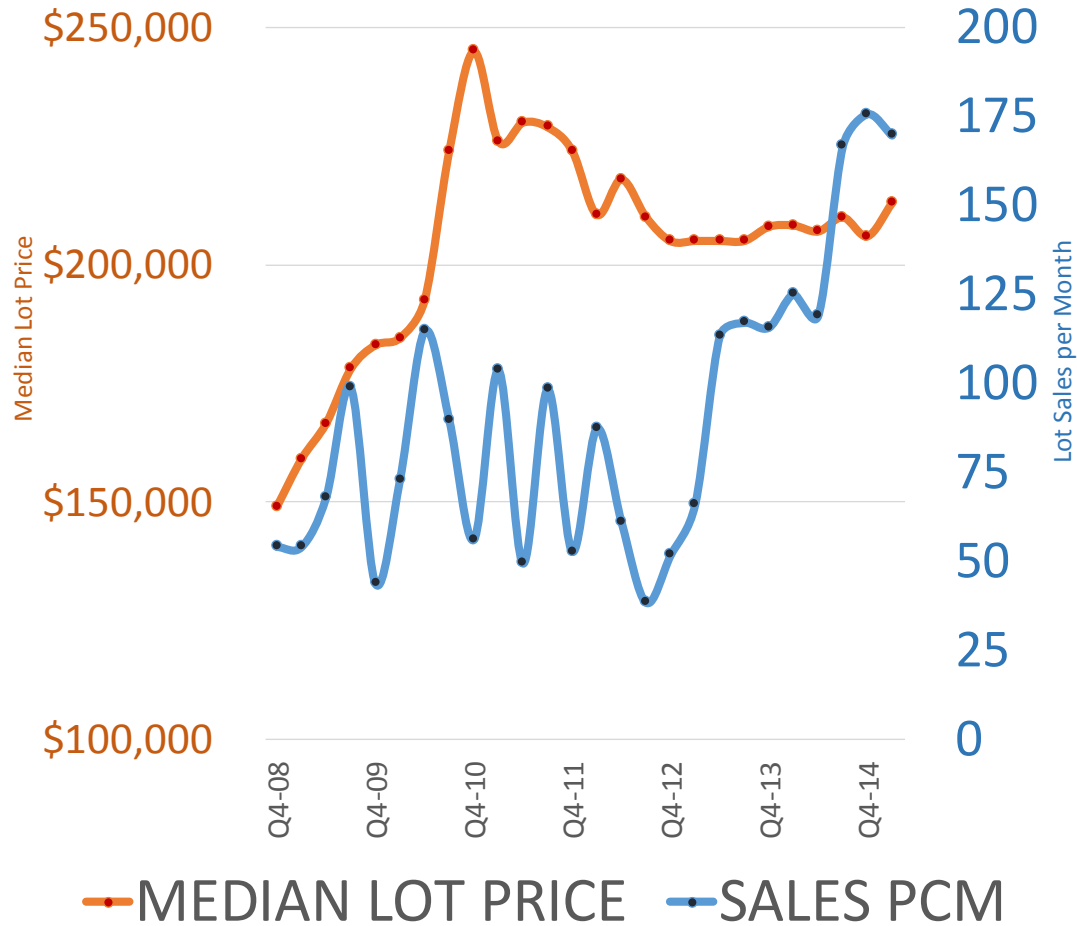
Cardinia

LOT SALES & MEDIAN LOT PRICE



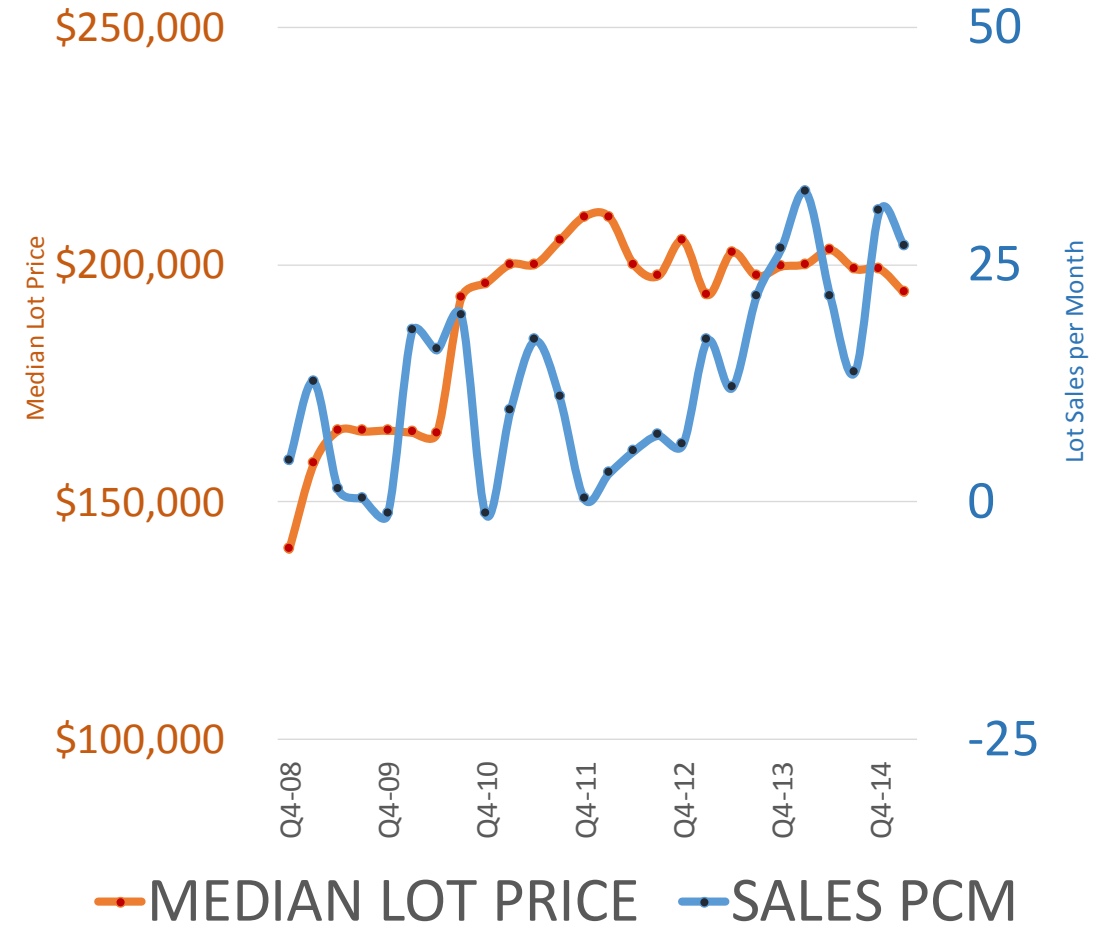
Craigieburn

LOT SALES & MEDIAN LOT PRICE



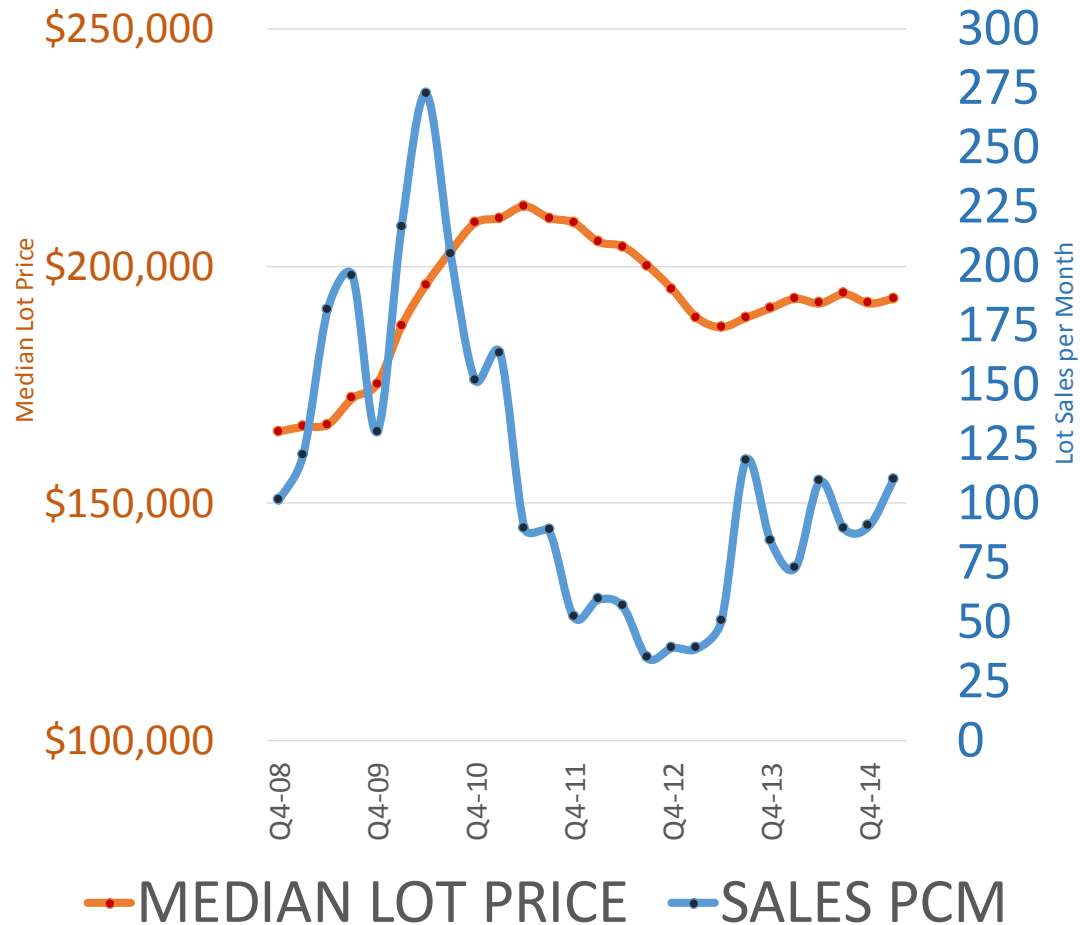
Sunbury

LOT SALES & MEDIAN LOT PRICE



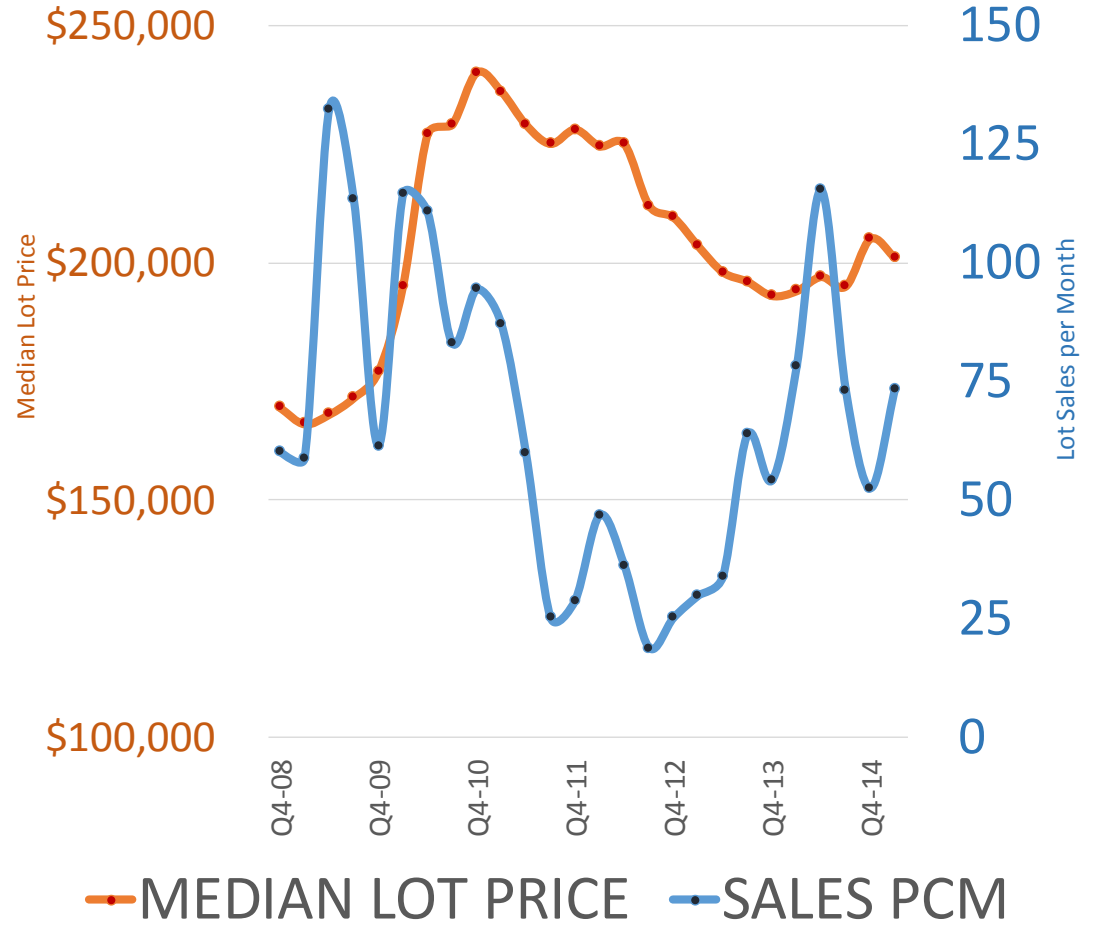
Whitt.: Mernda

LOT SALES & MEDIAN LOT PRICE



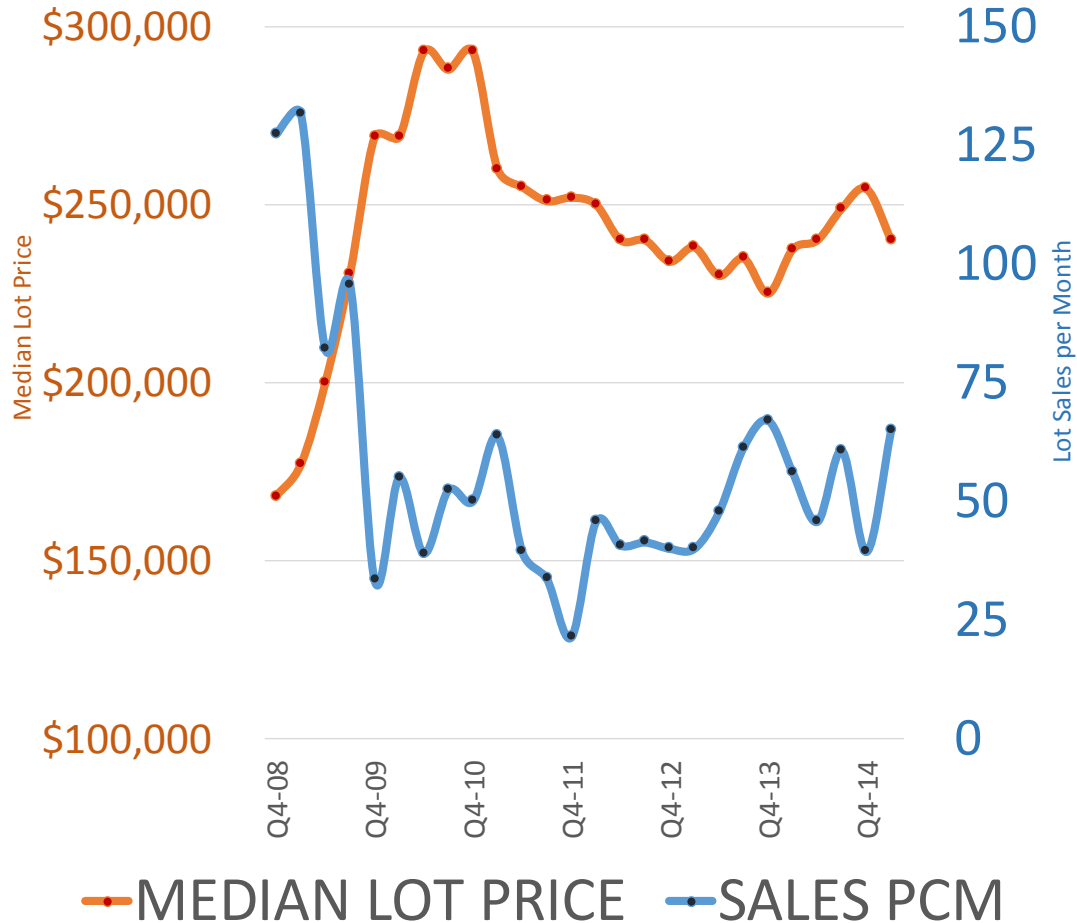
Whitt.: Epping

LOT SALES & MEDIAN LOT PRICE



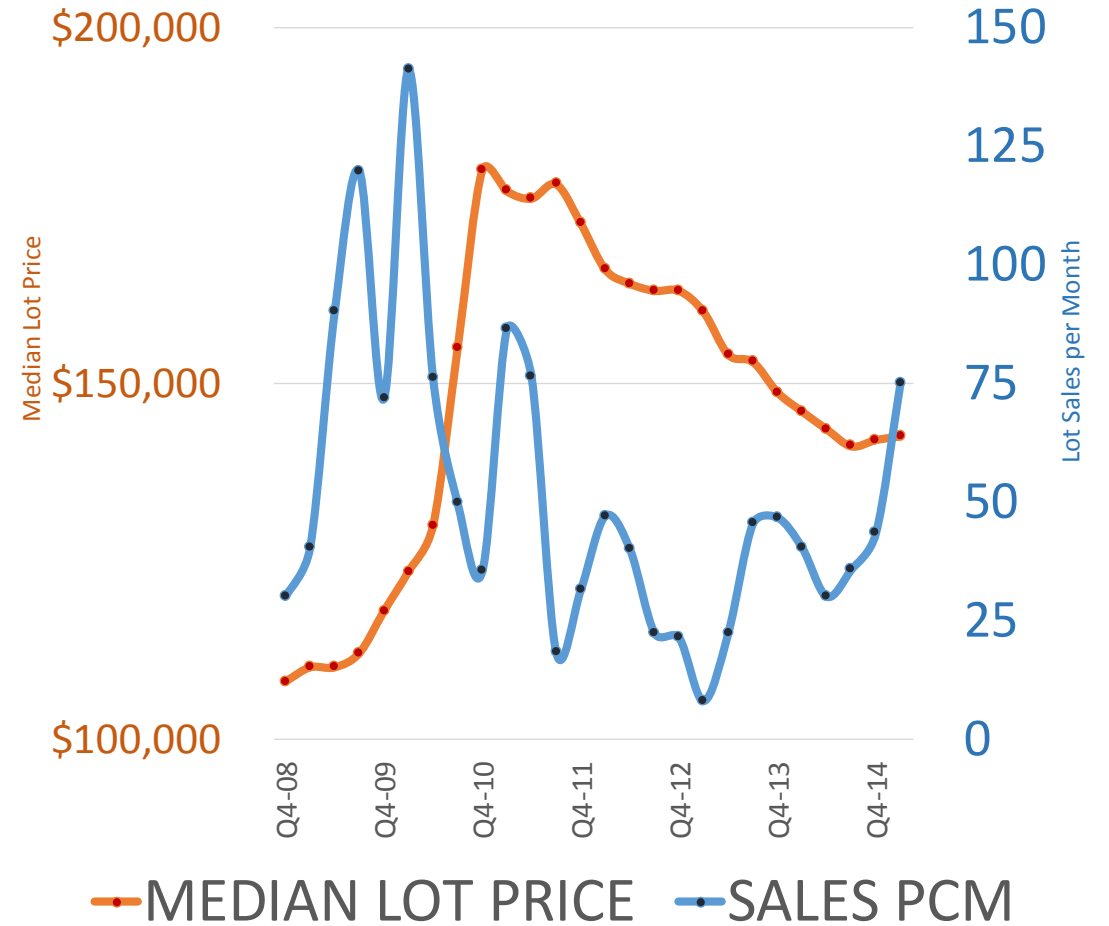
Melton: East

LOT SALES & MEDIAN LOT PRICE



Melton: Township

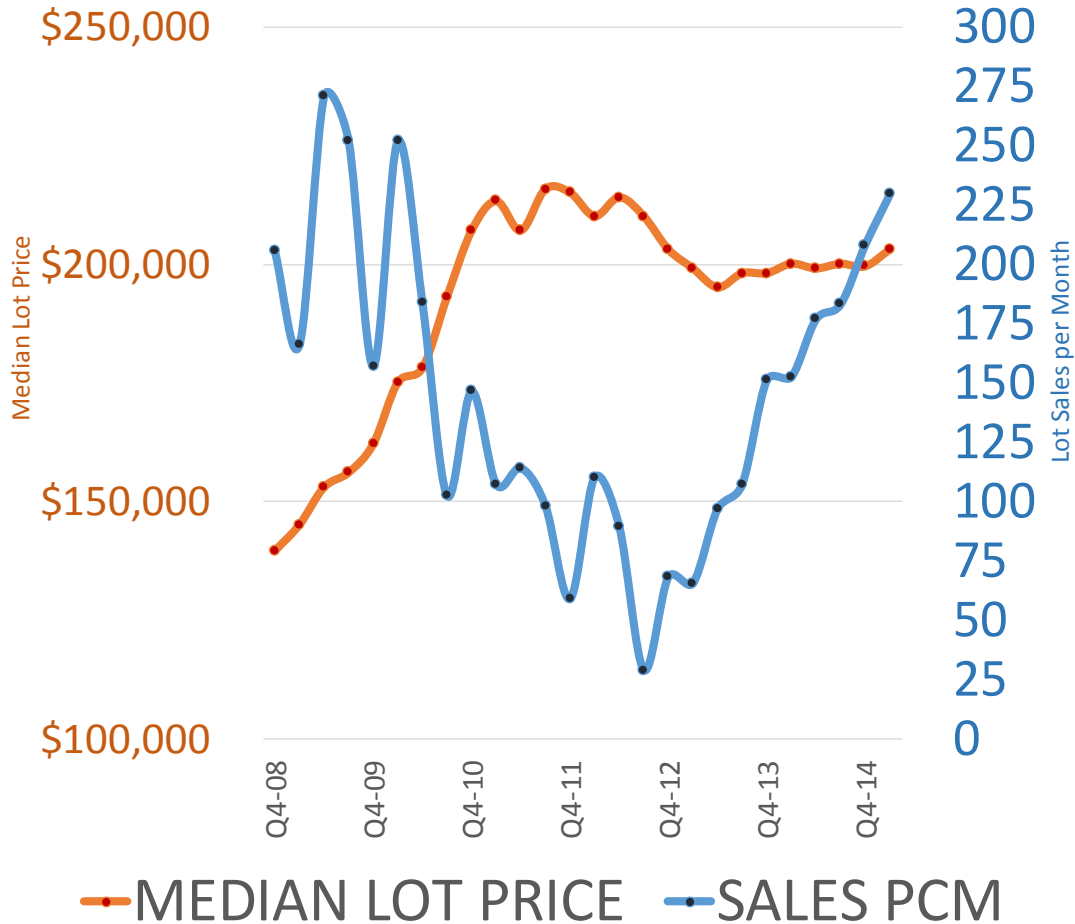
LOT SALES & MEDIAN LOT PRICE



National Land Survey Program.

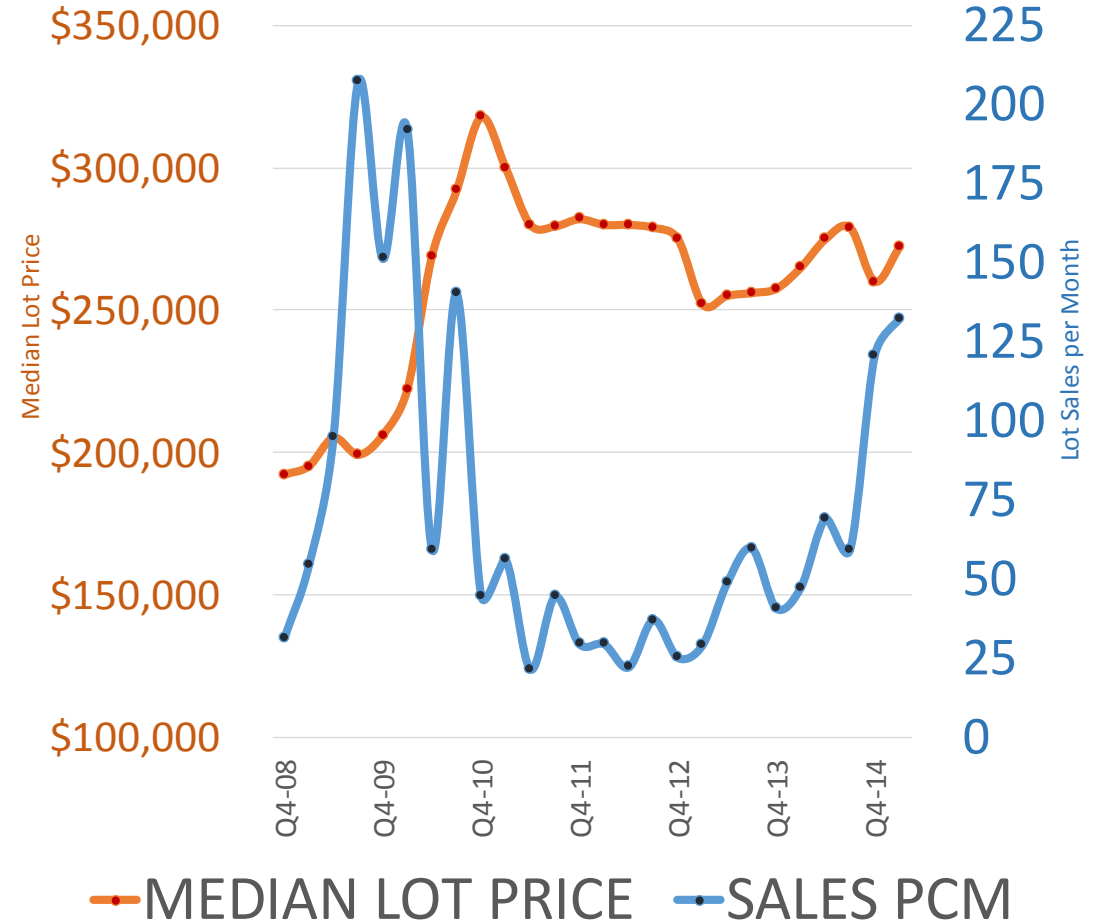
Wyndham North-West

LOT SALES & MEDIAN LOT PRICE



Wyndham: Point Cook

LOT SALES & MEDIAN LOT PRICE



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