

Benchmark

TWENTIETH EDITION



Australia's premium
regional and rural
property data report

LANDMARK **Harcourts**

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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



The rural property markets of Australia have been a little more challenging through 2018, with a variety of factors influencing market activity. Rural commodity prices continued to trend higher, up 3.9% over the calendar year, spurred by strong demand from China and, more broadly, northern Asia, as well as being assisted by a lower

Australian dollar. Despite the rise in prices, the total export value of rural products was slightly down 2.3% over the calendar year.

With the Australian dollar likely to remain low and potentially experience some downward pressure in 2019, the outlook for Australian agricultural products remains positive which should help to support the regional property sector. However any stronger fundamentals across the agricultural sector could possibly be offset by ongoing tight credit conditions which are having some broad based effect on market activity, as well as unfavourable weather events and rising global uncertainty related to trade disputes, Brexit and the Australian federal election.

There were fewer sales transactions across regional Australia for both residential houses and rural properties over the twelve months ending November 2018, with the gross value of sales down 8.4% on the year prior to total \$64.4 billion.

Regional property market activity was down across each of the states, ranging from an 18.4% drop in settled sales across New South Wales to a 1.1% reduction across South Australia. However, while the total value of sales declined over each of the states, the reduction was more subdued, suggesting that property prices are holding up despite fewer transactions taking place.

The residential sector has generally recorded better conditions relative to the rural sector. House sales across regional Australia were down 6.2% over the year while the number of rural property sales was down 23.2%.

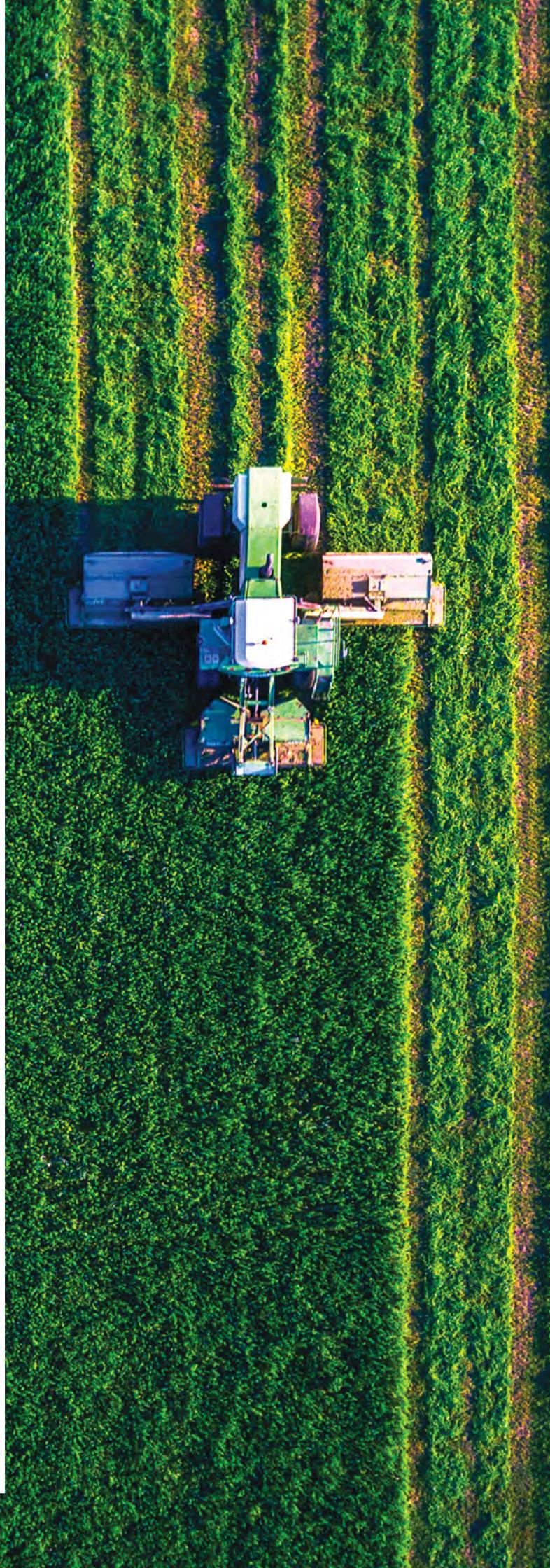
A handwritten signature in black ink, appearing to read 'Mark Brooke', with a stylized flourish at the end.

Mark Brooke

General Manager Landmark Harcourts

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Agricultural Overview

Strength of the Agricultural Market

The value of Australia's agricultural output has been trending lower since 2017 and now comprises a record low contribution to Australia's gross domestic deposit at just 2.5%

The Australian Bureau of Statistics' national accounts data showed that the agricultural sector contributed \$11.1 billion to the national economy over the September 2018 quarter. The sector's output was -1.6% lower relative to the June 2018 quarter and -7.9% lower than the September 2017 quarter. With the recent fall, the value of agricultural output over the September '18 quarter was tracking 3.4% below the decade average. Over the quarter, the agricultural sector accounted for 2.4% of Australia's economic activity and over the 12 months it accounted for a slightly greater 2.5% which was a record low share of economic activity.

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 was 2.3% lower over the twelve months ending December 2018

Over the 2018 calendar year there was \$47.2 billion worth of rural goods exported from Australia which was down 2.3% on the previous year. The slip in the value of rural goods exports follows a surge in export value over the prior year when exports were up 13.5%. Rural goods exports comprised 13.7% of total goods exported over 2018 calendar year; slightly higher than the proportion ten years ago (12.6%) but substantially lower than 1970's and 1980's where rural goods consistently accounted for more than one third of exported goods.

Indexes of prices received by farmers ^a

Commodity	2014-15	2015-16	2016-17	2017-18 s	2018-19 f	2019-20 f
Crops						
Grains and oilseeds						
Barley	175.6	159.0	123.6	177.6	215.4	223.0
Canola	130.6	137.9	145.0	140.1	148.7	155.7
Grain sorghum	178.0	162.3	140.8	190.6	213.5	205.4
Lupins	149.3	185.0	141.4	137.6	140.2	147.1
Oats	183.1	224.0	176.8	151.4	237.7	212.9
Wheat	151.7	140.1	117.1	142.9	150.0	156.4
Total grains and oilseeds	147.0	141.9	122.9	143.6	157.8	160.1
Cotton	103.0	111.7	99.7	129.3	131.4	123.7
Hay	169.6	176.4	179.3	182.4	273.6	150.5
Fruit	170.4	162.0	164.8	167.9	171.5	175.3
Sugar	128.0	117.1	151.9	119.7	96.4	103.5
Vegetables	179.1	172.9	175.8	179.2	183.0	187.1
Total crops	131.7	128.3	121.1	132.7	138.4	140.4
Livestock						
Livestock for slaughter						
Cattle	196.4	252.9	271.8	229.6	226.0	218.4
Lambs	233.4	236.2	264.3	302.5	357.0	352.1
Sheep	337.8	304.1	419.2	466.7	479.1	501.4
Live cattle for export	186.5	238.6	261.8	258.9	249.2	245.6

	2014-15	2015-16	2016-17	2017-18 s	2018-19 f	2019-20 f
Livestock for slaughter (cont.)						
Live sheep for export	286.6	312.3	321.3	334.5	319.1	319.1
Pigs	156.4	181.0	170.7	132.1	122.5	129.8
Poultry	126.2	124.7	120.3	121.1	122.8	123.9
Total livestock for slaughter	192.4	226.9	241.3	222.4	226.4	223.0
Livestock products						
Wool	159.1	186.5	212.5	258.8	264.9	245.5
Milk	161.4	148.2	137.3	154.1	156.2	153.5
Eggs	114.6	112.7	113.7	114.8	116.0	117.3
Total livestock products	155.3	156.2	158.6	182.3	185.5	178.3
Store and breeding stock	210.1	261.1	293.6	268.0	266.8	269.5
Total livestock	177.7	201.4	212.6	208.5	211.8	207.6
Total prices received	152.2	160.9	161.0	166.7	171.4	170.8

^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. Details for establishments with estimated value of agricultural operations (EVAO) of \$1,500 or more until 1980-81; \$2,500 or more from 1981-82 to 1985-86; EVAO of \$20,000 or more from 1986-87 to 1990-91; EVAO of \$22,500 or more from 1991-92 to 1992-93; EVAO of \$5,000 or more from 1993-94 to 2014-15; and EVAO of \$40,000 from 2015-16. Sources: ABARES; Australian Bureau of Statistics

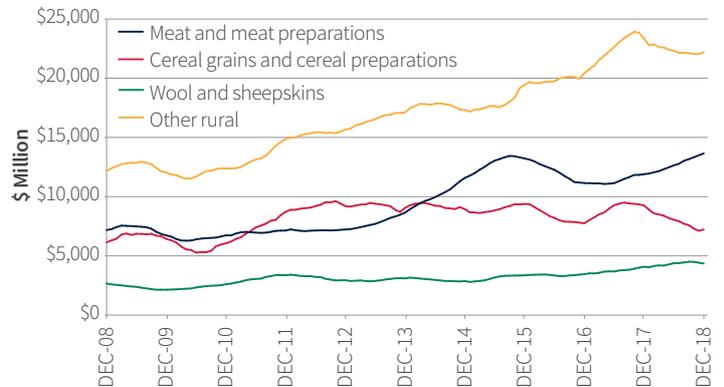
Agricultural Overview

Commodities

Although the overall value of rural goods exports was down over the year, the export value of meat products and wool recorded a substantial rise in 2018

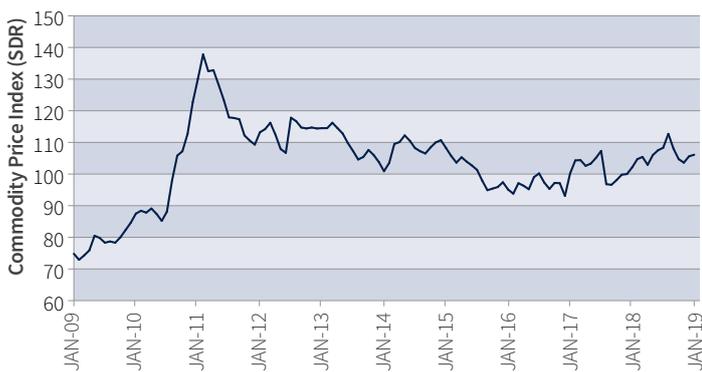
The \$47.2 billion worth of rural goods exported over the 2018 calendar year is divided amongst four major categories: meat and meat preparations (29% of rural good exports), cereal grains and cereal preparations (15%), wool and sheepskins (9%), and other rural goods (47%). The 'other' category includes commodities such as cotton, butter, cheese and milk powders. Over the 2018 calendar year the export value of Australian meat was up 14.7% to reach \$13.6 billion which was its greatest annual increase since November 2015. The value of cereal exports was down 21.9% year on year to reach \$7.2 billion. Wool and sheepskin exports saw a 6.7% rise in export value over the past year, continuing a solid trend of growth that has been evident since mid-2016. 'Other' rural exports were down 4.9% over the year following an eight year surge in export values.

Annual value of rural goods exports



Source: ABS, CoreLogic

Rural commodity price index



Source: RBA, CoreLogic

Rural commodity prices continue along a strong upwards trend

The Reserve Bank's rural commodity price index slumped over the final quarter of 2018, but was 3.9% higher over the twelve months ending January 2019. The index remains well below the peaks of early 2011, but has generally been trending higher over the past two years at the annual rate of around 3%. The improvement in rural commodity prices can be at least partially attributed to recent weakness in the Australian dollar. With the Australian dollar likely to remain subdued and demand for Australian rural goods remaining high, there is a high likelihood the index will continue to trend higher.

Gross unit values of farm products ^a

Commodity	unit	2014-15	2015-16	2016-17	2017-18 s	2018-19 f	2019-20 f
Crops ^b							
Grains							
Barley	\$/t	280	253	197	283	343	355
Corn (maize)	\$/t	330	326	320	315	347	312
Grain sorghum	\$/t	301	275	238	323	361	348
Oats	\$/t	250	306	242	207	325	291
Rice	\$/t	395	419	313	430	463	448
Triticale	\$/t	256	248	178	271	324	267
Wheat	\$/t	300	277	231	283	297	309
Oilseeds							
Canola	\$/t	503	532	559	540	574	600
Soybeans c	\$/t	588	569	780	853	1,085	857
Sunflower seed c	\$/t	756	652	1,125	900	1,331	590
Pulses							
Chickpeas	\$/t	567	784	833	760	676	528
Field peas	\$/t	413	449	328	297	467	332
Lupins	\$/t	292	362	277	269	274	288
Industrial crops							
Cotton lint d	c/kg	199	227	255	263	283	247
Sugar cane (cut for crushing)	\$/t	40.3	37.3	44.4	36.2	31.2	33.2
Wine grapes	\$/t	476	544	565	609	639	661

Commodity	unit	2014-15	2015-16	2016-17	2017-18 s	2018-19 f	2019-20 f
Livestock							
Beef cattle	c/kg	382	492	529	447	440	425
Lambs	c/kg	474	480	537	614	725	715
Pigs	c/kg	310	358	338	261	243	257
Poultry	c/kg	226	223	215	217	220	222
Livestock products							
Wool	c/kg	626	734	836	1,018	1,042	966
Milk	c/L	48.2	44.2	41.0	46.0	46.6	45.8
Eggs	c/ dozen	229	238	238	240	241	241

^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 gross unit 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 forecast. ^s ABARES estimate.

Notes: Prices used in these calculations exclude GST. Details for establishments with estimated value of agricultural operations (EVAO) of \$1,500 or more until 1980-81; \$2,500 or more from 1981-82 to 1985-86; EVAO of \$20,000 or more from 1986-87 to 1990-91; EVAO of \$22,500 or more from 1991-92 to 1992-93; EVAO of \$5,000 or more from 1993-94 to 2014-15; and EVAO of \$40,000 from 2015-16.

Sources: ABARES; Australian Bureau of Statistics

Agricultural Overview

Exports

Australian dollar exchange rate with the US



Source: RBA, CoreLogic

The Australian dollar is under renewed downwards pressure, holding below US\$0.74 over the final quarter of 2018 with further downwards pressure evident in early 2019

A lower Australian dollar is generally a positive outcome for the economy; promoting exports and boosting international demand for Australian products and services. At the end of January 2019, the Australian dollar was trading at US\$0.73; 10% lower than a year prior and down by one third from the highs of 2011. Recent exchange rate forecasts from Westpac’s economic team indicate the Australian dollar is likely to remain around US\$0.70 through the first half of 2019 before falling to US\$0.69 by the end of 2019. A lower exchange rate would provide additional stimulus for export reliant industries such as the agricultural sector. With the RBA now moving to a more neutral interest rate stance, if interest rate cuts were to occur it would likely push down the exchange rate which would be positive for the export sector.

China tops the list for the largest agricultural export market

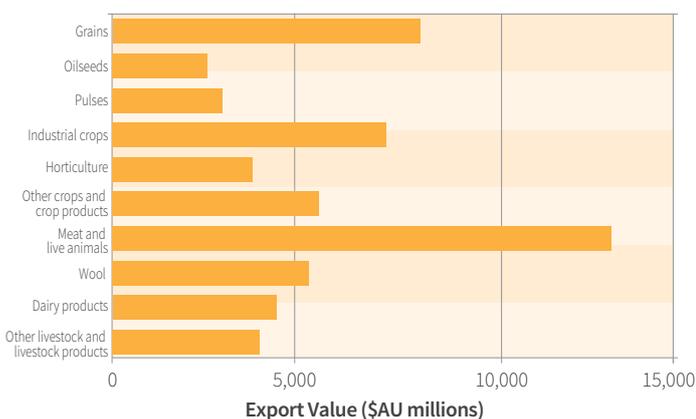
Data from ABARES shows agricultural exports to China topped \$11.8 billion over the 2017/18 financial year; an increase of 16.5% over the 2016/17 financial year. Japan comprised the second largest export market at \$4.9 billion, followed by the United States (\$3.9 billion) and the European Union (\$3.3 billion). The strongest growth market was the Russian Federation, with the value of agricultural exports more than doubling over the past financial year. The North Asia region comprises 40% of the value of Australian agricultural exports, highlighting the importance of this region to the agricultural sector.

Sources: ABARES; Australian Bureau of Statistics, Information Consultancy Services, 2007, cat. no. 9920.0, Canberra

Value of Australian agricultural exports by region, 2017/18

	\$AUD Million	Share of Total (%)
Africa	\$747.65	1.5%
Americas	\$4,547.74	9.3%
North Asia	\$21,669.76	44.3%
South-East Asia	\$8,344.71	17.1%
South Asia	\$2,507.46	5.1%
Middle East	\$2,634.63	5.4%
Europe	\$3,432.93	7.0%
Oceania	\$2,330.20	4.8%
Other	\$2,665.45	5.5%
Total agricultural exports	\$48,880.53	100.0%

Total value (\$m) of Australian agricultural exports, 2017-18



Australian meat continues to be the most valuable agricultural export product, with a value of \$13.2 billion last financial year

Meat and live animals has consistently been the largest agricultural export from Australia, with beef and veal comprising the largest component of this category. Beef and veal products were worth \$7.96 billion over the past financial year, up 11.9% on the previous year. The second largest sector export was Australian wheat at \$4.67 billion over the financial year (but down 23.3% on the year prior).

Sources: ABARES; Australian Bureau of Statistics, Information Consultancy Services, 2007, cat. no. 9920.0, Canberra

New South Wales

There were 54,514 regional house and rural property sales over the twelve months ending November 2018, with activity down by 18.4% compared with the same period a year ago. The decline in settled sales was substantially larger across the rural sector where there was 35.1% fewer sales (-7,127) compared with the previous twelve month period. Residential house sales were down 11.0% over the same time frame.

Looking at the value of sales rather than volume shows a similar, but not quite as severe downturn. Across the region, the total value of residential and rural sales was 13.2% lower over the year, with the value of rural sales down 24.0% while the value of residential house sales was down 8.4%.

Across the sub-regions of regional NSW, the only area to record a lift in residential sales was the Murray region with a rise in sales activity of 3.7% relative to the previous year. The largest market for house sales was the Newcastle and Lake Macquarie region, where 5,258 houses transacted over the year, down 15.1% on the previous year.

Across the rural sector, every sub-region recorded a substantial fall in settled sales activity, with the largest year on year falls recorded in the areas adjacent to Sydney. There were 60.9% fewer rural sales across the Newcastle and Lake Macquarie region, sales were down 57.5% across the Illawarra region and 50.7% lower across the Southern Highlands and Shoalhaven.

Price Trends

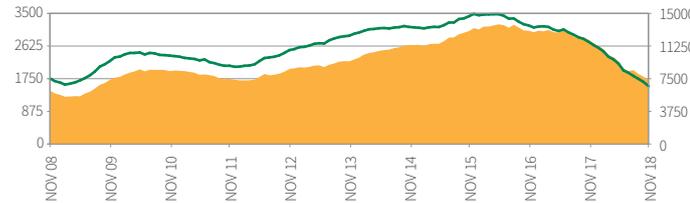
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



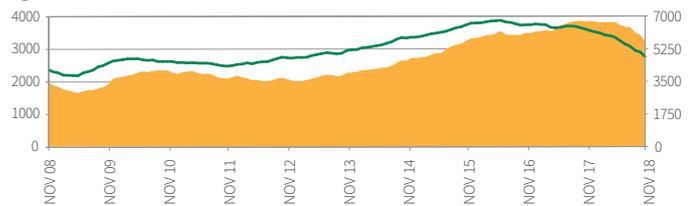
	2018	2017
#	41,314	46,445
\$	\$457,500	\$445,000
%	▲ 2.8%	▲ 7.2%

Agriculture/Rural Less than 40 Ha



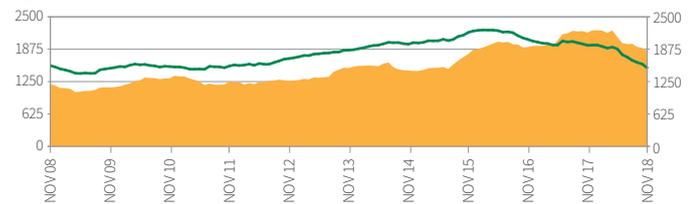
	2018	2017
#	6,654	11,734
\$	\$177,000	\$187,500
%	▼ -5.6%	▲ 2.5%

Agriculture/Rural 40 Ha to 100 Ha



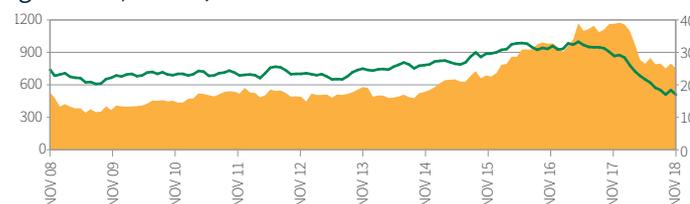
	2018	2017
#	4,857	6,329
\$	\$480,000	\$425,000
%	▲ 12.9%	▲ 6.3%

Agriculture/Rural 100 Ha to 1,000 Ha



	2018	2017
#	1,519	1,951
\$	\$720,000	\$691,000
%	▲ 4.2%	▲ 9.7%

Agriculture/Rural 1,000 Ha+



	2018	2017
#	170	313
\$	\$1,912,040	\$1,938,900
%	▼ -1.4%	▲ 25.1%

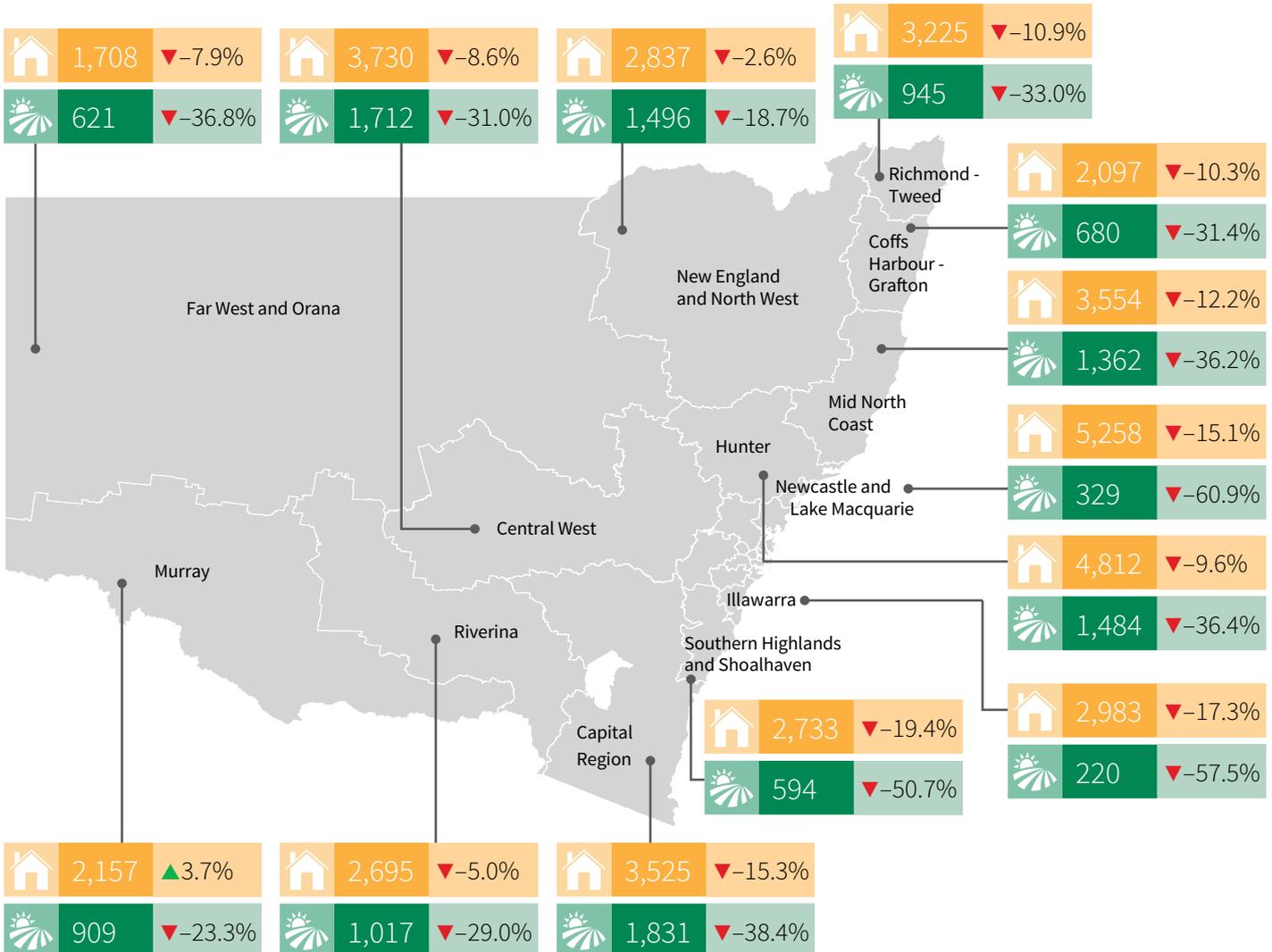
■ Left axis: Total value of sales (millions) ■ Right axis: Number of sales

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	3,525	\$471,000	\$1,768,623,940	798	\$185,000	\$177,766,252	859	\$490,000	\$491,988,120
Central West	3,730	\$349,750	\$1,362,390,673	776	\$150,000	\$129,046,150	652	\$440,000	\$349,354,821
Coffs Harbour - Grafton	2,097	\$465,000	\$1,039,742,936	309	\$200,000	\$80,295,974	320	\$420,000	\$170,091,999
Far West and Orana	1,708	\$232,750	\$429,011,254	218	\$29,000	\$22,888,378	173	\$350,000	\$76,969,111
Hunter Valley exc Newcastle	4,812	\$445,000	\$2,335,617,148	967	\$211,000	\$237,883,597	452	\$589,500	\$360,454,613
Illawarra	2,983	\$730,000	\$2,393,408,036	197	\$460,000	\$124,396,204	22	\$1,307,500	\$37,937,713
Mid North Coast	3,554	\$460,000	\$1,725,764,387	655	\$206,450	\$163,418,166	623	\$500,000	\$347,324,649
Murray	2,157	\$278,000	\$678,737,321	534	\$138,000	\$95,229,146	216	\$330,000	\$92,023,395
New England and North West	2,837	\$292,000	\$893,793,524	663	\$83,000	\$161,886,357	467	\$392,500	\$206,839,344
Newcastle and Lake Macquarie	5,258	\$596,500	\$3,448,319,757	293	\$349,000	\$186,889,701	33	\$1,040,000	\$53,031,666
Richmond - Tweed	3,225	\$570,000	\$2,149,045,339	344	\$290,000	\$130,637,818	543	\$629,000	\$471,738,180
Riverina	2,695	\$299,000	\$861,199,087	499	\$110,000	\$68,903,151	309	\$400,000	\$166,616,868
Southern Highlands and Shoalhaven	2,733	\$610,000	\$1,920,172,091	401	\$305,000	\$141,381,780	188	\$1,405,000	\$429,074,573

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	173	\$560,000	\$162,382,150	1		\$1,225,000
Central West	264	\$731,616	\$395,800,657	20	\$1,705,040	\$51,265,416
Coffs Harbour - Grafton	49	\$350,000	\$27,442,750	2		\$2,096,666
Far West and Orana	155	\$650,037	\$178,238,142	75	\$1,540,644	\$262,397,014
Hunter Valley exc Newcastle	62	\$627,500	\$57,655,564	3		\$5,843,000
Illawarra	1		\$380,000	0		\$0
Mid North Coast	83	\$550,000	\$59,025,500	1		\$11,000,000
Murray	146	\$910,000	\$201,190,436	13	\$3,300,000	\$76,899,606
New England and North West	326	\$781,130	\$420,139,219	40	\$4,569,032	\$254,773,749
Newcastle and Lake Macquarie	2		\$640,000	1		\$660,000
Richmond - Tweed	58	\$489,500	\$40,261,851	0		\$0
Riverina	195	\$910,000	\$285,725,491	14	\$4,147,023	\$85,666,079
Southern Highlands and Shoalhaven	5		\$8,310,000	0		\$0

NSW:

\$28.6b

Total value of property sold

24.2%

Sales were rural/agricultural

54,514

Houses and rural/agricultural property sales

Data covers sales for the 12 months to November 2018.

Paul Thomas

Landmark Harcourts Narrabri



Paul commenced as a stock & station agent in 1985 in a family business. In 2012, he opened the Landmark Harcourts office in Narrabri specialising in rural property sales, predominantly dryland farming and irrigation, hobby farms, residential, commercial & light industrial, water trading, valuations & clearing sales. Paul's grounding in grassroots agriculture and experience in marketing means he can relate to both farmers and business people either as vendors or purchasers.

Paul has had a great number of significant sales and achievements including working with Phil Rourke in the sales of 'Wingadee' & 'Netherway' Coonamble NSW in 2010, 'Collymongle' Station, Moree NSW in 2011, 'Mobinbry' North Star NSW in 2014 & 'Clover Downs' Cunnamulla QLD in 2017. Highlights of 2018 were 'Byalla' Edgeroi NSW and 'Karinya' & 'Corella North' Bellata, NSW.

He reports that the current environment is extremely challenging, and the dry conditions are the toughest he's seen in his working career. "On the positive side, the national economy is in good shape, with low interest rates and strong commodity prices providing a stable platform for when seasonal conditions improve. Despite a decrease of the number of buyers in the market values for quality listings have remained firm."

'Wallabowrie' 126 Couradda Road, Edgeroi NSW 2390

Price on Application

Landmark Harcourts Narrabri has listed for private sale a rare offering of summer and winter cropping country in the Edgeroi district of North West NSW. Situated 2km east of the Newell Highway at Edgeroi between Narrabri and Moree this excellent cropping property features quality belah soils and a perfect position. Covering a total area of 656ha (1,620ac) 'Wallabowrie' is farmed in five main paddocks covering a total arable area of approximately 586ha (1,448ac). Currently 284 ha is fallow ready for this year's winter crop.

Set up for minimum tillage farming, the property is ideal for summer and winter crops and has successfully grown dryland cotton, sorghum, canola, chickpeas, faba beans, wheat and barley. The farm has full bitumen road frontage with three entrances and boasts mainly open softly undulating farming country with timber shelter belts and wind breaks on the boundaries. Water is supplied by a solar bore with 2 x 22,500L poly tanks located in the centre of the farm.

Land area 655.9 Ha (1620 Ac)

Property Type Cropping



P 0429 921 599 E paul.thomas@landmark.com.au

Landmark Harcourts Narrabri 2/155 Maitland Street, Narrabri, NSW 2390

Victoria

Settled sales across the residential and rural sectors of regional Victoria slipped 6.9% lower over the twelve months ending November 2018. The lower number of sales was more heavily influenced by the rural sector of the market where sales were down 18.8% over the year while residential house sales were only 1.0% lower relative to the same period a year ago. Overall there were 28,873 house sales over the year and 11,631 rural sales.

From a value, rather than volume perspective, the softening in market conditions wasn't as pronounced. In fact the value of residential house sales was 3.8% higher over the year, while the value of rural sales was down 16.9%.

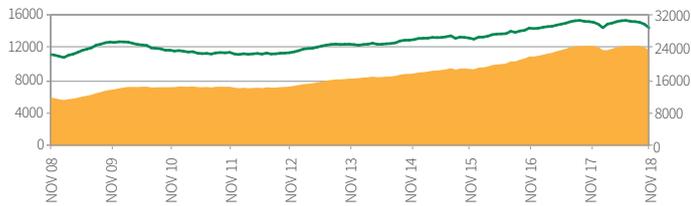
Across the sub-regions of regional Victoria, the market performance was a mixed bag. Residential house sales were generally higher over the year across each of the sub-regions apart from the two largest regional centres. Sales activity in Geelong was 9.2% lower over the year and Ballarat sales were down 1.3%.

The fall in settled sales activity was broad based across the rural sector. Every sub-region apart from the Warrnambool and South West region (+5.2%) recorded a fall in sales activity. The rural sector within the Geelong region recorded the largest drop in activity, with sales more than halving year on year.

Price Trends

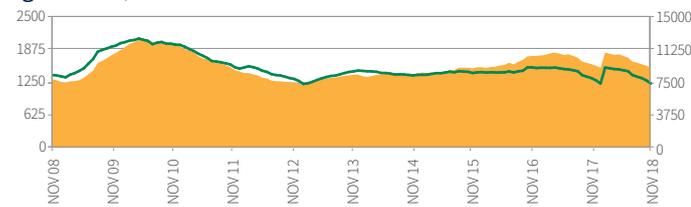
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



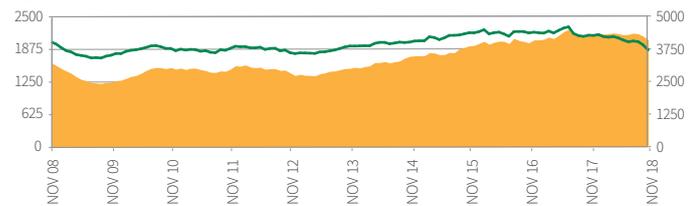
	2018	2017
#	28,873	29,165
\$	\$360,000	\$343,000
%	▲ 5.0%	▲ 7.2%

Agriculture/Rural Less than 40 Ha



	2018	2017
#	7,321	9,138
\$	\$150,000	\$151,000
%	▼ -0.7%	▲ 3.8%

Agriculture/Rural 40 Ha to 100 Ha



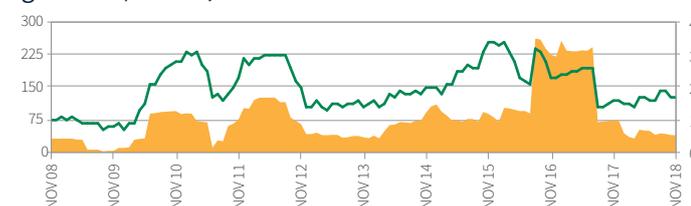
	2018	2017
#	3,724	4,291
\$	\$420,000	\$395,000
%	▲ 6.3%	▲ 10.4%

Agriculture/Rural 100 Ha to 1,000 Ha



	2018	2017
#	569	875
\$	\$640,000	\$662,440
%	▼ -3.4%	▲ 12.2%

Agriculture/Rural 1,000 Ha+



	2018	2017
#	17	16
\$	\$1,104,524	\$1,548,554
%	▼ -28.7%	▼ -42.8%

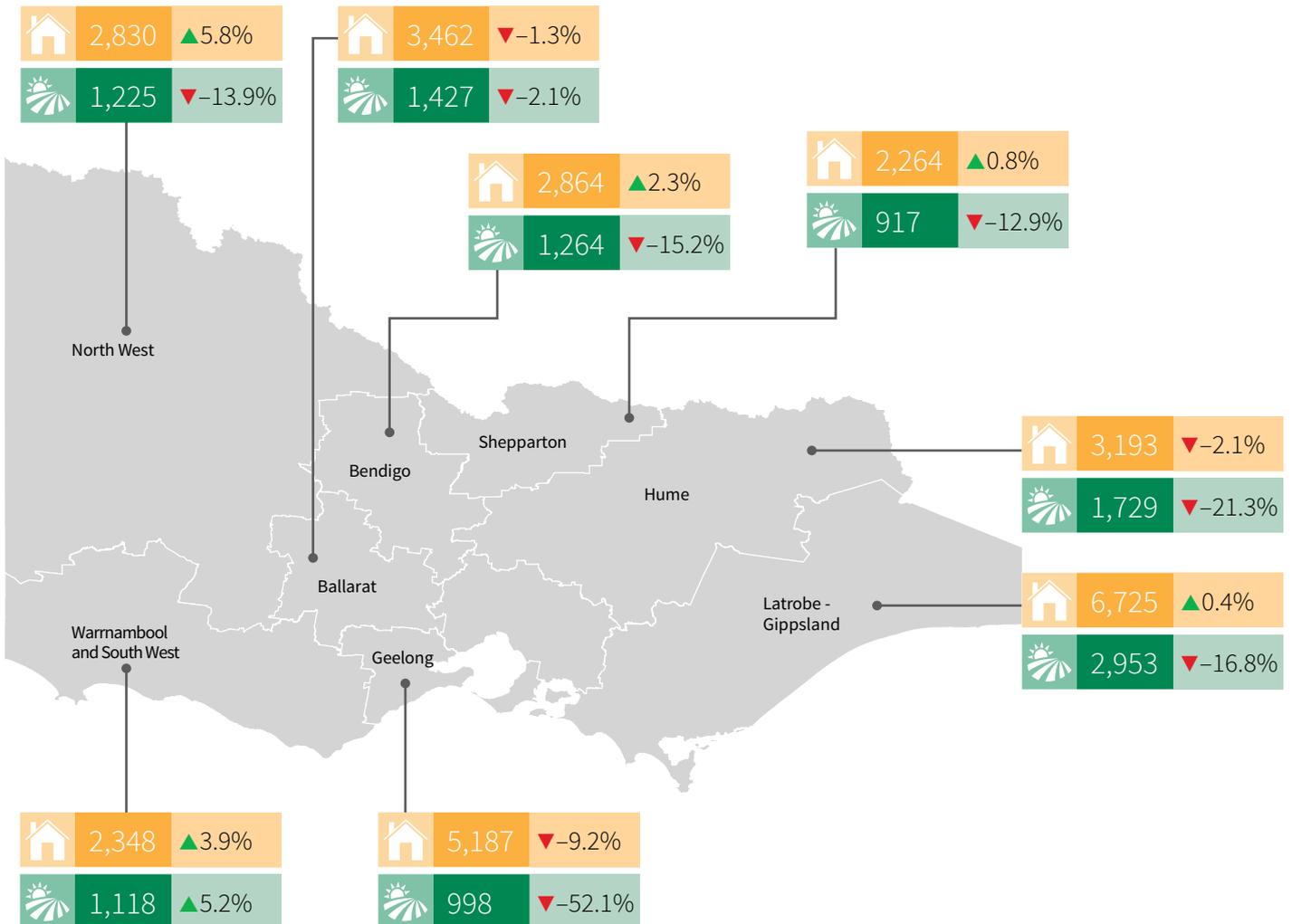
Left axis: Total value of sales (millions) Right axis: Number of sales

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	3,462	\$360,000	\$1,403,603,530	917	\$145,000	\$192,964,352	481	\$400,000	\$235,383,431
Bendigo	2,864	\$372,000	\$1,185,432,780	751	\$159,500	\$143,899,546	476	\$359,500	\$209,862,670
Geelong	5,187	\$552,000	\$3,258,128,151	845	\$300,000	\$361,639,843	142	\$913,500	\$181,788,532
Hume	3,193	\$347,500	\$1,184,296,244	966	\$145,000	\$173,761,231	684	\$480,000	\$401,082,220
Latrobe – Gippsland	6,725	\$339,000	\$2,479,871,154	2,177	\$145,000	\$395,293,633	725	\$525,000	\$459,202,338
North West	2,830	\$221,025	\$687,106,141	529	\$90,000	\$61,524,351	460	\$250,000	\$179,569,625
Shepparton	2,264	\$285,000	\$724,513,713	524	\$130,000	\$91,512,901	343	\$360,000	\$161,045,401
Warrnambool and South West	2,348	\$300,000	\$775,577,976	612	\$135,000	\$101,478,900	413	\$458,745	\$236,050,372

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	29	\$750,000	\$32,450,996	0		\$0
Bendigo	36	\$530,000	\$40,626,952	1		\$4,020,994
Geelong	10	\$667,500	\$10,407,450	1		\$1,500,000
Hume	79	\$600,000	\$69,466,503	0		\$0
Latrobe – Gippsland	46	\$585,000	\$52,820,921	5		\$18,180,000
North West	228	\$504,400	\$213,370,933	8		\$6,249,864
Shepparton	50	\$600,000	\$62,359,519	0		\$0
Warrambool and South West	91	\$979,125	\$111,773,116	2		\$9,773,494

Data covers sales for the 12 months to November 2018.

VIC:

\$15.9b

Total value of property sold

28.7%

Sales were rural/agricultural

40,504

Houses and rural/agricultural property sales

Kerryn Rishworth



Kerryn Rishworth has worked in property development and sales for the past 30 years specialising in residential home sales, commercial farms & freeholds and lifestyle hobby farms. She also runs a small cattle farm in Yea as well as a design and renovation business.

Kerryn possesses a vast knowledge of the local area and known for providing her clients with excellent results with her honest approach. She is passionate about real estate and this shines through when talking about property and helping vendors achieve the best result.

“The end of 2018 saw a slowing market in Melbourne but I’m happy to say it had minimal effect on the Murrindindi shire to date,” says Kerryn. “Buyers are still aware of excellent value for money in the country, generally they are buying to reduce or to have no mortgage with the tree change plus with the added bonus of quality of life in a clean, crisp and friendly environment.”

Landmark Harcourts Yea

‘Hume Park’, 2000 Rolling Acres, Yea

Price on Application

Gentle land to the front with slightly rising to the middle and high rising hills to the rear of the property divided into 12 fenced paddocks with laneway systems, valleys and habitats for shelter as well as mature gums for shade. This property is suitable for Agriculture and Horticulture, or simply take advantage of the 12 titles for re sale or further sub division development STCA.

Water & Rainfall: 12 dams, some spring fed. High rainfall (approx. 600mm per annum)

Water tanks to sheds feeding troughs in holding yards

Shedding & Stockyards: Lockable machinery shed to the double gated main entrance. Steel yards for sheep or cattle, can hold 300 head of cattle, loading ramp and crush.

Features of this home include 3m ceilings, well planned country kitchen with quality appliances & plenty of bench space, 3 x split systems, ceiling fan & slow combustion fire, and excellent rear access with huge garage/man shed.

Land area	800 Ha (2000 Ac)
Property Type	Grazing, horticulture, Forestry, Rural Land, Viticulture, Sheep & Cattle, Specialist Livestock, Arable, Dairy, Cereals, Mixed Farming, Cropping, Lifestyle/ Rural, Pastoral



P 0412 346 169 E Kerryn.r@landmarkharcourts.com.au

Landmark Harcourts Yea 52 High Street, Yea, Vic 3717



Queensland

Queensland's regional markets recorded a 7.8% drop in settled sales over the twelve months to November 2018. The lower level of activity was most apparent across the rural sector of the market where sales were down 16.3% by volume and 4.1% lower by value. Residential houses showed a milder downturn in sales over the year, with sales activity falling 4.2% while the overall value of sales was 4.1% lower.

Across the sub-regions of regional Queensland, sales activity trended higher over the year in both Fitzroy (+2.4%) and Mackay (+2.0%) where market conditions are improving after a prolonged post mining boom

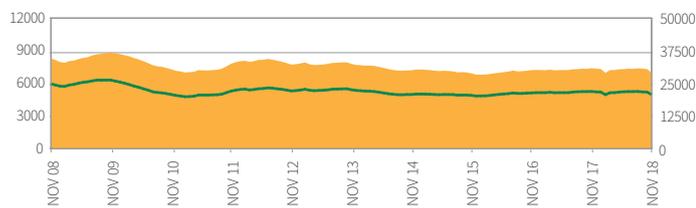
slump. Additionally, the Mackay area was the only sub-region to avoid a fall in rural sales over the year.

The relatively soft conditions across regional Queensland were exacerbated by areas such as Darling Downs-Maranoa and Townsville which recorded the largest fall in settled residential house sales, with the market down 11.0% and 9.9% respectively year on year. Across the rural sector of the state, sales were down the most in Toowoomba, falling 28.1% year on year.

Price Trends

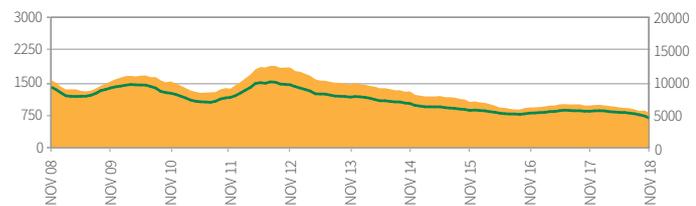
Gross value of sales rolling 12 months

Residential houses (Less than 4 Ha)



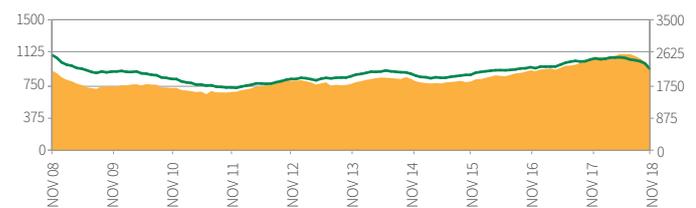
	2018	2017
#	20,582	21,494
\$	\$317,000	\$318,000
%	▼ -0.3%	0.0%

Agriculture/Rural Less than 40 Ha



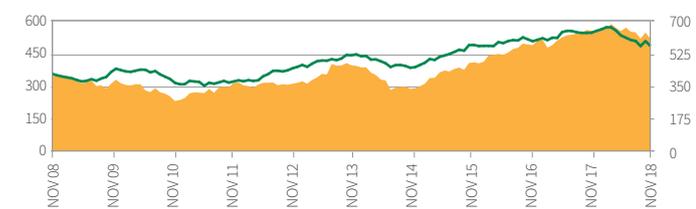
	2018	2017
#	4,517	5,577
\$	\$150,000	\$151,000
%	▼ -0.7%	0.0%

Agriculture/Rural 40 Ha to 100 Ha



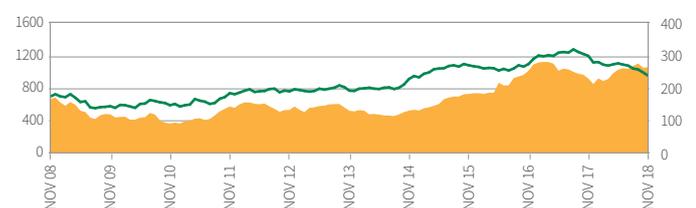
	2018	2017
#	2,176	2,439
\$	\$360,000	\$350,000
%	▲ 2.9%	▲ 6.1%

Agriculture/Rural 100 Ha to 1,000 Ha



	2018	2017
#	567	638
\$	\$615,000	\$570,000
%	▲ 7.9%	▲ 3.6%

Agriculture/Rural 1,000 Ha+



	2018	2017
#	238	299
\$	\$2,700,000	\$2,000,000
%	▲ 35.0%	▲ 0.3%

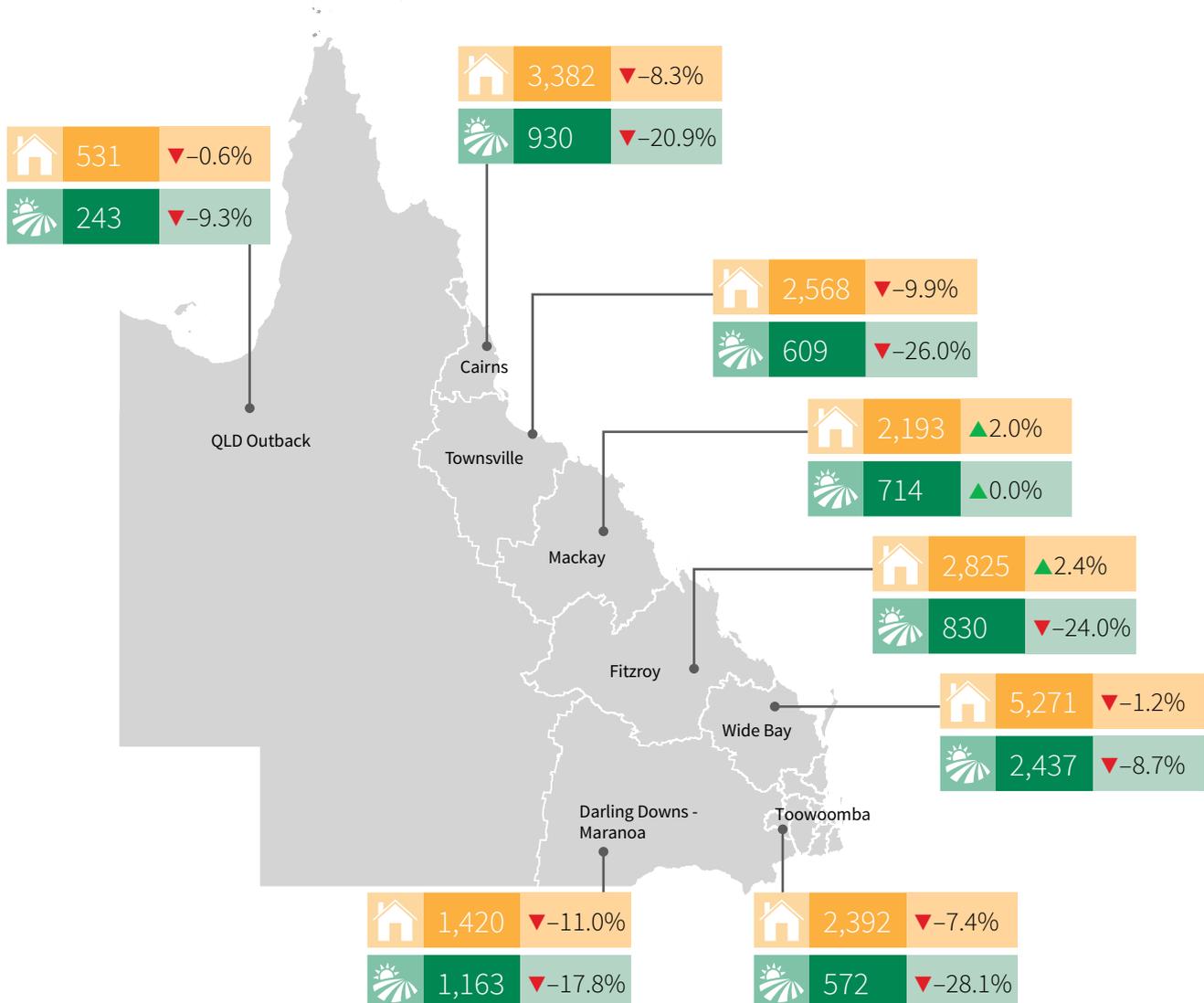
■ Left axis: Total value of sales (millions) ■ Right axis: Number of sales

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	3,382	\$385,000	\$1,397,644,696	717	\$179,000	\$147,217,595	188	\$450,000	\$116,905,301
Darling Downs – Maranoa	1,420	\$240,000	\$362,359,306	326	\$84,500	\$43,292,890	534	\$261,000	\$185,223,880
Fitzroy	2,825	\$270,000	\$827,735,052	435	\$159,000	\$71,209,224	291	\$335,000	\$113,995,627
Mackay	2,193	\$327,000	\$746,961,785	482	\$160,000	\$93,895,375	170	\$450,000	\$86,458,300
Queensland – Outback	531	\$167,000	\$108,661,783	89	\$36,000	\$44,898,271	59	\$435,000	\$30,056,168
Toowoomba	2,392	\$375,000	\$1,000,631,926	470	\$190,000	\$97,310,552	99	\$567,500	\$72,902,831
Townsville	2,568	\$310,000	\$848,004,071	445	\$159,000	\$78,163,069	133	\$431,232	\$67,761,631
Wide Bay	5,271	\$299,000	\$1,653,270,081	1,553	\$128,995	\$221,294,076	702	\$359,500	\$282,280,342

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	24	\$850,000	\$22,019,262	1		\$2,500,000
Darling Downs – Maranoa	229	\$580,000	\$211,183,140	74	\$2,805,000	\$240,841,365
Fitzroy	69	\$650,000	\$74,781,895	35	\$3,400,000	\$183,073,808
Mackay	42	\$707,500	\$44,151,766	20	\$3,503,125	\$183,746,994
Queensland – Outback	13	\$360,000	\$7,564,542	82	\$2,278,878	\$357,564,147
Toowoomba	3		\$1,323,636	0		\$0
Townsville	20	\$945,000	\$22,428,080	11	\$3,300,000	\$55,330,000
Wide Bay	167	\$555,000	\$136,383,794	15	\$1,350,000	\$31,891,042

Data covers sales for the 12 months to November 2018.

QLD:

\$10.3b

Total value of property sold

26.7%

Sales were rural/agricultural

28,080

Houses and rural/agricultural property sales

Peter Cooke

Landmark Harcourts Cooke



Peter is the Principal at Landmark Harcourts Cooke, together with his wife purchased the real estate business 4 years ago. Prior to commencing in real estate Peter has enjoyed an extensive career in Western Queensland, working closely with landholders to liaise with oil and gas companies.

Peter is the fifth generation in his family to live and farm in the Clifton area. He specialises in farming properties, having a wealth of knowledge and passion for the local rich farming country. His enthusiasm for his district is reflected in his exceptional service, straight forward approach and local knowledge.

572 Condamine River Road, Pratten

Price on Application

Location, charm and production versatility very seldom are delivered in one parcel. Previously the home of a successful Santa Gertrudis stud, this property has only changed hands twice since settlement.

Mount Manning offers the capability of breeding and backgrounding with the added bonus of fertile irrigated river flats with undulating grazing country. Four kilometres of permanent water supplies in the Condamine River, 230 megalitres of water located on seven titles seal the deal!

The property boasts a John Dalton architecturally designed five-bedroom homestead, including a guest wing, the gardens of which overlook professionally designed post and rail horse facilities.

Ideal for cattle, horses or studs. Easily accessible to Toowoomba, Brisbane and Stanthorpe.



Land area	431 Ha (1066 Ac)
Property Type	Lifestyle/Rural, Mixed Farming

P 0437 719 777 E peter.cooke@landmarkharcourts.com.au

Landmark Harcourts Cooke 67 King Street, Clifton, QLD, 4361



Here we are. Working together.

At Landmark Harcourts, we understand that every property is as unique as you are. That's why we take the time with our clients to ensure we understand their unique needs and aspirations. We work closely with you to ensure a tailored approach that helps to achieve the best possible outcome.

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LANDMARK
Harcourts

South Australia

Regional South Australia recorded 9,156 house and rural sales over the twelve months ending November 2018 totalling \$3.0 billion dollars. Across the regional areas of the state the number of sales slipped 1.1% over the year while the total value of sales was down a similar 1.4%.

The softening in market activity was attributable to a 3.0% fall in rural sales activity, while residential house sales finished the year level with the year prior. From a value perspective, the value of rural sales totalled \$1.38 billion over the year which was 5.3% lower year on year. Across the residential sector, the gross value of house sales ticked 2.0% higher over the year to reach \$1.66 billion.

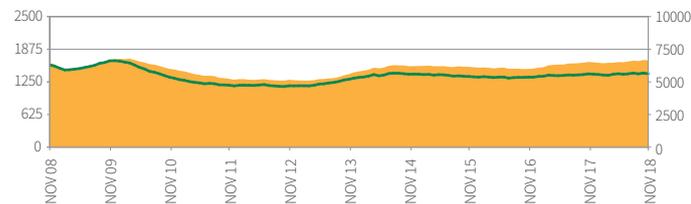
Across the sub-regions of the state, residential house sales trended higher across two of the three sub-regions: 3.9% higher across Barossa-Yorke-Mid North and 4.3% higher across the broad Outback region of the state, while residential sales slipped 2.9% lower across the South East sub-region.

Across the rural sector, sales were higher across the Outback (+4.6%) but lower across the remaining two areas; down 2.2% in Barossa-Yorke-Mid North and 4.7% lower across the South East.

Price Trends

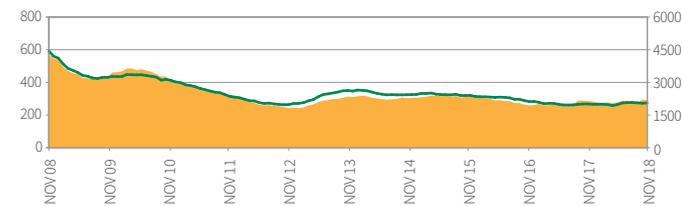
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



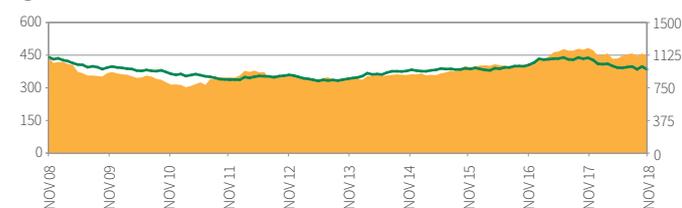
	2018	2017
#	5,620	5,618
\$	\$270,000	\$265,000
%	▲ 1.9%	▲ 1.9%

Agriculture/Rural Less than 40 Ha



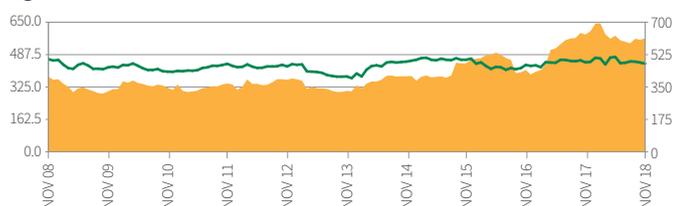
	2018	2017
#	2,062	1,993
\$	\$109,500	\$110,000
%	▼ -0.5%	▲ 10.0%

Agriculture/Rural 40 Ha to 100 Ha



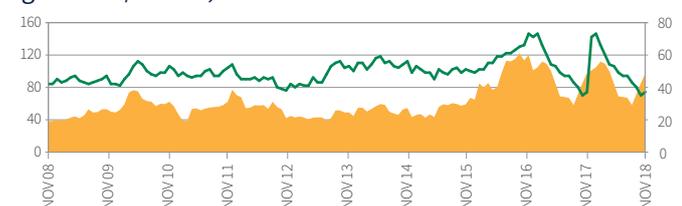
	2018	2017
#	962	1,098
\$	\$355,118	\$340,000
%	▲ 4.4%	▲ 9.7%

Agriculture/Rural 100 Ha to 1,000 Ha



	2018	2017
#	475	482
\$	\$800,000	\$692,500
%	▲ 15.5%	▲ 18.7%

Agriculture/Rural 1,000 Ha+



	2018	2017
#	37	71
\$	\$1,000,000	\$850,000
%	▲ 17.6%	▼ -14.1%

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	1,764	\$250,000	\$478,120,689	619	\$97,500	\$73,001,338	296	\$383,600	\$153,622,576
South Australia – Outback	730	\$231,000	\$182,977,233	261	\$90,000	\$28,516,573	60	\$254,000	\$16,491,135
South Australia – South East	3,126	\$285,000	\$1,002,570,185	1,182	\$120,000	\$166,895,296	606	\$355,118	\$275,042,809

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	149	\$835,000	\$195,082,349	4		\$4,944,000
South Australia – Outback	73	\$636,000	\$94,720,480	17	\$555,000	\$15,922,480
South Australia – South East	253	\$800,000	\$278,247,502	16	\$2,295,515	\$76,306,644

Data covers sales for the 12 months to November 2018.

SA:

\$3.0b
Total value of property sold

38.6%
Sales were rural/agricultural

9,156
Houses and rural/agricultural property sales

Geoff Watts



Geoff Watts has lived and worked in the upper south east of South Australia for over 30 years starting in Millicent from the age of 15, he came up through the ranks from office boy to Stock Agent and Auctioneer. The last 18 years he's focused his skills to Real Estate, where he prides himself on putting people into the right farm whilst gaining the best result for the vendor. He has a passion for auction and has seen many record results gained through this type of sale.

Past significant sales include 'Andy Grays' at Keith, 'Burnbrae' at Bordertown, and the successful auction of 1852Ha 'Sarnia' and 'Karingal' at Willalooka. His work has earned numerous accolades throughout his career, including No.1 Sales Consultant in the South Australian Harcourts group, No.3 Rural Sales Consultant across the national group, and the prestigious annual Ambassador's Cup within the Landmark Harcourts network.

"With the current strong markets and projected future markets for all things related with sheep, coupled with the dry conditions across a huge part of Australia. The proven long-term reliability of the South East SA he suggests real estate values in this area will continue to creep upwards for quite some time yet."

Landmark Harcourts Keith

172 Cantara Road, Keith 5267

\$8,000,000

Ideal for sheep, cattle, crops or irrigation.

- Fertile strong brown/grey loam over clay and marly rubble/limestone to grey sandy loam over clay.
- 75 Ha approx. Laser levelled flood irrigation in an unrestricted area.
- Excellent stands of dryland Lucerne, plus good cropping land for cereals, legumes and oil seeds.
- Annually producing high yielding cereal, clovers, legume and oil seed crops plus lucerne seed, prime lambs and wool. Would suit as a high capacity finishing/growing property.
- Well serviced by all-weather roads and lane ways.
- Well fenced with cyclone and pine posts.
- Well-watered with bore and mains supply backup to concrete troughs in all paddocks.
- 4 bedroom timber frame homestead with second 2 bed room timber frame office/ quarters, extensive shedding including 6 stand wool shed with a sweat shed, new steel sheep yards, work shop, hay sheds, implement shed, barn. All improvements maintained and located.



Land area	1530 Ha (3782 Ac)
Property Type	Grazing, Finishing, Rural Land, Sheep & Cattle, Specialist Livestock, Arable, Cereals, Irrigation, Lifestyle/ Rural, Cropping, Mixed Farming

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Landmark Harcourts Keith 204 Stirling Road, Keith SA 5267



Western Australia

The property sector across regional Western Australia has seen sales activity fall 8.4% lower over the twelve months ending November 2018, with 9,699 houses and rural properties settling over the year. The decline in sales activity was concentrated across the rural sector where property sales were down 19.2% year on year to reach 3,345 sales over the year which was the lowest level of activity in more than a decade.

The residential sales sector recorded 6,354 sales over the twelve months to November 2018, down 1.5% from a year ago.

The value of regional property sales totalled \$3.9 billion over the twelve months ending November 2018 which was down 9.9% on the previous

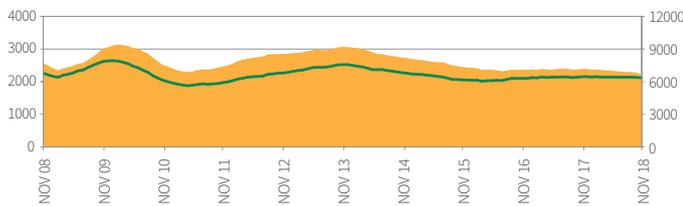
year. The value of rural sales was down 13.9% while the value of regional residential house sales was 6.6% lower over the year.

Across the three SA4 sub-regions of Western Australia, the Bunbury region stands out as the weakest, with residential sales down 7.1% over the year and rural sales down 23.0%. The remaining two regions, Outback and Wheat Belt, recorded a 3.8% rise and a 0.6% fall in residential sales over the twelve month ending November 2018. Rural sales activity tracked lower across all three regions, with the largest fall recorded across Bunbury where there were 23.0% fewer sales over the year.

Price Trends

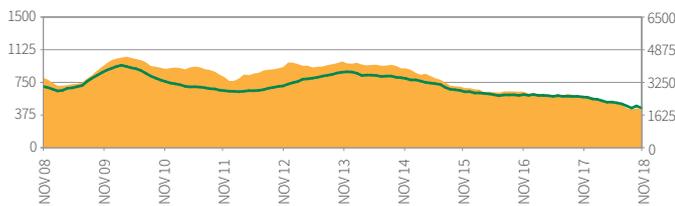
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



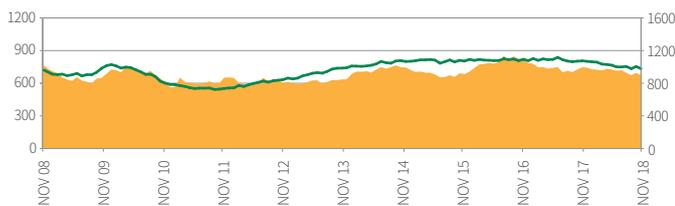
	2018	2017
#	6,354	6,452
\$	\$320,000	\$335,000
	▼ -4.5%	▼ -4.3%

Agriculture/Rural Less than 40 Ha



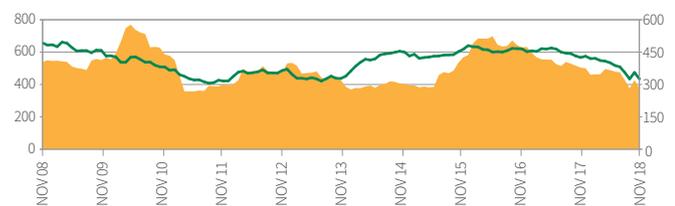
	2018	2017
#	1,973	2,546
\$	\$168,000	\$170,000
	▼ -1.2%	▼ -5.0%

Agriculture/Rural 40 Ha to 100 Ha



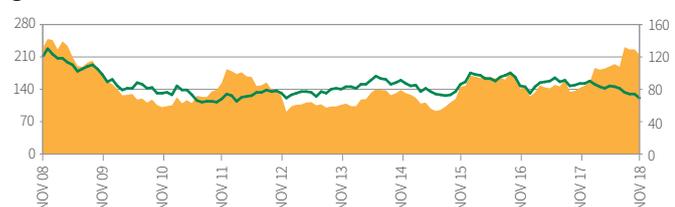
	2018	2017
#	978	1,064
\$	\$475,000	\$475,000
	0.0%	▲ 3.3%

Agriculture/Rural 100 Ha to 1,000 Ha



	2018	2017
#	325	442
\$	\$751,300	\$775,000
	▼ -3.1	▲ 3.3%

Agriculture/Rural 1,000 Ha+



	2018	2017
#	69	87
\$	\$1,650,000	\$1,450,000
	▲ 13.8%	▲ 9.0%

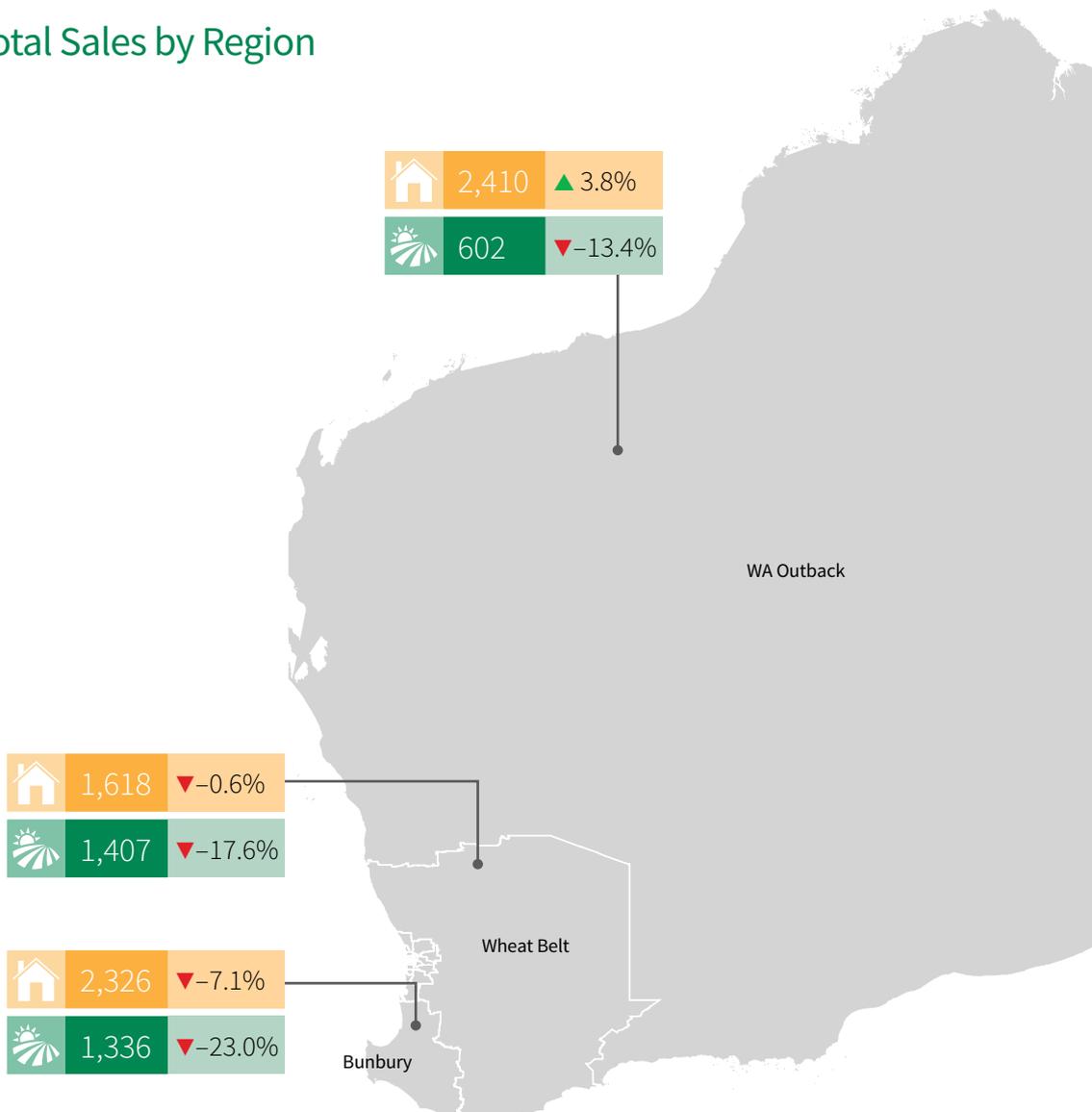
Left axis: Total value of sales (millions) Right axis: Number of sales

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	2,326	\$375,000	\$1,023,396,589	971	\$194,000	\$268,400,003	335	\$689,000	\$290,269,494
Western Australia – Outback	2,410	\$270,000	\$689,011,679	422	\$130,000	\$81,802,345	104	\$407,500	\$89,296,015
Western Australia – Wheat Belt	1,618	\$300,000	\$516,370,047	580	\$120,000	\$88,737,473	539	\$379,000	\$293,617,358

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	30	\$865,000	\$37,265,995	0		\$0
Western Australia – Outback	44	\$638,700	\$36,011,825	32	\$1,586,250	\$83,281,933
Western Australia – Wheat Belt	251	\$775,000	\$302,002,443	37	\$1,750,000	\$131,219,605

Data covers sales for the 12 months to November 2018.

WA:

\$3.9b
Total value of property sold

34.5%
Sales were rural/agricultural

9,699
Houses and rural/agricultural property sales

Dennis Davis



Dennis has over 14 years of experience in rural and residential sales. He brings honesty and understanding and is passionate about helping people and families. Dennis finds guiding sellers and buyers through the process of their real estate sale rewarding.

Dennis came to the real estate industry in 2004 after spending many years in the vegetable growing and export industry. What he really enjoys about real estate is the real difference that he can make by helping people through what can be quite a challenging and emotional time as they sell or buy property.

Dennis' focus is on residential and lifestyle properties and works alongside Neville Tutt, who looks after rural and farming properties in the region.

He believes the residential market remains quite soft, with buyers and sellers both moving cautiously. Although it is a buyers' market, with supply of houses and vacant land outweighing demand, properties that are priced and marketed appropriately are still achieving results.

Landmark Harcourts Albany

4 Banool Crescent, Bayonet Head, WA 6330

\$225,000

A rare opportunity to secure water views of Oyster harbour, the Fishing Boat Marina and King George Sound, forever. On offer is 863sqm of elevated land with quality homes in an established, quiet neighbourhood. Close to the Bayonet Head Shopping Centre, Primary and Secondary Schools and yet only a short drive to the centre of Albany.

If you are looking for a water view block that is close to services and amenities, then dream a little, and make an appointment to inspect – take in the world class views and make this a reality.



Land area	863 sqm
Property Type	Land

P 0428 481 940 E dennis.davis@landmarkharcourts.com.au

Landmark Harcourts Albany 153 Chester Pass Road, Albany

Tasmania

After a strong run up in sales and prices, regional Tasmania has recorded a 12.2% drop in sales activity over the twelve months ending November 2018. Market activity has been on a consistent upswing since 2012 on the back of improving economic conditions, higher rates of migration and strong demand for lifestyle properties. There were 8,142 regional house and rural property sales over the year, totalling \$2.48 billion in value.

The drop in sales activity was recorded across both the residential and rural property sector. Residential house sales were down 11.5% year on

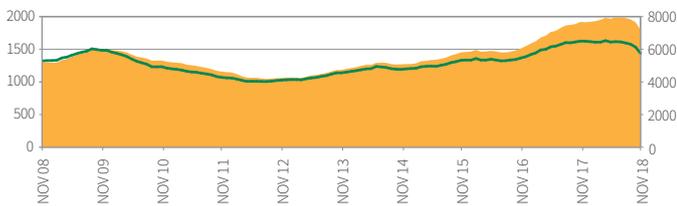
year while rural property sales were 14.0% lower. The softening level of activity was cushioned by rising prices, evident in the fact that the gross value of sales was down a lower 9.0% over the twelve month period.

The downturn in activity was evident across each of regional Tasmania's sub regions. Across the residential housing sector, the largest fall in activity was recorded across the South East (-17.0%) while the largest drop in rural property sales was recorded across the West and North West sub-region (-15.0%)

Price Trends

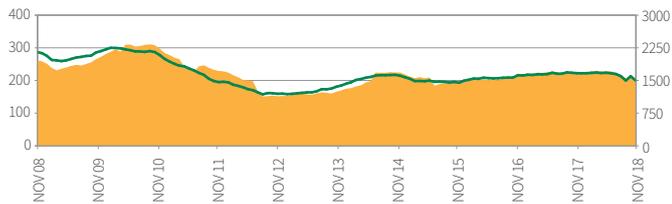
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



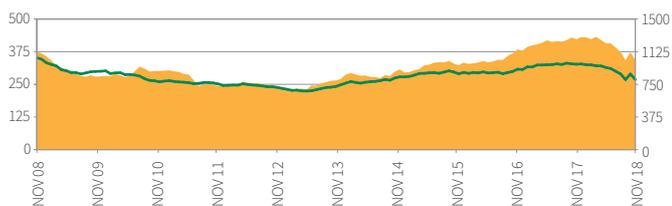
	2018	2017
#	5,755	6,501
\$	\$290,000	\$270,000
	▲ 7.4%	▲ 5.9%

Agriculture/Rural Less than 40 Ha



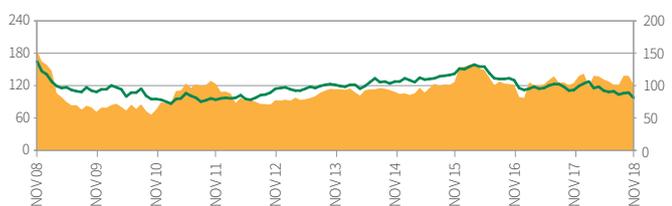
	2018	2017
#	1,498	1,686
\$	\$105,000	\$105,000
	▲ 5.8%	▼ -1.0%

Agriculture/Rural 40 Ha to 100 Ha



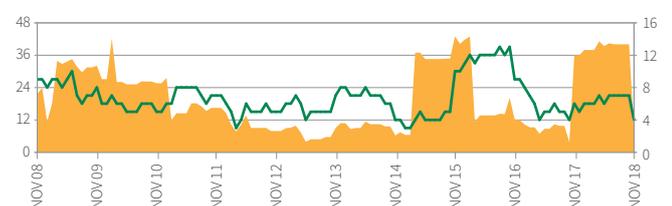
	2018	2017
#	805	993
\$	\$330,000	\$315,000
	▲ 4.8%	▼ -1.6%

Agriculture/Rural 100 Ha to 1,000 Ha



	2018	2017
#	81	93
\$	\$550,000	\$772,360
	▼ -28.8%	▲ 18.8%

Agriculture/Rural 1,000 Ha+



	2018	2017
#	4	6
\$	N/A	N/A
	N/A	N/A

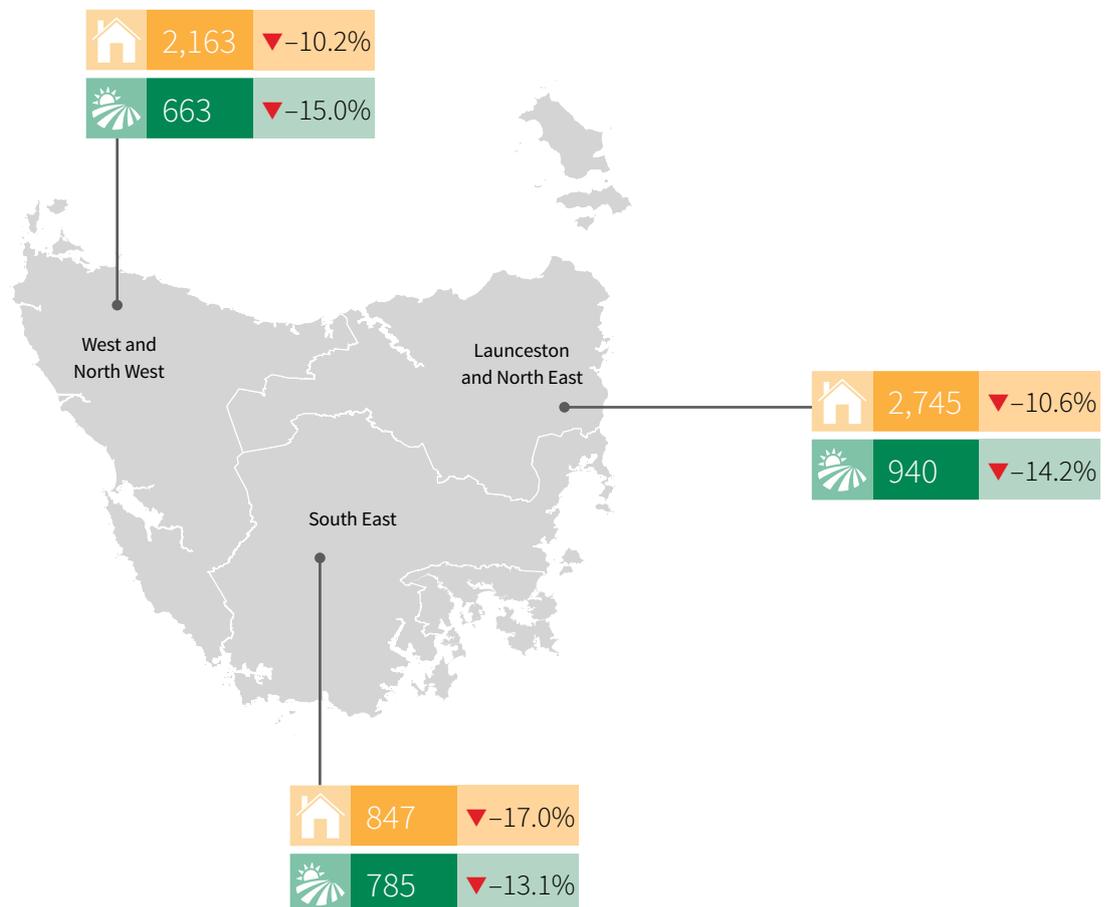
■ Left axis: Total value of sales (millions) ■ Right axis: Number of sales

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	2,745	\$309,000	\$908,740,824	618	\$119,000	\$87,416,688	286	\$352,117	\$120,459,244
South East	847	\$315,000	\$293,551,436	447	\$110,000	\$63,500,554	304	\$261,000	\$108,363,344
West and North West	2,163	\$259,000	\$597,688,597	433	\$100,000	\$54,262,135	215	\$380,000	\$113,770,283

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	35	\$1,175,000	\$83,004,707	1		\$1,957,000
South East	31	\$300,000	\$15,847,750	3		\$5,600,000
West and North West	15	\$795,000	\$22,815,225	0		\$0

Data covers sales for the 12 months to November 2018.

TAS:

\$2.5b
Total value of property sold

29.3%
Sales were rural/agricultural

8,143
Houses and rural/agricultural property sales

Nick Hay



Nick has been involved in real estate for four years, specialising in rural lifestyle and equine properties in the Northern and Central Midlands. He is known for providing 'old-fashioned country service' with honest feedback for clients, yet maximises the use of technology available under the Landmark Harcourts banner.

Past sales include historical Midlands homestead 'Baskerville Hall' and a number of significant rural lifestyle properties in the Northern and Central Midlands district. Since joining the Harcourts group in 2015, Nick has received a number of awards.

"Investment in irrigation schemes within the South Esk and Midlands catchment has increased the demand for arable land suitable for cropping or grazing," Nick says. "Lifestyle properties within commuting distance of the major cities (Hobart and Launceston) continue to receive strong interest was local and interstate buyers."

Landmark Harcourts Northern Midlands

13548 Midland Highway, Epping Forest

Constructed of solid stone, 'Macquarie House' shares a special part of the history of the Midland Highway and Northern Midlands area. Starting life as an inn and build on land granted to James Crear in 1824; this building is one of the oldest in the area.

Offering accommodation of four bedrooms, main bathroom plus guest ensuite, separate kitchen and spacious lounge/dining area. Set on three quarters of an acre; the property has a beautiful garden featuring a number of fruit trees -peach, apricots, nectarines, plum, various apple trees and vegetable patch. With excellent exposure and historical significances of the Midlands, 'Macquarie House' offers the new owner opportunity as a commercial venture (STCA) such as Art Gallery, Devonshire Tea, Gift Shop, or Bed & Breakfast.

Land area	3012sqm
Property Type	House



Expressions of Interest

P 0408 371 760 E nick.hay@harcourts.com.au

Landmark Harcourts Northern Midlands 2/30 Marlborough Street, Longford, Tasmania, 7301

Northern Territory

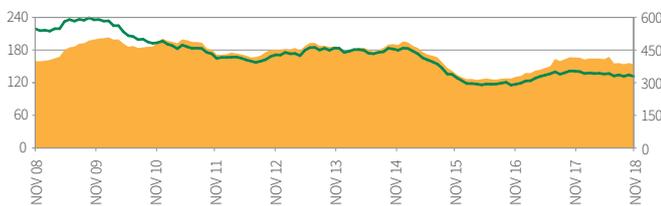
The regional areas of Northern Territory recorded 416 residential house and rural property sales over the twelve months ending November 2018, down 4.4% from the same period a year ago. Residential sales, which comprised 79% of the market, were down 4.9% over the year while rural property sales activity slipped 2.2% lower.

From a value perspective, the market performance was quite different. The value of sales activity totalled \$196.8 million over the twelve months to November 2018. While the gross value of residential sales was 5.6% lower, the value of rural sales jumped 17.3% year on year, reflecting a rise in the number of properties sold with a land area of greater than 100 hectares.

Price Trends

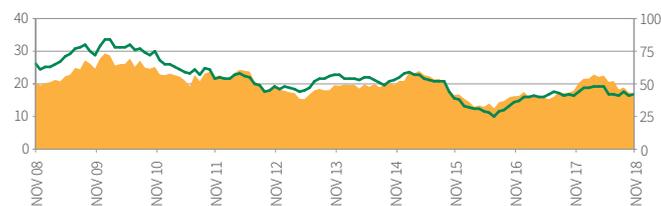
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



	2018	2017
#	329	346
\$	\$450,000	\$447,000
%	▲ 0.7%	▲ 9.0%

Agriculture/Rural Less than 40 Ha



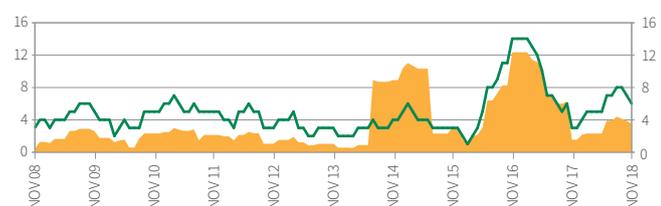
	2018	2017
#	42	41
\$	\$365,000	\$350,000
%	▲ 4.3%	▼ -21.2%

Agriculture/Rural 40 Ha to 100 Ha



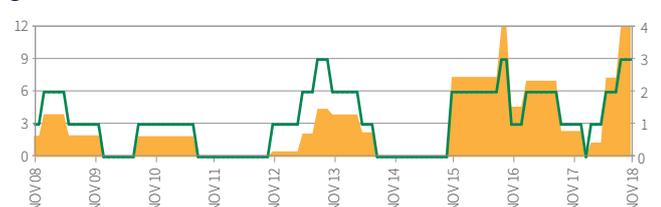
	2018	2017
#	36	44
\$	\$235,000	\$237,500
%	▼ -1.1%	▼ -11.4%

Agriculture/Rural 100 Ha to 1,000 Ha



	2018	2017
#	6	3
\$	N/A	\$410,000
%	N/A	N/A

Agriculture/Rural 1,000 Ha+



	2018	2017
#	3	1
\$	N/A	N/A
%	N/A	N/A

Orange area: Left axis: Total value of sales (millions) Green line: 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	329	\$450,000	\$153,924,500	42	\$365,000	\$17,032,500	36	\$235,000	\$10,342,000

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	6		\$3,495,000	3		\$12,040,000

Data covers sales for the 12 months to November 2018.

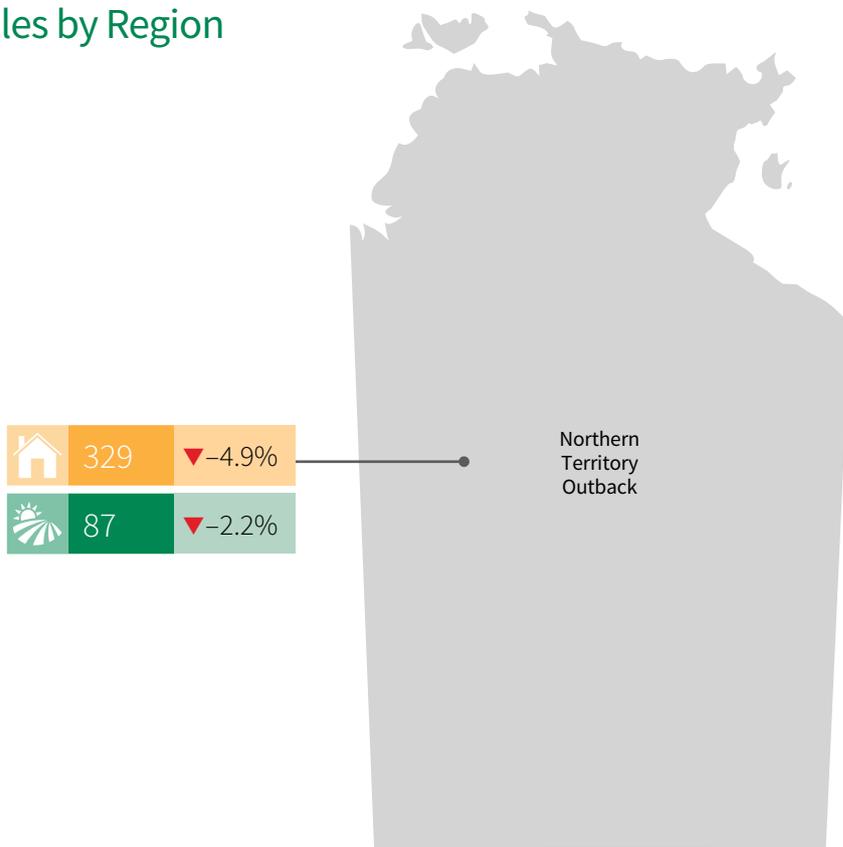
NT:

\$0.2b
Total value of property sold

20.9%
Sales were rural/agricultural

416
Houses and rural/agricultural property sales

Total Sales by Region



Olivia Thompson



Raised on Northern Territory cattle properties, Olivia has returned to the Territory with a wealth of knowledge and experience in property sales from residential homes to lifestyle acreage.

Personable, strongly motivated and highly experienced professional of 20 years, she offers a fresh, polished approach to selling property in Northern Territory. Responsible for over 400 sales in metropolitan and regional areas, Olivia has a highly organised, customer centric approach and will guide clients across every touchpoint of the sale process.

Landmark Harcourts Katherine



Appendix 1 - Council Area Tables



Appendix 1 - New South Wales

Local Government Area Tables: Data covers sales for the 12 months to November 2018.

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	
Albury	936	\$340,000	\$352,633,446	174	\$150,000	\$34,498,114	11	\$850,000	\$10,303,500	2	\$2,245,476	0		\$2,245,476	0				0			
Armidale Dumaresq	384	\$350,000	\$145,222,966	68	\$147,500	\$11,618,199	46	\$609,000	\$31,118,838	16	\$973,415	3	\$20,529,800						3	\$32,091,300		
Bailina	510	\$655,000	\$384,555,113	59	\$359,000	\$23,923,203	59	\$1,285,000	\$97,020,994	0		0							0			
Bairnald	36	\$180,000	\$7,246,000	11	\$220,000	\$3,247,500	8		\$4,129,000	0		3	\$37,037,590						3	\$37,037,590		
Bathurst Regional	746	\$430,000	\$334,139,230	106	\$210,000	\$26,173,145	51	\$649,500	\$34,460,100	24	\$597,500	1	\$17,705,436						1	\$17,705,436		
Bega Valley	559	\$485,000	\$288,434,074	165	\$170,000	\$30,972,705	133	\$460,000	\$63,772,045	14	\$895,000	0							0	\$13,826,000		
Bellingen	194	\$485,000	\$103,078,868	37	\$285,000	\$10,577,500	36	\$745,000	\$31,911,500	6		0							0	\$8,055,000		
Berrigan	178	\$240,000	\$49,750,900	63	\$92,000	\$7,343,625	18	\$386,250	\$6,555,499	27	\$1,010,800	0							0	\$40,862,262		
Bland	92	\$179,500	\$18,291,206	38	\$8,250	\$1,071,600	15	\$125,000	\$6,304,902	37	\$959,272	3	\$40,799,426						3	\$40,799,426		
Blayney	113	\$297,000	\$37,503,549	33	\$90,000	\$7,272,487	28	\$667,000	\$23,797,460	8		0							0	\$14,926,500		
Bogan	40	\$135,000	\$6,047,150	15	\$14,100	\$293,350	1		\$500,000	3	\$12,768,000								13	\$650,000		
Bombala	41	\$190,000	\$8,689,000	5	\$190,000	\$154,500	12	\$182,500	\$2,318,501	11	\$500,000	0							0	\$7,022,500		
Boorowa	33	\$228,000	\$8,273,500	14	\$58,750	\$5,191,308	14	\$324,500	\$5,002,744	7		0							0	\$6,999,500		
Bourke	29	\$132,000	\$3,983,500	6		\$137,050	2		\$350,500	1	\$250,000	5	\$1,189,000						5	\$250,000		
Brewarrina	1		\$36,000	3	\$35,700	\$35,700	2		\$33,500	0		9	\$21,462,175						9	\$21,462,175		
Broken Hill	328	\$121,250	\$45,710,216	28	\$25,000	\$1,247,400	0			0		0							0			
Byron	373	\$897,000	\$461,333,712	37	\$530,000	\$20,177,428	59	\$1,400,000	\$111,440,190	1	\$1,750,000	0							0	\$1,750,000		
Cabonne	149	\$290,000	\$53,403,401	42	\$90,000	\$7,262,096	81	\$515,000	\$49,106,218	22	\$887,000	0							0	\$105,354,693		
Carrauthool	34	\$158,500	\$5,806,500	10	\$31,500	\$2,785,656	12	\$147,500	\$3,090,674	15	\$970,200	8	\$66,944,250						8	\$36,504,942		
Central Darling	20	\$50,500	\$1,026,000	1		\$10,000	1		\$105,000	0		7	\$14,326,460						7	\$14,326,460		
Cessnock	1,028	\$385,000	\$439,747,035	244	\$193,000	\$57,693,738	85	\$710,000	\$69,097,365	2	\$5,455,066	0							0	\$5,455,066		
Clarence Valley	880	\$375,500	\$359,162,647	159	\$147,000	\$29,006,187	233	\$365,000	\$99,605,879	40	\$326,500	2	\$2,096,666						2	\$17,677,750		
Cobar	51	\$180,000	\$9,565,500	8		\$256,000	3		\$217,000	1	\$75,000	9	\$11,379,312						9	\$75,000		
Coffs Harbour	1,023	\$529,000	\$577,501,421	113	\$262,000	\$40,712,287	51	\$680,000	\$38,574,620	3	\$1,710,000	0							0	\$1,710,000		
Conargo	5		\$839,000	2		\$195,000	2		\$795,000	11	\$900,000	2	\$9,547,087						2	\$10,437,857		
Coolamon	62	\$200,000	\$13,086,500	33	\$75,000	\$2,626,637	9		\$6,314,503	19	\$890,242	0							0	\$20,462,703		
Cooma-Monaro	182	\$295,000	\$57,812,600	27	\$93,080	\$3,334,108	48	\$345,000	\$17,851,500	24	\$417,500	1	\$1,225,000						1	\$13,764,500		
Coonamble	45	\$85,000	\$4,840,889	13	\$13,900	\$353,524	15	\$37,680	\$2,943,342	21	\$1,000,000	8	\$26,394,609						8	\$26,840,204		
Cootamundra	149	\$220,000	\$36,796,650	12	\$74,400	\$1,551,621	14	\$487,500	\$17,072,506	3	\$6,785,354	1	\$2,248,183						1	\$6,785,354		
Corowa Shire	226	\$256,250	\$66,497,790	48	\$116,500	\$7,672,050	13	\$460,000	\$5,300,000	4	\$4,762,602	1	\$13,800,000						1	\$4,762,602		
Cowra	238	\$246,500	\$60,944,250	35	\$77,500	\$3,924,750	57	\$330,000	\$20,849,599	10	\$677,500	1	\$4,225,000						1	\$6,872,272		
Deniliquin	165	\$197,000	\$37,821,380	6		\$2,139,392	15	\$385,000	\$6,565,950	9	\$11,272,000	1	\$5,892,100						1	\$11,272,000		
Dubbo	735	\$360,000	\$278,178,876	61	\$185,000	\$14,796,813	64	\$562,500	\$43,386,330	16	\$772,500	0							0	\$17,879,000		
Dungog	126	\$395,000	\$56,162,900	38	\$247,500	\$8,812,672	64	\$692,500	\$48,081,595	12	\$1,075,000	0							0	\$13,992,500		
Eurobodalla	899	\$495,000	\$483,987,908	218	\$195,000	\$49,740,091	50	\$542,500	\$30,995,250	3	\$8,200,000	0							0	\$8,200,000		
Forbes	155	\$248,000	\$42,988,166	25	\$64,000	\$2,837,175	29	\$540,000	\$15,910,748	24	\$845,000	1	\$7,250,000						1	\$28,636,205		
Gilgandra	59	\$135,000	\$9,525,200	13	\$16,000	\$222,112	10	\$292,500	\$2,535,668	29	\$550,000	3	\$10,733,393						3	\$19,706,328		
Glen Innes Severn	152	\$200,000	\$33,834,190	35	\$35,500	\$2,422,078	34	\$250,000	\$12,142,858	34	\$655,000	1	\$238,000						1	\$45,339,229		

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	Sales vol.	Median price	Total value	
Gloucester	102	\$293,000	\$34,577,800	29	\$95,000	\$4,077,500	9	\$935,000	\$4,365,500	19	\$935,000	\$17,433,000	0			
Goulburn Mulwaree	480	\$425,000	\$223,136,695	71	\$210,000	\$16,936,883	132	\$497,000	\$69,560,985	11	\$885,000	\$9,202,000	0			
Great Lakes	683	\$490,000	\$357,276,874	238	\$90,000	\$36,531,149	110	\$590,000	\$66,327,549	10	\$500,000	\$6,655,000	0			
Greater Hume Shire	160	\$180,000	\$33,820,800	68	\$60,000	\$10,706,087	61	\$325,000	\$27,160,212	30	\$1,610,000	\$60,795,410	1		\$237,000	
Greater Taree	867	\$383,000	\$362,227,111	146	\$227,000	\$38,444,501	195	\$565,000	\$108,171,878	8	\$400,000	\$5,275,000	0			
Griffith	382	\$330,000	\$137,285,665	57	\$130,000	\$10,320,554	47	\$400,000	\$25,609,700	8	\$400,000	\$29,991,575	0			
Gundagai	67	\$240,000	\$17,463,150	11	\$65,000	\$667,300	21	\$225,000	\$6,449,900	6	\$1,175,000	\$8,138,742	1		\$1,533,000	
Gunnedah	206	\$313,750	\$68,631,833	38	\$157,500	\$5,422,867	16	\$488,500	\$8,164,439	16	\$660,000	\$36,640,997	1		\$5,800,000	
Guyra	56	\$171,250	\$11,132,400	22	\$17,000	\$1,086,000	8	\$44,000	\$2,752,500	23	\$900,000	\$37,008,550	5		\$54,425,000	
Gwydir	69	\$158,000	\$12,515,500	17	\$44,000	\$818,922	21	\$54,399	\$2,577,879	25	\$900,000	\$35,464,331	1		\$5,300,000	
Harden	56	\$186,250	\$11,308,000	6	\$11,308,000	\$682,500	18	\$360,000	\$7,529,623	3	\$360,000	\$3,550,000	0			
Hay	65	\$135,000	\$9,794,500	8	\$135,000	\$9,794,500	8	\$135,000	\$2,536,500	4	\$150,000	\$5,173,020	1		\$711,883	
Inverell	258	\$250,000	\$71,350,328	26	\$120,000	\$5,254,830	46	\$340,000	\$17,361,590	36	\$611,968	\$24,220,448	8		\$57,414,344	
Jerilderie	14	\$124,000	\$2,159,000	4	\$116,875	\$1,168,750	2	\$27,085	\$27,085	14	\$901,385	\$20,292,672	0			
Junee	74	\$256,000	\$19,806,000	32	\$64,000	\$2,517,527	11	\$580,830	\$5,498,598	9	\$580,830	\$7,551,154	0			
Kempsey	464	\$344,000	\$174,155,228	62	\$153,750	\$12,418,059	137	\$355,000	\$55,239,367	12	\$527,500	\$6,357,500	1		\$11,000,000	
Kiama	282	\$900,000	\$280,347,532	23	\$555,000	\$17,978,500	10	\$1,640,000	\$18,182,500	1	\$530,000	\$380,000	0			
Kyogle	129	\$299,000	\$39,424,500	27	\$120,000	\$2,750,200	96	\$400,000	\$40,711,611	31	\$530,000	\$23,810,000	0			
Lachlan	87	\$150,000	\$14,655,053	13	\$27,500	\$509,400	15	\$150,000	\$3,983,750	15	\$661,800	\$21,392,805	9		\$23,283,254	
Lake Macquarie	2,960	\$577,500	\$1,844,160,057	226	\$334,444	\$114,769,213	30	\$1,036,500	\$30,971,666	1	\$1,036,500	\$100,000	1		\$660,000	
Leeton	200	\$232,500	\$53,125,831	21	\$92,000	\$2,268,150	36	\$467,350	\$17,939,382	15	\$865,250	\$16,279,206	0			
Lismore	674	\$407,750	\$287,308,387	57	\$172,000	\$11,135,340	142	\$640,458	\$90,523,816	1	\$640,458	\$385,000	0			
Lithgow	385	\$332,000	\$142,168,061	55	\$135,000	\$9,462,857	55	\$465,000	\$32,438,500	10	\$537,000	\$7,619,175	0			
Liverpool Plains	120	\$195,000	\$24,728,000	27	\$48,000	\$1,646,000	18	\$307,500	\$5,880,123	18	\$854,000	\$21,552,332	3		\$22,695,500	
Lockhart	45	\$210,000	\$8,988,500	12	\$44,000	\$780,364	13	\$342,740	\$6,470,544	18	\$879,563	\$18,245,593	0			
Maitland	1,556	\$468,000	\$783,687,081	296	\$253,250	\$87,861,938	31	\$845,000	\$42,683,000	0			0			
Mid-Western Regional	459	\$367,000	\$172,804,497	135	\$163,000	\$22,491,300	184	\$405,000	\$80,187,660	53	\$500,000	\$36,423,234	2		\$5,500,000	
Moree Plains	153	\$205,000	\$34,027,034	90	\$17,000	\$3,703,917	23	\$179,500	\$7,050,675	13	\$1,430,000	\$23,561,798	8		\$49,735,617	
Murray	152	\$397,500	\$62,217,500	75	\$185,000	\$15,041,366	23	\$480,000	\$13,022,076	18	\$506,500	\$12,524,060	1		\$1,444,000	
Murrumbidgee	35	\$155,000	\$5,812,200	17	\$84,000	\$3,558,732	5	\$94,000	\$3,784,978	21	\$795,000	\$20,826,915	1		\$6,855,000	
Muswellbrook	292	\$305,000	\$92,816,167	34	\$115,000	\$4,132,500	28	\$405,000	\$19,609,550	10	\$940,000	\$10,008,840	1		\$100,000	
Nambucca	306	\$390,000	\$128,857,667	64	\$189,500	\$12,656,585	73	\$438,000	\$34,962,700	10	\$450,000	\$8,572,500	0			
Narrabri	150	\$262,500	\$44,410,400	49	\$30,000	\$3,061,000	39	\$445,000	\$14,548,138	41	\$650,000	\$57,662,841	2		\$490,000	
Narrandera	117	\$170,000	\$22,433,209	20	\$35,000	\$792,450	9	\$287,500	\$2,741,700	21	\$930,000	\$32,875,037	5		\$93,166,695	
Narramine	89	\$225,000	\$20,236,375	4	\$410,000	\$69,852,488	3	\$410,000	\$22,060,000	1	\$410,000	\$540,000	0			
Newcastle	2,209	\$620,000	\$1,556,534,200	60	\$100,000	\$4,400,675	60	\$562,500	\$33,723,666	14	\$887,500	\$19,299,228	0			
Oberon	61	\$320,000	\$20,239,000	41	\$179,000	\$38,749,475	20	\$1,200,750	\$27,453,126	2	\$442,500	\$10,816,666	0			
Orange	880	\$404,000	\$379,240,152	179	\$160,000	\$4,430,000	161	\$649,000	\$110,052,152	20	\$600,000	\$21,785,326	1		\$1,055,550	
Palerang	160	\$619,500	\$97,947,652	20	\$55,000	\$3,238,990	31	\$400,000	\$11,585,006	25	\$600,000	\$21,785,326	1			
Parkes	305	\$237,000	\$74,965,275	36	\$55,000	\$3,238,990	31	\$400,000	\$11,585,006	25	\$600,000	\$21,785,326	1			

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	Sales vol.	Median price	Total value
Port Macquarie-Hastings	1,259	\$545,000	\$738,689,540	223	\$240,000	\$71,012,281	101	\$639,000	\$82,915,655	24	\$605,000	\$15,592,500	0			0			0		
Port Stephens	1,121	\$570,000	\$679,440,654	135	\$265,000	\$42,992,270	53	\$680,000	\$64,106,778	1		\$166,220	0			0			0		
Queanbeyan	494	\$640,000	\$325,349,454	114	\$297,500	\$34,809,975	9		\$21,459,500	0			0			0			0		
Richmond Valley	338	\$318,500	\$126,827,583	54	\$186,500	\$14,489,554	89	\$417,000	\$41,185,996	21	\$385,000	\$9,996,851	0			0			0		
Shellharbour	824	\$643,250	\$567,639,115	56	\$370,000	\$39,965,160	6		\$9,603,333	0			0			0			0		
Shoalhaven	1,957	\$560,000	\$1,218,036,595	290	\$289,500	\$92,486,950	86	\$895,000	\$120,357,166	4		\$7,570,000	0			0			0		
Singleton	408	\$413,150	\$182,075,678	68	\$209,000	\$16,958,468	97	\$625,000	\$84,723,075	7		\$5,200,000	0			0			0		
Snowy River	98	\$391,000	\$44,778,966	27	\$105,000	\$5,619,000	30	\$536,500	\$16,223,750	18	\$399,350	\$9,042,050	0			0			0		
Tamworth Regional	1,044	\$340,000	\$383,877,140	221	\$130,000	\$121,017,895	113	\$499,000	\$62,062,691	39	\$980,000	\$49,683,099	3			3			3		
Temora	101	\$240,000	\$26,505,000	43	\$98,182	\$4,900,320	18	\$347,500	\$6,364,174	10	\$974,250	\$12,325,885	0			0			0		
Tenterfield	122	\$210,000	\$28,055,000	50	\$54,500	\$3,033,766	58	\$207,500	\$14,201,700	28	\$375,000	\$11,818,014	3			3			3		
Tumbarumba	71	\$192,000	\$14,797,200	16	\$43,875	\$696,250	24	\$347,500	\$8,874,313	11	\$790,000	\$12,108,183	1			1			1		
Tumut Shire	205	\$250,000	\$55,000,500	42	\$100,000	\$4,211,100	23	\$390,000	\$9,099,166	8		\$17,658,000	0			0			0		
Tweed	1,201	\$640,000	\$849,596,044	110	\$405,000	\$58,162,093	98	\$766,000	\$90,855,573	4		\$4,320,000	0			0			0		
Unincorporated NSW	1		\$157,000	0			1		\$170,000	0			2			2			2		
Upper Hunter Shire	243	\$300,000	\$79,293,300	51	\$90,000	\$9,963,102	86	\$157,500	\$26,140,250	29	\$465,000	\$21,432,938	2			2			2		
Upper Lachlan Shire	96	\$349,500	\$33,922,713	44	\$125,000	\$6,711,594	113	\$360,000	\$46,894,118	38	\$667,500	\$33,357,166	0			0			0		
Uralla	78	\$304,000	\$25,216,500	17	\$163,000	\$2,642,000	29	\$415,000	\$13,006,075	8		\$5,217,740	1			1			1		
Urana	23	\$70,000	\$1,707,500	14	\$19,000	\$292,500	4		\$2,354,825	10	\$746,689	\$13,225,994	0			0			0		
Wagga Wagga	1,150	\$364,250	\$444,114,682	173	\$142,000	\$31,226,490	66	\$520,000	\$46,020,594	35	\$1,400,000	\$56,832,325	0			0			0		
Wakool	76	\$170,000	\$14,422,650	26	\$105,000	\$2,785,750	11	\$163,000	\$2,829,100	18	\$695,002	\$21,649,961	2			2			2		
Walcha	45	\$260,000	\$10,792,233	4		\$173,883	22	\$367,500	\$17,326,838	30	\$1,092,500	\$51,980,040	1			1			1		
Walgett	49	\$90,000	\$4,900,000	27	\$5,000	\$524,246	5		\$278,536	9		\$25,320,429	8			8			8		
Warren	28	\$153,750	\$4,744,000	5		\$2,266,600	7		\$4,504,000	17	\$654,000	\$19,513,324	5			5			5		
Warrumbungle Shire	106	\$157,500	\$18,113,000	20	\$26,000	\$556,683	42	\$189,500	\$8,891,046	33	\$340,000	\$28,402,350	3			3			3		
Weddin	51	\$165,000	\$9,480,833	29	\$35,000	\$1,372,400	12	\$207,500	\$7,236,787	14	\$1,578,580	\$68,279,957	0			0			0		
Wellington	136	\$155,000	\$23,515,948	23	\$68,200	\$2,132,200	24	\$307,500	\$13,629,788	10	\$485,000	\$8,926,974	0			0			0		
Wentworth	124	\$251,500	\$40,004,355	35	\$250,000	\$11,020,437	36	\$243,500	\$11,492,398	2		\$702,500	1			1			1		
Wingecarribee	788	\$751,250	\$709,256,496	114	\$351,500	\$49,597,830	111	\$1,775,000	\$313,164,073	1		\$740,000	0			0			0		
Wollongong	1,838	\$745,000	\$1,510,803,955	110	\$497,500	\$61,682,400	4		\$8,411,880	0			0			0			0		
Yass Valley	209	\$486,000	\$114,101,757	52	\$275,000	\$13,591,088	89	\$800,000	\$76,694,013	10	\$775,000	\$12,329,500	0			0			0		
Young	200	\$263,750	\$57,837,288	32	\$112,500	\$4,889,500	40	\$402,500	\$17,462,273	14	\$1,571,222	\$34,272,268	0			0			0		
TOTAL SALES	41,314	\$457,500	\$21,005,825,493	6,654	\$177,000	\$1,720,622,674	4,857	\$480,000	\$3,253,445,052	1,519	\$720,000	\$1,837,191,760	170	\$1,912,040	\$751,826,530						

Appendix 1 - Victoria

Local Government Area Tables: Data covers sales for the 12 months to November 2018.

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		
Alpine	270	\$389,000	\$119,618,622	118	\$177,500	\$23,046,966	34	\$520,000	\$19,874,693	4	\$3,300,000	0		\$3,300,000	0					
Ararat	232	\$200,000	\$54,422,312	34	\$63,500	\$2,864,600	45	\$258,000	\$22,126,165	19	\$646,398	0		\$14,155,387	0					
Ballaarat	2,359	\$360,500	\$963,086,448	552	\$153,000	\$134,905,822	56	\$687,500	\$40,895,364	2	\$2,050,000	0		\$2,050,000	0					
Bass Coast	1,120	\$449,500	\$543,434,653	417	\$230,000	\$109,788,751	50	\$850,000	\$54,883,360	3	\$6,817,200	0		\$6,817,200	0					
Baw Baw	1,101	\$449,000	\$530,312,129	319	\$212,500	\$86,582,171	124	\$805,500	\$110,518,668	3	\$3,224,200	1		\$3,224,200	1			\$850,000		
Benalla	291	\$285,000	\$87,089,169	65	\$120,000	\$8,841,500	65	\$429,000	\$30,547,050	9	\$8,408,474	0		\$8,408,474	0					
Buloke	127	\$129,002	\$17,280,221	31	\$25,000	\$1,504,552	9	\$351,250	\$2,026,096	32	\$366,962	1		\$16,231,475	1			\$700,000		
Campaspe	636	\$320,000	\$222,376,829	89	\$120,000	\$15,154,450	142	\$285,000	\$65,631,914	13	\$325,850	0		\$6,371,343	0					
Central Goldfields	293	\$230,000	\$70,460,138	61	\$74,000	\$4,324,459	59	\$582,400	\$17,892,141	2	\$2,425,000	0		\$2,425,000	0					
Colac-Otway	412	\$363,000	\$168,928,424	157	\$165,000	\$28,585,881	115	\$511,803	\$78,445,552	12	\$976,793	0		\$12,299,100	0					
Corangamite	259	\$235,000	\$66,792,032	84	\$105,000	\$11,873,362	72	\$360,000	\$42,575,487	16	\$1,055,900	0		\$21,931,843	0					
East Gippsland	1,110	\$318,500	\$387,321,795	454	\$127,000	\$68,373,661	145	\$60,000	\$57,874,002	12	\$215,002	2		\$8,325,003	2			\$1,990,000		
Gannawarra	229	\$182,000	\$47,810,108	51	\$60,000	\$3,703,000	40	\$250,500	\$10,833,634	27	\$330,000	0		\$11,612,568	0					
Glennelg	448	\$228,250	\$114,703,604	108	\$86,000	\$12,177,500	92	\$342,701	\$44,267,520	17	\$1,100,000	0		\$19,578,238	0					
Golden Plains	309	\$475,000	\$150,801,455	122	\$174,000	\$25,062,982	126	\$402,500	\$70,989,143	16	\$667,500	0		\$15,215,013	0					
Greater Bendigo	2,104	\$349,250	\$799,477,466	509	\$160,000	\$96,679,122	230	\$367,500	\$95,252,600	7	\$3,872,500	0		\$3,872,500	0					
Greater Geelong	4,410	\$532,750	\$2,633,364,509	631	\$288,000	\$272,043,619	47	\$1,350,000	\$90,102,837	0		0			0					
Greater Shepparton	1,039	\$280,000	\$315,481,097	263	\$129,470	\$44,139,675	100	\$397,500	\$45,984,545	9	\$4,081,000	0		\$4,081,000	0					
Hepburn	385	\$454,000	\$198,113,305	132	\$189,500	\$28,096,652	85	\$475,000	\$50,200,210	0		0			0					
Hindmarsh	127	\$122,000	\$17,785,252	39	\$25,000	\$1,366,929	20	\$224,990	\$4,053,811	18	\$512,800	0		\$10,421,667	0					
Horsham	372	\$265,000	\$105,753,802	68	\$120,000	\$8,194,200	55	\$300,000	\$19,704,303	13	\$615,232	1		\$10,571,787	1			\$455,340		
Indigo	229	\$350,000	\$85,361,849	81	\$148,000	\$13,555,300	72	\$462,500	\$37,210,884	6	\$4,085,000	0		\$4,085,000	0					
Latrobe	1,729	\$240,000	\$474,615,276	287	\$138,000	\$45,198,675	60	\$400,000	\$24,211,900	2	\$890,167	0		\$890,167	0					
Loddon	104	\$177,000	\$18,635,100	48	\$41,750	\$2,781,600	87	\$110,000	\$13,251,402	22	\$500,000	1		\$13,637,952	1			\$4,020,994		
Macedon Ranges	701	\$622,000	\$481,806,999	170	\$290,000	\$57,898,003	158	\$823,250	\$161,038,248	6	\$25,128,000	0		\$25,128,000	0					
Mansfield	203	\$390,000	\$85,006,012	85	\$161,900	\$14,457,840	90	\$472,500	\$46,869,276	2	\$1,083,600	0		\$1,083,600	0					
Mildura	982	\$275,000	\$284,259,721	145	\$129,000	\$26,110,914	95	\$350,000	\$67,962,077	29	\$469,000	4		\$38,817,428	4			\$2,844,524		
Mitchell	775	\$455,000	\$373,224,052	253	\$246,000	\$64,881,137	109	\$515,000	\$85,773,833	10	\$775,250	0		\$9,354,000	0					
Moira	589	\$267,500	\$186,655,787	172	\$149,000	\$32,218,776	101	\$340,000	\$49,428,942	28	\$930,000	0		\$51,907,176	0					
Moorabool	576	\$475,250	\$297,566,694	165	\$205,000	\$44,527,142	115	\$630,000	\$73,736,613	7	\$10,895,000	1		\$10,895,000	1			\$1,115,000		
Mount Alexander	349	\$475,000	\$174,728,067	135	\$149,500	\$24,609,822	92	\$469,500	\$49,236,502	3	\$2,091,500	0		\$2,091,500	0					
Moynayne	315	\$375,000	\$132,385,612	101	\$135,000	\$19,097,699	76	\$405,624	\$39,274,829	25	\$979,125	1		\$37,173,023	1			\$7,800,000		
Murrindindi	285	\$395,000	\$124,153,748	120	\$162,500	\$23,439,277	120	\$585,500	\$79,035,943	9	\$10,253,000	0		\$10,253,000	0					
Northern Grampians	216	\$184,000	\$42,952,766	50	\$78,000	\$5,258,850	104	\$147,705	\$22,783,525	24	\$627,425	0		\$16,770,162	0					
Pyrenees	115	\$225,000	\$27,438,100	66	\$56,500	\$4,987,899	98	\$252,500	\$26,282,711	10	\$746,280	0		\$10,949,679	0					
Queenscliffe	35	\$805,000	\$31,562,500	6		\$4,720,000	0			0		0			0					
South Gippsland	702	\$345,000	\$261,510,868	295	\$118,000	\$41,117,445	169	\$620,000	\$123,263,233	12	\$1,678,843	1		\$19,616,663	1			\$14,800,000		
Southern Grampians	340	\$200,000	\$77,092,390	63	\$87,000	\$7,114,821	52	\$415,000	\$27,377,982	21	\$808,453	1		\$20,790,912	1			\$1,973,494		
Strathgogie	193	\$320,000	\$64,702,102	92	\$120,000	\$12,783,250	92	\$348,647	\$55,607,974	18	\$509,145	0		\$10,767,128	0					

Appendix 1 - Victoria

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
Surf Coast	557	\$810,000	\$493,859,605	143	\$420,000	\$69,340,224	48	\$940,000	\$54,888,500	1	\$1,015,000	\$1,015,000	1	\$1,015,000	\$1,015,000	1	\$1,015,000	\$1,015,000	1	\$1,015,000	\$1,015,000
Swan Hill	331	\$245,500	\$90,713,300	65	\$135,000	\$11,352,266	47	\$280,000	\$19,591,987	15	\$776,505	\$46,174,556	0			0			0		
Towong	105	\$245,000	\$27,305,260	26	\$67,500	\$2,658,500	34	\$326,000	\$11,888,500	6	\$1,660,000	\$11,660,000	0			0			0		
Unincorporated Vic	7	\$1,259,000	\$1,259,000	4	\$960,000	\$960,000	3	\$1,800,000	\$1,800,000	1	\$1,700,000	\$1,700,000	0			0			0		
Wangaratta	468	\$320,000	\$159,048,605	95	\$148,000	\$17,830,363	87	\$527,500	\$46,890,570	15	\$650,000	\$10,755,301	0			0			0		
Warrnambool	574	\$345,000	\$215,675,914	99	\$150,000	\$22,629,637	6	\$4,109,002	\$4,109,002	0			0			0			0		
Wellington	962	\$270,000	\$282,355,433	405	\$74,000	\$44,232,930	174	\$420,000	\$86,651,175	13	\$730,000	\$12,247,688	1	\$540,000	\$540,000	1	\$540,000	\$540,000	1	\$540,000	\$540,000
West Wimmera	60	\$112,500	\$8,167,492	12	\$19,000	\$307,500	22	\$200,000	\$3,838,543	33	\$511,309	\$27,300,641	1	\$800,000	\$800,000	1	\$800,000	\$800,000	1	\$800,000	\$800,000
Wodonga	738	\$349,250	\$268,716,476	188	\$144,000	\$36,044,398	19	\$880,000	\$35,295,000	1	\$800,000	\$800,000	0			0			0		
Yarra Ranges	34	\$420,000	\$14,311,056	5	\$788,700	\$788,700	5	\$5,700,000	\$5,700,000	0			0			0			0		
Yarriambiack	154	\$104,000	\$17,961,167	34	\$18,000	\$861,540	23	\$309,100	\$6,649,484	19	\$761,425	\$21,624,016	1	\$750,000	\$750,000	1	\$750,000	\$750,000	1	\$750,000	\$750,000
TOTAL SALES	28,873	\$360,000	\$11,698,529,689	7,321	\$150,000	\$1,522,074,757	3,724	\$420,000	\$2,063,984,589	569	\$640,000	\$593,276,390	17	\$1,104,524	\$39,724,352						

Appendix 1 - Queensland

Local Government Area Tables: Data covers sales for the 12 months to November 2018.

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	
Balonne	37	\$160,000	\$7,300,900	9	\$115,000	\$520,000	5	\$490,000	\$819,000	4	\$1,333,045	\$1,333,045	8	\$36,447,800	\$36,447,800	
Banana	130	\$162,500	\$23,630,500	12	\$115,000	\$1,344,200	25	\$490,000	\$15,688,500	26	\$910,000	\$30,193,940	11	\$4,200,000	\$51,058,778	
Barcaldine	22	\$121,667	\$3,003,533	7	\$173,000	\$1,173,000	2	\$660,000	\$660,000	4	\$1,699,042	\$1,699,042	7	\$37,040,500	\$37,040,500	
Baroo	6	\$348,000	\$2,088,000	0			0			0			1	\$501,000	\$501,000	
Blackall Tambo	27	\$50,000	\$1,749,500	6	\$160,200	\$960,200	0			0			12	\$3,599,362	\$79,181,571	
Boulia	4	\$765,000	\$3,060,000	1	\$45,000	\$45,000	0			0			0			
Bulloo	2	\$270,000	\$540,000	3	\$38,883,923	\$117,651,789	0			0			0			
Bundaberg	1,397	\$289,000	\$403,321,629	369	\$150,000	\$57,136,140	194	\$312,000	\$73,859,075	32	\$482,500	\$38,829,950	1	\$650,000	\$650,000	
Burdekin	148	\$175,000	\$25,951,295	33	\$113,500	\$4,162,500	32	\$423,125	\$19,089,829	7	\$8,510,407	\$8,510,407	0			
Burke	1	\$200,000	\$200,000	1	\$100,000	\$100,000	1	\$535,000	\$535,000	0			1	\$60,000	\$60,000	
Cairns	2,465	\$410,000	\$1,010,793,662	430	\$212,000	\$106,725,717	32	\$500,000	\$26,229,450	6	\$4,951,779	\$4,951,779	0			
Carpentaria	9	\$1,645,000	\$14,805,000	3	\$91,000	\$91,000	0			0			1	\$1,995,000	\$1,995,000	
Cassowary Coast	321	\$240,000	\$77,040,000	102	\$85,000	\$10,374,500	59	\$345,000	\$23,209,270	6	\$3,398,917	\$3,398,917	0			
Central Highlands	351	\$194,850	\$68,218,429	51	\$90,000	\$6,670,740	21	\$605,000	\$12,545,050	11	\$750,000	\$10,281,400	12	\$2,650,000	\$48,056,600	
Charters Towers	91	\$200,000	\$18,200,000	12	\$25,000	\$300,000	28	\$453,500	\$15,767,500	5	\$4,320,000	\$4,320,000	5	\$30,980,000	\$30,980,000	
Cloncurry	30	\$117,500	\$3,525,000	0			0			0			0			
Cook	33	\$290,000	\$9,686,500	13	\$90,000	\$1,722,848	7	\$2,800,000	\$2,800,000	2	\$1,780,000	\$1,780,000	1	\$690,000	\$690,000	
Croydon	3	\$437,000	\$1,311,000	1	\$1,000	\$1,000	0			0			1	\$4,000,000	\$4,000,000	
Diamantina	2	\$200,000	\$400,000	0			0			0			0			
Etheridge	5	\$1,025,000	\$5,125,000	7	\$153,500	\$1,074,500	0			0			2	\$5,250,000	\$5,250,000	
Flinders	27	\$85,000	\$2,295,000	7	\$175,500	\$1,228,500	0			2	\$385,000	\$385,000	6	\$26,553,000	\$26,553,000	
Fraser Coast	2,271	\$322,500	\$733,498,259	694	\$127,500	\$88,431,980	96	\$333,500	\$40,234,843	16	\$601,500	\$11,125,000	0			
Gladstone	807	\$265,000	\$213,448,202	108	\$139,000	\$17,169,814	127	\$247,000	\$33,385,571	19	\$450,000	\$9,411,555	1	\$2,410,200	\$2,410,200	
Goondiwindi	120	\$293,750	\$35,250,000	46	\$106,250	\$7,210,063	14	\$194,750	\$3,966,000	16	\$482,500	\$12,957,821	12	\$2,650,000	\$28,858,543	
Gympie	1,013	\$308,000	\$312,945,988	316	\$134,000	\$50,669,206	235	\$431,200	\$112,231,674	33	\$680,000	\$27,454,760	4	\$17,652,069	\$17,652,069	
Hinchinbrook	110	\$200,000	\$22,000,000	24	\$60,750	\$2,016,600	30	\$407,500	\$11,782,552	4	\$4,937,673	\$4,937,673	1	\$4,650,000	\$4,650,000	
Isaac	240	\$175,500	\$42,120,000	11	\$48,000	\$1,053,500	11	\$200,000	\$3,240,000	8	\$3,563,000	\$3,563,000	15	\$5,019,394	\$127,896,994	
Lockyer Valley	554	\$315,000	\$174,043,713	150	\$143,000	\$27,491,840	105	\$400,000	\$47,269,500	2	\$993,636	\$993,636	0			
Longreach	44	\$125,000	\$5,500,000	4	\$202,000	\$808,000	0			0			6	\$30,482,464	\$30,482,464	
Mackay	1,500	\$340,000	\$511,928,948	269	\$164,900	\$52,454,475	114	\$457,500	\$55,815,300	26	\$732,500	\$28,305,766	2	\$4,150,000	\$4,150,000	
Maranoa	84	\$174,750	\$14,651,000	11	\$45,000	\$4,957,333	22	\$457,500	\$10,140,360	17	\$640,000	\$13,549,000	27	\$3,350,000	\$105,950,479	
McKinlay	6	\$388,700	\$2,332,200	0			0			0			6	\$30,264,835	\$30,264,835	
Mount Isa	155	\$240,000	\$37,200,000	2	\$91,000	\$91,000	0			0			0			
Murweh	49	\$115,000	\$5,656,000	6	\$149,400	\$1,494,000	7	\$1,664,622	\$11,664,622	1	\$490,000	\$490,000	11	\$2,700,000	\$43,222,005	
North Burnett	100	\$142,750	\$15,408,000	30	\$20,000	\$1,924,300	50	\$266,000	\$18,457,000	39	\$514,000	\$24,001,417	7	\$8,047,771	\$8,047,771	
Paroo	18	\$35,000	\$630,000	5	\$786,000	\$3,930,000	1	\$250,000	\$250,000	1	\$10,000	\$10,000	13	\$1,255,760	\$22,947,174	
Quilpie	9	\$998,100	\$8,982,900	1	\$14,000	\$14,000	0			0			4	\$6,202,100	\$6,202,100	
Richmond	12	\$137,500	\$1,797,500	2	\$65,000	\$1,300,000	1	\$104,500	\$104,500	0			4	\$17,257,006	\$17,257,006	
Rockhampton	1,537	\$290,000	\$448,437,921	264	\$175,000	\$46,024,470	118	\$400,000	\$52,376,506	13	\$625,000	\$24,895,000	11	\$3,500,000	\$81,548,230	

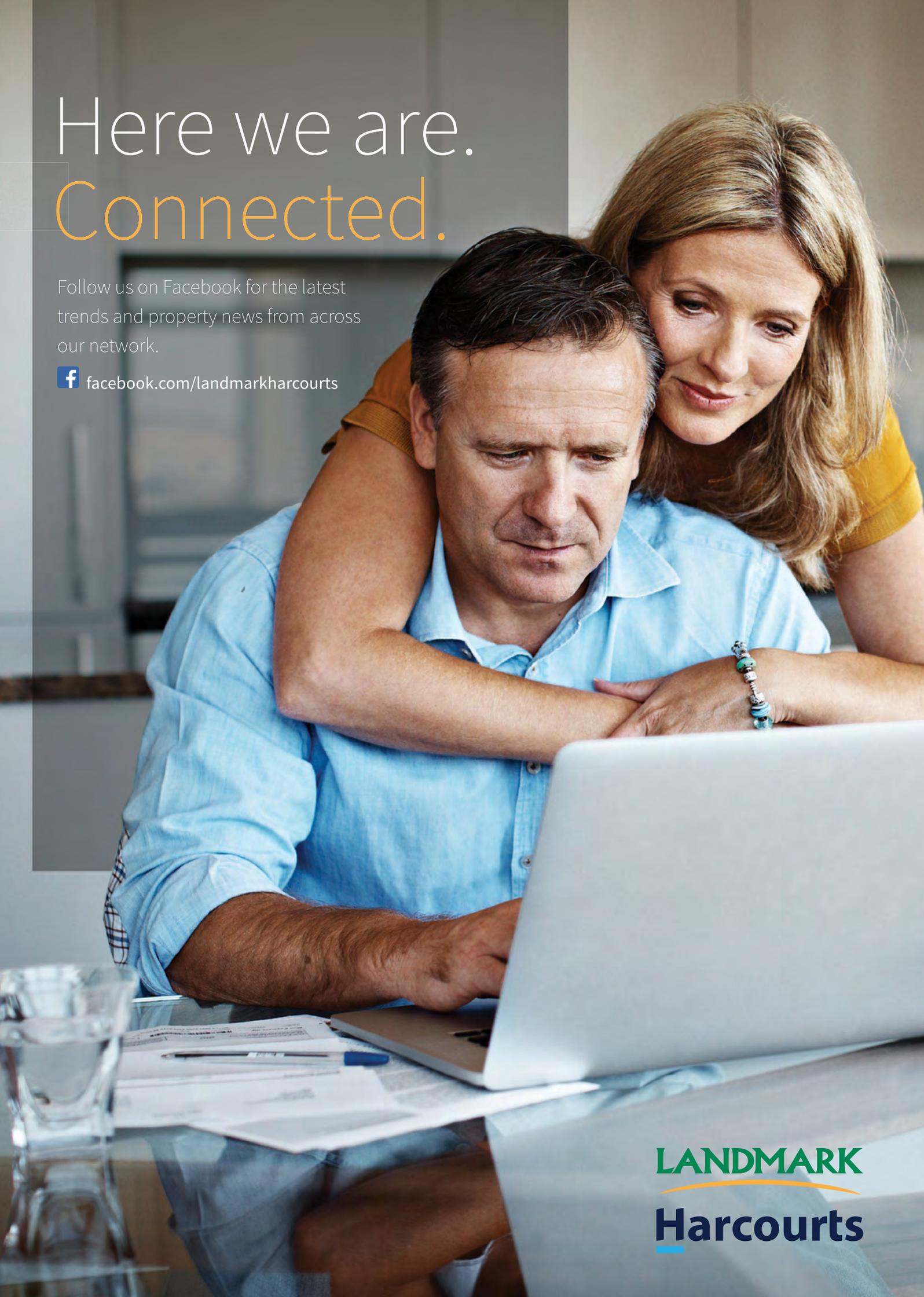
Appendix 1 - Queensland

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	
Scenic Rim	654	\$455,000	\$317,314,050	131	\$195,000	\$33,504,300	151	\$565,000	\$101,085,007	17	\$1,250,400	\$32,807,050	0			0						
Somerset	374	\$299,500	\$117,780,975	105	\$139,000	\$14,234,500	174	\$413,500	\$79,299,309	19	\$689,000	\$27,167,000	1			1						\$10,000,000
South Burnett	490	\$210,000	\$109,896,205	144	\$56,500	\$13,132,450	127	\$260,000	\$37,497,750	47	\$526,000	\$34,972,667	3			3						\$5,541,202
Southern Downs	494	\$263,500	\$137,058,961	119	\$90,000	\$11,949,194	176	\$285,000	\$61,461,077	43	\$365,000	\$19,304,439	1			1						\$840,000
Tablelands	611	\$335,000	\$208,749,450	196	\$130,000	\$31,190,228	137	\$475,000	\$91,508,627	15	\$1,097,344	\$16,869,066	1			1						\$2,500,000
Toowoomba	2,469	\$370,000	\$1,009,202,119	492	\$185,000	\$97,504,222	231	\$527,000	\$136,086,582	76	\$730,000	\$91,018,478	6			6						\$15,091,000
Torres	5		\$2,592,286	3		\$735,000	0			0			0			0						
Townsville	2,219	\$320,000	\$769,019,102	376	\$161,750	\$71,550,469	43	\$500,000	\$21,121,750	4		\$4,660,000	5			5						\$19,700,000
Weipa	33	\$455,000	\$16,507,930	4		\$680,000	0			0			0			0						
Western Downs	371	\$200,000	\$79,925,204	57	\$65,000	\$9,240,300	137	\$55,000	\$24,949,192	74	\$812,500	\$73,350,357	20			20						\$53,653,543
Whitsunday	453	\$355,000	\$170,572,649	202	\$156,300	\$40,387,400	45	\$430,000	\$27,403,000	8		\$12,283,000	3			3						\$51,700,000
Winton	14	\$137,500	\$2,064,000	2		\$117,000	0			0			0			0						\$51,917,492
TOTAL SALES	20,582	\$317,000	\$6,945,268,700	4,517	\$150,000	\$797,281,052	2,176	\$360,000	\$955,584,080	567	\$615,000	\$519,836,115	238	\$2,700,000	\$1,054,947,356							

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Appendix 1 - South Australia

Local Government Area Tables: Data covers sales for the 12 months to November 2018.

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	225	\$430,000	\$109,284,190	25	\$203,000	\$6,312,700	70	\$780,000	\$64,297,933	0		0		\$12,223,430	0		\$12,223,430	0		\$12,223,430	0		
Alexandrina	584	\$370,000	\$239,325,490	276	\$149,975	\$48,812,719	93	\$599,000	\$58,321,214	11	\$1,060,000	\$12,223,430	0		\$5,972,987	0		\$5,972,987	0		\$5,972,987	0	
Barossa	369	\$350,000	\$140,578,601	138	\$144,500	\$26,134,965	69	\$620,000	\$61,920,824	7		\$8,425,625	0		\$8,425,625	0		\$8,425,625	0		\$8,425,625	0	
Barunga West	27	\$260,000	\$7,903,500	11	\$33,500	\$686,000	3		\$860,000	4		\$860,000	0		\$860,000	0		\$860,000	0		\$860,000	0	
Berri and Barmera	121	\$208,000	\$26,961,750	19	\$80,500	\$2,868,750	49	\$200,000	\$11,003,744	0		\$11,003,744	0		\$11,003,744	0		\$11,003,744	0		\$11,003,744	0	
Ceduna	26	\$245,000	\$6,973,000	6	\$69,000	\$594,800	3		\$760,000	0		\$760,000	0		\$760,000	0		\$760,000	0		\$760,000	0	
Clare and Gilbert Valleys	147	\$260,000	\$42,635,400	45	\$86,000	\$5,456,830	54	\$395,500	\$28,387,850	7		\$28,387,850	0		\$28,387,850	0		\$28,387,850	0		\$28,387,850	0	
Cleve	16	\$187,500	\$3,258,000	10	\$90,000	\$824,248	2		\$545,000	6		\$545,000	0		\$545,000	0		\$545,000	0		\$545,000	0	
Copper Coast	310	\$260,000	\$91,369,400	143	\$89,000	\$15,106,608	10	\$340,000	\$3,466,000	1		\$3,466,000	0		\$3,466,000	0		\$3,466,000	0		\$3,466,000	0	
Elliston	14	\$240,000	\$3,145,000	15	\$40,000	\$678,000	2		\$85,000	9		\$85,000	0		\$85,000	0		\$85,000	0		\$85,000	0	
Flinders Ranges	17	\$100,000	\$2,052,500	7		\$204,000	3		\$663,000	4		\$663,000	0		\$663,000	0		\$663,000	0		\$663,000	0	
Franklin Harbour	19	\$205,000	\$3,933,000	6		\$933,000	0		\$933,000	0		\$933,000	0		\$933,000	0		\$933,000	0		\$933,000	0	
Goyder	69	\$132,500	\$10,186,125	18	\$35,000	\$547,500	31	\$250,000	\$12,292,233	33		\$12,292,233	0		\$12,292,233	0		\$12,292,233	0		\$12,292,233	0	
Grant	113	\$255,000	\$31,861,100	73	\$120,000	\$10,652,750	48	\$457,500	\$24,700,700	10		\$24,700,700	0		\$24,700,700	0		\$24,700,700	0		\$24,700,700	0	
Kangaroo Island	91	\$275,000	\$29,918,280	87	\$49,500	\$6,744,138	35	\$278,000	\$11,707,500	14		\$11,707,500	0		\$11,707,500	0		\$11,707,500	0		\$11,707,500	0	
Karoonda East Murray	10	\$123,000	\$1,317,500	7		\$438,230	7		\$1,243,000	17		\$1,243,000	5		\$9,618,095	5		\$9,618,095	5		\$9,618,095	5	
Kimba	16	\$82,750	\$1,384,500	3		\$145,000	2		\$377,000	6		\$377,000	4		\$4,852,000	4		\$4,852,000	4		\$4,852,000	4	
Kingston	16	\$220,000	\$3,580,500	21	\$94,000	\$1,987,500	5		\$1,470,000	11		\$1,470,000	0		\$20,098,193	0		\$20,098,193	0		\$20,098,193	0	
Light	196	\$377,500	\$74,117,000	78	\$145,000	\$12,868,730	24	\$546,000	\$16,564,452	2		\$16,564,452	0		\$2,108,000	0		\$2,108,000	0		\$2,108,000	0	
Lower Eyre Peninsula	50	\$360,000	\$19,650,833	55	\$150,000	\$8,143,525	18	\$400,000	\$7,819,500	15		\$7,819,500	0		\$29,718,500	0		\$29,718,500	0		\$29,718,500	0	
Loxton Walkerie	150	\$207,500	\$34,618,524	50	\$69,500	\$4,019,300	39	\$170,000	\$14,413,893	15		\$14,413,893	1		\$12,210,793	1		\$12,210,793	1		\$12,210,793	1	
Mallala	111	\$370,000	\$39,734,785	78	\$190,250	\$14,343,900	26	\$492,500	\$13,983,340	1		\$13,983,340	0		\$601,860	0		\$601,860	0		\$601,860	0	
Mild Murray	144	\$215,000	\$35,831,000	62	\$69,000	\$6,007,366	63	\$149,000	\$14,972,134	26		\$14,972,134	0		\$6,621,405	0		\$6,621,405	0		\$6,621,405	0	
Mount Barker	564	\$413,000	\$255,351,971	403	\$175,500	\$83,440,810	57	\$720,000	\$52,574,507	1		\$52,574,507	0		\$920,000	0		\$920,000	0		\$920,000	0	
Mount Gambier	406	\$258,500	\$135,172,587	41	\$99,000	\$5,392,500	1		\$3,850,000	0		\$3,850,000	0		\$3,850,000	0		\$3,850,000	0		\$3,850,000	0	
Mount Remarkable	32	\$118,500	\$4,670,000	16	\$44,000	\$988,662	18	\$98,500	\$3,218,000	17		\$3,218,000	0		\$10,322,966	0		\$10,322,966	0		\$10,322,966	0	
Murray Bridge	227	\$245,000	\$61,101,900	74	\$108,750	\$11,097,962	58	\$158,500	\$16,026,955	12		\$16,026,955	0		\$12,845,000	0		\$12,845,000	0		\$12,845,000	0	
Naracoorte and Lucindale	112	\$228,750	\$28,036,900	26	\$68,000	\$5,091,557	35	\$410,000	\$19,450,052	30		\$19,450,052	0		\$36,748,077	0		\$36,748,077	0		\$36,748,077	0	
Northern Areas	56	\$141,500	\$8,603,300	18	\$15,500	\$653,659	15	\$375,000	\$6,874,810	23		\$6,874,810	0		\$43,569,282	0		\$43,569,282	0		\$43,569,282	0	
Orroroo/Carrieton	15	\$132,500	\$2,020,500	10	\$22,333	\$523,000	5		\$1,824,364	12		\$1,824,364	1		\$4,585,982	1		\$4,585,982	1		\$4,585,982	1	
Peterborough	33	\$75,000	\$3,026,000	9		\$437,000	2		\$240,000	2		\$240,000	2		\$1,245,000	2		\$1,245,000	2		\$1,245,000	2	
Port Augusta	130	\$189,000	\$27,983,600	36	\$76,500	\$3,196,500	6		\$1,478,000	0		\$1,478,000	0		\$1,478,000	0		\$1,478,000	0		\$1,478,000	0	
Port Lincoln	176	\$314,500	\$58,951,050	48	\$110,000	\$7,571,000	0		\$7,571,000	0		\$7,571,000	0		\$7,571,000	0		\$7,571,000	0		\$7,571,000	0	
Port Pirie City and Dist	203	\$157,500	\$36,427,257	27	\$70,000	\$1,815,284	12	\$240,000	\$2,943,000	9		\$2,943,000	1		\$7,491,500	1		\$7,491,500	1		\$7,491,500	1	
Renmark Paranga	150	\$256,250	\$40,532,200	34	\$102,500	\$5,378,110	21	\$212,500	\$7,740,042	3		\$7,740,042	0		\$4,490,000	0		\$4,490,000	0		\$4,490,000	0	
Robe	60	\$362,500	\$25,498,066	39	\$122,570	\$5,973,570	9		\$2,897,500	3		\$2,897,500	1		\$5,341,800	1		\$5,341,800	1		\$5,341,800	1	
Roxby Downs	30	\$285,000	\$8,548,300	0		\$0	0		\$0	0		\$0	0		\$0	0		\$0	0		\$0	0	
Southern Mallee	21	\$85,000	\$1,984,400	10	\$22,500	\$462,800	0		\$462,800	0		\$462,800	0		\$16,682,424	21		\$16,682,424	21		\$16,682,424	21	
Streaky Bay	19	\$238,000	\$4,235,000	21	\$79,000	\$2,127,400	11	\$255,000	\$2,616,000	7		\$2,616,000	1		\$1,964,000	1		\$1,964,000	1		\$1,964,000	1	

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
Tatiana	95	\$133,000	\$15,523,189	28	\$62,000	\$2,621,456	18	\$377,500	\$9,468,200	40	\$920,730	\$42,240,615	3		\$16,516,030						
Tea Tree Gully	1	\$647,500	\$647,500	0			2		\$1,575,000	0			0								
The Coorong	74	\$190,500	\$16,468,816	41	\$85,000	\$4,407,500	11	\$190,000	\$5,026,500	16	\$767,000	\$18,761,550	5		\$46,728,333						
Tumby Bay	31	\$220,000	\$7,818,500	17	\$90,000	\$1,832,600	9	\$1,546,880	\$1,695,635	19	\$1,546,880	\$40,438,880	0								
Unincorporated SA	45	\$45,000	\$2,735,000	19	\$12,000	\$408,000	2		\$57,000	0			2		\$3,240,000						
Victor Harbor	436	\$363,250	\$183,697,783	147	\$145,950	\$27,136,638	34	\$627,500	\$23,057,599	1		\$2,280,000	0								
Wakefield	89	\$185,000	\$16,371,320	23	\$43,500	\$1,536,500	17	\$265,000	\$8,882,503	10	\$987,500	\$30,676,842	0								
Wattle Range	173	\$175,000	\$35,963,200	52	\$65,000	\$4,906,000	56	\$415,250	\$34,961,776	23	\$1,655,514	\$47,097,854	0								
Whyalla	134	\$210,000	\$31,208,950	17	\$93,000	\$1,822,500	0			0			0								
Wudinna	7	\$1,100,000	\$1,100,000	1		\$36,000	2		\$395,000	3		\$6,170,000	1		\$555,000						
Yankalilla	143	\$340,000	\$55,177,000	95	\$122,000	\$12,896,450	24	\$520,000	\$14,732,000	0			0								
Yorke Peninsula	267	\$240,000	\$72,793,701	94	\$93,750	\$11,235,000	28	\$275,000	\$9,326,200	21	\$1,315,000	\$32,003,743	0								
TOTAL SALES	5,620	\$270,000	\$1,663,668,107	2,062	\$109,500	\$268,413,207	962	\$355,118	\$445,156,520	475	\$800,000	\$568,050,331	37	\$1,000,000	\$97,173,124						

Appendix 1 - Western Australia

Local Government Area Tables: Data covers sales for the 12 months to November 2018.

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	507	\$393,000	\$221,354,650	142	\$195,000	\$31,869,500	52	\$577,500	\$35,398,301	16	\$1,225,000	\$18,276,000	2		\$17,278,000						
Ashburton	21	\$260,000	\$5,844,500	4		\$110,800	0			0			0								
Augusta-Margaret River	242	\$490,000	\$135,863,670	185	\$200,000	\$47,686,750	56	\$842,500	\$77,988,000	5		\$7,700,000	0								
Beverley	14	\$207,500	\$3,270,000	6	\$203,000	\$9,973,166	24	\$319,500	\$8,013,000	4		\$2,510,362	0								
Boddington	21	\$250,000	\$4,861,900	4	\$89,000	\$1,204,500	22	\$370,000	\$13,711,666	7		\$6,872,174	0								
Boypup Brook	12	\$200,000	\$2,751,500	13	\$85,000	\$7,994,500	22	\$620,000	\$3,053,571	4		\$875,000	0								
Bridgetown-Greenbushes	58	\$380,000	\$22,181,830	58	\$85,000	\$3,885,000	9	\$3,805,127	\$3,000,000	0			0								
Brookton	9	\$1,935,200	\$73,559,929	27	\$255,000	\$9,588,275	1		\$11,507,397	0			0								
Broome	148	\$456,000	\$771,000	3		\$124,000	13	\$185,000	\$1,135,000	8		\$91,935,523	0								
Broomehill-Tambellup	7	\$85,000	\$1,210,100	4	\$205,000	\$18,628,700	0		\$57,294,370	2		\$62,100,000	0								
Bruce Rock	11	\$295,000	\$361,530,246	294	\$269,500	\$118,375,791	48	\$870,000	\$13,417,060	0			0								
Bunbury	409	\$510,000	\$89,853,166	64	\$195,000	\$77,000	0		\$1,495,000	0			1		\$120,000						\$20,054
Busselton	558	\$405,000	\$11,625,460	2	\$200,000	\$330,000	3		\$925,000	2		\$1,830,000	0								
Capel	12	\$600,000	\$6,737,500	11	\$178,000	\$1,851,500	3		\$8,627,000	27		\$15,395,652	4		\$6,300,000						
Carnamah	65	\$550,000	\$35,087,750	32	\$225,000	\$72,000	10		\$1,044,500	12		\$395,000	0								
Carnarvon	107	\$190,000	\$22,948,000	10	\$12,000	\$185,000	0		\$3,351,095	1		\$3,485,372	3		\$6,556,414						
Chapman Valley	58	\$80,000	\$5,335,975	11	\$205,000	\$3,839,500	5		\$3,532,207	9		\$10,329,593	0								
Chittering	20	\$205,000	\$2,267,000	6		\$231,500	5		\$2,354,000	7		\$5,705,000	0								
Collie	13	\$149,000	\$940,000	4	\$175,000	\$3,351,095	13		\$3,351,095	1		\$1,000,000	0								
Coorow	7	\$170,000	\$2,540,500	5		\$102,000	0		\$644,000	0			0								
Coorup	16	\$220,000	\$3,395,000	3		\$1,118,500	1		\$400,000	7		\$14,409,336	3		\$3,665,389						
Corrigin	56	\$347,500	\$20,954,500	39	\$85,000	\$5,017,200	12		\$3,325,382	3		\$7,215,000	5		\$15,352,300						
Cranbrook	188	\$340,500	\$68,321,630	48	\$197,500	\$10,541,149	18		\$14,835,800	0			0								
Cuballing	98	\$394,000	\$42,486,488	31	\$250,000	\$8,413,315	42		\$29,989,000	2		\$1,413,000	0								
Cue	20	\$130,000	\$4,084,500	8		\$801,500	2		\$600,000	0			0								
Dandaragan	60	\$292,500	\$19,233,833	46	\$150,000	\$8,568,000	41		\$27,060,500	3		\$1,685,000	0								
Dardanup	5		\$390,000	0			2		\$102,000	2		\$1,080,000	0								
Derby-West Kimberley	8	\$49,000	\$757,800	5		\$81,301	0		\$6,827,715	7		\$6,169,105	0								
Donnybrook-Balingup	17	\$162,500	\$17,200,500	4		\$1,794,000	0			0			0								
Dowerin	99	\$330,000	\$45,249,116	34	\$195,000	\$8,915,184	9		\$6,765,000	9		\$12,684,400	12		\$3,550,000						
Dumblenyung	142	\$420,000	\$12,489,500	25	\$230,000	\$6,506,800	1		\$400,000	0			0								
Dundas	29	\$265,000	\$119,150,172	107	\$105,000	\$15,904,999	26		\$440,000	2		\$1,200,000	0								
East Pilbara	431	\$265,000	\$119,150,172	107	\$105,000	\$15,904,999	26		\$440,000	2		\$1,200,000	0								
Esperance																					
Exmouth																					
Geraldton-Greenough																					

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	Sales vol.	Median price	Total value	Sales vol.	Median price	Total value						
Gingin	76	\$370,000	\$28,737,333	33	\$150,000	\$5,872,417	32	\$487,500	\$17,082,000	10	\$1,625,000	\$21,362,500	2		\$2,300,000	2		\$2,300,000	0			0					
Gnowangerup	15	\$81,000	\$1,467,000	5	\$120,000	\$600,000	2	\$804,500	\$804,500	7	\$10,812,000	\$10,812,000	0			0			0			0					
Goornalling	6	\$569,000	\$3,413,400	1	\$93,500	\$93,500	8	\$2,232,500	\$2,232,500	2	\$2,612,495	\$2,612,495	0			0			0			0					
Halls Creek	2	\$600,000	\$1,200,000	0			0			0			0			0			0			0					
Harvey	309	\$350,000	\$115,661,975	114	\$178,800	\$20,448,166	33	\$651,500	\$23,773,000	5	\$8,300,250	\$8,300,250	0			0			0			0					
Irwin	49	\$330,000	\$16,454,400	13	\$80,000	\$1,974,492	18	\$380,000	\$38,555,000	2	\$1,403,075	\$1,403,075	1		\$2,287,500	1		\$2,287,500	0			0					
Jerramungup	13	\$305,000	\$3,750,000	11	\$110,000	\$1,474,500	5	\$2,553,500	\$2,553,500	1	\$960,000	\$960,000	9		\$79,815,000	9		\$79,815,000	0			0					
Kalgoorlie/Boulder	394	\$300,000	\$121,864,784	43	\$195,000	\$13,093,222	0			0			0			0			0			0					
Katanning	45	\$153,000	\$7,967,333	5	\$490,500	\$490,500	6	\$2,212,000	\$2,212,000	1	\$981,000	\$981,000	0			0			0			0					
Kellerberrin	11	\$120,000	\$1,562,000	3	\$89,500	\$89,500	5	\$321,523	\$321,523	2	\$900,000	\$900,000	0			0			0			0					
Kent	0			0			1	\$841,500	\$841,500	17	\$840,000	\$20,283,900	1		\$4,300,000	1		\$4,300,000	0			0					
Kojoonup	23	\$167,000	\$4,538,000	9	\$1,302,000	\$1,302,000	4	\$2,594,648	\$2,594,648	7	\$11,099,425	\$11,099,425	1		\$3,250,000	1		\$3,250,000	0			0					
Kondinin	1	\$73,000	\$73,000	0			0			0			0			0			0			0					
Koorda	5	\$507,000	\$2,535,000	0			3	\$550,000	\$550,000	3	\$590,000	\$590,000	0			0			0			0					
Kulin	6	\$878,000	\$5,268,000	2	\$23,500	\$23,500	3	\$302,000	\$302,000	3	\$2,300,000	\$2,300,000	0			0			0			0					
Lake Grace	14	\$187,500	\$2,882,000	2	\$64,000	\$64,000	2	\$735,000	\$735,000	9	\$9,505,000	\$9,505,000	1		\$2,530,000	1		\$2,530,000	0			0					
Laverton	8	\$404,000	\$3,232,000	5	\$848,250	\$848,250	0			0			0			0			0			0					
Leonora	14	\$60,000	\$1,029,000	4	\$66,312	\$66,312	0			0			0			0			0			0					
Mandurah	1,368	\$365,000	\$556,352,735	430	\$190,000	\$114,748,872	4	\$575,700	\$1,770,000	0			0			0			0			0					
Manjimup	89	\$267,000	\$25,679,500	31	\$127,500	\$7,588,500	34	\$575,700	\$25,694,854	1	\$285,000	\$285,000	0			0			0			0					
Meekatharra	12	\$47,500	\$601,000	1	\$45,000	\$45,000	0			0			0			0			0			0					
Menzies	2	\$58,400	\$58,400	7	\$61,250	\$61,250	0			0			0			0			0			0					
Merredin	39	\$120,000	\$5,525,940	9	\$594,850	\$5,948,500	8	\$1,765,659	\$1,765,659	6	\$2,855,000	\$2,855,000	1		\$200,000	1		\$200,000	0			0					
Mingenew	5	\$584,500	\$2,922,500	6	\$118,500	\$118,500	2	\$738,000	\$738,000	1	\$700,000	\$700,000	0			0			0			0					
Moora	30	\$175,000	\$6,329,500	11	\$62,000	\$887,000	7	\$8,307,000	\$8,307,000	3	\$3,484,525	\$3,484,525	0			0			0			0					
Morawa	12	\$33,500	\$466,000	1	\$5,500	\$5,500	1	\$2,250,000	\$2,250,000	3	\$2,538,138	\$2,538,138	0			0			0			0					
Mount Magnet	10	\$30,000	\$414,100	2	\$16,000	\$16,000	0			0			0			0			0			0					
Mount Marshall	2	\$77,500	\$1,550,000	0			0			7	\$4,557,441	\$4,557,441	0			0			0			0					
Mukinbudin	7	\$1,020,800	\$7,145,600	2	\$215,000	\$215,000	0			4	\$659,500	\$659,500	0			0			0			0					
Mullewa	5	\$115,000	\$1,150,000	2	\$9,000	\$9,000	1	\$425,000	\$425,000	2	\$885,000	\$885,000	3		\$5,230,000	3		\$5,230,000	0			0					
Murray	225	\$395,000	\$95,636,625	105	\$260,000	\$31,861,458	32	\$770,000	\$32,402,377	0			0			0			0			0					
Nannup	22	\$345,000	\$8,212,500	21	\$150,000	\$4,136,000	19	\$380,000	\$10,365,002	0			0			0			0			0					
Narembeen	13	\$120,000	\$1,514,500	3	\$127,500	\$127,500	2	\$390,000	\$390,000	5	\$2,291,323	\$2,291,323	3		\$3,625,000	3		\$3,625,000	0			0					
Narrogin	2	\$312,000	\$312,000	0			7	\$6,492,980	\$6,492,980	4	\$5,500,000	\$5,500,000	0			0			0			0					
Narrogin	64	\$168,000	\$11,752,750	4	\$222,000	\$222,000	1	\$415,000	\$415,000	0			0			0			0			0					
Northam	121	\$230,000	\$31,342,000	44	\$120,000	\$5,855,000	27	\$345,000	\$11,110,820	5	\$17,699,000	\$17,699,000	0			0			0			0					
Northampton	35	\$250,000	\$9,327,500	19	\$83,000	\$1,552,450	10	\$240,000	\$2,894,016	7	\$4,223,340	\$4,223,340	3		\$1,065,000	3		\$1,065,000	0			0					
Nungarin	4	\$220,000	\$880,000	1	\$6,000	\$6,000	0			4	\$735,000	\$735,000	0			0			0			0					
Perenjori	4	\$153,000	\$612,000	2	\$45,000	\$45,000	2	\$805,000	\$805,000	2	\$900,000	\$900,000	1		\$900,000	1		\$900,000	0			0					
Pingelly	16	\$92,500	\$2,373,715	3	\$74,000	\$74,000	5	\$3,013,920	\$3,013,920	1	\$3,300,000	\$3,300,000	0			0			0			0					

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	
Plantagenet	34	\$180,000	\$6,864,000	42	\$57,000	\$6,111,500	53	\$360,000	\$27,513,000	17	\$700,000	\$14,350,320	0			
Port Hedland	325	\$205,500	\$82,539,350	15	\$226,600	\$4,541,600	0			0			0			
Quairading	4	\$415,000	\$1,660,000	2	\$50,000	\$100,000	8	\$415,000	\$3,320,000	3	\$1,577,500	\$4,732,500	0			
Ravensthorpe	25	\$190,000	\$4,750,000	12	\$41,250	\$1,275,000	12	\$137,500	\$2,520,000	7	\$4,075,000	\$28,525,000	4		\$4,680,000	
Roebourne	370	\$324,500	\$120,068,000	20	\$125,500	\$3,982,150	1	\$9,060	\$9,060	0			0			
Sandstone	6	\$461,500	\$2,769,000	1	\$9,060	\$9,060	0			0			0			
Shark Bay	13	\$260,000	\$3,380,000	3	\$2,786,000	\$8,358,000	1	\$395,000	\$395,000	0			0			
Tammin	4	\$467,500	\$1,870,000	6	\$36,550	\$219,300	4	\$444,000	\$1,776,000	2	\$3,125,000	\$6,250,000	0			
Three Springs	10	\$78,500	\$785,000	0			3	\$2,230,000	\$22,300,000	1	\$2,062,500	\$20,625,000	4		\$22,200,000	
Toodyay	53	\$339,000	\$17,947,000	38	\$81,500	\$3,117,000	31	\$370,000	\$11,467,000	3	\$4,112,000	\$12,336,000	0			
Trayning	1	\$60,000	\$60,000	0			3	\$880,000	\$2,640,000	0			0			
Victoria Plains	3	\$120,000	\$360,000	3	\$24,000	\$72,000	2	\$1,165,000	\$2,330,000	3	\$19,950,000	\$59,850,000	4		\$6,573,916	
Wagin	23	\$165,000	\$3,795,000	11	\$25,000	\$275,000	9	\$8,969,500	\$80,725,500	3	\$2,717,992	\$8,153,976	0			
Wandering	4	\$655,000	\$2,620,000	3	\$141,500	\$424,500	13	\$360,000	\$4,680,000	0			0			
Waroona	63	\$270,000	\$17,010,000	22	\$231,000	\$5,082,000	11	\$585,000	\$6,435,000	3	\$3,160,000	\$9,480,000	0			
West Arthur	4	\$575,500	\$2,302,000	2	\$34,000	\$68,000	9	\$5,115,000	\$46,035,000	11	\$900,000	\$9,900,000	0			
Westonia	0			0			1	\$1,250,000	\$1,250,000	0			2		\$560,000	
Wickepin	9	\$1,205,000	\$10,845,000	2	\$81,000	\$1,620,000	6	\$1,754,766	\$10,528,596	2	\$2,975,000	\$5,950,000	0			
Williams	6	\$1,551,000	\$9,306,000	4	\$184,000	\$736,000	6	\$2,794,000	\$16,764,000	3	\$3,200,632	\$9,601,896	0			
Wiluna	1	\$25,000	\$25,000	0			0			0			0			
Wongan-Ballidu	18	\$150,000	\$2,700,000	1	\$350,000	\$350,000	1	\$300,000	\$300,000	2	\$765,000	\$1,530,000	0			
Woodanilling	3	\$550,000	\$1,650,000	7	\$419,000	\$2,933,000	2	\$1,532,500	\$3,065,000	0			0			
Wyalkatchem	6	\$873,500	\$5,241,000	2	\$10,500	\$21,000	3	\$630,500	\$1,891,500	3	\$1,862,000	\$5,586,000	0			
Wyndham-East Kimberley	33	\$250,000	\$8,250,000	15	\$165,000	\$2,475,000	7	\$6,615,000	\$46,305,000	0			0			
Yalgoo	1	\$25,000	\$25,000	0			0			0			0			
Yilgarn	10	\$52,500	\$525,000	2	\$170,000	\$340,000	1	\$1,000,000	\$1,000,000	13	\$685,000	\$8,905,000	3		\$1,770,000	
York	58	\$302,500	\$17,545,000	20	\$60,000	\$1,200,000	17	\$305,000	\$5,185,000	4	\$10,090,000	\$40,360,000	0			
TOTAL SALES	6,354	\$320,000	\$2,228,778,315	1,973	\$168,000	\$438,939,821	978	\$475,000	\$673,182,867	325	\$751,300	\$375,280,263	69	\$1,650,000	\$214,501,538	

Appendix 1 - Tasmania

Local Government Area Tables: Data covers sales for the 12 months to November 2018

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	210	\$260,000	\$57,314,458	103	\$82,500	\$11,289,430	38	\$180,000	\$9,990,000	4		\$1,042,000	0		
Burnie	411	\$240,000	\$106,876,919	44	\$114,000	\$6,184,750	15	\$390,000	\$5,959,000	2		\$1,777,125	0		
Central Coast	372	\$291,500	\$117,555,666	74	\$94,500	\$10,044,000	39	\$417,500	\$16,915,600	1		\$220,000	0		
Central Highlands	81	\$142,000	\$13,340,033	34	\$31,000	\$1,323,500	32	\$197,500	\$7,063,107	7		\$3,413,750	2		\$2,400,000
Circular Head	125	\$206,000	\$28,941,599	20	\$91,000	\$1,900,500	32	\$455,000	\$34,685,690	7		\$12,152,100	0		
Derwent Valley	51	\$245,000	\$13,061,360	12	\$71,250	\$1,197,500	30	\$317,500	\$9,582,500	0			0		
Devonport	488	\$274,250	\$144,989,611	91	\$110,000	\$15,316,562	7		\$4,360,000	0			0		
Dorset	152	\$242,500	\$38,164,746	42	\$83,750	\$3,911,666	23	\$354,233	\$9,828,333	2		\$1,286,857	0		
Flinders	9		\$2,653,000	16	\$55,500	\$1,186,000	13	\$210,000	\$4,774,000	2		\$1,445,000	0		
George Town	175	\$190,000	\$38,612,150	66	\$81,000	\$6,519,599	20	\$347,500	\$8,941,000	2		\$3,445,129	0		
Glenmorgan/Spring Bay	155	\$375,000	\$66,493,765	115	\$158,000	\$20,338,000	20	\$227,500	\$5,748,833	5		\$3,410,000	0		
Huon Valley	311	\$350,000	\$115,808,335	135	\$115,000	\$20,384,200	114	\$295,000	\$42,655,844	3		\$2,150,000	0		
Kentish	95	\$260,000	\$27,871,980	29	\$90,000	\$2,854,500	39	\$342,000	\$16,430,800	1		\$1,271,000	0		
King Island	20	\$238,500	\$5,083,500	8		\$611,000	11	\$310,000	\$5,470,000	2		\$4,295,000	0		
Kingborough	56	\$405,000	\$23,472,231	52	\$140,000	\$9,415,720	19	\$355,000	\$8,784,000	0			0		
Latrobe	198	\$341,250	\$70,164,886	77	\$115,000	\$10,948,300	19	\$475,000	\$10,809,781	2		\$3,100,000	0		
Launceston	1,190	\$312,500	\$410,671,515	120	\$155,000	\$22,815,099	45	\$340,000	\$17,074,361	3		\$3,810,000	0		
Meander Valley	308	\$348,000	\$112,244,475	67	\$150,000	\$11,783,044	50	\$361,400	\$25,372,550	11		\$1,300,000	0		
Northern Midlands	226	\$281,000	\$70,378,955	81	\$39,000	\$5,806,700	32	\$412,500	\$16,623,500	9		\$27,386,000	1		\$1,957,000
Sorell	31	\$350,000	\$11,635,000	18	\$130,750	\$2,595,440	17	\$270,000	\$5,845,500	1		\$470,000	0		
Southern Midlands	90	\$301,500	\$28,962,212	22	\$82,525	\$2,675,200	45	\$250,000	\$19,332,810	14		\$305,000	1		\$3,200,000
Tasman	97	\$280,000	\$30,090,500	76	\$80,500	\$7,896,434	41	\$315,000	\$14,428,250	2		\$670,000	0		
Waratah/Wynyard	240	\$255,000	\$75,458,036	49	\$105,000	\$5,302,423	47	\$300,000	\$18,529,412	0			0		
West Coast	214	\$82,000	\$20,746,400	41	\$15,000	\$1,100,100	6		\$610,000	0			0		
West Tamar	475	\$350,000	\$178,701,525	123	\$160,000	\$24,105,150	65	\$400,000	\$27,855,500	2		\$680,000	0		
TOTAL SALES	5,755	\$290,000	\$1,799,980,857	1,498	\$110,000	\$205,179,377	805	\$330,000	\$342,592,871	81	\$550,000	\$121,667,682	4		\$7,557,000

Appendix 1 - Northern Territory

Local Government Area Tables: Data covers sales for the 12 months to November 2018.

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
Alice Springs	264	\$472,250	\$138,224,000	19	\$607,000	\$11,619,500	0			0			0		
Barkly	22	\$189,500	\$4,238,300	2		\$280,000	0			0			0		
Coomalie	5	\$1,315,000	\$6,625,000	1		\$75,000	3	\$725,000	\$2,230,000	4			0		
Katherine	19	\$280,000	\$6,314,200	5		\$2,070,000	9	\$4,215,000	\$4,215,000	0			1		\$1,325,000
Roper Gulf	6	\$1,293,000	\$7,758,000	0			0			0			0		
Unincorporated NT	7	\$1,457,500	\$10,202,500	4		\$695,000	22	\$172,500	\$4,727,000	1		\$650,000	0		
Victoria-Daly	2	\$310,000	\$620,000	2		\$313,000	2	\$675,000	\$675,000	1		\$615,000	2		\$10,715,000
Wagait	4	\$772,500	\$3,090,000	9		\$1,980,000	0			0			0		
TOTAL SALES	329	\$450,000	\$153,924,500	42	\$365,000	\$17,032,500	36	\$235,000	\$10,342,000	6		\$3,495,000	3		\$12,040,000

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